



Moore County Airport Authority

January 30, 2026

Public Meeting – 08:30AM

The Moore County Airport Authority Meeting for Friday January 30th, 2026, was held in-person and via zoom at The Holly Inn in Pinehurst. A quorum was present.

Authority Members Present:

Adam Kiker, Chairman
Gene Horne, Vice Chairman
Dr. Mike Jones, Secretary
Ken Haenlein, Treasurer (arrived at 8:38AM)
Randy Saunders, Board Member

Staff Present:

Rick Cloutier, Airport Director
Eric Billowitz, Operations Manager
Carol Oakley, Finance Administrator
Marcuss Baker, FBO Manager
Keiko Brantley, Administrative Assistant

Guests Present:

Stephen Bright – Talbert & Bright
Melissa Cross- Alliance (Zoom)
Julie MacLeod – Alliance (Zoom)
Eric Peterson- Alliance (Zoom)
Peter Stillwell - Tarheel Communications
Rober Brown -RBPR (Zoom)
Stephen Clemont- Fitzpatrick Communications (Zoom)
Elana Marsh – The Pilot
Joyce Fitzpatrick- Fitzpatrick Communications (Zoom)

To Note: **Action Items**

CALLED TO ORDER: Chairman Adam Kiker called the meeting to order at 8:32 a.m.

A. Pledge of Allegiance

Chairman Kiker led the Pledge of Allegiance.

B. Public Comments

C. Request for Additional Agenda Items

Rick Cloutier, requested to add GA Terminal Update to the Projects, Report and Summaries section.

D. Additional Agenda Item(s) Added:

GA Terminal Update

E. Conflict of Interest

Chairman Kiker asked if there were any conflicts of interest. There were none.

F. Approval of Agenda

The draft Moore County Airport Authority Meeting Agenda for Friday January 30th 2026, was presented.

Chairman Kiker asked for a motion to approve the agenda.

M/- Horne and S/- Jones

All voted in favor: Chairman Kiker, Vice Chairman Horne, Treasurer Haenlein, Secretary Jones, and Board Member Saunders

G. Approval of Previous Meeting Minutes

Chairman Kiker asked for a motion to approve the Minutes of Moore County Airport Authority Meeting presented on December 10, 2025.

M/- Horne and S/- Jones

All voted in favor: Chairman Kiker, Vice Chairman Horne, Treasurer Haenlein, Secretary Jones, and Board Member Saunders

H. Consent

None

I. New Business

1. Airport Road Parcel- Proposed Disposition of Land

The Board discussed the Airport Road Parcel (approximately 14.7 acres) located across Airport Road. Staff reported that the Federal Aviation Administration has issued a

release letter allowing the property to be used for non-aeronautical purposes, including potential sale or lease, subject to applicable FAA requirements. Staff also noted that any proceeds from a sale or lease would be required to be reinvested in the airport in accordance with FAA grant assurances.

The Chairman clarified that the purpose of the open-session agenda item was to determine whether the Airport Authority is willing to consider divestment of the parcel (sale or lease), and that specific terms and negotiations would be addressed later if the Board chose to proceed, as no formal proposal or contract terms had been presented.

Staff reported that an appraisal was received in the fall timeframe indicating an appraised value of \$985,000, based on an assumption consistent with residential zoning. The Board discussed uncertainty regarding future roadway design and timing associated with a North Carolina Department of Transportation project. Staff summarized recent communications indicating the intent is to minimize right-of-way impacts to property owners and that the roadway geometry near the subject parcel is not expected to change dramatically.

Board members discussed considerations including:

The long-term strategic value of airport-owned land and the difficulty of predicting future needs.

The parcel's limited connectivity to airfield operations and potential alternative uses (e.g., overflow parking, rental car/ground transportation support, future commercial service support, UAV/drone-related uses);

The potential benefit of proceeds to support unfunded or partially funded capital projects and required local matches; and

The need to provide Moore County a timely response, while reserving the Airport Authority's right to review future terms and conditions before making any final decision.

Treasurer Ken Haenlein made a motion to divest the Airport Road Parcel (approximately 14.7 acres) in order to allow continuation of the process and discussions regarding potential sale or lease, with the understanding that approval of divestment does not approve or accept any specific transaction terms, and that any future agreement would require further review and approval by the Airport Authority.

Board Member Randy Saunders seconded the motion.

The motion passed by voice vote.

In favor: Chairman Adam Kiker, Treasurer Ken Haenlein, Vice Chairman Gene Horne, Board Member Randy Saunders

Opposed: Secretary Dr. Mike Jones

2. One-Time CVB Project Fund Grant – Terminal Project

Rick Cloutier, Airport Director, reported that the Convention and Visitors Bureau (CVB) issued a Notice of Funding Opportunity for non-grant funds. He advised that the Airport submitted a request for a one-time project fund to assist with construction of the terminal project and was awarded **\$120,000**.

*Board Member Randy Saunders made a motion to accept the One-Time CVB Project Fund Grant in the amount of **\$120,000** for the terminal project.*

Vice Chairman Gene Horne seconded the motion.

All voted in favor: Chairman Kiker, Vice Chairman Horne, Treasurer Haenlein, Secretary Jones, and Board Member Saunders

3. Finance Director Bond Letter

Rick Cloutier, Airport Director, explained that updated budgeting rules implemented in 2023 require a letter acknowledging the Finance Director bond coverage equal to 10% of the anticipated budget. He noted that this letter was not executed during the first three months of the prior fiscal year due to the timing of a budget increase, which resulted in a technical non-compliance item identified during the audit.

He further explained that the matter was disclosed in the audit footnotes and that the Local Government Commission does not consider the issue a discrepancy but requested a letter from the Board acknowledging its awareness of the situation. Airport staff advised that bond coverage was in place during the period, though not at the revised level required following the budget increase.

The Board was informed that all Board members would be asked to sign the acknowledgement letter for recordkeeping purposes.

J. Old Business

1. None

K. Projects, Summaries and Updates

1. Public Relations Plan Update:

Joyce Fitzpatrick provided an update on the public relations plan and presented results from a countywide survey conducted January 9–12 by Bold Research. Stephen Clermont summarized survey methodology, noting 537 completed responses, a 4.4% margin of error, and representative sampling across Moore County.

Survey results indicated:

- 79% support for bringing commercial passenger air service to Moore County Airport, with support consistent across geographic and demographic groups;
- Approximately 45% of respondents strongly support commercial service;
- Awareness of the initiative is approximately 51%, indicating an opportunity to increase public education and outreach;
- 76% believe commercial air service would benefit the local economy, with convenience and reduced travel time cited as primary benefits;
- 82% of respondents who support or are undecided indicated they would likely use the service if available.

Ms. Fitzpatrick and Robert Brown outlined a media strategy focused on increasing awareness, demonstrating public support, and addressing community concerns through a mix of traditional media, social media, video content, and neighborhood-based platforms (including Nextdoor). Coordination with local media outlets, including The Pilot, is planned.

2. Air Service

Airport leadership reported continued progress on air service development efforts. The County has agreed to serve as the holder of Minimum Revenue Guarantee (MRG) funds, and an agreement with a third-party entity was executed prior to year-end.

Fundraising efforts are ongoing, with approximately **\$1.3–\$1.4 million** in pledges identified to date. Pledges are anticipated to be formalized by mid-summer.

Board members recognized the significant efforts of Natalie Hawkins in securing pledges and developing professional outreach materials, noting her work as instrumental to the initiative.

Staff noted timing challenges related to grant cycles and state budget considerations as the Airport works toward a potential Spring 2027 service launch

3. GA Terminal Update

Representatives from Alliance presented an update on the GA Terminal project, including massing studies and three conceptual building schemes. The concepts reflect a two-story terminal located on the previously identified portion of the site and are intended to preserve airside and landside functionality while accommodating future commercial service.

Key discussion points included:

- Comparative review of three design concepts with varying architectural styles and internal layouts;

- Emphasis on maintaining views to the airfield, maximizing parking, and separating GA and potential commercial traffic;
- Discussion of restroom concepts, including traditional gender-separated layouts versus individual, common-use restrooms, with Board members expressing concerns regarding cost, square footage, plumbing complexity, and user comfort;
- Board feedback indicated a preference for designs that reflect the region's character and provide a welcoming, high-quality customer experience.

The Board expressed the need to revisit foundational assumptions regarding terminal programming, size, aesthetics, and long-term staffing needs. Alliance advised that the next step is narrowing to two preferred concepts to advance schematic design, cost estimating, and material selection, with a target of mid-April for schematic design completion. No vote was taken.

4. ATLAS

Airport leadership reported that Atlas billing implementation began January 1. Initial system and reporting issues are being addressed, and staff expects continued improvements as the system stabilizes. Once fully implemented, Atlas is anticipated to streamline billing and reporting for tenants and staff. No action was required.

5. Corporate Hangar Project

An update was provided on the Corporate Hangar Project:

- Site design plans are under state review;
- Two of the three hangar designs are undergoing county life-safety and permitting review, including fire marshal and egress requirements;
- Loan documentation is being finalized, with materials submitted to the Local Government Commission (LGC);
- Lease negotiations with two prospective tenants are progressing, with draft leases substantially complete pending final cost confirmations.

Board members noted positive impressions from meetings with a prospective tenant, citing strong business plans and anticipated economic benefits. Formal lease approvals and financing documents are expected to be presented at a future Board meeting.

6. Apron Rehab/Reconstruction

Staff noted that apron rehabilitation and reconstruction items would be discussed in more detail later in the agenda. No separate update was provided during this portion of the meeting.

7. Hangar Taxilane/Hangar Pad Sites

Staff indicated that Hangar Taxilane items would be addressed later in the meeting in conjunction with other capital projects. No action was taken at this time.

8. ROFA/RSA

Staff advised that ROFA-related items would be discussed later in the agenda. No discussion

or action occurred during this segment.

9. Maintenance

An update was provided on the Maintenance Building project. Concrete work has progressed, with additional pours planned pending weather conditions. Coordination meetings with the utility provider have been held to confirm transformer placement and shared infrastructure supporting the maintenance building and future corporate hangars. Staff reported that once concrete work is completed, the project is expected to be substantially completed within approximately 60 days. Shared utility infrastructure is being installed to support long-term airport development. No Board action was required.

L. Financials and other Key Performance Indicators.

Rick Cloutier, Airport Director, reviewed the financial statements with the Board.

Fuel activity for the month of December reflected a slight decrease in gallons sold across categories due primarily to weather impacts; however, year-to-date fuel volumes remain up approximately 10–11%, with jet fuel and total gallons continuing to show positive year-to-date performance.

The Airport reported a negative net variance of approximately \$295,000 for the month, which was attributed primarily to scheduled airport hangar loan payments and a timing shift related to the transition from the previous internal billing system to Atlas. As part of the Atlas implementation, billing timing was adjusted so that January charges were billed in January rather than December, resulting in temporary timing variances in reported revenue.

Fund balance trends remain positive, with overall funds showing a year-to-date positive variance of approximately \$102,000–\$103,000, indicating the Airport remains in a stable financial position at the midpoint of the fiscal year.

Accounts receivable reports were not available at the meeting due to reporting issues associated with the Atlas transition; however, staff advised that receivables had decreased significantly as of the end of December. An updated accounts receivable report will be distributed to the Board once finalized.

K. Announcements/Comments

- **Festival d’Avion:** Is scheduled for March 21 and will be held rain or shine.

L. Adjournment

Chairman Kiker asked for a motion to adjourn.

M/- Horne and S/- Jones

All voted in favor: Chairman Kiker, Vice Chairman Horne, Treasurer Haenlein, Secretary Jones, and Board Member Saunders

Meeting adjourned at 10:41 AM.

The next MCA Authority Meeting will be held at **9:00AM on Wednesday February 11th 2026 at The Moore County Airport.**



Adam Kiker, Authority Chairman



Dr. Mike Jones, Authority Secretary