



## ***Moore County Airport Authority***

*July 9, 2025*

***Public Meeting – 09:00***

The Moore County Airport Authority Meeting for Wednesday, July 9, 2025, was held in-person and via zoom. A quorum was present.

**Authority Members Present:** Adam Kiker, Chairman  
Gene Horne, Secretary  
Ken Haenlein, Treasurer  
Roland Gilliam, Board Member

**Staff Present:** Rick Cloutier, Airport Director  
Paul Puszynski, Operations Manager  
Carol Oakley, Finance Administrator  
Keiko Brantley, Administrative Assistant

**Guests Present:** Steve Bright – Talbert & Bright via Zoom  
John Lewis – Guest  
Benjamin Baumann – AVA Technologies

**To Note:** *\*\*Action Items\*\**

**CALLED TO ORDER:** Chairman Kiker called the meeting to order at 8:58 a.m.

- A. Pledge of Allegiance**  
Chairman Kiker led the Pledge of Allegiance.
- B. Public Comments**  
None
- C. Request for Additional Agenda Items**  
None
- D. Additional Agenda Item(s) Added:**



**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 Wednesday July 9,2025, was presented.

Chairman Kiker asked for a motion to approve the agenda.

*M/- Horne and S/- Gilliam*

*All voted in favor: Chairman Kiker, Secretary Horne, Treasurer Haenlein, Board Member Gilliam*

**G. Approval of Previous Meeting Minutes**

Chairman Kiker asked for a motion to approve the Minutes of Moore County Airport Authority Meeting presented on June 11,2025.

*M/- Horne and S/- Gilliam*

*All voted in favor: Chairman Kiker, Secretary Horne, Treasurer Haenlein, Board Member Gilliam*

**H. Consent-**

None

**I. New Business**

**1. Presentation by The Ferguson Group (TFG)**

Jennifer Imo, Managing Partner of Advocacy for The Ferguson Group (TFG), presented an overview of the firm's services and how they can support Moore County Airport's federal funding and advocacy goals. TFG, founded in 1982, has secured over \$6 billion in grants and loans and represents more than 200 entities nationwide, including several North Carolina airports. Imo emphasized their success with FAA certification, TSA coordination, and securing commercial service and infrastructure funding. TFG offers weekly legislative updates and has strong relationships with key federal offices. For \$5,000/month (excluding grant writing), they propose a one-year contract with a 30-day cancellation clause. The board discussed the strategic value of increased federal presence and approved the contract, pending attorney review.

Chairman Kiker asked for a motion to approve a 1 year-contract with TFG subject to attorney review.

*M/- Haenlein and S/- Horne*

*All voted in favor: Chairman Kiker, Secretary Horne, Treasurer Haenlein, Board Member Gilliam*



**J. Old Business**

**1. Maintenance Building Contract**

The Airport Administrator provided an update on the maintenance building project, clarifying that the Board previously approved engaging SBS to handle the design-build contract. Contract negotiations with SBS have been ongoing, with revisions exchanged over the past week. A finalized version is expected soon, and a special Board meeting may be necessary for timely approval. SBS will be responsible for securing permits, engineering, and construction, including design of the building's footings. Coordination with Talbert & Bright is also underway to ensure proper placement and to assist with the 7460 filing. Although this is not an FAA-funded project, it falls under the routine special services SBS and Talbert & Bright assist with. The Board may meet via Zoom with 48 hours' notice once the contract is ready for final approval.

**K. Projects, Summaries and Updates**

**1. Air Service Discussion**

The Board discussed ongoing efforts to establish commercial air service, initiated through meetings encouraged by Senator McInnis and Representative Jackson. A group of approximately 25 community and business leaders gathered to learn about a proposed daily service route to Dulles with a major carrier. The response was largely positive, and next steps include identifying potential contributors and creating a funding framework. Two financial mechanisms are being explored: one for tax-deductible donations through a 501(c)(3), and another allowing refundable contributions. There was consensus that the fundraising and coordination should be managed by a separate entity, possibly through a community committee or economic development group. A recent airline proposal indicates potential service could begin in late spring or early summer. Additionally, the airport will apply for a SCASD grant and is awaiting a potential \$1 million earmark from the state. Concerns about FAA compliance and organizational control were discussed, with emphasis on forming a structure outside of the Airport Authority's purview.

**2. Hangar Construction Updates**

Interest in new hangars remains strong, with continued engagement from the Charles Gray Group and ongoing meetings with banks and bond attorneys. A tentative financing proposal has been received: a 20-year amortization at a 5.92% taxable interest rate, with no origination fees and prepayment options. The proposed loan would be backed by airport revenues and would require LGC approval, potentially at the September meeting. Because the hangars will involve long-term leases, the financing must be taxable. Staff is working on obtaining cost estimates tailored to tenant-specific requirements. Once formal construction estimates are received, the project team will calculate monthly lease rates to assess tenant affordability. The financing structure allows the airport to begin work using its own funds and seek reimbursement post-approval. Estimated project costs are around \$10 million, covering three hangars and related site work.



**3. GA Terminal**

Progress continues on the General Aviation Terminal project. Initial planning and presentation phases are complete, and the next step is to begin schematic design. Alliance is preparing a scope of work for a 30% design package, expected within the next week. The Board will need to review and approve this package to maintain project momentum. Financing considerations and next-phase planning will be addressed as the design progresses.

**4. Infrastructure Projects**

Ownership of the storage building officially transferred on July 1. Environmental and appraisal field work is complete, though several units remain locked or still contain items, contrary to contract terms. Legal notices and cleanup are in progress. TBI is completing CAD drawings for design and demolition to meet RPZ and roadway standards. Additionally, field work is complete for a new taxiway, and the airport is working with the State to expand the scope to include taxi lanes for the new hangars. This phase will include environmental and design work, potentially funded through existing AIP or AMG grants. Lastly, a parcel of land along Airport Road has been released by the FAA, contingent on meeting fair market value requirements and ensuring the proceeds benefit the airport. An appraisal is underway, and discussions with the interested family group are ongoing.

**L. Financial and Other Key Performance Indicators**

The Board reviewed the monthly financial reports with no major questions raised. Fuel sales reached 691,796 gallons—one of the highest totals in recent years and only about 10% below the 2024 U.S. Open year, indicating strong performance. Margins remained favorable, and preliminary estimates indicate a net cash flow of approximately \$300,000 for the fiscal year, excluding final audit adjustments. It was noted that while Hangar 71 was purchased in the previous fiscal year, the delayed payment shifted the transaction into this year's audit, affecting the financial outlook slightly. Overall, the fiscal year reflected a strong financial position.

**M. Announcements/Comments**

- Motors & Moore – August 23, 2025
- American Red Cross Blood Drive – September 9, 2025
- Festival D' Avion – October 25, 2025
- American Red Cross Blood Drive- December 2, 2025

Chairman Kiker asked for a motion to enter closed session.

*M/- Gilliam and S/- Horne*

*All voted in favor: Chairman Kiker, Secretary Horne, Treasurer Haenlein, Board Member Gilliam*



**N. Closed Session**

*Enter closed session at 10:20 A.M.*

1. Pursuant to N.C.G.S. 143-318.11(a)(S), the Airport Authority will meet to consider and discuss the negotiations of price and terms of a contract concerning the acquisition of real property.
2. Pursuant to N.C.G.S. 143-318.11 (5) ii, the Airport Authority will meet to consider and discuss the amount of compensation and other material matters of an employment contract or proposed employment contract.

**O. Adjournment**

Chairman Kiker asked for a motion to exit closed session and adjourn.

*M/- Haenlien and S/- Gilliam*

*All voted in favor: Chairman Kiker, Secretary Horne, Treasurer Haenlein, Board Member Gilliam*

Meeting adjourned at 10:52 AM.

The next MCA Authority Meeting will be held at **09:00 on Wednesday, August 13<sup>th</sup>, 2025.**



Adam Kiker, Authority Chairman



Gene Horne, Authority Secretary