



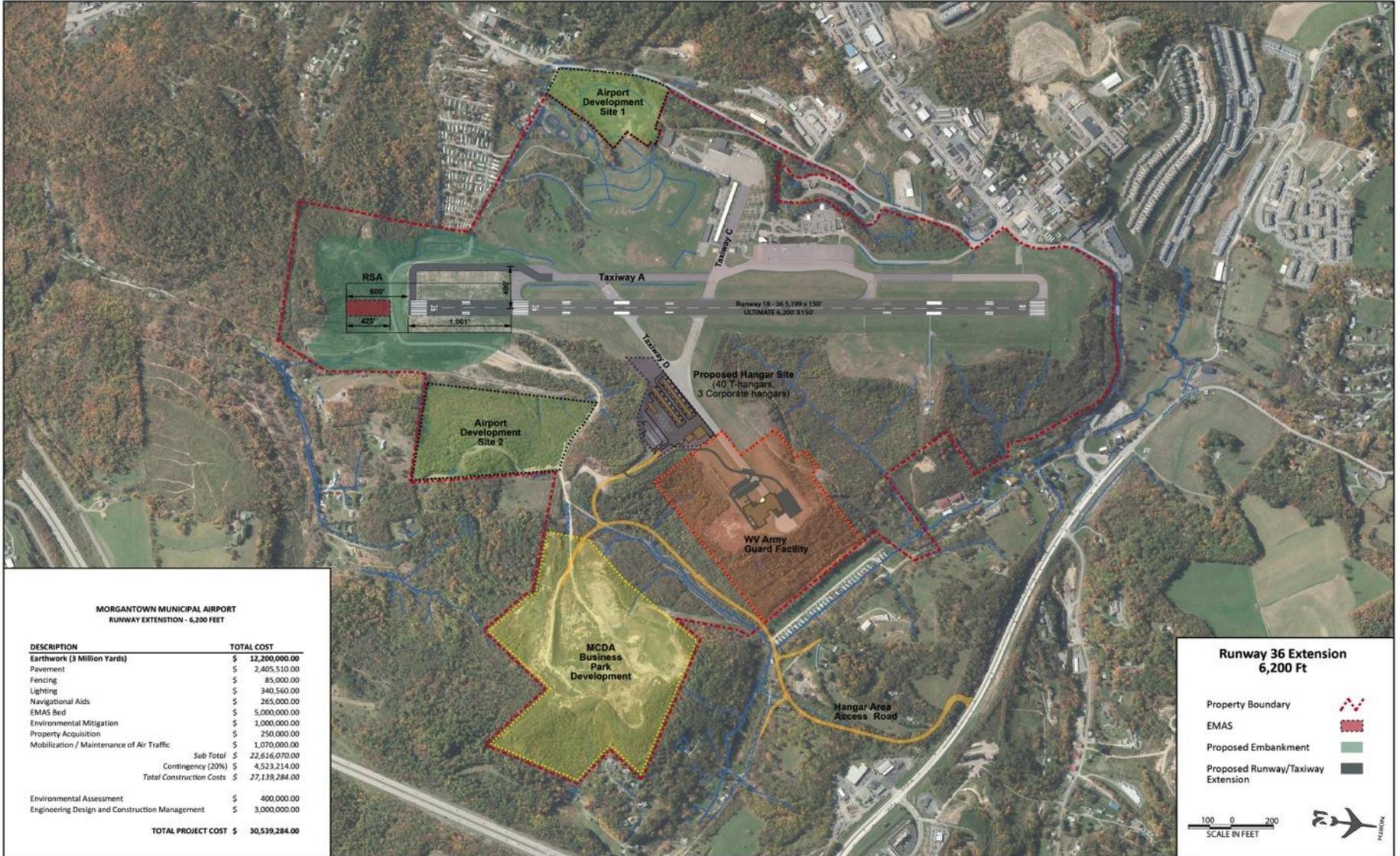
# Update Brief

30 September 2014

# Good News

- Morgantown Jet Center
- Benefit Cost Analysis for Runway Extension  
Phase 1 complete, Phase 2 Jan to FAA
- Protection of our Airport nearly in place
  - Runway Protection Zone/Airspace Overlay
- Access Road scheduled to complete Jan 2015
- Restaurant to Open in November pending  
lease approval
- Establishing Reagan Airport Gateway
- Partnering with WVU for Charters

# Morgantown Municipal Airport Updated Development Program



**MORGANTOWN MUNICIPAL AIRPORT  
RUNWAY EXTENSION - 6,200 FEET**

DESCRIPTION	TOTAL COST
Earthwork (3 Million Yards)	\$ 12,200,000.00
Pavement	\$ 2,405,510.00
Fencing	\$ 85,000.00
Lighting	\$ 340,560.00
Navigational Aids	\$ 265,000.00
EMAS Bed	\$ 5,000,000.00
Environmental Mitigation	\$ 1,000,000.00
Property Acquisition	\$ 250,000.00
Mobilization / Maintenance of Air Traffic	\$ 1,070,000.00
Sub Total	\$ 22,616,070.00
Contingency (20%)	\$ 4,523,214.00
<b>Total Construction Costs</b>	<b>\$ 27,139,284.00</b>
Environmental Assessment	\$ 400,000.00
Engineering Design and Construction Management	\$ 3,000,000.00
<b>TOTAL PROJECT COST</b>	<b>\$ 30,539,284.00</b>

**Runway 36 Extension  
6,200 Ft**

Property Boundary 

EMAS 

Proposed Embankment 

Proposed Runway/Taxiway Extension 

100 0 200  
SCALE IN FEET





# Controlled Airspace

FL 600  
18,000 MSL

CLASS A

14,500  
MSL

CLASS E

Nontowered  
Airport

700 AGL

CLASS B

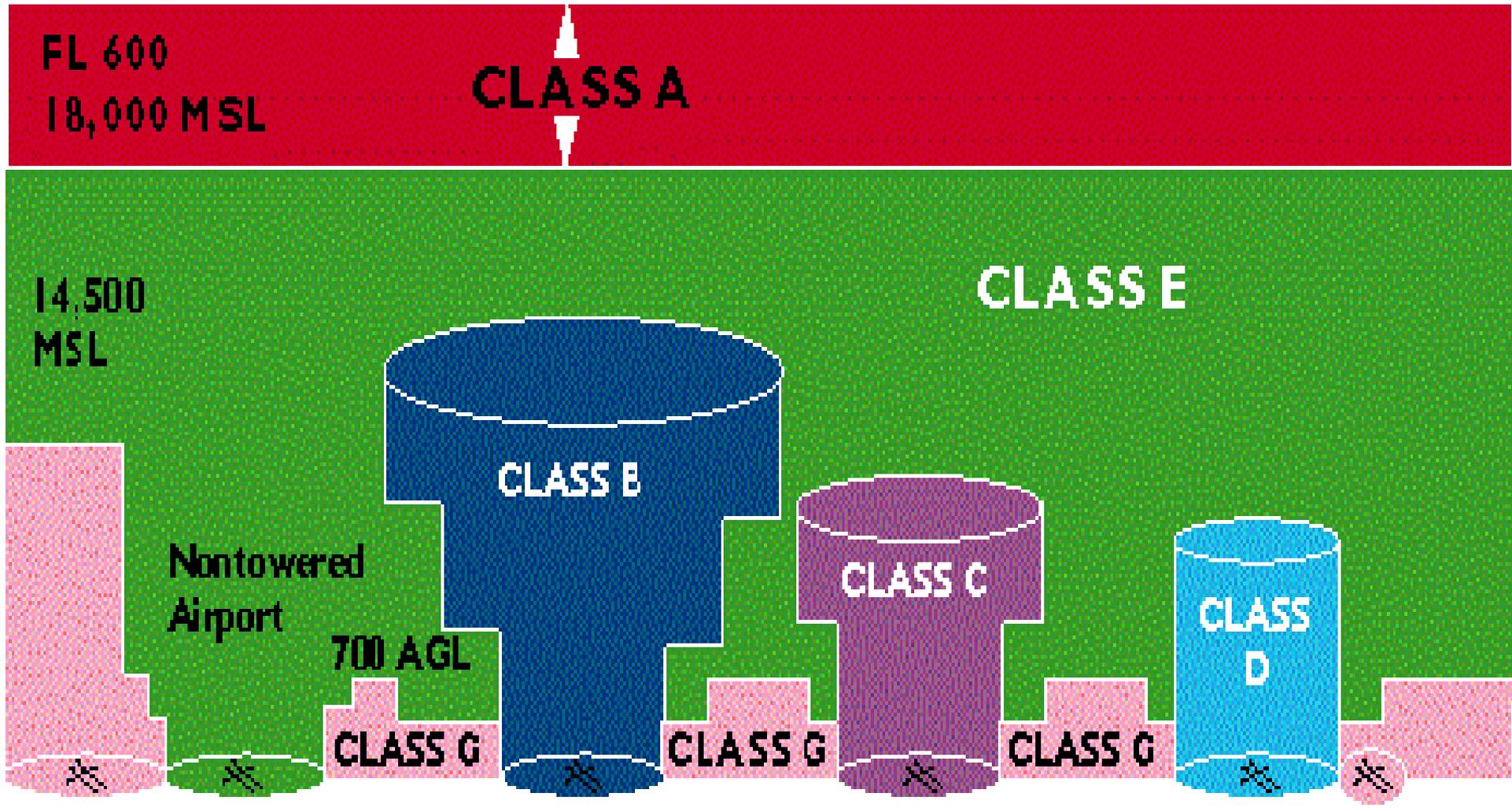
CLASS C

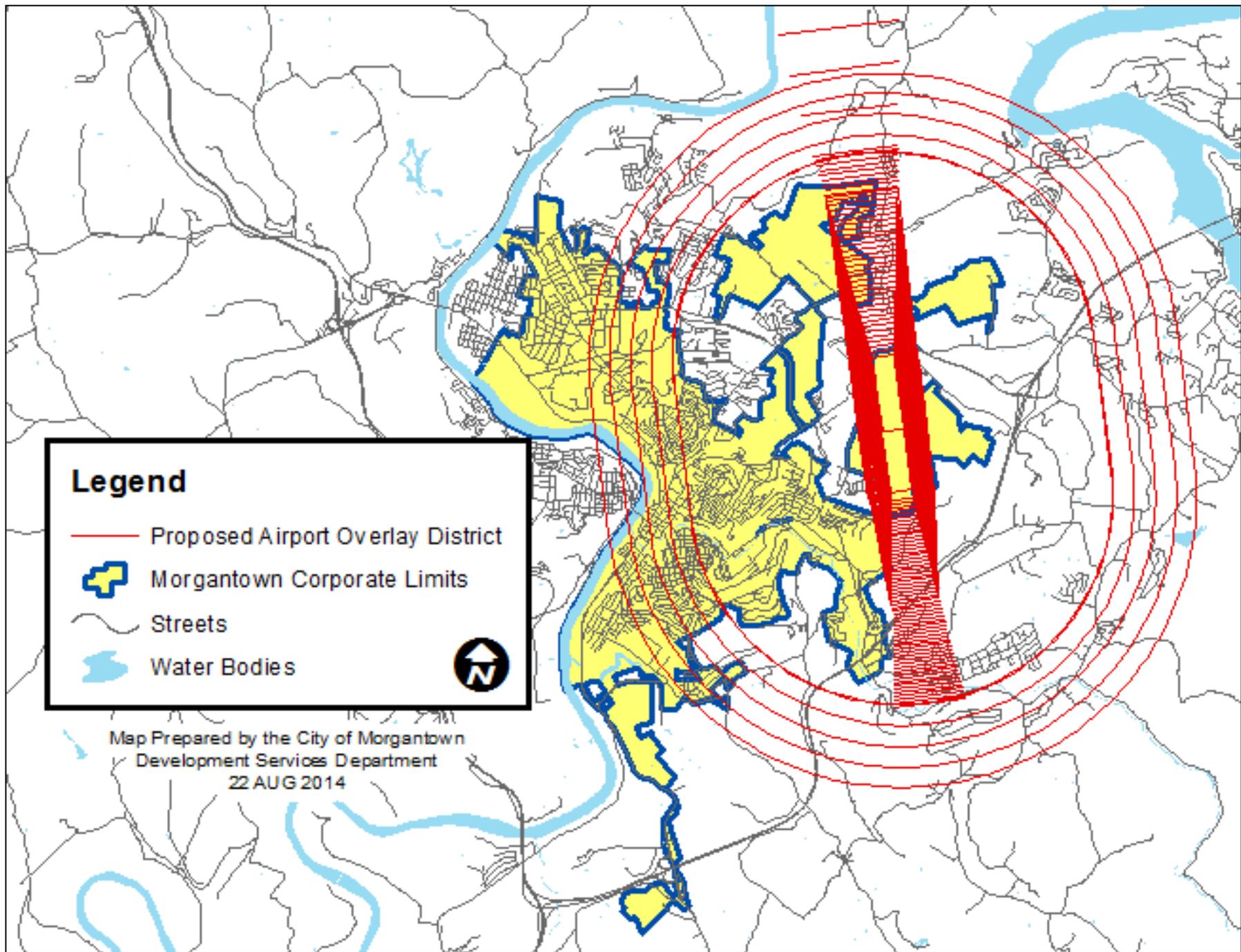
CLASS  
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CLASS G

CLASS G

CLASS G





# MGW Runway Protection Zone



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# Issues

- Enplanements
- Rentals
- Revenue
- Manning
- Leadership Change

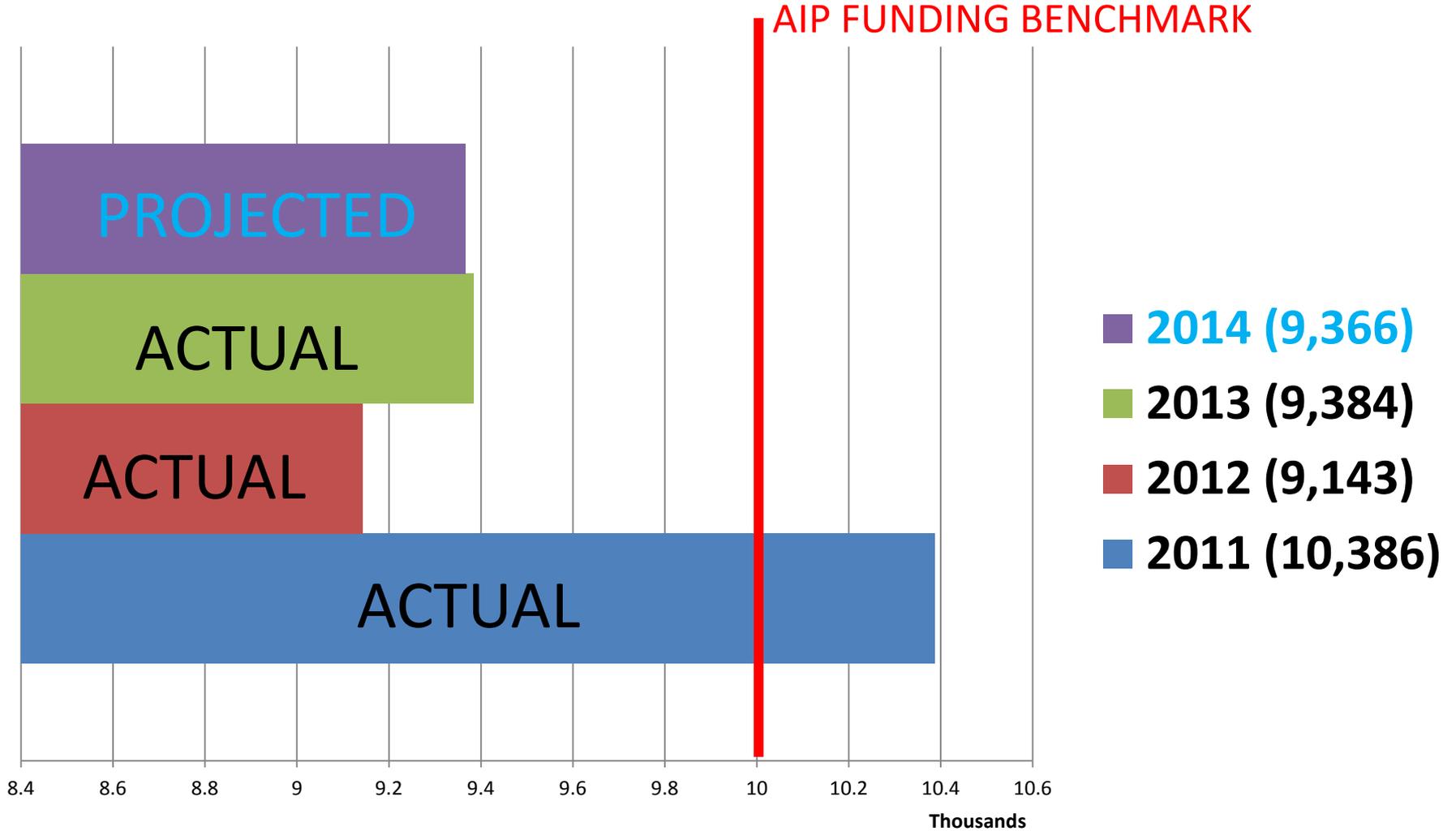
# TREND

Year	2011	2012	2013	3 Year AVG
JAN-AUG % of YRS. ENPLANEMENT	63.69%	61.81%	65.37%	63.62%
STANDARD DEVIATION (SD)				0.01
RELATIVE STANDARD DEVIATION (RSD)				2.29%

# 2014 PROJECTION

ENPLANEMENTS THRU AUGUST 2014:	5,959 59.59%
Calculation: (5,959 Enplanements / .6362 = Projection)	9,366.55
Projection w/ Demonstrated Variability: Projected (+)(-) RSD	9,152.06 - 9,581.04

# MGW COMMERCIAL ENPLANEMENTS



2014 Projection will fall 634 Enplanements short of reaching continued AIP Funding (\$1,000,000.00) Grant Benchmark

# BLUF

**Bottom Line Up Front (BLUF):** At the current 2014 Projected Year End Trend; MGW will be 634 to 848 Commercial Enplanements Short of qualifying for the \$1,000,000.00 Federal Aviation Administration (FAA), Airport Improvement Program (AIP) Grant.

MGW's annual AIP Grant is essential to the continued operation of the Airport. Loosing the AIP Grant would mean that MGW / City of Morgantown would have to appropriate funding in order to continue operations to include commercial carrier operations at MGW (Continue Operating as a FAA Part 139 / <sup>Commercial</sup> / <sup>Charter</sup> 135 Certified Airport).

The MGW Runway Extension Initiative is dependent on continued AIP Grant Funding over the next 5 years.

# FACTS BEARING ON THE ISSUE

North Central WV Airport (CKB – Clarksburg) met their 10,000 AIP Qualifying Enplanement benchmark in July 2014. According to Silver Airways they have fewer enplanements this year than Morgantown. They made their enplanements through Allegiant Flights and Charters

The current cost for a ticket from MGW to Dulles International Airport (IAD) is \$105.10 to 148.10 through Silver Airways Web site, the round trip is \$220.00 through the United Airlines Web site.

## Flying From Morgantown (MGW)

Fares include all government taxes and fees

## Flying To Washington Dulles (IAD)

Tue Oct 14

\$112.10

\$108.10

\$112.10

\$105.30

\$112.10

\$148.10

\$112.10

<https://book.silverairways.com/SSW2010/3M3M/webqtrip.html?execution=e1s2#>

# FACTS BEARING ON THE ISSUE

(Continued)

Charter Company Enplanements: While Charter Enplanements do count toward the AIP Enplanement 10,000 Grant total. Reporting by the private charter companies can not be considered a reliable projection.

- 1) Charter Company Enplanements are not totaled until April of the following year, long past the window to employ any other course of action to increase the grand total of enplanement for the year.
- 2) Charter Companies are Required to report enplanements to maintain the FAA Part 135 Status. However, for the practical purposes of consideration of this brief the reporting should be considered voluntary, non-reporting is rarely pursued as an offence.



**Dornier 328**

**Pittsburgh Jet Center  
MGW to MYR Round Trip**

**\$866.66 per Ticket**

**Maximum Seats 30**

**Total \$26,000.00**

**QUOTE FOR AIRCRAFT SERVICES**

<b>Quoted For:</b> Morgantown Municipal Airport	<b>Quote Number:</b> 15405
<b>Contact:</b> Jackie Marhefka	<b>Date Quoted:</b> 7/31/2014
<b>Address:</b>	
<b>Phone:</b> 304-291-7461 x11	<b>Aircraft:</b> D-328JET
	<b>Tail #:</b> DO328
<b>Date of trip:</b> 8/16/2014 to 8/16/2014	

LEG #	DATE	ETD	DEPARTURE CITY	ARRIVAL CITY	ETA	PAX	N MILES	ETE	TZC
1	8/16/2014	TBA	MORGANTOWN, WV (KMGW)	MYRTLE BEACH, SC (KMYR)	TBA	30	361	01:24	
2	8/16/2014	TBA	MYRTLE BEACH, SC (KMYR)	MORGANTOWN, WV (KMGW)	TBA	30	361	01:24	
							722	02:48	

	QTY	AMOUNT
Aircraft Charter /Est. Block Time	04:42	20,092.50
<b>SUBTOTAL</b>		<b>20,092.50</b>
Crew Charge(Incl. F/A)	1	950.00
Landing / Handling Fees	4	950.00
<b>SUBTOTAL</b>		<b>21,992.50</b>
F.E.T.		1,649.44
<b>GRAND TOTAL</b>		<b>\$23,641.94</b>

**Dornier 328**



**Ultimate Jet Charter  
MGW to MYR Round  
Trip**

**\$788.06 per Ticket**

**Maximum Seats 30**

**Total \$23,641.94**

**Disclaimer:**  
Thank you for your call and the opportunity to quote your trip. We are thrilled to be of service. Please note that this quote is subject to aircraft and crew availability and is valid for 30 days.

**Special Requirements:**  
This quote may not include catering, de-icing, special handling fees, or international/customs fees. Whenever applicable, these items will be billed at actual cost. In addition, all flight times are approximate due to weather and air traffic control.



## Charter Proposal

For:

City of Morgantown

Date	Day	Depart	Local Time	Arrive	Local Time	PAX	Flight Time	TZC
7/5/2014	Saturday	MORGANTOWN, WV (MGW)	1:00 PM EDT	MYRTLE BEACH, SC (MYR)	2:24 PM EDT	30	1:24	0
7/5/2014	Saturday	MYRTLE BEACH, SC (MYR)	4:30 PM EDT	MORGANTOWN, WV (MGW)	5:48 PM EDT	30	1:18	0



**Dornier 328**

\*\*File Photo\*\*  
Dornier 328 (jet) with 30 seats.

<b>Price Includes</b>	2 Pilots, 1 FA, Standard Catering, Federal Excise Taxes, Ground Handling, Fuel Surcharge, Insurance, Landing Fees, Segment Fees, 24/7 Customer Support, Real-Time Flight Tracking and Carbon Offsets.
<b>Price Excludes</b>	Ground Transportation, Hangar Fees due to inclement weather, Upgraded Catering, Deicing and Changes to Itinerary.
<b>Notes</b>	This quote is for ADHOC flights.
<b>Price (Full Itinerary Above)</b>	<b>\$30,953.00 USD</b> (Includes 4% cash discount)

**Air Charter Services Inc.  
MGW to MYR Round Trip**

**\$1,031.76 per Ticket**

**Maximum Seats 30**

**Total \$30,953.00**



**King Air 100**

**Air Charter Services Inc.  
MGW to HLG Round Trip**

**\$181.45 per Ticket**

**Maximum Seats 8**

**Total \$1,451.61**



**Navajo**

**Skyward Aviation  
MGW to HLG Round Trip**

**\$85.71 per Ticket**

**Maximum Seats 7**

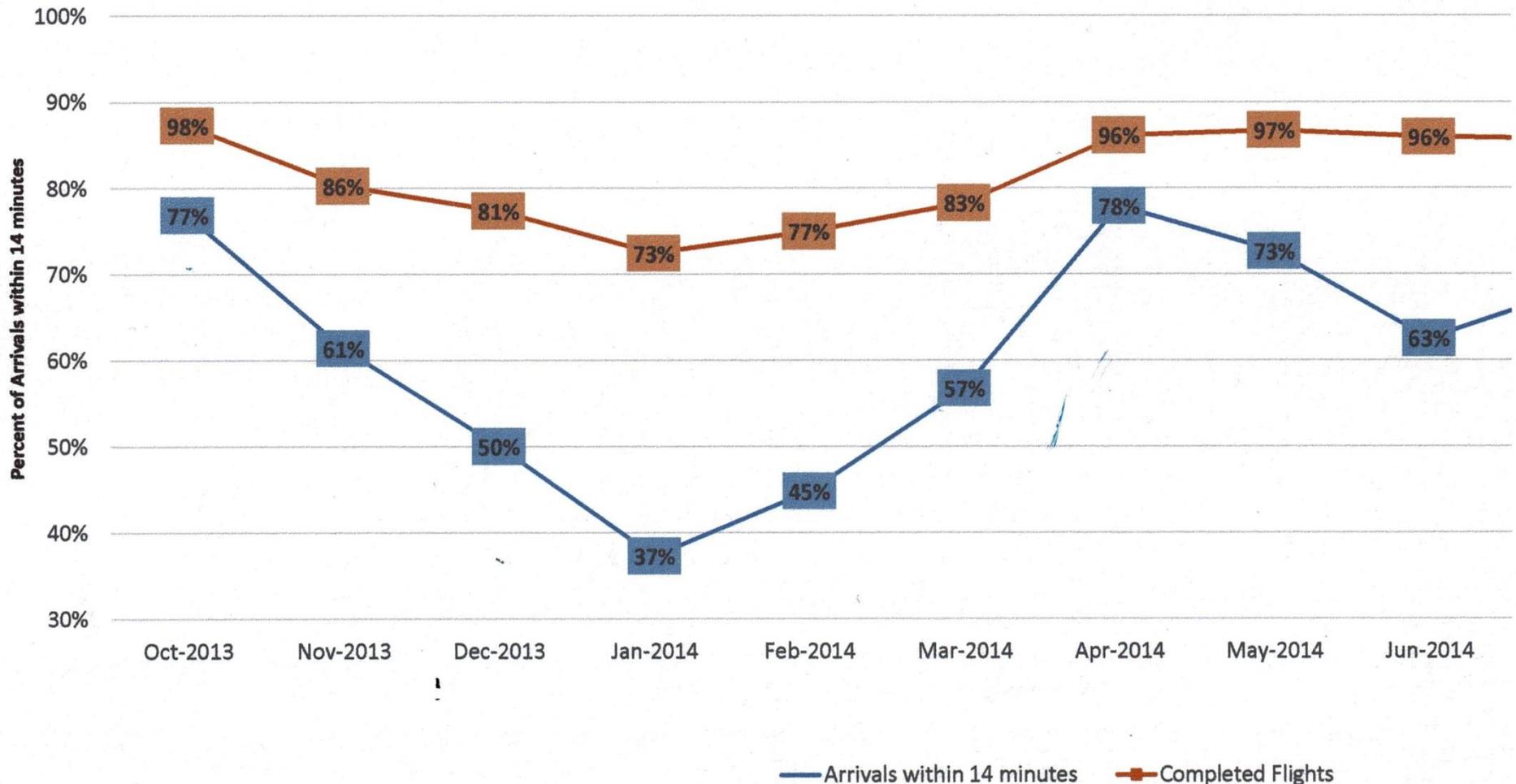
**Total \$600.00**

# FACTS BEARING ON THE ISSUE

(Continued)

## Silver Airways Reliability Statistics

Monthly On Time Performance and Completion Factor at Morgantown



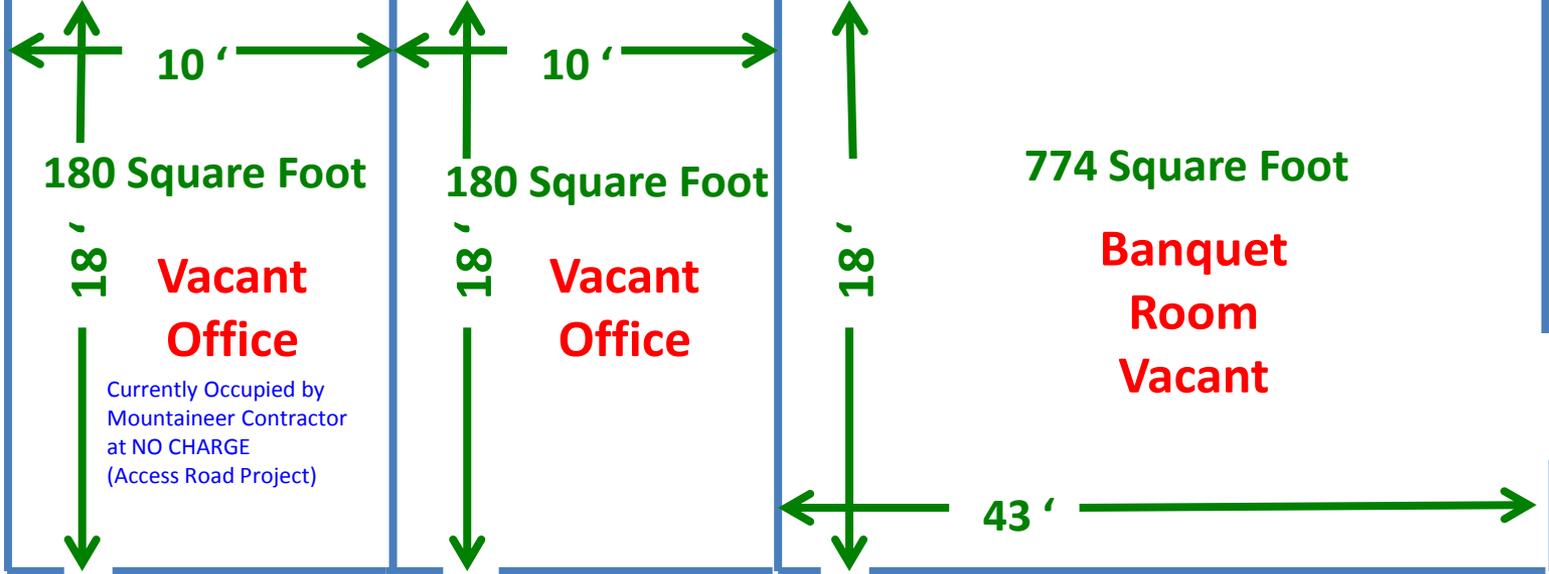
# CONCLUSION

A subsidy by City of Morgantown, Reducing the MGW booked ticket cost to IAD by \$50 each would significantly enhance the enplanements at MGW. A projected 633 seats can be achieve at the cost of \$31,650.00, thus providing the possibility of the continued AIP Grant of \$1,000,000.00 to MGW.

Silver Air Round Trip Tickets from MGW to IAD run from \$108 - \$148 depending on the day of the week.

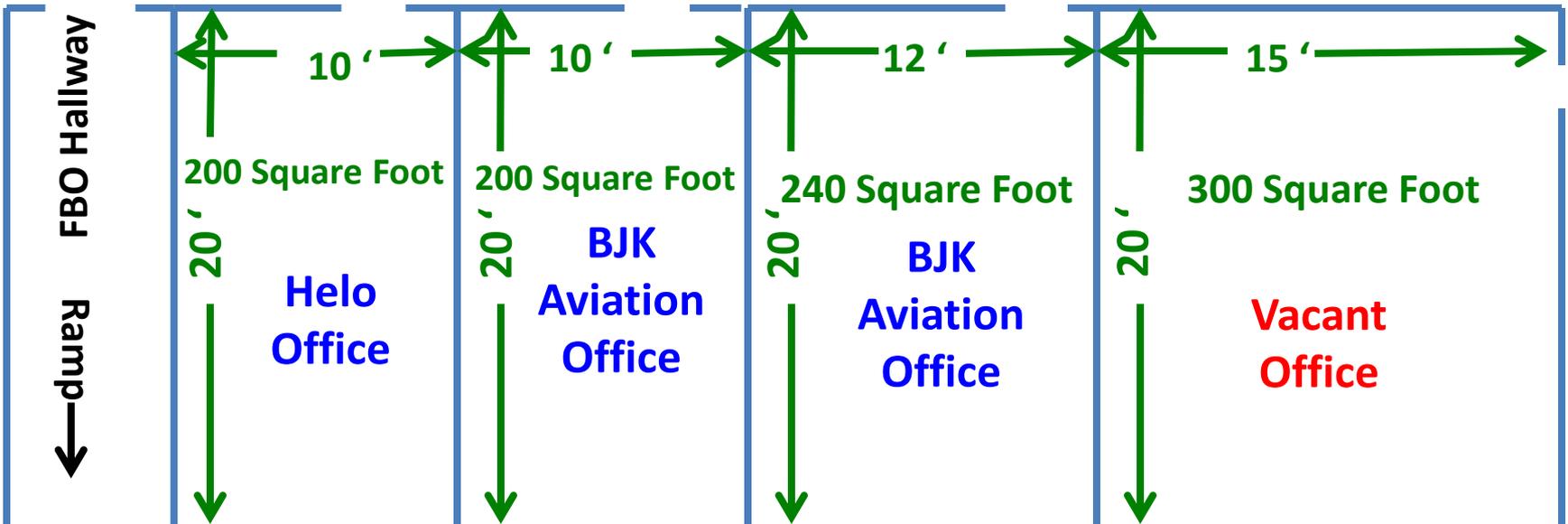
Or spend 85.71 to fly 490 for 41,998.

**Appropriate \$31,650.00 to Receive \$1,000,000.00!**



Terminal Hallway (Restaurant →)

## *South Terminal Upstairs Offices*



**Terminal Parking**

**(Hart Field Road)**

**7,000 Square Foot**

**Vacant  
Office**

***North Terminal Downstairs Office***

# Issues

- Enplanements
- Rentals
- Revenue
- Manning
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MGW Operating Revenue Summary				
Month	FY12	FY13	FY14	FY15
July	226,274.27	226,649.48	191,090.24	156,925.56
August	206,128.34	175,961.92	227,726.80	215,247.38
September	289,131.77	218,440.39	183,074.07	81,561.66
October	242,977.44	261,165.32	186,376.01	
November	232,245.67	190,866.57	236,729.96	
December	157,116.86	154,052.92	160,031.57	
January	180,735.18	167,362.52	138,212.48	
February	168,977.12	182,385.31	187,485.76	
March	163,717.03	175,636.13	158,545.21	
April	250,982.93	192,119.04	205,421.76	
May	263,215.85	234,189.56	171,303.30	
June	266,522.42	146,405.98	212,874.90	
Total	2,648,024.88	2,325,235.14	2,258,872.06	453,734.60
*September 2014 - Fuel sales posted through 9/15/14, all other revenue posted to 9/26/14				

# July Operating Revenue Comparison



# August Operating Revenue Comparison



## September Operating Revenue Comparison



## October Operating Revenue Comparison



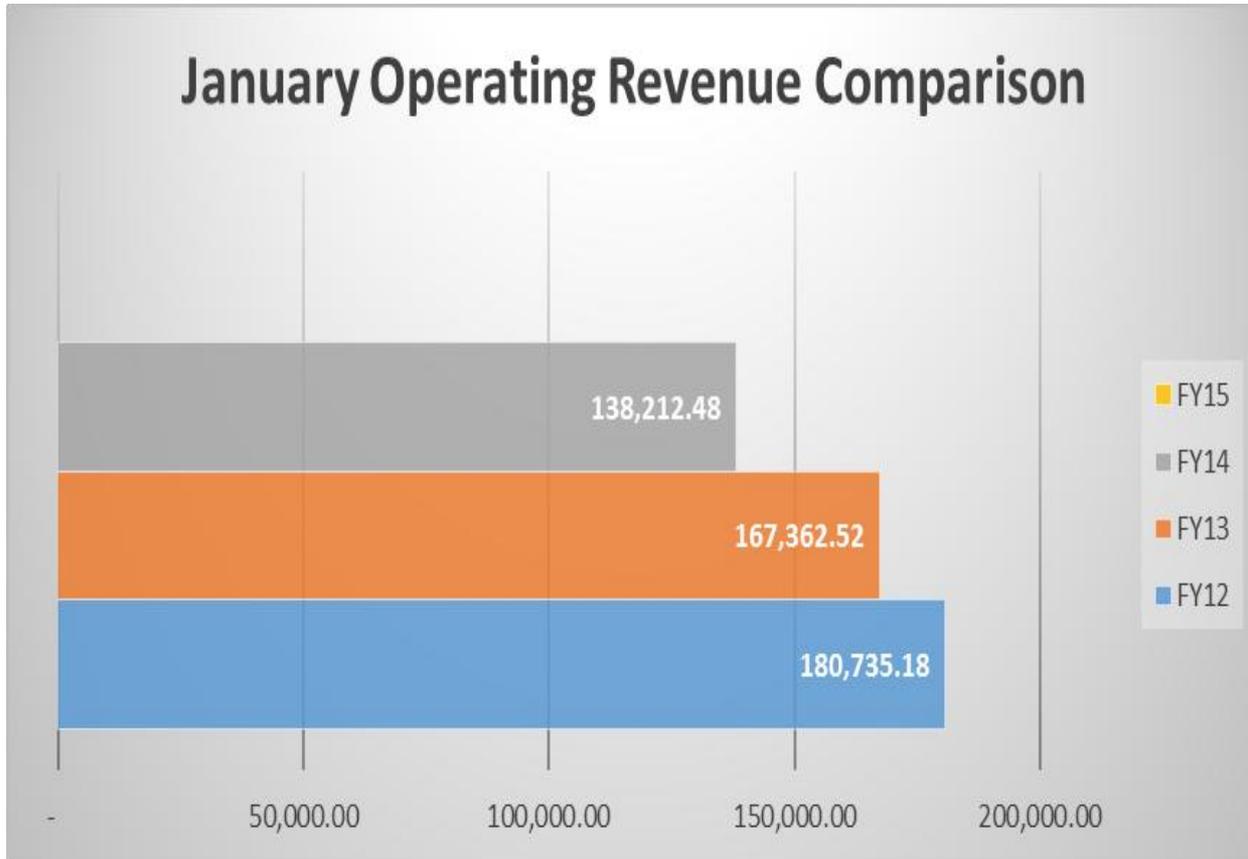
## November Operating Revenue Comparison



## December Operating Revenue Comparison



# January Operating Revenue Comparison



## February Operating Revenue Comparison



## March Operating Revenue Comparison



## April Operating Revenue Comparison



## May Operating Revenue Comparison



## June Operating Revenue Comparison

