

Pitt-Greenville Airport Authority Board Meeting

May 27, 2026

11:00a.m

Pitt-Greenville Airport Conference Room

Board Members present: Dan Mayo, Chairman; Michael Overton, Vice-Chairman; Chris Nunnally, Terry Monday, Seth Hardee and Craig Goess

Staff members present: Brandon Craft, Executive Director; Bill Hopper, Executive Director; April Cannon, Finance & Administration Manager; John Hanna, Operations Manager; Cidni Mills, Administrative Assistant; Isley Melton, Marketing Intern; Malaysia Johnson, Marketing Intern; Esteban Avila, Finance Intern; Barry Gingras, Maintenance Foreman; Chase Hill, Operations Chief; Racheal Gliniak, Security Compliance Coordinator

Other attendees included Dave Silver, Attorney; Rene Banglesdorf, Aviation Consultant, Scot Webster, Southern Bank; Brooks Bunting, Southern Bank; Lori Martin, Southern Bank; Jay Talbert, Talbert & Bright; Amanda, McFarland Johnson; Kyra Vagil, McFarland Johnson; Drew Ligion

1. Call to Order

The meeting was called to order by the Chair. A quorum was confirmed.

2. Public Comment

- Written comments were acknowledged.
 - No members of the public requested to speak.
 - Public comment period was closed.
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3. Approval of Previous Meeting Minutes

a. April 22, 2026 – Regular Board Meeting

- A correction was identified: the minutes did not reflect that the Board approved a resolution regarding temperature control policy for sub-demand control systems.
- **Motion:** Approve April 22, 2026, minutes with the addition of the previously omitted resolution was made by Vice Chairman Michael Overton
- **Second:** Chris Nunnally
- **Vote:** Unanimous approval
- **Outcome:** Motion carried; minutes approved as amended.

b. April 27, 2026 – Special Board Meeting

- No additions or deletions were noted.
- **Motion:** Approve the April 27, 2026, special meeting minutes was made by Vice-Chairman Michael Overton
- **Second:** Seth Hardee
- **Vote:** Unanimous approval
- **Outcome:** Motion carried; minutes approved.

4. Special Agenda Item – Intern Fly-In Event Proposal

Presentation by Marketing Interns (Malaysia Johnson & Isley Melton)

- Proposed hosting a Fly-In Event to connect the aviation community with PGV and the local community.
- Proposed Date: July 25, 2026 (*pending FAA/TSA approval*)
- Estimated Attendance: 150–300 guests; 15–20 aircraft
- Event Features:
 - Aircraft display (flight line)
 - Food trucks and vendors
 - Family-friendly activities

Sponsorship Opportunities Presented:

- Parking (approx. \$300)
- Marketing (\$600: signage, banners, T-shirts, ads)
- Pilot award/trophy (\$8-\$12)
- Portable sanitation (\$355)
- Entertainment (\$300)

Board Discussion & Commitments:

- One board member pledged \$300 sponsorship (parking support).
- A second board member also pledged \$300 sponsorship.

- Additional sponsorship decisions deferred; deadline set for June 12, 2026.

Outcome:

- Presentation received positively.
 - Staff to follow up on sponsorship commitments and event feasibility pending regulatory approvals.
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5. FBO & Airport Revenue Assessment Presentation

Presenter: Renee Mangelsdorf, Aviation Consultant

- Conducted analysis of airport operations including hangar leasing, fuel pricing, and business development.

Key Findings:

- Aviation industry in North Carolina has grown significantly (~\$88B economic impact), while PGV growth has lagged.
- Hangar rates are below market compared to peer airports.
- Vacant hangar space exists despite regional demand.
- Tenant fuel pricing is below market; transient fuel pricing is appropriate.
- Limited data tracking on tenants, fuel usage, and transient traffic.
- No formal strategic plan for business development.

Recommendations:

- Adjust hangar pricing and leasing strategies.
- Reevaluate fuel pricing structure (tiered incentives).
- Improve data tracking and reporting systems.
- Develop a strategic plan to attract:
 - Transient traffic
 - Part 135 (charter) operations
- Begin marketing available hangar space immediately.

Board Discussion Highlights:

- Concerns raised regarding balancing fuel pricing with local tax burdens on tenants.
- Discussion of competitive fuel pricing vs. value-added services.
- Interest expressed in targeting charter operators and increasing fuel sales.
- Agreement on need for better data and strategic direction.

Outcome:

- No formal vote taken.
 - Board to consider recommendations and potential next steps.
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6. Southern Bank Presentation

Presenter: Scot Webster, Southern Bank

Key Findings:

- Establishing a fourth line of credit for John Hanna
- Proposed credit card limit is \$10,000
- Utilized for operational, maintenance-related, and other time sensitive expenditures necessary for airport operations
- Interest rates dropped then went back up over a 6-month period
- Earned \$29,000 on Money Market account currently at 30% interest rate

7. Finance Report

Presenter: April Cannon, Finance & Administration Manager

Key Findings:

- \$50,000 loss due to maintenance operations
- Sales for transit customers went up
- \$100,00 left in account
- \$660,000 delegated to R&R and parking booth budget
- **Motion:** Move funds from Treasury Account to Money Market account was made by Treasury/Secretary Terry Monday
- **Second:** Seth Hardee
- **Vote:** Unanimous approval
- **Outcome:** Motion carried; motion approved.
- FY 26-27 Budget designed by the Board and Consultant was presented
- **Motion:** FY 26-27 Budget designed by the Board and Consultant was made by Vice-Chairman Michael Overton
- **Second:** Seth Hardee
- **Vote:** Unanimous approval
- **Outcome:** Motion carried; motion approved.

8.Executive Director Report

Key Findings:

- Requesting approval to receive grant offer from FAA through the Airport Improvement Program in the amount of \$554,450 to replace 4,500 linear feet of perimeter fence. Total cost of project is \$583,632 with \$29,182 local share being paid through NCDOT
- **Motion:** Enter into agreement with McFarland Johnson in the amount of \$554,450 was made by Treasury/Secretary Terry Monday
- **Second:** Seth Hardee
- **Vote:** Unanimous approval
- **Outcome:** Motion carried; motion approved.
- Biddings for North 24 open on June 11, 2026
- 90 days of construction
- Advanced Door Automation repaired sliding door in GA Terminal in the amount of \$6,647.55. Approved by Chairman Mayo
- Deductible sprinkler damage in airline boarding area in the amount of \$2,500. Approved by Chairman Mayo

Federal/ State /Local Projects

North 24 FUND 47- NCDOT /SCIF/AIG

- Deeds revised completed June 17, 2024
- NCDOT funding started in December 2022
- Community meetings August 6, 2024, November 14, 2024
- IFE complete in October 2025
- McFarland Johnson/ Environmental 60 days
- FAA Reviewing proposals and reports
- Bids ETA May 2026
- Construction Estimated for 2027

GA Terminal Renovation FUND 49 - TRDF, NCDOT, FAA

- Work Authorization Talbert & Bright signed 7-17-2024
- IFE Complete
- MFJ Concept Design WA Not to exceed \$79,994 10-2025
- McFarland Johnson Scope Designs sent to Authority Board , waiting on elevations, Footprints for visual
- Internal Rendering will be emailed

Federal/ State /Local Projects



AIP 57 Runway 8/26

- Work Authorization signed June 2025 \$459,000 Design & Bidding
- Grant received August 2025
- Design & Bidding in progress
- 2027 estimated start
- Full depth construction
- Delay on Start time

Perimeter Fence

- \$1.1 Mil –NCDOT-AIG
- Contract Approval—Perimeter Fence Project—Seegars Fence Co., Inc.
- Work Authorization Approval—McFarland Johnson, Inc
- October 2025 project Started
- FAA for ASP and TSA
- 3FT buried for Wildlife and Safety Control
- Change Order #2 March 2026
- AIG funds expiring
- Expected to be Complete Summer 2026

9.Operations Report

Key Findings:

- Emergency repair to high-pressure rooftop turret piping system on ARFF #2 T1500-Mangum's Fleet Services for \$4,89.23. Approved by Chairman on 5/5/26
- Parking Booth company Noctopics proposal discussed, Operations Manager John Hanna will reach out to Noctopics for further negotiations
- **Motion:** Move forward with Noctopics per approval of negotiations with Operations Manager John Hanna was made by Vice-Chairman Michael Overton
- **Second:** Terry Monday
- **Vote:** Unanimous approval
- **Outcome:** Motion carried; motion approved.

Operations Report

- Report to Board
 - ARFF 2 T-1500 Emergency repair \$4,849.23 approved 5/5/2026
- Parking Lot recommendation
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Operations Report



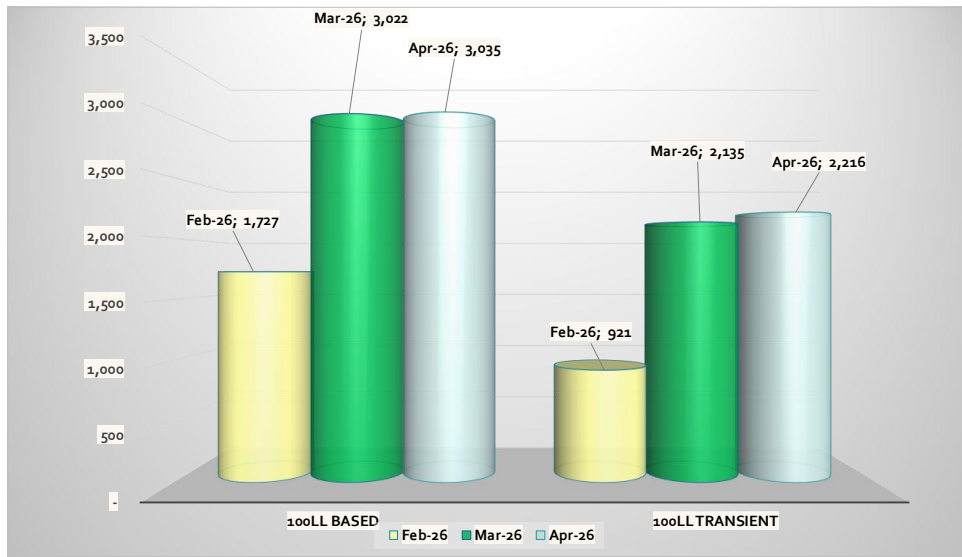
American Airlines

- Enplane 2,925
- Deplane 2,970

Charters

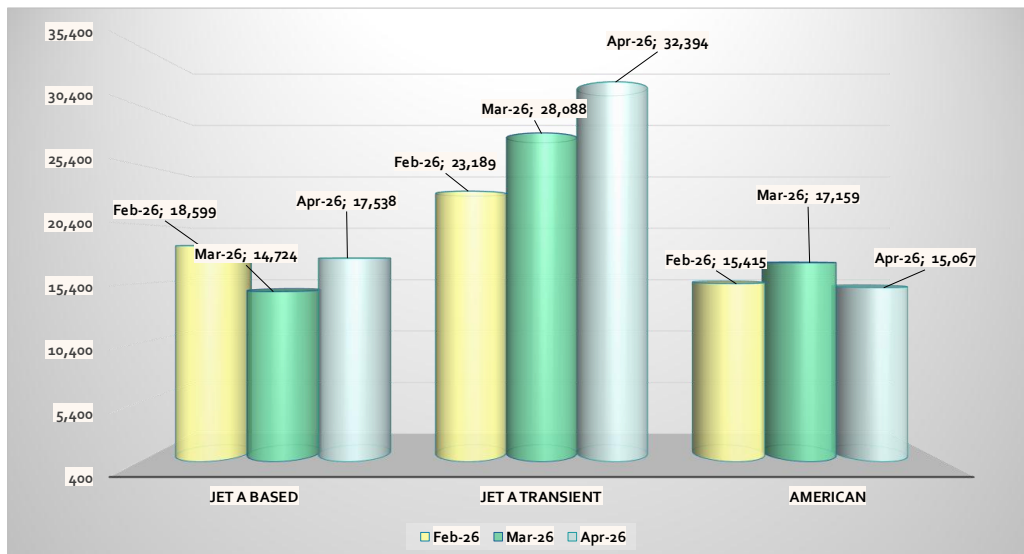
- Enplane 174
- Deplane 224

Fuel Gallons AVGAS 3 Month Comparison



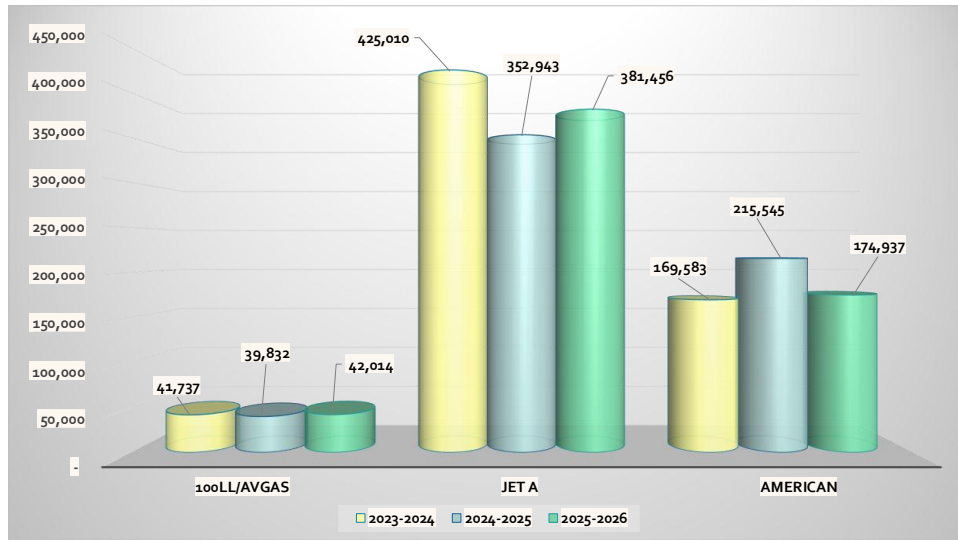
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Fuel Gallons JET A 3 Month Comparison



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Fuel Gallons 3 Fiscal year Annual



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10. Action Items

Action Item	Responsible Party	Deadline
Update April 22 minutes to include approved resolution	Staff	Completed
Follow up on Fly-In sponsorship commitments	Staff/Board	June 12, 2026
Confirm FAA/TSA approval for Fly-In event	Staff	TBD
Begin marketing vacant hangar space	Staff	Immediate
Evaluate fuel pricing structure and tenant tiers	Staff/Board	TBD
Improve data tracking (tenants, fuel, transient traffic)	Staff	TBD
Develop strategic business plan for airport growth	Staff/Consultant	TBD

11. Adjournment

Chairman Mayo asked if there were any further discussions or questions, with no one coming forward Chairman Mayo called the May 27, 2026, Pitt Greenville Airport Authority Board meeting adjourned.

Respectfully submitted by

Cidni Mills

Administrative Assistant