

RICHLAND-LEXINGTON AIRPORT DISTRICT
Finance Committee Meeting
June 19, 2023 @ 3:00 p.m.
Carolina Room
Draft Minutes

Attendance

Jim Wellman, Chair; Dan Bell; LaJoia Broughton; John Folsom; Carol Fowler; Chappelle Broome Stevenson; Hank Jibaja; Anton Gunn

Absent

Pat Smith

Staff

Mike Gula; Gregg Hornsby; Ryan Kreulen; Jessica Foster; Lynne Douglas (Secretary)

Guests

Liz McMillan (USC/Learfield)

1. **Welcome, Introductions, and Call to Order**

Chair Wellman welcomed all to the meeting and called the meeting to order.

2. **Determination of a Quorum**

Chair Wellman confirmed that a quorum was in attendance.

3. **Approval of the May 15, 2023 Meeting Minutes**

Commissioner Bell made a motion to approve the minutes. Commissioner Folsom seconded the motion. Motion carried.

4. **USC Contract**

Chair Wellman reported that Ms. Crafton has re-negotiated the proposed partnership contract with USC/Learfield. He then introduced Liz McMillan with USC/Learfield who presented the revised Official Airport of the Gamecocks Partnership Summary. The re-negotiated cost is \$295,000 per year for 2023-2024 and the same for 2024-2025. Ms. McMillan said that she is looking into having legal write in an Opt-Out for Year 3 should CAE choose not to continue. The cost for Year 3 is \$310,000.

There were many questions and much discussion regarding CAE's return on investment and how to measure that as well as determining the amount of passenger traffic USC generates from CAE. Commissioner Broughton asked if there is a guarantee or goal for the amount of travel to be done by USC staff and athletic departments should CAE partner with USC on the naming rights. She asked if that conversation could be introduced.

Commissioner Gunn suggested that a meeting be scheduled with the Operations leadership of the athletic teams for CAE staff to talk about the value of flying out of CAE. He said this would be an opportunity for staff to meet with the decision makers and learn how they plan their travel and make those decisions. It was also suggested that CAE staff schedule similar meetings with the Business and Engineering Schools and others.

Chair Wellman asked if post-season opportunities could be included with the partnership at no additional cost. He also asked Ms. McMillan if we could commit to Year 1 with an option to renew for Year 2 and an option to renew for Year 3.

Following much discussion, Ms. McMillan said she would follow-up on these key take-aways and provide Mr. Gula with the answers as soon as possible: (1) find out when the next athletic department meeting is scheduled so CAE staff can attend and talk with the coaches; (2) will check on the possibility of including post-season opportunities into the package at no additional cost; (3) will talk with Procurement as well as the athletic business office to see if there is insight into tracking travel information/travel booking patterns of the various departments; (4) will check on committing to Year 1 only with an option to renew for Year 2 and an option to renew for Year 3.

Following the discussion, Commissioner Folsom made a motion to approve the contract as presented and empower Mr. Gula to negotiate the additional elements to improve the contract, if possible; however, if unable to achieve any or all of those we move forward with the contract as presented subject to legal counsel's review. Commissioner Broughton seconded the motion. Motion carried.

5. **FBO Study Presentation**

Chair Wellman explained that this agenda item will be rescheduled due to the consultant being in an automobile accident.

6. **Old/New Business**

There was no additional business.

7. **Discussion/Suggestions**

There was no additional discussion.

8. **Adjournment**

Chair Wellman adjourned the meeting.

Respectfully Submitted,

A handwritten signature in cursive script that reads "Lynne Douglas".

Lynne Douglas, Commission Secretary