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WILMINGTON INTERNATIONAL AIRPORT

New Hanover County Airport Authority Meeting

Wednesday, September 30, 2026

5:00 PM
ILM Executive Conference Room

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New Hanover County Airport Authority
Meeting Agenda
September 30, 2026– 5 pm

- Call to Order
- Pledge of Allegiance
- Code of Ethics Clause
- Employee Recognition (as needed)
- Approval of Minutes
- Public Comments (Limited to 3 Minutes)
- Consent Agenda
- Staff Reports
  - Finance, Marketing & Air Service & Business Development
  - Operations & Facilities
  - Director’s Report
  - Unfinished Business/New Business/Adjournment

New Hanover County Airport Authority
Code of Ethics

In accordance with the New Hanover County Board of Commissioners Resolution Adopting a Code of Ethics, adopted on January 5, 2015, and updated on January 9, 2023, it is the duty of all County boards and committees to respect and abide by the New Hanover County Code of Ethics in the performance of their duties.

More specifically all Airport Authority members should:

1. obey all applicable laws;
2. uphold the integrity and independence of the Authority;
3. avoid impropriety;
4. faithfully perform the duties of the office; and,
5. conduct the affairs of the Authority in an open and public manner.

It is further the duty of every Authority member to avoid both conflicts of interest and appearances of conflicts. Does any member have any known conflict of interest or appearance of conflict with respect to any matters coming before the Authority today? If so, please identify the conflict or appearance of conflict and refrain from any undue participation in the particular matter involved.

Approval of Minutes

The Authority has been provided a copy of the minutes for the following:

- September 2, 2026, Airport Authority meeting

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Audit Presentation
Lauren Strope
Cherry Bekaert

Is there a motion to adopt the financials and audit results as presented?

Staff Reports

Committee	Airport Authority Members	Staff Members
Finance, Marketing, Air Service & Business Development • **Monthly Financial Report** • **Monthly Activity and Performance Report** • **Marketing & Air Service Development Report** • **HR Report** • **Business Park Development Report** • **Airside & Terminal Development Report** • **Phase 2 Business Park Report** • **Advertising Report**	Andrew Jones LeAnn Pierce Brian Eckel	Bob Campbell/Jeff Bourk
Operations and Facilities • **Construction/Expansion Report** • **Facilities/IT Report** • **Operations Report** • **General Aviation Report**	Wanda Copley Nick Rhodes Faison Gibson	Granseur Dick/Jeff Bourk
Executive Committee **Legislative Priorities** (consult with LeAnn Pierce as necessary) • **Capital Budget Planning (beyond 1 year to 5 years)** • **General Update**	Nick Rhodes, Past Chair Jason Thompson, Chair Faison Gibson, Vice Chair ** In the event any of the above are unable to attend, the Secretary, Wanda Copley, shall attend.	Jeff Bourk
Director's Report	Will include updates from Executive Committee as necessary	

Finance, Marketing, Air Service & Business Development

- **Action Items**
  a. Recommend approval of a contract with New Hanover County under which NHCAA agrees to reimburse NHC for the salary and benefits of nine (9) deputies in an amount not to exceed $888,710 (FY24 $849,952).
  b. Recommend approval of the Second Amendment to the Lease Agreement between NHCAA and Happy Hour T-Shirts, LLC (dba Battle House). The amendment extends the lease term through September 30, 2032.
  c. Recommend approval of updated FY27 Fee Schedule. The new schedule is effective November 1, 2026.

Finance, Marketing, Air Service & Business Development (cont.)

Information Items

- Monthly Financials
- Marketing Report
- Auditor’s Report
- HR Report
  - Headcount: 69 (57 full-time; 12 part-time)
  - Hiring: Hired 1 janitorial manager – start date TBD
- Business Development Report
  - Tenants – 39 (32 actively paying rent; 7 in due diligence period of their lease agreements)

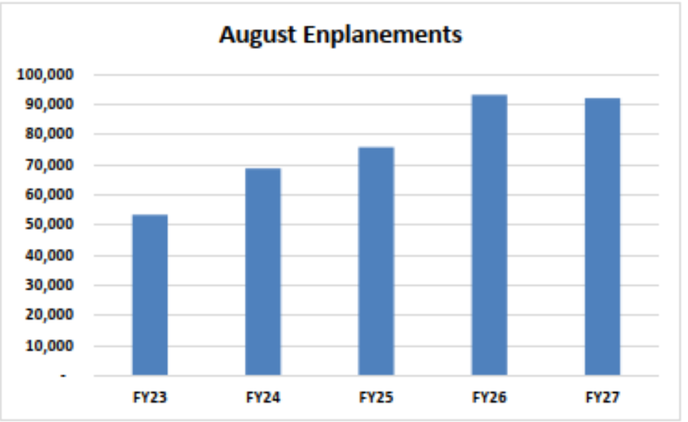
Wilmington International Airport

Monthly Financial Summary

August

Summary	Actual	Budget	Prior Year	Act vs. Bud	Act vs. PY
Operating Revenue	2,095,294	1,584,393	1,720,559	32.2%	21.8%
Operating Expense	1,479,043	1,342,066	1,294,012	10.2%	14.3%
YTD Op Revenue	4,064,801	3,173,348	3,448,526	28.1%	17.9%
YTD Op Expense	2,656,573	2,529,465	2,393,305	5.0%	11.0%

Revenue	Actual	Budget	Prior Year	Act vs. Bud	Act vs. PY
Aviation	279,623	214,941	249,977	30.1%	11.9%
Parking Lot	895,257	574,441	640,262	55.8%	39.8%
Rent	126,117	131,008	128,990	-3.7%	-2.2%
Commissions	475,749	365,598	423,265	30.1%	12.4%
Lease Revenue	250,629	240,547	210,182	4.2%	19.2%
Other	67,919	57,858	67,883	17.4%	0.1%



Expense	Actual	Budget	Prior Year	Act vs. Bud	Act vs. PY
Salaries/Benefits	528,144	550,506	467,245	-4.1%	13.0%
Contracted Services	437,648	239,691	230,860	82.6%	89.6%
Utilities	92,479	79,165	75,391	16.8%	22.7%
Repairs & Maint	142,351	106,447	123,018	33.7%	15.7%
Professional Srvc	35,792	66,693	108,289	-46.3%	-66.9%
Advertising/Mktg	84,134	53,240	66,311	58.0%	26.9%
Insurance	98,656	136,987	95,674	-28.0%	3.1%
Business Park	9,272	59,907	70,115	-84.5%	-86.8%
Other	50,567	49,432	57,108	2.3%	-11.5%

HR Summary	
Full Time Employees	**57**
Part Time Employees	**12**
Openings:	
Janitorial	1
Maintenance	-
Operations	1
Administration	-

Summary of Significant Monthly Activity

Revenue

Strong passenger related revenue despite no enplanement growth over last year. This was led by a 40% increase in parking caused by improved conditions over last year and an increase in rates.

	Aug 26	vs. Aug 25
Landing fees	232,965	14.0%
Fuel flowage fees	25,472	-28.9%
Rental car comm	306,666	6.5%
Food commission	145,443	27.2%
Parking	895,257	39.8%
Enplanements	92,074	-1.2%

Expense

Salaries/Benefits - in line with budget; part-time positions fully staffed; still a an open janitorial position and one open dispatch position.

Contracted Services - includes security provided by the NHC Sheriff's office, parking management and temporary services. August includes $45k for tree clearing.

Repairs & Maint - includes facilities repairs, vehicle fuel, custodial supplies, and computer expenses. August activity includes 11 new monitors for the terminal, mechanical room lighting repairs, PA system repairs, and unanticipated repairs to one of the large mowers.

Advertising/Mktg - the increased expense reflects an increased effort to push brand and destinaton awareness.

Insurance - expected premium increase did materialize. Contracts finalized after budget was created.

Utilities - Water expense doubled due to the correction of a past error by CFPUA.

Marketing Report

Social Media Metrics: Jan. 1, 2026, Aug. 23, 2026

Total Audience	50,624	(+11.7% YoY)
Impressions	18,272,829	(+128.5% YoY)

Website Metrics: Jan. 1, 2026 – Sept. 14, 2026 (estimated)

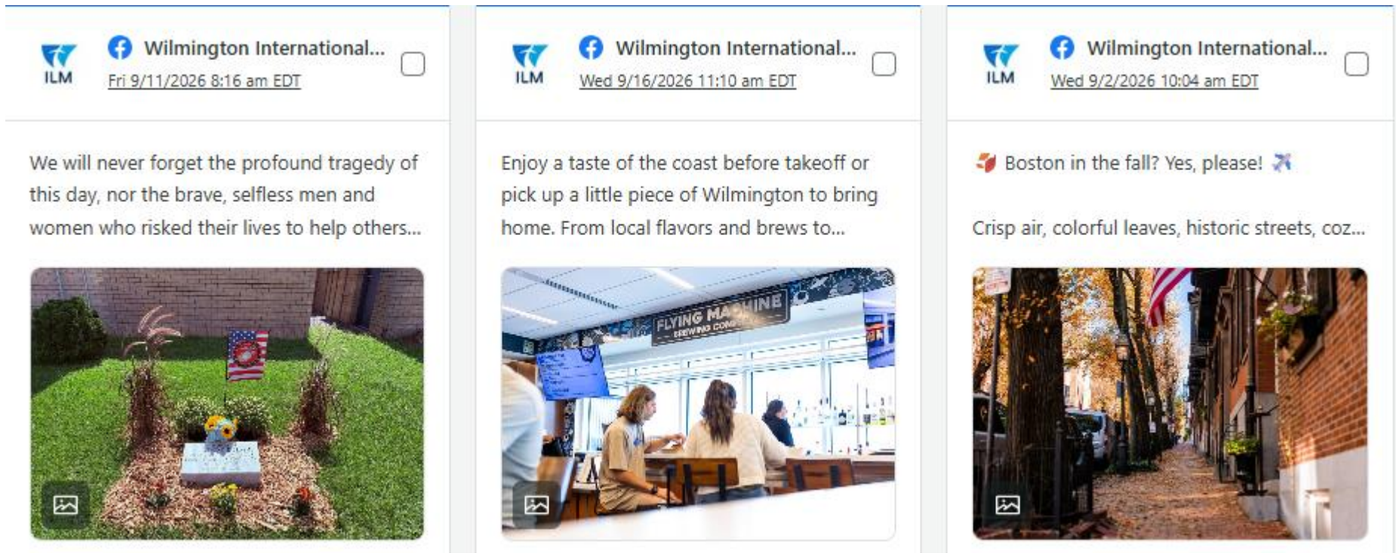
Total website users: 314,875 (-6% YoY)

Clicks to Airline Websites: Jan. 1, 2026- Sept. 14, 2026 (estimated)

Total airline clicks 114,183

- American 24%
- Breeze 21%
- Avelo 20%
- Delta 11%
- Jet Blue 10%
- United 9%
- Sun Country 5%

Top Performing Social Media Posts Sept 2026 (to date)



Operations & Facilities

Action Items

a. Recommend Approval of Amendment to CMAR – Monteith CO to add a total of $1,200,000 in contract value, comprised of $500,000 to Construction Contingency and $700,000 to Owners Contingency.

b. Recommend Approval of Work Authorization for RS&H in the amount of $810k for additional Construction Administration (CA)

c. Recommend Authorization to approve contract with Barnhill Construction for NTE $6,602,135.50 for RWY 6-24 Rehab Phase 2. pending final contract/legal review. (FAA Discretionary Grant Received for $6.3M). Note: Expect a contract for TB&E for Construction Administrative services next month.

Information Items

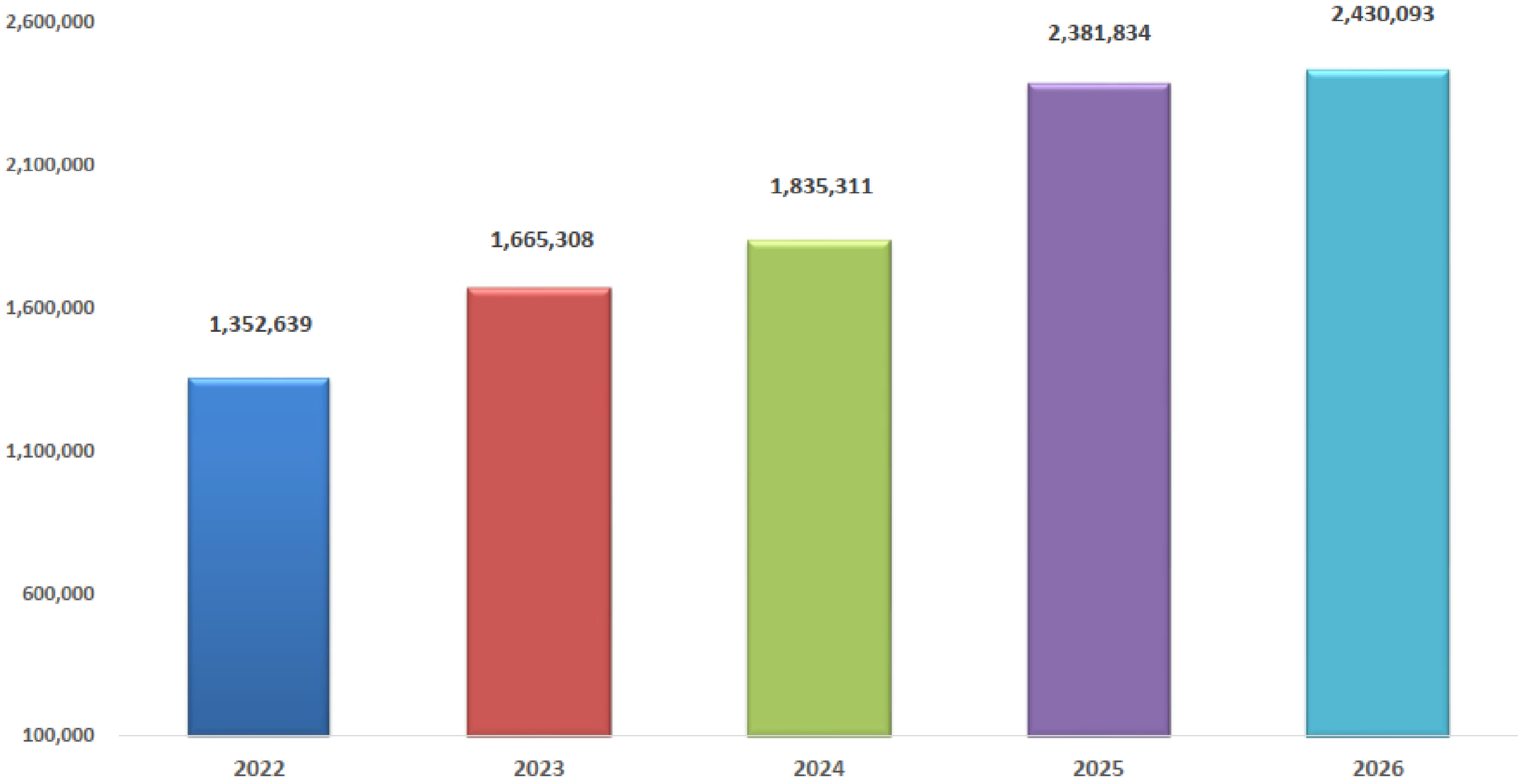
- Construction/ Capital Improvements Report Photos
  - Phase 2 – Deck Vertical Circulation Core Under Construction, Grading in progress.
  - East Ramp Utility Project – CFPUA work complete, paving expected complete 10/7/26
  - Terminal Ramp Expansion – NTP to be issued in Oct.
- General Facilities/IT Report
  - None.

Director’s Report

- **Action Items – None.**
- **Information Items**
  a. Air Service Activity Reports ✈
  b. Annual Meeting (Tenants, Rental Cars, Airlines)
  c. Full Scale Drill – See Pictures (Training, mutual aid coordination)
  d. B-29 and P-51
  e. Community Outreach Events
     * Ambassador's Quarterly Meeting
     * Carolina Beach Dragon Boat Regatta - ILM Team (see photos)

Calendars

ANNUAL SEAT CAPACITY
ADJUSTED MONTHLY

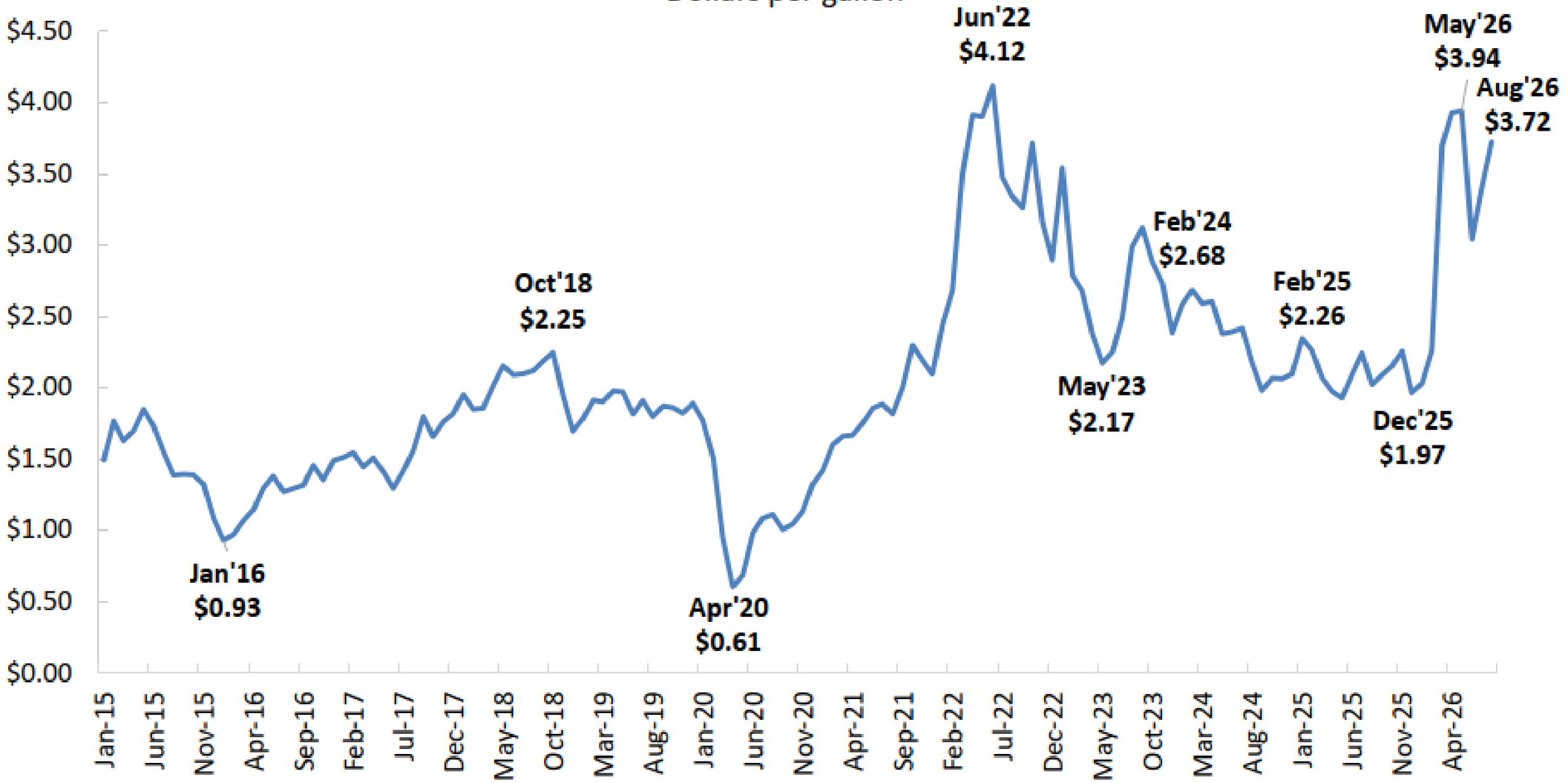


Seats Adjusted as of 8/18/2026
Source: DiioMi; Ailevon Pacific Aviation Consulting analysis

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U.S. GULF COAST KEROSENE-TYPE JET FUEL SPOT PRICE FOB

Dollars per gallon



Source: U.S. Energy Information Administrationi; Ailevon Pacific Aviation Consulting analysis

Director's Report

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Full Scale Mass Casualty Drill – September 26, 2026





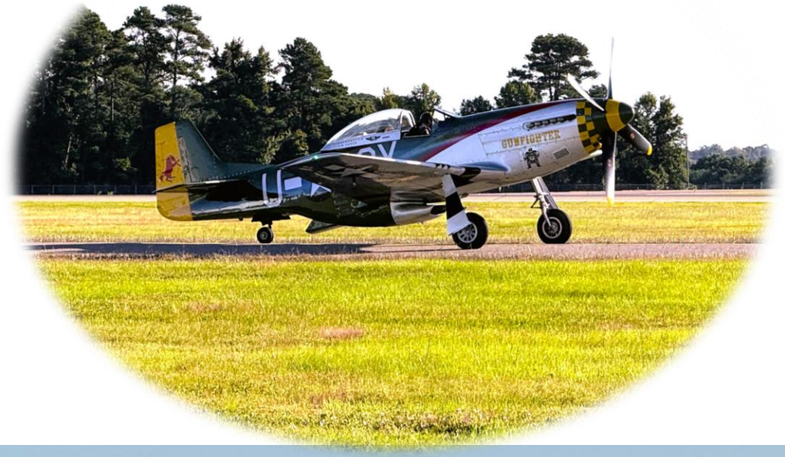








Doc B-29 and P-51
Visit ILM











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Dragon Boat Regatta
September 19th
Flying ILMs

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OCTOBER 2026

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
				Annual Tenant Meetings and Lobster Bake		
4	5	6	7	8	9	10
11	12	13	14	15	16	17
	Columbus Day					
18	19	20	21	22	23	24
						Cape Fear Heart Walk
25	26	27	28	29	30	31

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NOVEMBER 2026

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	**2**	**3**	**4**	**5**	**6**	7
	Facilities Committee	Finance/Bus. Dev. & Executive Committees	Airport Authority Meeting			
8	**9**	**10**	**11**	**12**	**13**	14
			Veterans Day Admin Offices Closed			
15	**16**	**17**	**18**	**19**	**20**	21
22	**23**	**24**	**25**	**26**	**27**	28
				Thanksgiving Day Admin Offices Closed	Admin Offices Closed	
29	**30**					

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- **New Business**

- **Unfinished Business**

Closed session to consult with legal counsel pursuant to N.C.G.S. §143-318.11(a)(3) and to discuss matters relating to the expansion of industries & Economic Development pursuant to N.C.G.S. §143-318.11(a)(4).

- **Adjournment**