



*Central Colorado Regional Airport – AEG*  
*Your Gate Way to the 14ers*





# **INTRODUCTION**

**Overview: Vision & Goals**

**Airport Personnel**

**Year End Activity Review**

**Helicopter Testing**

**Military**

**Events**

**What We Do**

**Year End Ops**

**Airport Revenue Report**

**Airport Marketing**



Central Colorado Regional Airport







# Overview







The vision for the airport is to become a recognized economic engine for the Town of Buena Vista and Chaffee County.

Specifically, the airport will develop its infrastructure to accommodate business and military and jet/turbine aircraft;

Establish the airport as a transportation hub for on-demand passengers and cargo, and;

Explore the UAS market and opportunities to develop a niche market for this expanding industry.







# Airport Goals

## **Goal #1: Safety & Operational Effectiveness**

- Our Primary Goal

## **Goal #2: Support High-Altitude Testing**

- High-altitude testing has become a constant at AEJ since it began in 2002. Typically testing occurs June – September

## **Goal #3: Maintain & Develop Equipment & Infrastructure**

- Employees are cross-trained and together they operate the airfield as well as the fixed-based operator; with services like aircraft fueling, hangaring, and aircraft tie-down & parking.

## **Goal #4: Pursue Economic Vitality, Strategies & Support Long-Term Prosperity**

- As an assiduous collaborator with the Town of Buena Vista, we share the Town's vision of economic vitality.

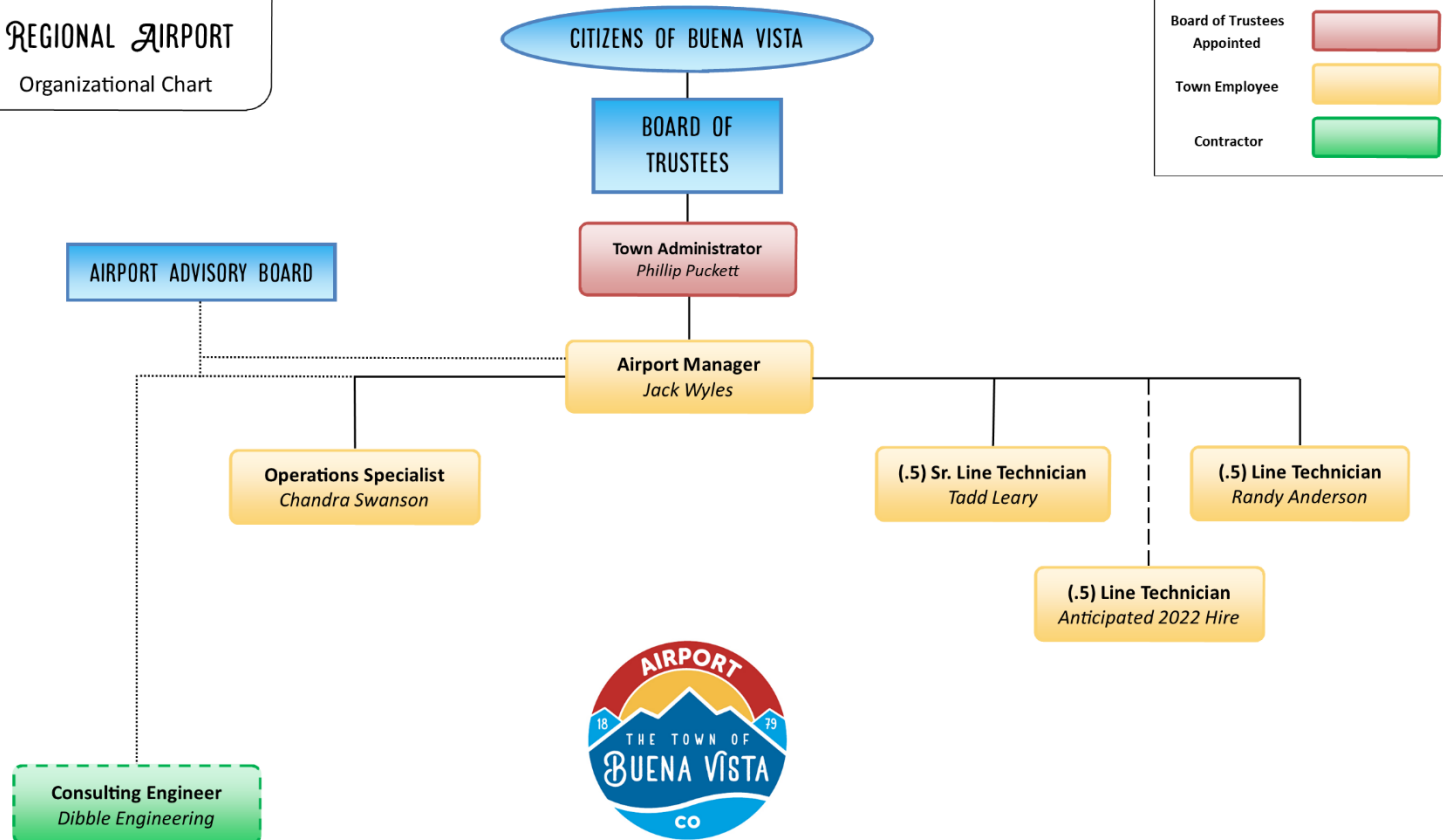




# Airport Personnel



**CENTRAL COLORADO  
REGIONAL AIRPORT**  
Organizational Chart







## Full-Time Employees



**Jack Wyles**

*Airport Manager*

January 2018 – Present

*Line Tech*

July 2016 – January 2018



**Chandra Swanson**

*Airport*

*Operations Specialist*

January 2019 – Present







## Permanent Part-Time



**Tadd Leary**

*Senior Line Technician*

February 2011 – Present



**Randy Anderson**

*Line Technician*

June 2019 – Present





# Airport Advisory Board



CHAIR: Daniel Courtright (2023)    VICE CHAIR: Dennis Heap (2023)

SECRETARY: Taylor Albrecht (2023)

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Jerry Steinauer (2023) Mark Muller (2023) Bob Dimmit (2022) Wayne Lee (2022)

Alternate Board Member: Andy Krawciw (2023)





# Airport Engineering Consultant

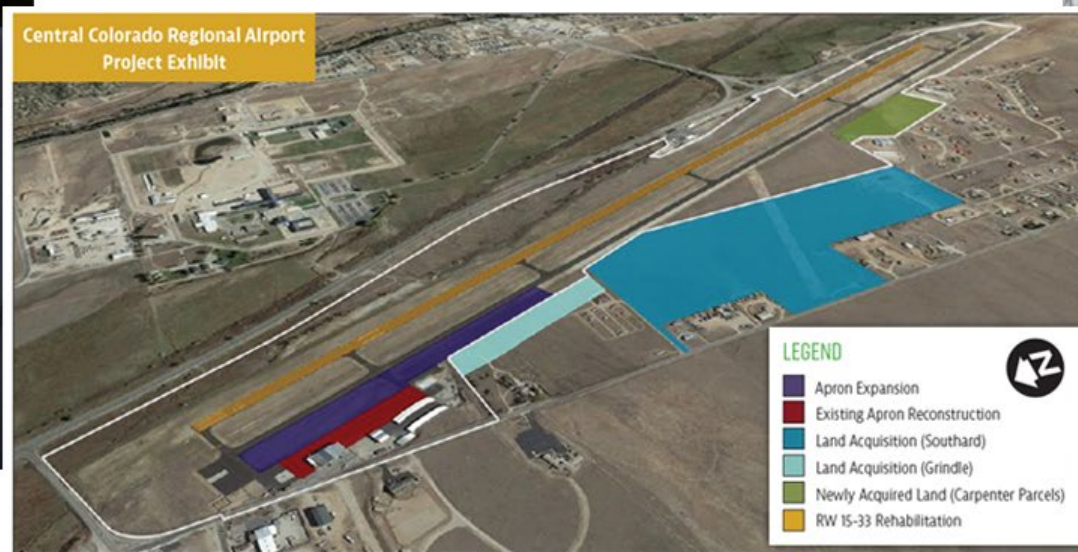
Since May 2019



**Jared Bass, PE**  
*Project Manager*



**John Cessar**  
*Lead Engineer*





# CDOT Aeronautics



## CDOT Aeronautics Update

- Financial Update
- Colorado Discretionary Aviation Grant (CDAG) Program
- Statewide Initiative Updates
  - Internship Program
  - Airport & Governance 101
  - AWOS Maintenance
  - PFAS
  - System Plan/Economic Impact
  - Education Program
  - Aviation SIB Loans
  - Remote Tower
- What do you need from us? Q/A







# **Year End Activity Review**





## Snow & Testing







# Air Traffic Begins To Increase







## Peak Season







4<sup>th</sup> Quarter

## Ops / Renos / Story-Time





# Helicopter Testing







# Military







# Event – HAATs BBQ (Aug 12)







## Event – Fly In (Aug 21)







# What We Do



## Daily Routine





## What We Do



## Other Stuff



BIG

# Aircraft Activity



small





# Questions





# Airport Operations



Airport Operations	2020	2021	Inc/Dec
Total Based Aircraft	270	346	+28%
Total Transient Aircraft	1236	1447	+17%
Total Piston Aircraft	1162	1320	+14%
Total Jet/Turbine Aircraft	335	466	+39%
Total Aircraft	1497	1786	+19%
Total Operations	3409	4046	+19%
Total Persons Using Airport	6442	8602	+34%
Total Military Ops	116	121	+4%
Total Helicopter Ops	83	87	+5%
Total Ops over 12,500 lbs	121	216	+79%
Day W/O Ops	58	35	-40%





# **Airport Revenue**

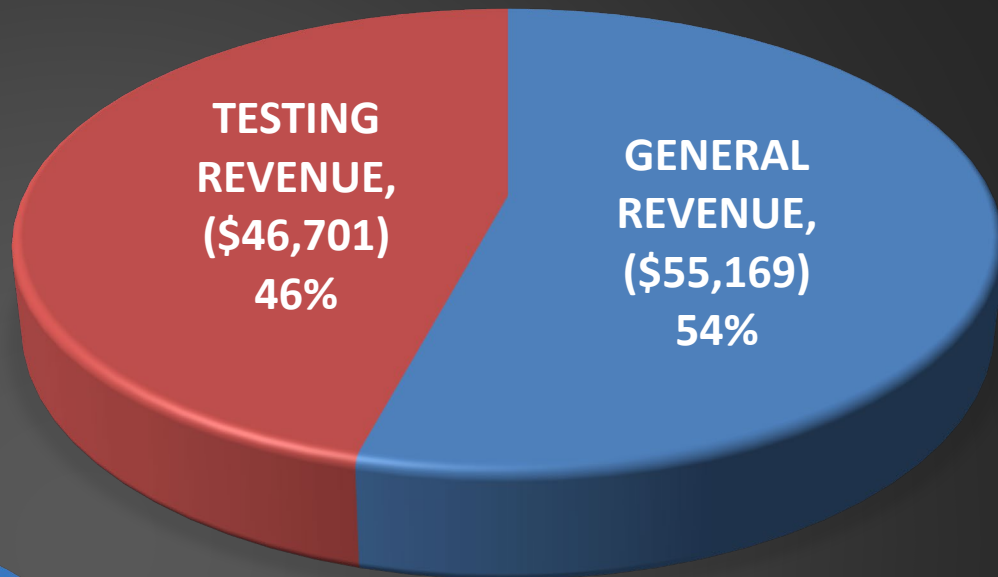
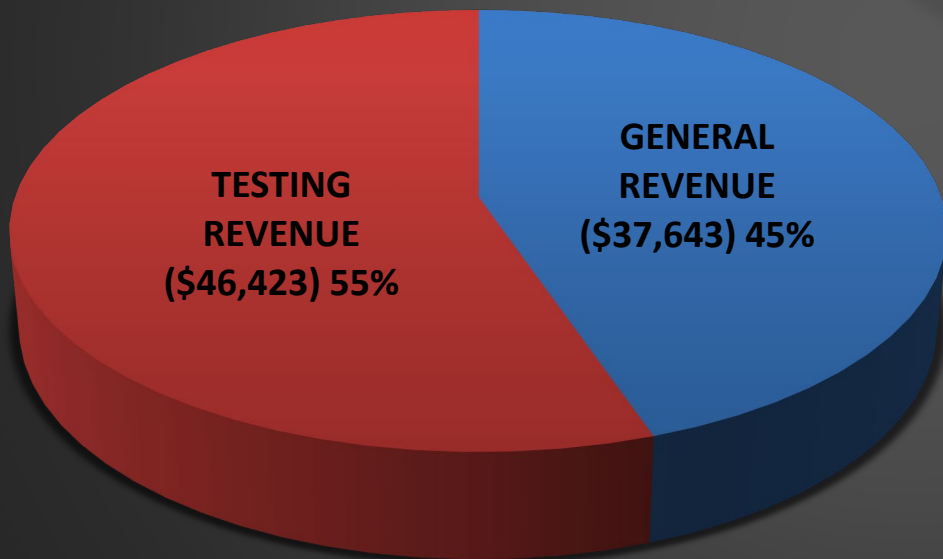
*(As of Dec 31, 2021)*





## General Revenue, Airport

**2020 NON-FUEL  
REVENUE: \$84,066**



**2021 NON-FUEL  
REVENUE: \$101,870**

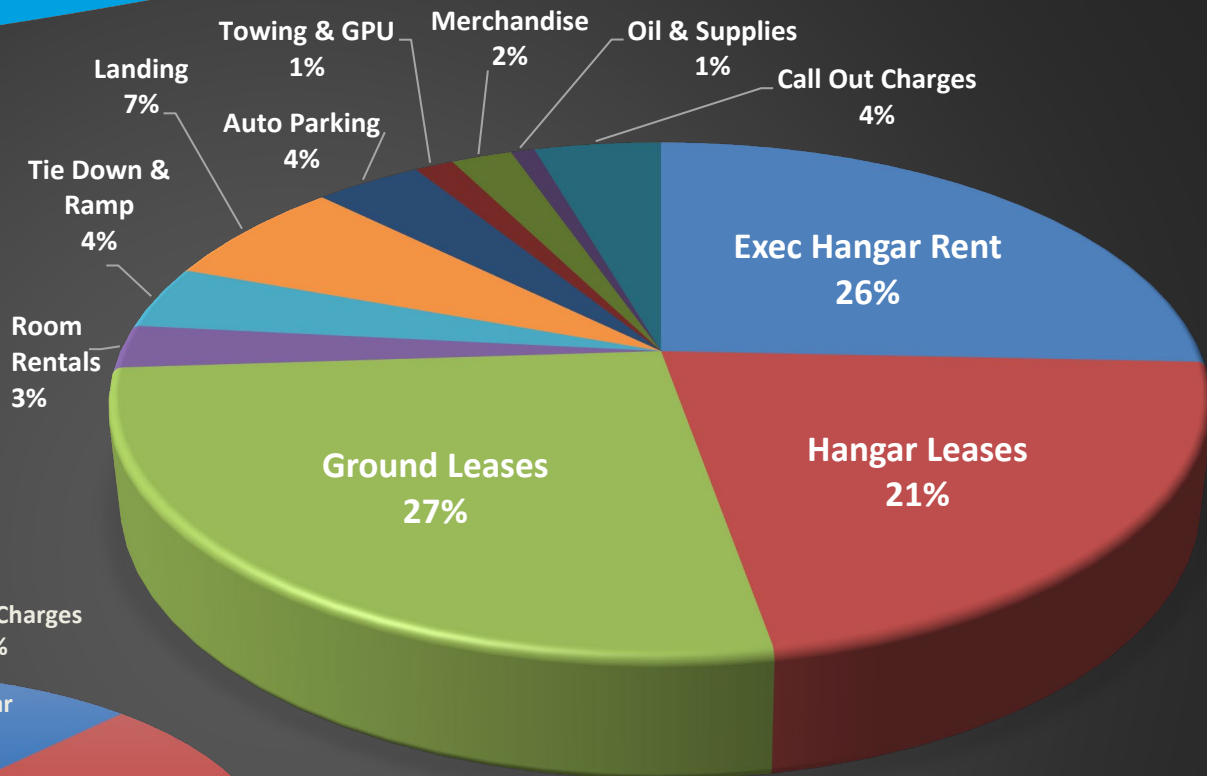
INCLUDES: Executive Hangar Rent, Ground Leases, Office & Room Rentals, Tie Down, Ramp & Landing Fees, Call Out Charges, and 10% Concierge Fees



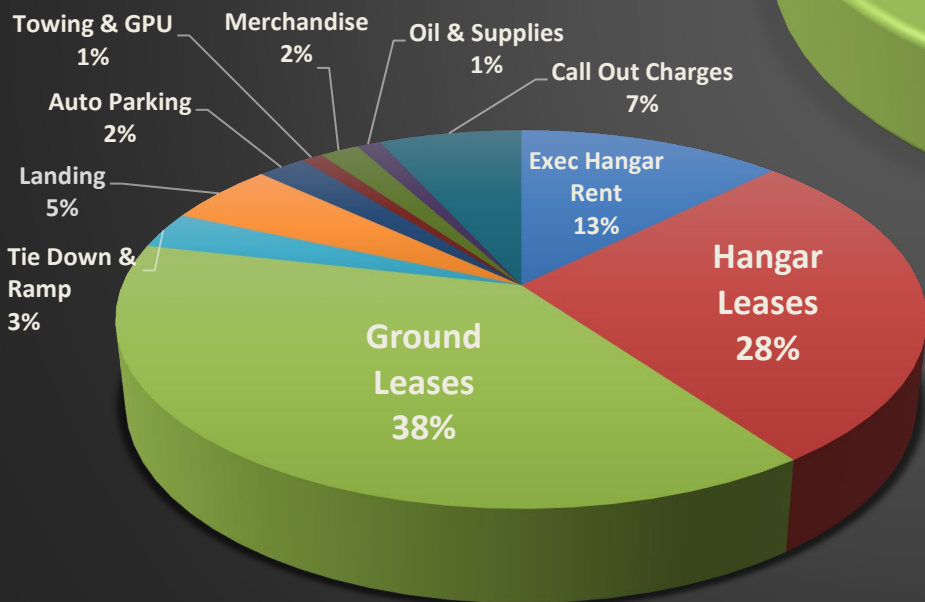




# General Revenue, Non-Testing, Non-Fuel



**2020 NON-FUEL  
REVENUE: \$37,642**



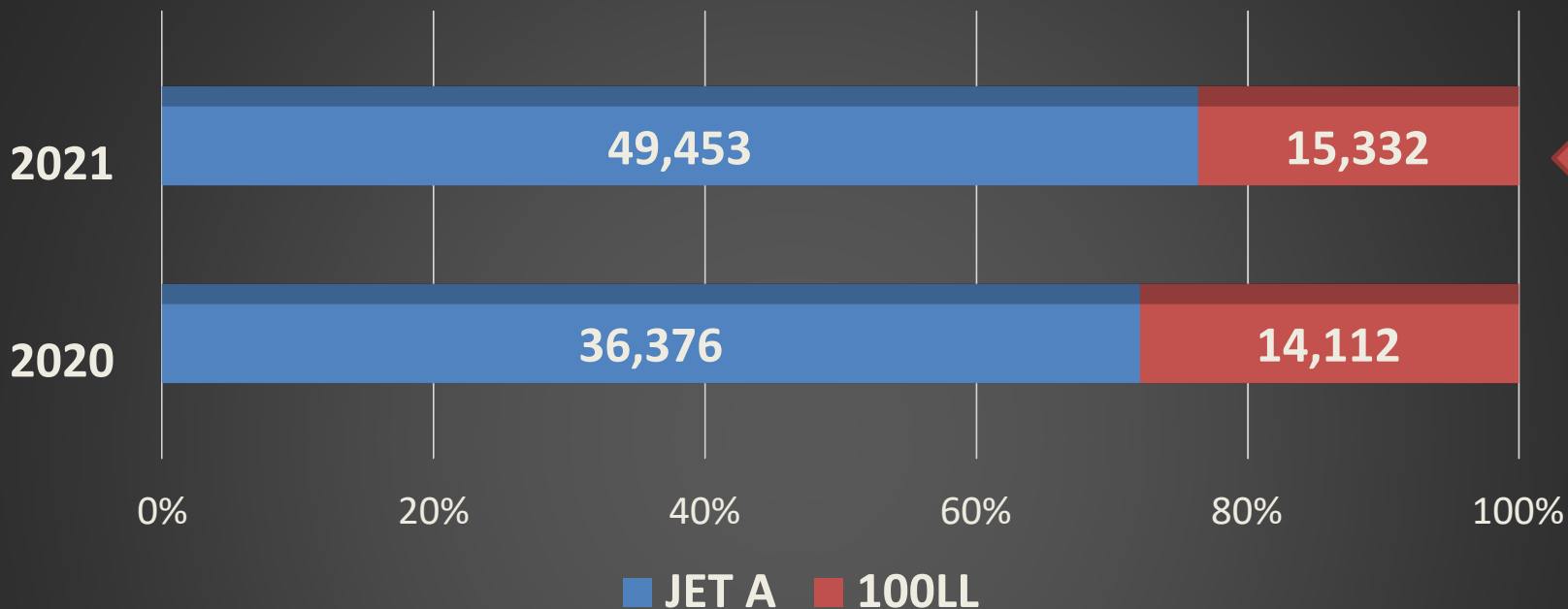
**2021 NON-FUEL  
REVENUE: \$55,169**







## Fuel Sale Comparison, By Gallons



2021 Jet / Turbine aircraft: 466 = 106 gal / AC

2021 Piston aircraft: 1,320 = 11 gal / AC

**2021 Jet A Fuel Sales: 76% of all airport fuel sales**

**2020 Jet A Fuel Sales: 72% of all airport fuel sales**





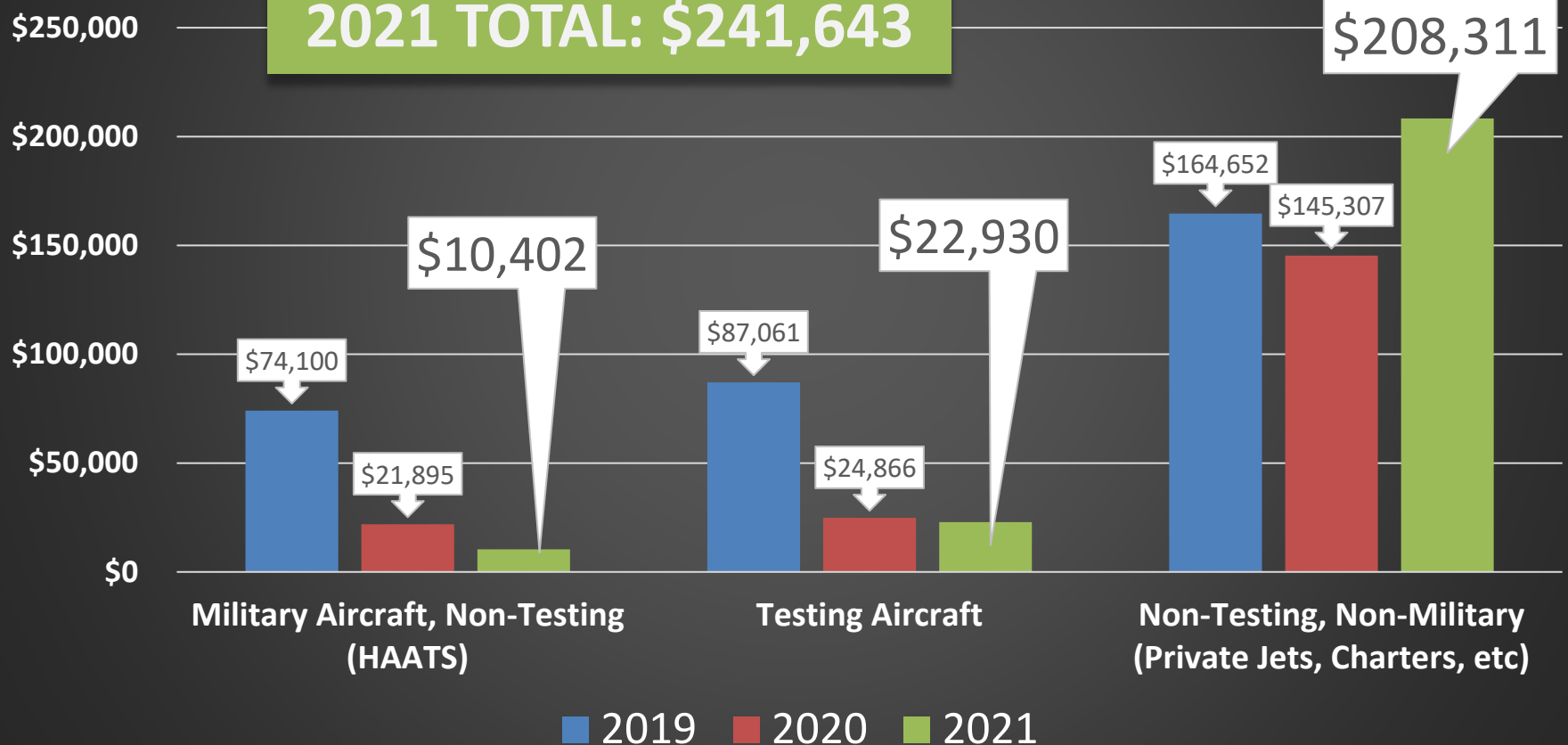


## Fuel Sales, Jet A

**2020 TOTAL: \$192,068**

**2019 TOTAL: \$325,813**

**2021 TOTAL: \$241,643**







**TOTAL AIRPORT REVENUE:**  
**2020: \$339,638 | 2021: \$433,908**

<b>ANNUAL TESTING REVENUE</b>	<b>2020</b>	<b>2021</b>
Executive Hangar Rent	\$25,600	\$28,800
Ground Lease	\$4,200	\$3,237
Office & Room Rentals	\$10,740	\$10,312
Tie Down & Helo Tether	\$210	\$0
Towing & GPU	\$700	\$2,240
Call Out Charges	\$1,955	\$1,742
10% 3rd Party Concierge Fee	\$555	\$368
10% ARFF Fee	\$1,627	\$0
Merchandise	\$835	\$0
Testing Fuel Sales, Jet A	\$24,865	\$22,930
<b>TOTAL TESTING REVENUE</b>	<b>\$71,289</b>	<b>\$69,631</b>

TESTING TEAMS INCLUDE: Boeing AH-64, AgustaWestland 139, and Leonardo MH-139

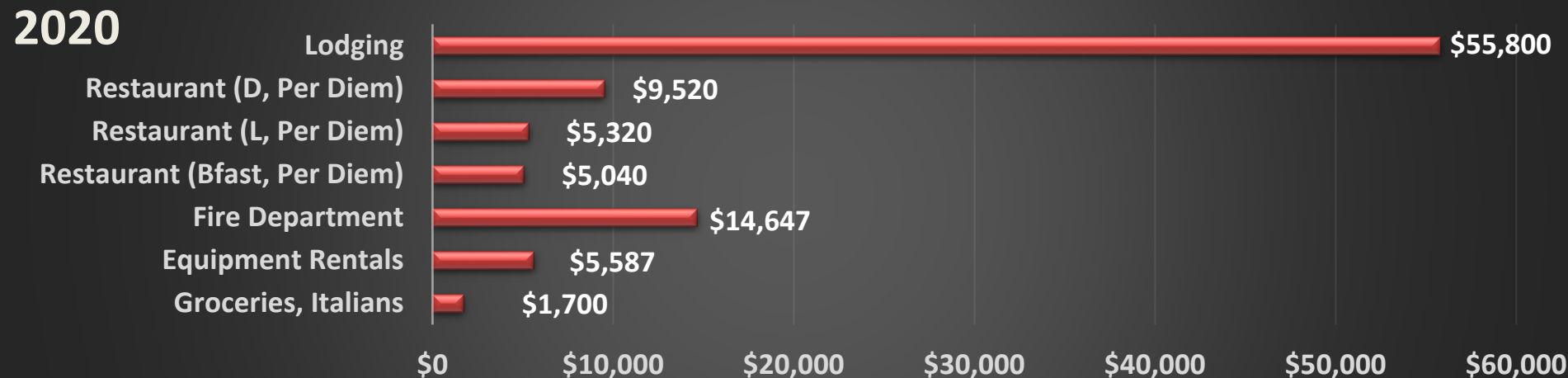
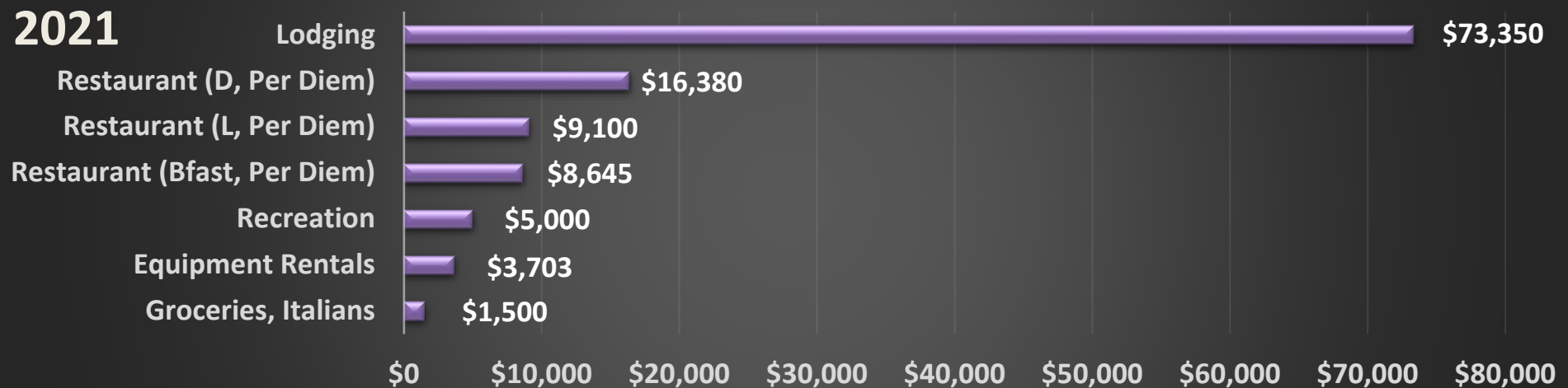




## Estimated Economic Impact for Town of BV – *Airport Testing Teams*

**2021 TOTAL: \$117,678**

**2020 TOTAL: \$97,614**

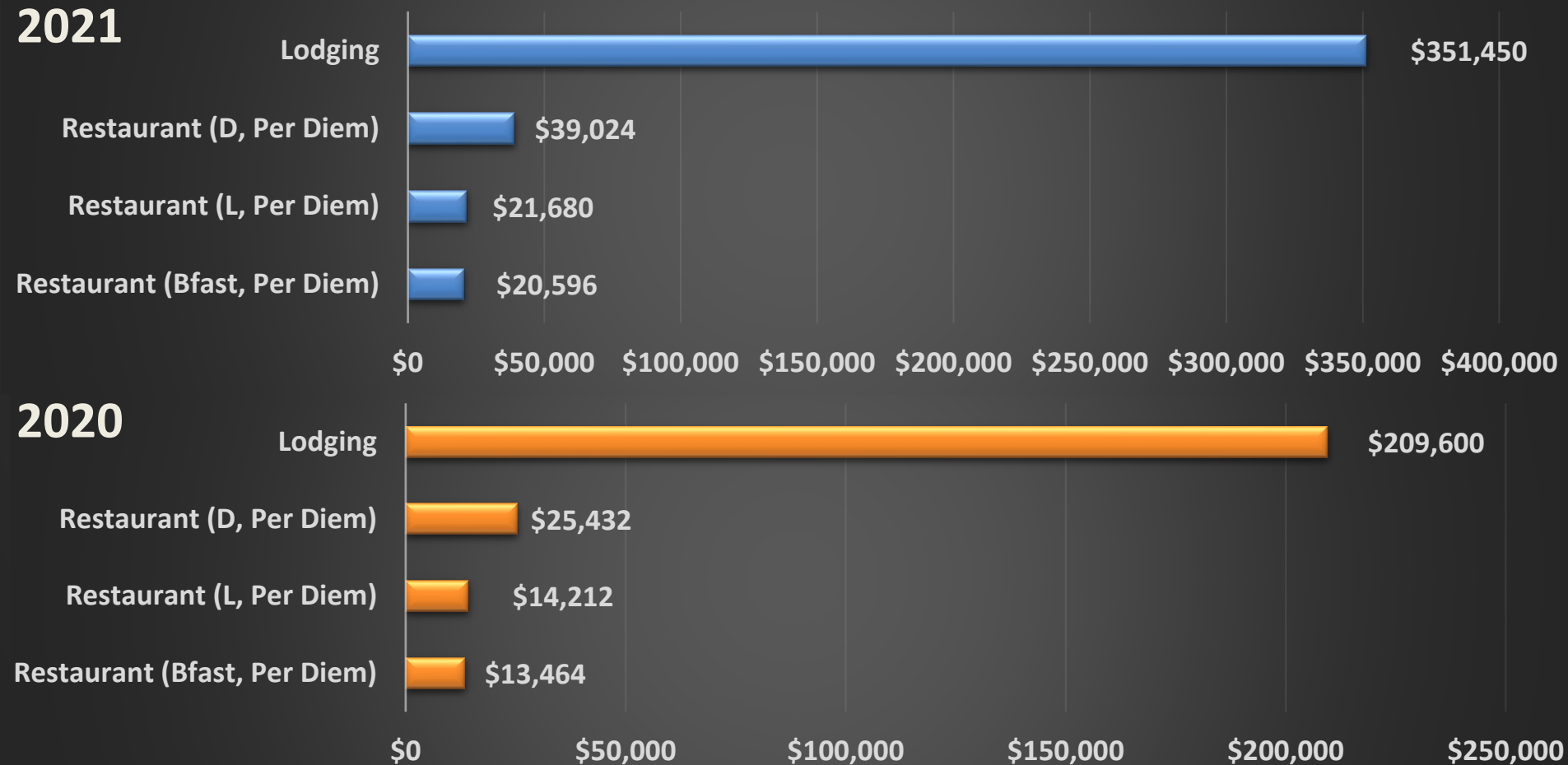




## Estimated Economic Impact for Town of BV – *Airport Visitors*

**2021 TOTAL: \$432,750**

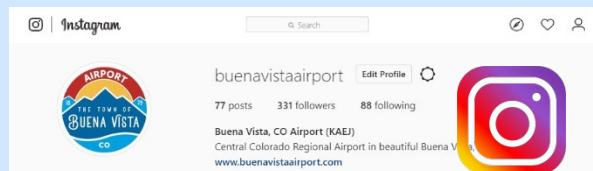
**2020 TOTAL: \$262,708**





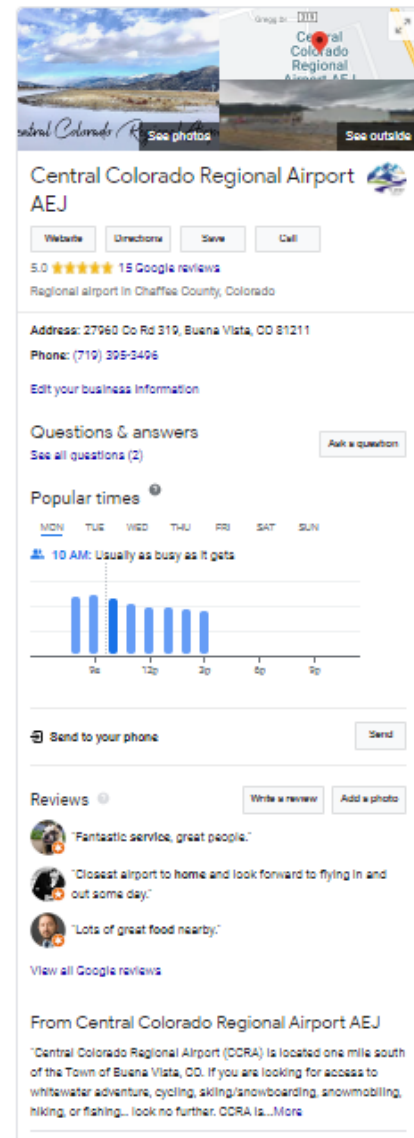


# Airport Marketing



## Social Media

## Online Presence & Digital Ads





# Airport Marketing

**FLY-IN AT KAEJ**  
AUGUST 21, 2021 | 8 AM TO 2 PM



## Collaboration with Avfuel Marketing

**FLY-IN AT KAEJ**

- LOCAL EATS
- GIVEAWAYS
- FUEL DISCOUNTS
- BONUS AVTRIP POINTS
- DRONE DEMONSTRATIONS
- CLASSIC CARS & MOTORCYCLES



« SCAN TO LEARN MORE »

**08.21.21**  
8 AM TO 2 PM



**FLY-IN AT KAEJ**

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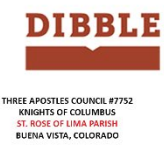


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**08.21.21**  
8 AM TO 2 PM



**Huge Thanks to our Awesome Supporters!**







# Questions