

County of Marquette, Michigan
Marquette Sawyer Regional Airport
Airport Board of Advisors
Thursday, November 13, 2025 @ 4:00 PM
Minutes/Regular Meeting

Members Present: Christopher Germain, Joseph Derocha, Marty Munger, Bradley Stoddard, Charles Holsworth
Members Present Virtually: None
Members Not Present: Karen Kovacs, Robert Muelle
Staff Present: David Erhart, Airport Manager; Duane DuRay, County Administrator
Public Present: Greg Durand, Bruce McCullough, Jordanne Schwandt, Evan Wendzel, Matthew Bloch, Fred Joyal, Mary-Ann Joyal, Fred Benzie, Bruce Finn, Curtis Pennala, Quinn Impola, Cole Stoddard, Myron Hillock

1. **Call to Order:** The meeting was called to order by Derocha at 4:05 PM. Benzie led the Pledge of Allegiance. Erhart took Roll call.
2. **Approval of Agenda:** Derocha presented agenda to Board for approval with the addition of an attachment from the finance committee to be placed under 6.) A.). Germain moved to approve the agenda. Second by Stoddard. Motion carried (5-0).
3. **Approval of Minutes:** Stoddard moved to approve the minutes of the October 9, 2025 meeting. Second by Holsworth. Motion carried (5-0)
4. **Public comment:**
Greg Durand - Wants more information on the decision to issue a contract termination notice to Kubick Aviation and wants to know why ARFF Chief Joseph Perry voiced dissatisfaction with the airport and desire for new job.
5. **Goals and Objectives:**

Review of agreed upon main goals:

- Strive for economic sustainability
- Enhance airport services in Marquette County
- Best in class experience - strive to offer competitive fares

Review of November Objectives:

- Review financial status and produce a plan to achieve economic stability
- Improve infrastructure with plan for appropriate allocation of state budget allocation

Derocha named Germain as person responsible for allocation of 3 million dollars of funding
Derocha requested a motion to accept agenda item 5. Holsworth moved to Accept. Second by Germain. Motion carried (5-0)

6. Action Items

A. Derocha reviewed Airport finance committee recommendations, which is attached.

Recommendations can be summarized as follows

1. FBO contract – County administration has issued a six-month termination notice without cause to Kubick aviation. FBO should be county owned and operated.
2. Alert center contract with Van Damme should not be renewed upon expiration or contact should be terminated
3. Marquette County should provide additional car rental service to increase inventory and meet existing demand.

4. Golf course may not align with airport goals, recommendation to be discussed at later time.
5. Finance Committee recommends goals be considered in evaluation of current real estate and in all future tenant/contract pursuits

Germain asked about income structure from rental car agreements. DuRay explained that Concession Facility Charges (CFCs) are gathered in addition to rent. Derocha expressed concern of people flying in and not being able to get a rental car, and having to book a month in advance. Germain was curious about other airports' methods for dealing with rental car contracts. Munger commented on increased demand for cars possibly being contributed to by increased passenger traffic.

Derocha discussed airport yearly deficit reduction from \$1,200,000 to \$300,000 under DuRay's tenure. Derocha commented that DuRay did outstanding work.

Germain asked about models for airport/local government run FBOs. DuRay explained that both private run and airport run FBOs are common.

Stoddard moved to approve the Finance Committee's recommendations as presented in items 1 through 5. Second by Holsworth. Motion carried (5-0)

- B. Finance committee also discussed potential items for allocation of the 3 million dollar state funding. These items are also included in attachment as items a) through I). Derocha reviewed and expanded upon each item in the list.

Munger moved to approve the list of discussion items. Second by Germain. Motion carried (5-0)

7. Informational Items and Project Updates: Erhart provided updates and addressed questions on the following projects:

- A. United Airlines – Erhart explained United Airlines reaching out to announce launch of new MQT service – Three daily ORD trips starting May 21, 2026, operated by SkyWest Airlines with a CRJ-550.
- B. SkyWest Trip – Erhart reviewed trip to St. George, UT to SkyWest Headquarters. Explained avocation for morning DTW flight. This request was granted and morning DTW flight will be returning March 2026, MSP will become a mid-day turn instead of a split connection.
- C. FBO – Kubick Aviation FBO Agreement – County administration has exercised clause in agreement and issued six-month termination notice without cause to Kubick Aviation.
- D. Passenger Boarding Bridges – Reconfiguration of parking spaces change – Erhart discussed need for additional parking during boarding bridge downtime with addition of United Airlines. He explained the efforts being made towards moving up parking reconfiguration in timeline to allow three parking spots to be available throughout the project.
- E. Air Traffic Control Tower Upgrades – Board approval to select contractor – Cross General Contracting officially selected.
- F. Hangar Occupancy Update
 - a. T-Hangars: full capacity. There is a waiting list currently.
 - b. Hangar 661 – Available
 - c. Hangar 663 – Army RTC/Bell Helicopter – Testing until May
 - d. Building 400: 2 bays available.
 - e. 400 series hangars - Kubick (423 E/W, 424, 425): Space available, contact FBO Staff for details.

- G. Manager's Report - Erhart provided and reviewed the Manager's Report, which is attached to these minutes, and addressed questions.

Derocha thanked Erhart for Manager's report, commented that he really liked the Airport Capital Improvement Plan and the projects being looked at through 2032.

Germain asked about colors on ACIP, DuRay explained color change is more associated with different projects. Germain also asked Erhart about search for Assistant Airport Manager. Erhart explained interviews have been conducted and process of offering to a candidate is going forward.

Derocha asked for a motion to accept Informational Items A-G. Motion by Germain. Support by Holsworth. Motion carried (5-0)

8. **Late Additions:** None

9. **Public Comment:**

Durand – He asked if Negaunee airport operation required subsidization by the county; commended DuRay on reduction of budget deficit; does not see need for re-extending runway, but cross runway would be worth investment, even grass strip would be helpful, and could provide infrastructure for new t-hangars that need to be built; unsure of why investment in Christmas tree would be warranted, but its location and access to runway would make good location for t-hangars; curious as to what happened to CARES Act dollars and additional 2 million dollar funding; commented that multiple FBOs can exist at an airport, and that starting up an additional FBO that is county run might be a better solution, and that aircraft maintenance/an A&P mechanic needs to be provided; remembers Air Traffic Control, airlines, and other tenants having Board representation in committee iteration of Board, and thinks that they should be represented in Board's current form; mentioned that the terminal would benefit from a restaurant/brewery being available to public; hotel space is also a concern in Marquette, so a hotel/water park at the airport would be well utilized; covered parking and heated walkways would be worthwhile additions to terminal; EAA needs a home.

McCollough – Commented on cell service improvements, the air traffic control tower should be used to boost cell service, as it is an already existing tall structure; in keeping with covered parking – solar panels could be installed on covered parking lot roof.

Finn – Echoes idea of if county is going to take over FBO, County needs to either hire an A&P mechanic or work with Envoy to provide solutions; County should institute a training/educational program to increase ability to produce mechanics in area.

Fred Joyal – The EAS [Essential Air Service Program] is still in operation and has impact on MSRA; competing against EAS airports is a tough hill to climb.

Benzie – Extending Runway to 12,500 feet makes absolutely no sense. Sawyer has handled the An-124, VC-25A, and he has been told 9,000 feet of runway could land anything in the world. He recalled that Mead & Hunt and FAA recommended shorting it. Less maintenance, less plowing; encouraged by what he's heard, Board is heading in right direction; if revenue is made, it needs to stay at Sawyer and fix the issues people complain about; in keeping with rental car discussion – taxi service from Marquette not charged anything. Other airports don't allow taxis to come onto their property and not get a portion of proceeds.

Bloch – Has been to thousands of FBOs, if county takes over FBO, they have big shoes to fill. He can take business elsewhere. Kubick does a great job of taking care of him, being friendly, answering when he calls, and providing services when needed. He can consistently tell when an FBO is privately owned vs owned by the airport; in regards to runway, agrees with Durand; Runway 19 needs ALSF-2 to help flights get in during low visibility conditions. When he's been in airliners that have gone around, it's on Runway 19, not Runway 1; doesn't think the Board understands inoperable lights/NavAids are a huge impact to ability to fly in and that is why people drive to Green Bay Appleton, not the covered parking or cell service coverage; the Board's priority should be on what can be done to get airliners on the ground; Snow removal is great, but GA apron doesn't get high enough priority.

10. Staff and Committee Member Comment:

Derocha thanked everyone for public comments and for being here and committed as the Board focuses on financial aspects of the airport. He then asked for staff comments:

Erhart – appreciates the public comments as well. Direction from the Finance Board and Board of Advisors is good, but getting direction from the aviation community who the airport is there to serve is important and helpful.

DuRay – Appreciates the hard work the Board has done to date. Looking forward to working with the Board and community at large in the future.

Stoddard – Wants to echo Derocha's comments. Thanked public community for information shared to help bring understanding help prioritize correct things. Hopes public continues to attend. It's public feedback that will drive direction, not just those sitting at the table.

Munger – Mentioned that comments from Bloch and Finn have previously have driven discussion within the Board. Wanted to bring awareness that public input does steer Board member conversation.

Holsworth – Appreciates the public comments, has taken many notes and input is helpful in giving marching orders to Board. Great feedback from everyone.

Germain - Thanked everyone for feedback, appreciates a great list of items instead of starting from scratch [on 3 million dollar allocation]; commended Erhart and team on increase in passenger numbers. It is helping turn around narrative on airport in business community. Keeping that change up and pairing it with Board efforts will keep airport in good shape.

Derocha thanked everyone for taking time and participating in meetings. For those here because they are concerned about what is going on, the Board is here to listen. Thanked public for participation.

11. Adjournment: Derocha adjourned the meeting at 5:21 PM.

Airport Finance Committee Recommendations

The Airport Finance Committee initial review of contracts and profit and loss documents took place on Monday, November 10, 2025 at 2:00pm and adjourned at 4:30 PM. Over a dozen contracts were reviewed and the initial first review and findings recommendations as follows:

1. Finance committee was made aware that county administration has given a contractual notice to quit (6 month) without cause to Kubick Aviation. Finance committee recommends this critical service to be provided solely by Marquette County and not put out to the private sector. This would allow Marquette County to be fully in control of the service. It provides to the customers and allow the county to generate a profit center for the good of Marquette Sawyer Regional Airport. It was also fully agreed this alliance with our objective and goals that we have set in place.
2. The alert center contract with Van Damme Trucking was discussed and due to several factors of existing lease reduction and potential long-term reuse and direct profit center adds value to Marquette Sawyer regional Airport in as a whole we would recommend that this contract be retired and or termination without cause per the contract contractual agreement
3. Enterprise and national rental car agreements seem to be in order, but the committee felt because of lack of inventory and the continued service to be provided locally the county should engage directly with a third-party vendor, Hertz, Budget, or other and enhance direct revenue to Marquette Sawyer regional Airport.
4. Golf course: Although this has been a long-term lease and the lease has invested copious amounts of money into the facility. The amount of land and space do not align with revenue. No direct recommendation was formulated, but we all agreed this needs to be looked at during our next quarterly financial review.
5. Finance committee recommended to review real estate options for additional economic growth and value to Marquette Sawyer regional Airport and pursue tenants or developers that will enhance the goals that this Board has set for the future.

Items discussed to develop plan for Lake Superior Partnership with their collective efforts to expense the \$3 million grant from the State Of Michigan as follows:

- a) Marketing: Lighted signage from Marquette City and Gwinn directing to the airport terminal
- b) Fuel farm upgrades and fuel truck delivery upgrades
- c) Discussion on reactivation of fuel terminal pipeline
- d) Alert center upgrades. RFID Door badging system
- e) Advanced cell coverage throughout airport area
- f) Expand lighting corridor to airport
- g) Infrastructure snow fleet
- h) Terminal vending service
- i) Expand upgraded parking
- j) Terminal appearance/Telkite Sage building major issue
- k) Create marketing and credit card system for customer, loyalty and airline rebates partner with local bank/credit union and draw interest points through banking vendor
- l) Upgrade to 12,500 feet runway and Christmas tree upgrades



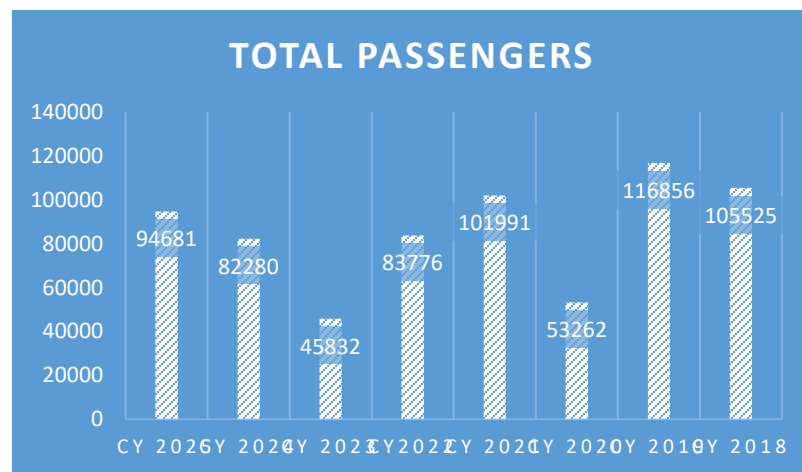
Manager's Report

Airline Activity Summary

1. Current Flight Schedule (November)
 - a. American, two round trip flights to Chicago seven days per week
 - i. Departures
 1. Chicago 8:06 AM
 2. Chicago 6:55 PM
 - ii. Arrivals
 1. Chicago 6:23 PM
 2. Chicago 10:05 PM
 - b. Delta, provides two round trip flights to Minneapolis and Detroit
 - i. Departures:
 1. Minneapolis 7:30 AM
 2. Detroit 1:25 PM
 - ii. Arrivals
 1. Minneapolis 12:23 PM
 2. Detroit 8:52 PM
 - c. Early 2026 flight schedule shows a reduction of flights to Chicago through American.
Appears to be the standard winter schedule with a decline in passenger traffic.
2. Passenger numbers continue to see recovery from post Covid numbers
 - a. 2019 passenger count 116,856, through October was 89,024.
 - b. 2025 passenger count 94,691 through October.
 - c. 6% up from pre-Covid.



Total Passengers	
CY 2025	94681
CY 2024	82280
CY 2023	45832
CY2022	83776
CY 2021	101991
CY 2020	53262
CY 2019	116856
CY 2018	105525




3. Marketing Grant
 - a. MDOT marketing Grant of \$325,000

Marquette Sawyer Regional Airport		
	Pd Advertising	In- Kind
TV 6		
Digital	\$ 100,000.00	
tv Ads	\$ 50,000.00	
Digital		\$ 100,000.00
Broadcast match		\$ 150,000.00
Media Brew		
	\$10,000	
		\$ 4,400.00
Eagle Radio		
	\$ 10,000.00	
		\$5,000
Travel Marquette		
Search Engine Marketing	\$ 9,900.00	
Targeted Displays	\$ 23,808.00	
Sponsored Content Article with Promotion	\$ 3,500.00	
Spotify	\$ 12,000.00	
Remessaging	\$ 595.20	
Radio Advertising		\$ 17,500.00
Event flight Promotion		\$ 2,500.00
Destination		\$ 6,000.00
		\$ 4,000.00
RRN		
Local Radio	\$ 10,000.00	
		\$ 8,785.33
LaDolce		
Website/Video Production/Branding	\$30,000	
		\$ 15,000.00
LSCP		
	\$ 25,000.00	
		\$ 3,000.00
Administration		
Marketing Materials	\$ 15,196.80	
Air Service Development Consulting		
Passenger Dmand Analysis		
Airline Headquarter Meetings		
Air Service Conferences		
Community Meetings		
Performance Monitoring		
	\$ 25,000.00	
Local fundraising for \$40,000		
	Grant Amount	Local Investment
Total Amounts	\$ 325,000.00	\$ 316,185.33

4. Airport Capital Improvement Program (ACIP)
 - a. Current Funding Sources
 - i. Airport Entitlements (AIP) \$1.3 mil
 - ii. Bipartisan Infrastructure Legislation (BIL) Airport Infrastructure Grant (AIG) \$1 mil
 - b. See attached spread sheet ACIP

AIRPORT CAPITAL IMPROVEMENT PROGRAM (ACIP)

FY-2026 to FY-2032 (Page 1 of 2)

Airport Name: Marquette Sawyer Regional Airport Airport Identifier: SAW		<div></div> <div>MARQUETTE SAWYER REGIONAL AIRPORT</div>						Date prepared: 10-01-2025	
Associated City: Gwinn, Michigan								Prepared By: Mead & Hunt, Inc., dan.kehoe@meadhunt.com	
Sponsor: Marquette County								Sponsor email & phone: David Erhart derhart@mdtco.org 906-346-3308 Ext. 3131	
Development Year	Project Description	AIP Federal Entitlements	IIJA-AIG Entitlements	Discretionary AIP, ATP or FCT	State	Local	Total	Remarks/Item Justification	
	Estimated FY-25 Carryover:	\$932	\$1,391,734						
2026	Exhibit A Update	\$494,000			\$13,000	\$13,000	\$520,000		
2026	Reseal Runway Pavement (RWY 1-19)	\$133,000			\$3,500	\$3,500	\$140,000		
2026	Reseal Taxiway Pavement (TWY A, A1, A2, A3, B, C, D, E, F, G)	\$83,600			\$2,200	\$2,200	\$88,000		
2026	Rehabilitate Runway Markings (RWY 1-19)	\$306,850			\$8,075	\$8,075	\$323,000		
2026	Rehabilitate Taxiway Markings (TWY A, A1, A2, A3, B, C, D, E, F, G)	\$128,250			\$3,375	\$3,375	\$135,000		
2026	Reconstruct GA Apron Phase 1 - Ph 2/2 (Construct)	\$155,232	\$2,479,922	\$813,346	\$156,011	\$25,489	\$3,830,000	Reconstruct PCC Pavement (11,000 SYD). Construction split between IIJA & AIP/Discretionary	
2026	Seal Pavement Joints GA Apron Ph 2/2 (Construct)		\$237,500		\$12,500	\$0	\$250,000	Concrete Joint Repair (14,300 SYD)	
2026	Rehabilitate ATCT Phase 2 (Design and Construct)			\$5,000,000	\$0	\$0	\$5,000,000	To be submitted for FY28 ATP (95-2.5-2.5) or FY28 FCT (100-0-0) consideration.	
	FY-26 Totals:	\$1,300,932	\$2,717,422	\$5,813,346	\$198,661	\$55,639	\$10,086,000		
	Estimated FY-26 Carryover:	\$0	\$0					FY-28 Carryover amounts to be adjusted based on updated AIP and IIJA entitlement calculations.	
2027	Reconstruct / Rehabilitate Terminal Apron Ph 1/2 (Design)	\$342,000			\$19,000	\$19,000	\$380,000	Reconstruct PCC (18,100 SYD), Asphalt Overlay (50,200 SYD)	
2027	Terminal CBR (Reimbursement)	\$201,733			\$11,207	\$11,208	\$224,148		
2027	Expand Terminal Building Ph 1/2 (Design)	\$680,289			\$38,881	\$128,318	\$825,268		
2027	Rehabilitate Terminal Building Ph 1/2 (Design)	\$85,968		\$1,783,765	\$104,431	\$571,547	\$2,555,741		
	FY-27 Totals:	\$1,300,000		\$1,783,765	\$171,319	\$730,071	\$3,985,155		
	Estimated FY-27 Carryover:	\$0							
2028	Reconstruct ARFF Vehicle	\$987,800		\$282,200	\$65,000	\$65,000	\$1,300,000	Acquire new 3000 gallon ARFF vehicle, replaces an existing truck which has exceeded its useful life.	
2028	Rehabilitate Runway Markings (RWY 1-19)	\$290,700			\$16,160	\$16,160	\$323,000		
2028	Rehabilitate Taxiway Markings (TWY A, A1, A2, A3, B, C, D, E, F, G)	\$121,500			\$6,750	\$6,750	\$135,000		
	FY-28 Totals:	\$1,300,000		\$282,200	\$87,900	\$87,900	\$1,758,000		

AIRPORT CAPITAL IMPROVEMENT PROGRAM (ACIP)

FY-2026 to FY-2032 (Page 2 of 2)

Airport Name: Marquette Sawyer Regional Airport Airport Identifier: SAW		<div>MARQUETTE SAWYER REGIONAL AIRPORT</div>					Date prepared: 10-01-2025	
Associated City: Gwinn, Michigan		Prepared By: Mead & Hunt, Inc., dan.kehoe@meadhunt.com						
Sponsor: Marquette County		Sponsor email & phone: David Erhart derhart@mqtco.org 906-346-3308 Ext. 3131						
Development Year	Project Description	AIP Federal Entitlements	IIJA-AIG Entitlements	Discretionary AIP	State	Local	Total	Remarks/Item Justification
	Estimated FY-28 Carryover:	\$0						
2029	Reconstruct / Rehabilitate Terminal Apron Ph 2/2 (Construct)	\$1,300,000		\$3,677,000	\$278,500	\$278,500	\$5,530,000	Reconstruct PCC (18,100 SYD), Asphalt Overlay (50,200 SYD)
2029	Expand Terminal Building Ph 2/2 (Construct)			\$8,776,528	\$487,529	\$1,387,205	\$10,650,262	
2029	Rehabilitate Terminal Building Ph 2/2 (Construct)			\$16,162,871	\$897,942	\$5,484,178	\$22,545,061	
	FY-29 Totals:	\$1,300,000		\$28,615,499	\$1,661,971	\$7,147,883	\$38,725,353	
	Estimated FY-29 Carryover:	\$0						
2030	Reconstruct GA Apron Phase II - Ph 1/2 (Design)	\$144,000			\$8,000	\$8,000	\$160,000	Reconstruct PCC (6,000 SYD), Seal Pavement Joints (25,000 SYD)
2030	Recon/Rehab Hangar Taxiways - Ph 1/2 (Design)	\$113,400			\$6,300	\$80,300	\$200,000	Reconstruct Taxiway (500' x 25'), Rehabilitate Taxiways (1,200' x 25'), Rehabilitate Local T-Hangar Aprons (11,300 SYD)
2030	Rehabilitate Runway Lighting and Signage (Design and Construct)	\$630,000			\$35,000	\$35,000	\$700,000	Replace quartz HIRL acquired in 2018 with LED fixtures, replace halogen guidance signs acquired in 2012 with LED signage, replace RGL acquired in 2015.
2030	Reseal Runway Pavement (RWY 1-19)	\$126,000			\$7,000	\$7,000	\$140,000	
2030	Reseal Taxiway Pavement (TWY A, A1, A2, A3, B, C, D, E, F, G)	\$79,200			\$4,400	\$4,400	\$88,000	
	FY-30 Totals:	\$1,092,600			\$60,700	\$134,700	\$1,288,000	
	Estimated FY-30 Carryover:	\$207,400						
2031	Reconstruct GA Apron Phase II - Ph 2/2 (Construct)			\$1,980,000	\$110,000	\$110,000	\$2,200,000	Reconstruct PCC (6,000 SYD), Seal Pavement Joints (25,000 SYD)
2031	Recon/Rehab Hangar Taxiways - Ph 2/2 (Construct)	\$1,086,200		\$424,360	\$84,420	\$1,500,380	\$2,680,000	Reconstruct Taxiway (500' x 25'), Rehabilitate Taxiways (1,200' x 25'), Rehabilitate Local T-Hangar Aprons (11,300 SYD)
2031	Rehabilitate Runway Markings (RWY 1-19)	\$260,700			\$18,150	\$18,150	\$323,000	
2031	Rehabilitate Taxiway Markings (TWY A, A1, A2, A3, B, C, D, E, F, G)	\$121,500			\$6,750	\$6,750	\$135,000	
	FY-31 Totals:	\$1,507,400		\$2,404,360	\$217,320	\$1,633,280	\$5,338,000	
	Estimated FY-31 Carryover:	\$0						
2032	Reconstruct SRE (TBD pending fleet analysis)	\$1,300,000			\$72,222	\$72,222	\$1,444,444	Replacement of SRE vehicles that have reached the end of their service life.
	FY-32 Totals:	\$1,300,000			\$72,222	\$72,222	\$1,444,444	