



SOUTHWEST GEORGIA REGIONAL AIRPORT  
ALBANY DOUGHERTY COUNTY AVIATION COMMISSION  
JANUARY 15, 2026  
TEAMS VIDEO CONFERENCE

**TRANSPORTATION DIRECTOR:** DAVID HAMILTON, Present

**CHAIRMAN:** BART HILLSMAN, Present

**VICE CHAIRMAN:** KEN HODGES, Present Teams

**COMMISSIONERS PRESENT:** DOUG FAIRCLOTH, DONTRAVIOUS SIMMONS, PAMELA GREEN JACKSON, ORSON BURTON JR.

**COMMISSIONERS ABSENT:** N/A

**THIS MEETING WAS CALLED TO ORDER AT 5:00 P.M.**

- **Approvals** – Chairman Hillsman called for a motion to approve the agenda for this evening’s meeting and the minutes from the October meeting. The minutes and agenda were approved as distributed.
- **Bart Hillsman** – Chairman Hillsman asked if there were any additions or questions regarding the financial reports. No questions or comments were made.
- **Kyle Jackson** – Delta Manager Jackson noted that November and December volumes were slightly ahead of last year’s. Sky West Airlines was the main carrier for these months. The runs with Sky West Airlines are now finished and Endeavor has moved back in for the foreseeable future. Delta felt that the CRJ700 aircraft which fit 68 seats at max capacity and the CRJ900 aircraft which fit 76 seats at max capacity would fit our operations here. Wi-Fi has also now been established on all Endeavor aircraft.

Jet Blue has contacted Delta, Delta Connections, and the airport in regard to diversions. Should there be any emergencies for Jet Blue and they are unable to land in Atlanta, they would be able to land here. We are 5<sup>th</sup> or 6<sup>th</sup> on the priority list, but we will be able to accommodate them should they need our facilities.

Looking at higher volumes for February, much higher than last year. Delta is running competitive fares which are driving up sales. There is talk happening about self-tagging machines to be added to kiosks around the 2<sup>nd</sup> or 3<sup>rd</sup> quarter of this year.



- **Chris Lowrey** – Taxiway C & S project is underway with Phase 2 which will continue through March. This is the most crucial phase, and it has been going well so far. Next construction project is the Taxiway Crack Seal Rejuvenation project. Finalizing contracts and looking to start this project after Phase 2 of the current project is complete – looking at end of March or April timeframe. The North Hangar project is in the design phase, looking to send that out to bid around May or June. The Runway 23 OFA project is in the environmental phase. Documents have been submitted and are being reviewed for this project, and once we receive those back we can submit to FAA for environmental approval.

Commissioner Burton Jr. asked who handles the design, Lowrey answered that Holt does. Burton Jr. also asked who is responsible for approval of design. Director Hamilton explained that Holt Consulting is our airport consultation team and also handles all of the design. He also explained that Lowrey, as the Holt representative, works directly with the team at the airport to go over all designs to make sure they align with FAA standards. Lowrey elaborated that Holt submits all designs to the staff and to the funding agencies for review as well.

- **Roberto Pagan** – Superintendent of Operations Pagan proposed a possible contract with the peer-to-peer ride share service Turo and the airport. He explained that if someone had a car they would like to rent out, they could do so and the airport would receive 10% of that revenue. This would be pure revenue for the airport at no cost to the airport. Pagan says that the company (Turo) does not own the vehicle, they connect the owner of the vehicle to a customer who wants to rent the vehicle.

Pagan explained it would be a one-year contract with Turo with the option to renew each year. Turo has policies along with the airport about where the cars can be parked and picked up, all of which is laid out in the contract. Pagan said is looking for the Aviation Commission's approval to take this contract before the City Commission for their approval. He explains that the contract has already been vetted by the City Attorney.

Commissioner Hodges asked how the rental car tenants at the airport feel about the airport having a contract with Turo. Pagan explained he must give the same opportunity to every company to stay in compliance with grant assurances. If anyone wants to do business with the airport, he must give them the opportunity to do so. He elaborated that we would also be charging Turo the same percentage that the rental car companies are charged. Commissioner Burton Jr. asked if there was a projected revenue on this yet, to which Pagan responded no because he hasn't collected the data. He shows that there were 13 cars rented in our area recently which shows Turo is doing business.

Hodges asked how logistically the parking would work. Pagan explained that the owner of the vehicle would park the car in our paid parking lots, and the customer picking the car up would pay the ticket upon exit. Hillsman asked how long the company has been in business. Pagan said they have been around for years and have been doing this exact type of exchange at our

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airport for a while. Pagan said we would be the third airport in Georgia to have this type of contract. City Attorney Michael Custer explains they wouldn't even need a contract here and that this is a "win-win" situation for the airport. Hillsman made a motion to recommend this contract to the City Commission. Approved.

- **Holly Overdyke** – Representing Flock Realty Group, Vice President Holly Overdyke presented a strategic approach to aviation real estate at the airport. They are an aviation-focused real estate advisory and brokerage firm whose experience includes but is not limited to: hangars, FBOs, cargo facilities, ground lease procurement and strategies, and development and tenant identification aligned with airport goals. Airport real estate drives revenue stability, job creation, and community investment. Optimization of airport-owned assets increases revenue and long-term value.

Overdyke gave an overview of the airport's pain points and priorities as far and explained that they largely align with other airports' and that FRG can help approach these items strategically. FRG's proposal is designed to supplement staff capacity, provide specialized expertise, maintain transparency and control, leverage private capital, and enhance Albany-owned assets. This model is designed to support Albany through clear roles, shared accountability, and disciplined execution. FRG's role would be a professional services partner and extension of staff. They would advise and execute within directives while governance remains with the airport.

Commissioner Burton Jr. asked what type of non-aviation sites FRG is looking to bring to the area. Overdyke answered that the possibilities of things such as self-storage sites, gas stations, fast food places, etc. due to the 30ft air space restrictions on some land owned by the airport. Gulfstream and MROs are other potential buyers for that space. Burton Jr. asked if FRG has done a needs assessment for an MRO, to which Overdyke said no. Burton Jr. asked how FRG would be paid. Overdyke explained that there is an agreement that is being reviewed by the team. Director Hamilton explained that he tasked Superintendent Pagan with finding someone to represent us and market the land and real estate the airport has to offer, since there are many opportunities for growth here.

- **Amelia Jenkins** – Owner of Bee Smoothie Caf Amelia Jenkins explains that the restaurant exists to inspire a healthier community while also offering a convenient and affordable dining experience, which is what they are looking to bring to the airport. Jenkins provided visuals of what the potential space inside the airport would look like, pointing out potential structural changes that would need to be made. Jenkins highlighted features that would benefit the airport customers, such as charging ports in the tables, and an affordable menu that boasts options such as wraps, sandwiches, paninis, smoothies, salads, and a coffee bar.

Jenkins explained that there are 44 business with a total of around 850 employees within a 1-mile radius of the airport. Jenkins projected sales for the employees at the neighboring businesses plus airline passengers and airport employees, totaling between \$382,200.00 and

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\$611,520.00 per year. The modifications Jenkins proposed include but are not limited to extending a wall to cover the coolers, covering the side windows with a structure wall, adding outlets and lighting, and a drainage and plumbing for various sinks and a grease trap.

Chairman Hillsman asked if Bee Smoothie Café would be adjusting their current schedule to meet the needs of this airport, to which Jenkins replied that they would. Hillsman asked to verify the location they are requesting to move into, to which Superintendent Pagan said the current Coca-Cola micro-market area. Commissioner Hodges expressed concern about there being no breakfast items for the early morning flight passengers to choose from. Jenkins confirmed that, along with the operating hours, they will adjust their menu to fit the needs of the airport as well. Commissioner Simmons asked what support Jenkins would need from the Aviation Commission financially to start up, to which Simmons responded that they are planning on being here long time so they will accept any help, but she is projecting an initial need of between \$200,000.00 and \$500,000.00. Director Hamilton expressed that there is a need at the airport for a restaurant and that we still have a long way to go, but that this is a wonderful idea.

- **Chris Warren** – Representing SEH Air Services, Chris Warren presented an air service development plan for the airport. SEH stands for Short Elliott Hendrickson, and they work with airports, stakeholders, and communities to help facilitate and build business cases, as well as fortifying existing air services. They are led by two consulting and former airline executives with combined decades of experience and focus on regional airline sectors with varying market sizes.

Warren proposed a strategic plan-based approach to air service development at the airport, including community and stakeholder coordination, support in applying for grants for funding, facilitating airline engagement, and the ability to pull analytics at a zip code level for research purposes. They have prepared a comprehensive, collaborative strategic plan to launch their program with the airport, considering things such as the daily commercial air traffic we receive, the annual load factor, and fare premiums. This will allow SEH to communicate to prospective airlines the true potential for doing business with our airport in hopes to convince them to partner with us.

Commissioner Hodges asked Warren how SEH gets paid, to which Warren responded that it would be a fixed monthly rate in the form of a retainer. Chairman Hillsman brought up the fact that Warren mentioned that the cost here is higher than at other airports. Warren explained that it's not that the cost is higher here, it's that the other airports' load factors are lower.

- **Wayne Middleton** – Wayne Middleton from Vector Airport Systems spoke about implementing landing fees for the GA terminal. He noted that business-class private aviation is booming and will continue to grow, and that landing fees are a cost-recovery mechanism that allows for GA users to support airport infrastructure beyond fuel flowage fees and leases. He presented a comparison between many non-hub GA airports in the southeast United States, showing various ways in which landing fees are implemented across these airports. Georgia airports that have

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landing fees in place are DeKalb County, Augusta, Cobb County, and Macon, with landing fees ranging from \$1.50 per 1,000 pounds to \$4.01 per 1,000 pounds, including various exemptions for special circumstance flights and aircrafts under a certain weight.

Vector Airport Systems has provided a revenue projection for our GA terminal using data from October of 2024 through September of 2025, provided by flight tracking programs. Exclusions would include government and military operations, commercial airlines (such as Delta and any other potential airlines), and based tenants of the GA terminal. Revenue projection examples ranged from \$76,224 annually with a 20-22% vendor fee to \$101,900 annually with a 20-22% vendor fee.

Some common objections are that "landing fees are illegal," which is false as the FAA clearly states that airports should be as self-sufficient as possible, and "airports can't charge based aircraft landing fees," when many airports charge based tenants landing fees or reduced rates. Middleton also notes another common objection is that "landing fees decrease traffic," when there are actually no case studies where landing fees for less than 6,000 pounds decrease traffic. Implementation steps with Vector Airport Systems will include policy and rate development, communication and stakeholder outreach, implementation and technology integration, and monitoring, adjustment, and reporting after implementation. Billing would go through PLANEPASS, who have been in business for 20 years and have over 120 airport clients.

Commissioner Hodges asked if the FBO already collects landing fees, to which Superintendent Pagan answered they do not. Hodges asked Albany Jet Center owner Pope Langdale to verify Pagan's answer, and Langdale confirmed they do not collect landing fees, they collect ramp fees. Middleton explained that there are differences between ramp fees, landing fees, and facility fees for FBOs. Hodges asked what private aircraft would be landing there that wouldn't go through the FBO. Langdale answered that probably no planes would do that since there's nowhere else to go. He continued to explain that the way Vector would work is that the aircraft operator would get a bill that would show that their plane landed at the Albany FBO, they'd pay the bill, then Vector would pay the airport. Middleton confirmed that Langdale is correct. Langdale explained that he would still be charging ramp fees along with any landing fees that Vector charges. Hodges asked for clarification about "touch and go's" to which Middleton answered that it would be at the airport's discretion. Hodges asked Langdale if he thought implementing landing fees would be a good idea, and Langdale said he doesn't think it will hurt traffic and that it would generate revenue, and that he doesn't think it's a bad idea.

Commissioner Faircloth asked if the vendor fee includes the billing for the services, to which Middleton responded that it is included. Commissioner Burton Jr. asked for clarity on whether or not the vendor fee would be 20% or 22%, and Middleton explained that it would be based on the contract once negotiations are underway and exemption levels are decided.

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**Carol Comer** – While not on the agenda, Chairman Hillsman asked if Carol Comer, a consultant with Riverstreet Group who is helping with the ABY Business Strategic Plan, would provide an update. Comer said that they are in the depths of going through volumes of data from the airport and will be putting together a summary and some recommendations for the airport which would be available toward the end of in February 2026. Over the next several weeks, Hilary Fletcher with Woolpert will be reaching out to the Aviation Commissioners to schedule some focus group interviews. They will also be reaching out to some members of the business community, City Manager Jacobs, Transportation Director Hamilton, and some other airport staff. Once they get that feedback and are finished with their records review, they will schedule a 2-day leadership workshop which will result in final recommendations for the airport.

Comer also expressed that everything she heard in the meeting today were items that they already had on their list of recommendations, so the airport should be given kudos. She was excited about the progress so far.

**Pope Langdale** – Also not on the agenda, Pope Langdale, owner of Albany Jet Center, was asked if there were any updates for the FBO by Chairman Hillsman. Langdale said there was nothing really to update on, though their sign is in the process of being corrected to be double facing. They have no issues with the construction going on.

**Bart Hillsman** – Chairman Hillsman asked if there were any agenda items for the next meeting. Commissioner Simmons asked about the progress on replacing the lobby furniture. Simmons has had conversations with pilots that have been flying in, and one thing they mentioned specifically was that the airport does not have charging ports in the lobby. Director Hamilton asked Hillary Horton, Airport Administrative Assistant, to provide an update. Horton explained she is working with Advent Business Interiors on providing design concepts and a quote based on comments made in previous commission meetings, but there is no update as of right now.

Commissioner Jackson asked about the progress on moving the display cases in the lobby. Superintendent Pagan explained that he is in the process of gathering quotes but that it will be next fiscal year before anything can be done. Hillsman explained that the reason for the removal is because the cases block camera views and create a safety issue.

Respectfully,

A handwritten signature in blue ink, appearing to read "D Hamilton", with a long horizontal flourish extending to the right.

David Hamilton  
Transportation Director

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