CITY OF FAIRBORN
COUNCIL WORK SESSION
December 1, 2025, at 5:00 p.m.
Fire Training Room

COUNCIL MEMBERS	Present	Absent
Dan Kirkpatrick, Mayor	☒	☐
Clint Allen, Councilman	☒	☐
Sylvia Chess, Councilwoman	☒	☐
Adam Fritzsche, Councilman	☒	☐
Rodney McCubbins, Councilman	☒	☐
Mary Reaster, Deputy Mayor	☐	☒
Tana Stanton, Councilwoman	☒	☐

STAFF MEMBERS PRESENT

Barker, Gay, Gebhart, Jacobs, McClure, M. McNamee, Petty, Roman, Schell, and Taylor.

Mike Gebhart, City Manager, explained the main presenter this evening is Dave Kirchner from the Dayton Area Chamber of Commerce. He will not arrive until about 5:15 p.m. or 5:20 p.m. He has a big Chamber event that ends at 4:45 p.m.

Mr. Kirchner was at the Mayors and Managers meeting in November. There is an initiative right now at the Dayton Area Chamber of Commerce and the Dayton Development Coalition. They are trying to receive $2.4 million in funds from the State which would require a match by the Dayton Area of $600,000. Essentially, they are trying to get more direct flights into the airport from some of the bigger centers that the Defense Community deals with, particularly Boston. This $3 million will be set aside so that if that flight did not break even that money helps to make the break-even point for the airline. That is how they got a direct flight to Denver earlier this year because they had funds available so if it was a loss for the airline they could still break even. In November was the first time he heard about it. The City of Dayton is giving $100,000 toward the $600,000. The City of Kettering has done $25,000. He stated the only way Council should consider it is if there is an advertising trade off in the airport. There has to be something that every community outside the region receives in return for some kind of payment. He had this discussion with Beavercreek at the jail dedication, and he knows their Council is agreeable to helping this cause, but there has to be some advertising that comes along with it. He has not spoken to Mr. Kirchner about that. If there is any interest on Council's part, he can go back to him and say the only way we can do this is if we actually get some product back and the only product they see is some advertising at the Dayton International Airport.

DOWNTOWN WI-FI

Mike Gebhart, City Manager, discussed the downtown wi-fi contract. He also wanted to talk about what the next work session will be about. He sent the letter certified today to Alta Fiber. So, by contract they have a month-to-month contract for wi-fi downtown. They need 30 days' notice if either party is going to terminate. The City is going to terminate December 31, 2025, which will be over $30,000 saved that can go to other projects in the City. Primarily, because since Covid we have seen the numbers for the wi-fi go down. The strength of that signal is not exceptional. It is one of those things that need to go away. Cherise Schell will work with Matt Halpin to let the businesses downtown know that this is going away in 30 days and we will move on from there.

The next one is he wanted to get Council kind of thinking about the work session on the 15th in two weeks. They need to select a Deputy Mayor, and they also need to decide who is going to be Council appointments to regional Boards and Commissions and they need to start to go through the applications for Planning Board, BZA, Mayor's Beautification and all those committees. They will take time on the 15th to go through those. Councilwoman Chess asked if those will be provided prior to the meeting. He stated he would ask Penny to do that. He does not know how she normally does it. We don't have an enormous amount of applications, but we do have more than we normally do. Also, if they do it on the 15th if they need to recruit more people, they will have time to do so. He discussed the vacancies on the current boards. He anticipates that taking the entire 50 minutes going over those things. He would love to have those places by January 5, 2026, when they go into that meeting so that they can make those appointments.

Mayor Kirkpatrick asked Council to please encourage citizens to submit their names for a Board. Councilwoman Stanton asked if the minutes from each of the Boards were available online. Mr. Gebhart stated the Planning Board minutes are online. He asked if the Mayor's Beautification minutes were available online. Julie Taylor, City Clerk, responded that the MBC minutes are not online. Mr. Gebhart stated Granicus charges us a double fee for Council minutes and having Planning Board minutes on the website. Councilwoman Stanton suggested a third category that says all other boards. Mr. Gebhart stated the more transparent we are the better. Councilwoman Chess asked the additional charge amount. Mr. Gebhart stated he would have to get with Jon Petty on that amount. Emily Gay stated Jon has the contract on that.

DAYTON AREA AIR-SERVICE INITIATIVE

Chris Kirchner, President of the Dayton Area Chamber of Commerce reviewed the attached Power Point Presentation.

Mr. Kirchner has been at the Chamber for 20 years and was born and raised in Kettering. He has 2200 businesses in their region.

He discussed the non-stop air service to the following airports:
Atlanta, GA
Charlotte, NC

Chicago, IL
Dallas, TX
Denver, CO
Orlando, FL
Philadelphia, PA
Punta Gorda, FL
St. Pete, FL
Washington, D.C.

Current airlines include Allegiant, American Airlines, Delta and United. His job is to meet with the airlines to sell them on why they need to expand to Dayton. Dayton airport is at approximately 80% of Pre-Covid capacity right now. Toledo airport is about 20% of where they were in 2019.

The Chamber opened up a business travelers' lounge at the Dayton International Airport. It was an old TWA lounge. Anyone in the business community and military can go into this lounge. This is an amenity for flyers.

He explained that they have unique opportunities. Improved non-stop service just makes it easier when they try to retain employees. They have created the Minimum Revenue Guarantee to help offset the risk for new air service at the airport. Through the Dayton Area Chamber of Commerce, they created a restricted fund in that foundation to raise money from the community so they can use those funds to incentivize airlines to come offer services in Dayton. They have a target of $3 million to raise. That $3 million could get them at least two flights into Dayton based on the current market.

Other communities are doing this right now. Cincinnati got British Airways come into the airport and they paid $10 million for them to come. The Dayton Area Chamber worked with Jobs Ohio to create this minimum revenue guarantee. What they have promised them is they get a 4 to 1 match on every dollar they raise locally. They have a goal to raise $600,000 locally. If they raise that they will receive a $2.4 million match from Jobs Ohio. They raised $1 million in 2023 for United to start non-stop service to Denver. The planes have been 90 percent full since that time.

Akron did this and they were able to attract Breeze Airlines to Akron. They had no activity from Breeze whatsoever. Now they have 17 flights every week including a direct flight to LAX out of Akron.

He is asking supporting communities to donate $25,000 toward this project.

Mike Gebhart, City Manager, asked how they are doing on funding. Mr. Kirchner said they are $488,000. They are getting there. They are about $125,000 away. The City of Dayton has pledged $100,000. The City of Kettering recently pledged $25,000. They are talking to numerous others as well. They are looking for pledges.

Mayor Kirkpatrick asked what other cities they are considering. Mr. Kirchner stated high demand cities they are considering is Las Vegas, Boston, New York, Raleigh, NC, Tampa and Charleston, SC. Mayor Kirkpatrick stated he would be interested in San Antonio and LAX. Phoenix, AZ was also suggested.

Mayor Kirkpatrick asked if Southwest Airlines was interested at all. Mr. Kirchner stated they are speaking with them.

Councilwoman Stanton asked if they could identify how much of the air traffic is military personnel. Mr. Kirchner stated the airport stated the airport says the military is their top usage.

Mayor Kirkpatrick asked if there has been any discussion about any Canadian cities. Mr. Kirchner said no there is not.

Councilwoman Stanton asked what the time commitment is for this funding. Mr. Kirchner stated they would be underwriting the risk for 12 months.

Mayor Kirkpatrick asked if Nashville has been talked about at all. Mr. Kircher stated the demand is not high enough.

Mayor Kirkpatrick stated the Dayton International airport is a key contributor to the area.

Councilman Allen appreciates the Dayton airport, and he would love to see how this will benefit the communities.

Mr. Kirchner stated he would have an answer about the advertising aspect of things for them in about a week.

COUNCIL COMMENTS

Councilwoman Chess stated most of the businesses downtown have their own wi-fi. Mr. Gebhart agreed it is an open public network. The signal is not very strong.

Councilwoman Stanton stated Fairborn is a great place to live and this is a good opportunity if we can gain some advertising.

Councilman Allen agrees with the removal of the wi-fi. If the numbers don't make sense it needs to go.

Councilwoman Chess appreciates the way we re-evaluate our dollars in the City.

Councilman Fritzsche asked how much the wi-fi was costing. Mr. Gebhart stated close to $36,000.

ADJOURNMENT

Councilwoman Stanton moved to adjourn the meeting. Councilman McCubbins seconded. Yeas, six: Stanton, McCubbins, Allen, Chess, Fritzsche, and Kirkpatrick. Nays, none. Motion carried. The meeting was adjourned at 5:55 p.m.

MAYOR

CLERK, CITY OF FAIRBORN


DAYTON
INTERNATIONAL AIRPORT
DAYTON
International
Airport
Air Service Development

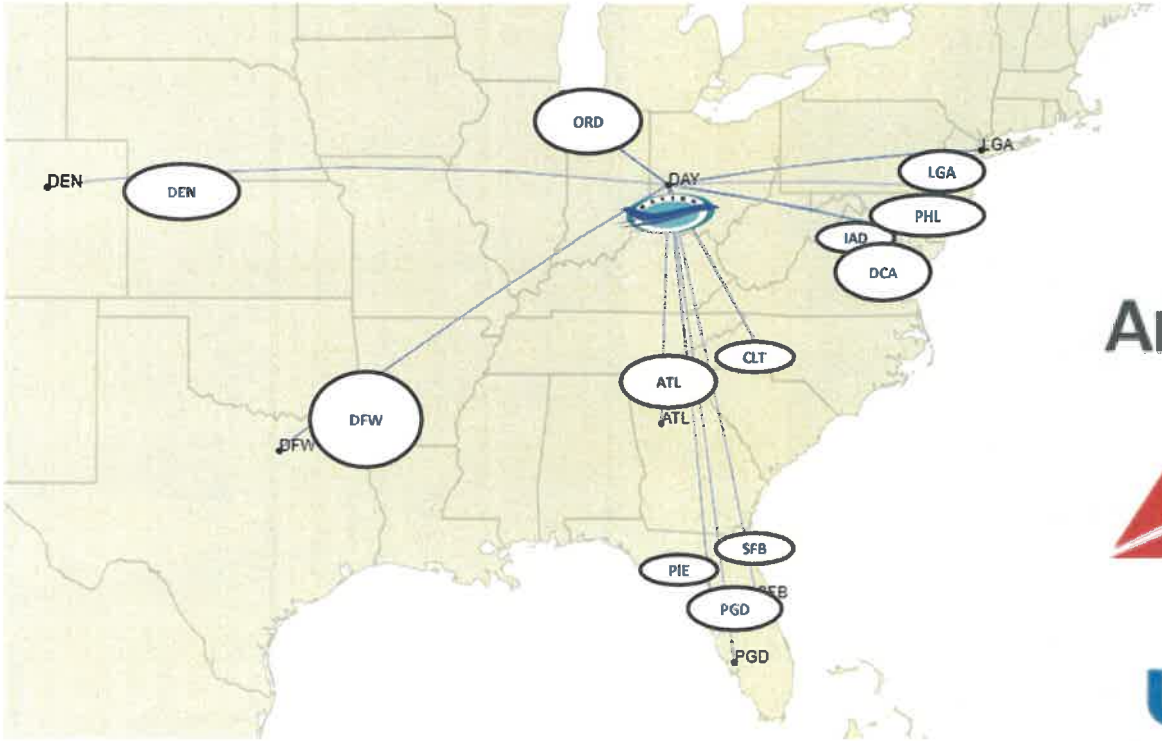
NONSTOP AIR SERVICE TO 11 AIRPORTS



- ATLANTA, GA
- CHARLOTTE, NC
- CHICAGO, IL
- DALLAS, TX
- DENVER, CO
- ORLANDO, FL
- PHILADELPHIA, PA
- PUNTA GORDA, FL ST. PETE, FL
- WASHINGTON D.C.
  IAD & DCA

DAYTON
INTERNATIONAL AIRPORT

Nonstop Air Service to 11 Airports
Enplanements increasing by 3.5% in 2025



allegiant

American Airlines

DELTA

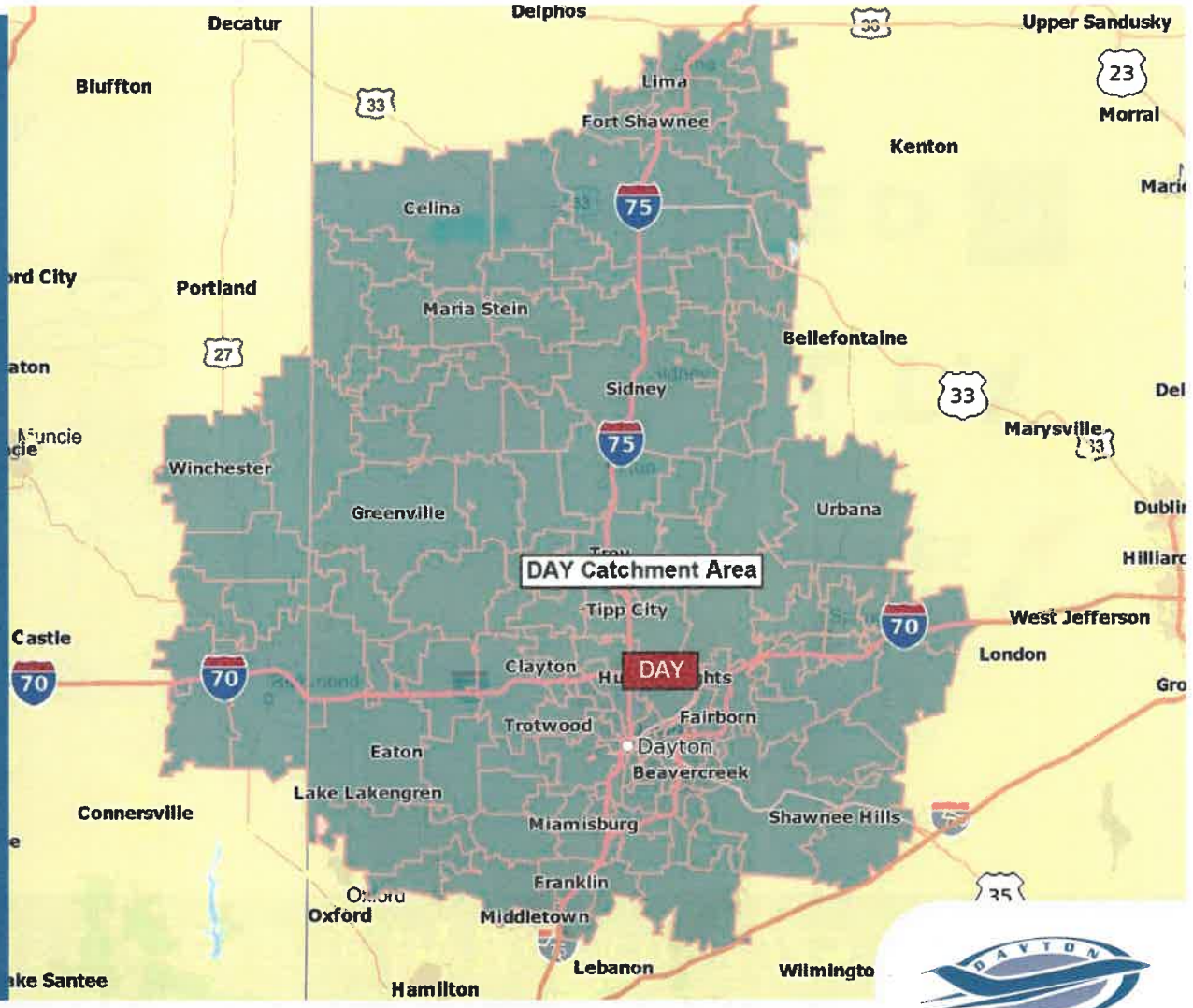
UNITED

Nearly 60,000 departing seats per month.

DAYTON INTERNATIONAL AIRPORT
Easy to and through.

Catchment Area

- Population of almost 1.5 Million
- Travelers within a 60-minute drive time.



DAYTON INTERNATIONAL AIRPORT

Fly Dayton International Airport Connections Count!

- **FLYING LOCAL MATTERS:** Even if you have a connection, flying out of DAY sends data to the airlines that you want to fly out of your hometown airport.
- **NEW ROUTES:** Flying out of DAY, even if it has a connection sends data to the airlines about the destinations that you want to fly out of DAY. This helps us advocate for new routes.
- **CONNECTIONS COUNT: Flying out of DAY shows demand. Even if there is a connection, it shows that you value Dayton International Airport.**
- **BEST CUSTOMER EXPERIENCE**: Parking garage directly in front, business lounge, 5 minutes TSA, 15 minute car to gate and new food options.

DAYTON INTERNATIONAL AIRPORT

North Defense & Aerospace Campus

JOBY AVIATION CORPORATION



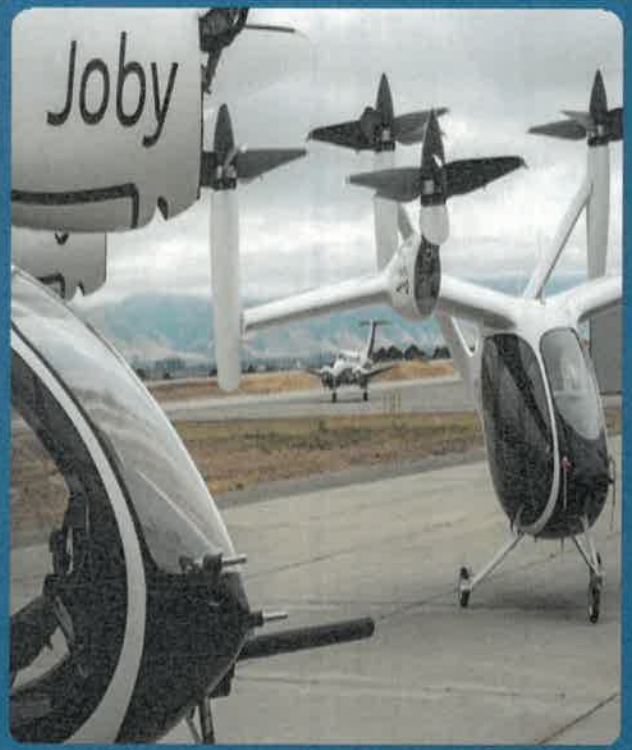
SIERRA NEVADA





DAYTON INTERNATIONAL AIRPORT

Joby Aviation – Advanced Air Mobility (EVOLT)





DAYTON
INTERNATIONAL AIRPORT

THE CASE FOR MORE AIR SERVICE

- **DEMAND:** Air Service at DAY is below average for community our size.
- **TIMELINE:** Now is our time. CVG access will be disrupted with the new Brent Spence Bridge construction in 2026-2030. CMH access is disrupted by $2 billion airport construction in 2024-2029. DAY must take advantage and recapture leakage.
- **ECONOMIC DEVELOPMENT:** Air service supports economic growth. Target markets will create new jobs and businesses.
- **QUALITY OF LIFE:** Improved nonstop air service will make it easier to attract and retain employees and travel for business and leisure.

DAYTON INTERNATIONAL AIRPORT

DAYTON INTERNATIONAL AIRPORT

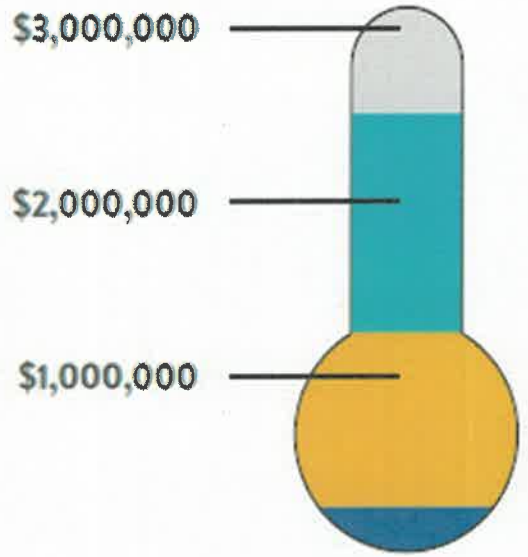
DAYTON Area Chamber of Commerce

MRG BANK TARGET

The MRG bank target is **$3,000,000**.

Through the Air Service Restoration Program, JobsOhio will match every $200,000 raised with $800,000, for a total of $1,000,000. City of Dayton, Montgomery County, and CareSource have collectively committed to $300,000. To reach our target, we need to raise $600,000.

The funds will offset revenue shortfalls that new service may incur and provide marketing dollars that the region will use to promote/market the air service.



DAYTON INTERNATIONAL AIRPORT

DAYTON Area Chamber of Commerce

Minimum Revenue Guarantee

- DACC EPI Foundation (501c3) receives community funds. Funds restricted for air service development.
- 4:1 match from JobsOhio for community funds. **$600k = $3 million**
- Three party contract: DACC Foundation | JobsOhio | Airline
- If airline doesn't use funds, they are used for a future MRG at DAY
- Local governments led fund development in Akron
- Request $25,000