

Meeting Agenda
City of Bangor Airport Committee
City Council Chambers 3rd Floor
December 23, 2014

The following City Councilors were in attendance: Airport Committee Chair Gibran Graham, Councilors, Sean Faircloth, Nelson Durgin and David Nealley. Also in attendance, Airport Director Tony Caruso, Marketing Manager Risteen Bahr.

Agenda:

1. Airport Statistics-August, September, October and November 2014

Airport Director Caruso started with the month of August. Total monthly passengers was up by .8% while YTD was down by .8%. Compared to three year average for total monthly passengers was up by 11% and YTD was up by 12%. Strong load factors with Allegiant at 94%, Delta at 80%, United at 85% and US Airways at 89%. Market Share, Allegiant at 11%, United at 11%, Delta 40%, and US Airways at 39%. Total operations was up by 3%. Fuel sales, the DOD (Military) was down by 60% and total fuel sales was down by 6%. For the month of September, YTD Monthly Passengers was up by 15% and YTD was up 12%. September's numbers was best since 2005. Load factors were strong with Allegiant at 86%, Delta at 80%, and United at 78% and US Airways at 83%. Market Share was Allegiant at 10%, United at 6%, Delta at 36% and US Airways at 48%. Total Operations was up by 4% for the month and up by 1% for YTD. Retail fuel sales was up by 18.7%, DOD Fuel down by 12%, Resellers down by 10% and for total fuel for the month was down by 7%. For the month of October, total monthly passengers was 44,173 up by 7%, and YTD was up by 1%, over three years monthly up by 15% and YTD up by 13%. October's numbers was the best since 2005! Total Operations were down by 1% and YTD up by 1%. Fuel sales, retail up by 123%, DOD down by 32% and resellers up by 20%. Total monthly was down by 7%. Load factors were strong with Allegiant at 86%, Delta at 83%, and United at 86% and US Airways at 84%. Market share, Allegiant at 12%, United at 7%, Delta at 34%, and US Airways at 46%. November's numbers were total monthly passengers was up by 1%, YTD was up by 12%, so far YTD passengers we are at 460,166! Load factors were down a little, with Allegiant at 88%, Delta at 74%, and United at 50% and US Airways at 65%. Market share was Allegiant at 18%, United at 6%, Delta at 31% and US Airways at 45%. Fuel sales were down by 7%.

Questions/Comments:

Councilor Neally asked with the current gas prices dropping, have the Airlines prices gone down at all or do you think they will? Airport Director Caruso responded that at this point, no Airline has reduced prices. Usually, once one Airline does, they all tend to follow.

2. NBAA 2014 Conference

Airport Director Caruso indicated this conference was held October 21-23rd, in Orlando. This conference featured over 1,100 exhibitors and more than 26,000 attendees. Exhibiting at this event provided BGR the opportunity to meet with a large number of current and potential customers. Pre-arranged meetings were established with JETEX, one of our newer clients managing both General Aviation (GA) and commercial sized aircraft out of Dubai. In addition staff was able to spend time personally speaking with representatives of KHI which manages the SEA/AIRCARD program (our DOD payment platform for military), and with Multiservice which manages our credit card platform. Further, staff met with the new Jet Sales Manager with Irving Oil, discussing trends with the Reseller business and the basis of into-plane fee re-alignment. BGR is still sought out as an important partner in GA tech stop promotions. Staff had a follow up contact with two opportunities: First Jet and Kaiser Air. First Jet has since operated a flight through BGR on November 10 and pledges more. Kaiser Air was not completely familiar with our diverse capabilities, and now agrees: "Your location and services makes for a strong contender for a European stop". We have scheduled follow up meetings with Kaiser Air.

Questions/Comments:

None

3. Airport Construction projects-updates

BGR FAA approved 5-year Capital Improvement Plan for 2014-2019. Each year Airport staff works with the FAA Northeast Region Representatives and the Maine State Department of Transportation to develop, review and update our 5 year capital improvement plan (CIP) program. These construction projects involve major enhancements to the airfield infrastructure, airport terminals, and airfield equipment and include projects that improve safety. CIP programs are plans of capital and major maintenance expenses to be incurred over a multi-year period, along with proposed means for financing the expenditures. In order to remain eligible for, and obtain, airport improvement plan (AIP) funds, an airport must have an approved 5-year airport capital improvement plan.

A. Godfrey Blvd rehabilitation-The reconstruction of Godfrey Boulevard was complete the second week in October 2014. During the reconstruction the water line was also replaced and the airport now has all new utilities under the roadway. The project was slightly delayed due to replacing/upgrading the numerous utilities under the roadway. However, the construction team made sure the passengers and customers were taken care of for the inconvenience. The airport has received numerous compliments from tenants, stakeholders and customers on the project.

B. Domestic terminal upgrade-phase 2- This phase of the Domestic Terminal Renovation project Renovation project kicked off just after Thanksgiving Holiday. Phase 1 of the project involves temporarily relocating the airlines to the south end of the terminal. Currently only US Airways and United Airlines are located on the south end of the terminal. Starting in January, Delta Airlines and Allegiant will join the airlines on the south end. The purpose of the move is to allow the contractors to start on phase 2 on the North end of the Terminal, Phase 2 is the longest, most complex, and most labor intensive phase which consists of building a new TSA inline baggage screening system, new ATO space for the airlines along with new ticket counters. The new inline screening system will allow all of the airlines to operate on one side of the terminal and make it more efficient for TSA and our passengers. Phase 2 is scheduled to be completed by the end of 2015.

C. BGR's 5-Year AIP Capital Improvement Plan review-As mentioned earlier, BGR has a FAA approved 5-year Capital Improvement Plan for 2014-2019. Each year Airport staff works with the FAA Northeast Region Representatives and the Maine State Department of Transportation to develop, review and update our 5-year capital improvement plan program. For 2015 we have four projects planned, for 2016 we have 3 projects planned, 2017-2019 we have two projects planned. This project will be paid for through multiple funding sources including a TSA grant, AIP funds, PFC funds and airport funds.

Meeting Adjourned