

Meeting Agenda
City of Bangor Airport Committee Meeting
City Council Chambers
3rd Floor
January 15, 2013 @ 6:00 PM

The following City Councilors were in attendance: Charlie Longo, Pat Blanchette, James Gallant, David Nealley, and Ben Sprague. The following City staff was also in attendance, Airport Director, Anthony Caruso and Marketing Manager Risteen Bahr. Also in attendance was City Manager Cathy Conlow and City Solicitor Norman Heitmann. Councilor Longo opened the meeting.

Agenda:

1. Accept and Appropriate AIP Grant #57: Canal Fill Wildlife Abatement project

The Airport is requesting authorization to accept and appropriate a grant in the amount of \$150,859 from the Federal Aviation Administration and \$8,381 from the Maine Department of Transportation under the Airport Improvement Plan (AIP) program, grant #57 for the canal fill wildlife abatement project for the design, permitting and bidding for the filling of the canal during the summer of 2013. During the wildlife hazard assessment and in our wildlife plan, the canal located by the helicopter pad has been identified as a significant safety hazard to helicopters and aircraft primarily during the winter months. During the winter months the canal has approximately 800 to 1,200 ducks that come to this area for warmth. This area does not freeze during the winter months. Several attempts have been made to eliminate the hazard but have been unsuccessful. This project is to cover the drainage canal to remove the hazard off the airfield. This project is included in BGR's FAA approved five-year Capital Improvement Plan (CIP). This grant will fund 90% of the project with the additional 5% coming from the State and 5% coming from the airport.

Questions/Comments:

Councilor Gallant approved this. Councilor Blanchette asked about the EPA. Are they ok with this? Airport Director Caruso indicated that the EPA is ok with this approach. Councilor Blanchette asked if we have their permission in writing. Airport Director Caruso indicated that he will look into this. Councilor Blanchette asked where the water is feeding from, Caruso responded from the middle of the airfield storm water. City Manager indicated that we will have a permit. It was seconded.

2. Approve credit request from Maine Aero

As the Airport Committee may be aware, Maine Aero and the City agreed to a new lease agreement in May 2012 for the lease of all hangar #115. Originally, Maine Aero leased the

northerly section of this facility, comprised of 22,220 square feet of working and office space. They now also lease the remaining 6,696 square feet of working space to use for aircraft maintenance and storage. Maine Aero operates an aircraft maintenance business focusing on small general aviation aircraft. They also provide aircraft flight training and instruction. Maine Aero has been a tenant at Bangor International Airport since 2010, replacing Telford Aviation which operated this business for many years. The president of Maine Aero has requested a lease credit for some improvements made to this facility. They have fully insulated the additional leased area, which is mutually beneficial to both parties. The cost of the insulation install was \$9,100. The Airport is proposing to cost share this improvement and provide Maine Aero with a lease credit of the following: relief of a full month of lease (2,722) + an additional relief of \$1,828, leaving \$894 due on the 2nd month. This lease amendment shall be in a final form as approved by City Legal. The Airport respectfully submits this for Airport Committee review and recommends approval.

Questions/Comments

Councilor Sprague made the motion to approve and Councilor Blanchette seconded.

3. Lease agreement with Maine Department of Public Safety

In 2009 the Department of Public Safety, Maine State Police contracted Bangor Int'l Airport regarding the possibility of a long term lease of two buildings on airport property. The State Police must vacate their current headquarters in Oromo and are in need of a site located close to the interstate. The Airport currently has available buildings which the State Police is highly interested in leasing. The State Police is interested in leasing the old FAA Flight Service Station, Building #195, which they wish to use as their headquarters and Building #92, which they wish to use as a garage and vehicle maintenance facility. Both buildings have been vacant since early-mid 1990's. The FSS building is ideally suited for their operations as it offers a specialized outlay, such as a raised floor for their IT needs and a large tower and radar, left from the FAA. The State Police is interested in a long term lease of 10 years with two (2) five year renewals. The State Police requested some improvements made to both buildings prior to their leasing. Requested improvements/modifications to the existing buildings will include converting each building to natural gas and oil combination. Other improvements involve adding closets, upgrading the restrooms and installing a shower, new paint and carpets and a tile in the FSS building. Building # 92 improvements include upgrading the interior walls, ceiling and lighting, as well as upgrading the ventilation system and floor drains. Annual revenues from this long term lease are estimated over \$110,000. The State Police will be responsible for their own utility costs. This lease has been reviewed by City Legal. The Airport respectfully submits this for Airport Committee review and recommends approval.

Questions/Comments

Councilor Gallant thanked Lt. Hussey from the Maine State Police for leasing. Councilor Blanchette asked about the State Police withdrawing from this lease. What the state puts in the

state takes out. Can we recoup the costs, and what is termination policy? Caruso responded that it is a 30 day notice and is appreciative that we will have a long time contract with them. Councilor Nealley responded that he is glad that these building are getting tenants. Councilor Sprague motioned to approve and it was seconded.

4. Passenger statistic: Dec 2012

The Allegiant Air numbers were down this month, mainly due to the factor that we do not have the FLL service. For the month of December we were down 4.2%, but YTD we were up by 7.2%. The Load factors are still strong. Since 1991, this is the second best year. We were up by 5% capacity and 7% passenger.

Questions/Comments

Councilor Nealley asked do we compare with other airports with fares and services. Caruso responded, yes we do.

5. Business development update.

- a. Report on 2012 Middle east business Aviation conference.

MEBA (Middle East Business Aviation), held its bi-annual event this year in Dubai, UAE. This was the fifth MEBA Conference and only the second in which Bangor has participated in. In 2012 Bangor was an attendee and this year Bangor exhibited under the U.S. Pavilion. This year's show saw 7,549 attendee's from 84 countries along with 385 exhibitors from 45 countries. This event is designed and is highly successful at putting together personal contacts to forge business relationships and building relationships. Fargo Jet Center, a major competitor, also exhibited at this show: there, it is always valuable to have an opportunity to speak directly with our customers to deliver our continued message of why we continue to lead in tech Stop excellence. Our personnel met with new contacts from Air One, Aurora Aviation, and Nexus. All three companies want to use Bangor as their preferred Technical Stop. We are in the process of sending these companies ground handling prices and discussing fuel arrangements. In addition to the new contracts, our personnel were able to reconnect with current customers who continue to enthusiastically talk about our excellent service we provide. These companies included Gulfstream, AMJET, AirMark, Rizon Jet, and ABS Jets. Overall, we viewed the show as a success and recommend we return in 2014.

Questions/Comments

Councilor Nealley commented that that the increase in traffic is great to have in this economy. Caruso responded, that it is great to tell potential airlines about the new business's in the area and the student exchange population is high.

6. Maine troop greeters

The Maine Troop Greeters have been greeted approximately 1.3 million visitors since 2003. Over the course of the years they have been given several pieces of memorabilia. Included in this is approximately 5,000 challenge coins. They also have several metals, patches and flags along with several letters of thanks and appreciation. They also have a fallen Hero's book. Bangor International Airport has supported a Grant in which these items could be placed at the airport. The concept is to develop a small museum inside our terminal for these items. We should find out in a few weeks if the grant has been approved. Once the Airport finds out, they will tell the Committee and get their approval to move these items from the Troop Greeters room to the museum.

Meeting Adjourned