

Meeting Agenda  
City of Bangor Airport Committee Meeting  
City Council Chambers  
3<sup>rd</sup> Floor  
July 9, 2013

The following City Councilors were in attendance: Charlie Longo, Benjamin Sprague, Pauline Civiello, Joseph Baldacci, and Nelson Durgin. The following City staff was also in attendance, Airport Director, Anthony Caruso, and Marketing Manager Risteen Bahr. Also in attendance were Parke Clemmons, General Manager of Republic Parking and Paul Nicholas, Assistant City Solicitor.

Agenda:

**1. Renewal of management agreement with Republic Parking-Airport parking**

Airport Director Caruso presented this request for Committee approval and indicated that there were no substantial changes and recommended renewal. Republic Parking has performed very well over the last several years, being very responsive, professional and providing good customer service. They truly did well during the first year of the shuttle parking operation. This current agreement expires September 2013. This will be a five year agreement. (Paul Nicklas, Asst. City Solicitor, also spoke.)

Questions/Comments

Councilor Sprague recommended staff request and it was seconded. City solicitor, Paul Nicklas indicated that the City will extend both contracts together for the city and Airport and this would go into the Economic Development meeting.

**2. Passenger statistics for May and June 2013**

Airport Director Caruso indicated that we are still in a positive trend. We are done with our peak season, and the first year of the shuttle lot. We had positive numbers and the market is strong. Our YTD Passengers are up by 5.3% and total monthly passengers are up by 11.9%.

Questions/Comments

Councilor Baldacci asked what factors to strong growth, Marketing Manager Bahr indicated that the increased capacity was due to extra capacity and the seats are filling up.

**3. Update on connection bridge between domestic and international terminals**

During the May, 2013 Airport Committee meeting, airport staff discussed several construction projects. One of those minor projects involved construction of a connection between the

Domestic and International terminals. The connection is post-security and allows airlines greater efficiency to use available gates and jet ways. The jet way allows the airport to keep domestic and international operations separate, sterile and secure.

#### 4. Business development

- a. EBACE conference-In May, Bangor Aviation attended and exhibited at the annual EBACE conference. EBACE is a premier event and the annual meeting place for the European business aviation community. The exhibition brings together business leaders, government officials, manufacturers, corporate aviation department personnel and other personnel involved in nearly all aspects of business aviation. BGR's presence at these meetings is increasingly important considering the extremely competitive market for the technical stop business. This event also provides the opportunity to meet directly with key personnel and decision makers of corporate flight departments and fractional flight charter companies. It is the airport's recommendation to continue to attend and exhibit at this event.
- b. Air Cargo Europe 2013-This show is an excellent meeting point for customers, shippers, freight forwarders and service providers from many key markets and provides a place to discuss air cargo operations and products. Air Cargo Europe is part of the overall Transport Logistics show which is the world's largest trade fair for transportation logistics, mobility, IT and supply chain management. At this year's ACE event there were over 200 exhibitors representing 35 different countries. This event provides Bangor International an excellent venue to meet with existing customers as well as some potential clients. All of the meetings proved to be productive as our customers continue to recognize Bangor Aviation Services as the Leader in the tech stop business and will continue to rely on our airport for diversion purposes.
- c. ACI-NA Jumpstart 2013-During the first week of June 2013, airport staff participated in the annual ACI-NA Jumpstart Air Service Development program. This annual program is the industry's premier airport-airline marketing event. ACI-NA's Jumpstart program is a "speed-dating" program designed to bring airports and airlines together for dedicated, one-to-one meetings. Again, this year, airport staff had the opportunity to meet directly with several airlines as well as valuable seminars.

#### Questions/Comments

Councilor Durgin asked about the update on the US Airline and American merger. Director Caruso responded that it is in the middle of process and we will know more in September. Mergers such as this, with two large companies, is typically a long process as they have to combine aircraft, equipment, labor unions, reservation systems, etc. Councilor Baldacci about the SCAD's grant and is it possible to get an extension on it if we need to. Director Caruso responded that we can get an extension if we have an interest in an airline for a connecting city.

Meeting Adjourned.

