

Meeting Agenda
City of Bangor Airport Committee Meeting
City Council Chambers
3rd Floor
November 26, 2013

The following City Councilors were in attendance: Nelson Durgin, David Nealley, Gibran Graham, and Pauline Civiello. The following City staff was also in attendance, Airport Director, Anthony Caruso, Marketing Manager Risteen Bahr and Assistant Airport Director James Canders. Also in attendance was City Manager Cathy Conlow.

Agenda:

1. Airport overview presentation.

Airport Director Caruso presented the Airport Committee with a power point presentation regarding the Airport overview and business segments. He discussed that we are a small non-hub Commercial Airport with scheduled airline and transit charter traffic, BGR is also a joint use Civilian and Military Airport. We operate as an enterprise fund with ave. \$13 million budget, with 83 full time employees plus part time and seasonal employees. We have US Customs and Border Protection available 24 hrs.' a day. And we own and operate the exclusive FBO. We have the best facilities in the region: excellent all-weather reliability, Cat III approach capability, low airport costs, turn key ground handling and our runway is 11,440 ft. We have commercial domestic service, international charter flights, primarily military transit. We have International General Aviation/corporate, and cargo and military. Our traditional revenue comes from landing fees, airline leases, parking/other concessions, tenant leases/property management. Also we have the FBO, fuel, ground handling, deicing and airline handling services, which contributes to our non-traditional revenue stream. The Airfield Operations consists of airfield and ground maintenance, wildlife controls, airfield lighting, and runway/taxiway maintenance and snow removal. We have three airlines serving Bangor: Delta, US Airways, and Allegiant Air. Our Domestic service includes leases/concessions, landing fees and fuel and ground services. We have exclusive FBO on the field, with the personnel and equipment. We do all the ground handling, our customers love the one call does it all! We have passenger handling service on staff. Through the years Bangor International has sold an average of just under 17 million gallons a year with a high of 31, 156, 60 gallons in 1982 and a low of 9,723,989 in 2002. The Airport owns and operates the fuel farm. The airport sells fuel through two primary methods: as the ground handling agent for a fuel supplier contract and retail to the Airport customer. The Airline leases, we will update after terminal construction project: These have not been not renewed since early 2000's, the car rental leases we will update after construction Our funding for capital projects include the PFC's and the AIP's. Director Caruso described both Federal programs.

Questions/Comments

Councilor Graham asked about the fuel. Caruso responded that we have Jet A and Avgas, the prices will vary. Prices normally change on a weekly basis.

Councilor Civiello asked about the Guard. Caruso responded that we have a partnership with them. We keep the airfield open 24-7.

2. Consent to Assignment in connection with the transfer of Flexjett's activities from Bombardier to Flexjet, LLC

Assistant Airport Director Canders indicated that this amendment is to authorize the consent for assignment with the transfer of Flexjet's activities from Bombardier to Flexjet LLC. This agreement is a standard aircraft handling agreement that this company has with other FBO's which provide service to their aircraft. The initial term for this agreement is two (2) years and shall continue on a month to month basis after the two (2) year anniversary. There are no substantial changes to the terms from the original agreement. This agreement has been reviewed and approved by City Legal. The Airport respectfully submits this amendment for Airport Committee review and recommends approval.

Questions/Comments

Councilor Graham asked how often they come in. Canders that are not on a standard flight schedule but they come in steady.

Councilor Civiello asked about the costs. Canders responded that the rates are listed in the contract.

Moved and seconded.

3. Domestic passenger statistic.

Airport Director Caruso that the numbers were up by 8.4% for the total monthly passengers and the YTD passengers were up by 5.5%. We have strong numbers and the passenger numbers are going in the right direction. The load factors remain strong.

Questions/Comments

Councilor Nealley asked how long has Delta been at the Airport. Director Caruso responded that at least 40 years. He then asked are we confident that what Airlines we have now will stay. Director Caruso indicated that we have strong performance, but there is still uncertainty in the marketplace. We do talk to the Airlines as much as we can.

4. Report on NBAA 2013 conference.

Assistant Airport Director Canders indicated that from October 22 to the 25th he attended the 2013 National Business Aviation Association Business Aviation Convention and Exhibition in Las

Vegas, Nevada. The NBAA convention is an annual gathering of aviation related businesses, aircraft manufacturers and service companies, airports, and flight departments. As in years past, Bangor International Airport set up a booth to facilitate conversions with existing customers and establish new business relationships. We were also able to venture out into the convention halls to create new business opportunities for BGR. Several of our existing customers and vendors were represented at the convention. All our contract fuel vendors were on site and we were able to conduct quite a bit of business with them. One of our customers, UV Air, had a large booth set up and the conclusion of the convention had an awards ceremony where they presented Bangor International Airport with a 2013 Preferred Supplier award. Connie who also attended the conference, and James were also able to create new business relationships while attending the convention. Discussions were made with large companies that frequently travel overseas and already utilize BGR for their flight needs. Based on discussions made, we expect to be drafting more formalized agreements for aircraft services in the near future. We were also able to educate many companies about Bangor International Airport and how we could serve their aircraft needs in the future.

Questions/Comments

None

Meeting Adjourned