

Meeting Agenda
City of Bangor Airport Committee
City Council Chambers 3rd Floor
December 15, 2015

The following City Councilors were in attendance: Filling in for Airport Committee Chair Joseph Perry, Councilors Gibran Graham, David Nealley, Sarah Nichols, Sean Faircloth and Joseph Baldacci (arrived late). Airport Director Tony Caruso and Marketing Manager Risteen Bahr.

Agenda:

1. The Summit Project-Honor Case display request-Heather Audett and Greg Johnson from the Summit project attended this meeting and discussed the Summit project display honor case.

Airport Director introduced Heather and Greg. Director Caruso indicated that the Airport was recently contacted by MAJ David Cote and Greg Johnson, USMC retired with a request from The Summit Project to display their Honor Case. The Summit Project, a nationally recognized, Maine based, 501 ©3 service organization, is a living memorial that pays tribute to the fallen service members from Maine who have died in the line of duty since September 11, 2011. Their website is www.the-summitproject.org. Each Maine service member has a specially selected stone with their name and service dates engraved. Because The Summit Project is a Living Memorial each volunteer trekker must learn all they can about our fallen; and carry the stone through a physical challenge; and compose a post-event reflection letter addressed to the family of the fallen. The stones are placed with the Honor Case, which is displayed at public buildings such as schools, Federal and State buildings, universities, and libraries. Mr. Cote and Mr. Johnson requested that we display the Honor Case at our Airport. Airport staff have identified an area which this Honor Case can be properly displayed. This Honor Case will be displayed for a period of 2 months. Greg Johnson and Heather Audett spoke about this display to the Committee. The display will be on the first floor of the Domestic Building by the new airline ticket counter area.

2. Maine Aero Services, Inc. lease-(a) Termination with Gene Richardson (b) New lease with Charles Feaga.

Airport Director Caruso indicated that Gene Richardson, Owner and President of Maine Aero Services is retiring and selling his business. He has been a great partner with the airport. He took over from Telford several years ago. This is for the rental of Hangar #115, which Maine Aero uses for small general aviation aircraft maintenance services. Gene has found a new buyer for his business, which will be Charles Feaga. Charles will be keeping the business the

same as Gene has. He will keep the same employees, and the lease and terms will be the same. The Airport is asking for the Committee's authorization to terminate the lease with Gene Richardson and authorizing the new lease agreement with Charles Feaga.

Motion to approve by Councilor Nealley and seconded by Nichols.

3. Stellar Partners-lease rate adjustment request.

Airport Director Caruso introduced Todd Knight, the Vice President of Steller Partners. Steller Partners operates the Bangor News and Gift shop concession at the airport. They have been a long standing and great tenant since 1993. Airport Director Caruso indicated that we are requesting rate adjustment, but we would like to do a new lease agreement with them since the agreement is overdo by many years. The original agreement is still with the previous Concession, Fenton-Hill. Since the decline in Military traffic we would like to do a new 3 year lease term with new rates. The sales have been down by 70%, with the new rates, they will be able to keep all 8 of the employees on staff.

Motion to approve by Councilor Baldacci and seconded by Councilor Nealley.

4. Airport Statistics- September, October & November 2015.

Airport Director Caruso indicated that last year, once again was a banner year for the Airport. For the month of September, total monthly passengers were up by 4.93% and YTD was down by 1.98%. Airline load factors for the month were strong with Allegiant at 85%, Delta at 85%, and United at 88% and US Airways at 82%. Market share for the month was a good mix, Allegiant at 11%, Delta at 34%, United at 7% and US Airways at 47%. Our DOD fuel sales was still down at 34.5%, And YTD down 28%. Total fuel sales down by 26.4%. For the month of October, Total monthly passengers was down by 3.04% and YTD was down by 2.15%. We still had strong Airline load factors with Allegiant at 83%, Delta at 85%, and United at 84% and US Airways at 83%. Market Share was Allegiant at 17%, Delta at 31%, United 6% and US Airways at 46%. Fuel Sales, DOD down by 57.9%, Total fuel sales down by 26%. For the month of December, Total monthly passengers were down by .17% and year to date down by 8.30%. Airline load factors once again were strong with Allegiant at 88%, Delta 79% and US Airways/American 82%. Market Share, Allegiant 21%, Delta 33% and US Airways/American 47%. Fuel Sales, DOD up by 103.1%, total fuel sales for the month, down by 24.1%. The DOD fuel sales is improving now that we are handling the Air National Guard planes at night and on the weekends. As an example of the effect of the loss of MIL traffic, we used to handle 10 military flights a day, and now we are not even handling 10 military flights in a month.

5. NBAA 2015 conference briefing.

Airport Caruso indicated that this is the largest corporate aviation event held in the world! We meet with all sides of the airline folks, i.e. Fuel brokers, resellers, ECT. This is a key show that we attend each year. We get to talk to our customers, who also have booths at this show. The National Business Aviation Association (NBAA) convention was held November 15-20th in Las Vegas featured over 1,000 exhibitors and more than 27,000 attendees. Exhibiting at this event provided BGR the opportunity to meet with a large number of current and potential customers.

6. Bangor International Airport- AIP Capital Improvement Plan 2015-2020.

Airport Director Caruso indicated that we have to have a FAA approved 5 year capital improvement plan. We met with the folks from the FAA and DOT back in October. We have two major projects coming up over this period. The first one is the Taxiway Alpha, which is the longest taxiway. This needs rehabilitation. We will do this in phases, the first phase, which we did start this past summer, is in the front of the Air guard, and next year will be the South end, by Hammond Street, then when completed we will go back over by the Guard. The next project will be installing a new jet bridge/jet way. Because our passenger numbers are raising and we have experienced congestion on our gate area, we will be installing a new jet bridge on the south end of the terminal. Future CIP projects will be that the runway needs to be rehabbed. This is scheduled in 2024. AIP will help with this project, the last time we rehabbed the runway was in 2002.

Meeting Adjourned.