

Meeting Agenda
City of Bangor Airport Committee
City Council Chambers 3rd Floor
March 15, 2016

The following City Councilors were in attendance: Airport Committee Chair Joseph Baldacci, Councilors Gibran Graham, Nelson Durgin, and Sarah Nichols. Also in attendance was Airport Director Tony Caruso and Marketing Manager Risteen Bahr.

Agenda:

1. Lander Group, LLC-lease termination for hangar bay.

Airport Director Caruso indicated that the Lander Group, LLC, was leasing a hangar bay #3 Building 123 at Bangor International Airport for the purpose of storing aircraft and conducting aeronautical business. Lander Group is in the process of downsizing its business and relocating to another State. They wish to terminate their lease with the City of Bangor at the end of the month.

Motion approved by Councilor Durgin and seconded by Councilor Nichols

2. Lander Group, LLC-lease amendment for hangar shop space.

Airport Director Caruso indicated that the Lander Group, LLC is leasing over 1,700 sq. ft. of shop space for aviation business segment of their operation in Hangar #600. They are in the process of downsizing its business in Maine and relocating to another State and wish to rent only 700 sq. ft. of shop space. This leased space will be used exclusively for the purposes of the Lander Group, LLC to support their aviation business segment. Their monthly rent will be reduced from \$500/mth to \$300/mth.

Motion approved by Councilor Durgin and seconded by Councilor Nichols

3. C & L Aerospace-lease agreement.

Airport Director Caruso indicated that C & L Aerospace Holdings, LLC is expanding and wishes to lease hangar #10 at Bangor International Airport. This lease will be the same rates and terms as the existing leases. C & L now employs about 140 people, compared to when they first started with 22 employees.

Motion approved by Councilor Durgin and seconded by Councilor Nichols

4. Business Development:

- a. Airport statistics- Marketing Manager Bahr indicated that the total monthly passengers for the month of February was 27, 575 which is down 3.31% from last year. Total YTD is down by 12.1%. This is due to the Canadian dollar, not as many Canadian travelers coming thru Bangor. Airline load factors: Allegiant 81%, Delta 81% and American 74%. Total Operations are in going in a positive direction which is driven by our General Aviation Operations and military traffic. We are up by 19% for total operations, General Aviation up by 48% and Military Operations up by 6%. Military is up do to Bangor handling the Air Guard traffic on weeknights and weekends for the fuel sales.
- b. Routes America 2016 briefing- Marketing Manager Bahr and Airport Director Caruso attended the 2016 Routes America conference. This is a tradeshow and air carrier appointment meeting. This forum is a meeting of the aviation industry which includes airlines, airports, tourism authorities, tour operators, charter operators and cargo operators. This is the only meeting where all of these aviation market segments come together. The driving force for the meetings are the one-on-one meetings that are held between potential partners and existing partners. Meetings consist of a twenty minute opportunity for BGR to present cargo and passenger airline executives the reasons they should use or bring passenger service to BGR. Dedicated meetings included the following: Miami Air, Omni Air Int'l, American Airlines, Allegiant, National Airlines, Lufthansa, Cape Air, Silver Airways, and Visit Florida.
- c. NBAA- Schedulers & Dispatchers conference briefing-We sent three of our employees to this conference. Schedulers & Dispatchers focuses on GA Int'l traffic. They met with several customers and clients and their providers. The purpose of this trip was to promote the services of BGR and Bangor Aviation Services. We get the most direct opportunity to get face-to face with the company decision makers. This event continues to grow with this year's exceeding all previous records, in both attendance, at over 2,800 and exhibitors at 517, on overall growth of nearly 14%.

5. Airport construction updates:

- a. Domestic terminal-Airport Director Caruso indicated that phase 3 on this project is well underway and proceeding on schedule. He indicated that we anticipate opening the new Car Rental area within 2 weeks.
- b. FY 2017 projects-Airport Director Caruso indicated that each year Airport staff works with the FAA Northeast Region Representative and the Maine State Department of Transportation to develop, review and update our 5-year capital improvement plan (CIP) program. The two projects for this year are: Taxiway Alpha (A) rehabilitation-(portion of taxiway) and a New Jetbridge and Expanded Hold Room.

Meeting Adjoined