



## MEMORANDUM

To: Airport Committee

From: Tony Caruso, Airport Director

CC: Cathy Conlow, City Manager  
Risteen Bahr, Marketing Manager

Re: Business development report

Date: October 7, 2014

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**World Routes 2014:** This is a tradeshow and airline appointment meeting. This forum is a meeting of the aviation industry which includes airlines, airports, tourism authorities, tour 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. This year Bangor International Airport (BGR) had 10 meetings and a tradeshow booth. Meetings consist of a twenty (20) minute opportunity for BGR to present to cargo and passenger airline executives the reasons they should use or bring passenger service to BGR. The meetings with cargo airlines were positive. Those who already use BGR expressed positive reports about our service. We presented our 'Economic Tech Stop' concept along with our air cargo capabilities, competitiveness, convenience and great service at all appointments as well as to those who stopped by the booth. Discussions with the passenger service airlines involved proposals for service to Atlanta, Boston, Charlotte, JFK, and Newark for scheduled service. Overall the discussions were positive and will be ongoing.

We look forward to discussing this conference in greater detail with the Airport Committee.