

Meeting Agenda
City of Bangor Airport Committee Meeting
City Council Chambers 3rd Floor
January 14, 2014

The following City Councilors were in attendance: Nelson Durgin, Joseph Baldacci, Pauline Civiello, James Gallant, David Nealley, Ben Sprague, and Pat Blanchette. The following City staff was also in attendance, Airport Director, Anthony Caruso, and Assistant Director James Canders. Also in attendance was Republic Parking Manager Parke Clemons.

Agenda:

1. Request to accept a donation of up to \$2,000 for the purchase and install of a water bottle filling station for Military and other customers.

Assistant Airport Director Canders presented to the Airport Committee information on the water bottle filling station. The Airport was approached by a member of the Maine Troop Greeters with the concept of adding an amenity for the troops at the Airport. The Troop Greeters want to add a water bottle filling station in the non-secure passenger waiting area on the second floor of the Domestic Arrivals Building. Furthermore, the Troop Greeters had secured a donation of up to 2,000 to pay for the purchase and installation of the unit. After conducting some research, the Airport was able to determine that the unit requested by the Troop Greeters could be purchased between \$1,000 and \$1,800 depending on the model desired. The unit could also be installed by Airport staff with minimal difficulty since it would simply be replacing a similarly installed unit already in place at the Airport made by the same vendor. The only modification that would need to be made would be a larger recessed area to accommodate the larger unit. Airport staff recommends accepting this donation from an anonymous donor from the Maine Troop Greeters for the purchase and install of a water bottle filling station at Bangor International Airport.

Motion moved and seconded.

2. Airport Statistics;

- a. Dec 2013 domestic passenger statistics
- b. 2013 Year End statistics
- c. Nov & Dec 2013 Monthly flight operations

Airport Director Caruso indicated Allegiant Air was up by 49.1% mainly driven by their new flight and this is their peak demand period, Delta up slightly by .6% and US Airways ~~Ways~~ was down by 4.9%. The total monthly passengers was up by 5.9% and YTD passengers was up by 6%. Load factors were Allegiant 78%, Delta 82% and US Airways was 83%. The Market Share of

passengers were pretty even, Allegiant Air 24%, Delta 30% and US Airways 47%. The YTD for operations, were down a little from last year at -7. Total landings for International was down by 13, landings for Domestic was up by 2, landings for cargo was down by 19, and total weight cargo was up by 19. The total fuel sales for 2013 was down from 2012.

Questions/Comments

Councilor Baldacci asked if we can predict the passenger for the upcoming months. Airport Caruso indicated that the market looks stable.

Councilor Graham asked about the fuel sales, if our prices are the same as other Airports.

Caruso responded that we are competitive with the other Airports and FBO's.

Councilor Sprague-Gallant asked if in the future they could get updates on the leases, new tenants and the real estate property for the revenue coming into the Airport.

Councilor Neally asked if there were any updates on the American/US Air merger. Director Caruso indicated no updates yet.

3. Airport Parking-monthly update:
 - a. July-Dec 2013 Statistics
 - b. Airport Shuttle Lot operations plan

Parking Manager Clemons indicated that the Short term revenue (cars that are parked less than 2 hours) was up by 5.38%, long term revenue (more than 1 day) was up by 4.23% and the Monthly billing revenue (Sheraton leases space, base/non based crews) was up by 19.91%. Starting January 1st, ~~they have~~the airport has increased the parking rates.

Parke indicated that this year they are going to start an Amenities program. What will happen is a customer will park his car in the long term parking, and a vendor will come in and pick up the car and detail it or do an oil change, or additional types of service, etc. They will also offer this summer a frequent parking program, where it will reward a customer for long term parking, giving them discounts.

Questions/Comments

Councilor Gallant asked if there was going to be any revenue for the reward program. Clemons responded that no, there is no extra income it is just a benefit to the customer for a special service that they will offer. Councilor Gallant asked if there could be an application on a smart phone. Clemons responded that he is working with a vendor on this. And the time line is late summer.

Clemons also indicated that come mid-February he anticipates that the shuttle lot will be in use. He anticipates that the Long Term parking will reach its capacity and we will be using the Shuttle Lot. We will be using the Shuttle Lot until the first or second week in May. The brochure is on the web site.

Councilor Gallant asked if we could possibility check to see where the people are coming from.

Clemons responded that Republic does conduct period parking lot surveys and can share this info with the Committee.

Councilor Blanchette ask how we are getting the information out. Clemons responded that it will be on the web page and through social media.

Meeting Adjourned