

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

The following City Councilors were in attendance: Airport Committee Chair Nelson Durgin, Councilors, David Neally, Pauline Civiello, Patricia Blanchette, Joseph Baldacci and Gibran Graham. Also in attendance, City Manager, Cathy Conlow, Airport Director Tony Caruso, Marketing Manager Risteen Bahr.

Agenda:

1. Executive Session-1 MRS 405(6) Car Rental agreements-extension amendment.

Committee was in Executive Session for this extension.

Motion to extend the car rental agreements for no longer than twelve (12) months.

Motion passed and seconded.

2. Airport Statistic-September 2014

Airport Director Caruso indicated that the Domestic trend remains positive. The YTD Passenger is remains flat. The three year average is up by 15%. This was the best September since 2005, at 45,109! Load factors remain strong. Allegiant air at 86%, Delta at 80%, United at 78% and US Airways at 83%. Market Share, US Airways at 48%, Allegiant Air at 10%, United at 6% and Delta at 36%. Fuel Sales are mainly driven by the recently Military Movements.

Questions:

City Manager Conlow asked if the Fuel Sale numbers were relative to the budget numbers.

Director Caruso indicated that they are slightly over what we had on the budget. Marketing Director Bahr indicated she can run a report, once the numbers were available.

Committee Chair Durgin asked about the status of the United flights. Marketing Director Bahr indicated that as of December 2nd will be the last days for the season. They have extended the contract and will be back in June 2015, but might come back earlier. Right now it is a seasonal flight but if the numbers crunch right, they may consider staying year round.

City Manager Conlow asked about the diversions. Airport Director Caruso responded, now that we have established a relationship with United, we are getting more diverted United and Us Airways flight because we have the stations here. They are primarily diverted because of weather. We refuel the aircrafts then they depart.

Airport Director Caruso discussed the Ebola situation with the Committee. He indicated that we now have a task force committee set up. He did indicate that when the flights come to Bangor, it is a Corporate Aircraft, no passengers get off the plane, and they park the aircraft remotely.

3. World Routes 2014 conference

Marketing Director Bahr attended this conference. She indicated that 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. The driving force for the meetings are one-on-one meetings that are held between potential partners and existing partners. This year Bangor International Airport had 10 meetings and a tradeshow booth. Meetings consists of twenty 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.