

Meeting Agenda  
City of Bangor Airport Committee Meeting  
City Council Chambers 3<sup>rd</sup> Floor  
April 15, 2014

The following City Councilors were in Attendance: Airport Committee Chair, Nelson Durgin, Pauline Civiello, Gibran Graham, Joseph Baldacci, Patricia Blanchette, and David Nealley. The following City Staff were also in attendance, Airport Director Tony Caruso, Assistant Airport Director James Canders, and Marketing Manager Risteen Bahr.

Agenda:

1. Airport Statistics- March 2014

Our total monthly Passengers was up by 12% and YTD was up by 7%. Allegiant Passengers were up by 18%, Delta up by 5% and US Airways up by 13%. Airline load factors were very strong with Allegiant at 91%, Delta 73% and US Airways 77%. Total Operations we up by 7%, and fuel sales was up by 13.7%. Airport Director Caruso indicated that Parke Clemons would be at the next meeting to give a full report on the shuttle lot for the winter 2014 season. The Chicago flight will start on June 5<sup>th</sup> and that will increase our Passenger stats by a little. Councilor Chair Durgin indicated that people are excited about the new flight to Chicago. The Councilor discussed the BGR budget a little. It was noted that BGR is part of the City, but we are an enterprise fund and the public should be aware that the funding for projects are funded by the government and a big portion of the expenses are covered by the government and they are mandated. It was also noted that when United comes in June that BIA will be doing their Ground Handling.

2. Business Airport World Expo (BAWE)

Assistant Airport Director, James Canders and Ramp Manager Kevin Kipler attended this show. This is an annual European trade show for airport operators and the world's business aviation destinations. It is aimed at business jet owners and operators as well as private jet hire companies. This show brings together key decision makers who have the ability to drive business to our location. Bangor met with key personnel from European corporate aircraft operators such as Eurojet, Landmark Aviation, AeroPro, Book jet, International JetClub and Equity Aviation. There was also a discussion with the CEO of E.C.A.M. out of Egypt about the potential for an Airbus A320 maintenance facility at BGR. Additionally, BGR had meetings with press representatives from the aviation trade publications Corporate Jet, Fly Corporate, AIN and

Falken Communications as part of our new Public Relations initiative in Europe. This was the 4<sup>th</sup> annual show for BAWE and attendance was up from last year's event, both in exhibitors and visitors. Councilor Blanchette asked if Aerospace has put the word out about the Airport and the service we provide, Assistant Director, Candors responded that the Aviation word does spread around and BGR has a strong reputation in the industry.

### 3. Hangar Agreement: Varney Lease

The Varney Aviation, LLC would like to rent Hangar #457, located at Bangor International Airport. Varney Aviation has several aircraft currently based at BGR. They desire to lease hangar space, and keep their base of operation in Bangor. This agreement outlines a five (5) year term, with two (2) one-year options for extensions, for the lease of Hangar #457. The lease rate includes an increase each year, based on the annual CPI change. The lease rate includes the cost of electricity, storm water, sewer and water user fees. The tenant shall pay for the cost of gas/fuel oil consumed on the premises. The Airport submits this agreement for Airport Committee review and recommends for approval. Airport Director Caruso indicated that this used to be Sargent's Hangar and Tim Varney has a fleet of six (6) aircrafts here at the airport. This is a standard lease and has been reviewed by Legal.

Councilor Neally approved and Councilor Graham seconded.

### 4. Executive session: 1 M.R.S.A. sec. 406-legal advice regarding Global Aviation bankruptcy.

Meeting Adjourned