

Meeting Agenda  
City of Bangor Airport Committee Meeting  
City Council Chambers  
3<sup>rd</sup> Floor  
April 9, 2013

The following City Councilors were in attendance: Charlie Longo, James Gallant, David Nealley, Nelson Durgin, Benjamin Sprague. The following City staff was also in attendance, Airport Director, Anthony Caruso, Marketing Manager Risteen Bahr, and Assistant Airport Director James Canders. Councilor Longo opened the meeting.

Agenda:

**1. Maine Department of Transportation Cooperative Agreement**

This is a ten (10) year cooperative agreement with the State of Maine Department of Transportation (MDOT). This is a renewal of the cooperative agreement that primary airports, such as BGR have with the State to ensure expenditures for Federal AIP grants are made. These standard cooperative agreements stipulate the process for reimbursement from the State for their share of the FAA approved capital improvement projects for the airport. The State's portion is 5% of the AIP cost. This agreement also outlines the responsibilities of the airport such as documentation required to be submitted for reimbursement approval. The City's Legal Department has reviewed and approved the agreement. The Airport respectfully submits this agreement for discussion and recommends approval.

Questions/Comments:

Councilor Durgin asked if there were any changes on this agreement. Airport Director Caruso, indicated there are no substantial changes to this new agreement.

Motioned to approve and seconded.

**2. Industry update/overview:**

**a. Passenger statistics for March 2013**

Airport Director Caruso indicated that the numbers for the month of March were positive, even though a modest change. We were up by .1% for the total monthly passengers and YTD we were up .4%. We have solid numbers. The Market share is split even between all air carriers serving our market. We have a strong load factor for Allegiant Air, but the load factors were lower on Delta and US Air because of the effects of winter storms which delayed and/or cancelled flights.

Questions/Comments:

Councilor Gallant asked about Delta's number down, Marketing Manager Bahr responded that due to the snow events we had a lot of cancellations and delays which can directly affect this figure.

b. Business Airport World Expo (BAWE) 2013

Marketing Manager Bahr attended this conference. This was the 3<sup>rd</sup> annual show for BAWE and exhibitor attendance was up from last year's event. BGR had the opportunity to give a presentation on Tech Stops, outlining the elements of a successful tech stop using Bangor's best practices as examples. It was a successful show. BAWE is a 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. Shannon Ireland, one of BGR's top competitors in this market, continues to exhibit at this show claiming quick tech stops and an excellent alternative to other locations. BGR met with key personnel from corporate aircraft operators such as Harrods, BBA Aviation, Victor, Moonjet and HADID. Discussions revolved around formula pricing, invoicing, and continued business. 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.

Questions/Comments:

Councilor Durgin ask what do you do at these shows. Marketing Director Bahr responded that the Airport has a booth about 8 X 10 on one side of the area we meet with the clients, we are usually at the show 6-12 hours, we do networking, meet with vendors, and we had brochures we hand out.

Councilor Nealley asked what kind of clients stop at the booth. Bahr responded mostly we have customers for the tech stops.

Councilor Gallant asked if at these shows the customer knows of all the services that the Airport has. Bahr responded yes, they tell the customers all the services that are available and also talks about the Bangor area and what is available in the community.

c. 2013 AAAE/ACI-NA Legislative conference

On March 19-21, 2013, Airport Director Caruso attended the annual AAAE/ACI-NA legislative conference. This conference provides airports with the opportunity to review and discuss

airport and aviation priorities for the second session of the 113<sup>th</sup> Congress. The AAAE/ACI-NA Washington Legislative Conference provides airport executive and operators the opportunity to discuss critical airport issues in today's political environment. The conference helps address crucial policy issues facing airports and the aviation industry and how best to make the industry's voice heard in the halls of Congress. One of the major topics discussed was related to the recent Federal Budget cuts, and the effects of the Sequestration. While in Washington, DC, he had the opportunity to meet with the Maine Congressional Delegation to discuss these effects and gain their support to continue to oppose any reduction in hours of the Bangor FAA Air Traffic Control Tower (ATCT).

#### Questions/Comments:

Councilor Durgin thanked Tony for everything he is doing on these issues.

Councilor Nealley asked about the diverted flights, if we get reimbursement. Caruso responded that we do get revenues from the landing fees, ground services, fuel ect.

#### d. Upcoming events

Marketing Director Bahr indicated that we have two events coming up. The first is the tenth anniversary of the Troop Greeters. This will be on May 3<sup>rd</sup> and we will be doing something for this. The second event is on May 24<sup>th</sup>, this will be the memorial walkway. We will be laying bricks for those Troop Greeters who passed away during the past year.

#### Questions/Comments

Councilor Durgin asked about the Shuttle Lot. Caruso responded that we are still in the peak season now and the lot is full. We have had few complaints and we will fix these as they are known, but many compliments on the shuttle service provided.

Councilor Sprague asked if we are aware that Armed Service Day is approaching and if we were going to do anything. Caruso responded that we would be doing something with the Troop Greeters. They typically host an event each year during this date at the airport. The Troop Greeters have scheduled this event for May 18<sup>th</sup>.

Councilor Gallant asked if we could utilize the fencing area as to put signs up for advertising on them. Bahr responded that she will read the City Ordinance and find out if this is something we can do.

Meeting Adjourned

