

Meeting Agenda  
City of Bangor Airport Committee Meeting  
City Council Chambers  
3<sup>rd</sup> Floor  
April 17, 2012 5:00 PM

The following City Councilors were in attendance: Charlie Longo and Pat Blanchette. The following City staff was also in attendance, Interim Airport Director, Anthony Caruso and Risteen Bahr, Marketing Manager. Cathy Conlow, City Manager was also in attendance. Councilor Longo opened the meeting.

Agenda:

**1. Industry Update/Overview**

- a. Passenger Statistics for the month of February 2011 was up by 31.2% and YTD 23.7%. For the month of March it was up by 19.5% and YTD up by 22%. Airport Interim Director Anthony Caruso attributed this increase to the increased demand during this peak season, the new flight to Florida and the flights to DC. The traffic remains strong. Tony indicated that we do have concerns with the fuel increase and the airlines have also increased the fares have also increased several times thus far this year. Also, some of the airlines have cut back on the capacity.

Questions/Comments

Councilor Blanchette commented that this was great news and a good indication that the next couple of years should be good too. She was very pleased with the figures.

**2. Business Development Activities**

- a. Networks 2012- In March, BGR participated in Network USA, an air service development conference. We had 30 minutes to present our case to each airline. BGR presented proposals for scheduled service to Atlanta, Baltimore, Boston, Charlotte, Chicago, and JFK. We also had the opportunity to discuss BGR as a location for seasonal chartered service to Las Vegas and the UK with a charter airline company. We offered our air service incentive program and our Small Community Air Service Development grant as appropriate to the airlines. While none of the airlines gave us a definite yes, neither did any airline say that they were absolutely not interested in Bangor. Our strong passenger growth was a positive selling point along with our strong Canadian traffic numbers. We will continue to keep the discussions open for future opportunities and providing more information as it becomes available.

Questions/Comments

Councilor Blanchette asked if there any plans for Mike Boyd to come with some information. She would like to see a complete workshop for all the Councilors. Caruso responded that Ms Bahr has contacted Mike Boyd and they have been discussing several dates for this meeting. We anticipate scheduling this meeting during the June Airport Committee meeting and inviting all City Councilors to attend.

- b. AAAE/ACI-NA Legislative Conference- On March 14-15<sup>th</sup>, Tony 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 112<sup>th</sup> Congress. The AAAE/ACI-NA Washington Legislative Conference provides airport executives and operators the opportunity to discuss critical airport issues in today's political environment. One of the major topics discussed was related to the recent requirement by the Department of Transportation (DOT) for airports to develop Tarmac Delay Contingency Plans. Tony was asked to present and serve on a panel for discussion of the tarmac delay plan. Bangor International Airport is seen in the industry as having expertise in the handling of aircraft diversions.
- c. Airport ground handling initiatives conference-On March 31-April 2, 2012, Tony attended the annual ground Handling Initiatives conference. This conference provides discussion and recommendations to airports to support and establish operational standards for non-hub airports to provide their own ground handling services. The topics included discussions and presentations to on how, through such services, airports can improve customer service, reduce ground handling costs and improve operational efficiencies in order to retain and/or attract air service. Tony was asked to present and serve on a panel for discussion among airports that do provide the ground handling service for airlines. Bangor International is seen in the industry as having expertise in performing the ground handling for airlines.

Questions/Comments

None

### **3. Airport's Advertising & Marketing Plan presentation and overview**

Risteen indicated that we will present this at the next meeting. She indicated that the campaign will be "warmer place calling you".

Questions/Comments

None

### **4. Airport Committee meeting schedule: discussion:**

During the March 5, 2012 Airport Committee meeting, the Committee members requested further discussion on the possibility of adjusting this Committee's schedule. Currently, the Airport Committee is scheduled to meet on the first Monday of each month immediately following the Finance Committee. Tony indicated that he has three suggestions. One was stay with the way it is now, the first Monday of each month following the Finance Committee. The second was on either the second or fourth Tuesday of each month following the Government Operations Meeting. The final option was to hold the meeting on the second Wednesday of each month.

Questions/Comments

Councilor Blanchette indicated that the Tuesday following Government Operations work best for her. Councilor Longo agreed. Councilor Longo and Caruso discussed that they will hold the next Airport Committee meeting on the 4<sup>th</sup> Tuesday of the month following the Government Operations meeting as a trial run. They will then discuss if this works for the rest of the Committee.

## **5. Contracts/leases:**

- a. SST Aero lease renewal: Airport Interim Director, Caruso, indicated that as the Committee is well aware, SST Aero Services, owned by Telford Allen, has been a valuable tenant of Bangor International Airport since 2009. SST Aero is an aircraft and engine leasing company. Approving this lease agreement will strengthen our partnership and enhance our relationship with this company. This lease agreement has been reviewed and approved by City Legal. The Airport respectfully submits this amendment for Airport Committee review and recommends approval by full City Council.
- b. T-3 Lease renewal: Airport interim Director, Caruso, indicated that this agreement outlines a one (1) year term, with two one year extensions, for the lease of hangar space in building 123 (also known as the Corporate hanger facility). The current lease is due to expire this year and both Parties are interested in having T-3 Leasing remain as a tenant. The terms and conditions of the lease remain unchanged with the exception of an annual rate increase. The new lease rate reflects a modest 3% increase each year. As the Committee is well aware, T-3 Leasing, owned by Telford Allen, has been a valuable tenant of Bangor International Airport since 2009. T-3 Leasing is an aircraft management and leasing Company. Approving this lease agreement will strengthen our partnership and enhance our relationship with this company. This lease agreement has been reviewed and approved by City Legal. The Airport respectfully submits this amendment for Airport Committee review and recommends approval by full City Council.
- c. Easement agreement renewal for FAA: This agreement is between the Federal Aviation Administration (FAA) and the City of Bangor, Airport Department. This agreement, DTFAEN-11-A-00003, is for an underground power line easement and airport access right-of-way easement at Bangor International Airport. This power line supports the FAA's airport surveillance radar (ASR) system located at the airport. This easement has expired and the FAA is requesting a renewal for the same purpose. The term of the easement renewal is from October 1, 2008 through September 20, 2018. This easement agreement has been reviewed and approved by City Legal. The Airport respectfully submits this amendment for Airport Committee review and recommends approval by full City Council.

## Questions/Comments

Councilor Blanchette moved to make these all ok to go to full Council on Monday. These items are all routine in nature and are all renewals.

Meeting adjourned.