

Meeting Agenda  
City of Bangor Airport Committee Meeting  
City Council Chambers  
3<sup>rd</sup> Floor  
June 26, 2012 6:00 PM

The following City Councilors were in attendance: Charlie Longo, Nelson Durgin, Pat Blanchette, Joseph Baldacci and James Gallant. The following City staff was also in attendance, Airport Director, Anthony Caruso and Risteen Bahr, Marketing Manager. Councilor Longo opened the meeting.

Agenda:

**1. Contracts/Leases**

- a. Maine Department of Public Safety-lease renewal-In December of 2006, the Bangor City Council approved a lease agreement between the City of Bangor and the State's Department of Public Safety office for storage space for a response and criminal investigation vehicle. The Airport was recently contacted by the Department of Public Safety requesting to extend the lease for a two year term through October 2014. Given very difficult State budget constraints, their office requested no increase to the current lease rate. Attached is an amendment between the City of Bangor and the Department of Public Safety, Criminal Investigation office to renew the lease agreement for a portion of the building located at 464 Montana Ave. The City's legal Department has reviewed and approved the amendment. The Airport respectfully submits this amendment for Airport Committee review and recommends approval.

Durgin made the motion and Gallant seconded.

- b. Fuel Supply agreement-amendment Since September 2009, Irving Oil Terminals Inc has been the primary supplier of Jet Fuel to the Bangor International Airport customers, including direct customers as well as the FBO fuel supplier, World Fuel Services. The airport operates the FBO and in 2009 made the decision to keep World Fuel Services as the FBO supplier in order to continue operating with the Exxon fuel brand, as they were the sole distributor for Exxon aviation fuel. This agreement is due to expire in July of this year. Irving Oil has proposed amending the fuel supply agreement to include the direct supply of Jet fuel to the Airport FBO. Since Irving currently supplies the Jet fuel that the Airport purchases from World Fuel Services, there would be no change in the delivery and quality of the fuel. In addition to the supply and costs associated with the Jet fuel, it is important that Airport staff have a positive relationship with the Airport fuel supplier. Not only has Irving shown over the past three years to be very reliable with their delivery and price competitive, they have been a positive partner with establishing new business, promoting the Bangor location and participating in events such as the annual Customer Forum. Based on the supply performance, cost competitiveness and overall partnership performance, we recommend that the Irving fuel supply agreement be amended to include direct supply to the FBO operations.

Gallant made the motion and Durgin seconded.

- c. FBO Service brand recommendation-Tony recommended that we remain the same as we are now. BGR will remain an Independent Dealer but will continue to review branding options.

Longo made the motion to approve.

- d. Fuel Supply agreement renewal-Since September 2009, Irving Oil Terminals has been the primary supplier of Jet fuel to the Bangor International Airport customers, with the initial three year term of the agreement due to expire on August 31, 2012. The supply agreement allows for the automatic renewal for up to three (3) successive three (3) year terms. Throughout the initial 3 year term, Irving Oil has been a positive partner for Jet fuel supply to the Airport. They have been very reliable with supplying the Airport, even modifying delivery methods when the supply chain was interrupted. The airport staff has developed a very positive and productive relationship with the Irving personnel and is very comfortable recommending we continue the fuel supply agreement for the first three (3) year renewal term.

Motion to approve.

## 2. Business Development

- a. ACI-NA Jumpstart-airline meetings-During the week of June 4 through 8, 2012, Bangor International Airport participated in the annual ACI-NA Jumpstart Air Service Development program. This annual program is the industry's premier airport-airline marketing event. ACI-NA's Jumpstart Air Service Development Program is a "speed dating" designed to bring airports and airlines together for dedicated, one-to-one meetings. This year, BGR had the opportunity to meet with several airlines, as well as attend some valuable seminars. We had six appointments. We still have ongoing interest from United from Chicago, Boston service, Charlotte, and Midway. We also had an offline appointment with Delta.

## Questions/Comments

Councilor Longo asked about the Small Community Air Service Development Grant if we don't use it by the expiration date what happens. Caruso responded that we can file for an extension if we have no commitment.

## 3. Industry update/overview

- a. Passenger statistics for May 2012- The numbers for May we were up. Allegiant was up by 85%, Delta was up by 92% and USE was up by 73%. The load factors were all up. Overall May was up by 21.4% .
4. Presentation by Mike Boyd, President of the Boyd Group International.-See attached power point presentation.

## Questions/Comments

Councilor Durgin asked about the Canadian market. Councilor Baladacci thanked Mike for coming.

Meeting Adjourned

