

Meeting Agenda
City of Bangor Airport Committee
City Council Chambers 3rd Floor
March 10, 2015

The following City Councilors were in attendance: Airport Committee Chair Gibran Graham, Councilors, Sean Faircloth, and David Nealley. Pat Blanchette, and Pauline Civiello. Also in attendance, Airport Director Tony Caruso, Marketing Manager Risteen Bahr.

Agenda:

1. Request to apply for additional PFC Funds

Airport Director Caruso started that the Airport is requesting authorization to apply for a PFC application for an amendment of PFC #3 for additional funds of up to \$480,072 for renovations and improvements for the domestic terminal upgrade project. The fee is \$4.50 per passenger and is collected by the Airlines when a ticket is purchased. The fee is then remitted to the Airport. The City Council previously approved Council Order #44-047 for PFC #3 which includes constructing an enclosed baggage make-up area for the airlines, purchasing and installing a new generator capable of operating the full domestic terminal, installing new glass windows and façade on the front of the terminal, and new signage and way finding, The Airport is requesting authorization to apply for an amendment for additional funds in the amount of \$480,072 under PFC #3. The reason for the increase is due to a revision to the scope of work and the increase in construction costs from early in 2010, when the project was first developed conceptually as part of the PFC 3 application. The revised scope includes upgrades to the public restrooms; more demolition than anticipated in the public space; greater electrical and mechanical upgrades; and needed upgrades to the communication systems. Director Caruso stated that these funds are generated locally and are used locally.

Motion approved by Councilor Nealley and seconded.

Questions/Comments:

This item will be going to full Council for approval.

2. Airport Construction projects update:

- a. Domestic terminal renovations-behind the wall work continues to go on. Director Caruso provided a few photos illustrating the current work status. The Internal work is

being done where the new Airline ticket counter will be. The demolition portion of this phase of the project is nearing completion. The completion will be 18-24 months. The Airport will continue to provide the Airport Committee with updates and Marketing will continue to put information on the website.

3. Airport Statistics-Jan & Feb 2015

Airport Director Caruso indicated that the figures for January and February down mainly due to the severe weather and the airline cancellations. For the month of January, total monthly passengers were down by 6.8%. The Airline load factors were solid, with Allegiant at 89%, Delta at 72%, Us Airways at 94%. Market Share, Allegiant at 31%, Delta at 21% and Us Airways at 48%. Total Operations, were down by 15%, with the total landings having a major driver at -14%. For fuel sales, retail was up at 122.7%, DOD down by 81.1%. For the month of February, total monthly passengers at -5.9%, Airline load factor had a decline, with Allegiant at 88%, Delta at 62%, and US Airways at 81%. Market Share was Allegiant at 36%, Delta at 20% and US Airways at 44%. Total Operations was down by 12%. Fuel sales retail was up by 13.8% and DOD was down by 65.4%.

4. Airport-business development

a. Air Service Development conference.

Marketing Director Bahr attended the Mead & Hunt Air Service Development Conference. This is a conference and airline appointment meeting. Attendance at this conference is by invitation only! This is a smaller conference where the ratio of airports to airlines is much more favorable than the larger conferences so the attendee is better apt to have more one to one discussions with airline representatives outside of your airline appointment time. Bangor International Airport (BGR) had 3 appointments. Appointments consisted of a variety of a twenty (20) minute opportunity for BGR to present to passenger airline executives the reason they should bring or expand passenger service to BGR. Discussions with the passenger service airlines involved proposals for service to Boston, Charlotte, and Baltimore for scheduled service. The discussion regarding Boston was with a carrier who flies Essential Air Service (EAS) routes as well as At Risk routes. They are not inclined to do Boston-Bangor service as Bangor is too small a market in their opinion. The other two appointments were more positive and will be continued at Jumpstart in June.

b. NBAA Schedulers & Dispatchers conference

The 26th annual Schedulers and Dispatchers Conference broke multiple records with over 2,700 attendees and 450 exhibitors! Although the trip was shortened by a NE Blizzard, airport staff made the most of available time with a very busy booth, and rescheduled appointments. Staff

met with key personnel from AEG to discuss the opportunity of providing large volume customer pricing. The staff also met with the new support person for FBO One, our new software platform for fueling and ground services. Staff also met with Colt International to review the expectations of that account due their recent acquisition by World Fuel Services for International trip planning services. Also met with Irving Oil personnel.

Questions/Comments

The Airport Committee discussed other Airlines coming to Bangor. Additional discussions in reference to the renovations that were done to the restaurant and bar and grill at the Airport.

Meeting Adjourned @ 6:30 PM.