

Meeting Agenda  
City of Bangor Airport Committee  
City Council Chambers 3<sup>rd</sup> Floor  
July 14, 2015

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

Agenda:

1. Maine Troop Greeters-museum update

Members from the Maine Troop Greeters and the Museum Committee presented to the Airport Committee an update on the museum project. Chuck Nolan, Herb Colson, Bill Corey and Julie Munsey were in attendance and spoke to the Committee about their progress. They also discussed fund raising. They indicated there is a website available for the public to view to get information on the museum. They presented the Committee with the video that was put together for the public on the museum project. The Museum Committee will provide regular updates to the Committee as necessary.

2. Airport Parking update: Republic Parking

Parke Clemons, General Manager for Republic Parking Systems, presented to the Airport Committee a report of the current operations, which includes a review of the shuttle lot this winter season. Parke indicated that the peak times for Long Term Parking was February thru May. The first two weeks in March was the Canadian vacation traffic. The shuttle lot was open for 88 days (February 12 through May 14). In 2014, it was opened for 94 days. Total cars parked for 2015 was 1,381 and in 2014 the total was 2,275. The peak day in the shuttle lot was 293 vehicles in 2015, where in 2014 it was 447. In the all lot's the peak was 949 vehicles on March 3<sup>rd</sup>, in 2014, it was 1167. Total revenue in 2015 was \$70,225, 2014 was \$118,637. Some of the differences for the decline was the severe weather and flight cancellations. Also, the Canadian dollar was not what it was last year.

3. Airport Statistics-May & June 2015

Airport Director Caruso indicated that the total Monthly passengers was down by 7.57% and the YTD was down by 9.82%, for the month of May. The 3 year trend for the total monthly passengers was up by 2.6%, and the YTD was down by 6.5%. The load factors for the month of May remain strong. Allegiant at 89%, Delta at 84%, US Airways at 82%. Market Share was Allegiant at 16%, Delta 37\$, and US Airways at 48%. Total Operations was down by 4%. For fuel

Sales, Retail was up by 49.9%, but DOD down by 73.6%, Resellers down by .01% and Into Plane was down by 24.9%. For the month of June, this was the best June since 2006! Total monthly passengers was up by .11%, and YTD passengers were down by 7.75%. Load factors remain strong with Allegiant at 88%, Delta at 77%, and United at 96%, and US Airways at 76%. Market share was Allegiant at 15%, Delta at 35%, United at 8%, and US Airways at 42%. Total Operations was down by 5%. Fuel Sales for June, Retail up by 16.2%, DOD down by 71.8%, Resellers up by .3%, and Into Plane was down by 26.2%. United Airlines was very happy with the 96% load factor. No change in the Military yet, the Maine Congressional Delegation is aware of the military issue.

#### 4. Business Development:

- a. 2015 Air Cargo Europe brief- Airport Director Caruso indicated that this was the 7<sup>th</sup> Annual Air Cargo Europe Exhibition was part of the Transport Logistic Exhibition that features representatives from all aspects of the cargo industry. Representatives from Logistics, Mobility, IT and Supply Chain Management were on hand to exhibit and talk about industry matters. Over 55,000 visitors from 124 countries and 2050 exhibitors from 62 countries highlighted the world of logistics. Bangor did not exhibit this year, which allowed our Representative the opportunity to walk around the conference center and speak with many current and potential customers. Some key meetings included: Key Account Manager from Ruslan Int'l which operates the Antonov air cargo business, A key, high ranking official at Cargolux to discuss further flights and possible cargo operations into Bangor, TNT, a frequent customer who uses Bangor as a technical stop, a new contact at Silk Way West Airlines, a cargo company operating flights from Italy to discuss using Bangor as viable tech stop, and the IAG Cargo Product Manager, to discuss Bangor's tech stop operations and cargo capabilities. Bangor also met with representatives from Atlas Air, DHL, Qatar, Delta, United American and others to discuss and review how BGR can support their air cargo and tech stop needs.
- b. 2015 European Business Aviation Convention (EBACE) - Director Caruso indicated that Bangor Aviation Services attended and exhibited at the annual EBACE Conference. EBACE is a premier event and the annual meeting place for the European business aviation community. The 15<sup>th</sup> year of EBACE was recognized as yet another successful event. As published on their website, EBACE noted the growth in the show since it began in 2001. Bangor represented by James Canders and Connie Fleming, exhibited once again and made contact with many existing customers. The one to one communication there can be with an existing customer or potential customer has always proven to be valuable to BGR. This year's event allowed us to come away with the following leads to process: LaCompagnie, an operator out of Le Bouget, who is operating B737 charters will be looking at BGR as their tech stop on multiple operations. Gain Jet, an operator out of Kuwait who has used BGR recently and provided excellent

feedback and will list us as their preferred stop. Maleth Aero, operating out of Malta, currently sends their BBJ/B737 to NY and will consider BGR as option for eastbound trips. GDA Handling from Italy was exploring partnerships with “sister” airports in order to refer clients. Positive comments remain strong! Companies such as AirLink INT’l, EuroFly, Alpha Star, Delta Jet and Kaiser Jet all stated that BGR continues to be regarded as THE tech stop! A couple of negative remarks from past customers regarding CBP delays will be reviewed and researched. These comments take on particular importance when it means a lost or potential lost customer. This feedback is invaluable and a high priority. Some of our strongest competitors such as FBO’s in Gander, Shannon and Fargo exhibited at this year’s event. Also present, though not exhibiting, was Steven Levesque from Brunswick.

5. Airport Construction Projects-update

- a. AIP #66 and #67- Airport Director Caruso indicated that AIP 66 has 3 parts or sub-projects, and Rehabilitate-portion of taxiway A, Reconstruct and narrow taxiway N Shoulders, Rehabilitate dock area taxi lane. Taxiway N is the oldest at the airfield and is showing significant cracking, Taxiway A runs parallel to the runway and is showing signs of significant wear due to the frequency and weight of aircraft. Lastly, the area surrounding the dock hangars is showing cracking and is exhibiting concrete damage, which creates a safety hazard. All areas will be reconstructed. AIP #67 has two parts or sub-projects, Reconstruct GA Apron-south entrance and Replace gates 11 & 12 trench drains: ASR mitigation. The trench drains around these gates which collect storm water from the ramp are concrete structures that are collapsing due to expansion. This project will result in the elimination of the trench drain and replacement of the drainage with regular storm drains. This project also includes rehabilitation of the south entrance to the general aviation ramp, which is over thirty (30) years old and showing significant wear and cracking. These projects are included in BGR’s FAA approved five-year Capital Improvement Plan (CIP). This grant will fund 90% of the projects with the additional 5% coming from the State and 5% coming from the airport. These projects will be completed by the October target date.
- b. AIP 68, is for the Domestic terminal renovation project. This is for the first reading. This grand funding will focus on the public areas of this phase of the project, which includes terminal façade, flooring, lighting, restrooms and other areas. This project is included in BGR’s FAA approved 5-year Capital Improvement Plan (CIP). This grant will fund 90% of the project with the additional 5% coming from the State and 5% coming from the airport.

Motion to accept by Civiello and seconded by Nealley.

Meeting Adjourned