

Meeting Agenda  
City of Bangor Airport Committee  
City Council Chambers 3<sup>rd</sup> Floor  
August 11, 2015

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

Agenda:

1. SSR, LLC, lease agreement.

Airport Director Caruso indicated that Herb Sargent, President of SSR, LLC desires to lease Bay 1 within Hangar #123 located at Bangor International Airport. This is a three (3) year term, with two (2) one-year options for extensions, for the lease of the hangar bay. The lease rate includes an increase each year, based on the annual CPI change, and shall not exceed 2.5% each year. Lessee shall pay the cost of all utilities furnished and consumed on the demised premises, including electricity, gas, heat, water, and stormwater and sewer user fees. This lease agreement has been reviewed and approved by City Legal.

Motion to approve by Nealley and Faircloth

2. Airport Statistics-July 2015.

Marketing Director Bahr indicated that July 2015 was the best July! The monthly passengers was at 59, 230! This was an increase by 3.56%. The YTD was down by 5.47%. Airline load factors were, Allegiant Air at 92%, Delta at 77%, and United at 86% and US Airways at 85%. Market Share Allegiant at 15%, United at 12%, Delta at 35% and US Airways at 38%. Total Operations we were down by 3%, Total landings down by 7%, Total Domestic landings down by 3%, Total Landings Cargo was up by 1% and Total weight Cargo was also up by 3%... Fuel sales are stabilizing. The fuel sales are still continuing trending from the previous months. The Retail was up by 21.3%, DOD down by 73.8%.

3. Airport car rental concessions update-RFP issued.

Airport Director Caruso indicated that the RFP has been issued. This is a key piece of revenue for the Airport. We receive revenue from the parking spaces, maintenance space, counter space and a percentage of gross sales. We currently have five spots being occupied

by National, Hertz, Budget, Avis and Alamo. In mid to late September we will be having our recommendations. These are for a five year term.

4. Airport Construction projects-update:
  - a. Domestic terminal renovations.

Airport Caruso presented the Committee with a few pictures of the cosmetic work for the new Airline ticket counter space, with the new floor, ceiling and walls. Also, he showed pictures of the new baggage belt and TSA baggage area. He also indicated that work is also being done to the front of the terminal. The renovations are on schedule and right on budget!

Meeting Adjourned