

**Greater Binghamton Airport
Airport Advisory Board
April Minutes
April 12, 2023**

Call to Order: 6:01 PM

In Attendance: Dennis Moulton, Diana Labelle, Michael Gorman, Lois Augustini, Terry Hebbard, Vincent Pasquale, Chris Pelto

Discussion on Acceptance of Meeting Minutes and Briefings

January, February, and March Meeting Minutes Acceptance

Motion to Accept Minutes by: Vincent Pasquale

Seconded by: Diana Labelle

Motion Accepted by all in Attendance.

Board Organizational Business

Open officer positions of Secretary

Open positions and suggestions for members

Special Reports – Projects – Activities:

✈ **Air Service Updates**

- *Air Service Development meetings at Routes America 2023 recap*
 - *Alaska*
 - *Avelo*
 - *American*
 - *Boutique*
 - *Delta Air Lines*
 - *MWAA*
 - *Skywest Airlines*
 - *Southern Airways Express*
 - *UPS*
- **Avelo**
 - *Enplanements – see attachment*
 - *Updated discount codes going out over the next few weeks alongside the final push for phase 1 marketing.*
- **Delta**
 - *Enplanements are starting to climb slowly. Good response from the community for those who have used it.*
 - *Meeting with Delta's marketing team went well. We sent them lots of information and they were impressed that we are being proactive in addition to including them.*
 - *Recent market reductions in small markets of State College, PA and LaCrosse, WI*

✈ Projects, Grants, and Solicitations

- *Upstate Airport Revitalization Competition Grant “Terminal Rehabilitation and CBP Building project”*
 - *Design is underway*
 - *Project cost estimations were at \$41M, reduced to \$3*
 - *Project schedule is currently in our hands with the first bid package set to go out in June. We expect 4 bid packages of various items from long lead items, to foundations, to finishes.*
 - *Weekly focus design meetings being conducted = Electrical, Architecture, HVAC, CBP, etc.*
 - *Next week we get our Public Labor Agreement (PLA) study back for review and if it makes sense, we’ll move forward with negotiating the labor agreements.*
 - *We have not gotten approval to share renders yet, but will by the end of this month.*
 - *Public communication plan to follow schedule release in May.*
 - *Parking project is a sub project*
 - *Design is continuing.*
 - *CBP is a sub project*
 - *Building Demolition Bid came back about \$100k higher than anticipated. We’re working through this and will try to reduce that cost.*
 - *Working through the design with CBP’s items included the first draft of the project cost was \$8.4M. Which is way too high as the anticipated and budgeted amount is \$5.8M.*
- *EMAS design is almost complete. We had the construction bid come back this past month with bids coming in as expected. Low bid was about \$2.75M. The FAA ADO staff came in person to see our EMAS and agreed that this work needed to be funded this year (2023) fully. So, block procurement and construction funding will be secured for 2023’s AIP.*
- *Taxiway A Design 70% complete. Construction moved to 2024. Applied for discretionary supplemental funding on 1/30/2023, still waiting to see the outcome.*
- *AvGas Self-serve Fuel Farm – Peter to provide an update on this.*

✈ Miscellaneous

- **NYAMA Advocacy Day**
- **Open Positions**
- **Airport Emergency Plan Tabletop exercise**
- **HOPE – Animal Assisted Crisis Response Training**
- **Wings for All event April 30th**
- **Sertoma Club presentation**

Discussions: *Mark mentioned that there remain four positions open on the Advisory Board, and if anyone had any suggestions to let him know. Mark is also*

looking into whether Paul Deamer is still at Lockheed Martin since we have not been able to get in contact with him via email. Dennis Moulton asked what the most effective marketing tool for Avelo was, and Mark stated that at this point it was “word of mouth”. There were discussions on Airlines filing for Section 135 to reduce seat capacity on some planes to allow changes to Pilot restrictions. Mark mentioned possibility of second Avelo flight, Diana Labelle asked if this would increase the minimum revenue guarantee. Mark stated that it would not increase the guarantee.

Adjournment: 7:04 PM

Motion to Adjourn by: Dennis Moulton

Seconded by: Vincent Pasquale

Motion Approved by all in attendance.