

**Greater Binghamton Airport  
Airport Advisory Board  
January Minutes**

January 11, 2022

**Call to Order 6:07 PM**

**In Attendance:** Dennis Moulton, Diana Labelle, Jim Vanhart, Annette Chamberlain, Michael Gorman, Per Strombaug, Terry Hebbard, Chris Pelto.

**Discussion on Acceptance of Meeting Minutes and Briefings**

October Meeting Minutes Acceptance  
November Meeting Minutes Acceptance  
December Meeting was cancelled

**Motion to accept Minutes by:** Diana Labelle

**Seconded by:** Dennis Moulton

**Motion accepted by all in attendance.**

**Board Organizational Business**

Retirements (Annette, Jim, Mark)

Transfer of Chair to Diana LaBelle – *No transfer need because Gorman is a 2 year term through 2023.*

Open officer positions of Secretary and Vice Chair – *Just Secretary needed*

Board reappointments – *Appointments are on the January Broome County Legislative session to be approved for all members.*

Open positions and suggestions for members

**Special Reports – Projects – Activities:**

➔ **Air Service Updates**

- Avelo
  - *Enplanements – Full flights around the holidays and then it drops off a bit to about 65% -75% capacity (130-140)*
  - *Public perception (scores) – Peter to address the numbers shown in the ‘all stations’ call last week. Lots of positive feedback from passengers.*
  - *Team – Our team has been tremendous. The hustle has been improving, our knowledge and willingness have also improved. There have been several individuals that have been outstanding, these people include Peter LoPiccolo, Lilia Woodward, Joe Colletti, Katy Portz, Joe Hektor, Jerry Geertgens.*

- *Addressing any problems immediately. Examples include the towbar on the inaugural flight; jetbridge issues; customer service complaints or lost baggage; etc.*
- *Marketing – We’ve spent about \$75-100k in marketing thus far. We have about \$100k left for the remainder of the contract.*
  - *Mello Avelo and possible contests + unique codes for businesses*
  - *Digital Marketing – social media, websites, and digital spaces*
  - *Print media sources – billboards, coasters, and seeking banners*
  - *Word of mouth*
- **Delta**
  - *LGA – Switch to 2 flights a day on a CRJ-900 on January 9<sup>th</sup>*
  - *Avelo friction – Parking of aircraft has been an issue that has come up because of the larger size and the proximity between gates 5 and 6. Additionally the deice truck and staffing has been a point of contention because G2 has been upset they didn’t get the Avelo flight schedule. Delta feels that they aren’t prioritized, so I’ll need to work to foster that feeling of value for Delta again.*
- **Flight Schedule** – See the attached schedule
- **Future Prospects/ Airline or destination targets**
  - *We will still be utilizing the SCASD to get another route to the DC area*
  - *An option now that we have CRJ-900’s is ATL, or even JFK. I will reach out to Delta to determine their appetite for this service.*
  - *Fort Myers or another Florida location with Avelo in the summer or fall if our current service continues to do well.*

➔ **2022 Year End Review** – *Discussed the attachment and all the items that occurred in 2022.*

### ➔ **Projects, Grants, and Solicitations**

- **Upstate Airport Revitalization Competition Grant “Terminal Rehabilitation and CBP Building project”**
  - *Design is underway*
    - *We have been utilizing some existing County contracts and broken out a few projects as sub projects to keep the timeline moving forward*
    - *Parking project is a sub project*
    - *CBP is a sub project*
  - *Phasing to keep the terminal open and functional throughout the project. Airline counters, TSA, FBO, Rental Cars, etc.*
  - *Bid package anticipations – April, May, July for the packages. April being the long lead times like Jetbridges, HVAC, etc. May for exterior and foundational work. July for the interior work.*

- *PLA study is being conducted. We should be working to make a determination this month. Negotiations with labor unions to follow if a decision to go that route is made.*
- *Public communication is extremely important and we'll be creating a plan to push out communication to our customers.*
- *AvGas Self-serve Fuel Farm – Project is 95% complete. We can't seem to get over that last hump as there have been several items that have become difficult such as a phone line.*
- *Taxiway A Design 70% complete. Construction moved to 2024 (NOFO application for 2023 discretionary)*
- *EMAS design 70% complete; block procurement and construction for 2023*

**✈ Miscellaneous**

- **Parking revenue review**  
*2 part story – Flights and Equipment*

✈ 2019	-	\$352,215.41	–	3 Delta Flights daily
✈ 2020	-	\$74,968.10		(-370%)
✈ 2021	-	\$60,237.20		(-24%)
✈ 2022	-	\$87,617.75		(31%)
✈ 2023	-	?		
- **2023 Goals**
- **Thank you again to all who serve on the board and who have served in the past**  
Discussion

Airport Advisory Board Meeting Attachments:

Page 1 – Agenda

Page 2 – Agenda

Page 3 – Flight Change in January 2023 and Avelo Performance

Page 4 – 2022 Year End Review

Page 5 – 2022 Year End Review

Page 5 – November Meeting Minutes

Page 6 – November Meeting Minutes

Page 7 – October Meeting Minutes

Page 8 – October Meeting Minutes

Page 9 – October Meeting Minutes

**Adjournment at: 7:15 PM**

**Motion to Adjourn by:** Terry Hebbard

**Seconded by:** Diana Labelle

All attending in favor.