

Greater Binghamton Airport Airport Advisory Board December Agenda

December 14, 2023

Call to Order

Discussion on Acceptance of Meeting Minutes and Briefings

Minutes from September and October and November

Board Organizational Business

Open positions and suggestions for members

Jim Naylor from Lockheed Martin Owego a perspective addition to our Board, still awaiting his response

Special Reports – Projects – Activities:

✈ Air Service Updates

November enplanements attached

Avelo:

Continuing to meet with Avelo regularly. They've had some turnover in their mid-manager level. We've got a meeting with them on Monday to discuss additional routes (see slides). Seeing the holiday traffic pick up and we'll keep a close eye on competition in AVP, ELM, and SYR.

Delta:

Shifting back to DTW on January 8th with only 1 flight a day to start. This is in line with their typical winter schedule pull back at BGM. They will continue to fly the CRJ-900's. Service to LGA will discontinue January 7th.

We are setting up a meeting with their network team in early February to review performance and provide an outlook for Q3 2024 and the possibility of adding a second flight into the network. We'll look to provide them savings in several areas at the airport in 2024 as well as some possible incentives.

We've got meetings set with UA for early January to discuss service options to IAD to continue to expand their footprint. They'd like to go up to 600+ flights a day from IAD in the coming years. BGM should be a part of those plans.

We're putting together an aggressive marketing plan that will encompass both Delta and Avelo destination to keep pushing service to/from BGM.

✈ General Aviation Updates

BAC award to Titan Fuels

Start date dependent on trucks. We have purchased a used 100LL truck and a new 5,000 gallon JetA truck. Titan will lease us a 5000 and 3000 gal truck. We will also be setting up training with them for our team.

We have filled several positions as of now and will continue our hiring in conjunction with our start dates.

Airshow planning in early stages. We expect to do a media event November 30th or December 1st with the Blue Angels. We're working on our Hotel solicitations as well as sponsorship opportunities.

✈️ **2024 Airshow**

Visit by the US Navy Blue Angels on 11/30-12/1. We reviewed hotels and gyms for their uses. They are bringing their 7 planes and 75-85 people total.

We're working on our performer budget and additional armed forces performers. In addition to the BA's we're expecting the US Army Golden Knights. We're trying to get the 174th from SYR to bring their UAV's to do fly overs as well.

Hotel solicitation has been sent out.

We will be soliciting rental cars soon.

We are breaking out air show tasks and will begin assigning them to our team and any additional people we have available.

We are taking any and all sponsors! Please provide us any contacts you may think that would be interested.

✈️ **Projects, Grants, and Solicitations**

Terminal Rehab Project

We are currently doing the Hazmat Mitigation Activities in the basement and various areas that are known to have asbestos on the first floor and basement. They expect to be done with the main bulk of work by Christmas.

We are also doing enabling items in the parking lots (paving and curb cuts) to allow for changes in the spring. Contractors are moving in place to the tenant and rental car lots. The restaurant space has begun seeing renovations to prepare for bathrooms and the temporary hold room.

Bid package #2 was awarded to LeChase at \$18,422,000. Scheduling of activities will begin shortly.

Funding wise, we're not looking too good. We've put in an application for BIL funding through the FAA's AIP ATP 2024 program. We are doing value engineering exercises and working with NYS on our available options for the project. We're looking at various deliverables and items that could be reimaged.

When we do a ground breaking, we'd like you to join us. We'll provide details to you as soon as we get them.

Parking project:

Is out to bid. We expect bids back at the end of December. Estimates are favorable and looking like the project should be under budget!

CBP Project

Bidding to occur in December with bids returned in January.

GSE Award from NYS 2022 AIR-99 Grant program

Purchase of new Ground Support Equipment via the NYS Aviation Capital Grant program. The grant is for electric tugs, deice truck, baggage cart tug, and pickup truck with friction measuring.

2024 Projects: MTE Snow equipment, Taxiway A, EMAS installation

✈️ **Miscellaneous**

- **Holiday party 12/20 11:30a-1:30p – Please join us.**

Discussion
Adjournment

Airport Advisory Board Meeting Attachments:

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October Enplanement Report

2023

Delta	2019	2022	2023	Change 2019	Change 2022
Enplanements	3,750	1,044	2,400	-36%	130%
Deplanements	3,718	1,030	2,297	-38%	123%
Available Seats	4,450	1,550	4,114	-8%	165%
Load Factor	84%	67%	58%	-31%	-13%
Landing Weight	4,211,100	1,457,000	1,457,000	-65%	0%

Avelo	2023
Enplanements	1,081
Deplanements	890
Available Seats	1,512
Load Factor	71.5%
Landing Weight	1,170,400

TOTALS	2019	2022	2023	Change 2019	Change 2022
Enplanements	3,750	1,044	3,481	-7%	233%
Deplanements	3,718	1,030	3,187	-14%	209%
Available Seats	4,450	1,550	5,626	26%	263%
Load Factor	84%	67%	62%	-27%	-8%

November Enplanement Report

2023

Delta	2019	2022	2023	Change 2019	2022
Enplanements	3,098	928		-100%	-100%
Deplanements	3,115			-100%	#DIV/0!
Available Seats	4,100	1,550		-100%	-100%
Load Factor	76%	60%	#DIV/0!	#DIV/0!	#DIV/0!
Landing Weight	3,977,200	1,410,000		-100%	-100%

Avelo	2023
Enplanements	1,291
Deplanements	1,238
Available Seats	1,701
Load Factor	75.9%
Landing Weight	1,316,700

TOTALS	2019	2022	2023	Change 2019	Change 2022
Enplanements	3,098	928	1,291	-58%	39%
Deplanements	3,115	0	1,238	-60%	#DIV/0!
Available Seats	4,100	1,550	1,701	-59%	10%
Load Factor	76%	60%	76%	0%	27%

**Greater Binghamton Airport
Airport Advisory Board
November Minutes**
November 8, 2023

Call to Order: 6:00 PM

In Attendance: *Dennis Moulton, Diana Labelle, Joe Rizzo, Tom Spura*

Discussion on Acceptance of Meeting Minutes and Briefings

Minutes from September and October

Quorum not met, unable to accept Minutes

Board Organizational Business

Open positions and suggestions for members

Jim Naylor from Lockheed Martin Owego a perspective addition to our Board

Special Reports – Projects – Activities:

✈ **Air Service Updates**

September enplanements attached.

Avelo:

We have touched base with Avelo as we're working with a new person on their Airport Affairs side and two new network planners. There has been a good amount of turnover in both of those departments.

Delta:

We met with Delta a few weeks ago and they informed us that they were shifting back to DTW on January 8th with only 1 flight a day to start. This is in line with their typical winter schedule pull back at BGM. They will continue to fly the CRJ-900's. Service to LGA will discontinue January 7th.

We have pressed their network team to work with their Revenue department to ensure that pricing was close to competitors. This flight will be a RON. (remains over night).

SCASD comparisons:

Last month both AVP and ITH were awarded SCASD grants. Here's a snapshot of their awards and their ASD incentives. SEE ATTACHMENT.

✈ **General Aviation Updates**

FBO decision and progress – The County and Department of Aviation have made the decision to open, own, and operate a full service FBO. This decision was not arrived at lightly but took several years of discussion, planning, and development. It is in the best interest of the County and Airport to provide fuel service and other offerings found at a full service FBO. It will result in an additional revenue stream that will work to keep the Airport moving in the direction of self-sufficiency. Further, it will create jobs for the Department of Aviation. We will be able to utilize existing workforce and additional personnel in order to provide top of the line service to FBO and Airport Users.

Airshow planning in early stages. We expect to do a media event November 30th or December 1st with the Blue Angels. We're working on our hotel solicitations as well as sponsorship opportunities.

✈ Projects, Grants, and Solicitations

Terminal Rehab Project

Bid package #1 has been awarded to LeChase as the GC. Awarded for \$11,294,000. A working schedule should be ready by next week.

Bid package #2 was awarded to LeChase at \$18,422,000.

Bid-Package #3 will be received tomorrow.

Funding wise, we're not looking too good. We're hitting the upper end of our budget. We've put in an application for BIL funding through the FAA's AIP ATP 2024 program. We received \$7M earlier this year from the 2023 funding and stand a good chance for another \$8M from the 2024 funding source.

We'd like you to join us for the groundbreaking at the End of the Month. We'll provide details to you as soon as we get them.

Parking project:

We are at 60% design for the project and expect to have it out to bid in November. This is a smaller project, but extremely important for our revenue generation moving forward.

CBP Project

This project is moving forward. We're expecting bidding to occur in December with construction in Q2 2024

GSE Award from NYS 2022 AIR-99 Grant program

A grant announcement was made by the Governor last month for our application to purchase new Ground Support Equipment via the NYS Aviation Capital Grant program. The grant is for electric tugs, deice truck, baggage cart tug, and pickup truck with friction measuring.

✈ Miscellaneous

- *Hosting NYAMA Board meeting 11/14*
- *2024 Budget*

Discussion: *There was a lot of discussion regarding First Air and the FBO that will be operated by the airport. Mr. Heefner stated that this would encourage competition and better pricing, a few Board Members suggested a Pilot Shop in the new FBO, Mr. Heefner said he would investigate that option. Mr. Rizzo asked if the Board would be able to tour the FBO when it becomes operational, Mr. Heefner affirmed that he would set up a tour for the members. Outdoor anchors were discussed but not affirmed.*

Adjournment: 7:05 PM

Motion for Adjournment by Joe Rizzo, seconded by Dennis Moulton. Motion Passed.

Greater Binghamton Airport Airport Advisory Board October Minutes

October 11, 2023

Call to Order @6:00PM

In attendance: Dennis Moulton, Diana Labelle, Michael Gorman, Louis Augustini, Terry Hebbard, Tom Spura, Mark Heefner, and Peter LoPiccolo

Discussion on Acceptance of Meeting Minutes and Briefings

Minutes from July – *motion to accept July Minutes by Diana Labelle, seconded by Louis Augustini, motion passed.*

No minutes from September (will be available for next meeting)

September and October meeting minutes will be postpone to next meeting

Board Organizational Business

Open positions and suggestions for members

Welcoming a new member: Tom Spura (*Correction of name spelling to Spura*).

Mark Heefner introduced Mr. Spura to the group. Mr. Spura made an opening statement on his career history. He stated he looks forward to representing the local GA community/interest.

Mark Heefner continue to discuss membership of the Advisory board and encouraged members to invite other businesses to the board. Mr. Heefner emphasized the importance of getting Lockheed Martin back on the board.

Special Reports – Projects – Activities:

✈ Air Service Updates

Mrs. Labelle asked why we have seen less passengers on Delta. Mr. Heefner responded there are many reasons for the decrease in passengers, most prevalent is crew shortages, ATC shortages, and weather.

Mr. Hebbard asked if the ground handling for Avelo is going well? Mr. Heefner responded yes it is, we have additional help with David Hill moving to a supervisory role and becoming a GSC for weekend flights. This gives Mr. Heefner and LoPiccolo some relief after working each weekend since Avelo's inaugural flight.

Mr. Gorman mentioned how much employees of BAE systems love the Avelo flight and Promo codes. He asked if there are more codes that Mr. Heefner share them with him.

✈ General Aviation Updates

Mr. Heefner and Mrs. Labelle discussed connection Mrs. Labelle with Doug Goodrich for A&P/M&P schooling. Mrs. Labelle also mentioned that BCC is working with its lawyers on what to do with their aircraft still in the T-Hangars.

Mr. Moulton had a quick question on the Airshow and if Shultz will be the coordinating the show this year. Mr. Heefner said yes, he will.

This was followed up by Mr. Augostini asking what the board's expectations are for the Airshow. Mrs. Labelle also asked this question, suggesting volunteers from the school. Mr. Heefner responded that the Airport may be open to the idea of volunteers, the airport needs interns to help with administrative work. We will have listings for the position in December. The airport may need assistance with reviewing RFPs, as it has done in the past.

✈ Projects, Grants, and Solicitations

Mr. Hebbard asked specifically on the EMAS rehab. Mr. Heefner responded with construction is expected to be complete in June of 2024. TWY A is also in the works, and the Airport will do its best to make sure either projects affect the airshow.

✈ Miscellaneous

- 2024 Air Show July 6 & 7
- FIDS boards and use of digital screens

Mr. LoPiccolo mentioned how the FID boards new software is working well. The boards show information of upcoming airport and local events. Example of this local collaboration is the Binghamton Forum poster boards showing this seasons shows and in exchange with the forum, the Airport has a free ad in all their playbills. Mr. Heefner added if board members would like the Airport to put up their company's ad, they are welcome to reach out to Mr. LoPiccolo or himself directly for more information.

- Halloween at the Airport 10/31 11a-2p

Mrs. Labelle asked if the Geothermal pad will be expanded or utilized in the upcoming terminal rehab. Mr. Heefner said it will not, and the pad will be decommissioned. Mr. LoPiccolo added the current geothermal created for this pad will be added to the new HVAC system at the airport.

Discussion

Adjournment

Motion to adjourn by Mr. Moulton, seconded by Mrs. Labelle. Motion passed at 6:50PM

Airport Advisory Board Meeting Attachments:

Page 1 – Agenda

Page 2 – Enplanement report for July and August report

Page 3 – Year over Year enplanement report

Page 4 – Project Funding Sheet (simple)

Page 5 – July Meeting Minutes

Page 6 – July Meeting Minutes

Greater Binghamton Airport Airport Advisory Board September Minutes

September 6, 2023

Call to Order: 6:02

In Attendance: Diana Labelle

Discussion on Acceptance of Meeting Minutes and Briefings

July Meeting Minutes Acceptance

Unable to Accept Minutes due to quorum not being met.

Board Organizational Business

Open positions and suggestions for members

Welcoming a new member pending the Resolution passing this Month: Tom Spurra

Special Reports – Projects – Activities:

✈ Air Service Updates

Takeoff 2023 Conference in Atlantic City did not go as expected. We did not have very many meetings. We expected to meet with Cape Air, Skywest, and

Avelo:

Continued conversations with Avelo have been happening though and we've got a meeting scheduled with them next week to discuss another route (east or west coast of Florida, or MYR seasonal) as well as increased frequencies to MCO.

Load factors for July were AWESOME (93% round trip, 95.3% enplanement) and August did well too (86%RT, 88% enplanement).

Delta:

Delta continues to see their enplanements rise in July. We expect that August will continue the trend or at the very least hold steady. They almost have hit out 2019 enplanement numbers in July and have slightly surpassed the available seats when compared to 2019.

We have seen a lot of cancelations and delays throughout the Delta system that has not gone unnoticed by our passengers. We have had less than the overall aviation system, but it hurts us more as we have limited flights in which to make up the delays and cancellations.

We hope it will improve soon.

✈ General Aviation Updates

PETER: AvGas fuel farm operational and being used

T-Hangar Leases

Hangar 1 Lease for a Beech-18

✈ Projects, Grants, and Solicitations

Bid package #1 has been awarded to LeChase as the GC. They were the low bid out of Mancini, Streeter, and theirs. The contract was awarded for \$11,294,000. This is mainly the

long lead items, foundations, and phase 1 items. We expect to break ground later this month for the Construction project.

Bid package #2 is “on the street” now and we had LeChase and Mancini at the pre-bid conference in addition to some smaller companies. We’ll be getting the project estimate for that next week prior to the bids coming in. The bid package is nearing completion of the design as we’ve gotten code review, responses from TSA, and ATC. We should have a final addendum released this week.

We’re working through the contract side of the Construction Project with the Engineer currently and should have it ironed out by next week. We’re also about 75% through the design of Bid Package #3.

We’d like you to join us for the ground breaking at the End of the Month. We’ll provide details to you as soon as we get them.

✈ NYAMA Fall Conference 2023

Peter and I attended the NYAMA Fall Conference this past week. It was insightful and helpful for us to attend. We had lots of productive networking discussions. The sessions provided us with a list of items that we either need to brainstorm, do, or review with our team. It is always exciting to see how other Airports and industry experts do things and bring that back to our team.

✈ Miscellaneous

- **2024 Air Show July 9&10**
- **FIDS boards being installed**
- **Personnel changes (Kliment)**

Discussion: *Cape Air may provide service to Philadelphia in 6 to 8 months.*

Diana mentioned that if the BCC plane was still at the airport that she had books for the plane that should be in the plane. Diana inquired that if LeChase were to win both bids would they be able to handle both having enough employees and the time limits per bid.

During discussion of the 2024 Airshow Diana asked about the format of the show, was it going to be done Drive-in style or the way it was done in previous years. Mark stated that it would not be drive-in style and that it would make it more interactive for attendees.

Peter has received the parts needed for the FID Boards, and they should be up and running soon.

There was discussion regarding the participants of the Honor Flight taking a bus this year instead of flying out. Peter mentioned that this was probably easier for the participants.

Adjournment: 6:33 PM