

Greater Binghamton Airport
Airport Advisory Board
January Agenda
January 11, 2024

Call to Order

Discussion on Acceptance of Meeting Minutes and Briefings
Minutes from December 2023*

Board Organizational Business

Board changes, Chair and Vice Chair (Diana and Terry)
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:

✈ **2023 Year End Review**

✈ **Air Service Updates**

December enplanements attached

Avelo:

We have had many calls with Avelo over the past several weeks. They proposed and are following through with a seasonal service pause. The pause will be 5/1/2024 through 6/11/2024. Our numbers from 2023's summer are much better than other airport's and therefore our pause is only 1 month. However, many planes came to Avelo around the same time and are therefore due for "C – Checks" which is a longer process. This also give us an opportunity with construction (Terminal and airside), air show planning, and work with the FBO.

Keeping a close eye on competition in AVP, ELM, and SYR.

Delta:

Shifted 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. We have a meeting with their network team in February 15 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 had a meeting with UA yesterday 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 and have more planes coming online soon.

We continue to work with our ASD team to ensure we have a good offer for new and additional service options.

✈ **General Aviation Updates**

Titan Fuels conversations

Start date dependent on trucks. Our used 100LL truck is onsite and a new 5,000 gallon JetA truck has been ordered. Titan will lease us a 5000 and 3000 gal truck. We are also in the middle of training for our team.

We are continuing to fill positions and will continue our hiring in conjunction with our start dates.

✈️ **2024 Airshow**

Airshow planning in early stages. We've completed our Hotel solicitation and will be evaluating them next week. We hope to have some contracts set up by end of the month/ early February. We're working on the budget, air show performers, and vendor items.

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

Our budget has been increased and passed the Broome County Legislature on the final December session.

We will be awarding the 3rd contract next week.

We've completed the initial HMA work in the crawlspace and have moved to the secondary crawlspace that should be done by the end of this month.

We're moving forward with the Temporary hold room, bathrooms, and the usage of gate 1 as per BP#1.

The schedule for BP#2 is currently being created and will be released to our team shortly.

A considerable amount of Value Engineering has been taking place as the bids were higher than expected, resulting in a tighter budget.

We believe we have secured additional ATP funding, but are awaiting word from the Feds on this program application.

Parking lots

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:

We received the bids on this and they were about \$75k below our estimates! We are working to award the bid and start the initial EBO (NYS required) items with the contractors.

CBP Project

This project is currently out to bid. We expect to have bids in hand at the end of this month.

GSE Award from NYS 2022 AIR-99 Grant program

We have begun getting prices for electric tugs, deice truck, baggage cart tug, and pickup truck with friction measuring, utilizing our State and Federal contracts. We hope to get the majority of this equipment in house this year.

2024 Projects: MTE Snow equipment, Taxiway A, EMAS installation are all moving forward

✈ **Miscellaneous**

- **Internships posted (Marketing, Event Planning)**
- **NYAMA Advocacy Day February 13-14***

Discussion
Adjournment

Airport Advisory Board Meeting Attachments:

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2023 Advisory Board Year End Review

- **Air Service Development**

- Avelo Airlines – DIRECT SERVICE to Orlando, Florida (MCO) 2 times per week
 - Service started 11/16/2022, Wednesdays and Saturdays
 - BGM Team doing the ground handling and customer service
 - Handled 2 diversions from other airports this year
 - 2023 total enplanements =
- Delta Airlines – Service change announced from DTW to LGA and announced back to DTW
 - 76-seat CRJ-900
 - 2 round trip flights a day to LGA
 - 2023 enplanements=
- Airline Meetings
 - Routes America
 - Routes Takeoff
 - Avelo and Delta meetings throughout the year

- **Employee Changes**

- 2 Ops hires, 1 recent departure, 1 current opening
- 2 full time FBO positions opened, 4 part-time positions opened, 1 manager position opened, 1 account clerk position opened
- Jeffery Kliment retirement from Airport Maintenance Supervisor position
- David Hill promoted to Airport Operations Supervisor
- 4 parking positions filled total
- 3 maintenance positions cycled through, 1 currently unfilled

- **Non-Commercial Aviation Development and Opportunities**

- NOAA lease updated (2022 start date)
- ATC lease ongoing negotiation
- TSA lease updated
- Collaboration with the Agency (IDA)
- Solar farm moving forward through the various approvals
- Goodrich move to Hangar I

- **FBO – BGM Aviation Services**

- GSE start
 - Equipment – tugs, carts, bag belt, deice truck
 - Training

- Personnel additions
 - Fuel solicitation awarded to Titian Aviation Fuels
 - Equipment purchases – 100LL Truck, JetA truck, leasing JetA trucks
 - Hangar 1 temporary location for FBO
- **Projects and Grants**
 - AvGas Self-serve Fuel Farm completed and running
 - NYS Upstate Airport Revitalization Competition (\$39.5M total Application)
 - FAA BIL award \$7M added to project
 - Design completed
 - Construction started in September, 2023
 - EMAS project funded (\$13M) in 2023
- **Miscellaneous**
 - No major injuries
 - FIDS

November Enplanement Report

2023

Delta	2019	2022	2023	Change 2019	2022
Enplanements	3,098	928	2,158	-30%	133%
Deplanements	3,115		2,136	-31%	#DIV/0!
Available Seats	4,100	1,550	3,616	-12%	133%
Load Factor	76%	60%	60%	-21%	0%
Landing Weight	3,977,200	1,410,000	4,055,400	2%	188%

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	3,449	11%	272%
Deplanements	3,115	0	3,374	8%	#DIV/0!
Available Seats	4,100	1,550	5,317	30%	243%
Load Factor	76%	60%	65%	-14%	8%

December Enplanement Report

2023

Delta	2019	2022	2023	Change 2019	Change 2022
Enplanements	3,112	920		-100%	-100%
Deplanements	3,052	915		-100%	-100%
Available Seats	4,000	1,496		-100%	-100%
Load Factor	78%	61%	#DIV/0!	#DIV/0!	#DIV/0!
Landing Weight	3,666,000	1,419,200		-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	3,112	920	1,291	-59%	40%
Deplanements	3,052	915	1,238	-59%	35%
Available Seats	4,000	1,496	1,701	-57%	14%
Load Factor	78%	61%	76%	-2%	23%