

**Greater Binghamton Airport
Airport Advisory Board
October Agenda**
October 11, 2023

Call to Order @6:00PM

In attendance: Dennis Moulton, Diana Labelle, Michael Gorman, Louis Augostini, 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 Augostini, 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:

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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

July Enplanement Report

2023

| Delta | 2019 | 2022 | 2023 | Change 2019 | Change 2022 |
|-----------------|-----------|-----------|-----------|-------------|-------------|
| Enplanements | 3,056 | 1,138 | 2,247 | -26% | 97% |
| Deplanements | 2,902 | 1,173 | 2,176 | -25% | 86% |
| Available Seats | 3,350 | 1,620 | 3,520 | 5% | 117% |
| Load Factor | 91% | 70% | 64% | -30% | -9% |
| Landing Weight | 3,149,000 | 1,524,000 | 3,679,900 | 17% | 141% |
| 6 CXL | | | | | |

| Avelo | | | 2023 | |
|-----------------|--|--|-----------|--------------|
| Enplanements | | | 1,621 | |
| Deplanements | | | 1,534 | |
| Available Seats | | | 1,701 | |
| Load Factor | | | 95.3% | *enplanemets |
| Landing Weight | | | 1,170,400 | |

| TOTALS | 2019 | 2022 | 2023 | Change 2019 | Change 2022 |
|-----------------|-------|-------|-------|-------------|-------------|
| Enplanements | 3,056 | 1,138 | 3,868 | 27% | 240% |
| Deplanements | 2,902 | 1,173 | 3,710 | 28% | 216% |
| Available Seats | 3,350 | 1,620 | 5,221 | 56% | 222% |
| Load Factor | 91% | 70% | 74% | -19% | 5% |

August Enplanement Report

2023

| Delta | 2019 | 2022 | 2023 | Change 2019 | Change 2022 |
|-----------------|-----------|-----------|-----------|-------------|-------------|
| Enplanements | 3,980 | 1,081 | 2,413 | -39% | 123% |
| Deplanements | 3,903 | 1,185 | 2,433 | -38% | 105% |
| Available Seats | 4,446 | 1,576 | 4,120 | -7% | 161% |
| Load Factor | 90% | 69% | 59% | -35% | -15% |
| Landing Weight | 4,184,100 | 1,485,100 | 4,355,800 | 4% | 193% |
| | | | 1CX of 58 | | |

| Avelo | | | 2023 | |
|-----------------|--|--|-----------|--|
| Enplanements | | | 1,501 | |
| Deplanements | | | 1,471 | |
| Available Seats | | | 1,701 | |
| Load Factor | | | 88.2% | |
| Landing Weight | | | 1,170,400 | |

*enplanemets

| TOTALS | 2019 | 2022 | 2023 | Change 2019 | Change 2022 |
|-----------------|-------|-------|-------|-------------|-------------|
| Enplanements | 3,980 | 1,081 | 3,914 | -2% | 262% |
| Deplanements | 3,903 | 1,185 | 3,904 | 0% | 229% |
| Available Seats | 4,446 | 1,576 | 5,821 | 31% | 269% |
| Load Factor | 90% | 69% | 67% | -25% | -2% |

| Avelo | | Delta | | YoY % Change | | Delta | | Delta | | Delta | | Delta | |
|--------|-------|-------------|-------|--------------|--------------|-------|--------------|-------|--------|--------|-------------|--------|--------|
| Pass. | Seats | Load Factor | Pass. | Seats | YoY % Change | Delta | YoY % Change | Delta | Pass. | Seats | Load Factor | Pass. | Seats |
| | | | | | 50% | | | | 755 | 1,600 | 47% | 755 | 1,600 |
| | | | | | 46% | | | | 618 | 1,250 | 49% | 618 | 1,250 |
| | | | | | 70% | | | | 1,000 | 1,569 | 64% | 1,000 | 1,570 |
| | | | | | 39% | | | | 1,155 | 1,557 | 74% | 1,155 | 1,557 |
| | | | | | -10% | | | | 1,132 | 1,550 | 73% | 1,132 | 1,550 |
| | | | | | 11% | | | | 1,070 | 1,500 | 71% | 1,070 | 1,500 |
| | | | | | 20% | | | | 1,138 | 1,620 | 70% | 1,138 | 1,620 |
| | | | | | -2% | | | | 1,081 | 1,567 | 69% | 1,081 | 1,567 |
| | | | | | -10% | | | | 928 | 1,500 | 62% | 928 | 1,500 |
| | | | | | -11% | | | | 928 | 1,550 | 60% | 928 | 1,550 |
| Nov-22 | 627 | 945 | 66% | | 12% | | | | 947 | 1,628 | 58% | 1,574 | 2,573 |
| Dec-22 | 1,130 | 1,701 | 66% | | 5% | | | | 920 | 1,496 | 61% | 2,050 | 3,197 |
| | 1,757 | 2,646 | 66% | | | | | | 11,672 | 18,387 | 63% | 13,429 | 21,035 |

THESE REPORTS REFLECT THE INFORMATION RECEIVED FROM THE AIRLINES SERVICING BGM.

GREATER BINGHAMTON AIRPORT
YTD ENPLANEMENT REPORT

YTD Enplanement Report 2023 & 2024

| Avelo | | Delta | | YoY % Change | | Delta | | Delta | | Delta | | Delta | |
|--------|--------|-------------|-------|--------------|--------------|-------|--------------|-------|--------|--------|-------------|--------|--------|
| Pass. | Seats | Load Factor | Pass. | Seats | YoY % Change | Delta | YoY % Change | Delta | Pass. | Seats | Load Factor | Pass. | Seats |
| Jan-23 | 1,083 | 1,512 | 72% | | | | | | 885 | 3,362 | 26% | 1,968 | 4,874 |
| Feb-23 | 1,401 | 1,512 | 93% | | | | | | 971 | 3,602 | 27% | 2,372 | 5,114 |
| Mar-23 | 1,602 | 1,701 | 94% | | | | | | 1,272 | 4,336 | 29% | 2,874 | 6,037 |
| Apr-23 | 1,531 | 1,701 | 90% | | | | | | 1,387 | 3,996 | 35% | 2,918 | 5,697 |
| May-23 | 1,336 | 1,701 | 79% | | | | | | 1,966 | 4,252 | 46% | 3,302 | 5,953 |
| Jun-23 | 1,257 | 1,512 | 83% | | | | | | 1,982 | 3,726 | 53% | 3,239 | 5,238 |
| Jul-23 | 1,621 | 1,701 | 95% | | | | | | 2,247 | 3,520 | 64% | 3,868 | 5,221 |
| Aug-23 | 1,501 | 1,701 | 88% | | | | | | 2,413 | 4,120 | 59% | 3,914 | 5,821 |
| Sep-23 | | | | | | | | | | | #DIV/0! | 0 | 0 |
| Oct-23 | | | | | | | | | | | #DIV/0! | 0 | 0 |
| Nov-23 | | | | | | | | | | | #DIV/0! | 0 | 0 |
| Dec-23 | | | | | | | | | | | #DIV/0! | 0 | 0 |
| | 11,332 | 13,041 | 87% | | | | | | 13,123 | 30,914 | 42% | 24,455 | 43,955 |

| Grants procured for BGM | | | | | | |
|-------------------------|--|------------------|------------------|------------------|-----------------|-------|
| Year | Grant | Total | Federal | State | Local | Notes |
| TOTAL | | \$ 89,996,012.00 | \$ 31,739,292.00 | \$ 35,987,603.00 | \$ 3,800,367.00 | |
| 2023 | | | | | | |
| | EMAS Rehabilitation - Procurement and Construction | \$ 10,500,000.00 | | | | |
| | BILATP- Terminal Rehabilitation | \$ 7,250,000.00 | \$ 6,887,500.00 | \$ 181,250.00 | \$ 181,250.00 | |
| | Customs and border protection (terminal project) | | | | | |
| 2022 | | | | | | |
| | ARPA | \$ 1,012,940.00 | \$ 1,012,940.00 | | | |
| | Electrical Vault Rehabilitation - Construction | \$ 2,580,000.00 | \$ 2,322,000.00 | \$ 129,000.00 | \$ 129,000.00 | |

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

Call to Order

Discussion on Acceptance of Meeting Minutes and Briefings

June Meeting Minutes Acceptance

Board Organizational Business

Open positions and suggestions for members

No August Meeting

Special Reports – Projects – Activities:

✈ Air Service Updates

May enplanements show a continued rise for Delta Airlines. Our marketing and awareness for the LGA flights are paying off. We've had good feedback from customers on this. We're waiting for the June Enplanements from Delta as they're a little lagging at this point.

Avelo continues to show excellent sales and growth of passengers. In May we saw a small dip in overall passengers when compared to April because of the travel season and end of school. As expected, June showed a strong rebound throughout the month. July is trending even better than June for Avelo. We have had little to no problems with them and continue to ensure their planes and customers are well taken care of.

We're going to meet with Airlines at the Takeoff 2023 Conference in August. I hope to have productive conversations and move the SCASD grant we have to the DC area higher on the priority list. I am also expecting to have a productive conversation with Avelo about additional routes or frequencies.

✈ Projects, Grants, and Solicitations

Bid package #1 for the Terminal project is currently out on the street. We're expecting at least 3 CM companies to bid on it and are hopeful there will be more. We're waiting on the Engineer's estimate for the total bid package expected cost. We will have that prior to opening the bid in early August. Bid package #2 will follow in September and #3 will be in October. We are going to do a Walk-around BAC to award the contracts.

Old Maintenance project is continuing with the County house the next one they're knocking down after the Old Maintenance building.

Fuel farm project is 95% complete, but we're still ironing out items.

✈ Miscellaneous

- **Dream Flight** – *We hosted a dream flight that had 8 veterans fly in a vintage WWII plane over Broome County this past month. It was a great opportunity for us to honor our veterans.*

- **Budget submission** – *We have submitted our 2024 budget to the County Executive and are expecting to work through a few items to ensure we put forth our best budget for the Airport and County.*
- **July 26th 10:30am Fenton Library Children’s Storybook Reading** – *Please join us for the Fenton Library’s event as it is free for kids to attend.*
- **No August meeting**

Discussion
Adjournment

Airport Advisory Board Meeting Attachments:

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Page 2 – Enplanement report for May and Avelo’s June report

Page 3 – NYS DOT Economic Impact Study results for BGM

Page 4 – June Meeting Minutes

Page 5 – June Meeting Minutes

Page 6 – May Meeting Minutes

Page 7 – May Meeting Minutes