

**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 26<sup>th</sup> 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

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# May Enplanement Report

2023

Delta	2019	2022	2023	Change 2019	Change 2022
Enplanements	3,818	1,132	1,966	-49%	74%
Deplanements	3,771	1,074	1,834	-51%	71%
Available Seats	4,450	1,550	4,252	-4%	174%
Load Factor	86%	73%	46%	-46%	-37%
Landing Weight	4,183,000	1,457,000	4,355,800	4%	199%

Avelo	2019	2022	2023	Change 2019	Change 2022
Enplanements			1,336		
Deplanements			1,361		
Available Seats			1,701		
Load Factor			79%		
Landing Weight			1,316,700		

TOTALS	2019	2022	2023	Change 2019	Change 2022
Enplanements	3,818	1,132	3,302	-14%	192%
Deplanements	3,771	1,074	3,195	-15%	197%
Available Seats	4,450	1,550	5,953	34%	284%
Load Factor	86%	73%	55%	-35%	-24%

# June Enplanement Report

2023

Delta	2019	2022	2023	Change 2019	Change 2022
Enplanements	3,513	1,070		-100%	-100%
Deplanements	3,548	1,089		-100%	-100%
Available Seats	4,320	1,500		-100%	-100%
Load Factor	81%	71%	#DIV/0!	#DIV/0!	#DIV/0!
Landing Weight	3,948,000	1,410,000		-100%	-100%

Avelo			2023	
Enplanements			1,257	
Deplanements			1,237	
Available Seats			1,512	
Load Factor			83%	
Landing Weight			1,170,400	

TOTALS	2019	2022	2023	Change 2019	Change 2022
Enplanements	3,513	1,070	1,257	-64%	17%
Deplanements	3,548	1,089	1,237	-65%	14%
Available Seats	4,320	1,500	1,512	-65%	1%
Load Factor	81%	71%	83%	2%	17%

## PARKING REVENUE 2023

		Week 1	Week 2	Week 3	Week 4	Week 5	Total	Total Revenue for Month	Monthly Car Count	Enplanements	Load Factor
January	Cash	493.25	355.25	206.25	227.00		1,281.75		2463	1923	39%
	Credit Card	2,363.00	3,072.30	3,494.25	3,047.75		11,977.30	\$13,259.05			
February	Cash	283.75	404.50	658.00	676.75		2,023.00		3784	2372	46%
	Credit Card	4,392.75	3,599.10	3,673.50	6,521.50		18,186.85	\$20,209.85			
March	Cash	660.50	658.75	577.50	719.65		2,616.40		4321	2874	48%
	Credit Card	5,480.00	5,250.75	6,134.00	6,180.25		23,045.00	\$25,661.40			
April	Cash	818.70	532.25	552.50	449.25		2,352.70		3996	2900	51%
	Credit Card	6,215.00	6,937.00	4,463.00	5,772.00		23,387.00	\$25,739.70			
May	Cash	435.75	466.00	362.80	547.50		1,812.05		4001	3302	55%
	Credit Card	5,515.00	5,026.00	5,586.00	6,255.50		22,382.50	\$24,194.55			
June	Cash	398.00	446.25	269.85	435.75		1,549.85		2773	1257	83%
	Credit Card	5,687.50	4,336.00	4,818.00	6,892.70		21,734.20	\$23,284.05			
July	Cash						0.00				
	Credit Card						0.00	\$0.00			
August	Cash						0.00				
	Credit Card						0.00	\$0.00			
September	Cash						0.00				
	Credit Card						0.00	\$0.00			
October	Cash						0.00				
	Credit Card						0.00	\$0.00			
November	Cash						0.00				
	Credit Card						0.00	\$0.00			
December	Cash						0.00				
	Credit Card						0.00	\$0.00			
							Total Revenue for Year 2023	\$132,348.60	21338	14628	54%

## PARKING REVENUE 2022

		Week 1	Week 2	Week 3	Week 4	Week 5	Total	Total Revenue for Month	Monthly Car Count	Enplanements	Load Factor
January	Cash	78.00	205.60	66.00	144.00		493.60				
	Credit Card	646.00	451.00	353.00	743.00		2,193.00	\$2,686.60	500	755	47%
February	Cash	182.00	83.00	127.00	116.00		508.00				
	Credit Card	427.00	516.20	935.00	626.00		2,504.20	\$3,012.20	534	618	49%
March	Cash	121.00	241.05	202.20	299.25		863.50				
	Credit Card	874.00	933.00	1,059.00	1,699.00		4,565.00	\$5,428.50	1052	1000	64%
April	Cash	413.00	175.00	345.00	184.25	39.25	1,156.50				
	Credit Card	869.00	1,231.80	1,417.00	1,279.00	2,071.50	6,868.30	\$8,024.80	1023	1155	74%
May	Cash	211.50	70.50	270.00	110.75		662.75				
	Credit Card	1,780.75	2,114.15	1,766.25	1,359.50		7,020.65	\$7,683.40	1095	1132	73%
June	Cash	95.75	120.00	46.10	109.55		371.40				
	Credit Card	1,681.00	1,855.65	1,168.75	1,906.75		6,612.15	\$6,983.55	1407	1070	71%
July	Cash	128.25	55.25	73.25	151.10	86.30	494.15				
	Credit Card	1,402.25	1,505.75	1,175.50	1,393.45	1,609.50	7,086.45	\$7,580.60	1287	1138	70%
August	Cash	86.30	101.25	109.75	168.00	66.50	531.80				
	Credit Card	1,609.50	1,167.75	1,545.75	2,138.75	2,320.45	8,782.20	\$9,314.00	1469	1081	69%
September	Cash	112.60	109.25	56.50	125.05	133.75	403.40				
	Credit Card	1,637.50	1,122.00	1,526.90	1,963.00	2,056.95	6,249.40	\$6,652.80	1561	928	62%
October	Cash	44.50	99.75	286.75	263.75		694.75				
	Credit Card	1,835.25	2,099.75	1,833.50	1,685.50		7,454.00	\$8,148.75	2257	1550	60%
November	Cash	142.00	165.00	185.00	552.25		1,044.25				
	Credit Card	1,071.25	1,579.05	1,957.50	2,207.90		6,815.70	\$7,859.95	2270	1574	61%
December	Cash	253.75	427.05	266.75	179.50	704.70	1,831.75				
	Credit Card	3,114.85	2,352.25	1,608.00	1,130.75	4,205.00	12,410.85	\$14,242.60	2454	2050	64%
							Total Revenue for Year	\$87,617.75	16909	14051	64%

# Greater Binghamton Airport Airport Advisory Board June Minutes

June 14, 2023

**Call to Order: 6:02PM**

**Motion: Diana**

**Seconded: Dennis**

**In Attendance: Denis Moulton, Diana Labelle, Joe Rizzo,**

*No Quorum*

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

May Meeting Minutes Acceptance

*Terry Hebbard for Secretary*

*Paul Deamer – remove from advisory board members*

*Discussion on bring in more members from different companies*

## **Board Organizational Business**

Terry Hebbard filling Secretary Position

Open positions and suggestions for members

## **Special Reports – Projects – Activities:**

### **✈ Air Service Updates**

*Discussion on the perimeter rule proposed changes in government, what the rule is and what it means to BGM. Could negatively affect our Delta flight if the perimeter rule is revoked.*

- Avelo
  - Enplanements – see attachment
  - RSW difficulties
- Delta
  - Enplanements are starting to climb slowly. Good response from the community for those who have used it.
  - Gate assignments discussions
  - Phasing assignments
- Keeping Southern Airways Express in mind
- American Airlines/ JetBlue decision and the impact it has on our efforts
- UA's commitment to IAD
- Perimeter rule threats

### ✈ Projects, Grants, and Solicitations

- Upstate Airport Revitalization Competition Grant “Terminal Rehabilitation and CBP Building project”
  - Continued design process – 3-5 meetings each week with all areas including; Code, TSA, CBP, DPW, Design team, Tenants, ATC, etc.
  - FAA involvement – P&I changes to our ALP for Taxiways
- CBP is a sub project

#### ***Demo – County House and Old Maintenance Building expected completed by 7/26***

- Building Demolition and County House demo awarded to Gorick Construction and will begin in July.
- 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 complete. We expect to have the Construction fully funded in 2023 with construction completed in spring/early summer of 2024.
- Taxiway A Design 70% complete and halted. Construction moved to 2024. Applied for discretionary supplemental funding on 1/30/2023, still waiting to see the outcome.

#### ***Parking Revenue already over 2022 Revenue***

***Parking upgrades should be completed by mid 2024***

***County House land is a revenue producing - development opportunity***

***EMAS block procurement is 5 million grant (AIP)***

***Joe R. asked if the demo will affect Gate 4, answer: it will not***

### ✈ Miscellaneous

- Hiring
- Budget submission
- June 28<sup>th</sup> Fenton Library Children’s Storybook Reading

***Correction to the Fenton Library reading, it is July 26<sup>th</sup> at 10:30 in the observation deck***

**Discussion**

**Adjournment: 7:21PM**

**Motion: Dennis**

**Second: Diana**

Airport Advisory Board Meeting Attachments:

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# Greater Binghamton Airport Airport Advisory Board May Minutes

May 10, 2023

**Call to Order:** 6:04 PM

**In Attendance:** Dennis Moulton, Diana Labelle, Joe Rizzo, Michael Gorman, Terry Hebbard, Vincent Pasquale, Chris Pelto

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

April Meeting Minutes Acceptance

**Motion to Accept Minutes** by Joe Rizzo

**Seconded** by Diana Labelle, **Approved** by all in attendance.

## **Board Organizational Business**

*Open officer positions of Secretary*

*Open positions and suggestions for members*

*Terry Hebbard nominated to be Secretary of the Advisory Board*

## **Special Reports – Projects – Activities:**

### **✈ Air Service Updates**

- Avelo
  - *Enplanements – see attachment*
  - *Updated discount codes went out*
  - *Phase 2 marketing plan taking shape with approximately \$50k for next 6 months. Phase 3 approximately \$30k for final year of starting contract*
  - *Bud DISCUSSION*
- Delta
  - *Enplanements are starting to climb slowly. Good response from the community for those who have used it.*
  - *Discussing Terminal project and moving gates with them.*
- New service updates – *SCASD use potential with 2 airlines. 1 turboprop and 1 jet aircraft. Potential for either of them, but we're in a wait and see mode with both to see if they can clear their respective hurdles.*

### **✈ Projects, Grants, and Solicitations**

- *Upstate Airport Revitalization Competition Grant “Terminal Rehabilitation and CBP Building project”*
  - *Presentation made for the project that provides an outline and*
  - *Parking project is a sub project*
    - *Design is continuing.*



- *CBP is a sub project*
  - *Building Demolition to be awarded later in the month. County House also to be awarded at the same time.*
  - *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 complete. We had the construction bid come back this past month with bids coming in as expected. We expect to have the Construction fully funded in 2023 with construction completed in spring/early summer of 2024.*
- *Taxiway A Design 70% complete. Construction moved to 2024. Applied for discretionary supplemental funding on 1/30/2023, still waiting to see the outcome.*

**✈ Self-serve AvGas Fuel Farm**

- *Peter to provide an update on this and information regarding the event on Friday 5/12*

**✈ Miscellaneous**

- **Hiring**
- **Wings for All event April 30<sup>th</sup>**

**Discussion:** Joe Rizzo asked questions concerning the North and West Ramp areas, were the current tenants going to be prioritized, Mark stated that would be up to the FBO, Mark also stated that he would look into seeing if tenants could be prioritized during the design element. Terry Hebbard asked if the Airport had to keep an 89% load factor to keep Avelo, Diana Labelle asked if prices for tickets will increase if the load factor was not met. Mark replied that once established, numbers of passengers departing may play a factor in price adjustments to maintain the 80% load factor profit. Dennis Moulton asked about parking for the FBO once construction begins, Mark assured that the short-term parking area or the employee parking area would be utilized during construction so as not to affect the FBO. Terry asked about the state set time for the renovation, Mark replied that if the renovation is not completed in the timeframe set forth by the state that it would cost approximately \$5,000 a day for every day that construction goes past that completion date. Mike Gorman asked if the construction would affect the 2024 Airshow, Mark stated that the Airshow should not be affected due to it being on the weekend. Diana Labelle had concerns about the glass wall looking out onto the tarmac and how it may cause birds to crash into the glass, Mark stated that we have a large amount of glass now, and it has not been an issue to date.

**Adjournment:** Meeting was adjourned at 7:00

**Motion to Adjourn by:** Dennis Moulton

**Seconded by:** Terry Hebbard and agreed by all in attendance.