

**Greater Binghamton Airport
Airport Advisory Board
March Minutes**

March 8, 2023

Call to Order: 6:00 PM

In Attendance: Dennis Moulton, Diana Labelle, Michael Gorman, Lois Augustini, Chris Peltó

Discussion on Acceptance of Meeting Minutes and Briefings

February Meeting Minutes Acceptance

March Meeting Minutes Acceptance

Board Organizational Business

*Welcome Louie Augustini as the newly appointed Legislative Member Open officer positions of Secretary
Open positions and suggestions for members*

Special Reports – Projects – Activities:

➔ **Air Service Updates**

- Avelo
 - *Heat map for bookings attached*
 - *Enplanements – November 65%, December 66%, January 69%, February 93%* (Total in and out =83%)
 - *March 85% and counting (last meeting 49%), April 52% (as of 2/22)**
 - *Performance – Little to no delays. We've seen our route revenue grow each month. We've moved to the middle of the pack in route health, still we're climbing. Route is proving to get close to profitable.*
 - *NPS Scores – BGM top half consistently – Tell your friends to comment when prompted! Measures customer perception based on 1 question; How likely is it that you would recommend Avelo to a friend or colleague?*
 - *Updated discount codes going out over the next few weeks alongside the final push for phase 1 marketing.*
 - *Future Routes – RSW/TPA are still in the picture. Timing would be Q3-4 of 2023 depending on plane availability and slots*
- Delta
 - *Enplanements are still down - 26% load factor in January, seeing a rise in February though.*

- *Huge increase in seats! 76x2 = 152 Total seats a day on the CRJ-900*
- *LGA connections are much improved over DTW see attachment*
- *Meeting with Delta's marketing team next week to discuss ways to bring more awareness to all they have to offer*
- *TSA numbers – See handout for increase in traffic, shows 10 day window in February*
- *Future Prospects/ Airline or destination targets*

- *We still are trying to utilize the SCASD to get another route to the DC area*
- *Fort Myers or another Florida location with Avelo in the summer or fall if our current service continues to do well.*
- Routes Conference in two weeks
 - *Confirmed meetings as of now: Boutique Air, UPS, Alaska Airlines, Commonwealth Commuter Airways, SkyWest Airlines, American Airlines, Southern Airways Express*
 - *Speaking on a Marketing Panel as well*

➔ **Economic Impact Statement**

➔ **Projects, Grants, and Solicitations**

- Upstate Airport Revitalization Competition Grant “Terminal Rehabilitation and CBP Building project”
 - *\$7M award from FAA BIL ATP!!!!*
 - *Total project amount now approximately \$46.5M*
 - *Design is underway*
 - *Project cost estimations will be submitted this week. Reconciliation done later this week and team review on Monday next week.*
 - *Project schedule estimations expected in Mid-March*
 - *Weekly focus design meetings being conducted = Electrical, Architecture, HVAC, CBP, etc.*
 - *Should have some renders or design information to share with you next month*
 - *Public communication plan to follow schedule release*
 - *Bid package anticipations –May, July, September for the packages. May being the long lead times like Jetbridges, HVAC, etc. July for exterior and foundational work. September for the interior work.*
 - *Parking project is a sub project*
 - *Design is continuing.*
 - *CBP is a sub project*
 - *Building Demolition Bid currently on the street. Demo expected in April. Should include County House.*
 - *Working through the design – specific meetings with CBP*
- *AvGas Self-serve Fuel Farm – Project is 95% complete.*
- *Taxiway A Design 70% complete. Construction moved to 2024. Applied for*

discretionary supplemental funding on 1/30/2023.

- *EMAS design 70% complete; block procurement and construction for 2023. Bid on the street now. Bids expected back later this month. Applied for discretionary supplemental funding on 1/30/2023.*

➔ Miscellaneous

- **NYAMA Advocacy Day**

- **Meeting with Congressman Molinaro**
- **Wings for All event expected in April**
- **Rotary Tour restart if possible**

Discussions: *Dennis Moulton inquired about new flags for the Parking Lot, we are in the process of getting quotes to have them replaced. Chris Pelto inquired about the Women/ Minority percentage for the Renovation Project, and if we were anticipating any issues due to this, Mark explained that the requirement is 20% to 30% and like many others we are having an issue meeting this requirement for a few different reasons. Mickael stated that wished that there were some international connections and suggesting seeing if one LaGuardia trip could be switched to Kennedy Airport.*

Adjournment: 7:00 PM

Motion to Adjourn by: Dennis Moulton

Seconded by: Diana Labelle and agreed to by all in attendance.

Airport Advisory Board Meeting Attachments:

Page 1 – Agenda

Page 2 – Avelo Heat Map and NPS scores

Page 3 – Enplanement report, TSA throughput

Page 4 – Delta LGA connections

Page 5 – NYS DOT Economic Impact Study results for BGM

Page 6 – January Meeting Minutes

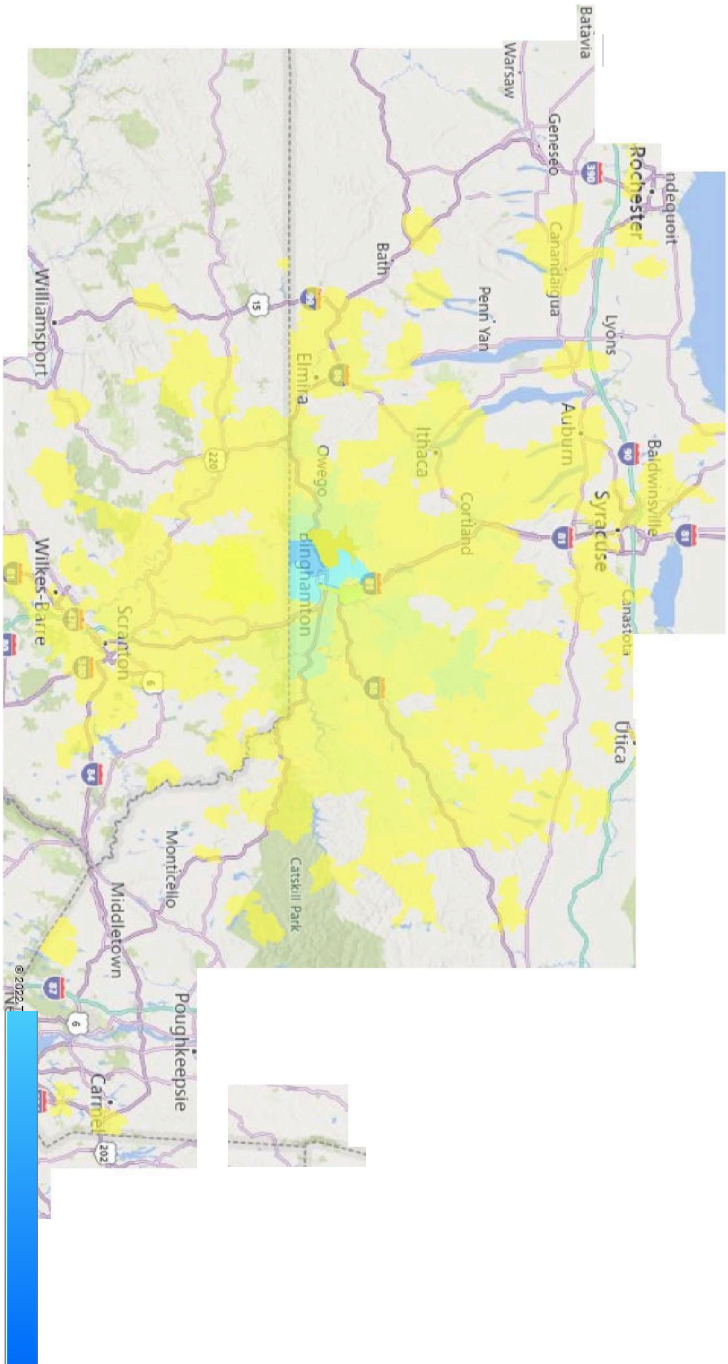
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February Enplanement Report

2022

Delta	2019	2022	2023	Change 2019	Change 2022
Enplanements	1,827	618	971	-47%	57%
Deplanements	1,858	433	932	-50%	115%
Available Seats	2,550	1,250	3,602	41%	188%
Load Factor	72%	49%	27%	-62%	-45%
Landing Weight	2,444,000	1,175,000	3,755,000	54%	220%

Avelo	2023
Enplanements	1,401
Deplanements	1,113
Available Seats	1,512
Load Factor	93%
Landing Weight	1170400

TOTALS	2019	2022	2023	Change 2019	Change 2022
Enplanements	1,827	618	2,372	-66%	284%
Deplanements	1,858	433	2,045	-77%	372%
Available Seats	2,550	1,250	5,114	-51%	309%
Load Factor	72%	49%	46%	-31%	-6%

2022 Mid-Winter Break (February 18-28, 2022) compared with Mid-Winter Break 2023 (February 17-27, 2023):

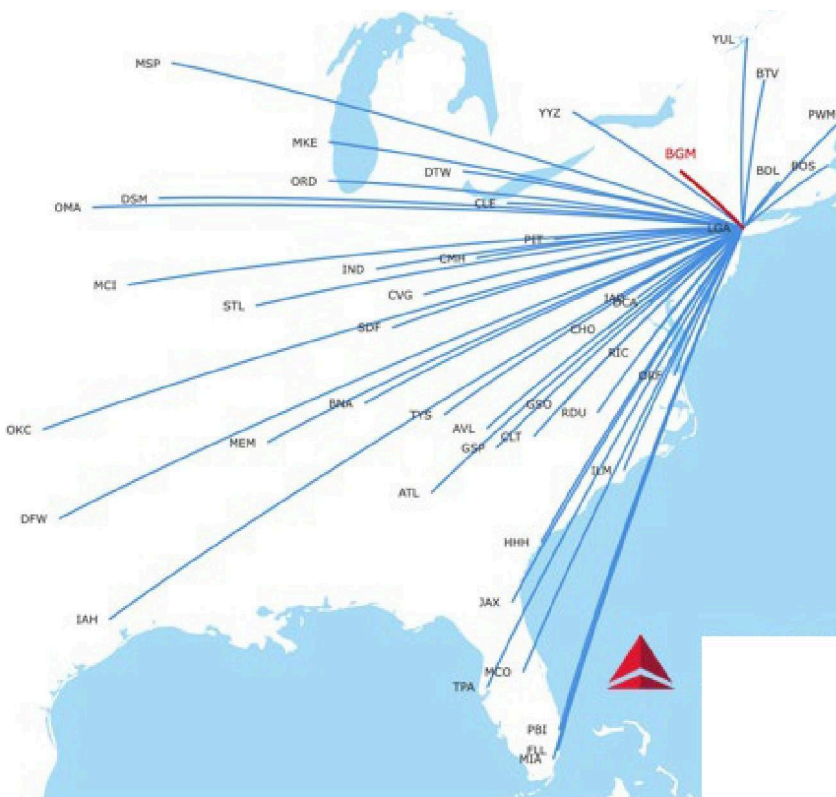
Average Daily Customer Throughput

Cat	Airport	2022	2023	% Increase
I	ALB	4363	4729	8.4%
I	BUF	6392	7000	9.5%
II	ROC	4042	4731	17.0%
II	SYR	4564	5015	9.9%
III	BGM	34	160	371%
III	ELM	547	504	-7.9%
III	IAG	386	450	16.6%
III	OGS	65	34	-47.7%
III	PBG	625	620	-
IV	ART	88	99	12.5%
IV	MSS	18	23	27.8%
IV	SLK	17	17	-

DTW Previously Offered 31 Connections from BGM



In June, LGA Will Offer 45 Connections to/fro 1m BGM, Including 43 Domestic Markets, Plus Toronto and Montreal in Canada



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Table 4-23: Economic Impacts for BGM

Item	2019	2020
Direct Impacts		
Airport-Related Payrolls	\$16,169,300	\$14,564,900
Airport Expenditures	\$39,687,900	\$35,477,500
Airport-Related Employment	243 Jobs	183 Jobs
Induced Impacts		
Induced Impacts	\$17,145,400	\$15,011,900
Total Induced Employment Impacts	115 Jobs	100 Jobs
Grand Total Dollar Impacts	\$56,833,300	\$50,489,400
Grand Total Income Impacts	\$21,467,000	\$19,215,200
Grand Total Employment Impacts	358 Jobs	283 Jobs
Estimated State and Local Taxes	\$4,165,088	\$3,569,016

Source: IMPLAN Modeling by Consultant, 2021.