

**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 8<sup>th</sup> 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 7<sup>th</sup>.*

*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 30<sup>th</sup> or December 1<sup>st</sup> 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.

