

Greater Binghamton Airport Airport Advisory Board December Minutes

December 11, 2024

Call to Order: 6:05 PM

Motion to Accept Minutes by: Quorum Not Met

Discussion on Acceptance of Meeting Minutes and Briefings

November Meeting Minutes

Board Organizational Business

By-law changes to be submitted via Legislature for approval

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project –

Progressing in all areas. We found a structural issue that has been repaired in the new departure lounge. The departure lounge has glazing, ongoing ceiling installations, PBB's attached, and fireproofing is all progressing. The Departure lounge is expected to be ready for occupancy in late January.

There is still work to be done on the landside canopy. New front doors are being installed, the car rental company has been moved and demo has started in their former spaces, the ticket counters are set to be opened with Delta's move on 12/16. Tile will begin in the coming weeks in most of the landside areas. Rooftop units are set to be started up in late December. FBO and other phase 3 and 4 areas are expected to begin later in December and early January.

We're working to preserve a few items in the building such as the compass rose on the floor that is located near the current ticket counters. There is a lot of coordination that goes into preserving something of this nature.

We'll continue to push the schedule and expect the terminal to be ready by the late Spring.

Parking project:

Work has been halted as we await a pre-fabricated parking booth, final electrical items, and new overhead light heads to arrive. We expect these items to be installed in February.

GSE Award from NYS 2022 AIR-99 Grant program

We have all of our orders in for this project. We expect the small tug (Lectro) to arrive later this month and the Deice truck to be ready in late December/ and delivered in January. We expect to have all of the equipment by early next year with our large electric tug and Gator (bag tug) to be the pieces that comes in 2025.

MTE Snow equipment

MB was awarded the contract and we have received a 2024 grant from the FAA for this. We are slated in MB's build schedule to receive the equipment in April of 2026. We are trying to accelerate this, but the expected build time is 500 days.

Taxiway Alpha Rehabilitation

This project will be started in the spring of 2025. The signage will be transitioned over to the new nomenclature for our airport.

Grant Opportunity: NYS Aviation Capital Grant Solicitation

Our first of two applications will focus on renovating Hangar 2. It will include a roof replacement, office renovation, HVAC upgrades, and security modernizations. The second application will be for Zero Emissions Vehicles (ZEV) and infrastructure required for them. The applications are due 1/22/2025. The total grant program is \$25M with maximum awards being \$2.5M per project.

→ Air Service Updates

Enplanement report

Delta:

We're working with them on their move to new offices. There has been a lot of communication with their property team which shows the strength of our relationship with them. We are meeting with them regarding adding additional frequencies in 2025 this week. They have publicly stated they want to rebuild their network to pre-covid levels and their DTW hub is the final one they're working to rebuild in '24- '25.

Airline Opportunities

We have met with another airline interested in daily service several times over the last 2 months. We are continuing to push to get service with them in 2025, but as their planning is laid out, we aren't in their summer '25 plans. We will push to stay in their 2025 plans but will also lay out a case for spring of 2026 as the winter is not a great time to traditionally begin daily air service.

We have followed up with 2 additional airlines regarding daily service opportunities. Both are focused on upcoming EAS bid applications (awards expected March-June). With that in mind, we're working to secure planning meetings with them in Q1 2025 to ensure we're in their plans as the awards are made for EAS and service starts (August-November).

→ General Aviation Updates

Have 1 open full time Account Clerk, 1 Part-time parking positions and 1 part-time airport attendant.

We are advertising our available spaces in hangars and available developable land. We continue to field inquires for both large hangars and T-hangars. We had a lease for a new T-hangar approved today.

Our new ice machine and coffee machine have been delivered for the FBO usage. We will set them up over the next week. We expect the new vending machine to arrive in the next few weeks.

We were able to obtain a new to us crew car to replace the VW van we received when we purchased the FBO from FirstAir.

We have set up a digital monitor in the FBO and are working to repair several pieces of equipment.

→ Miscellaneous

- *Holiday Tenant and Employee Networking event 12/18 11a-1p*
- *We're beginning our 2025 goals, if you have any suggestions, please let us know*

Discussions: *There was a discussion on how there are a lot of workers here on a daily basis working for the different companies that are involved the Rehabilitation Project. McFarland, LeChase, Weliver, etc. There was mention of the Compass on the Terminal floor and if it has any significant meaning to the airport, no proof of significant meaning was found and it will not be remaining. Zero emission vehicles and the charging stations were discussed with explanation of the different stages for charging the vehicles, and that NYSEG would not*

be able to support stage one equipment and that is why we will be getting stage two charging units. It was also mention that Delta may bring in a second flight in mid 2025.

Adjournment: 6:40 PM
Motioned by: Mary May
Seconded by: Diana LaBelle

Greater Binghamton Airport
Airport Advisory Board
November Minutes
November 9, 2024

Call to Order: 5:45 PM
Motion to Accept Minutes by: Diana LaBelle
Seconded by: Louis Augustini
Approved by All

Discussion on Acceptance of Meeting Minutes and Briefings
June, September, & October Meeting Minutes

Board Organizational Business
Curt Northrop – October Resolution to Board
Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**
Terminal Rehab Project – Field Trip!

Landside and Airside Steel is complete. Glass has been installed in the Departure Lounge. Jet bridges are installed. Paving is expected to be completed this week. We have started Phase 3 items. The schedule has been adjusted due to some changes. We're expecting the Substantial Completion to remain in April 2025. We are expecting to move from phase 2 to phase 3 in December.

Parking project:
Work is continuing and moving quickly. We expect the project to be wrapped up later this month.

GSE Award from NYS 2022 AIR-99 Grant program
We have all of our orders in for this project. We expect the small tug (Lectro) to arrive later this month and the Deice truck to arrive in December. We expect to have all of the equipment by early next year with our large electric tug to be the piece that comes in 2025.

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→ Air Service Updates

Enplanement report

Delta:

We have been working with them for the scheduling and frequency updates over the past 2 months. We're expecting these conversations to continue. We have also engaged them regarding their aircraft ground handling and deicing operations.

Takeoff 2024 Recap

Southern

Cape Air

Landline

Allegiant

JetBlue

Skywest

Air Wisconsin

→ General Aviation Updates

We only have 1 open position which is a full time Account Clerk. We handled Sun Country Charter last month and will look to do more of those activities.

We are advertising our available spaces in hangars and available developable land. We have already received calls for both and expect to grow our tenant base accordingly.

Tenant meet and greet October 29th. Opportunity for our team and our tenants to engage with each other and ensure our Tenants understand BGM Aviation Services goals and aspirations. Amenities expected before the end of the year for the FBO – Ice machine, Vending, Coffee

→ Miscellaneous

Discussion: *Discussed possible second Delta flight in 1st or 2nd Quarter of 2025. Tom Spura mentioned getting gate access for tenants to get to the hangars, and creating a Pilot's Club so that they can conduct meetings and get to the planes. Curt Northrup asked how we know what Grants are available and how we applied for them. Mark explained that McFarland & Johnson help with finding and applying for the Grants, and that there are annual Grants that we know about and NYAMA helps also.*

Adjournment: 6:55 PM Motioned by Terry Hebbard

Seconded by: Mary May

Approved by: All

**Greater Binghamton Airport
Airport Advisory Board
September Agenda**
September 11, 2024

***In Attendance:** Diana LaBelle, Michael Gorman, Lois Augostini, Vincent Pasquale, Mary May*

***Call to Order:** 5:59 PM
By: Vince Pasquale
Seconded by: Mary May*

***Discussion on Acceptance of Meeting Minutes and Briefings**
June Meeting Minutes – Quorum not met, unable to accept Minutes.*

Board Organizational Business

Special Reports – Projects – Activities:

*➔ **Projects, Grants, and Solicitations***

***NYS Economic Impact Study & BGM Grants**
Discuss the EIS and the grants we've gotten since 2015.*

***Terminal Rehab Project**
Landside and Airside Steel is almost complete. Paving is expected later this month. We have started some Phase 3 items. The schedule has been adjusted due to some changes. We're expecting the Substantial Completion to remain in early April 2025. We are expecting to move from phase 2 to phase 3 in November. TSA continues to work to acquire new equipment and should have a new AIT machine for the new checkpoint. We're working to plan a Chamber event in November to open the new Departure Lounge area. We will keep everyone informed as this progresses.*

***CBP Project**
This has been removed from the State funded project as the pro-forma we ran showed the loss in value and revenue wasn't sustainable for a new facility. We will be meeting with CBP next week to determine next steps for our User-Fee Facility.*

***Parking project:**
Work will begin in late September/ early October. We expect the project to take approximately 30 days.*

***GSE Award from NYS 2022 AIR-99 Grant program.**
We are currently working to get Purchase Orders set up to acquire the equipment via this grant. We expect to begin seeing the equipment as soon as the end of this month. Peter LoPiccolo is heading up this project.*

MTE Snow equipment

MB was awarded the contract and we have received a 2024 grant from the FAA for this. We are working through the Purchase Order process for this equipment. We received 1 bid for the equipment. MB's bid was \$1,020,507. We were anticipating the total amount of the grant to be \$950,000.

Taxiway Alpha Rehabilitation

We received the grant award announcement last week. This project will be started in the spring of 2025.

EMAS installation

Project has been completed as of Wednesday last week.

→ 2024 Airshow

The 2024 Airshow was a resounding success. We had record attendance and were able to cover all of our expenses.

Breakdown of the ticket sales

Response from attendees

Lessons learned.

Next airshow? Maybe in 2 years

→ Air Service Updates

Enplanement report included.

Avelo:

Load factors for 2022 = 66%, 2023=76%, 2024= 80%, and average for time there were at BGM 74%.

They made the business decision to move away from MCO flights for 6 similar size airports and focus on their "hub network". Last flight was August 17th, 2024.

Delta:

We are staying on top of DL regarding the pricing. I had a meeting with them to discuss the remainder of the year and the potential of adding a flight back into our schedule in 2025.

They were interested and we will continue to seek additional frequencies and even route opportunities.

Other Airlines

We have met with United Airlines and corresponded multiple times with them over the past 2 months. They have acknowledged our opportunity to IAD would be a great fit and the package is helpful. However, their focus for their mainline fleet is on rebuilding pre-pandemic routes before starting new ones. We then sought approval to get a regional carrier to fly the route. We've talked to one already and are working to secure another meeting with them as well as another carrier this month.

The upcoming Takeoff 2024 conference is a good opportunity to continue those conversations in person.

→ General Aviation Updates

We purchased Firstair's business and some of their equipment on July 1st. Set the record straight that they approached us about buying their business. We did not kick them out as we've heard they've said. They were not in compliance with minimum standards upon their leaving and left our team with quite a mess.

We are working to fill our final 2 Part Time positions for the FBO.

*Sun Country Charter Friday & Monday
United Airlines Diversion Station*

→ Miscellaneous

- **Sunset Runway 5k – September 12**
- **FAA Part 139 Inspection**
- **2025 Budget Submission**
- **NYAMA Fall Conference and NYAMA involvement.**
- **Airport after hours reception**

Discussion: *On getting Legislature approval to cut meetings to every two months, Lockheed Martin appointing someone to the Airport Advisory Board. Economic Impact of Aviation on NYS and in Broome County. Nov 14, 2024 Chamber having an after hours sneak peak at the Airport Renovations (5:30-6:00PM). April 2025 scheduled completion of Terminal Rehab Project.*

Adjournment: *7:32 PM*

Motioned by: *Vincent Pasquale*

Seconded by: *Mary May*

Greater Binghamton Airport Airport Advisory Board June Minutes

June 12, 2024

In Attendance: Dennis Moulton, Diana LaBelle, Joe Rizzo, Per Stombaugh, Lois Augustini, Terry Hebbard, Vincent Pasquale, Chris Pelto, Mary May

Call to Order: @ 6:02PM

By: Dennis Moulton

Seconded by: Terry Hebbard

Discussion on Acceptance of Meeting Minutes and Briefings

June Meeting Minutes

Motion to Accept Minutes by: Dennis Moulton

Seconded by: Terry Hebbard

No changes to minutes. Accepted by all.

Board Organizational Business

Board Openings: Treasurer

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project

We are moving along at a great pace. Steel is being delivered and foundations are getting set. We expect to have the steel set for both landside and airside canopies by the end of July.

Parking project:

We expect to begin work on the project in August. The total project time is 30 days. This includes a new parking booth, upgraded lighting, and new parking revenue control equipment. There will be some minor work on the drainage around the parking booth structure as well.

CBP Project

We're working with the State to determine funding and next steps for this possible project.

GSE Award from NYS 2022 AIR-99 Grant Program

NYS is almost complete with their assessment of our gr paperwork and good faith efforts for equipment acquisition. We expect to begin acquiring items as soon as next month.

MTE Snow equipment

We received 1 bid for the equipment. MB's bid was \$1,020,507. We were anticipating the total amount of the grant to be \$950,000.

Taxiway Alpha Rehabilitation

We are awaiting the grant from the FAA. If this is a late grant, the project will need to be done in the spring of 2025.

EMAS installation

Blocks are being created. We held a preconstruction meeting last week and are expecting an updated schedule that should start the work in late July. This is a 45-day project.

➔ **Air Service Updates**

Enplanement report included.

Avelo:

Avelo resumed flights last Thursday. Their loads are not nearly what they were last year.

We expect loads to improve as the schools get out and summer begins.

Delta:

We are staying on top of DL regarding the pricing. There were some updates, but we haven't seen enough movement to bring it in line with similar size airports.

Jumpstart Air Service Development Conference

We met with 4 airlines and Landline. Our meeting with Delta was good and provided some clarity on their plans moving forward. They are happy with BGM and are noticing the rise in bookings and we see that through the steady rise in load factors (Feb 50%, March 55%, April 68%, May 67%).

We also met with American Airlines, United Airlines, and Cape Air. Each had their presentation and discussion points.

→ General Aviation Updates

We are working to fill our final 2 positions for the FBO.

We are proceeding with our FBO and should be operational July 1. We are acquiring the FirstAir business and some of their assets. We will work to create new contracts with current tenants over the next month.

We are expecting GSE equipment purchases to happen via NYS grant as soon as July with deliveries in the following months.

→ 2024 Airshow

Airshow planning is ongoing. We have communicated with our tenants about closures and changes to the airport during the Airshow time.

Our team is working through all the acquisitions that are needed for this Airshow. Items such as, EMT support, hotels, shipping equipment, rental cars, food, and amenities for the required items by the BA's. BA's require 300 tickets each day with a separate tent that includes tables, chairs, water, and private restrooms.

Equipment acquisitions from various military bases begin as early as next week (Pittsburgh, Ft. Drum, McGuire AFB).

Completing operational plans and required submissions for the FAA, TSA, ATC, and Military groups.

Coordinating off-site parking needs, volunteers, and logistics for transportation.

→ Miscellaneous

- **Triennial Drill May**
- **Sunset Runway 5k – September 12**
- **FAA ADA Sec. 504 and Title VI Mini-review**
- **Proposing to postpone July's meeting due to Airshow.**
- 2025 Budget submission due July 12
- Tracking the Federal changes to the budget (LEO reimbursement, CBP, and TSA funding)
- Contracts – Federal Contracts updates

Discussion: Discussions on EMAS Project and how closures to ILS would affect tenants at night. Mr. Heefner mentioned maybe utilizing NOTAM instead of shutting ILS and 1634 down.

Adjournment: 7:20 PM

Motioned by: Vincent Pasquale

Seconded by: Lois Augustini

Greater Binghamton Airport Airport Advisory Board April Agenda – Minutes

April 10, 2024

Call to Order @ 6:02PM

In attendance: Dennis Moulton, Diana LaBelle, Michael Gorman, Louis Augostini, Terry Hebbard, Vincent Pasquale, Mary May, Tom Spura, - Airport: Mark Heefner and Peter LoPiccolo

Discussion on Acceptance of Meeting Minutes and Briefings

No minutes for March 2024

Board Organizational Business

Board changes, Chair and Vice Chair (Diana and Terry), Open Treasurer
Welcome new Board Member Mary May (13 total members)

Introduction of Mary May

Go around introduction of all members in attendance;

Tom Spura (TS) asked if Mr. Nailer from Lockheed Martin reached out about him Membership; Mark Heefner (MH) responded that he has not heard from him; TS said that Mr. Nailer reached out to him to say he is unsure if he can join the board due to some internal changes within Lockheed Martin. He is interested in the position.

Special Reports – Projects – Activities:

➔ Projects, Grants, and Solicitations

Terminal Rehab Project – Field Trip again!

– Hold until after meeting

Value Engineering ongoing to reduce the overall cost (expected reduction between \$1M)
Temporary Departure Lounge (Holdroom) is complete, see field trip! Changeover occurred on 4/3. Demo has started on the Departure Lounge. We have salvaged lots of materials from the spaces to be used later.

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

Parking project:

We have awarded the bid to Hurd Development and are working on completing the EBO (NYS required) items with the contractors. They are eager to get to work on this project.

CBP Project

This project is back out to bid and expected to be received on May 1.

GSE Award from NYS 2022 AIR-99 Grant program

We are finalizing our package to NYS for approval. This may be one of the few NYS Capital Grants that gets done the same year it gets issued.

MTE Snow equipment

Bid went out this week for a new MTE equipment.

Taxiway Alpha Rehabilitation

Bid opening is today. 7 bidders, apparent low bid was approximately \$4.6M, high bidder was \$5.6M. CA&I is expected to be \$548,000. Construction expected in late Summer. Pre-grant application was submitted for \$5.782M

Tom Spura (TS): Are turn-arounds possible for Delta on runway 16/34? MH: Yes, the runway is 150 wide, Avelo is more concerning in their 373, but we will make it work.

EMAS installation

EMAS contract is executed. Blocks will be started to be made this month with an installation to start in late July.

→ Air Service Updates

February and partial March enplanements attached

Avelo:

Avelo has 2 more flights left this month. They will be returning June 6th. The flight schedule to reflect a Thursday (11a) and Sunday (7:10p) through Labor Day at least.

Delta:

Michael Gorman (MG): Any word on pricing? MH: We sent data to Delta but we have not seen much of a response. Hard to get to the right people in the company, but we are persistent.

Diana LaBelle (DL): Could pushing back cause prices to stay high? MH: yes, we have to be delicate but push positive.

We are staying on top of DL regarding the pricing. There was some updates, but we haven't seen enough movement to bring it in line with similar size airports.

Jumpstart meeting in May. Currently scheduled to have 5 meetings with Airlines and Landline.

Several members asked for more information on landline: MH: elaborates landline as a company that provides bus services in place of aircraft. The key selling point is a "secure to secure" method where passengers clear TSA at BGM and go straight to their terminal at the connecting airport, skipping the long TSA lines.

MH explains the idea of pursuing airlines with multiple airports. This would give a route for 1 aircraft to fly between multiple cities, so all get great service. DL: Would we share flights with different airports? MH: No just coordinating a route to make Airline dispatchers understand what is requested.

Dennis Moulton (DM): How is Breeze doing in AVP? MH: No idea, their costs are low because they have smaller newer planes. DM: Reading about Breeze they are not doing well. MH: Not sure DM: Reading AVweek Avelo is looking good.

TS: Can we backtrack to Landline? What is it?

*MH: *elaborates same as before* Bus acts as plane going from secure area to secure area between airports. Landline is not our primary goal for additional air service, we are exploring all options that can help BGM and the local community get access to more air service. This would connect to EWR PHL or Dulles Airport. Marketing would be important.*

Terry Hebbard (TH): I could see a savings on parking compared to bigger airports.

Mary May (MM): This could help get people who normally want to drive. In the travel industry it is difficult to get drivers to bring people to farther airports. This could help people connect with better rates. People like non-stop service.

MG: Growth is better than nothing

TH: How does the County get paid? MH: space rental and a PFC equivalent. The whole concept could work, but there would need to be branded services such as through American Airlines or United, not just "landline" on the side of that bus.

→ General Aviation Updates

We are proposing to change positions for our FBO starting positions. We're going to try to create a position called Airport Attendant. This will allow easier entry into the Airport

positions as well as opportunity for employees to gain experience and move within the Department.

FBO training occurred last month. We have fuel ordered and ready to be delivered.

FirstAir served us with a Lawsuit of “Order to Show Cause with a Temporary Restraining Order”. This prohibits the airport from accepting fuel deliveries, operating a competing FBO, and requests “further relief” to be given to FirstAir.

We are hosting a 99’ers event in May

→ **2024 Airshow**

Airshow planning is ongoing. We’re working on obtaining the equipment lists, arresting gear team information, and completing contracts for hotels and the performers. Continue to coordinate with OES. Ticket pricing has been approved and will go on sale next week. *See pricing, layout, and performer attachments.*

We still need lots of sponsors and are turning over every stone we can.

We are breaking out air show tasks and will begin assigning them to our team and any additional people we have available.

Marines to be onsite next week for arresting gear survey.

→ **Miscellaneous**

- **Triennial Drill May 11th**
- **Sunset Runway 5k – September 12**
- **Proposing updates to Advisory Board Meetings and By-Laws**

Mark Heefner proposes moving the Advisory Board Meeting to bi-monthly due to the amount of projects going on at the airport DL: moved to bimonthly forever? MH: Yes MG: Can we bring back virtual as well? MH: I will have to check the Advisory board rules and the Broome County Charter and Code.

Discussion

Adjournment: MG proposed adjournment – Seconded by Terry Hebbard at 7:10PM

Airport Advisory Board Meeting Attachments:

Page 1 – Agenda

Page 2 – Enplanement report

Page 3 – Airshow Performers and Ticket Pricing

Page 4 – Airshow layout sketch

Enplanement Report

February Enplanement Report 2024

Delta	2019	2023	2024	Change 2019	Change 2023
Enplanements	1,827	971	1,096	-40%	13%
Deplanements	1,858	932	1,070	-42%	15%
Available Seats	2,550	3,602	2,204	-14%	-39%
Load Factor	72%	27%	50%	-31%	84%
Landing Weight	2,444,000	3,755,000	2,177,900	-11%	-42%

Avelo	2023	2024	Change 2023
Enplanements	1,401	1,189	-15%
Deplanements	1,113	960	-14%
Available Seats	1,512	1,512	0%
Load Factor	93%	79%	-15%
Landing Weight	1,170,400	1,170,400	0%

*1 flight reduced load required

TOTALS	2019	2023	2024	Change 2019	Change 2023
Enplanements	1,827	2,372	2,285	30%	-4%
Deplanements	1,858	2,045	2,030	10%	-1%
Available Seats	2,550	5,114	3,716	101%	-27%
Load Factor	72%	46%	61%	-35%	33%

March Enplanement Report 2024

Delta	2019	2023	2024	Change 2019	Change 2023
Enplanements	2,969	1,272	1,288		1%
Deplanements	3,079	1,332	1,231	-60%	-8%
Available Seats	4,350	4,336	2,356	-46%	-46%
Load Factor	68%	29%	55%	-20%	86%
Landing Weight	3,807,000	4,355,800	2,328,100	-39%	-47%

Avelo	2023	2024	Change 2023
Enplanements	1,602	1,496	-7%
Deplanements	1,459	1,336	-8%
Available Seats	1,701	1,701	0%
Load Factor	94%	88%	-7%
Landing Weight	1,316,700	1,316,700	

TOTALS	2019	2022	2023	Change 2019	Change 2022
Enplanements	2,969	2,874	2,784	-3%	-3%
Deplanements	3,079	2,791	2,567	-9%	-8%
Available Seats	4,350	6,037	4,057	39%	-33%
Load Factor	68%	48%	69%	-30%	44%

Name
Christ Zonio
Patrick McAlee Pitts
Jerry Conley DH-115 Vampire
Trevor Rafferty Pitts 12
Manfred Radius Salto Sailplane
Jersey Jerks T-6 Formation Team
Mike Goulian Extra 330
Blue Angels
CAF (Static) B-17
CAF (Static) B-25
Air Heritage Museum C-123 (static)
Air Heritage Museum C-47(static)

Admission Purchased prior to July 1st

Adult = \$25

Youth (ages 6-18) = \$20

Children 5 and under = free

Onsite parking = \$20

Offsite parking = \$5

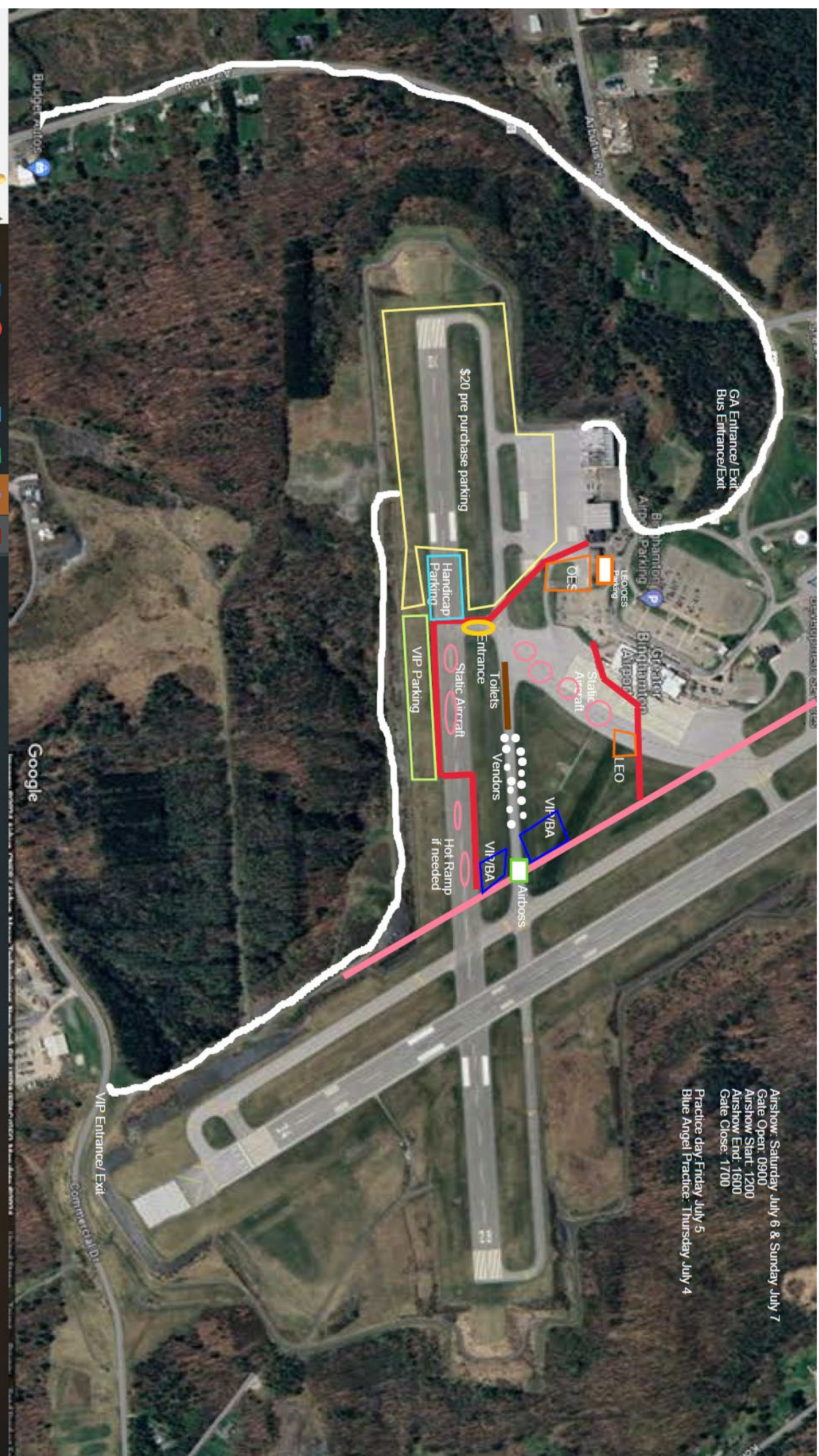
Admission Purchased after July 1st, 2024

Adult = \$30

Youth (ages 6-18) = \$25

Children 5 and under = free

Onsite parking = \$20



Airshow: Saturday July 6 & Sunday July 7
 Gate Open: 0900
 Airshow Start: 1200
 Airshow End: 1600
 Gate Close: 1700
 Practice day Friday July 5
 Blue Angel Practice: Thursday July 4

Google

Greater Binghamton Airport Airport Advisory Board January Agenda MINUTES

January 11, 2024

In Attendance:

Diana Labelle, Joe Rizzo, Tom Spura, Dennis Moulton r, Louie Augostini, Terry Hubbard, Michael Gorman, Chris Pelto

Call to Order @6:00 PM

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.

Joe Rizzo (JR) asked: Do airlines buy fuel directly from fuel providers or from the FBOs?

Mark Heefner (MH) answered: Epic is the current contract holder; JR: Will that change?;

MH: It's possible, there is a bid process all fuel providers and FBOs can participate in.

Terry Hubbard (TH): Is that an annual thing? MH: Yes, I am not sure on Avelo's.

Diana Labelle (DL): Well I would assume we want those contracts as the airport, right?; MH: well we want to get our feet on the ground first.

TH: Well what about deicing?; MH: FBO does the deicing with equipment that we purchased.

We allow them to use it as it helps all users at the Airport; DL: Do we want to deice?; MH:

There is money to be made in deicing, but it is a down the road decision.

→ 2024 Airshow

Airshow planning in early stages. We've completed our Hotel solicitation and will be evaluating them next week.

JR: Are Immigrants filling hotels? MH answer: No, the County has an order to block that from happening.

Tom Spura (TS) asked: Did the ICON Aquaplane reach out?; MH: No he did not, we will reach out again.

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.

Dennis Moulton (DM) asked: What is the minimum sponsorship level?; MH: It is 1K-2K

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.

JR: Has TWY A project been awarded?; MH: No, April 15th is the award date, February is should be "out on the street" (Aka out for bids).; JR: Well the asphalt season will be over before they can start any pavement. MH Yes, we have to work at the State's pace on this project.; JR: Are we keeping the shorts (Taxiways)?; Peter LoPiccolo (PL): Yes we have the pavement so we intend to maintain it; MH: We explained to the FAA that is would be far more expensive to narrow the TWY and remove any shorts. JR: You do not have to keep it all open (during construction) MH: Our intent is to keep Priority I and II areas accessible. Fun fact, BGM has enough pavement to make a road from BGM to Montrose PA.

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)**

DM: is the internship paid?; MH: no it is unpaid, but the connections are great. Airshows allow an intern to meet many people.

DL: Can you send me job descriptions.

PL: Yes I will.

- **NYAMA Advocacy Day February 13-14***

MH Proposal to cancel or move the February Advisory Board meeting. All in favor to cancel for that month.

Discussion

Adjournment

Airport Advisory Board Meeting Attachments:

Page 1 – Agenda

Page 2 – 2023 Year End Review

Page 3 – 2023 Year End Review

Page 4 – Enplanement report

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%

Greater Binghamton Airport Airport Advisory Board March Agenda

March 13, 2024

In Attendance: Diana LaBelle, Joe Rizzo, Michael Gorman, Lois Augustini, Terry Hebbard, Vincent Pasquale, Tom Spura

Call to Order @ 6:02PM

Discussion on Acceptance of Meeting Minutes and Briefings

Minutes from January 2024

Board Organizational Business

Board changes, Chair and Vice Chair (Diana and Terry), Open Treasurer

Open positions, Adding Mary May (See attachment)

Jim Naylor from Lockheed Martin Owego a perspective addition to our Board, still awaiting his response.

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project – Field Trip!

A Groundbreaking ceremony was planned by the CE team and conducted on 1/25/2024.

3rd contract has been awarded to LeChase. Value Engineering ongoing to reduce the overall cost (expected reduction between \$1-1.5M)

Temporary Departure Lounge (Holdroom) is near complete, see field trip! Expected usage date is 4/3 to move all airline items over. We have done lots of communicating with the Airlines (mostly Delta) on the move. We'll move the ticket counters and offices too. See the attached sketch.

The schedule for BP#2 and BP#3 is ongoing.

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

Parking project:

We have awarded the bid to Hurd Development and are working on completing the EBO (NYS required) items with the contractors. They are eager to get to work on this project.

CBP Project

This project is going back out to bid next week. We received bids for Mechanical, Electrical, and Plumbing. We did not expect to have bids in hand at the end of this month.

GSE Award from NYS 2022 AIR-99 Grant program.

We expect to be putting a package into NYS for approval. This may be one of the few NYS Capital Grants that gets done the same year it gets issued.

MTE Snow equipment

Bid is expected to go out next week for a new MTE equipment.

Taxiway Alpha Rehabilitation

Bid was released today. Expected opening in 1 month. Construction expected in late Summer.

EMAS installation

EMAS contract was executed this week. Blocks will be started to be made this month with an installation to start in late July.

→ Air Service Updates

January and February enplanements attached + 2023 Enplanements of 38,655

Avelo:

Avelo brought our summer schedule back a week early. They also are changing the flight schedule to reflect a Thursday (11a) and Sunday (7:10p) model from 6/6 through Labor Day at least.

We are the only non-hub that is maintaining our summer schedule when compared to last year's schedules.

Avelo was profitable in Q4 2023. See Cranky flier article.

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 had a meeting with their network team on February 15 to review performance and provide an outlook for Q3 2024. We also brought up the pricing in comparison to other airports around our area. They agreed that the pricing needs to improve, and we need to fill the plane we have now before we are allocated a 2nd flight.

We've continued to follow up with UA on service options. We had good communication with them throughout the past 2 months and will likely be meeting with them in person in May.

→ General Aviation Updates

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

We are hosting a 99'ers event in May.

FBO training is happening later this month. We expect to have the FBO operations starting soon.

→ 2024 Airshow

Airshow planning is ongoing. We're working on obtaining the equipment lists, arresting gear team information, and completing contracts for hotels and the performers. We held a preliminary OES meeting and reviewed our layout. We are getting the ticket pricing approved via Broome County Legislature in the March meeting.

We still need lots of sponsors and are turning over every stone we can.

We are breaking out air show tasks and will begin assigning them to our team and any additional people we have available.

→ Miscellaneous

- **Job shadow**
- **NYAMA Advocacy Day February 13-14***
- **Triennial Drill May 11th**

Discussion: *There was a lot of discussion regarding the new FBO to be run by the Airport. Where the office would be until the construction on the Terminal Building was completed, how it would affect Firstair, and why start an FBO. Mark Heefner addressed all question. It was also mentioned that there was a large hole on the roof of Hanger 2, Mark stated that he would have our guys investigate that.*

Questions were asked regarding the 2024 Airshow, prices for tickets and parking, what format would be used, open seating or the drive-in style. It was stated that tickets would go on sale in April 2024, that there would be options for parking on-site and off-site.

The Advisory Board was updated that there would be no Avelo flights between April 27 to June. Flights will start up again on June 6th, with a flight on Thursday and Sunday.

Mark let everyone know that in April we would be welcoming a new Advisory board member, Mary May.

Adjournment: 7:30 PM

Motion to Adjourn by Tom Spura
Seconded by Terry Hebbard

Greater Binghamton Airport Airport Advisory Board November Minutes

November 9, 2024

Call to Order: 5:45 PM

Motion to Accept Minutes by: Diana LaBelle

Seconded by: Louis Augustini

Approved by All

Discussion on Acceptance of Meeting Minutes and Briefings

June, September, & October Meeting Minutes

Board Organizational Business

Curt Northrop – October Resolution to Board

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project – Field Trip!

Landside and Airside Steel is complete. Glass has been installed in the Departure Lounge. Jet bridges are installed. Paving is expected to be completed this week. We have started Phase 3 items. The schedule has been adjusted due to some changes. We're expecting the Substantial Completion to remain in April 2025. We are expecting to move from phase 2 to phase 3 in December.

Parking project:

Work is continuing and moving quickly. We expect the project to be wrapped up later this month.

GSE Award from NYS 2022 AIR-99 Grant program

We have all of our orders in for this project. We expect the small tug (Lectro) to arrive later this month and the Deice truck to arrive in December. We expect to have all of the equipment by early next year with our large electric tug to be the piece that comes in 2025.

MTE Snow equipment

MB was awarded the contract and we have received a 2024 grant from the FAA for this. We are slated in MB's build schedule to receive the equipment in April of 2026. We are trying to accelerate this, but the expected build time is 500 days.

Taxiway Alpha Rehabilitation

This project will be started in the spring of 2025. The signage will be transitioned over to the new nomenclature for our airport.

Grant Opportunity: NYS Aviation Capital Grant Solicitation

Our first of two applications will focus on renovating Hangar 2. It will include a roof replacement, office renovation, HVAC upgrades, and security modernizations. The second application will be for Zero Emissions Vehicles (ZEV) and infrastructure required for them. The applications are due 1/22/2025. The total grant program is \$25M with maximum awards being \$2.5M per project.

→ **Air Service Updates**
Enplanement report

Delta:

We have been working with them for the scheduling and frequency updates over the past 2 months. We're expecting these conversations to continue. We have also engaged them regarding their aircraft ground handling and deicing operations.

Takeoff 2024 Recap

Southern

Cape Air

Landline

Allegiant

JetBlue

Skywest

Air Wisconsin

→ **General Aviation Updates**

We only have 1 open position which is a full time Account Clerk. We handled Sun Country Charter last month and will look to do more of those activities.

We are advertising our available spaces in hangars and available developable land. We have already received calls for both and expect to grow our tenant base accordingly.

Tenant meet and greet October 29th. Opportunity for our team and our tenants to engage with each other and ensure our Tenants understand BGM Aviation Services goals and aspirations. Amenities expected before the end of the year for the FBO – Ice machine, Vending, Coffee

→ **Miscellaneous**

Discussion: *Discussed possible second Delta flight in 1st or 2nd Quarter of 2025. Tom Spura mentioned getting gate access for tenants to get to the hangars, and creating a Pilot's Club so that they can conduct meetings and get to the planes. Curt Northrup asked how we know what Grants are available and how we applied for them. Mark explained that McFarland & Johnson help with finding and applying for the Grants, and that there are annual Grants that we know about and NYAMA helps also.*

Adjournment: *6:55 PM Motioned by Terry Hebbard*

Seconded by: *Mary May*

Approved by: *All*

Airport Advisory Board Meeting Attachments:

Page 1 – Agenda

Page 2 – September Enplanement Report

Page 3 – YoY Enplanements

Page 4 – June Meeting Minutes

Page 5 – June Meeting Minutes

Page 6 – September Meeting Minutes

Page 7 – September Meeting Minutes

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Page 9 – October Meeting Minutes

Page 10 – October Meeting Minutes

September Enplanement Report

2024

Delta	2019	2023	2024	Change 2019	Change 2023
Enplanements	3,417	1,699	1,379	-60%	-19%
Deplanements	3,587	1,711	1,156	-68%	-32%
Available Seats	4,350	3,550	2,262	-48%	-36%
Load Factor	79%	48%	61%	-22%	27%
Landing Weight	4,109,000	3,679,900	2,253,000	-45%	-39%
	4CX				

Avelo	2023	2024
Enplanements	946	0
Deplanements	1,043	0
Available Seats	1,701	0
Load Factor	55.6%	0.0%
Landing Weight	1,316,700	0

TOTALS	2019	2023	2024	Change 2019	Change 2023
Enplanements	3,417	1,699	1,379	-60%	-19%
Deplanements	3,587	1,711	1,156	-68%	-32%
Available Seats	4,350	3,550	2,262	-48%	-36%
Load Factor	79%	48%	61%	-22%	27%

YTD Enplanement Report 2023 & 2024

2023

Avelo				Delta				Load Factor						
Pass.	Seats	Load Factor		Pass.	Seats	Load Factor		Pass	Seats	Load Factor				
Jan-23	1,083	1,512	72%	Jan-23	885	3,362	26%	Jan-23	1,968	4,874	40%			
Feb-23	1,401	1,512	93%	Feb-23	971	3,602	27%	Feb-23	2,372	5,114	46%			
Mar-23	1,602	1,701	94%	Mar-23	1,272	4,336	29%	Mar-23	2,874	6,037	48%			
Apr-23	1,531	1,701	90%	Apr-23	1,387	3,996	35%	Apr-23	2,918	5,697	51%			
May-23	1,336	1,701	79%	May-23	1,966	4,252	46%	May-23	3,302	5,953	55%			
Jun-23	1,257	1,512	83%	Jun-23	1,982	3,726	53%	Jun-23	3,239	5,238	62%			
Jul-23	1,621	1,701	95%	Jul-23	2,247	3,520	64%	Jul-23	3,868	5,221	74%			
Aug-23	1,501	1,701	88%	Aug-23	2,413	4,120	59%	Aug-23	3,914	5,821	67%			
Sep-23	946	1,701	56%	Sep-23	1,699	3,550	48%	Sep-23	2,645	5,251	50%			
Oct-23	1,081	1,512	71%	Oct-23	2,400	4,114	58%	Oct-23	3,481	5,626	62%			
Nov-23	1,291	1,701	76%	Nov-23	2,158	3,816	57%	Nov-23	3,449	5,517	63%			
Dec-23	2,958	5,161	57%	Dec-23	1,667	3,460	48%	Dec-23	4,625	8,621	54%			
17,608			23,116	76%	21,047			45,854	46%	38,655			68,970	56%

Avelo				Delta				YoY % Change						
Pass.	Seats	Load Factor		Pass.	Seats	Load Factor		YoY % Change	Pass.	Seats	Load Factor			
Jan-24	1,201	1,701	71%	Jan-24	1,117	2,022	55%	26%	Jan-24	2,318	3,723	62%		
Feb-24	1,189	1,512	79%	Feb-24	1,096	2,204	50%	13%	Feb-24	2,285	3,716	61%		
Mar-24	1,496	1,701	88%	Mar-24	1,288	2,356	55%	1%	Mar-24	2,784	4,057	69%		
Apr-24	430	756	57%	Apr-24	1,599	2,350	68%	15%	Apr-24	2,029	3,106	65%		
May-24	0	0	0%	May-24	1,636	2,426	67%	-17%	May-24	3,132	4,127	76%		
Jun-24	1,496	1,701	88%	Jun-24	1,594	2,432	66%	-20%	Jun-24	3,090	4,133	75%		
Jul-24	1,311	1,512	87%	Jul-24	1,684	2,198	77%	-25%	Jul-24	2,995	3,710	81%		
Aug-24	966	1,134	85%	Aug-24	1,624	2,050	79%	-33%	Aug-24	2,590	3,184	81%		
Sep-24			#DIV/0!	Sep-24	1,379	2,262	61%	-19%	Sep-24	1,379	2,262	61%		
Oct-24			#DIV/0!	Oct-24			#DIV/0!	-100%	Oct-24	0	(1)	0%		
Nov-24			#DIV/0!	Nov-24			#DIV/0!	-100%	Nov-24	0	(1)	0%		
Dec-24			#DIV/0!	Dec-24			#DIV/0!	-100%	Dec-24	0	(1)	0%		
8,089			10,017	81%	13,017			20,300	64%	22,602			32,014	71%

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

Greater Binghamton Airport Airport Advisory Board June Minutes

June 12, 2024

In Attendance: Dennis Moulton, Diana LaBelle, Joe Rizzo, Per Stombaugh, Lois Augustini, Terry Hebbard, Vincent Pasquale, Chris Pelto, Mary May

Call to Order: @ 6:02PM

By: Dennis Moulton

Seconded by: Terry Hebbard

Discussion on Acceptance of Meeting Minutes and Briefings

June Meeting Minutes

Motion to Accept Minutes by: Dennis Moulton

Seconded by: Terry Hebbard

No changes to minutes. Accepted by all.

Board Organizational Business

Board Openings: Treasurer

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project

We are moving along at a great pace. Steel is being delivered and foundations are getting set. We expect to have the steel set for both landside and airside canopies by the end of July.

Parking project:

We expect to begin work on the project in August. The total project time is 30 days. This includes a new parking booth, upgraded lighting, and new parking revenue control equipment. There will be some minor work on the drainage around the parking booth structure as well.

CBP Project

We're working with the State to determine funding and next steps for this possible project.

GSE Award from NYS 2022 AIR-99 Grant Program

NYS is almost complete with their assessment of our gr paperwork and good faith efforts for equipment acquisition. We expect to begin acquiring items as soon as next month.

MTE Snow equipment

We received 1 bid for the equipment. MB's bid was \$1,020,507. We were anticipating the total amount of the grant to be \$950,000.

Taxiway Alpha Rehabilitation

We are awaiting the grant from the FAA. If this is a late grant, the project will need to be done in the spring of 2025.

EMAS installation

Blocks are being created. We held a preconstruction meeting last week and are expecting an updated schedule that should start the work in late July. This is a 45-day project.

➔ **Air Service Updates**

Enplanement report for September unavailable .

Avelo:

Avelo resumed flights last Thursday. Their loads are not nearly what they were last year.

We expect loads to improve as the schools get out and summer begins.

Delta:

We are staying on top of DL regarding the pricing. There were some updates, but we haven't seen enough movement to bring it in line with similar size airports.

Jumpstart Air Service Development Conference

We met with 4 airlines and Landline. Our meeting with Delta was good and provided some clarity on their plans moving forward. They are happy with BGM and are noticing the rise in bookings and we see that through the steady rise in load factors (Feb 50%, March 55%, April 68%, May 67%).

We also met with American Airlines, United Airlines, and Cape Air. Each had their presentation and discussion points.

→ General Aviation Updates

We are working to fill our final 2 positions for the FBO.

We are proceeding with our FBO and should be operational July 1. We are acquiring the FirstAir business and some of their assets. We will work to create new contracts with current tenants over the next month.

We are expecting GSE equipment purchases to happen via NYS grant as soon as July with deliveries in the following months.

→ 2024 Airshow

Airshow planning is ongoing. We have communicated with our tenants about closures and changes to the airport during the Airshow time.

Our team is working through all the acquisitions that are needed for this Airshow. Items such as, EMT support, hotels, shipping equipment, rental cars, food, and amenities for the required items by the BA's. BA's require 300 tickets each day with a separate tent that includes tables, chairs, water, and private restrooms.

Equipment acquisitions from various military bases begin as early as next week (Pittsburgh, Ft. Drum, McGuire AFB).

Completing operational plans and required submissions for the FAA, TSA, ATC, and Military groups.

Coordinating off-site parking needs, volunteers, and logistics for transportation.

→ Miscellaneous

- **Triennial Drill May**
- **Sunset Runway 5k – September 12**
- **FAA ADA Sec. 504 and Title VI Mini-review**
- **Proposing to postpone July's meeting due to Airshow.**
- 2025 Budget submission due July 12
- Tracking the Federal changes to the budget (LEO reimbursement, CBP, and TSA funding)
- Contracts – Federal Contracts updates

Discussion: Discussions on EMAS Project and how closures to ILS would affect tenants at night. Mr. Heefner mentioned maybe utilizing NOTAM instead of shutting ILS and 1634 down.

Adjournment: 7:20 PM

Motioned by: Vincent Pasquale

Seconded by: Lois Augustini

**Greater Binghamton Airport
Airport Advisory Board
September Agenda**
September 11, 2024

***In Attendance:** Diana LaBelle, Michael Gorman, Lois Augostini, Vincent Pasquale, Mary May*

***Call to Order:** 5:59 PM*

***By:** Vince Pasquale*

***Seconded by:** Mary May*

Discussion on Acceptance of Meeting Minutes and Briefings

June Meeting Minutes – Quorum not met, unable to accept Minutes.

Board Organizational Business

Special Reports – Projects – Activities:

*➔ **Projects, Grants, and Solicitations***

NYS Economic Impact Study & BGM Grants

Discuss the EIS and the grants we've gotten since 2015.

Terminal Rehab Project

Landside and Airside Steel is almost complete. Paving is expected later this month. We have started some Phase 3 items. The schedule has been adjusted due to some changes. We're expecting the Substantial Completion to remain in early April 2025. We are expecting to move from phase 2 to phase 3 in November. TSA continues to work to acquire new equipment and should have a new AIT machine for the new checkpoint.

We're working to plan a Chamber event in November to open the new Departure Lounge area. We will keep everyone informed as this progresses.

CBP Project

This has been removed from the State funded project as the pro-forma we ran showed the loss in value and revenue wasn't sustainable for a new facility. We will be meeting with CBP next week to determine next steps for our User-Fee Facility.

Parking project:

Work will begin in late September/ early October. We expect the project to take approximately 30 days.

GSE Award from NYS 2022 AIR-99 Grant program.

We are currently working to get Purchase Orders set up to acquire the equipment via this grant. We expect to begin seeing the equipment as soon as the end of this month. Peter LoPiccolo is heading up this project.

MTE Snow equipment

MB was awarded the contract and we have received a 2024 grant from the FAA for this. We are working through the Purchase Order process for this equipment. We received 1 bid for the equipment. MB's bid was \$1,020,507. We were anticipating the total amount of the grant to be \$950,000.

Taxiway Alpha Rehabilitation

We received the grant award announcement last week. This project will be started in the spring of 2025.

EMAS installation

Project has been completed as of Wednesday last week.

→ 2024 Airshow

The 2024 Airshow was a resounding success. We had record attendance and were able to cover all of our expenses.

Breakdown of the ticket sales

Response from attendees

Lessons learned.

Next airshow? Maybe in 2 years

→ Air Service Updates

Enplanement report included.

Avelo:

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They made the business decision to move away from MCO flights for 6 similar size airports and focus on their "hub network". Last flight was August 17th, 2024.

Delta:

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*Sun Country Charter Friday & Monday
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→ Miscellaneous

- **Sunset Runway 5k – September 12**
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Discussion: *On getting Legislature approval to cut meetings to every two months, Lockheed Martin appointing someone to the Airport Advisory Board. Economic Impact of Aviation on NYS and in Broome County. Nov 14, 2024 Chamber having an after hours sneak peak at the Airport Renovations (5:30-6:00PM). April 2025 scheduled completion of Terminal Rehab Project.*

Adjournment: *7:32 PM*

Motioned by: *Vincent Pasquale*

Seconded by: *Mary May*

Greater Binghamton Airport Airport Advisory Board October Minutes

Call to Order: 5:59 PM

In Attendance: Dennis Moulton, Joe Rizzo, Michael Gorman, Terry Hebbard

Quorum not met.

Discussion on Acceptance of Meeting Minutes and Briefings

June - October Meeting Minutes

Board Organizational Business

Curt Northrop – October Resolution expected for the nomination to the Board

Special Reports – Projects – Activities:

→ Projects, Grants, and Solicitations

Terminal Rehab Project

Landside and Airside Steel is almost complete. Paving is expected later this month. We have started some Phase 3 items. The schedule has been adjusted due to some changes. We're expecting the Substantial Completion to remain in early April 2025. We are expecting to move from phase 2 to phase 3 in November. TSA continues to work to acquire new equipment and should have a new AIT machine for the new checkpoint.

We're working to plan a Chamber event in November to open the new Departure Lounge area. We will keep everyone informed as this progresses.

CBP Project

We have been informed by CBP that they will cease their operations at BGM on 2/8/2025. We are unable to build a facility that is compliant with their User-Fee Facility requirements in 2025 and therefore they will not remain at BGM.

ITH recent announced they will also be closing their CBP facility.

Parking project:

Work begins this month. We expect the project to take approximately 30 days.

GSE Award from NYS 2022 AIR-99 Grant program

We have all of our orders in for this project. We have received a few orders already (Truck, friction measuring equipment). We expect to have all of the equipment by early next year.

MTE Snow equipment

MB was awarded the contract and we have received a 2024 grant from the FAA for this. We are working through the Purchase Order process for this equipment.

Taxiway Alpha Rehabilitation

This project will be started in the spring of 2025. The signage will be transitioned over to the new nomenclature for our airport.

Grant Opportunity: NYS Aviation Capital Grant Solicitation

NYS DOT and Governor Hochul announced the 2023-2024 Aviation Capital Grant program aimed at Airport Modernization and Safety Enhancement Projects. The total grant program is \$25M with maximum awards being \$2.5M per project. We have been expecting the release of this program and will have a project that is focused on renovating Hangar 2. It will include a roof replacement, office renovation, HVAC upgrades, and security modernizations. The applications are due 1/22/2025.

→ **Air Service Updates**

Enplanement report not available

Delta:

We have been working with them for the scheduling and frequency updates over the past 2 months. We're expecting these conversations to continue. We have also engaged them regarding their aircraft ground handling and deicing operations.

Other Airlines

*The upcoming Takeoff 2024 conference is our opportunity to have in person conversations about our route opportunities. The schedule is not set yet, but we have requested meetings with the following airlines: Delta, **Skywest**, United, Allegiant, JetBlue, American, Breeze, **Landline**, Sun Country, Spirit, **Air Wisconsin**, **Southern Airways**, and **Cape Air**. I will also be a speaker at this conference.*

→ **General Aviation Updates**

We purchased FirstAir's business and some of their equipment on July 1st. Set the record straight that they approached us about buying their business. We did not kick them out as we've heard they've said. They were not in compliance with minimum standards upon their leaving and left our team with quite a mess.

We only have 1 open position which is a full time Account Clerk. We have handled Sun Country Charter last month and will look to do more of those activities.

We are advertising our available spaces in hangars and available developable land. We have already received calls for both and expect to grow our tenant base accordingly.

Tenant meet and greet October 29th. Opportunity for our team and our tenants to engage with each other and ensure our Tenants understand BGM Aviation Services goals and aspirations.

→ **Miscellaneous**

- **Sunset Runway 5k – turnout and feedback**
- **NYAMA Fall Conference**
- **Airport after hours reception – tentative**

Discussion

Adjournment

Airport Advisory Board Meeting Attachments:

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Greater Binghamton Airport Airport Advisory Board June Minutes

June 12, 2024

In Attendance: Dennis Moulton, Diana LaBelle, Joe Rizzo, Per Stombaugh, Lois Augustini, Terry Hebbard, Vincent Pasquale, Chris Pelto, Mary May

Call to Order: @ 6:02PM

By: Dennis Moulton

Seconded by: Terry Hebbard

Discussion on Acceptance of Meeting Minutes and Briefings

June Meeting Minutes

Motion to Accept Minutes by: Dennis Moulton

Seconded by: Terry Hebbard

No changes to minutes. Accepted by all.

Board Organizational Business

Board Openings: Treasurer

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project

We are moving along at a great pace. Steel is being delivered and foundations are getting set. We expect to have the steel set for both landside and airside canopies by the end of July.

Parking project:

We expect to begin work on the project in August. The total project time is 30 days. This includes a new parking booth, upgraded lighting, and new parking revenue control equipment. There will be some minor work on the drainage around the parking booth structure as well.

CBP Project

We're working with the State to determine funding and next steps for this possible project.

GSE Award from NYS 2022 AIR-99 Grant Program

NYS is almost complete with their assessment of our gr paperwork and good faith efforts for equipment acquisition. We expect to begin acquiring items as soon as next month.

MTE Snow equipment

We received 1 bid for the equipment. MB's bid was \$1,020,507. We were anticipating the total amount of the grant to be \$950,000.

Taxiway Alpha Rehabilitation

We are awaiting the grant from the FAA. If this is a late grant, the project will need to be done in the spring of 2025.

EMAS installation

Blocks are being created. We held a preconstruction meeting last week and are expecting an updated schedule that should start the work in late July. This is a 45-day project.

➔ **Air Service Updates**

Enplanement report for September unavailable .

Avelo:

Avelo resumed flights last Thursday. Their loads are not nearly what they were last year.

We expect loads to improve as the schools get out and summer begins.

Delta:

We are staying on top of DL regarding the pricing. There were some updates, but we haven't seen enough movement to bring it in line with similar size airports.

Jumpstart Air Service Development Conference

We met with 4 airlines and Landline. Our meeting with Delta was good and provided some clarity on their plans moving forward. They are happy with BGM and are noticing the rise in bookings and we see that through the steady rise in load factors (Feb 50%, March 55%, April 68%, May 67%).

We also met with American Airlines, United Airlines, and Cape Air. Each had their presentation and discussion points.

→ General Aviation Updates

We are working to fill our final 2 positions for the FBO.

We are proceeding with our FBO and should be operational July 1. We are acquiring the FirstAir business and some of their assets. We will work to create new contracts with current tenants over the next month.

We are expecting GSE equipment purchases to happen via NYS grant as soon as July with deliveries in the following months.

→ 2024 Airshow

Airshow planning is ongoing. We have communicated with our tenants about closures and changes to the airport during the Airshow time.

Our team is working through all the acquisitions that are needed for this Airshow. Items such as, EMT support, hotels, shipping equipment, rental cars, food, and amenities for the required items by the BA's. BA's require 300 tickets each day with a separate tent that includes tables, chairs, water, and private restrooms.

Equipment acquisitions from various military bases begin as early as next week (Pittsburgh, Ft. Drum, McGuire AFB).

Completing operational plans and required submissions for the FAA, TSA, ATC, and Military groups.

Coordinating off-site parking needs, volunteers, and logistics for transportation.

→ Miscellaneous

- **Triennial Drill May**
- **Sunset Runway 5k – September 12**
- **FAA ADA Sec. 504 and Title VI Mini-review**
- **Proposing to postpone July's meeting due to Airshow.**
- 2025 Budget submission due July 12
- Tracking the Federal changes to the budget (LEO reimbursement, CBP, and TSA funding)
- Contracts – Federal Contracts updates

***Discussion:** Discussions on EMAS Project and how closures to ILS would affect tenants at night. Mr. Heefner mentioned maybe utilizing NOTAM instead of shutting ILS and 1634 down.*

***Adjournment:** 7:20 PM*

***Motioned by:** Vincent Pasquale*

***Seconded by:** Lois Augustini*

**Greater Binghamton Airport
Airport Advisory Board
September Agenda**
September 11, 2024

***In Attendance:** Diana LaBelle, Michael Gorman, Lois Augostini, Vincent Pasquale, Mary May*

***Call to Order:** 5:59 PM
By: Vince Pasquale
Seconded by: Mary May*

***Discussion on Acceptance of Meeting Minutes and Briefings**
June Meeting Minutes – Quorum not met, unable to accept Minutes.*

Board Organizational Business

Special Reports – Projects – Activities:

*➔ **Projects, Grants, and Solicitations***

***NYS Economic Impact Study & BGM Grants**
Discuss the EIS and the grants we've gotten since 2015.*

***Terminal Rehab Project**
Landside and Airside Steel is almost complete. Paving is expected later this month. We have started some Phase 3 items. The schedule has been adjusted due to some changes. We're expecting the Substantial Completion to remain in early April 2025. We are expecting to move from phase 2 to phase 3 in November. TSA continues to work to acquire new equipment and should have a new AIT machine for the new checkpoint. We're working to plan a Chamber event in November to open the new Departure Lounge area. We will keep everyone informed as this progresses.*

***CBP Project**
This has been removed from the State funded project as the pro-forma we ran showed the loss in value and revenue wasn't sustainable for a new facility. We will be meeting with CBP next week to determine next steps for our User-Fee Facility.*

***Parking project:**
Work will begin in late September/ early October. We expect the project to take approximately 30 days.*

***GSE Award from NYS 2022 AIR-99 Grant program.**
We are currently working to get Purchase Orders set up to acquire the equipment via this grant. We expect to begin seeing the equipment as soon as the end of this month. Peter LoPiccolo is heading up this project.*

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Taxiway Alpha Rehabilitation

We received the grant award announcement last week. This project will be started in the spring of 2025.

EMAS installation

Project has been completed as of Wednesday last week.

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Breakdown of the ticket sales

Response from attendees

Lessons learned.

Next airshow? Maybe in 2 years

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