

Greater Binghamton Airport Airport Advisory Board

April Agenda

April 8, 2025

Call to Order *at 6PM*

*Mark Heefner, Peter LoPiccolo, Dennis Moulton, Mary May, Terry Hebbard,
Diana LaBelle, Joe Rizzo*

Motion to Accept Minutes by

Discussion on Acceptance of Meeting Minutes and Briefings

March Minutes

Board Organizational Business

By-law changes to be submitted via Legislature for approval, review with Airport Advisory Board prior to submission for next Legislative session

Special Reports – Projects – Activities:

- **Projects, Grants, and Solicitations**

- **Terminal Rehab Project –**

Departure Lounge is now open and 98% complete. Outstanding work includes café space, trim work, security items for doors and cameras.

Phase 3 and 4 work continues. You can see work in the new FBO area, baggage claim and the new TSA checkpoint. TSA Checkpoint is receiving new equipment this week. The checkpoint changeover is expected to take place 4/16/25 for a go live date.

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

- *MH we are working cheaper internet for the airport and antenna tv to eliminate spectrum*

- *MH see attached layout for GA/SIDA ramp*

Parking project:

Working through the punch-list items and training.

- *DM wasn't there a parking gate on the employee lot?*

- *MH yes, and we want to upgrade it to a new gate and kiosk*

GSE Award from NYS 2022 AIR-99 Grant program

We expect to have the large electric tug this month. It is currently being reprogrammed by the manufacture.

MTE Snow equipment

- *MH no update*

Taxiway Alpha Rehabilitation

This project will be started in June/ July of 2025. The signage will be transitioned over to the new nomenclature for our airport. Tenant meetings to present the expected schedule will begin later this month with an update in June prior to July construction. See attached for the expected schedule of construction.

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Grant Opportunity: NYS Aviation Capital Grant Solicitation

We are awaiting word from NYS regarding our two applications (renovating Hangar 2 and Zero Emissions Vehicles (ZEV)). Applications were due on 1/22/25. NYS DOT has stated there were 47 primary applications totaling \$66M. The grant program only has \$25M available.

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- **Air Service Updates**

Enplanement report – March 2025 enplanements attached

-MH no report today, Delta is slow to send it

-DM what does your gut tell you?

-MH, it's the same, we are trying to get Delta to add more frequencies because we know we can do better. We got good data on local businesses and the average one way ticket is \$1K. We don't even have the biggest employers. We do not get any info from BU, Harvey does not seem to like us.

DL: Harvey is retiring , so maybe something will change.

MH: we are willing to work with them. County Executive office wants to help.

MM: I can get you more data, but I need more info.

MH: I will resend you the leakage study, it has a lot of information on local travelers.

MM: I can get a report.

Meetings : I met in person with American, Allegiant, Breeze, United, Air Wisconsin, and virtually with SkyWest this past month.

For what it is worth, we received positive feedback on our overall offer for services based on our unique strategy of offering “turnkey” startup opportunity to the airlines for a low rate.

We have another call with jetBlue but that remains a long shot at the moment.

- MH: We had our meeting and they are currently not interested, but would like to keep communicating in the future, they had issues with our PEDEW, which is driven by the Airlines, which Delta is not performing great right now. Jet Blue is a long shot but it was great to even have a meeting.

DM: Do the people you talk to know what they are talking about?

MH: Yes, they are planners.

JR: What is the answer you get from them? Is it the same for all airlines you talk to?

MH: No, all airlines are different, I can go into detail.

JR: is it Market?

MH: No, its different.

JR: would it be worth doing our own study between local airports? Why does ELM get another flight?

MH: Well, I asked Delta that directly, they said ELM corporate travel has recovered, and so I showed them what I got from local companies and they said "oh"

DM: that's the reason I ask if they know what they are doing.

MH: Corning puts money behind things, its hard for us. Corning was able to go with the Airport Executive to Americans headquarters and have a twenty minute meeting.

JR: why cant we do that?

DL: Lockheed and BAE, they have government contracts and cannot do that.

MH: Yes

DM: Going back to discussion on defense contractors cannot give money, they are private and should be able to.

MH: no they have grant assurances like us that may not allow them to do that. It is hard for us, we need all businesses to agree to giving money for cost mitigations. We tried to do that with the business traveler program and it helped but COVID ruined that.

-MM: I have clients cancelling for ITH United because the layover is difficult.

-MH: I believe they wanted a 3x flight, but only could afford a 2x

-JR: who is putting the money?

MH: I believe it is the university since they are a private school.

-MH: We are on Skywest radar, we have a good offer for them

-JR: If you get turned down do they provided feedback?

-MH: Yes, but they are limited because they do not want it to go to the wrong person.

-MH: We are on Spirits radar, Ft. Laurderdale

-MM: That would be great

MH: We had a great conversation with Breeze.

JR: What kind of planes?

MH: A220s that are brand new and the right amount of seats.

DL: Would they stay for a year? More than Avelo...

MH: Avelo stayed 19 months, but we think they would try to grow.

DL: You should try to bring airlines here for a party to see the terminal completion.

MH: We want to do this and even try to do an event for Delta's centennial

Delta:

I continue to work with Delta regarding an improved schedule for service. We expect to have another discussion with them this month on our current schedule.

We've provided them with additional options for BGM resources and opportunities. We are continuing to work various avenues to push for additional air service.

- **General Aviation Updates**

Improvement for the facilities continues. Electric has been installed in Hangar 3 for our tenant uses. We are waiting for warmer weather to do roof work on Hangar 3. We have been working to add some additional tenants as well to the BGM Hangars and seem to be moving forward with that.

Leases approved by Legislature have been painstakingly slow but are moving as the Law department works through their backlog.

Longer term – we're working to change out the self-serve fuel farm from a phone line to wireless signal.

JR: With all this classy operation in the new FBO - is anyone thinking a package deal to handout?

MH: We are talking about that today! We intend to go to White Plains this year and then host a booth next year when the terminal is complete.

- **Miscellaneous**

- Sunset Runway 5k already open for registration

Discussions: *No quorum.*

Mary May: votes by proxy yes for March and April minutes in May.

Adjournment: 19:05

Motioned by: JR

Seconded by: MM

Airport Advisory Board Meeting Attachments:

Page 1 – Agenda

Page 2 – Main ramp- FBO ramp layout

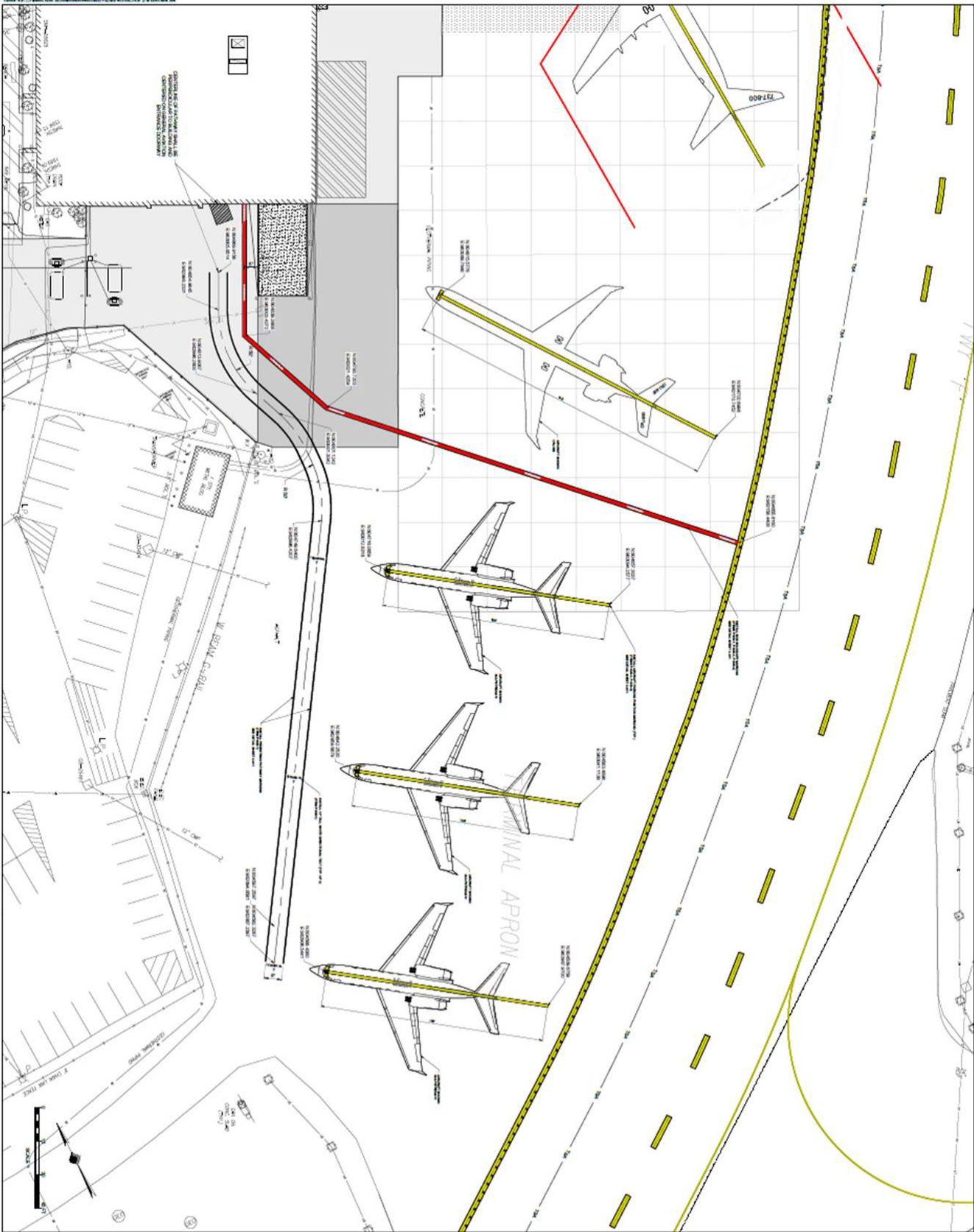
Page 3 – Taxiway A Phasing

Page 4 – 2025 February Enplanement Report January Meeting Minutes

Page 5 – March Meeting Minutes

Page 6 – February Meeting Minutes

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DRAWING NUMBER C-806	AIRSIDE MARKING PLAN	CLIENT: COUNTY OF BROOME - DEPARTMENT OF AVIATION JOHNSON CITY, NEW YORK 13790	PROJECT: GREATER BINGHAMTON AIRPORT TERMINAL RENOVATIONS - BID PACKAGE 2		McErdon Johnson 37 North Street Elmira, NY 13322 Phone: 607.733.1200 Fax: 607.733.1200 Email: mce@mcj.com

Enplanement Report

Greater Binghamton Airport Airport Advisory Board March Minutes

March 12, 2025

Call to Order: 5:58 PM

Motion to Accept Minutes by Tom Spura

Seconded by Terry Hebbard

Discussion on Acceptance of Meeting Minutes and Briefings

January & February Minutes

Board Organizational Business

By-law changes to be submitted via Legislature for approval, review with Airport Advisory Board prior to submission for next Legislative session

Special Reports – Projects – Activities:

- **Projects, Grants, and Solicitations**

- **Terminal Rehab Project –**

- **Parking project**

- **GSE Award from NYS 2022 AIR-99 Grant program**

- **Taxiway Alpha Rehabilitation**

- **Grant Opportunity: NYS Aviation Capital Grant Solicitation**

- *We are awaiting word from NYS regarding our two applications (renovating Hangar 2 and Zero Emissions Vehicles (ZEV)). Applications were due on 1/22/25*

- **Air Service Updates**

- **Enplanement report – February 2025 enplanements attached**

- **Delta**

- **General Aviation Updates**

- **Miscellaneous**

- *Terminal Hold Room Reception (3/20/25)*

- *Mutual Aid Training this past month*

- *NYAMA Advocacy Day*

- **Discussions:** *Terminal Project at about 65% complete project expected completion date of late May to June. Parking Project now at about 98% complete. Taxiway Alpha Rehabilitation project should take from 45 to 60 days to complete once started in June or July, new lights, signs and nomenclature.*

- *We should hear by September the status of any new Grants applied for. Tom Spura inquired when the review meeting with tenants would be, Mark replied*

that the meeting should take place in June or July 2025. Joe Rizzo inquired as to whether there would be any milling being done at night, Mark replied that at this time there is no milling scheduled for this year. Mary May stated she would try to get Mark a report showing which airports are being utilized for vacationers from our area.

Adjournment: 7:04 PM

Motioned by: Dennis Moulton

Seconded by: Mary May

Accepted by all in attendance

**Greater Binghamton Airport
Airport Advisory Board
February Agenda**
February 19, 2025

Call to Order at 6:02PM

Not enough for quorum – Dennis Moulton, Tom Spura, Diana LeBelle, Joe Rizzo, Mark Heefner, and Peter LoPiccolo.

Motion to Accept Minutes by – postponed to next meeting
Discussion on Acceptance of Meeting Minutes and Briefings
January Minutes

Board Organizational Business

By-law changes to be submitted via Legislature for approval, review with Airport Advisory Board prior to submission for next Legislative session

Diana would like to set up a meeting with Mark to go over the bi-laws and discuss questions

Special Reports – Projects – Activities:

➔ **2024 Year End Review**

Year end review

- *FBO*
- *Terminal project – value engineering*
- *2024 Airshow*
- *Air Service development –*
 - *Avelo good and bad – overall great numbers*
 - *Delta going back to Detroit was a good changes*

DM – Any word on NOAA trimming their staff?

Mark – No not that I heard of

- *Solar farm*
- *Goodrich hangar 1*
- *FBO started and acquisition of new equipment*
- *Adding new positions – expanded staff*
- *EMAS*
- *Projects*

Rizzo - what kind of equipment?

Mark – plow and broom all together

- *Sunset Runway 5K -*

Diana – will you do the run again?

Mark and Peter – yes, we need to get things submitted

Rizzo – how much interaction do you have with down state FAA?

Mark – We probably talk to them once a week, usually outside terminal project it is twice a months

Rizzo – no major injuries is something to be proud of. Do we keep track of the near misses similar to what in DCA with the Blackhawk?

Mark - That's a great idea, FAA tracks that but we do the RSAT meeting – making sure the tenants are all part of it.

Rizzo – I remember Pudish talking about accountability on the airfield

Peter – Yes, we stress the responsibility is on you.

Tom – hold on you didn't mention EVOG training and some of the UAS and canine stuff in Hangar 2
Mark - great addition, I am trying to get sheriff to put some money into the hangar. At fair market value

Diana - what do they do?

Peter – they train sniffing dogs on the second floor of hangar 2.

➔ **Projects, Grants, and Solicitations**

Mark – We are zeroing on the projects for the future. With all the changes in the federal government, there are planners retiring which may bottle neck approvals and processing of projects.

Terminal Rehab Project –

Departure Lounge is now open and 95% complete. Outstanding work includes café space, trim work, security items for doors and cameras.

Phase 3 and 4 work continues. You can see work in the new FBO area, tile work in the ticketing area, and demo in the old rental car counter areas.

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

Parking project:

Work has been substantially complete, parking booth, lights, and equipment is all installed.

GSE Award from NYS 2022 AIR-99 Grant program

We have all of our orders in for this project. We're awaiting the delivery of our large electric tug and Gator (bag tug) within the next 2 months.

MTE Snow equipment

We expect the arrival of this equipment in 2026 due to a 500 day build.

Taxiway Alpha Rehabilitation

This project will be started in June/ July 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 – 2024 Year report + January 2025 Enplanements

Routes 2025 Conference Meetings Recap: I met with the following airlines and had different conversations with each of them based on their niche:

American, Delta, Allegiant, Breeze, Avelo, Southwest, UPS

Delta:

We have been working with Delta's scheduling team to try to get a second frequency for 2025. They have been reluctant to add due to the slow recover of business travel.

We've engaged some of our major businesses in the area to get travel data. It is extremely helpful information to have and we need to continue the dialogue with them to get assistance with the Airlines adding service or frequency.

Delta moved our flight times 6 times in 2024. One flight a day is crippling. ELM is adding a 3rd flight for the summer – very because ELM is a smaller market. Asking Delta directly – They will not be adding an additional flight.

Diana - was he a decision maker?

MH - Yes, northeast network planner

Rizzo – 2023 there was a drastic drop for this year, it seems like with one flight a day, people are losing interest in our airport.

Gorman – doing the research it's not just the frequency but it is the time. We can get out, but we cannot get back in the same day. We just cannot make it work.

MH – Yes, I agree, I asked if he was trying to get rid of us. Are you committed to the upstate markets or senator? And Delta said they are committed to the upstate Markets, so we asked them to look at their 2019 schedule with 3 flights a day, how they made money. We know they made money, because Delta Mainline took over the route from SkyWest.

We also offered many cost savings things such as deicing or ground handling

Dennis - what is your gut feeling?

Mark – If Schumer retires, they are gone, or if we get another legacy airline, they are gone. Seeing different services can make more competition. Its not ELM or ITH taking our passengers, it is SYR and AVP that take our passengers. We can approach airlines with the data provided by local companies on their travel and show them what they are missing, where people from the area are actually going and how much they are spending.

Gorman, business travelers cares about times and schedule.

Rizzo - Yes, business travelers do not want to lose a day of travel and would prefer to make it home to their families as soon as possible.

MH – yes, I agree. I would like to work with the County and local businesses to show their travel data to airlines.

Rizzo – economy is a key for business travel, we have medical or education. Also a growth in the area like BAE and Lockheed. UHS is pretty local.

MH – UHS travels more than you realize, more for executives, or for training. BAE and Lockheed use Contour which tracks well, UHS does not like to keep these records.

Rizzo – have you touched base with Guthrie,

MH - not yet I would like to

Rizzo – they have more travel

Gorman - it may be worth figuring out who has accounts with Contour and other travel companies.

MH - It can be really helpful.

Gorman – I was shocked how many people are traveling in our company.

MH – I wanted to share with the group EAS markets chart I received from our Air service developer. In total 550 million dollars from the federal government is used for essential air service in airports in the USA. Very frustrating where city like Ogdensburg get 8.8 million dollars on EAS. That looks like number 3 for the most subsidizes

Dennis- I have a feeling some of it will be yanked.

Gorman – JetBlue or Southwest – Alaskan may be a good way to go.

MH - I agree but Southwest is hurting

Allegiant -

Rizzo – so what do these ground handling and fuel uplift fees do for them? Does it lower their costs?

MH – Yes

American

MH – They asked about our SCASD – It can be amended – same offer for ground handling, zero uplift, deicing savings, and American seemed to respond

Rizzo - how much do they do for planning on costs – SCASD is set money, do they just use it and leave?

MH – some airlines are, Breeze is notorious for doing that, they tried to pull that in ITH. The legacy airlines do not do that, they want to see risk mitigation.

Landline-

Gorman, would it just be Philly or JFK or EWR?

MH – most likely Philly

Spura - those buses may be tight.

MH – they are actually wider than standard buses, I will let you know how it is when I use it in a month.

Rizzo – sounds like the seats are bigger than the airline seats.

MH – I think it was

Rizzo – I saw on YouTube – cape air following a flight from JFK to Saratoga Spring in a dual prop – single pilot! That is nuts!!

MH – Contour does the same thing. CRJ200 – they do it with one pilots, they take out seats, they try to keep a second pilot who is training. Southern (airways express) also flies with one pilot.

Diane, if you book a flight would you know it was one pilot or not.

DM – no they wouldn't do that

Diane – I wouldn't fly on that.

→ General Aviation Updates

Account Clerk hired (Deb Roloson), Part Time Airport Attendant hired (Stephen Mercado)

We are advertising our available spaces in hangars and available developable land. T-Hangars are currently full. We continue to field inquires for both large hangars and T-hangars.

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

→ 2025 Airport SWOT

→ Miscellaneous

- Lots of Snow!
- Terminal Hold Room Reception (3/6/25)

Mark - Chamber for Sneak peak not on 3/6 – date to be determined

Mark - NYAMA – Advocacy day – State and speak to legislatures to advocate for aviation in NYS.

Discussions:

Adjournment: 7:35 PM

Motioned by: Tom Spura

Seconded by: Dennis Moulton

Airport Advisory Board Meeting Attachments:

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Page 4 – 2024 Enplanement Report & 2025 January Enplanement Report

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2024 Advisory Board Year End Review

- **Triennial**
- **FBO Start up = BGM Aviation Services**
 - Lawsuit with FirstAir
 - Purchase of FirstAir for \$540,000
 - “Fuel” + equipment + business + “Lessee’s”
 - Equipment from NYS Air-99 Grant
- **Terminal Construction continues**
 - Phase 1 completed
 - Phase 2 near-complete
 - Phase 3 & 4 ongoing
 - Value Engineering reduced cost by \$1M
 - Removed CBP building (Savings of \$8M+)
 - Parking equipment renovated
 - Added \$3M to the \$7M FAA BIL funding
- **2024 Greater Binghamton Airshow**
 - 15,000 each day in attendance
 - US Navy Blue Angels for the first time since 2009
 - F-35 first time ever at BGM
- **Air Service Development**
 - Avelo Airlines – DIRECT SERVICE to Orlando, Florida (MCO) 2 times per week
 - Discontinued service in August due to difficulties with aircraft utilization at other airports
 - 2024 total enplanements = 8,809 (81% Load Factor)
 - Delta Airlines – Service to DTW
 - 76-seat CRJ-900
 - 1 round trip flights a day to DTW, flight time change several times. Ended the year with the midday turn (approx. 1p)
 - 2024 enplanements= 17,336 (64% Load Factor)
 - Airline Meetings
 - Routes America & Routes Takeoff
 - Met with the following Airlines: American, United, Delta, Avelo, Allegiant, Breeze, Southwest, SkyWest, Air Wisconsin, Cape Air, Southern Airways, Boutique, Landline
 - Avelo and Delta meetings throughout the year
- **Non-Commercial Aviation Development and Opportunities**
 - NOAA lease updated (2022-2024 paid out)
 - ATC lease ongoing negotiation
 - Solar farm being built
 - Goodrich move to Hangar I
- **FBO – BGM Aviation Services**
 - GSE acquisitions
 - 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
- **Projects and Grants**
 - EMAS project started and substantially complete – Under budget and on time
 - Blocks procured and installed
 - Taxiway A Rehabilitation Construction Project bid and awarded (Suit Kote) (\$3.5M) – constructed expected June/ July 2025
 - Snow Removal Equipment Bid and awarded (\$1.1M) expected in early 2026
- **Miscellaneous**
 - No major injuries
 - Sunset Runway 5k
 - Law Enforcement Officer Trainings
 - EVOC
 - Personnel and K-9 Trainings throughout the year

Yearly Enplanement Report

Year 2019 v 2023 v 2024

TOTALS	2019	2023	2024	Change 2019	Change 2023
Enplanements	38,071	33,159	26,921	-29.29%	-18.81%
Deplanements	37,756	32,458	24,035	-36.34%	-25.95%
Available Seats	47,412	60,770	39,008	-17.73%	-35.81%
Load Factor	80%	55%	69%	-14.05%	26.48%

January Enplanement Report

2025

Delta	2019	2024	2025	Change 2019	Change 2024
Enplanements	2,053	1,117	997	-51%	-11%
Deplanements	1,922	987	1,046	-46%	6%
Available Seats	2,776	2,022	2,274	-18%	12%
Load Factor	74%	55%	44%	-41%	-21%
Landing Weight	2,660,100	2,027,200	2,253,000	-15%	11%
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Avelo	2023	2024		
Enplanements	1,038	1,201		
Deplanements	955	1,048		
Available Seats	1,512	1,701		
Load Factor	69%	71%		
Landing Weight	1,170,400	1,316,700		

TOTALS	2019	2024	2025	Change 2019	Change 2024
Enplanements	2,053	2,318	997	-51%	-57%
Deplanements	1,922	2,035	1,046	-46%	-49%
Available Seats	2,776	3,723	2,274	-18%	-39%
Total Load Factor	74%	62%	44%	-41%	-30%

2025 SWOT Analysis – Greater Binghamton Airport

Strengths

- Admin Staff
- FBO
- Equipment
- Institutional knowledge
- Positive relationships with airline planners
- Location to hubs for airlines
- SCASD and relationship with DOT it creates
- Mark being NYAMA President 2024, 2025
- Assistance from other Departments
- New Terminal

Weaknesses

- Air service offerings
- Limited by G2
- Pay for employees is not competitive
- Limited financial resources to compete with EAS airports (MRG's & Aircraft/Crew limitations)
- Retention of certain division employees
- Assistance from other departments and usage of budget
- Purchasing power/limits (not taking in account inflation)
- Aging equipment and slow transition to new equipment due to budget
- Lack of employees in FBO (need 1 FTE additional)
- Ability to react financially in a timely fashion
- Contract completion (takes a long time to process contracts and complete them)
- Upskilling limitations

Opportunities

- Employee advancement (creation of ladder for employees to get experience and pay)
- Increased service opportunities
- Charter operations
- Grant applications
- Exclusive Rights?
- Tax challenge
- Open hangar space
- Pool filter for glycol tank?
- EAS bids open for airline targets
- HVAC changeover to new system
- Land development partnerships with the Agency and others
- Marketing FBO services to new tenants
- Terminal Marketing
- Upskilling/ training opportunities (CDL)

Threats

- G2's ground handling/ customer service
- Attrition
 - o Pete Hans
 - o Admin employees being recruited by other airports
- Delta's rebuilding strategy
- Other carriers at neighboring airports
- Political aspects at State and Federal levels
- Accounts receivables outstanding
- Terminal condition during construction
- Equipment age

Greater Binghamton Airport Airport Advisory Board January Minutes

January 8, 2025

Call to Order: 6:00 PM

Motion to Accept Minutes by: *Diana LaBelle*

Discussion on Acceptance of Meeting Minutes and Briefings

November and December Minutes

Board Organizational Business

By-law changes to be submitted via Legislature for approval, review with Airport Advisory Board prior to submission for February Legislative session

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project –

Progressing in all areas. The Departure lounge is expected to be ready for occupancy on January 20th.

Phase 3 and 4 work has started. You can see demo in the new FBO area, tile work in the ticketing area, and demo in the old rental car counter areas.

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 the small tug (Lectro) and the Deice truck arrived in December. 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

We expect the arrival of this equipment in 2026 due to a 500 day build.

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

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➔ **Air Service Updates**

Enplanement report – *we have not received December numbers from Delta*

Delta:

We have been working with Delta's scheduling team to try to get a second frequency for Q2 2025. Unfortunately, that doesn't appear to be in Delta's plans as they have repeatedly

told us that the opportunity cost for other stations is greater than BGM's. We will continue to strive to find other avenues to unlock additional frequencies with Delta.

Airline Opportunities

The airline we were negotiating with for daily JFK service over the October through December. The goal was to get service set up for June 2025, but the airline has taken a step back and is reviewing its aircraft plans. We are unsure of the next steps they wish to take, but will continue to meet with them.

We expect to have a few virtual meetings with airlines in January and then several in person at the conference in early February. We are pushing for airlines that are focused on upcoming EAS bid applications (awards expected March-June). With that in mind, we're working 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.

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.

→ 2025 Airport Goals

→ Miscellaneous

- *Will need to adjust February's meeting to either 2/5 or 2/19*
- *February we will do our 2024 year end review and hopefully 2024 budget review*

Discussions: *Waiting on proposed changes to By-Laws and number of members. And meetings per year. It was announced that Avis Corporate took over operation of the Avis located in the Terminal Lobby. Diana mentioned putting out a message to announce the change. Diana also asked if there were any plans to put in a kiosk for parking payments inside the Terminal to make it easier to leave the parking lot. Peter mentioned that there is plans to place a "Pay by Foot" station in the terminal to address this issue. Joe Rizzo asked about the Avgas truck issues, Peter updated him on the reason that the truck was down and the plans to correct that issue. Peter stated the new Departure lounge should be useable by 1/20/25. The new electric tug and Gator should be in by April 2025. Joe Rizzo asked if the Hanger 2 grant would allow for repair of the offices on the second floor, Joe also inquired if we would be able to provide regular gas for sale to those pilots who have planes with Rotax engines. Mary May mentioned that she would be interested in being involved with the Digital Terminal Advertising. Diana asked if a new Hanger could be built if we have a waiting list for the hangar space, Peter mentioned that this would require a new contract and is not in the plans at this time. Terry Hebbard mentioned the Titan Contract fuel pricing is considerably cheaper in Elmira.*

Adjournment: 7:10 PM

Motioned by: Dennis Moulton

Seconded by: Michael Gorman

**Greater Binghamton Airport
Airport Advisory Board
January Agenda
January 8, 2025**

Call to Order: 6:00 PM

Motion to Accept Minutes by: Diana LaBelle

Discussion on Acceptance of Meeting Minutes and Briefings
November and December Minutes

Board Organizational Business

By-law changes to be submitted via Legislature for approval, review with Airport Advisory Board prior to submission for February Legislative session

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project –

Progressing in all areas. The Departure lounge is expected to be ready for occupancy on January 20th.

Phase 3 and 4 work has started. You can see demo in the new FBO area, tile work in the ticketing area, and demo in the old rental car counter areas.

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 the small tug (Lectro) and the Deice truck arrived in December. 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

We expect the arrival of this equipment in 2026 due to a 500 day build.

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 – *we have not received December numbers from Delta*

Delta:

We have been working with Delta's scheduling team to try to get a second frequency for Q2 2025. Unfortunately, that doesn't appear to be in Delta's plans as they have repeatedly told us that the opportunity cost for other stations is greater than BGM's. We will continue to strive to find other avenues to unlock additional frequencies with Delta.

Airline Opportunities

The airline we were negotiating with for daily JFK service over the October through December. The goal was to get service set up for June 2025, but the airline has taken a step back and is reviewing its aircraft plans. We are unsure of the next steps they wish to take, but will continue to meet with them.

We expect to have a few virtual meetings with airlines in January and then several in person at the conference in early February. We are pushing for airlines that are focused on upcoming EAS bid applications (awards expected March-June). With that in mind, we're working 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.

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.

➔ 2025 Airport Goals

➔ Miscellaneous

- *Will need to adjust February's meeting to either 2/5 or 2/19*
- *February we will do our 2024 year end review and hopefully 2024 budget review*

Discussions: *Waiting on proposed changes to By-Laws and number of members. And meetings per year. It was announced that Avis Corporate took over operation of the Avis located in the Terminal Lobby. Diana mentioned putting out a message to announce the change. Diana also asked if there were any plans to put in a kiosk for parking payments inside the Terminal to make it easier to leave the parking lot. Peter mentioned that there is plans to place a "Pay by Foot" station in the terminal to address this issue. Joe Rizzo asked about the Avgas truck issues, Peter updated him on the reason that the truck was down and the plans to correct that issue. Peter stated the new Departure lounge should be useable by 1/20/25. The new electric tug and Gator should be in by April 2025. Joe Rizzo asked if the Hanger 2 grant would allow for repair of the offices on the second floor, Joe also inquired if we would be able to provide regular gas for sale to those pilots who have planes with Rotax engines. Mary May mentioned that she would be interested in being involved with the Digital Terminal Advertising. Diana asked if a new Hanger could be built if we have a waiting list for the hangar space, Peter mentioned that this would require a new contract and is not in the plans at this time. Terry Hebbard mentioned the Titan Contract fuel pricing is considerably cheaper in Elmira.*

Adjournment: 7:10 PM
Motioned by: Dennis Moulton
Seconded by: Michael Gorman

2025 Goals for BGM

- Air Service
 - Maintain rapport with Delta with quarterly check-ins and secure 2nd flight
 - Utilize SCASD for additional route – UA to IAD or another short haul hub
 - Recruit a leisure airline for less than daily service (begin negotiations in 2025)

- Non-Airline Revenue
 - Improve FBO offerings with new GA terminal location
 - Increase YoY fuel sales by 5%
 - Recruit 1 new aircraft tenant for bulk hangar
 - Update ATC lease with new lease rates commiserate with 2025 costs
 - MoGas fuel flowage agreements implemented
 - Land development advertising updated
 - Digital Terminal Advertising – Direct with Customer via Airport (no 3rd party)

- Airport Improvement, Customer experience, and overall appearance
 - Terminal Project construction completed
 - Reduce Airport's share to below \$8M
 - Provide improved vending experience
 - Parking/ curb front ticket mechanism for violators
 - Reduce debt/ need to take out debt

- Team
 - Fill all positions (at least 90% capacity)
 - Update position duties and titles to fit our flexible needs
 - Provide 1-3 specialized training opportunities (security, technical skills, etc.)
 - Upskilling for Maintenance team (CDL's?)
 - Upskilling for Ops team (ACM)
 - Expand abilities and cross utilization throughout the entire team for all jobs at airport
 - Review positions and organizational chart to improve pay where applicable for team

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.

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

Greater Binghamton Airport Airport Advisory Board December Minutes

December 10, 2025

Call to Order: 6:01

Motion to Accept Minutes by: *Quorum not met*

Discussion on Acceptance of Meeting Minutes and Briefings

November for acceptance

Board Organizational Business

2026 meetings: February, April, June, August, October, December

Renewals for Board Membership will be submitted by County Executive Office

In Attendance: *Dennis Moulton, Diana LaBelle, Curt Northrup, Terry Hebbard, Mary May*

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project – Punchlist items are being completed. Few final items such as pavement, FBO doors, HVAC closeout items. The real fun begins now with the pay applications, final billings, and the subsequent NYS and FAA Audits!

MTE Snow equipment : Delivery Tomorrow (Thursday) at 10am!

Taxiway Alpha Rehabilitation : Awaiting delivery of signage followed by installation expected for January.

NYS Capital Grant – Hangar Improvements – Grant is being executed and then we'll execute a Task Order via the Broome County Legislature for MJ to begin the design.

2026 AIP Projects = Runway 16 EMAS Design, SRV Building Design, Terminal Project funding.

➔ **Air Service Updates**

Delta – We continue to work with Delta to request the 2nd frequency for 2026. They had one cancellation last month due to the shutdown and one was weather related

Opportunities and meetings – We are pushing SkyWest with BGM-IAD. We have continued to have those discussions. This past month we met with UA to discuss BGM-IAD in 2026. They provided us the normal response initially of “we’re planning growth, but not for another year at small stations like BGM”. We’ll keep developing this.

We’ve begun approaching AA about service to Chicago to see if they are interested in continuing to compete with UA’s expansion efforts in that city.

We are continuing to engage ULCC’s. We have a meeting set in early 2026 with Avelo to discuss BGM service for early 2027. The discussion will be dependent on their E2 delivery schedule. We also continued to engage Allegiant and Breeze for any 2026 opportunities.

At the moment, any schedules are pointing to mid-2026 at the earliest for any possible new service.

➔ **General Aviation Updates**

Winter operations are here. Our team conducts the plowing and have asked several tenants to ensure they are not parking airside or interfering with snow operations.

We completed Hangar 3 roof work and are preparing for our team to undertake some renovations in the bathrooms and flooring once materials arrive.

We are also looking into marketing and networking opportunities for 2026 to grow our tenant base and offerings.

Miscellaneous

- Mark to meet with NYS DOT Commissioner Thursday
- County hiring freeze due to uncertain funding (2 open positions +1 future opening)
- Holiday Networking event 12/18 11a-2p
- Next Airport Advisory Board meeting 2/11/2026 (Calendar invites will include Microsoft Teams link)

Discussions:

Adjournment: 6:42

Motioned to Adjourn: *Approved by at in attendance*

Greater Binghamton Airport Airport Advisory Board November Minutes

November 12, 2025

Call to Order: 5:59 PM

In Attendance: Dennis Moulton, Diana LaBelle, Joe Rizzo, Michael Gorman, Lois Augustini, Terry Hebbard, Mary May and Tom Spura.

Motion to Accept Minutes by: Michael Gorman Seconded by Mary May

Motion to Accept Option B (February, April, June, August, October and December Schedule) **by:** Tom Spura, seconded by Mary May, approved by all in attendance.

Discussion on Acceptance of Meeting Minutes and Briefings

September and October for acceptance

Board Organizational Business

By-law changes have been approved by Legislature

Review dates for 2026 slate and discuss as necessary

A: January, March, May, July, September, November

B: February, April, June, August, October, December

Special Reports – Projects – Activities:

→ **Projects, Grants, and Solicitations**

Terminal Rehab Project – Punchlist items are ongoing with the HVAC being the main item to complete. Security cameras and access control is ongoing and will likely continue through the end of the year.

MTE Snow equipment: *Expected delivery date is December 2025*

Taxiway Alpha Rehabilitation: *Paving is complete. Awaiting delivery of signage followed by installation. The factory producing the signs is further behind than expected.*

NYS Capital Grant – Hangar Improvements – *Awaiting grant paperwork to be sent from NYS so we can execute and begin design. Once we get the grant in hand, we'll execute a Task Order via the Broome County Legislature for MJ to begin the design.*

2026 AIP Projects = *Runway 16 EMAS Design, SRV Building Design, Terminal Project funding.*

→ **Air Service Updates**

Delta – *We have touched base with Delta asking about the Spring 2026 Schedule and if BGM can get the second frequency back. They responded that the schedule would remain through Q1 and into Q2 at the moment.*

Opportunities and meetings – *We continue to push SkyWest along with BGM-IAD, but are in a holding pattern due to the EAS contracts not being awarded for other markets. The shutdown has made it difficult to plan next steps.*

We have reached out to UA and have a meeting set with them later this month to discuss BGM-IAD in 2026. They provided us the normal response initially of “we’re planning growth, but not for another year at small stations like BGM”. We’ll keep developing this. We are going to approach AA about service to Chicago to see if they are interested in continuing to compete with UA’s expansion efforts in that city.

We are continuing to engage ULCC’s. We have a meeting set in early 2026 with Avelo to discuss BGM service for early 2027. The discussion will be dependent on their E2 delivery

schedule. We also continued to engage Allegiant and Breeze this past month, although both responded that they're reviewing potential markets and would keep BGM in mind.

→ General Aviation Updates

Winter operations are here. We are working to complete roof work on Hangar 3 and are preparing for our team to undertake some renovations in the bathrooms and flooring to start.

We are also looking into marketing and networking opportunities for 2026 to grow our tenant base and offerings.

Miscellaneous

- *County hiring freeze due to uncertain funding*
- *Holiday Meeting 12/18 12n-2p*

Discussions: *Mark Heefner mentioned that starting with the December meeting a Microsoft link will now be added as a meeting Option. There was discussion on the depth of the EMAS. It was stated the front of the EMAS was 2.5 feet deep in the front and the back was 4 feet deep. Discussion of updates to the old FBO were discussed and Mark answered Joe Rizzo's questions regarding Hanger 2 bathrooms, that they would be fixed. Mary inquired as to the type of tenant the Airport was looking for the Hangers and Mark stated that Corporate Jets such as NetJets would be best. Tom Spura and Joe Rizzo inquired about the heat at the old FBO and Mark stated that answered that it should be working and if not to contact him. Terry Hebbard asked if Mark knew when the new snow equipment was expected to arrive and Mark answered that it should be here around December 8th.*

Adjournment: *6:35 PM*

Motioned by: *Mary May*

Seconded by: *Michael Gorman, approved by all.*

**Greater Binghamton Airport
Airport Advisory Board
July Agenda
July 9, 2025**

Call to Order: 6:01 PM

Motion to Accept Minutes by: Quorum not met

In Attendance: Dennis Moulton, Joe Rizzo, Lois Augustini, Mary May, Tom Spura

Discussion on Acceptance of Meeting Minutes and Briefings

April & May Minutes accepted in June by Proxy vote.

Board Organizational Business

By-law changes have been submitted for approval, expected approval for August Session

No August Meeting

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project – Ribbon Cutting 7/11 at 10am

Final items are being completed and punched out. Waiting for items such as walk out mats, graphics, signage, punch list items

Parking project: *Working on closeout*

GSE Award from NYS 2022 AIR-99 Grant program: *Working on closeout*

MTE Snow equipment: *Updated delivery date is December 2025*

Taxiway Alpha Rehabilitation: *Starting July 21st and run through September. Runway and Taxiway closures have been communicated to Tenants and Airport users. The signage and electrical items will be updated because of this project. It is 2024 funding and is fully appropriated.*

Grant Opportunity: NYS Aviation Capital Grant Solicitation

Followed up with NYS this week and are awaiting word regarding any awards

➔ **Air Service Updates**

Opportunities and meetings *We are continuing to discuss options for less than daily service to Florida. It does not appear like we will have service this year for this endeavor. We have also been in contact with carriers that are expected to be major players in EAS bids. We've requested meetings with them to submit a proposal for multi-city service and for direct service depending on the carrier.*

Delta – *We're meeting with them at the end of the month at their HQ regarding additional service.*

➔ **General Aviation Updates**

Potential Mechanic Tenant

Leasing and leases finally moving forward

New FBO space being transitioned to

In the middle of the DSG Open July 7th – 13th

2026 Budget draft submission snapshot

➔ **Miscellaneous**

- *Annual Part 139 Inspection completed*

- *Sunset Runway 5k open for registration*
- *Hailstorm damage assessment*

Discussions: *Joe Rizzo inquired who at the Airlines Mark had talked with, Management or Advisors; Mark answered that he has spoken with the CEO of Skywest and Air Wisconsin. There was mention of the Geothermal system (which only cools the first floor of the Terminal and is currently not working) and why it was not operational. It was explained that the cost is upwards of one million to maintain per year, and the Terminal has a new chiller system since the renovations.*

Adjournment: 6:45 PM
Motioned by: Tom Spura
Seconded by: Dennis Moulton

June Enplanement Report

2025

Delta	2019	2024	2025	Change 2019	Change 2024
Enplanements	3,513	1,594	1445	-59%	-9%
Deplanements	3,548	1,687	1434	-60%	-15%
Available Seats	4,320	2,432	2075	-52%	-15%
Load Factor	81%	66%	70%	-14%	6%
Landing Weight	3,948,000	2,403,200	2,291,800	-42%	-5%
1 ferry flight CRJ 550					

Avelo	2023	2024		Change 2024
Enplanements	1,257	1,496		19%
Deplanements	1,237	1,336		8%
Available Seats	1,512	1,701		13%
Load Factor	83%	88%		6%
Landing Weight	1,170,400	1,316,700		13%

TOTALS	2019	2024	2025	Change 2019	Change 2024
Enplanements	3,513	3,090	1,445	-59%	-53%
Deplanements	3,548	3,023	1,434	-60%	-53%
Available Seats	4,320	4,133	2,075	-52%	-50%
Load Factor	81%	75%	70%	-14%	-7%

Greater Binghamton Airport Airport Advisory Board June Minutes

June 11, 2025

Call to Order: 6:00 PM

Motion to Accept Minutes by: Quorum not met, unable to accept Minutes

In Attendance: Joe Rizzo, Michael Gorman, Mary May, Tom Spura.

Board Organizational Business

By-law changes review with Airport Advisory Board for submission for next Legislative session for approval

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project – FBO is expected to be complete by the end of the month. TSA Exit Lane is usable but the technology for backflow prevention is not completed yet. The “Café space” is currently under construction in the hold room and beside the TSA checkpoint. Paving is complete, pavement painting will likely be done landside this week and airside completed by the end of the month.

2nd floor Temp chiller installed and permanent chiller to be delivered later this month.

Working with Governor and County Executive on a possible ribbon cutting date.

Parking project: *Working on closeout*

GSE Award from NYS 2022 AIR-99 Grant Program: *Working on closeout*

MTE Snow Equipment: *Updated delivery date is December 2025*

Taxiway Alpha Rehabilitation: *Starting July 7th and run through September. Runway and Taxiway closures have been communicated to Tenants and Airport users. The signage and electrical items will be updated because of this project. It is 2024 funding and is fully appropriated.*

Grant Opportunity: NYS Aviation Capital Grant Solicitation

Followed up with NYS this week and are awaiting word regarding any awards

➔ **Air Service Updates**

Opportunities and meetings *No major updates yet from ULCC’s. We are in the top 10 of the airports they’re considering for less than daily service to Florida. It is our summation that they will be selecting 3-4 airports from the grouping. We’re doing all we’re able to do to push our airport higher on the list.*

We have also been in contact with carriers that are expected to be major players in EAS bids. Review of why that is important and why it is our objective. LWB pop= 3800, county =33000; PKB pop= 30000, area= 88000; SDH pop = 2200, area= 45000

We’ve requested meetings with them to submit a proposal for multi-city service and for direct service depending on the carrier. (JST (18k/130k)-Chose to retain Incumbent SkyWest Airlines as United to IAD/ORD, BKW-Chose to retain Incumbent Contour Airlines to CLT) - DOT has yet to approve these selections.

Delta – *no major updates. See load factors and report of flights. We are awaiting dates to have a meeting with them either via virtual or in person regarding service.*

Leakage Study – *Overview of the updated Q4 2024 leakage study - Overall market size is down about 150K passengers from study in YE 2Q 2023, but when spread that across all markets it’s not super meaningful. SYR picked up some share, even though they lost*

Southwest. BGM retention is up to 4.3% from 3.8% - again, not super meaningful. The story continues to be; if we could get the service, we can fill the plane. 10% retention translates in 127,000 O&D/63,500 enplanements.

→ **General Aviation Updates**

G450 Tenant

Leasing and leases finally moving forward

New FBO space expected to be opened by July

Preparing for DSG Open July 7th – 13th

→ **Miscellaneous**

- *EVOC Training*
- *Sunset Runway 5k open for registration*
- *2026 Budget beginning*
- *Social Media Presence*
- *Facility Tour*

Discussions: *The Geothermal System installed 12 years ago by SUNY was discussed to explain that it is not utilized due to the high cost of maintenance on the system, approx. one million per year. Mark mention and discussed that Dick's Open next month. The Terminal project has reached 67% substantial completion and that a Ribbon cutting ceremony is expected around July 7th and that he hopes Board Members are able to attend.*

Adjournment: 6:55 PM

Motioned by: *Michael Gorman*

Seconded by: *Tom Spura*

Greater Binghamton Airport Airport Advisory Board June Minutes

June 11, 2025

Call to Order: 6:00 PM

Motion to Accept Minutes by: Quorum not met, unable to accept Minutes

In Attendance: Joe Rizzo, Michael Gorman, Mary May, Tom Spura.

Board Organizational Business

By-law changes review with Airport Advisory Board for submission for next Legislative session for approval

Special Reports – Projects – Activities:

→ **Projects, Grants, and Solicitations**

Terminal Rehab Project – FBO is expected to be complete by the end of the month. TSA Exit Lane is usable but the technology for backflow prevention is not completed yet. The “Café space” is currently under construction in the hold room and beside the TSA checkpoint. Paving is complete, pavement painting will likely be done landside this week and airside completed by the end of the month.

2nd floor Temp chiller installed and permanent chiller to be delivered later this month.

Working with Governor and County Executive on a possible ribbon cutting date.

Parking project: *Working on closeout*

GSE Award from NYS 2022 AIR-99 Grant Program: *Working on closeout*

MTE Snow Equipment: *Updated delivery date is December 2025*

Taxiway Alpha Rehabilitation: *Starting July 7th and run through September. Runway and Taxiway closures have been communicated to Tenants and Airport users. The signage and electrical items will be updated because of this project. It is 2024 funding and is fully appropriated.*

Grant Opportunity: NYS Aviation Capital Grant Solicitation

Followed up with NYS this week and are awaiting word regarding any awards

→ **Air Service Updates**

Opportunities and meetings *No major updates yet from ULCC’s. We are in the top 10 of the airports they’re considering for less than daily service to Florida. It is our summation that they will be selecting 3-4 airports from the grouping. We’re doing all we’re able to do to push our airport higher on the list.*

We have also been in contact with carriers that are expected to be major players in EAS bids. Review of why that is important and why it is our objective. LWB pop= 3800, county =33000; PKB pop= 30000, area= 88000; SDH pop = 2200, area= 45000

We’ve requested meetings with them to submit a proposal for multi-city service and for direct service depending on the carrier. (JST (18k/130k)-Chose to retain Incumbent SkyWest Airlines as United to IAD/ORD, BKW-Chose to retain Incumbent Contour Airlines to CLT) - DOT has yet to approve these selections.

Delta – *no major updates. See load factors and report of flights. We are awaiting dates to have a meeting with them either via virtual or in person regarding service.*

Leakage Study – *Overview of the updated Q4 2024 leakage study - Overall market size is down about 150K passengers from study in YE 2Q 2023, but when spread that across all markets it’s not super meaningful. SYR picked up some share, even though they lost*

Southwest. BGM retention is up to 4.3% from 3.8% - again, not super meaningful. The story continues to be; if we could get the service, we can fill the plane. 10% retention translates in 127,000 O&D/63,500 enplanements.

→ **General Aviation Updates**

G450 Tenant

Leasing and leases finally moving forward

New FBO space expected to be opened by July

Preparing for DSG Open July 7th – 13th

→ **Miscellaneous**

- *EVOC Training*
- *Sunset Runway 5k open for registration*
- *2026 Budget beginning*
- *Social Media Presence*
- *Facility Tour*

Discussions: *The Geothermal System installed 12 years ago by SUNY was discussed to explain that it is not utilized due to the high cost of maintenance on the system, approx. one million per year. Mark mention and discussed that Dick's Open next month. The Terminal project has reached 67% substantial completion and that a Ribbon cutting ceremony is expected around July 7th and that he hopes Board Members are able to attend.*

Adjournment: 6:55 PM

Motioned by: *Michael Gorman*

Seconded by: *Tom Spura*

**Greater Binghamton Airport
Airport Advisory Board
April Minutes
April 8, 2025**

Call to Order at 6PM

Mark Heefner, Peter LoPiccolo, Dennis Moulton, Mary May, Terry Hebbard, Diana LaBelle, Joe Rizzo

**Motion to Accept Minutes by
Discussion on Acceptance of Meeting Minutes and Briefings
March Minutes**

Board Organizational Business

By-law changes to be submitted via Legislature for approval, review with Airport Advisory Board prior to submission for next Legislative session

Special Reports – Projects – Activities:

- **Projects, Grants, and Solicitations**

- **Terminal Rehab Project –**

- Departure Lounge is now open and 98% complete. Outstanding work includes café space, trim work, security items for doors and cameras.

- Phase 3 and 4 work continues. You can see work in the new FBO area, baggage claim and the new TSA checkpoint. TSA Checkpoint is receiving new equipment this week.

- The checkpoint changeover is expected to take place 4/16/25 for a go live date.

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

- *- MH we are working cheaper internet for the airport and antenna tv to eliminate spectrum*

- *-MH see attached layout for GA/SIDA ramp*

- **Parking project:**

- Working through the punch-list items and training.

-DM wasn't there a parking gate on the employee lot?

- *MH yes, and we want to upgrade it to a new gate and kiosk*

- **GSE Award from NYS 2022 AIR-99 Grant program**

- We expect to have the large electric tug this month. It is currently being reprogrammed by the manufacture.

MTE Snow equipment

-MH no update

Taxiway Alpha Rehabilitation

This project will be started in June/ July of 2025. The signage will be transitioned over to the new nomenclature for our airport. Tenant meetings to present the expected schedule will begin later this month with an update in June prior to July construction. See attached for the expected schedule of construction.

-

Grant Opportunity: NYS Aviation Capital Grant Solicitation

We are awaiting word from NYS regarding our two applications (renovating Hangar 2 and Zero Emissions Vehicles (ZEV)). Applications were due on 1/22/25. NYS DOT has stated there were 47 primary applications totaling \$66M. The grant program only has \$25M available.

- **Air Service Updates**

Enplanement report – March 2025 enplanements attached

-MH no report today, Delta is slow to send it

-DM what does your gut tell you?

-MH, it's the same, we are trying to get Delta to add more frequencies because we know we can do better. We got good data on local businesses and the average one way ticket is \$1K. We don't even have the biggest employers.

We do not get any info from BU, Harvey does not seem to like us.

DL: Harvey is retiring, so maybe something will change.

MH: we are willing to work with them. County Executive office wants to help.

MM: I can get you more data, but I need more info.

MH: I will resend you the leakage study, it has a lot of information on local travelers.

MM: I can get a report.

Meetings : I met in person with American, Allegiant, Breeze, United, Air Wisconsin, and virtually with SkyWest this past month.

For what it is worth, we received positive feedback on our overall offer for services based on our unique strategy of offering “turnkey” startup opportunity to the airlines for a low rate.

We have another call with jetBlue but that remains a long shot at the moment.

- MH: We had our meeting and they are currently not interested, but would like to keep communicating in the future, they had issues with our PEDEW, which is driven by the Airlines, which Delta is not performing great right now. Jet Blue is a long shot but it was great to even have a meeting.

DM: Do the people you talk to know what they are talking about?

MH: Yes, they are planners.

JR: What is the answer you get from them? Is it the same for all airlines you talk to?

MH: No, all airlines are different, I can go into detail.

JR: is it Market?

MH: No, its different.

JR: would it be worth doing our own study between local airports? Why does ELM get another flight?

MH: Well, I asked Delta that directly, they said ELM corporate travel has recovered, and so I showed them what I got from local companies and they said "oh"

DM: that's the reason I ask if they know what they are doing.

MH: Corning puts money behind things, its hard for us. Corning was able to go with the Airport Executive to Americans headquarters and have a twenty minute meeting.

JR: why cant we do that?

DL: Lockheed and BAE, they have government contracts and cannot do that.

MH: Yes

DM: Going back to discussion on defense contractors cannot give money, they are private and should be able to.

MH: no they have grant assurances like us that may not allow them to do that.

It is hard for us, we need all businesses to agree to giving money for cost mitigations. We tried to do that with the business traveler program and it helped but COVID ruined that.

-MM: I have clients cancelling for ITH United because the layover is difficult.

-MH: I believe they wanted a 3x flight, but only could afford a 2x

-JR: who is putting the money?

MH: I believe it is the university since they are a private school.

-MH: We are on Skywest radar, we have a good offer for them

-JR: If you get turned down do they provided feedback?

-MH: Yes, but they are limited because they do not want it to go to the wrong person.

-MH: We are on Spirits radar, Ft. Laurderdale

-MM: That would be great

MH: We had a great conversation with Breeze.

JR: What kind of planes?

MH: A220s that are brand new and the right amount of seats.

DL: Would they stay for a year? More than Avelo...

MH: Avelo stayed 19 months, but we think they would try to grow.

DL; You should try to bring airlines here for a party to see the terminal completion.

MH: We want to do this and even try to do an event for Delta's centennial

Delta:

I continue to work with Delta regarding an improved schedule for service. We expect to have another discussion with them this month on our current schedule. We've provided them with additional options for BGM resources and opportunities. We are continuing to work various avenues to push for additional air service.

- **General Aviation Updates**

Improvement for the facilities continues. Electric has been installed in Hangar 3 for our tenant uses. We are waiting for warmer weather to do roof work on Hangar 3. We have been working to add some additional tenants as well to the BGM Hangars and seem to be moving forward with that.

Leases approved by Legislature have been painstakingly slow but are moving as the Law department works through their backlog.

Longer term – we're working to change out the self-serve fuel farm from a phone line to wireless signal.

JR: With all this classy operation in the new FBO - is anyone thinking a package deal to handout?

MH: We are talking about that today! We intend to go to White Plains this year and then host a booth next year when the terminal is complete.

- **Miscellaneous**

- Sunset Runway 5k already open for registration

Discussions: *No quorum.*

Mary May: votes by proxy yes for March and April minutes in May.

Adjournment: 19:05

Motioned by: JR

Seconded by: MM

Airport Advisory Board Meeting Attachments:

Page 1 – Agenda

Page 2 – Main ramp- FBO ramp layout

Page 3 – Taxiway A Phasing

Page 4 – 2025 February Enplanement Report January Meeting Minutes

Page 5 – March Meeting Minutes

Page 6 – February Meeting Minutes

Greater Binghamton Airport Airport Advisory Board May Minutes

Call to Order: 6:00 PM

Motion to Accept Minutes by: Dennis Moulton

Seconded by Michael Gorman

In Attendance: Dennis Moulton, Joe Rizzo, Michael Gorman, Curt Northrup and Lois Augustini.

Discussion on Acceptance of Meeting Minutes and Briefings

March Minutes for acceptance, April Minutes Unavailable

Board Organizational Business

By-law changes to be submitted via Legislature for approval, review with Airport Advisory Board prior to submission for next Legislative session

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project – *Tour of facility at the end of the meeting. Baggage claim area and flex space is usable and almost complete. FBO are expected to be complete by the end of the month. TSA Exit Lane is usable but the technology for backflow prevention is not completed yet. The “Café space” is currently under construction in the hold room and beside the TSA checkpoint. Paving is ongoing this week and next week.*

2nd floor chiller work is ongoing and being done by the Airport/ County.

Parking project: *Working on closeout*

GSE Award from NYS 2022 AIR-99 Grant program: *Working on closeout*

MTE Snow equipment: *Updated delivery date is December 2025*

Taxiway Alpha Rehabilitation: *Expected to start July 7th and run through September. Runway and Taxiway closures have been communicated to Tenants and Airport users. The signage and electrical items will be updated as a result of this project. It is 2024 funding and is fully appropriated.*

Grant Opportunity: NYS Aviation Capital Grant Solicitation

➔ **Air Service Updates**

Opportunities and meetings – *We met with a ULCC carrier regarding service starting in the November timeframe. We are in the top 10 of the airports they’re considering for less than daily service to Florida. It is our summation that they will be selecting 3-4 airports from the grouping. We’re doing all we’re able to do to push our Airport higher on the list. We have also been in contact with carriers that are expected to be major players in EAS bids for the WV, PA, and VA regions. They are expected to have branded service to PHL or IAD. Either would be a good fit for BGM.*

Delta – *no major updates. See load factors and report of flights. We are expecting to have a meeting with them either via virtual or in person regarding service.*

➔ **General Aviation Updates**

Hangar 3 roof work

Hangar Talk last month

Leasing and leases finally moving forward – Possible new tenants

→ **Miscellaneous**

- *Sunset Runway 5k already open for registration*
- *Equipment acquisitions*
- *Facility Tour*

Discussions: *Dennis Moulton inquired if BGM is EAS, Mark stated that there are five EAS airports in NYS but BGM is not one. Michael Gorman inquired about the potential of bus service, Mark stated that we were waiting on the results of how the service works out in Scranton and Washington DC. There was mention the Taxiway Alpha Rehabilitation would take about 45 days to complete. Joe Rizzo and Tom Spura stated that they would be in favor of having of a maintenance shop and that they knew someone that would be interested in opened one and he is 135 certified. It was mentioned that there was a new Hanger tenant coming in, Terry inquired where the lead came from and it was explained that we were advertising open hangers for rent.*

Adjournment: 6:47 PM

Motioned by: Curt Northrup

Seconded by: Lois Augustini

Accepted by all in attendance

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

March 12, 2025

Call to Order: 5:58 PM

Motion to Accept Minutes by Tom Spura

Seconded by Terry Hebbard

Discussion on Acceptance of Meeting Minutes and Briefings

January & February Minutes

Board Organizational Business

By-law changes to be submitted via Legislature for approval, review with Airport Advisory Board prior to submission for next Legislative session

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project –

Parking project

GSE Award from NYS 2022 AIR-99 Grant program

Taxiway Alpha Rehabilitation

Grant Opportunity: NYS Aviation Capital Grant Solicitation

We are awaiting word from NYS regarding our two applications (renovating Hangar 2 and Zero Emissions Vehicles (ZEV)). Applications were due on 1/22/25

➔ **Air Service Updates**

**Enplanement report – February 2025 enplanements attached
Delta**

➔ **General Aviation Updates**

➔ **Miscellaneous**

- *Terminal Hold Room Reception (3/20/25)*
- *Mutual Aid Training this past month*
- *NYAMA Advocacy Day*

Discussions: *Terminal Project at about 65% complete project expected completion date of late May to June. Parking Project now at about 98% complete. Taxiway Alpha Rehabilitation project should take from 45 to 60 days to complete once started in June or July, new lights, signs and nomenclature.*

We should hear by September the status of any new Grants applied for. Tom Spura inquired when the review meeting with tenants would be, Mark replied that the meeting should take place in June or July 2025. Joe Rizzo inquired as to whether there would be any milling being done at night, Mark replied that at this time there is no milling scheduled for this year. Mary May stated she would try to get Mark a report showing which airports are being utilized for vacationers from our area.

Adjournment: 7:04 PM

Motioned by: Dennis Moulton

Seconded by: Mary May

Accepted by all in attendance

Greater Binghamton Airport Airport Advisory Board May Minutes

Call to Order: 6:00 PM

Motion to Accept Minutes by: Dennis Moulton

Seconded by Michael Gorman

In Attendance: Dennis Moulton, Joe Rizzo, Michael Gorman, Curt Northrup and Lois Augustini.

Discussion on Acceptance of Meeting Minutes and Briefings

March Minutes for acceptance, April Minutes Unavailable

Board Organizational Business

By-law changes to be submitted via Legislature for approval, review with Airport Advisory Board prior to submission for next Legislative session

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project – *Tour of facility at the end of the meeting. Baggage claim area and flex space is usable and almost complete. FBO are expected to be complete by the end of the month. TSA Exit Lane is usable but the technology for backflow prevention is not completed yet. The “Café space” is currently under construction in the hold room and beside the TSA checkpoint. Paving is ongoing this week and next week.*

2nd floor chiller work is ongoing and being done by the Airport/ County.

Parking project: *Working on closeout*

GSE Award from NYS 2022 AIR-99 Grant program: *Working on closeout*

MTE Snow equipment: *Updated delivery date is December 2025*

Taxiway Alpha Rehabilitation: *Expected to start July 7th and run through September. Runway and Taxiway closures have been communicated to Tenants and Airport users. The signage and electrical items will be updated as a result of this project. It is 2024 funding and is fully appropriated.*

Grant Opportunity: NYS Aviation Capital Grant Solicitation

➔ **Air Service Updates**

Opportunities and meetings – *We met with a ULCC carrier regarding service starting in the November timeframe. We are in the top 10 of the airports they’re considering for less than daily service to Florida. It is our summation that they will be selecting 3-4 airports from the grouping. We’re doing all we’re able to do to push our Airport higher on the list. We have also been in contact with carriers that are expected to be major players in EAS bids for the WV, PA, and VA regions. They are expected to have branded service to PHL or IAD. Either would be a good fit for BGM.*

Delta – *no major updates. See load factors and report of flights. We are expecting to have a meeting with them either via virtual or in person regarding service.*

➔ **General Aviation Updates**

Hangar 3 roof work

Hangar Talk last month

Leasing and leases finally moving forward – Possible new tenants

→ **Miscellaneous**

- *Sunset Runway 5k already open for registration*
- *Equipment acquisitions*
- *Facility Tour*

Discussions: *Dennis Moulton inquired if BGM is EAS, Mark stated that there are five EAS airports in NYS but BGM is not one. Michael Gorman inquired about the potential of bus service, Mark stated that we were waiting on the results of how the service works out in Scranton and Washington DC. There was mention the Taxiway Alpha Rehabilitation would take about 45 days to complete. Joe Rizzo and Tom Spura stated that they would be in favor of having of a maintenance shop and that they knew someone that would be interested in opened one and he is 135 certified. It was mentioned that there was a new Hanger tenant coming in, Terry inquired where the lead came from and it was explained that we were advertising open hangers for rent.*

Adjournment: 6:47 PM

Motioned by: Curt Northrup

Seconded by: Lois Augustini

Accepted by all in attendance

Greater Binghamton Airport Airport Advisory Board November Minutes

November 12, 2025

Call to Order: 5:59 PM

In Attendance: Dennis Moulton, Diana LaBelle, Joe Rizzo, Michael Gorman, Lois Augustini, Terry Hebbard, Mary May and Tom Spura.

Motion to Accept Minutes by: Michael Gorman Seconded by Mary May

Motion to Accept Option B (February, April, June, August, October and December Schedule) **by:** Tom Spura, seconded by Mary May, approved by all in attendance.

Discussion on Acceptance of Meeting Minutes and Briefings

September and October for acceptance

Board Organizational Business

By-law changes have been approved by Legislature

Review dates for 2026 slate and discuss as necessary

A: January, March, May, July, September, November

B: February, April, June, August, October, December

Special Reports – Projects – Activities:

→ **Projects, Grants, and Solicitations**

Terminal Rehab Project – Punchlist items are ongoing with the HVAC being the main item to complete. Security cameras and access control is ongoing and will likely continue through the end of the year.

MTE Snow equipment: *Expected delivery date is December 2025*

Taxiway Alpha Rehabilitation: *Paving is complete. Awaiting delivery of signage followed by installation. The factory producing the signs is further behind than expected.*

NYS Capital Grant – Hangar Improvements – *Awaiting grant paperwork to be sent from NYS so we can execute and begin design. Once we get the grant in hand, we'll execute a Task Order via the Broome County Legislature for MJ to begin the design.*

2026 AIP Projects = *Runway 16 EMAS Design, SRV Building Design, Terminal Project funding.*

→ **Air Service Updates**

Delta – *We have touched base with Delta asking about the Spring 2026 Schedule and if BGM can get the second frequency back. They responded that the schedule would remain through Q1 and into Q2 at the moment.*

Opportunities and meetings – *We continue to push SkyWest along with BGM-IAD, but are in a holding pattern due to the EAS contracts not being awarded for other markets. The shutdown has made it difficult to plan next steps.*

We have reached out to UA and have a meeting set with them later this month to discuss BGM-IAD in 2026. They provided us the normal response initially of “we’re planning growth, but not for another year at small stations like BGM”. We’ll keep developing this. We are going to approach AA about service to Chicago to see if they are interested in continuing to compete with UA’s expansion efforts in that city.

We are continuing to engage ULCC’s. We have a meeting set in early 2026 with Avelo to discuss BGM service for early 2027. The discussion will be dependent on their E2 delivery

schedule. We also continued to engage Allegiant and Breeze this past month, although both responded that they're reviewing potential markets and would keep BGM in mind.

→ General Aviation Updates

Winter operations are here. We are working to complete roof work on Hangar 3 and are preparing for our team to undertake some renovations in the bathrooms and flooring to start.

We are also looking into marketing and networking opportunities for 2026 to grow our tenant base and offerings.

Miscellaneous

- *County hiring freeze due to uncertain funding*
- *Holiday Meeting 12/18 12n-2p*

Discussions: *Mark Heefner mentioned that starting with the December meeting a Microsoft link will now be added as a meeting Option. There was discussion on the depth of the EMAS. It was stated the front of the EMAS was 2.5 feet deep in the front and the back was 4 feet deep. Discussion of updates to the old FBO were discussed and Mark answered Joe Rizzo's questions regarding Hanger 2 bathrooms, that they would be fixed. Mary inquired as to the type of tenant the Airport was looking for the Hangers and Mark stated that Corporate Jets such as NetJets would be best. Tom Spura and Joe Rizzo inquired about the heat at the old FBO and Mark stated that answered that it should be working and if not to contact him. Terry Hebbard asked if Mark knew when the new snow equipment was expected to arrive and Mark answered that it should be here around December 8th.*

Adjournment: *6:35 PM*

Motioned by: *Mary May*

Seconded by: *Michael Gorman, approved by all.*

Greater Binghamton Airport Airport Advisory Board October Agenda

October 8, 2025

In Attendance: Michael Gorman, Diana Labelle, Dennis Moulton, Terry Hebbard, Mark Heefner, Peter LoPiccolo

Call to Order at 6:03

Motion to Accept Minutes by

Discussion on Acceptance of Meeting Minutes and Briefings

September for acceptance

No quorum

Board Organizational Business

By-law changes have been submitted for approval, Resolution was delayed a month and is now expected approval for October Session

Special Reports – Projects – Activities:

- **Projects, Grants, and Solicitations**

Terminal Rehab Project – Punchlist items for closeout are ongoing. We expect to have everything complete by this month. Security cameras and access control is ongoing and will likely continue through the end of the year.

MH: Once project complete, we will begin the State and Federal Audit, which will be a long process.

MTE Snow equipment : Expected delivery date is December 2025

Taxiway Alpha Rehabilitation : Currently in progress. Contractor is a few days behind as they had to do additional crack sealing and are having an issue with the new signage delivery. Signage is expected to be installed in November and paving is expected to be completed in October.

NYS Capital Grant – Hangar Improvements – Awaiting grant paperwork to be sent from NYS so we can execute and begin design. Once we get the grant in hand, we'll execute a Task Order via the Broome County Legislature for MJ to begin the design. We want to design through January or February. Then Bid in March/April with construction to begin in May.

2026 AIP Projects = Runway 16 EMAS Design, SRV Building Design, Terminal Project funding.

- **Air Service Updates**

Delta – We have touched base with Delta asking about the Spring 2026 Schedule and if BGM can get the second frequency back.

Opportunities and meetings – We are still working with SkyWest regarding BGM-IAD route. There are factors that are out of our control at the moment. These include, EAS contract awards, United Airlines approval, and incentives for IAD provided by MWAA.

We are continuing to engage ULCC's. We have 2 that we are currently focused on as the list continues to narrow. We're still focused on Spring 2026 and working to try to get service for that timeframe. Avelo will likely be an airline we refocus on in 2026 if they continue to show serious intent to receive the E2's.

- *Dennis: Brazil has tariffs on the jets?*
- *MH: Yes, but they think that the tariffs will be gone by then.*

- **General Aviation Updates**

Preparing our team for snow removal, deicing, and winter operations.

We are also looking into marketing and networking opportunities for 2026 to grow our tenant base and offerings.

- *DM: you need to advertise JP8 at your airport.*
- *MH: with military contracts, its not as necessary if the military personnel know about it.*
- *DM: Did your Paraguay plane come in?*
- *MH: Yes, they are great tenants and it would be nice to get their G650 here.*

Miscellaneous

- **Budget for 2025**
- **Budget for 2026**
- *MH: Hiring freeze in County to be proactive.*
- *TH: Do you have any open positions?*
- *MH: yes we have maintenance and custodial, but we still have the authority to fill, but the onboarding process may be dragged out.*
- *DL: If you did ground handling for an airline would you need to hire more people?*
- *MH: Yes, but we are able to use people we have too.*
 - **Sunset Runway 5k resounding success**
 - **2 open positions, Maintenance and Custodial**
 - **Snow Season preparation**
- *Halloween at the Airport - Friday Oct. 31st - 11am-2pm*
 - *PL: I just forwarded the email to all of you, please let me know.*
 - *MG: put job positngs for BAE on your FID boards*

Discussions:

Adjournment:

Motioned by: Terry Hebbard

Seconded by: Mike Gorman

Airport Advisory Board Meeting Attachments:

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Page 2 – September Enplanement Report

Page 3 – September Meeting Minutes

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Discussions:

Adjournment: 7:02PM

Motioned by: Terry Hebbard

Seconded by: Mike Gorman

Airport Advisory Board Meeting Attachments:

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September Enplanement Report

2025

Delta	2019	2024	2025	Change 2019	Change 2024
Enplanements	3,417	1,379	1,251	-63%	-9%
Deplanements	3,587	1,156	1,216	-66%	5%
Available Seats	4,350	2,262	2,092	-52%	-8%
Load Factor	79%	61%	60%	-24%	-2%
Landing Weight	4,109,000	2,253,000	2,244,900	-45%	0%

Greater Binghamton Airport
Airport Advisory Board
September Agenda
September 10, 2025

Call to Order: 5:55 PM

Motion to Accept Minutes by: *Mary May Seconded by Tom Spura Approved by all in Attendance*

Discussion on Acceptance of Meeting Minutes and Briefings

June, July accepted by proxy

In Attendance: *Dennis Moulton, Diana LaBelle, Joe Rizzo, Michael Gorman, Terry Hebbard, Mary May, Curt Northrup and Tom Spura*

Board Organizational Business

By-law changes have been submitted for approval, expected approval for September Session No August Meeting

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project – *Punchlist items for closeout are ongoing. We expect to have everything complete by October.*

MTE Snow equipment : *Expected delivery date is December 2025*

Taxiway Alpha Rehabilitation : *Currently in progress. Contractor is having an issue with equipment breaking on site and getting replacements. They are a few days behind but potentially can make up the time. They are also having an issue with the new signage delivery. The factory has not sent the signs yet so they are utilizing the existing signage until it arrives. This is 2024 funding and is fully appropriated.*

Air-99, NYS Project Announcement

Hangar Renovation Project announced last month for BGM. Total expected project will be \$2.7M with scope, design, construction, and admin costs. NYS accounts for \$2.4M of the project. We will work to layout what we can accomplish with the budget. We will be focusing on Hangar 2 renovations for the building fundamentals such as roof, electrical, hvac, and code items. The secondary items such as office renovation, hangar floor, and amenities will fill in if there is budget available. We expect to see the grant paperwork in the next month or so. We're beginning scoping and preparing to design in Q4 for bid in Q1 2026.

➔ **Air Service Updates**

Delta – *County Executive Jason Garnar, Agency CEO Stacey Duncan, Volaire Managing Partner Tim Sieber, and me met with them at the end of July. Our goal was to present their scheduling team the opportunity to bring back a second flight to BGM in the form of an RON. We presented several incentives that they were interested in utilizing on the current frequency to reduce more costs. They provided us the information as to why the schedule is set the way it is with 1 flight a day. They also expounded on the crew resources needed for that flight. Overall, the meeting was cordial, but they stated the schedule will remain through Q1 2026. They reiterated they had no intention of leaving BGM.*

Opportunities and meetings – *We met with SkyWest in August regarding BGM-IAD route. We presented them with a large amount of information and history on BGM. Their team of 4 Senior level employees was very engaged. The meeting was good and we have been in communication all month. There are factors that are out of our control at the moment. These include, EAS contract awards, United Airlines approval, and incentives for IAD provided by MWWA.*

We are continuing to engage ULCC's. We have 2 that we are currently focused on as the list continues to narrow. As you may know Spirit is experiencing turbulence and Avelo is yet again seeing restructuring. We have had discussions either through our consultant or directly with the airline over the past month. We're still focused on Spring 2026 and working to try to get service for that timeframe.

→ **General Aviation Updates**

Potential Mechanic Tenant is not seemingly working out. We have been trying to communicate and provide opportunities for them. However, they only respond if there is an issue. It feels as though they are taking advantage of our good faith operation and just doing whatever they want. We provided more than competitive rates and have essentially been strung along. New hires for FBO division – Airport Attendant and Account Clerk

→ **Miscellaneous**

- *Sunset Runway 5k tomorrow gates open at 5:30p, race begins at 6:30p, 385+ participants as of now*
- *Budget for 2026 recommended next week*
- *2 open positions, Maintenance and Custodial*
- *Still dealing with hail storm issues on roofs and equipment*

Discussions: *Diana inquired if the EAS funding was not renewed or dropped would that create a better opportunity for BGM to acquire new Airlines, Mark explained that it would make it easier. Diana asked when the next BAC meeting was being held, and Mark stated that the next meeting would be held on 9/18/25. There was a discussion on the 2.4 Million dollar grant award for Hanger two and the County share would be approx. \$300,000, Terry inquired as to what the completion date for the Hanger would be and Mark answered that we will not have the grant until Qtrs. 3 or 4, therefore we can not make the plans at this time. We will not know the completion date until the planning stage is completed. Diana asked if we had any new potential mechanics for the airport, Mark stated that there are new advertisements out for the position. Dennis asked if the T-Hanger spots were full and Peter replied that at this time all spots are full.*

Adjournment: 6:55 PM

Motioned by: Dennis Moulton

Seconded by: Terry Hebbard

Greater Binghamton Airport
Airport Advisory Board
September Agenda
September 10, 2025

Call to Order: 5:55 PM

Motion to Accept Minutes by: *Mary May Seconded by Tom Spura Approved by all in Attendance*

Discussion on Acceptance of Meeting Minutes and Briefings

June, July accepted by proxy

In Attendance: *Dennis Moulton, Diana LaBelle, Joe Rizzo, Michael Gorman, Terry Hebbard, Mary May, Curt Northrup and Tom Spura*

Board Organizational Business

By-law changes have been submitted for approval, expected approval for September Session No August Meeting

Special Reports – Projects – Activities:

➔ **Projects, Grants, and Solicitations**

Terminal Rehab Project – *Punchlist items for closeout are ongoing. We expect to have everything complete by October.*

MTE Snow equipment : *Expected delivery date is December 2025*

Taxiway Alpha Rehabilitation : *Currently in progress. Contractor is having an issue with equipment breaking on site and getting replacements. They are a few days behind but potentially can make up the time. They are also having an issue with the new signage delivery. The factory has not sent the signs yet so they are utilizing the existing signage until it arrives. This is 2024 funding and is fully appropriated.*

Air-99, NYS Project Announcement

Hangar Renovation Project announced last month for BGM. Total expected project will be \$2.7M with scope, design, construction, and admin costs. NYS accounts for \$2.4M of the project. We will work to layout what we can accomplish with the budget. We will be focusing on Hangar 2 renovations for the building fundamentals such as roof, electrical, hvac, and code items. The secondary items such as office renovation, hangar floor, and amenities will fill in if there is budget available. We expect to see the grant paperwork in the next month or so. We're beginning scoping and preparing to design in Q4 for bid in Q1 2026.

➔ **Air Service Updates**

Delta – *County Executive Jason Garnar, Agency CEO Stacey Duncan, Volaire Managing Partner Tim Sieber, and me met with them at the end of July. Our goal was to present their scheduling team the opportunity to bring back a second flight to BGM in the form of an RON. We presented several incentives that they were interested in utilizing on the current frequency to reduce more costs. They provided us the information as to why the schedule is set the way it is with 1 flight a day. They also expounded on the crew resources needed for that flight. Overall, the meeting was cordial, but they stated the schedule will remain through Q1 2026. They reiterated they had no intention of leaving BGM.*

Opportunities and meetings – *We met with SkyWest in August regarding BGM-IAD route. We presented them with a large amount of information and history on BGM. Their team of 4 Senior level employees was very engaged. The meeting was good and we have been in communication all month. There are factors that are out of our control at the moment. These include, EAS contract awards, United Airlines approval, and incentives for IAD provided by MWWA.*

We are continuing to engage ULCC's. We have 2 that we are currently focused on as the list continues to narrow. As you may know Spirit is experiencing turbulence and Avelo is yet again seeing restructuring. We have had discussions either through our consultant or directly with the airline over the past month. We're still focused on Spring 2026 and working to try to get service for that timeframe.

→ **General Aviation Updates**

Potential Mechanic Tenant is not seemingly working out. We have been trying to communicate and provide opportunities for them. However, they only respond if there is an issue. It feels as though they are taking advantage of our good faith operation and just doing whatever they want. We provided more than competitive rates and have essentially been strung along. New hires for FBO division – Airport Attendant and Account Clerk

→ **Miscellaneous**

- *Sunset Runway 5k tomorrow gates open at 5:30p, race begins at 6:30p, 385+ participants as of now*
- *Budget for 2026 recommended next week*
- *2 open positions, Maintenance and Custodial*
- *Still dealing with hail storm issues on roofs and equipment*

Discussions: *Diana inquired if the EAS funding was not renewed or dropped would that create a better opportunity for BGM to acquire new Airlines, Mark explained that it would make it easier. Diana asked when the next BAC meeting was being held, and Mark stated that the next meeting would be held on 9/18/25. There was a discussion on the 2.4 Million dollar grant award for Hanger two and the County share would be approx. \$300,000, Terry inquired as to what the completion date for the Hanger would be and Mark answered that we will not have the grant until Qtrs. 3 or 4, therefore we can not make the plans at this time. We will not know the completion date until the planning stage is completed. Diana asked if we had any new potential mechanics for the airport, Mark stated that there are new advertisements out for the position. Dennis asked if the T-Hanger spots were full and Peter replied that at this time all spots are full.*

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