



**BARNSTABLE MUNICIPAL AIRPORT
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**BARNSTABLE MUNICIPAL AIRPORT COMMISSION
INFRASTRUCTURE & MARKETING SUBCOMMITTEE MEETING**
Tuesday, June 11, 2019
Airport Conference Room 10:30 AM

Call to Order

10:35 a.m.

Commissioners Present:

Commissioner Elizabeth Young and Commissioner Zach Lesinski

Commissioners Not Present:

N/A

Airport Staff Present:

Matthew Elia, Assistant Airport Manager, and Mary McDonald, Financial Analyst

Public Members Present:

N/A

Agenda of the Day:

The minutes of the April 2, 2019 Infrastructure & Marketing meeting were tabled.

UNFINISHED BUSINESS:

IN0319-01 – Discussion of Future Tank Development at the Airport's Fuel Farm on the North Ramp

- Assistant Airport Manager Elia reported that this item should be tabled as there have been no developments since the prior Infrastructure Committee meeting on this topic. Chairwoman Young agreed this has been tabled due to other matters, but should be kept this item on the agenda as unfinished business moving forward.

NEW BUSINESS:

IN0619-01 – Overview from Jumpstart

- Assistant Airport Manager Elia provided a briefing on the jumpstart event in Nashville, TN and the meetings that Airport Manager Servis and he had with various airlines at the event.
- Management met with Cape Air, JetBlue, American and Allegiant; attended the Small Airports Committee meeting and also spoke with Southern Airways Express at the event.
- Management spoke to all airlines about the upcoming Airport Master Plan effort, marketing possibilities for new routes and partnering for a route that works for the community.
- During the meeting with Cape Air, service between HYA and BOS and ACK was discussed. Additionally, the concept of Cape Air's website and better use of their code shares to promote how a passenger can get from HYA starting with a Cape Air flight. As an example, the differences between the JetBlue and Cape Air booking windows. JetBlue shows their nonstop flight as well as connections make through Boston via Cape Air. The gentleman management met with seemed to take note of this, and agreed this wasn't the most optimized way to do things. Following the meeting Manager Servis sent a follow up email and Linda Markham has already reached out to set up a follow up meeting.
- A discussion occurred regarding the Cape Air Hyannis to JFK through Nantucket flight and the status of that flight. Commissioner Lesinski shared an experience of an airline pilot that needed to take a bus from Hyannis to Boston to fly to New York as there were no options for a flight back to New York. This is something that Rectrix may be able to

pursue, having code shares with airlines, however there wouldn't be a big benefit to the general public, this would be more for airline employees. The discussion also focused on the geographic region of Cape Cod, and the islands during the off season. Due to a variety of factors, for residents this is one of the most challenging areas for trip origination due to the difficulties traveling to a major airport.

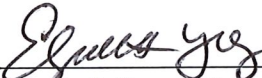
- Management next met with JetBlue. The discussion with JetBlue included that although year round service would be great; this wasn't pushed because this would not be a profitable venture at this time. Instead the discussions focused on additional service during the successful summer season and they are much more interested in this type of approach. It was a good discussion with JetBlue.
- Assistant Airport Manager Elia explained that multiple times management heard during meetings and presentations that airlines are interested in going to a place where they can see it is going to work and assurance is just assurance. Airlines do not want to go into a market where they may withdraw and leave a negative impact. Additionally, airlines were interested in hearing the story beyond the passenger numbers about the region.
- The next meeting at Jumpstart for management was with American Airlines. The discussions with American included discussing the population of the Cape and how their route structure would work well with connecting the population to various destinations, and would work well with the two-way flow of passengers to/from the region. The focus was that American's Northeast US presence isn't huge as their Boston operation has really shrunk over time. Thus the majority of passengers from the Cape region going to Boston are likely not flying on American, so flying from Barnstable could be a way for American to enter a community, build a relationship and build a year-round type of operation over time with compatible aircraft types. The discussions with American were very good, and well-received. Management highlighted CCYP, the region including the islands during the off season and the role of the Cape bridges as a barrier creating a geographic region. Commissioner Young inquired if the airport could invite American Airlines staff to visit, possibly for a weekend to enjoy the region. The actual travel to the Cape could be a great way for the airline staff to see the challenge to get to the Cape and the need for the air service.
- The final formal meeting was with Allegiant Airlines. Allegiant actually requested to speak with the airport which was a great sign. Assistant Airport Manager Elia, explained that Allegiant is a long term effort for the airport as their fleet of aircraft require a longer runway than presently exists at HYA, about 6,000 feet. The discussions included the high percentage of the population that own multiple homes, one on Cape Cod and another in Florida. Particularly across the central Florida band from Tampa to Orlando and Dayton Beach and also in Southwest Florida the Naples, Fort Myers area, all of which are strong areas for Allegiant. The discussions centered on connecting those geographic areas, the event season on the Cape and the possibility of less-than-daily service during the off season. Allegiant requested that the airport regularly update them on the progress of the Airport Master Plan and the potential extension to a runway that would allow Allegiant to operate at Barnstable. Discussions included opportunities with the air service incentive program as well.
- There was further discussion on the upcoming Airport Master Plan project and the existing plan for a potential runway extension that has been shown on the ultimate layout. Commissioner Young requested that moving forward an item be added to the agenda regarding the Airport Master Plan and the relationship between the AMP and the need for facilities to accommodate air service development efforts to meet the Business Plan goal of being the leader in air transportation for the region.
- The final meeting at Jumpstart was an informal meeting with Southern Airways Express. Southern is starting service between Norwood, Nantucket and Providence. They are busy getting that service launched and once that is up and running they will come to meet with management about potential for new service at Barnstable. Southern explained that they are conscious of the competition of existing operators between Hyannis and Nantucket.
- Commissioner Young asked about Silver and if they were at Jumpstart, they are flying from Boston to Bar Harbor and could be a potential opportunity for HYA, it would be absolutely worth including them in future outreach. Discussions followed about additional avenues for outreach to airlines and the importance to continue meeting with these airlines at future Jumpstart events.

UPDATES:

1. Cape Air Charging Station Update
 - EV Stations have been installed, power connection is the next step, connecting poles to the boxes is the next step. We are working with Cape Air to schedule a day for this work.
2. RFP Land Development Update
 - CPO has reviewed the first draft lease and a few edits are needed to the document. The goal is to have this released over the next few weeks.
3. WS Landing at Hyannis LLC Update

- Management is continuing to work with our legal team to finalize all items last items on this. Next call is this afternoon. We feel very good that this will be finished up soon. There was further discussion of the subordination clause and the FAA requirement to have this type of language.
4. Financial Overview
 - Assistant Airport Manager Elia provided a brief update on the current status of expenses and revenues, highlighting areas of revenues that have exceeded budgets numbers as the end of the fiscal year approaches. Additional discussion centered on the reserves certification which follows the end of the fiscal year.
 5. Events
 - a. June 15 - FAASite Seminar "Surviving and Thriving"
 - b. July 15 - Discover Barnstable Bismore Park (June meetings to discuss with tenants)
 - c. July 31 - Discover Barnstable Harbor Overlook (June meetings to discuss with tenants)
 - d. August 9 - FAASite Seminar (potential)
 - e. September 12 - FAASite Seminar (potential)
 - f. Wings of Freedom - no New England states listed this year
 - g. October 3-6 – EAA B-17 Tour and Young Eagles Event
 - h. Commissioner Young added that the 99's will meet at HYA on 9/14
 6. Airfield Painting Project
 - A scheduling and planning meeting is scheduled for Thursday. Painting will commence immediately with various surfaces being painted prior to the end of the fiscal year on June 30th. This painting will address all of FAA Part 139 required painting needs.
 7. Bringing the Arts Barnstable Program to the Airport
 8. FAA Cable Project
 - The underground cable powering the Runway 24 localizer and Runway 33 PAPI needs to be replaced due to age. This effort will require some surface closures as will the painting. All project work will occur inside the airport fence, Town officials notified that the work will be occurring.
 9. Commissioner Young requested that management provides a monthly business plan review and update of progress at future meetings.
 10. Commissioner Young also inquired about airfield inspections regarding facilities. Discussions regarding existing inspections of tenants and owned facilities. Management will provide an overview of our current facilities maintenance plan and inspection schedule in place now at a future meeting.

Adjournment: Having no other business to discuss, the meeting was adjourned at 11:54 a.m.


 Elizabeth Young, Commissioner
 Infrastructure Subcommittee

9/13/19
 Date

