



BARNSTABLE MUNICIPAL AIRPORT
BOARDMAN-POLANDO FIELD
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R.W. "Bud" Breault, Jr., Airport Manager
Katie R. Servis, Assistant Airport Manager

DRAFT

BARNSTABLE MUNICIPAL AIRPORT COMMISSION
INFRASTRUCTURE & MARKETING SUBCOMMITTEE MEETING
Tuesday, April 6, 2016
Airport Conference Center 9:00 AM

Barnstable Municipal
Airport Commission:

Ronald Persuitt,
Chairman

John T. Griffin, Jr.,
Vice Chairman

Robert L. O'Brien,
Clerk

Michael A. Dunning,
Commissioner

Timothy R. Luzietti,
Commissioner

Mary F. Smith,
Commissioner

Stephen P. Cobb,
Commissioner

Call to Order

9:12 a.m.

Commissioners Present:

Commissioner John T. Griffin, Jr., Commissioner Mary F. Smith, and Commissioner Stephen P. Cobb

Commissioners Not Present:

None

Airport Staff Present:

Airport Manager, Roland Breault, Jr., Assistant Airport Manager, Katie Servis, and Executive Assistant to the Airport Manager, Suzanne Kennedy

Public Members Present:

Jeff Myers, MCG, and Richard Araujo, Island Shuttle, Inc.

Agenda of the Day:

The minutes of the February 16, 2016 and the March 9, 2016 Infrastructure & Marketing meetings were approved and signed.

Unfinished Business:

IN0116-01 – Cape Air new Tenant-at-will Terminal Lease for Temporary Freight Operations

- Tabled

IN0116-02 – Rectrix Aviation Inc. Terminal Lease for Commuter Air Service

- Tabled

New Business:

IN0416-01 – Possible Presentation by Jeff Myers – Marketing

- Please see attached power point
- Mr. Myers has strong general marketing and aviation experience and is volunteering his time and effort to promote the Barnstable Municipal Airport
- His mission objective is to generate incremental revenues at the airport
- He will identify and prioritize high-probability prospects and then long-term prospects
- He will perform a SIC (Standardized Industrial Classification) review and an AIR PAC Review
- He will have discussions with AOPA, NBAA, and Chamber of Commerce
- Then he will brainstorm concepts, create a selling strategy, and return to the Commission with a reporting of information
- He will be attending a meeting on Nantucket April 20th with Airport Management to strategize for regional service.

IN0416-02 – Discussion Regarding Possible Withdrawal of Application for Development Agreement with the Cape Cod Commission

- Tabled
- This has been discussed with Airport counsel and management met with Horsley Witten Group but it is not ready to present to the Commission

- **Pending Business:**
- Fuel Farm Design & Construction Project
 - State Fire Marshall inspection has been scheduled.
 - The fencing is being installed, there has been a delay obtaining the barbed wire
- Development of Airport Properties
 - Staff will be working with Jeff Myers.
- RVZ Project Update
 - Complete
- RFP-Designer Selection for Chapter 149 Projects
 - Management is negotiating a contract with the selected firm of Fennick/McCredie
- Development Agreement Update
 - tabled
- Taxiway C Construction
 - Lawrence Lynch will resume in the spring to finish the P-608 sealant and the repainting.
- Air Service Development and Marketing Update
 - Staff will not be applying for a SCASD Grant this year, as there is not enough time to obtain community support
 - There was a brief introduction and discussion with a potential airport tenant, Richard Araujo, concerning service to Nantucket. Mr. Araujo gave a brief review of his history in the aviation industry.
- Budget Car Rental Wash Rack
 - A revised RFP will be issued
- Airport De-icing Program
 - The deicer was being used, but the pumps were not working properly. This is being fixed
- Island Airlines Update
 - Tabled
- Runway 15/33
 - The project will be out to bid this week
 - The FAA Grant Application must be submitted by May 1, 2016
- Open Meeting Law Update
 - This will be scheduled after Chairman Persuitte and Commissioner Luzietti return
- Status of Constant Contact – Jet Fuel Marketing
 - This is being worked on by Judith Goetz

Manager Breault mentioned the following:

- Assistant Manager Servis will put together information on the E-ALP program to disperse and schedule a possible presentation to the Commission.
- The Statewide Contract for airfield markings painting is not available this year. So, the Airport is going out to bid to have the work done.
- The recent power failure in Yarmouth caused the Approach lights to not work. These are owned and maintained by the FAA. There is no emergency generator to power them during an outage as this size airport does not rate high enough for the FAA to provide that. The airport is trying to get Eversource to possibly provide power, but they have told staff that there will be a huge engineering cost associated with this. A large generator would be needed to power the lights: 75 to 100kw, 440 power, and 3 phase capacity.

Adjournment: Having no other business to discuss, the meeting was adjourned at 10:28 a.m.