

## DRAFT - MINUTES

The initial meeting of the Nashua Airport Authority Committee on User Fees and Business Development was held in the conference room of the Nashua Airport Authority building, 93 Perimeter Road, Nashua, New Hampshire at 6:30pm on Monday, June 28, 2004.

Fred Britton a member of the Airport Authority opened the meeting at 6:30pm by asking all those present to introduce themselves.

Mr. Britton asked at this time that a chairman be nominated and that other slots on the committee be filled.

**MOTION BY** Allan Fuller to nominate Fred Britton to the position of Chairman until such time as the committee would recommend another individual to take the position.

**SECONDED BY** Shane McLaughlin

**MOTION CARRIED.**

**MOTION BY** Vern Maines to nominate Jerry Moore to the position of vice chairman.

**MOTION BY** Jerry Moore to nominate Vern Maines to the position of vice chairman.

**SECONDED BY** Shane McLaughlin.the motion to nominate Jerry Moore to the position of Vice Chairman.

**MOTION CARRIED.**

A discussion followed with the following recommendations for committee membership:

### COMMITTEE MEMBERS:

- |   |   |
|---|---|
| 1. Griffin Dalianis – NAA                 | 6. Robert Philpott - Corporate Aviation |
| 2. Fred Britton – (NAA) Chairman          | 7. William Krivsky - Keyson Airways     |
| 3. Frank Waller – GFW                     | 8. Shane McLaughlin - MACAIR            |
| 4. Jerry Moore – (T-hangars)Vice Chairman | 9. Greg Lison – Hangar owner            |
| 5. Allan Fuller – NAA (alternate)         | 10. Todd Whitney – Tie-down owner       |

The committee will ask if Susan Lambrou (Wings Pilot Shop) and Roger Bacchieri (DWC) would be willing to serve and report their findings at the next meeting.

### ROLL CALL

All committee members present with the exception of Todd Whitney, Griffin Dalianis, Frank Waller and Robert Philpott.

### CHAIRMAN COMMENTS

Chairman Britton gave an overview of his thoughts as to what direction this committee should be taking. Business development as well as fees paid to the Airport Authority will be discussed.

Allan Fuller spoke to the different fees such as tie-down fees, fuel flowage fees, land lease fees and transient parking fees.

Chairman Britton asked Manager Rankin to generate a report for the committee breaking down the revenue from each of the sources that the airport uses for income. Chairman Britton would like the report to reflect the last five years.

Chairman Britton asked that the committee set parameters as to how long the committee would require before it can make recommendations to the Nashua Airport Authority board as a whole.

#### PUBLIC COMMENT

Mike Zompetti would prefer the meetings to be run as an open meeting with continuous comments from committee members as well as the other individuals that may attend the meeting.

Shane McLaughlin concurs that the meetings should be run as an open meeting with everyone welcome to express their views. He further stated that the committee needs to investigate other revenue venues such as approaching the City of Nashua for funding. He strongly feels that it is time “to start planting the seed” with the City.

Bill Krivsky feels it is imperative that the Airport Authority have a business plan.

Allan Fuller wants the committee to consider finding ways to encourage people to the airport so that they could realize what is available at Boire Field.

Gerry Moore spoke to the necessity of having monies available for capitol expenditures.

Mike Zompetti feels that an option to raise revenue would be to build additional hangars.

Shane McLaughlin feels that it will become necessary to approach the aeronautic bonding board in regards to funding for the Nashua Airport.

Mike Zompetti feels that the Aeronautic caucus in Concord could be a big help in obtaining funds.

Chairman Britton feels that one of the important steps that could be taken to save money would be to approach the City of Nashua for additional services.

Manager Rankin noted that the airport has only been self-sufficient for the past five years. If the new philosophy of the current Board is to obtain money from the City of Nashua he certainly would be willing to pursue that avenue.

Several individuals noted that any aging facility needs money to keep it updated.

Jerry Moore will prepare for the next meeting a report on the legislative history concerning of the creation of the Nashua Airport and the Airport Authority. Mr. Moore should have it available for the next meeting.

READING OF MINUTES OF PREVIOUS MEETING - N/A

COMMUNICATIONS

None

OLD BUSINESS

None

NEW BUSINESS

1. Leases (aircraft related and commercial)
2. Parking apron fees
3. Fuel flowage fees
4. State of New Hampshire registration fees
5. Fuel farm rental fees
6. Miscellaneous fees
7. Business development
8. Other

Chairman Britton asked Vern Maine to prioritize the list of fees to decide which should be discussed first. It was decided that the prioritization should wait until the financial history has been completed.

Bill Krivsky noted he felt the first point of order would be a business plan. Mr. Krivsky volunteered to prepare an outline of the business plan for the committee to review.

Gerry Moore would like information on the number of tie-downs available and the number rented. He wants to compile a report reflecting the amount of revenue generated from the tie-down area for the past few years. He would also like to know what property would be available for building of hangars.

Archie Frangoudis stated that he would be willing to develop any and all parcels of land available for building.

Shane McLaughlin will compile a report on fuel flowage fees for the past five years.

PUBLIC IMPUT

The next meeting will be held at 6:00pm on July 26, 2004.

ADJOURNMENT - 8:14pm

SEE ATTACHED LIST FOR ATTENDEES