

Airport Advisory Meeting

MINUTES

1/7/2020

3:00 PM

AIRPORT CONFERENCE ROOM

MEETING CALLED BY	Scott Wardwell
TYPE OF MEETING	Monthly
CHAIRPERSON	Charles Namur
NOTE TAKER	Scott Wardwell
ATTENDEES	Nate Grass, Granville Lamb, Bob Clark, Larry Clark, Scott Wardwell, Earl Twiggs, Tom Powers, James Quinn, Martin Puckett, Ryan Pelletier and members of the public

SILVER AIRWAY PRESENTATION

KATIE LOUGHLIN & STEVEN ROSSUM

DISCUSSION	They indicated that they would source parts from C&L. They went to Delta to request codeshare. They have not received a response. Delta is growing Boston. They indicated that they might do maintenance in PQI. Right now the plan will be for them to operate out of Terminal E. The gate that Silver has used for Bar Harbor in summer is being returned to JetBlue. They indicated they want to be involved in the community and want to do what is right for the community. They indicated that the schedule is open. They will set down and look at the schedule and add more flights if it is warranted. They will honor tickets in Bangor. Mr. Rossum said he put his name on the application and is committed to winter operations. The can operated in the winter at PQI. Examples of their winter operations experience is Cleveland and Dulles. They wouldn't do the ATR until 2021 if they do it at all. The cost of operating the SAAB is lower and makes it more attractive to operate. Mr. Rossum said that USDOT said that their operation stunk and asked them to not bid any EAS markets for a while. Silver wants to support other businesses. Mr. Rossum said that pricing will not just be the addition of the local fare and JetBlue's fare in Boston. Mr. Rossum said that there will be a mechanic at night in Presque Isle and they will store parts here. They will also double crew it.	
CONCLUSIONS		
ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE
None		

SOUTHERN AIRWAYS PRESENTATION

STAN LITTLE & MARK CESTARI

DISCUSSION	Their airline is 50% market based and 50% EAS. They did well on Nantucket compared to Cape Air because of the comfort of the caravan. They will guarantee three airplanes in market to serve this route. The increased frequency is what they bring to the table. Every 2.5 hours a plane would be leaving from PQI. This would allow them to meet every bank at Boston Logan. They believe that codeshares are not good because the regional carrier loses their pricing power.	
CONCLUSIONS		

ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE
None		

ESSENTIAL AIR SERVICE RECOMMENDATION

ADVISORY COMMITTEE

DISCUSSION	United has more connections to Midwest than JetBlue. Did not want to give up right to twin engine Service. Would like to have two carriers-was very impressed with Southern. United has more connections in Newark than JetBlue in Boston. You have to be proactive if you get stuck in Newark. Is Silver a repeat of Pen Air from a financial standpoint? We are seeing growth with United. United is gaining all the time. The United plane is like that you would see on most routes throughout the United States. Silver has had tough times. They were given a rank of F by better business bureau. Codeshares are here today and gone tomorrow for small regional airlines. United on the other hand is their own brand. Prop planes are being pushed out at hubs. Pen Air made promises that they didn't keep. Looked at JetBlue Boston connection for the five cities I travelled to last year. Only two of the five could I fly directly to out of Boston. Didn't get warm feeling about silver winter ops. United out boarded Pen Air. Only two flights with SAAB a concern. I want Jet service. Can go anywhere with United service. United is offering 20,000 more seats on an annual basis. Cost per seat mile is less for United. United is paying their bills. Silver themselves admitted that United grew the market. The market grew because of better air fares, better connectivity and the jet versus a turboprop. United does have things they need to correct. Eighteen months hasn't been enough time to get things corrected.
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CONCLUSIONS	United was selected by a vote of 8 for and 0 against.
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ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE
The recommendation to City Council in support of United must be forwarded.	Scott	24 hours

CONCLUSIONS	

ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE