

Skyhaven Airport Advisory Council (SAAC)

Meeting Minutes – Meeting #84

February 12, 2018

Present:

Peter Bruckner, Chair SAAC, City of Rochester
Mark Hourihane, SAAC, City of Rochester
Michael Bobinsky, SAAC Representing the city manager of Somersworth
Sen. Jim Gray, SAAC, District #6
Rep. John Mullen, SAAC
Rep Ken Weyler, SAAC
Andrew Pomeroy, PDA
Jim Rogers, SAAC, City of Dover
Frank Torr, PDA

Next meeting:

TBD

I. Standard Topics

- a) Meeting Called to Order
- b) Acceptance of the Minutes of the September, 2017 Meeting

Voting in of SAAC Officers:

By unanimous vote the following were elected:

- 1) Chair – Peter Bruckner
- 2) Vice Chair – Rep. Ken Weyler
- 3) Secretary – William Richards

Finance Report- Andrew Pomeroy

- a) The budget is for full hangar occupancy, currently there is one hangar vacancy. Through most of this past year we had three vacancies. The numbers reflect this loss and show us \$13,000. Under budgeted amount for Hangar Rental.
- b) Fuel sales are down this year compared to last, this is off set a little by better fuel prices. We are roughly 1,930 gallons less sold this year than last. This appears to be mostly due to weather.
- c) PDA Labor hours and therefore labor expense is down from last year.
- d) The PDA has been installing LED lights on the airfield and this is paying dividends with lower electrical costs to the airport.
- e) Page 4 shows approximately \$400,000.00 for a new Snow Blower that the airport will be taking delivery of. The FAA will reimburse us 90% of that cost, the State of New Hampshire will pay 5% and the PDA will pay the remaining 5%.

Webpage: Nothing new on webpage.

Subcommittee Reports

Wings and Wheels Report: Michael Bobinsky, Marketing Committee

- a) Rochester Rotary met in December to organize schedules and line up vendors. They are getting organized and expect to hold another meeting here at Skyhaven on March 23rd.
- b) Rochester Rotary. Wings and Wheels event is June 2, 2018.
- c) The Rochester Police Department is filing paperwork for the PDA Right of Entry
- d) Wings and Wheels has set up a web page: <http://www.wingsandwheelsrochesternh.com/>

FBO RFP Process

- a) Sen Gray inquired about the result of the RFP that went out in September.
- b) 2 mandatory site meetings were held in September. Four potential bidders attended. One proposal was submitted by Seacoast Helicopters.
- c) The Seacoast proposal was a phased approach that did not meet the airport minimum standards until a later phase. Seacoast was not ready to put any assets in to Skyhaven at this time and proposed that they would start by taking over fuel sale but not man the FBO and not Lease space. This would have taken one of the few revenue sources the airport currently has with no income in kind putting the airport further in the red.
- d) Paul Brean and Andrew Pomeroy of PDA met with the primaries at Seacoast to discuss options.
- e) After meeting with the SAAC Marketing and Revitalization Committee and the primaries at Seacoast we agreed that the plan as proposed would not be in the best interest of the Skyhaven Airport, but the airport would be open to working with SeaCoast when they reach a point in their plan where they could put assets at the airport and provide services.
- f) It was decided that it was far better to keep the dialog open with SeaCoast rather than simply closing the door with a, "Thanks but no thanks" letter. When they reached a point where an investment in Skyhaven makes sense for them they will approach us about doing so. In the interim they continue to invest in their growth plan with a new facility to being built at the Portsmouth Airport. To work both sites now would be spreading their resources too thin.
- g) Sen Gray then asked, "what is your plan moving forward? What are you going to do to "sweeten the deal" for an FBO to come to the airport.
- h) There was a lengthy discussion of different avenues that the airport and the Marketing Committee are and could persue. These included working with local Colleges and Trade Schools for hosting flight training programs and A&P Mechanic programs. SNHU and Great Bay were listed as possible schools to work with.
- i) Updating our marketing approach to advertise the facilities that are available rather than advertising the services that we are missing was one approach suggested. Even the RFP that went out simply advertised what we were missing rather than what was available. Much of this could be accomplished through an updated webpage combined with a possible communications campaign to get the new web site out.
- j) Peter Bruckner reported that he has been talking with a food truck vendor who may want to locate at Skyhaven. The vendor known as PhuggenBurgers has a great reputation and following in the Dover Area.

Old Business:

Airport Traffic Report:

- a) February 2018: 184 Operations thus far
- b) January 2018: 484 Operations
- c) December 2018 : 616 Operations
- d) 2017: 7,861 Operations
- e) 2016: 7,600 Operations

Taxilane & Drainage Rehab Project

- a) Substantial Completion of the project.
- b) There are a few punch list items that have to be addressed including tiedown anchors and some issues with pavement lips around hangar 2 allowing water to flow back into the hangars under the doors. We are investigating the best method to address this problem.
- c) Jacobs will be placing new tiedown anchors in the tiedown locations at their expense.

New Business:

Rep. Ken Weyler shared House Bill 124-FN and the proposed Amendment to HB 124-FN to the SAAC. The intent of the Bill is to make NH more competitive by lowering the tax burden on Corporate Jet owners so that they will base their aircraft in the State of New Hampshire. Please see attached Bill and Amendment.

Public Comment: No public comment.

Non-Public Session (If Required)

Meeting was adjourned at 10:21 AM Local time

Respectfully submitted, Andrew Pomeroy, for Chair Peter Bruckner.