

Skyhaven Airport Advisory Council (SAAC)

Meeting Minutes – Meeting #95

December 14, 2020

Present:

Peter Bruckner, Chair SAAC, City of Rochester
Mike Scala, City of Rochester
Rep. Ken Weyler, State Rep & SAAC
Jim Rogers, SAAC, City of Dover
James Gray, NH Senate, SAAC
Chuck Grassie, SAAC
Robin Comstock, SAAC
Dan Barufaldi, SAAC
Steve Fournier, PDA BOD
John Gorham, Jacobs Eng.
Andrew Pomeroy, PDA

Next meeting:

TBD

1. Standard Topics

- a) Meeting Called to Order at 09:02 Via ZOOM online conference.
- b) Acceptance of the Minutes of October 5, 2020 Meeting – Accepted as written roll call vote, unanimous.

Finance Report- Andrew Pomeroy

- a) Report reflects first 4 months of FY2021. Extremely good summer at Skyhaven by nearly every metric. Shattered all previous records.
- b) Hangar rentals and tie downs – revenue is up \$2,000 budget. Hangars are now fully occupied and we have started a wait list again. In addition Hangar 5 is occupied and paying rent.
- c) Fuel sales are up \$5,000 over forecast for first four months of FY2021.
- d) Both part time and outside (Portsmouth) labor are under budget so far this year, with 10,000 gallons of fuel sold in first 4 months of FY2021 vs 6,000 gallons sold by this point in FY2020. Fuel sales for first four months of FY 2021 broke all previous records with \$50,000.00 in sales.
- e) Net operating gain of \$19,000 for the first quarter of 2021. Cumulative out of pocket for PDA since 2008 is holding at \$1.7 Million.

Webpage:

The Skyhaven web page has been updated with information and links to our new based business in Hangar 5 T-Aviation. Be on the lookout for some upcoming news articles in the news and events section. The Web page has been bringing a lot of attention to Skyhaven Airport including some Corporate/Business operators who have business in the Tri-City Area. This is helping to increase traffic and fuel sales.

T-Aviation:

- a) Peter Bruckner introduced Mark Pride, Business Manager for T-Aviation. Mark reported that T-Aviation opened their Aircraft Maintenance and Repair shop on November 1st and have been actively working on community outreach programs. Their web page www.Taviationaero.com is up and running and they are adding to it all the time. They have already introduced themselves to the various Skyhaven tenants and made contacts with the local Civil Air Patrol and AF ROTC to offer their services and facilities. In addition to the STEM Initiatives with the ROTC program, T-Aviation has been reaching out and making connections with the three manufacturers of “Roadable Aircraft” or flying cars to work with them to develop state inspection and maintenance programs. In particular Mark has been working with a company called PAL-V (for Personal Air Land Vehicle) <https://www.pal-v.com> who are bringing their flying car concept from Europe to New Hampshire. The principals of PAL-V have agreed to bring their simulator to an event at Skyhaven – Wings and Wheels, to let people experience what their flying car might be like. Mark said they are very excited about this potential partnership and the prospects for this new technology. Nothing ties the concept of Wings and Wheels together quite like a “Flying Car” Mark also touched on their plans to work with local community colleges and VoTech programs on aerospace technology and maintenance, and their desire to acquire some of the non-active airframes on our tie down ramp and bring them into service as aircraft maintenance trainers or possibly restore them to airworthy condition.
- b) Dan Barufaldi suggested to Mark that as Skyhaven is a regional asset, to work with the economic directors of the Tri-City area to get the word out to area businesses on what they have to offer. He went on to say that the Economic Directors for each city sit here on the SAAC and would all be very happy to work with him to get the word out.
- c) Robin Comstock, added that Mark should consider joining one or more of the Chambers of Commerce, for the Tri-City area, stating that the three cities work very closely together and through the Chamber they could distribute T-Aviation’s marketing materials, to get the word out. In addition Robin suggested that as soon as it is safe to do so, that T-Aviation could host a Meet and Greet for the City managers and business leaders, show them the programs that T-Aviation is or is planning to work on.

Subcommittee Reports:

- a) Wings and Wheels - Peter Bruckner reported that due to COVID-19 we are getting closer to having to call it (off) for this season. There are too many commitments of money that need to be made with no assurance that it will be safe to hold the event by June. Mark Pride suggested that they may be able to host a smaller COVID Safe event with PAL-V and their simulator if we are unable to have a full Wings and Wheels Event this year.
- b) Dan Barufaldi, stated that with regard to the marketing committee that with the COVID-19 vaccine hitting the street that it may be time to start to plan a Marketing Committee meeting to see what the three economic development agencies can do to help promote and build business at Skyhaven. There was a discussion of scheduling that meeting (via zoom) but it was decided to follow up on that rather than committing to a date today that may have to change.

Old Business:

- a) Airport Traffic Report: Andrew presented several reports to the committee showing the flight activity for Calendar Year 2020. Andrew reported that Skyhaven has had a remarkable year breaking all previous records since the PDA started counting traffic at Skyhaven. By all accounts 2019 had been a good year for Skyhaven with just over 9,000 operations recorded. As of this meeting we have had 12,374 operations for CY2020, breaking all previous records for the year and for individual months.
- a. October Est 729 Operations
 - b. June Est. 1,439 Operations
 - c. July Est. 1,380 Operations
 - d. August Est: 1,456 Operations
 - e. September Est. 2,104 Operations
 - f. October Est. 991 Operations
 - g. November Est. 1,293 Operations
 - h. December (8 days) Est. 150 Operations for first eight days.
 - i. Total Ops 2019 Est 9,292 Operations
 - j. Total YTD 2020: Est: 12,374 Operations
- b) Andrew noted that despite the pandemic, our flight activity has increased greatly this year as compared to last year. Numbers for June, 2020 are 50% higher than June 2019 despite the fact that the Wings and Wheels event had been cancelled this year. This jump is attributable to a number of factors. Good flying weather, and increase in based aircraft at Skyhaven, area flight schools resuming flight training after being shut down with a pandemic, and the closure of Biddeford Airport for runway reconstruction. CHI Aerospace was pleased with their experience at Skyhaven, and though they did return to Portsmouth, Skyhaven is definitely, "On their radar" for possible expansion. They sighted need for hangar space as the one hurdle they would need to overcome. All hangars at Skyhaven are currently full, with a 13 person waiting list. The good traffic numbers continued through October and November and eight days in December is showing good numbers. November and December are historically slow months. Though still excellent numbers for Skyhaven, October showed the lowest numbers coming in just under 1,000 operations. Still numbers are typically around 500-600 for October.

New Business:

- a) Terminal Apron Rehab Design Project – John Gorham of Jacobs Engineering presented the ramp areas due to be reconstructed. Went over what items are eligible and what items are not. For example replacement of the fuel farm is no longer an AIP Eligible item. So, we will be removing the fuel island but not relocating the fuel farm.
- b) This project is a Design Only Project and the Apron Rehab design work will commence once the grant monies have been approved. The expected time table for this project is as follows:
- a. Design; 2021
 - b. Bid: 2022
 - c. Construction (new grant): 2022 – 2023
- c) This is a relatively simple project with pavement replacement and drainage work. Construction should be a relatively short time frame once construction begins. This is the last section of airfield pavement to be replaced. All other areas have been rebuilt.

Public Comment: None

Other New Business: A short discussion about marketing committee work and when it should resume was made. Dan Barufaldi commented, that “it is time to plan and discuss what the marketing committee will be able to do once things open up. I don’t know if we’ll be able to act on any of it in the near future. I’m extremely pleased with what Andrew (Pomeroy, PDA) has been able to do attracting people, and making things move, increasing traffic and business to the airport during COVID. I don’t see that COVID has helped General Aviation any and it has certainly thrown a monkey wrench into commercial aviation. I think what the committee can do is to reach out to our communities and let them know what Skyhaven and the SAAC can do for them. Get the word out about the benefits of Skyhaven and General Aviation.

Non-Public Session (If Required)

Next meeting: Date TBD 9am.

Meeting was adjourned at 10:01 AM Local time

Respectfully submitted, Andrew Pomeroy, for Chair Peter Bruckner.