

Skyhaven Airport Advisory Council (SAAC)
Meeting Minutes – Meeting #96

August 10, 2021

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
Bill Richards, SAAC
James Gray, NH Senate, SAAC
Richard Jackson, SAAC
Dan Barufaldi, SAAC
Steve Fournier, PDA BOD
Andrew Pomeroy, PDA

Next Meeting: October 12, 2021

1. Standard Topics

- a) Meeting called to Order at 8:05 am via in person and Zoom online conference.
- b) Acceptance of the Minutes was unanimous. Andrew noted one correction needed that Bill Richard's name was not listed as being present for the meeting, however he was in attendance.

Finance Report: Andrew Pomeroy

- a) Closeout of fiscal year, 2021 as of June 30th. 2021 was a good year at Skyhaven.
- b) 20,000 gallons of fuel sold in fiscal year 2021 vs. 13,000 in 2020.
- c) Good numbers continued right into the winter months. Working on some initiatives to keep the momentum going.
- d) Due to a relatively light winter, labor costs were low for snow removal.
- e) Operating income/loss for 2021 shows \$8,000 in the black prior to depreciation costs and net cash flow of \$262,000.00. Since conception, PDA has invested approximately 1.7 million in maintaining and operating Skyhaven.
- f) No information on CIP yet.

2. Webpage:

- a) Webpage has had quite a bit of activity, encourage everyone to take a look. There is an article about a group of lady skydivers who were attempting world records this summer. Also, long time PDA employee, Al Caldwell retired on June 17, 2021. Al will be missed, as he was a huge asset to Skyhaven, keeping the airfield in great shape and always with a smile.
- b) T-Aviation: They provide aircraft maintenance and inspection services. They are doing very well and possibly may expand into a flight school in the future.

3. T-Aviation: No Report

4. Subcommittee Reports: Wings & Wheels will be hosting their annual event in June, 2022.

5. Old Business:

- a. Airport Traffic Report: Andrew presented a three year comparison, 2019/2020/2021. By standards 2019 was a good year for Skyhaven and it has been on the increase ever since. In 2020 there was a significant boom in air traffic, despite the pandemic. This year air traffic has been slightly lower than last year. There are a number of factors 1; it's been a pretty wet summer and 2 many airfields around Skyhaven were closed in 2020. 2021 winter month numbers remain high compared to last year. May, 2021 was a record month of 1200. June/July is where the traffic drops off a bit. There was a storm the last weekend of July that knocked out the recording system which unfortunately was a great weekend for flying. The total for July was 832, which is a good month, but we probably would have been better with those three missing days.
- b. Tenants based at Skyhaven are slowly starting to utilize the services of T Aviation. It's hard to police the "through the fence" type of operations when tenants utilize their previous mechanics.
- c. The old key pad gate access system is being swapped out and tenants will be issued a prox card that will open the gate. This will help with the numbers of people simply accessing the airfield using a tenant's code. Cards will only be issued to people that have an up to date lease agreement with the Pease Development Authority. The keypad access will remain at the terminal will transfer over as well. The Pedestrian gate will remain as is.
- d. Fuel Sales: Fuel sales tend to fluxuate with air traffic, however it is not always 1 for 1. In 2020 Skyhaven had high traffic and fuel sales, and in 2021 slightly less traffic, but 50% more in fuel sales. Currently, price per gallon at Skyhaven is \$4.90. PDA has dropped the mark up slightly to stay competitive. No state tax on aviation fuel. Sanford Airport is at \$4.95 per gallon. To obtain the best price break we receive 7,000 gallons at a time.
- e. Peter Bruckner raised the question as to whether or not the PDA will be purchasing the new low lead fuel alternative. Distributors in the area do not yet have it available for purchase.

6. New Business:

- a) Fuel Incentive Program: As a thank you to our tenants and users who purchase fuel, we started an incentive/loyalty program. With a purchase of 100 gallons tenant will receive a free t-shirt, 150 gallons a hooded sweatshirt and 200 gallons a hat.
- b) Terminal Apron Rehab Design Project: The original plan was to tear up and repave the apron. We presented that and had a designed project approved. In the interim we have been actively seeking hanger developers. Skyhaven is in desperate need of additional hanger space. All hangers are currently full and waitlist of 17 people.

The FAA has changed its rules, and private hangers are ineligible for AIP funding. If we have hangers developed the contractor or the PDA will need to refund the FAA for those AIP funds. The idea is to provide the developer an area that costs will not be so high that he can come in and build the units.

We were designing to rebuild this entire ramp as it sits with AIP funds. If we do, we can't put hangers there and that's the only stretch of asphalt that is ready to accept

hangers. We are in a recouping of the design project which is significantly different than what we were originally talking about. This will allow for a quick build of 15 hangers.

If this developer is successful he wants to build more. Additional hangers will bring in more fuel sales and business for T-Aviation. Flight schools are very interested in Skyhaven, but only if there are hangers. If plans fall through with this interested developer, we still need a spot someone else can take the opportunity and build.

The PDA has not done a rent increase in 7 years. CPI annual increase is supposed to happen annually, but not to increase more than 3% which has been waved based on the market. Peter Brucker would like to see a price point comparison of local hangers for the board to review.

Question was raised what happens if the private developer gets foreclosed on. The airport receives the building after the lease is up. The only concern expressed was reducing the ramp space for flight schools and transient.

Infrastructure Bill: Skyhaven should receive 13,000 from the new infrastructure bill, that and talking about a new round of AIP development projects. It would be similar in what we had for 2020. Normally there is federal share of 90%, state share of 5% and PDA share of 5%. 100% of Cares is FAA Share.

- c) Skyhaven Terminal Building Renovations: Renovations of the terminal building have begun. The porches have been rebuilt and shubs and fencing have been removed. Next they will be moving inside, installation of new ceilings, new floors, bathrooms will become ADA compliant. Paint, lighting, flooring, installation of new technology, tv screen, etc. and replacing furniture.

7. Public Comment:

8. Other New Business:

Non Public Session (If Required)

Next Meeting: October 12, 2021

Meeting was adjourned at 09:30

Respectfully submitted, Andrew Pomeroy