

## MINUTES

The 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 6:00pm on Monday, October 4, 2004.

### COMMITTEE MEMBERS:

- |  |                              |
|--|------------------------------|
| 1. Chairman Fred Britton – present     | 6. Robert Philpott – absent  |
| 2. Vice Chairman Gerry Moore – present | 7. William Krivsky - absent  |
| 3. Griffin Dalianis – absent           | 8. Allan Fuller – present    |
| 4. Frank Waller – present              | 9. Shane McLaughlin – absent |
| 5. Greg Lison – absent                 | 10. Todd Whitney – present   |

### ROLL CALL

Chairman Britton announced that Susan Lambrou will not continue to serve on the committee at this time.

Griffin Dalianis will not attend due to a prior commitment.

### COMMITTEE COMMENTS

Chairman Britton noted that the Airport Authority had originally set a time-frame of October 2004 for this committee to present their recommendations. Chairman Britton also noted that it had been suggested that the committee be an on-going committee.

Gerry Moore feels that it is rather difficult to make a determination on fees without gathering further information on the future of the airport. He does not feel he is in any position to make a recommendation at this time.

Frank Waller does not feel the committee can make a recommendation until the amount of money needed has been determined.

Allan Fuller recalled the purpose of forming this committee. He does not want to see further fees levied against the general aviation pilots. He wants the committee to determine ways to encourage new business at the airport. Two of his ideas would be to build corporate hangars and attract new corporate jets to the airport. Mr. Fuller does not feel it is necessary to increase funds at this time.

Chairman Britton wants the Authority to consider asking the City of Nashua for the 2 ½% for projects rather than try to fund it themselves.

### PUBLIC COMMENT

David Taylor warned that by catering to corporate jets the airfield may drive away general aviation altogether.

Lee Zompetti reminded the committee that currently there are only three lots available to build hangars on.

Archie Frangoudis noted that the tie-down area that was just paved could facilitate two corporate hangars.

Lee Zompetti spoke to an agreement with the neighbors that only tie-down areas would be built in that area.

Archie Frangoudis would like to see the committee continue so that the “small” users at the field would have a voice.

Roland Noyes stated that there has always been a distinct lack of interest by the general aviation public as far as attending meetings and keeping themselves informed.

Frank Waller stated that the Master Plan intended that the general aviation and corporate jets both be included at the Nashua Airport.

Gerry Moore discussed where the actual money to run the airport comes from. He wants more time to make an informed decision before giving recommendations on fees to the full Board.

Roy Rankin explained how he determines what he needs to have a balanced budget. He expects a \$30,000 shortage this year.

Frank Waller is still concerned that there is a huge amount of money in the bank that no one was aware of. Mr. Waller suggests ideas such as the Authority adding an additional \$5.00 to the ticket price of the Aviation Heritage Festival. In that way the general public would be adding to the revenue of the airport and not the users.

Chairman Britton asked that the committee continue the discussion on fees whereas they probably had not had an opportunity to digest all the information provided (on disc) concerning the master plan. Chairman Britton would not be following the format of the agenda for this meeting.

Frank Waller discussed by line item each of the proposed projects (as listed on the CIP) and quizzed Manager Rankin about each of them. Mr. Waller then made a determination if the project was necessary and which project is not. Mr. Waller still feels that because of the \$600,000.00 in the bank and our ability to bond money, it is not necessary to increase any fees.

A discussion followed concerning the necessity of re-paving between the t-hangars and who should be responsible for the paving costs.

Roger Bacchieri (DWC) stated he feels that the committee is limiting themselves by thinking on three years ahead. He feels it is also very narrow minded to use the money in the bank to cover operating costs. A reserve in the bank is necessary to cover any unexpected or emergency expenses. The costs of the proposed projects will only rise. Mr. Bacchieri feels it is prudent to cover each year’s operating costs by assessing fees. Mr. Bacchieri noted that he felt it would be appropriate to raise fees to a suitable level whereas expenses have risen everywhere.

Lee Zompetti asked if NH Aeronautics would provide discretionary funds to cover some of the costs involved in re-paving between the t-hangars. Manager Rankin replied that in the past two years Nashua

Airport had received approximately \$2000 per year in discretionary funds. The majority of the discretionary funds have been allotted to fields not able to raise funds on their own.

Manager Rankin assured the committee that his office is always on the alert for funds and or grants that could be made available to the airport.

Dave Taylor agrees that revenue each year should match or exceed the projected expenses each year.

Gerry Moore feels it is clear to him that all three projects will not happen. He feels that there is enough money to fund two of the projects. Mr. Moore feels that the rate of interest being paid is one-half of what we could be getting. Mr. Moore stated that most people base their aircraft closest to their homes. He feels that perhaps a mailing to surrounding pilots encouraging them to move to Nashua by emphasizing our lower costs could generate further tie-down revenue.

Chairman Britton would like the handouts for this evenings meeting be added to permanent record. (fees comparison spreadsheet, Draft Airport Improvement Program Funds request, fee increase request)

Chairman Britton asked Manager Rankin to identify what projects had been completed as shown on page 44 of the 2000 Master Plan update.

Roland Noyes reminded the committee that their task had been to determine if fees should be raised now. Studying what will be necessary in the future is all well and fine but the immediate increases need to be addressed first.

Allan Fuller feels the committee needs to decide how the short fall in monies to meet the '05 budget will be raised without raising fees to the users. He also stated that he felt it was important to look to the future and how much revenue will be needed.

Todd Whitney asked if Manager Rankin could provide information regarding how much revenue would be realized by increasing the tie-down fees.

Lee Zompetti inquired if the cost of electricity would be a factor in raising the rate on the electric ramp. Manager Rankin spoke to all costs of running the airport have risen whereas the fees levied to the users have not been adjusted for eight years and in some cases fifteen years.

Allan Fuller asked if there was a current list of aircraft based in Nashua and did it provide the amount of money each craft pays in registration fees. Manager Rankin will have to ask the State of New Hampshire DOT if they would provide a list of fees paid to the state.

Roland Noyes reported to the Board that in the past the airport ran ads in the Atlantic Flyer to encourage new customers to Nashua.

Allan Fuller thinks that perhaps a marketing survey should be considered to get input as to what would make the Nashua airport more appealing to potential customers.

Chairman Britton summarized items for the next meeting:

1. Compare bank rates looking for a better return on capitol.
2. Give further thought to the fee increases as proposed by Manager Rankin.
3. Read the 2000 Master Plan supplement.
4. Revenue development opportunities.
5. List of land that is currently available for development.
6. List of aircraft on the airport.
7. List of current sources of revenue and potential sources of new revenue.

Mike Zompetti would like the committee to make a suggestion to the full Board that the build hangars and rent them out themselves. Mr. Zompetti also noted that aircraft registration amounts decline each year so registration fees are not a fixed source of revenue.

Lee Zompetti noted that in the 1989 Master Plan suggested collecting a percentage of gross revenue from the FBOs. The 2000 Master Plan supplement called for building a heliport.

Archie Frangoudis wanted to be on record that he had requested to build corporate hangars on lots 73, 74 and the entire Holden property.

Allan Fuller requested to see the list of prospective builders when lots become available for development.

Manager Rankin would like to see a sub-committee to determine the criteria for any future building on the airport.

A long discussion followed as to how to proceed on the prospective development of land.

Manager Rankin was asked to provide a copy of expenditures at the January meeting and the committee will have recommendations for potential revenue sources.

## MINUTES

August 30, 2004 meeting

## COMMUNICATIONS

None

## OLD 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

## NEW BUSINESS

1. Review of Nashua Airport Master Plan (1979) the Master Plan Update (1989) and the Master Plan Supplement (2000).

Not discussed at this time.

The next meeting will be held on November 8, 2004 at 6:00pm.

ADJOURNMENT – 8:20pm

MOTION BY Vice Chairman Moore to adjourn.

SECONDED BY Chairman Britton

MOTION CARRIED.

Respectfully submitted,

Frederick Britton  
Chairman