

The Seven hundred seventy-second meeting of the Worcester Regional Airport Commission was held on Monday, November 17, 2008 at 6:30 PM in the Conference Room of the Worcester Regional Airport Terminal Building.

Members present were: Chairman Jim Delehaunty, Vice-Chairman Joe Zwirblia, Commissioners Eric Nierenberg, Tom Reynolds and Patsy SantaMaria.

Also present were: Mrs. Diane Louis, Mr. Joe Louis, both from Le Mirage/Mirage Express, Mr. Eric Waldron, Airport Director and Mr. Philip Niddrie, Airport Liaison.

Chairman Delehaunty opened the meeting at 6:30 PM.

1. Approval of minutes of the October 6, 2008 meeting -

Commissioner SantaMaria moved, seconded by Commissioner Zwirblia, to approve the minutes of the October 6, 2008 meeting. **All in favor - So Voted.**

2. Report of the Commission Chairman –

Chairman Delehaunty thanked Vice-Chairman Zwirblia for running the October meeting in the Chair's absence.

6. New Business-Out of Order

- **Le Mirage Express concession Agreement - Vote Needed**
- **Parking Lot Operating Agreement - Vote Needed**
- **Meteorlogix Agreement - Vote Needed**
- **T Hangar tenant eviction - Vote Needed**
- **November 22'nd Inaugural Flight Plans**

Le Mirage Express concession Agreement -

The City of Worcester developed and advertised a Requests For Proposals (RFP) for a concession operator at the airport. Mirage Express, the offshoot of a restaurant named Le Mirage, located at the corner of June and Chandler streets, was the sole responder to the RFP. The City of Worcester's Law Department has prepared a License Agreement that was reviewed and approved by Massport Legal.

Phil Niddrie introduced Diana Louis, who presented examples of both the pre-made sandwiches and homemade sandwiches that she plans to sell in the shop, and then explained the terms of the Agreement.

The Licensee is to operate a café food service in the terminal building. They will offer breakfast and lunch type menus for all flights on each of the days of the flights.

Term - one-year, with a review after six months.

Termination - 30 days, by either party.

Rent - \$500 per month based upon an average 70% load factor, three days per week. Negotiations will occur regarding the License Fee based upon the number of flights/passengers above or below that level.

Insurance - the Licensee must supply the appropriate insurance as outlined in the RFP.

Licenses - Licensee must obtain their own licenses and permits as required by the City of Worcester and the Commonwealth of Massachusetts.

Commissioner SantaMaria moved, seconded by Commissioner Reynolds, to approve the License Agreement and to authorize the Chair or Vice-Chair to sign a License Agreement with Mirage Express and any other related documents that are required. **All in favor - So Voted.**

Parking Lot Agreement-

The City of Worcester developed and advertised a Request for Proposals (RFP) for an operator for the Airport Parking Lots. S & K Valet was the successful proposer and has been selected as the Licensee.

Phil Niddrie explained the terms of the Agreement.

The Licensee is required to operate the lots in compliance with the regulations stipulated in the RFP. Specifically, they will initially operate Parking Lot A (in front of the terminal). They are required to collect payments as a customer enters the lot and to reconcile the cars/payments with cash and credit card receipts, each day, with the Airport.

Term - three years, commencing upon the final execution of the Agreement based upon satisfactory operations as determined by the Airport. The Airport has the right to terminate the agreement with 60 days notice to the Licensee.

Payments - the Airport shall pay S&K Valet \$20 per hour for all services rendered.

Commissioner SantaMaria moved, seconded by Commissioner Zwirblia, to approve the License Agreement and to authorize the Chair or Vice-Chair to sign a License Agreement with S&K Valet and any other related documents that are required. **All in favor - So Voted.**

Meteorlogix Agreement-

This is an upgrade of our weather forecasting system that will enable the city and Massport staff the ability to access weather information from multiple locations through our computer system, which is not currently possible.

Term - the term of the agreement is for one year with an option by the airport, at its sole discretion, to renew the agreement for up to two years.

Termination - the agreement can be terminated by the City with 30 days notice to Meteorlogix.

Fee - \$235 per month for the service.

Commissioner SantaMaria moved, seconded by Commissioner Zwirblia, to approve the License Agreement and to authorize the Chair or Vice-Chair to sign a License Agreement with DNT, Inc., dba DNT Meteorlogix and any other related documents that are required. **All in favor - So Voted.**

T Hangar tenant eviction-

It was explained to the Members that after several months of discussions with Mr. Jeffrey Gulick, his partial payments and his unfulfilled promises to bring current the rent for T Hangar 10, staff contacted the City Law Department to draft an eviction notice. Staff is also reviewing (with the Law Department) the process to pursue Mr. Gulick and Amity, the company he is a former Principal of, for back rent and electrical fees owed to the airport. The Law Department advised that the first step in the eviction process is for the Commission to approve the eviction of the tenant from the leased space.

Commissioner SantaMaria moved, seconded by Commissioner Reynolds, to approve the eviction of Mr. Jeffrey Gulick from T Hangar 10, and to authorize the Chair or Vice-Chair to sign an Eviction Notice and all related documents that may be required. **All in favor - So Voted.**

November 22'nd Inaugural Flight Plans-

Mr. Niddrie gave a brief summary of the plans for a ceremony surrounding the inaugural flight of Direct Air; speakers will include Ed Freni, Director of Aviation, Massport, Lt. Governor Murray, Congressman McGovern, Ed Warnick, President, Direct Air and possibly others. The ceremony will start at approximately 9:30 a.m.

3. Commissioner's Reports

- **Marketing – No Report**
- **Aviation** - Commissioner SantaMaria advised that he has worked with Swissport to attract a Cessna Citation jet that will be based at ORH starting on December 1.
- **Master Plan – No Report**

4. Reports of the Airport Director

- **EMAS and Runway 11-29 (3000') reconstruction projects**– these projects are now completed, the runway has reopened and there will be no impact on Direct Air operations. Chairman Delehaunty commented on his site visit to see the EMAS and encouraged other Members to see it as well.

5. Old Business – None

At this point in the meeting, Commissioner Nierenberg was asked by the Chair to give a summary of an analysis of the US Airline Industry that had been completed by the investment firm that he works for. In short, the analysis suggests that US airlines may be in for a windfall year or two based on the dramatically falling oil prices. The drop in oil prices is somewhat mitigated by the fact that passenger demand has declined, but the analysis suggested that even in the face of this passenger demand reduction, the carriers should make money in the short term.

The next meeting date is scheduled for December 8, 2008, but will be changed to December 15, 2008 to accommodate schedules.

7. Adjournment

Commissioner Reynolds moved, seconded by Commissioner SantaMaria, to adjourn the meeting. **All in favor - So Voted.**

The meeting was adjourned at 7:25 p.m.

Eric N. Waldron, A.A.E., ACE
Airport Director and
Clerk of the Commission