



# ALTOONA BLAIR COUNTY AIRPORT AUTHORITY

310 AIRPORT DRIVE, SUITE 6

MARTINSBURG, PA 16662

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## Manager's Report

March 14, 2016

### General

1. Sun Air's overall completion rate was at 87% for January. However, the controllable completion rate remained very high at 95%, with most cancellations being weather related. Passenger numbers were down, as they traditionally are throughout the entire aviation industry in February. The numbers are higher than January of 2016 and future bookings began to rise substantially in January. The report of completed flights, enplanements, and total passengers is included with this report.

2. As has been reported in the media, Sun Air is merging with Southern Airways Express of Memphis, TN. Representatives of Southern Airways Express have visited all current PIT Connector airports, including AOO, and logistics of transferring operations from Sun to Southern are in process. Phil Lefevre and Mark Cestari from Sun will be a part of the new airline and will continue in their roles. Keith Sisson, COO of Southern, will be relocating to Pittsburgh to oversee the PIT Connector portion of their operation. Southern's primary commitment is to excellent customer service and to leaving no passenger stranded.

### Marketing/Promotion

1. Wings of Freedom event, August 19-21. In addition to the Collings Foundation, thus far we have commitments from IG Flight Services, Kitty Hawk Restaurant, Sun Air Express, Greater Pennsylvania Military Preservation Association, Blair County Antique Auto Club, and Altoona Corvette Club to participate in our event.

### Property

1. Agreements have been reached with Fourth River Company, Delta Airport Consultants, and DeGol Jet Center II to resolve all outstanding issues with the Fuel Farm Project. There are motions on tonight's agenda to approve these agreements.

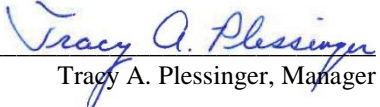
2. AOO Kitty Hawk will be establishing a new car rental service at the airport. There is a motion on the agenda to approve a lease agreement for this new venture.

3. We are continuing to work with USDA to secure funding for the local match for our hangar project.

4. With only a few minor touch-ups remaining, we have completed the move of the authority board and personnel the authority offices in the terminal. A special note of commendation goes to Diane Miller, who handled all the decorating, and the Blair County Prison inmates who handled all the heavy lifting, to rehab the offices and get us moved in.

### Finance

1. Financial reports for the month are included in meeting information. Total General Fund Expenditures are \$56,043.81.

  
Tracy A. Plessinger, Manager