

**Minutes
Bradley Board of Directors
Bradley Board Room
Thursday, May 15, 2008
12:30 p.m.**

Members Present: Chairman L. Scott Frantz, Acting Commissioner H. James Boice, Richard Crane, Kevin Kelleher, Scott Lingenfelter, Michael Long and Commissioner McDonald.

Members Absent: None

I. Chairman Frantz called the meeting to order at 12:40 p.m.

II. Approval of Minutes – April 17, 2008

Mr. Long made a motion (2nd: Kelleher) to approve the minutes from the last Board meeting. Voice vote—motion passed.

III. Reports

Steve Korta advised that Jeff Schultes, has accepted the position of Airport Administrator at Bradley International Airport. Mr. Schultes will begin his new position as Administrator on Monday, June 2, 2008. Mr. Korta also advised that Joseph F. Marie has accepted the position as Commissioner of the Connecticut Department of Transportation effective on Monday, June 2, 2008. Mr. Marie will be a member of the Bradley Board of Directors and should be present at the next meeting of the Board on Thursday, June 19, 2008.

Mr. Korta provided an update on the terminal project and advised that the wall separating Concourse C and the new portion of Terminal A will be removed in early June.

Mark Daley provided a financial update report through March 31, 2008.

Mr. Daley's report notes that the total operating revenue are just over \$40 million (0.4 percent above budget), and total operating expenses are \$29.5 million (significantly below budget). Mr. Daley advised that in February 2008, a concession sales revenue record was set at \$7 per passenger. New concession venues will be opening in the near future which will provide additional non-aviation related revenue.

Mr. Daley advised that development of the 2009 budget is nearly complete. In an effort to keep expenses at a minimum, a 1.4 percent reduction was taken from the original draft budget presented to the airlines on April 15. This reduction will be reflected in the Rates and Charges for the Signatory airlines. Mr. Daley will be meeting again with the airlines in June and expects the 2009 budget to be approved.

Kiran Jain was pleased to report that April passenger statistics were up over 5 percent at Bradley. Ms. Jain discussed the following marketing initiatives:

- A letter was sent to the Airport community requesting names of employees who exemplify good customer service. From those names, five "Employees of Distinction" will be chosen and honored in a ceremony to be held on Thursday, June 19, after the Board Meeting. Ms. Jain asked that Board members attend if schedules permit.
- Along with the Employees of Distinction ceremony on June 19, the new daily Northwest Airlines service to Memphis will be commemorated. Although the

service actually starts on June 21, the Marketing Unit decided to combine the two events for most effective media coverage.

- The Customer Service Booklet is undergoing final revisions and copies will be distributed at the next Board meeting.
- On June 3, 2008 at 8:00 a.m., an open house will be held in the large conference room to welcome Jeff Schultes, the new Airport Administrator. At 10:30 a.m., a media event will be held highlighting three Connecticut companies that make guitars. The new guitar display is located at Bradley in the showcases across from US Airways' ticket counter.

- IV. Discussion of Potential Shuttle Service from Hartford to BDL
Susan Giliberto, Aviation & Ports Property Agent, reported that a new private entity, Hotel Limbusine Company LLC, has signed an agreement with Bradley Airport to operate shuttle service from area hotels, including plans to service downtown Hartford. The company will contract directly with hotels and pay Airport access fees.
- V. Discussion of Delta/Northwest and Other Potential Merger Impacts on BDL
Chairman Frantz posed the question of whether the Board should express a written opinion in favor of the Delta/Northwest merger. After discussion, it was decided that the Board supports the merger, and a letter will be drafted to that effect addressed to Connecticut's Congressional Delegation for the Board's approval.
- VI. Airport Administrator Search
As Mr. Korta previously stated, Jeff Schultes has been chosen as Airport Administrator and will begin June 2, 2008.
- VII. Executive Session
Mr. Long made a motion (2nd: Kelleher) to go into executive session for the purpose of discussing contract negotiations related to the budget at 1:40 p.m.

Commissioner Long made a motion (2nd: McDonald) to recess executive session at 2:07 p.m.
- VII. Additional Business
There was no additional business brought before the Board.
- VIII. Adjourn
On a motion by Mr. Long (2nd: McDonald) the meeting was adjourned at 2:08 p.m.

Respectfully submitted,

L. Scott Frantz
Chairman