



Town of Barnstable  
Growth Management Department  
**Economic Development Commission**  
[www.town.barnstable.ma.us/economicdevelopmentcommission](http://www.town.barnstable.ma.us/economicdevelopmentcommission)



BEDC Meeting Notes  
November 25, 2014

Members present: Hank Farnham, Tom Geiler, Hartley Johnson, Chair Chris Kehoe, Town Council Liaison - Eric Steinhilber, Ted Wurzburg,

Members absent: Jonathan Gilmore, Alan Feltham, Royden Richardson

Also present: Airport Manager - Roland Breault, Town Councilor - Phillip Wallace, GMD Administrative Assistant - Stacey Peacock

Chair Christopher Kehoe called the meeting to order at 3:01 pm

Approval of Minutes: Quorum Not Met - October Minutes tabled until next month.

**Airport Presentation: Roland Breault – Airport Manager Barnstable Municipal Airport**

Barnstable Airport is considered a Non-Hub Primary Airport (based on amount of traffic that comes through – only major airports are Hub Primary Airports like Boston)

Airport Commission has 7 members. Roland Breault works for the Commission. The airport has 25 full time employees year round and 6-10 seasonal employees. Operation Staff – 9 full time (duties include fueling). Expecting to go over a million gallons of fuel this year. Implemented a discount program with fuel sales very busy and has the Cape Air fuel contract. Maintenance Staff: 6 maintenance and 3 custodians, plowing, mowing, snow blowing and maintenance for over 600 acres.

Equipment: Two Firefighting Trucks; one is 10 yrs old and one is 20 yrs old. We are an Index B airport so we have to keep both trucks up and fully operating to maintain that status. Have to meet operational requirements. The cost is a million dollars to replace one vehicle. Have a Kodiak snow blower vehicle which is a one million dollar piece of equipment. Also another one which is called an Oshkosh – was military surplus and it cost nothing.

The Airport began in 1928 and the first flight was in 1929. A fire destroyed original airport terminal in the 1950's \*(rebuilt). In December 2012 a new terminal was completed. The beacon that is out in the main terminal was the only thing salvaged from the original tower, everything else was destroyed.

Geiler: Who owns the tower?

Breault: The new tower, terminal and road project was a 40 million dollar project. All but 4 million dollars of it was funded by grants from the FAA, State Aeronautics and Mass DOT. The tower was paid for completely by the FAA using funds earmarked by Senator Kennedy and stimulus funding from the President (total 4 million dollars). We maintain the tower. The Tower operators are paid via contract – it is a contract tower.

Wallace: Is it possible to add jet bridges without much difficulty?

Breault: We could add a few jet ways off the side. It would be difficult to expand given the area. We lost ramp space due to the size of the aircraft coming in here. We are maxed out at 2-3 jets at one time, we have to bring one in at a time right now. The initial design of the terminal was to be a 55,000 sq ft however because of the project cap of 20 million dollars put in place by the Town Council it is only 35,000 sq ft. Everything had to shrink, there is no space for jet bridges in the smaller design.

Solar Arrays: Were installed by the Airport and Barnstable Water Co. Twenty acres of land are covered by solar. The airport has 7 megawatts output. Airport is expecting to get a 30% reduction in electric bills for the airport and to get up to \$400,000 in revenue over a 20 year period. The solar project was completed in September 2014. Once the interconnection point is finished (by Nstar) it will be able to go on line. They are hoping for next month but could be as late as April.

Economic Development: Old Sylvia & Sylvia hangars in process of being sold to Cape Cod Community College for their new train and power plant school is going to go in there. They need to complete the road and parking lot and are hoping to open the school in September of 2015.

Johnson: How did you market to Cape Cod Community College?

Breault: They approached us. I think the idea might have come from Cape Air. We hope they will be successful here and then build or buy a hangar here to run a repair station. Also asking Bridgewater State College to come here and extend their Aviation Management School to their new Cape Cod school, to provide an opportunity for an airport management degree.

Hartley: How did you get Jet Blue down here? You hired a consultant?

Breault: I talked to the then president of Jet Blue. They were not interested - thought we were in the catchment area from Boston and didn't need to come here. In March Jet Blue called me and said they wanted to come here. Jet Blue had an extra plane available. We hired a consultant that came in like a month before Jet Blue came in – he is talking to other air carriers trying to get them in as well. We want to talk to Porter. We want them to come in the winter to bring people up to the Ice Festival in Quebec. We have two runways 5200 and 5400 ft. and we would need 6,000 ft. for heavier long range planes. It is in our long range plans to extend runway to 6,000 ft (FAA advised that it would be a 10 year process).

Hartley: Have you approached Cargo or Offshore or Maintenance Services Marketing?

Breault: No, we can't get the heavier cargo planes in here with the room for runways that we have.

Hartley: Drones on the base? Is there anyone here talking to people at Otis for Drone businesses and builders?

Breault: I have put feelers out to Mass Aeronautics Assoc. Right now it is pretty much restricted to Otis at this time due to their access to restricted air space.

Jet Blue incentive program: Jet Blue is here for two years for almost free. They are charged no landing fees or fees for use of terminal, the only thing they pay for is jet fuel. After two years they will begin to pay those fees. If they want to come in and start a route to Florida they would get incentives for that route as well. The Steamship parking lot lease is up. We are having this re-assessed by appraisers to obtain the fair market value of the lot. If Steamship Authority does not agree to meet that price, we will put it out to bid – it is about 7 acres right now.

#### Airport Considerations & Issues:

*Runway Visibility Zone:* The planes have to be able to see each other. Need to take out 25 acres of trees to accomplish this. Received funding through the town council. They are working with conservation due to the pine boring Beetles.

*Solar Electrical Current Concern:* There is an emerging fire concern with the electrical current that is generated by the solar array in the event of a crash. We can't turn off power supply on solar power if an airplane crashed into the solar panels. We are currently looking into this.

Discussion on the K-Mart lot – unbreakable lease until 2024 (60 year lease).

Wallace: There was a company at one point that was going to donate a Boeing 757 jet to the school, is that offer still there?

Breault: It was withdrawn, the plane was too big for this airport. We are hoping they get a small corporate jet donated. They want to be able to put it up on jacks to be able to work on the landing gear and engines.

Noise Complaints: Complaints are way down (about 60 a year). Having a little trouble now with our Flight Tracking system. We might need to replace and upgrade the whole system. It is used to track planes and address noise complaints.

Kehoe: Why did the complaints drop?

Breault: We completed a noise study and bought the tracking software. Due to the study, the approach and take off routes were modified to not fly over sensitive areas. We also met with the public to talk to them. Plane engines have gotten quieter over the years. Most noise complaints are now found to not be in violation.

*Security:* Extensive security camera system. Barnstable Police presence here 16-18 hours a day, everyday. Annual Police Detail (paid by Airport, \$330K) \$90,000 is reimbursed by the TSA the rest comes out of our budget.

Airport Handouts: Exhibit C - G

The airport is an Enterprise Fund - Operating Budget 2.1-2.3 million in FY2014. There are over 2,000 people subsidized or employed by the airport. Regional Economic Impact of over \$227,000,000 as a result of this airport.

Jet Blue will be coming back on June 18, 2015 through Labor Day, a week earlier than last year. They were running 90-95% capacity for the whole season.

Steinhilber: What are some of the locations you are talking to Jet Blue about?

Breault: Washington DC, Philadelphia, Chicago. Atlanta or Orlando would be great too, in the future. Rectrix Aviation is also talking about a possible charter service or scheduled air carrier between here and Washington, DC.

Wallace: Where are we at with the Fixed Base Operations Facility?

Breault: There was a study done from the FBO. We were not happy with the results so we sent it back and it was not eligible for funding as an FBO. We're having the study relooked at to change the focus to a General Aviation Terminal on the east side of the airfield. As a General Aviation Terminal we can get help from the state and FAA and can get reimbursed up to 90%. Right now there are too many other priority safety issues that need to be addressed with limited FAA funding.

### **Informal Liaison and Subcommittee Reports:**

*Regulatory and Zoning Subcommittee:* Geiler/Farnham: Medical District property owners had concerns about lack of interest and the new zoning and what to do with a vacant property when a tenant left. We met with property owners and they were not happy with the zoning. They are sitting on vacant buildings. We are looking at some type of relief for them. We would like to propose to the Planning Board to look at an overlay district and to go back to what existed previously, allowing owners to put in the retail uses in that dominated that stretch of Rte. 28 previously. We are asking the Commission to contact the Planning Board to review that district and make a recommendation to the Town Council. Changes rely on a vote by the Planning Board and then the Town Council. If you want to leave the medical, leave the medical – or they could take it out, but would like to allow other uses. Once we recommend to the Planning Board it is then out of our hands.

Farnham: The owners very strongly want to change the zoning back. They lost all flexibility of use of property with the changes. Why the zoning was changed in the first place?

Kehoe: Would like a copy of the old zoning for the Commission to review

Steinhilber: The Rte. 28 medical district was part of the proposal for medical marijuana zoning but that has been changed to Independence Park.

Wallace: Nstar is putting in turbines and they are worried wells are being contaminated by this.

Steinhilber: They are basically putting oil in the ground there.

Marketing Subcommittee: Johnson

Chris and Hartley met with the Hyannis Chamber re: marketing funding. Chamber was concerned because they are tourism based and they did not want to take funding away from tourism. Hartley researched marketing companies (2); Copernicus and Tribal Vision both Boston based. These companies would take us through the marketing process. Marketing questions previously discussed, will to be defined. Need to partner with people. Cap Cod Economic Development Council is having a meeting December 4<sup>th</sup>. Cape Cod Commission holds the purse strings on the Cape Cod license plate revenue that comes in, there are other ways to get funded besides going through the Town. Johnson suggests they talk to the marketing companies and find out what the process would entail as well as what is needed for funding.

Steinhilber Advised Johnson to get numbers/quotes (from the two companies) and to narrow down the answers to the marketing questions. Council is looking at new growth. You have a supportive council on the idea of this. Suggests putting some dollar figures on this project, in order to bring to the council.

Wallace: As a whole we are adding more and more value to the town – rail trail, dog park, new terminal and jet service. When we get the marketing program down, it will really sell the town. The airport is taking a good lead in offering two years of incentives to Jet Blue. Businesses need financial motivation to come here.

Steinhilber: Also the school programs that are being offered like the one here with the Airport and Cape Cod Community College are adding value.

Wallace: Will be working on increasing traffic flow and smooth out aesthetic value to the town. Will eventually end up with a flyover at the airport rotary.

Breault: They are putting the Rte. 28 / Yarmouth Rd. intersection out to bid by December 2016 to reconstruct the whole intersection to include moving CAM.

Farnham: We need to have leadership in town involved in driving this process.

Johnson: Wants to make sure there is follow up on the marketing plan not just a strategy on paper. Based on studies done, the population is inclined towards light manufacturing businesses and not so inclined on tourism.

Geiler: This would be a Hyannis effort, the villages aren't interested (in industry there). We broached this a few years ago in the business district to rehab the area but didn't go deep enough. People want a walkable community etc. Like Mayor Menino went village to village and pulled out what was decayed.

Johnson: Identify the product, why would people want to come here? If things stand out that aren't good then we can address those things too.

Kehoe: Cape Cod Chamber said they would help us work with grants in the future. It's going to take inclusion of many groups to ferry this through at any level that we need.

Subject of bringing the schools and students in to get them involved was discussed.

Steinhilber: Cape Cod Community College has a marketing program where they can possibly help with implementing the marketing plan.

Public Comment: None

Kehoe: Cape Cod Commission liaison position – Roy Richardson? Uncertain on how to proceed? Need to bring to the Council?

**Meeting adjourned at 4:30 pm. Next BEDC meeting December 23<sup>rd</sup>.**

List of documents / exhibits used by the Committee at the meeting

Exhibit A:	Meeting agenda November 25, 2014
Exhibit C:	Mass DOT Official Transportation Map
Exhibit D:	'Busy Little Bees' Air Cargo news article
Exhibit E:	Taking Flight Brochure
Exhibit F:	Mass DOT Statewide Airport Economic Impact Study
Exhibit G:	Barnstable Municipal Builds Terminal Airportimprovement.com Article
Exhibit H:	Medical District Zoning Map

Respectfully submitted,  
Stacey Peacock  
Administrative Assistant Growth Management

*Public files are available for viewing during normal business hours in the Growth Management office  
located on the 3<sup>rd</sup> floor of Town Hall, 367 Main Street, Hyannis*

*\*\* Further detail may be obtained by viewing the video via Channel 18 on demand at <http://www.town.barnstable.ma.us> \*\**