

ST. LOUIS AIRPORT COMMISSION

Wednesday, June 2, 2010 - 2:00 P.M.
JoAnne Wayne Conference Room

Members Present: Mr. Clark, Mr. Esterline, Ms. Green, Mr. Kennedy, Mr. Lipman, Mr. Nash, Ms. Osborn, Mr. Sauget, Mr. Sonderegger, Mr. Stelzer, Ms. Teitelbaum and Chairperson Hamm-Niebruegge

Members Absent: Mr. Bales, Mr. McKinney, Mr. McNutt, Ms. Morrell-Charles, Mr. Reed

Airport Staff: Beckman, Brown, Kopinski, Lea, Mason, Mays, Salarano, Slay, Spencer, Taylor, Ware, and Zell

Legal Department: Niemann, Pandolfo & Stone

Guests: Marvin Anderson, Stern Brothers; Patrick Brown, Mayor's Office; James Garavaglia, Comptroller's Office; Candace Gordon, Comptroller's Office; Rich Ryffel, Edward Jones; Judie Wise, Bookmark-InMotion

News Media: Ken Leiser, St. Louis Post-Dispatch

The Meeting was called to order at 2:00 p.m.

1. Approval is requested for the Minutes of the Wednesday, May 5, 2010 Airport Commission Meeting.

A motion for approval was made by Mr. Clark and seconded by Mr. Esterline.

There being no discussion, a vote was taken and the motion carried unanimously.

2. OPERATIONS/MAINTENANCE

- A. Award and approval of the Service Agreement with Nutech Restoration Services LLC to provide Glycol/Storm Water Pumps Maintenance & Inspection Services for the Airport. The Agreement will commence July 1, 2010 and will end on June 30, 2013. The total Contract-Not-To-Exceed amount will be \$240,000.

Chairperson Hamm-Niebruegge indicated that this item is being removed from the June 2010 agenda and it is anticipated that it will be considered at the July 2010 Commission meeting.

3. PROPERTIES

A. Space Permit with Societe Internationale De Telecommunications Aeronautique (SITA)

A motion for approval was made by Mr. Nash and seconded by Ms. Green.

Mr. Salarano provided the details of this Space Permit as set out in the Executive Summary included with the agenda items and recommended approval of the motion.

This Space Permit is for an electrical room located on the C Concourse to be used for aeronautical radio services to various airlines. It is a new three-year permit generating annual revenue of \$6,000.

There being no discussion, a vote was taken and the motion carried unanimously.

4. **OTHER BUSINESS**

A. Lambert Outlook 2010.

Chairperson Hamm-Niebruegge delivered a presentation to the Commissioners regarding the outlook for the Airport in 2010. Several topics discussed were: landing fees and ways to reduce them; alternate sources of revenue for the Airport; increasing cargo flights; marketing plans for the Airport; and the Airport Experience renovation plans.

Commissioner Teitelbaum asked whether complaints have been received from any of the airlines regarding the incentive program. Chairperson Hamm-Niebruegge responded that as the incentive program is available to all airlines, including those presently operating at the Airport, this program has been received very positively.

Commissioner Nash requested an update on the China Hub Initiative. Chairperson Hamm-Niebruegge advised that the feasibility study is being finalized and the outcome appears to be quite favorable. The second phase, regarding cost projection and analysis, is currently underway. Many overseas freight companies have expressed frustration at the amount of time it takes to clear their shipments through larger airports, whereas due of the availability of runway space at the Airport, most cargo shipments could be provided with one-day turnaround on customs clearance, reducing the delivery time of the products. If the final breakdown of costs is not prohibitive, cargo shipments could begin arriving 2 or 3 days per week in the Fall of 2010.

Commissioner Osborn relayed that the Regional Business Council has invested \$250,000 from the Council's "It's Our Region Fund" to provide enhancements to the Airport signage program.

In response to questions by Commissioner Clark and Commissioner Sonderegger regarding the current rate for landing fees and whether the current rate is due to the new runway, Chairperson Hamm-Niebruegge responded that the Airport's landing fees are currently approximately \$8 per

1,000 pounds of landed aircraft weight and, while the new runway did add to the costs used to determine the rate, it is not the only factor. The reduced amount of landings over the past several years also had a major impact on the rates. From a marketing standpoint, the new runway has been an asset, especially to the Chinese airlines looking to begin business with the St. Louis area and the Airport.

5. **NEXT MEETING**

Wednesday, July 7, 2010 at 2:00 P.M.

6. **ADJOURNMENT**

The meeting adjourned at 2:35 P.M.