

**MINUTES – SPECIAL MEETING  
KENT COUNTY AERONAUTICS BOARD  
January 29, 2010**

A quorum being present and in accordance with notice being duly given, Chairman Van Laar called the meeting of the Aeronautics Board to order on January 29, 2010 at 10:30 a.m.

**Board Members Present:** John Van Laar, Theodore Vonk, Dean Agee, Joseph Tomaselli and Floyd Wilson, Jr. - 5

**Absent:** Richard Vander Molen - 1

**Also Present:**

James A. Koslosky – Executive Director  
Phillip E. Johnson, - Deputy Executive Director  
Brian Picardat – Finance & Administration Director  
Robert W. Benstein – Public Safety and Operations Director  
Thomas R. Ecklund – Facilities Director  
Robert A. Buchanan – Airport Attorney  
Donna Thomas – Recording Secretary  
Ward Walters – Civil Engineer  
Myron Huebner – Engineering Technician  
Dan Wiersma – Regional Air Alliance of West Michigan (RAAWM)  
Kyla King – *Grand Rapids Press*

**1-1 Public Comment**

There was no public comment

**1-2 Air Service Incentive Program Agreement**

Mr. Johnson explained the Board's Air Service Incentive Program is a five year-old program which allows the Board to partner in airline service additions by helping alleviate some of the expenses incurred by the airlines when they introduce new routes and services at GFIA. The program includes a temporary waiver of landing fees and apron fees, and marketing support funding. He noted the program is an industry standard and is open to all airlines, both new and incumbent. He reported AirTran Airways is scheduled to begin new nonstop passenger services between GFIA and Baltimore, Maryland and Orlando, Florida on May 4, 2010. Per the terms of the Incentive Program, the Board would for a period of the first 12 months of service, waive landing fees and apron fees. He indicated that the Board would provide \$250,000 in marketing funding. It was also noted yesterday that AirTran added Tampa and Ft Myers, Florida to their destinations, but it is unclear at this point if these additions would qualify for the incentive program. Mr. Johnson added staff may return to the Board at a later date to include these routes.

Mr. Johnson made clear that no general tax dollars are used in the program or in any airport funding. The program is funded solely with airport revenue.

Mr. Tomaselli asked how the \$250,000 is made available to the airlines. Mr. Johnson replied airlines work with the advertising media and are reimbursed by the Department. He noted all advertising must devote 15% of ad space to recognizing GFIA and must be targeted at the appropriate geographical area served by GFIA.

Mr. Tomaselli asked if there is a time limit on when funds may be used. Mr. Johnson there is not, but typically these funds are used up quickly.

Mr. Wilson asked if another \$250,000 is made available when Tampa and Ft. Myers routes are added to the AirTran's service. Mr. Johnson said no, that this funding is a one-time part of the Incentive Program.

Mr. Van Laar asked if these new routes are instituted seven months from now, would they be eligible for these enhancements. Mr. Johnson said, under this scenario, the airlines would be considered an incumbent with different incentives.

Motion by Mr. Agee, supported by Mr. Tomaselli, to approve the Air Service Incentive Program Agreement with AirTran Airways. Motion carried.

### **1-3 Other Business**

- Mr. Tomaselli complimented Mr. Koslosky, staff and RAAWM for the successful AirTran event.

Mr. Van Laar asked if AirTran fares have been determined. Mr. Johnson said one-way fares to Baltimore start at \$69.00 and one-way fares to Orlando start at \$89.00.

- Mr. Koslosky recognized and thanked Mr. Dan Wiersma of RAAWM for his research and hard work in working to get AirTran service to GFIA.

### **1-4 Adjournment**

The meeting was adjourned at 10:39 a.m.

ADMINISTRATIVE APPROVAL: \_\_\_\_\_  
James A. Koslosky, Secretary to the Board