

City of Keene  
New Hampshire

**AIRPORT MARKETING AND DEVELOPMENT COMMITTEE**  
**MEETING MINUTES**

**Tuesday, April 27, 2021**

**9:00 AM**

**Remote Meeting via Zoom**

**Members Present:**

Curt Hansen, Chair  
Elizabeth Bendel, Vice Chair  
Bill Hutwelker  
Nathan Jacobs  
Brian Johnson  
Alona Florenz

**Staff Present:**

Elizabeth Dragon  
David Hickling  
Rebecca Landry

**Members Not Present:**

Rick Blood  
Joe Bendzinski  
Mitch Greenwald, City Counselor

**George Hansel, Mayor**

Chair Hansen read a prepared statement explaining how the Emergency Order #12, pursuant to Executive Order #2020-04 issued by the Governor of New Hampshire, waives certain provisions of RSA 91-A (which regulates the operation of public body meetings) during the declared COVID-19 State of Emergency.

**New Business**

**1) Call to Order**

Chair Hansen called the meeting to order at 9:02 AM. Roll call was taken.

**1) Adopt Meeting Minutes**

Brian Johnson made a motion to accept the minutes of March 23, 2021 as presented. Elizabeth Bendel seconded the motion, which passed unanimously.

**1) New Airport Restaurant**

David Hickling updated the committee on the new airport restaurant. He recapped stating that the lease for the restaurant space had expired after they were unable to negotiate a renewal with The Flight Deck, who had provided great service during their lease period. He went on to state that back in February they prepared and released a Request for Proposal (RFP) to solicit a new tenant. They ended up receiving two proposals, one from

Crossroads Pizza in Westmoreland, NH and one from Mama McDonough's Irish Pub in Hillsborough, NH. Both proposals were presented to stakeholders who were asked to rate them based on selection criteria identified in the RFP. Stakeholders consisted of David Devries, President of New Hampshire Pilots Association, Elizabeth Bendel, Curt Hansen and Rebecca Landry. Mama McDonough's Irish Pub was chosen unanimously based on quality of proposal and a few other important factors. These factors included the pub showing an interest in connecting and working with the flying community and the fact that they have multiple revenue streams to support the lease, including a food truck and a catering business. Stakeholders were also pleased with the intended hours of operation, starting off with two meals per day Tuesday through Friday, and three meals per day on Saturday and Sunday. The pub will be closed on Mondays for cleaning. Mr. Hickling reported that the lease is ready to send out and they are just waiting on Mama McDonough's food license due to their business relocation, but anticipate that they will open by late May.

### **Old Business**

#### **1) ALPS Property - Update**

Mr. Hickling stated the process of obtaining releases from the Federal Aviation Administration (FAA) has been frustrating but it appears that things are beginning to move forward at a quicker pace. They are scheduling a closing with Bell Brothers who will be buying the first parcel and the sale should be complete within a month. With regards to the second parcel, Mr. Hickling stated they decided to go back to selling it as opposed to leasing, due to the cost of making improvements to the property versus the lease value. The sale should be finalized within the next 2-3 months.

#### **1) Capital Improvement Projects/Grants Update**

Mr. Hickling announced that the grant money came in for the taxiway extension projects and a contract has been awarded to Weaver Brother's Construction, who will begin work within the next couple of weeks. Mr. Hickling added that they will be reaching out to the tenants so they are aware of the project, how it will proceed, and how it will impact operations.

Mr. Hickling went on to state that they recently submitted a grant application for the 2021 Airport Improvement Program (AIP) to cover add alternates, which include the taxiway lighting and underdrainage. He was unsure whether or not it will be 100% funded but stated it looks to be going in that direction.

Next, Mr. Hickling discussed the fuel farm, reminding the committee that the bids had come back significantly over budget. He went on to state that Karen Grey from the Finance Department identified some remaining funds from prior airport projects that totaled around \$155,000. They will be going to City Council asking to repurpose those funds towards the fuel farm. They also negotiated with Lakes Region Environmental, the only fuel tank bidder, and came up with ideas to reuse some of the existing equipment. This saved about \$93,000 and means they will not have to rebid or relocate, and will have

minimal down time of the fuel park. Mr. Hickling stated that between additional funding and renegotiating with the contractor they will be able to move forward with the project and have a small buffer of funds in the event that unexpected issues arise.

**1) Airport Events**

Mr. Hickling discussed progress on a Runway 5k, mentioning that he reached out to a local running club, Scores Running Club, who is willing to help with the event. He also received some guidance and information from a colleague who has experience planning 5ks. Mr. Hickling added that the Humane Society holds a dog walk fundraiser at the airport every fall and they might be able to combine that with the 5k to leverage the event. He has an upcoming meeting with them to discuss details. He encouraged committee members to reach out to him if they'd be willing to volunteer with event planning assistance.

Chair Hansen asked about updates on the idea of a dog park at the airport. Elizabeth Dragon stated the group who has been fundraising for the dog park has been looking at other locations; however, nothing has been finalized yet. Mr. Hickling stated he did check with the FAA with regards to a dog park and found out they could move forward and use airport land for that purpose if they decide to do so.

Mr. Hickling suggested a grand opening for the restaurant, Chair Hansen agreed.

There was no further discussion from the committee. Chair Hansen opened the floor to members of the public. Armand Dufresne thanked everyone for letting him observe the meeting and stated it seems like a lot has been done in the past month, which he thought was great.

Chair Hansen adjourned the meeting at 9:20 AM.

Respectfully submitted by,  
Nicole Cullinane, Minute Taker

Edits submitted by,  
David Hickling, Airport Director