

MINUTES OF MEETING
RHODE ISLAND AIRPORT CORPORATION
BOARD OF DIRECTORS
THURSDAY, JANUARY 12, 2023 AT 8:30 AM
IN THE MARY BRENNAN BOARD ROOM
RHODE ISLAND T. F. GREEN INTERNATIONAL AIRPORT
2000 POST ROAD, WARWICK, RHODE ISLAND

The meeting of the Rhode Island Airport Corporation (RIAC) Board of Directors was called to order by Chair, Jon Savage at 8:31 a.m., in accordance with the notice duly posted pursuant to the Open Meetings Act (R.I.G.L. §42-46-1 et seq.).

BOARD MEMBERS PRESENT: Jonathan Savage, Deborah Thomas, Christopher Little, Gregory Pizzuti, Jeffrey Bogosian and Jonathan Roberts.

BOARD MEMBER ABSENT: Michael Traficante.

ALSO PRESENT: Iftikhar Ahmad, President and CEO, and those members listed on the attendance sheet attached hereto.

1. Approval of the Minutes:

A motion was made by **Mr. Little** to approve the minutes of the Board of Director's Meeting of November 10, 2022. The motion was seconded by **Ms. Thomas**.

The motion was passed unanimously.

2. Open Forum:

Mr. Savage asked if anyone present wanted to speak in Open Forum. One individual came forward.

Ms. Iadeluca noted she would like to speak.

Ms. Iadeluca introduced herself as the Rhode Island Director of Unite Here Local 26 and noted she now has her badge so she is able to go and talk to her members. She thanked all staff that helped to make sure this happened, especially the Board of Directors and President Ahmad. **Ms. Iadeluca** noted she wants to be available to RIAC and Unite Here wants to be partners on anything related to labor. Stability is important at the airport and the contenders that may come to the airport. The employees here now need stability. When someone gets a job they need to be able to count on today to improve tomorrow and know that their job will not be taken away.

3. Executive Session:

At approximately 8:34 a.m., a motion was made by **Mr. Little** and seconded **Ms. Thomas** to go into Executive Session for the purpose of discussing the following items:

The Board will seek to go into Executive Session for the following stated purposes:

- (a) **Motion to approve the minutes of the Executive Session held on November 10, 2022 § 42-46-5(a)(1); and**
- (b) **Discussions and potential vote related to RIAC's Proposed Strategic Action Plan on Rate of Return by investing our cash, a matter related to the investment of public funds where the premature disclosure would adversely affect the public interest § 42-46-5(a)(7); and**
- (c) **Discussion related to Request for Proposals number 30806, leases and operation of two food/beverage concession opportunities, consisting of discussion related to a prospective business locating in the state of Rhode Island when an open meeting would have a detrimental effect on the interest of the public, as well as discussion and consideration related to the lease of real property for public purposes wherein advanced public information would be detrimental to the interest of the public (§42-46-5(a)(6)) and §42-46-5(a)(5)); and**
- (d) **Motion to return to open session.**

By roll call vote the motion was passed unanimously.

Mr. Savage left the meeting at 9:38 am.

At approximately 9:39 a.m., a motion was made by **Ms. Thomas** and seconded by **Mr. Little** to return to Open Session.

The motion was passed unanimously.

4. Post Executive Session Actions and Announcements:

Mr. Rodio noted for the record that Mr. Savage left the meeting during executive session and asked Mr. Bogosian to serve as presiding officer for the remainder of the meeting.

- (a) **Motion to seal the minutes of the Executive Session held on January 12, 2023; and**

A motion was made by **Mr. Little** and seconded by **Ms. Thomas** to seal the minutes of the Executive Session in accordance with R.I.G.L. § 42-46-7.

The motion was passed unanimously.

- (b) **Report on actions taken in Executive Session.**

During the Executive Session, a motion was made by **Mr. Little** and seconded by **Ms. Thomas** to approve the sealed minutes of the Executive Session held on November 10, 2022.

The motion was passed unanimously.

5. Report from the President and CEO:

Mr. Ahmad presented the President and CEO Report and reported on the following:

- **Mr. Ahmad** stated November 2022 Landing Reports brought passenger numbers up 12% from one year ago. Passenger numbers were 83% of the baseline in November 2019. Seat capacity was up 23% from one year ago. The average load factor was 78% across all airlines. Fiscal Year to Date passenger numbers are 86% ahead of RIAC's forecast.
- **Mr. Ahmad** stated Customer Service hosted their second quarterly Volunteer Appreciation luncheon on November 15. Approximately 20 members of the team attended. Leadership provided updates on airport matters.
- **Mr. Ahmad** stated RIAC held an employee benefits and wellness fair on November 16. Attendance by staff more than doubled from last year's event. All of RIAC's benefits providers attended the fair to provide employees with information regarding their benefits and to answer any questions. Twelve raffle prizes were also given out by RIAC and the benefits vendors.
- **Mr. Ahmad** stated holiday decorations were placed throughout the terminal and roadways and holiday music was played on the PA system to foster holiday cheer during the season.
- **Mr. Ahmad** stated to train our team on airport operations, RIAC hosted Airport Safety and Operations Specialist School (ASOS) on December 5 and 6. The primary goal of the ASOS School is to increase the knowledge and understanding of the airport personnel who, on a day-to-day basis, play a major role in ensuring that the airport operates safely and meets the requirements of Part 139. ASOS School also provides an opportunity for airport personnel to learn what changes are in effect, address issues on complying with self-inspection programs, and the role of the Airport Certification Safety Inspector. **Mr. Ahmad** noted a diverse group of RIAC employees took part in the ASOS School including senior management, administrative staff, airfield maintenance, building maintenance, public safety and airport operations.
- **Mr. Ahmad** noted RIAC held the 2022 Employee Service Awards Meeting on December 14. The meeting started with a presentation highlighting RIAC's accomplishments over the past five years. RIAC also recognized twenty-two employees for reaching milestones ranging from five to thirty-five years of service. Combined, these staff members have contributed three hundred ninety years of service to RIAC.
- **Mr. Ahmad** noted RIAC continues to improve its infrastructure. The new Rapid Response Alerting System (RRAS) that communicates emergency response information from the Air Traffic Control Tower to Dispatch and our Fire Station was

installed on December 15. The alert and audio is far easier to hear and understand.

- **Mr. Ahmad** noted RIAC coordinated a holiday food drive that resulted in 255 food items being donated to West Bay Community Action to assist local families in need.
- **Department Updates:**

(a) Air Service Update

Mr. Greco noted this slide is a detailed forecast and sensitivity analysis compared with actual passenger enplanements. As you see, actual passenger enplanements have exceeded the forecast for November at 21% with a YTD of 18% increase from last fiscal year. **Mr. Roberts** noted he read some airports are back to pre-pandemic numbers and he noted he wants to understand where we are, as **Mr. Greco** noted in the 80's, comparable to other airports, where we are and where we expect to be. **Mr. Ahmad** noted in the south, especially Florida and the area regions, are exceeding even the 2019 traffic loads and New England is behind. The airlines are seeing softening in ticket buying. The reason is the places where COVID was strictly observed, they are still struggling and the ones that stayed open are back to their 2019 traffic in his conjecture. We are in similar trends as the other New England airports. The next slide shows passenger activity in November which increased by 12.5% for arriving passengers and at 12.6% for departing passengers, with a total increase of 12.6% from last year. **Mr. Greco** noted FYTD increased just over 22% for arriving passengers and slightly under 22% for departing passengers, with a total increase of just under 22% from last year. **Mr. Ahmad** noted an 85% load factor says 15% of all seats were vacant on the planes that flew out.

(b) Airport Financial Report Update

Mr. Tang noted as indicated at the bottom of the slide under the variance column, RIAC completed the year-to-date as of October 2022 with the overall operating revenues up approximately 19.46% from last year. When comparing to the year-to-date budget, we are up about 19.5% as well. Revenue streams such as Concessions, including food and beverage and news and gifts, have continued to recover and are up approximately 33% and 20% respectively. **Mr. Tang** noted RIAC continues to utilize approximately \$1M each month in stimulus funds for operating expenses and debt service. At the bottom of the next slide under the variance column, it shows that we continue to focus on managing our operating expenses in a strategic manner as activity levels are increasing. Overall operating expenses were up approximately 8.4% comparing to last fiscal year, largely driven by the scheduled payroll and payroll benefits increases for the new fiscal year. **Mr. Tang** noted the operating loss at the GA airports was about \$160.8K in October. The amount was calculated without counting the GA debt service. Air service marketing included expenditures for the new Breeze Services. Passenger facility charges were up with the increase in the passenger activity levels.

d) General Aviation Airports Update

Mr. Goodman noted RIAC also holds periodic GA Town Hall virtual meetings for local officials and members of the public as well as airport stakeholders to address any questions and concerns they might have regarding airport projects and operations. The next GA Town Hall meeting is scheduled to take place on Wednesday, January 18 at

noon, which serves as a valuable informational opportunity for key town hall staff and town council members throughout the state who participate. **Mr. Goodman** noted one item sure to be raised in the next Town Hall meeting is an update on Environmental Assessments being carried out at all GA airports related to airspace obstructions and aviation easements. RIAC recently made a public correction to misinformation contained in Letters to the Editor of the Westerly Sun submitted by local property owners who assert that RIAC plans on expanding airports in the state, which is untrue. In addition to setting the record straight in the Westerly Sun, RIAC took the additional step of reaching out to the Town and City Managers of all General Aviation airport host communities to proactively address these issues and potential misinformation elsewhere in the state. **Mr. Goodman** noted RIAC senior management has also participated in several aviation related community events, including the Rhode Island Aviation Hall of Fame Induction Dinner in November, as well as this past Tuesday's dinner meeting of the Rhode Island Pilot's Association. Finally, RIAC will soon publish an Executive Summary of its GA Strategic Business Plan as well as its next GA airport Newsletter, which will include updates on airport projects and developments throughout the state.

Ms. Mineker noted we have a number of projects at our GA airports where design is wrapping up and we will be going out to bid within the next couple months. The design is complete for the Block Island Apron Expansion project and we will be going out to bid later this month. The final layout is shown in the top left. 90% design for the Quonset Runway 16-34 project has been submitted, and Ms. Jessica Damicis will provide more details in the infrastructure update. The North Central Apron Rehabilitation project is progressing towards final bid documents. As a result of the geotechnical investigation, it was determined that the existing subbase material was inadequate and did not meet gradation requirements, which may have contributed to the poor existing condition. **Ms. Mineker** noted the results were discussed with the FAA, who agreed to a full-depth reconstruction. The limits of the pavement reconstruction are shown in the bottom left, which maximizes the FAA supplemental funds allocated to this project. And lastly, we have the Westerly Wildlife Fence, Installation, Replacement and Repair project, where approximately 10,000 LF of fence will be installed or repaired. This project will go out to bid in early February. The statewide obstruction removal program continues and kicks off two new tasks. Nearing completion are Articles A & B. The public comment period for the last two Environmental Assessments, closes today. The EA's will be finalized and sent to FAA for final determination. **Ms. Mineker** noted the five non-residential aviation easements associated with RW 16 at Quonset have been presented and are currently in negotiations. For the two new tasks that kicked-off, we have Article C which is the aviation easement acquisition for the five remaining airports. We have sent notification letters to parcel owners at UUU, SFZ, and PVD and have begun conducting informational meetings with the parcel owners to explain the project and answer any questions. Survey work required for the easement language has commenced in public right-of-ways. For Article D, on-airport wetland delineation has started this week.

Mr. Tang noted RIAC marketed 15 parcels at the GA airports since 2021 and contracted for \$16.7M in revenue. Since 2021, RIAC has kept increasing the number of GA airports parcels marketed by Hayes & Sherry and RIAC staff. In 2023, the Quonset State Airport parcels will be increased by three, making the total GA parcels marketed to 22. Since 2021, RIAC has contracted for \$16.7M in revenue. **Mr. Tang** noted this slide is a grand summary of the 22 parcels. The top part of the summary represents parcels available. As of now, there are ten GA airport parcels available. The orange colored

parcels on the top are the ones at Quonset State Airport to be added in 2023, making the total GA airport parcels a total of 13. From about mid-way to the bottom of this summary, the yellow colored are the ones leased. The green colored are the optioned parcels subject to conversation to future leases at appraised lease rates. The total GA airport parcels, leased or under options, are nine of them.

(f) Infrastructure Update

Ms. Damicis noted RIAC continues terminal improvements implementation kicking off the PA system construction and the selection for terminal refresh. Eight proposals were received for the terminal refresh selection and five proposals were shortlisted. There will be shortlist candidate interviews in February. A kickoff meeting was held with Signet on December 13 for the PVD PA system and construction services started on January 3. Installation for the PVD ARFF rapid response began on December 13 and construction was completed on December 17. **Ms. Damicis** reviewed a map of the project buildout of Runway 16-34 and Taxiway A at Quonset State Airport. RIAC is gathering facts on the project phasing plan. Any phasing plan is based on assumptions in the field by the consultants. Once we have met with all of the stakeholders, we will be sharing options and the relevant feedback from others with the FAA and DoD with the associated cost implications. The funding availability will guide the proposed plan. It is important to note that the contractor may change the phasing plan after the start of construction. The engineer and RIAC will have approval rights over change in plans and the risk of sizeable change order and legal dispute in case of disagreements. **Ms. Damicis** noted RIAC met with stakeholders including FlightLevel and the RING in the Board Room to discuss the project. The project cost estimate and funding will be split by the FAA and RING. The total project cost will be paid by the FAA at 44% and the RING at 56%. **Mr. Ahmad** noted to keep things transparent, this project was originally \$58M with half payment by FAA and half payment by DoD. Now, this project is \$106M and while we will support this project going forward, this means negative consequences for PVD since there is only so much money. Going forward, hopefully the amount does not go above the new projected amount. RIAC is not concerned about the funding by DoD, we are concerned about the FAA funding because there is only so much money to go around. **Mr. Bogosian** asked why the project cost doubled. **Ms. Damicis** noted due to the pricing of unit costs such as oil that has gone up significantly. This pricing was originally from 2019. There is so much volatility in the market right now.

4. Action Items:

- (a) **Approval to enter into Second Amendments to Facility Lease Agreements between the Rhode Island Airport Corporation and FedEx and UPS respectively, for the lease of space at Hangar 2 at Rhode Island T. F. Green International Airport. These agreements are comprised of an extension term of one year, from January 1, 2023 through December 31, 2023, generating revenue to RIAC in the amount of \$412,020 from FedEx, and \$102,756 from UPS (\$514,776 total) over the term, in substantially the form presented.**

Mr. Tang noted RIAC entered into Facility Lease Agreements with FedEx in 2013 and with UPS in 2015 for lease of air cargo operation support space located at Hangar 2. Later on, the First Amendments were executed to extend both leases to December 31,

2022. This action item is to enter into a short-term lease amendment to allow FedEx and UPS to continue the use of the Hangar 2 facility until such time as the new South Cargo facilities are completed. RIAC conducted appraisals of the Hangar 2 leased areas, and the resulting values determined were used for the purposes of establishing rental rates for the one-year extension. The appraised values result in an increase in revenues. **Mr. Roberts** asked if this was the same financial terms as the old lease. **Mr. Tang** noted yes, but there are some additional costs based on the new appraisal rates so we are making more money.

A motion was made by **Ms. Thomas** and seconded by **Mr. Little** to approve the recommendation.

The motion was passed unanimously.

- (b) **Approval of the adoption of a reimbursement resolution in the form presented which authorizes the expenditure of funds out of RIAC's general fund in anticipation of reimbursement of eligible project costs from bond proceeds upon issuance of the bonds or related financing Obligations for the construction of the new South Cargo facility. Eligible project costs will be paid out of the Rhode Island Airport Corporation general fund and will be reimbursed to RIAC upon issuance of the bonds or Obligations.**

Mr. Tang noted RIAC is planning to issue tax-exempt special facility bonds, or other related financing Obligations, to finance the construction of the new South Cargo facility. RIAC will be issuing bonds or related financing Obligations to fund the South Cargo Project. The timing of the financing is anticipated to be summer of 2023 in the August/September time frame. **Mr. Tang** noted the reimbursement resolution allows for RIAC to reimburse itself from the proceeds of the bonds or Obligations for such eligible project expenditures incurred not earlier than 60 days prior to, or on and after the date of adoption of this resolution and paid prior to the issuance of the bonds or Obligations. Falling in such time period, the expenses include, but are not limited to, the items as listed at the bottom of the slide.

A motion was made by **Mr. Little** and seconded by **Mr. Pizzuti** to approve the recommendation.

The motion was passed unanimously.

- (c) **Approval to execute a Professional Services Contract with McFarland Johnson, Inc. in the amount of \$4,226,000 for design and bid phase services for the PVD South Cargo Development project and to ratify the associated Pre-Development Agreement with FedEx.**

Ms. Mineker noted the PVD South Cargo Development design scope includes approximately 92,000 sf of cargo building, associated landside facilities and a shared use aircraft apron. The consultant, will first receive Notice to Proceed for the critical 30% milestone. The major submittal for this milestone is the Construction Cost estimate, for which a go/ no-go decision will be made. If a no-go decision is made, FedEx will reimburse RIAC for the design fees associated with the building/landside design, as outlined in the

Pre-Development Agreement. If a go decision is made, the design will continue into 60% design through final bid documents. **Ms. Mineker** noted the Request for Qualifications was publicly advertised and sent out to 704 companies, and downloaded by 57 companies. We also held an on-site pre-proposal meeting and site tour on November 2, which was attended by 11 companies. Five proposals were submitted. RIAC focuses on encouraging local participation, however, once the proposals are received, the selection committee evaluates the proposals based on who can best perform the services requested. We are glad to inform you that we believe we've selected the best team, which includes local firms. **Ms. Mineker** noted McFarland Johnson and their sub consultants were selected due to their design experience on similar cargo facilities, their experience working with local agencies, and the well thought out project approach presented in their interview. The entire design fee from Notice to Proceed through bid phase services has been negotiated, however, three phases have been broken out with an associated fee and RIAC will only give NTP after approval of the prior phase. The costs associated with the three phases are shown here along with the associated schedule. The project will be funded with bonds, PFCs and via the Airport Improvement Program. Following standard procedures, we reviewed the scope and fee, had multiple scoping meetings to refine the scope and completed an Independent Fee estimate. **Mr. Little** asked who the other firm was that was interviewed. **Ms. Mineker** answered CHA. **Mr. Ahmad** noted that we are at risk here for about \$300,000, but it is worth it. When the 30% design is completed UPS and FedEx will be looking for approximately 500/sf. If they find the estimate to be financially feasible, we will move forward. If it is more money than they expected, it may not be awarded. The consultant needs to bring a design in an amount that is in line with the scope. We all have skin in the game, but it is appropriate.

A motion was made by **Ms. Thomas** and seconded by **Mr. Little** to approve the recommendation.

The motion was passed unanimously.

- (d) **Approval to execute an agreement with Nachurs Alpine Solutions Industrial to provide potassium acetate deicing liquid for a period of five years with annual cost escalations. The cost for the first year of the contract is \$6.33 per gallon with an estimated annual usage of 18,000 gallons for an estimated cost of \$113,940.**

Mr. VanBurg noted RIAC currently utilizes the services of Nachurs Alpine Solutions Industrial for the procurement of the Potassium Acetate Deicing Liquid. Potassium Acetate is a liquid deicer/anti-icer chemical approved by the FAA for the use on airside for the control of snow and ice. It works by lowering the freezing point of water and helps to prevent or slow the bonding of snow and/or ice to the pavement. It is stored outside at ambient temperature and dispensed from trucks as the need dictates. **Mr. VanBurg** noted RIAC received one bid response by the deadline of November 10, 2022 for Potassium Acetate Deicing Liquid for a five year term. In soliciting for bids, RIAC sent out 707 emails initially, resent 351 for a total of 1,058 emails. Out of the 1,058 emails, 287 were opened, 95 bounced back as undeliverable and only one company responded. In addition to the RIAC website, this IFB was also posted on the State of RI website and Airports Council International – North America website. Annually \$120,000 was budgeted for purchasing Potassium Acetate during the winter season. **Mr. Bogosian** asked if this company who we always buy this from. **Mr. VanBurg** noted yes, it is a niche market and

he had the same type of situation when he worked at Toronto airport. **Mr. Ahmad** asked if we use salt on the runways here. **Mr. VanBurg** answered no, we do not use salt anywhere airside. **Mr. Little** asked how this compares to last year's pricing. **Mr. VanBurg** answered it is not much different. The current price is \$5.89/gallon. **Mr. Pizzuti** asked if at Toronto airport, they had more than one vendor. **Mr. VanBurg** noted they only had one vendor as well.

A motion was made by **Mr. Pizzuti** and seconded by **Mr. Roberts** to approve the recommendation.

The motion was passed unanimously.

- (e) **Approval to execute a three year insurance contract with Lincoln in the estimated amount of \$135,598.60 (subject to change based on employee enrollment) per year for short term disability, long term disability, life insurance and accidental death and dismemberment coverage.**

Ms. Morgan noted RIAC will provide high quality benefits to employees at significantly lower costs. RIAC currently insures its employees for short-term disability, long-term disability, life insurance and accidental death & dismemberment through Guardian Insurance Company. As a quasi-state agency, RIAC employees do not pay into the State of Rhode Island Temporary Disability Insurance (TDI) system. Therefore, the disability coverage is a replacement for the State TDI coverage. **Ms. Morgan** noted these are collectively bargained benefits. RIAC's broker The Hilb Group obtained six bids for this coverage. As you can see from the chart, Lincoln was the lowest bid providing a cost savings of \$25,427.82 per year. Lincoln matched all current benefits and provides a slightly better benefit on short-term disability with 70% income replacement as opposed to the current rate of 67%. We were pleased with Lincoln's presentation and dedicated team ensuring RIAC and its employees receive quality benefits and service. **Mr. Bogosian** noted he thinks the insurance going down attributes to Hilb Group and the team and thanked them.

A motion was made by **Ms. Thomas** and seconded by **Mr. Little** to approve the recommendation.

The motion was passed unanimously.

- (f) **Approval to execute a one year insurance contract with Blue Cross Blue Shield of Rhode Island in the amounts of \$680.77 per month for individual coverage and \$1,609.15 per month for family coverage for employee health insurance. Based on current enrollment, this amounts to an annual premium of \$2,082,479.52.**

Ms. Morgan noted as you can see on the slide, by adding competition via the CBA, RIAC calmed the rising health insurance costs. The 2023 rates from Blue Cross are lower than the 2019 rates which aligns with RIAC's mission to provide exceptional benefits to employees and their families while remaining fiscally responsible. RIAC's insurance broker, The Hilb Group, placed the health insurance coverage out to bid. Two companies bid on the coverage: Blue Cross Blue Shield of Rhode Island (BCBSRI) and

Tufts, Aetna and UnitedHealthcare declined to quote as they were unable to compete with the current rates. Blue Cross's initial bid was a 4.9% increase from the current annual premium. Tufts submitted a bid at a 4.0% increase from current rates, however, did not match all benefits. BCBSRI then submitted a final bid of a 2.9% increase from current rates. BCBSRI also provides various wellness offerings to RIAC staff and their families. BCBSRI participated in RIAC's recent health and benefits fair which doubled attendance from the prior year and they had someone present to go over benefits and wellness offerings, a dietician and an ergonomics specialist. This participation was well received by staff. RIAC has direct contact with a Senior Account Executive to provide assistance on an ongoing basis. **Ms. Thomas** asked if we were surprised that the other firms declined to bid. **Ms. Morgan** answered no because United had a two year contract already with RIAC and AETNA is new to the market and because of strict CBA requirements, it was hard for them to bid on the terms. **Mr. Roberts** noted it is great that RIAC can negotiate now and great on small increase. **Mr. Ahmad** noted the interest was there with back and forth, but AETNA could not compete and did not come through.

A motion was made by **Mr. Little** and seconded by **Mr. Pizzuti** to approve the recommendation.

The motion was passed unanimously.

- (g) **Approval to execute Professional Services Agreements with Boyd Group International, ASM Global, Volaire Aviation, Inc., InterVISTAS Consulting, Inc. and Merchant Aviation-ADP for five-year terms with work performed under task orders on an as-needed basis.**

Ms. Morgan noted RIAC issued a request for proposals for on-call air service development for firms to provide market analysis, route analysis, presentations and other related services as needed to support RIAC's internal air service development efforts. RIAC received five proposals as shown on the slide and each are uniquely poised to assist RIAC if needed. **Mr. Roberts** asked if she could explain what this is. **Ms. Morgan** noted this would be for route analysis, research and preparation of reports for air service conferences. They will provide an additional layer to our current in-house air service staff. **Mr. Bogosian** asked if this has been done before, does RIAC have an idea of what we normally spend. **Mr. Ahmad** responded that it depends. We have consultants now, but we have not used them in six or seven years as we used to before. Sometimes they are not for just analysis but for their relationships they have with airlines. It is good to have them as needed. **Mr. Rodio** noted if any changes are made to the agreements, they are brought back to the board for approval.

A motion was made by **Ms. Thomas** and seconded by **Mr. Little** to approve the recommendation.

The motion was passed unanimously.

- (h) **Approval to enter into an amendment to the Professional Services Agreement and associated task orders with Fuselideas up to the amount included in the fiscal years' budgets, including ratification of previous FY2023 expenses, to provide marketing, creative services,**

media buying, advertising services, and other support services to RIAC from October 23, 2022 through June 30, 2023.

Ms. Morgan noted Fuselideas was selected and approved by the Board of Director's in November 2019 to provide marketing, creative services, media buying, advertising services and other support services. The Professional Services Agreement with Fuselideas expired on October 22, 2022 and RIAC currently has issued a public solicitation for a new longer term agreement. RIAC recommends an amendment to the Professional Services Agreement to extend the term through June 30, 2023 to continue the marketing momentum during the solicitation period. **Ms. Morgan** noted this would enable RIAC to provide impactful marketing and advertising services to promote Rhode Island T. F. Green International Airport highlighting brand and services, including newly announces routes from Breeze Airways. Per the contract, RIAC may cancel the agreement with 30 days' notice should a new vendor be selected via the current solicitation process.

A motion was made by **Mr. Pizzuti** and seconded by **Mr. Roberts** to approve the recommendation.

The motion was passed unanimously.

Mr. Ahmad welcomed Ms. Sapha Mabrouk, who is a Providence resident and a Barrington and a Tulane graduate. She replaced Donna Melone who is now the HR manager. **Ms. Thomas** noted it is wonderful to have a Rhode Island resident here with the opportunity to grow.

7. Future Meetings:

The next meeting is scheduled for Thursday, February 9, 2023 at 8:30 a.m., in the Mary Brennan Board Room, Rhode Island T. F. Green International Airport, Warwick, Rhode Island.

8. Adjournment:

Mr. Little moved to adjourn at approximately 10:32 am. **Ms. Thomas** seconded the motion.

The motion was passed unanimously.

Respectfully submitted,

Jon Savage, Chair
Rhode Island Airport Corporation

PUBLIC ATTENDANCE SHEET
RHODE ISLAND AIRPORT CORPORATION
MEETING OF THE BOARD OF DIRECTORS
THURSDAY, JANUARY 12, 2023

<u>NAME</u>	<u>AFFILIATION</u>
Alicia Seabury	RIAC
Brittany Morgan	RIAC
Dennis Greco	RIAC
Don Stubbs	RIAC
John Goodman	RIAC
Tim Pimental	RIAC
Jessica Damicis	RIAC
Wallace Tang	RIAC
Dawn Mineker	RIAC
Nik Persson	RIAC
Rob VanBurg	RIAC
Aaron Keller	RIAC
Liz Lussier	RIAC
Jamie Quattrini	RIAC
Sara Douglas	RIAC
Joseph Rodio, Jr.	Rodio & Ursillo
Michael Lepore	GYL Financial Synergies, LLC
Sandy Mack	GYL Financial Synergies, LLC
Dave Shultz	Senate Finance
Jen Renzi	Grove Bay
Michael Rodriguez	Grove Bay

PUBLIC ATTENDANCE SHEET
RHODE ISLAND AIRPORT CORPORATION
MEETING OF THE BOARD OF DIRECTORS
THURSDAY, JANUARY 12, 2023

NAME

AFFILIATION

Nancy Iadaluca

Unite Here Local 26

Michele Tucci

Grove Bay

Sal Coreo

Rhode Island Pilots Association

The minutes of the Executive Session of the Board Meeting on January 12, 2023 have been sealed in accordance with R.I.G.L. § 42-46-7(c).