

MINUTES OF MEETING
RHODE ISLAND AIRPORT CORPORATION
BOARD OF DIRECTORS
THURSDAY, MAY 12, 2022 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 8:30 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 April 14, 2022. The motion was seconded by **Mr. Bogosian**.

The motion was passed unanimously.

2. Open Forum:

Mr. Savage asked if anyone present wanted to speak in Open Forum.

Mr. Sal Corio stated he would like to address the Board.

Mr. Corio stated he is known to some as a local auctioneer, but he is at this meeting representing the Rhode Island Pilots Association. He started flying when he was fourteen years old at North Central State Airport and at sixteen years old he had his first solo at PVD. The Rhode Island Pilots Association is the voice for the general aviation community in Rhode Island. He was here to advocate for the general aviation airports as well as PVD. Dennis continues to update him on general aviation items. **Mr. Corio** noted they support RIAC and are with RIAC so the ga airports are a great thing for pilots based here and the transients leasing know Rhode Island has the best ga airports in the area. We will continue to have a major presence here. The Rhode Island Pilots Association offers FAA sponsored safety trainings and scholarships. There was a speaker at our last meeting that was a recipient of a scholarship years ago. Doug had his first flight at the age of twelve. They keep the whole industry moving at the ga airports. **Mr. Savage** noted we are proud to have one of your members on our board and appreciate the renewed collaboration we have with your group. Thank you and you are a valuable member of the community.

3. Report from the President and CEO:

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

- **Mr. Ahmad** stated March 2022 Landing Reports brought passenger numbers up 113% from one year ago. Passenger numbers were 83% of the baseline in March 2019. Seat capacity was up 77% from one year ago. The average load factor was 84% across all airlines.
- **Mr. Ahmad** stated RIAC celebrated National Volunteer Week April 25 – 29. As part of the Volunteer Appreciation Week, thank you cards, food and treats with a decorative ambiance in the Volunteer Center was provided for the volunteers to celebrate their selfless contribution.
- **Mr. Ahmad** stated on April 21, RIAC celebrated the inaugural service to Nashville, Tennessee on Allegiant Air by hosting a gate event with destination themed food, music, trivia, and a water cannon salute. The first flight departed with 123 of the 156 seats filled.
- **Mr. Ahmad** stated on April 28, RIAC celebrated the resumption of service to Raleigh-Durham, North Carolina and Denver, Colorado on Frontier Airlines by hosting gate events where passengers were treated with complimentary food, trivia questions for seat upgrades, and a water cannon salute. Both markets were last served from PVD in 2019.
- **Mr. Ahmad** stated in accordance with the NFL draft, RIAC staff had launched a social media giveaway in collaboration with the New England Patriots. The giveaway was to encourage growth on our social media platforms. Users had to follow PVD's social media accounts and comment why PVD is their "first-round pick to fly" for a chance to enter to win special Patriots merchandise including apparel and a clear cross body stadium bag. The contest ran through April 30.
- **Mr. Ahmad** stated as a reminder, the Rhode Island T. F. Green Airport International Airport is once again in the running for the "Best Airport" in the Condé Nast Traveler Readers' Choice Awards. Voting is open through June 30 and you can vote by visiting our website and clicking the link to the survey.
- **Mr. Ahmad** stated RIAC welcomed our new Senior Vice President, Chief Financial Officer, Mr. Wallace Tang on April 18. Prior to Rhode Island, Wallace served as the Chief Financial Officer for the State Bar of California and Airport Controller in the Business and Finance Division of San Francisco International Airport. **Mr. Roberts** noted we are back to 83% pre pandemic and asked if that is our new normal. Most major airports are back to pre-pandemic numbers. If this is the new normal, are you looking at costs to run the airport. **Mr. Ahmad** noted when you look at New England verses the South versus the West Coast, passenger are coming back in different modes. New England is way behind and has been through the pandemic with quarantines and responses from governors. We are in a different spot then the rest of the nation and still lagging as far as traffic, but we will

catch up. It will just take some time. We will get back to the 2019 numbers in 2025 and surpass it, but it is just a matter of time. We have some announcements that will increase growth. We are hopeful in future numbers.

- **Department Updates:**

- (a) **Air Service Update**

Mr. Greco noted board members this is a detailed forecast and sensitivity analysis compared with actual passenger enplanements. As you see, actual passenger enplanements have exceeded the forecast for the month of March at approximately 182% above the forecast with a YTD passenger enplanements of about 169% above the forecast. Passenger activity in March increased over 113% for arriving passengers and just over 110% departing passengers, with a total increase of 112% from last year. **Mr. Greco** noted in terms of fiscal year to date, we have seen an increase in arriving passengers over 166%, departing passengers increased over 163% with a total increase in passenger activity of over 166%.

- (b) **Airport Financial Report Update**

Ms. Williams noted as we completed the first eight months of the fiscal year 2022, our overall Operating Revenues are up approximately 40%. Revenue streams such as parking and concessions have continued to recover throughout and are up approximately 219% and 183% respectively. Also, RIAC continues to utilize approximately \$1.1M each month in CARES Act funds for operating expenses and debt service to help the airlines. The CARES Act funds are federal funds that have been provided to airports across the country, from the FAA to support airlines that operate at the airports. **Ms. Williams** noted we continue to focus on managing our operating expenses in a strategic manner as activity levels are increasing. Overall operating expenses are up approximately 8%, largely driven by the planned increase in advertising expenses which are up approximately \$690,000 for the fiscal year to date as traffic recovers. We have the Rhode Island T. F. Green International Airport campaign highlighting new service from Breeze Airways this fiscal year. Contractual services are up approximately \$261,000, 9.6% primarily as a result of an increase to the janitorial services as operations have increased over the prior year. **Ms. Williams** noted the operating loss for the GA airports is \$153,000 for the year-to-date through February. Air service marketing includes expenditures for the new Breeze Service to Pittsburg, Norfolk and Charleston. Passenger Facility Charges are up approximately \$2,629,000 for the fiscal year to date through February with the increase in the passenger activity levels. **Ms. Williams** noted the other components of non-operating revenues and expenses are largely driven by the timing of grants and capital projects. We had several large capital project, such as Runway 16-34 and Restroom Renovations that were grant funded. Reimbursements from the FAA through February 2022 include \$9.3M for runway 16-34 and \$3.6M for restroom renovations.

- (c) **SAFE, CARES AND EASE Campaigns**

Mr. Goodman noted as you all know by now the federal mask mandate for transportation hubs was recently struck down by a US District Court in Florida. While the Department of Justice has appealed that decision they have not sought an immediate

stay to continue the mandate pending appeal, making mask wearing option in nearly all airports and aircraft. Currently the CDC continues to recommend that travelers wear masks. However it is worth noting that airports and aircraft have several advantages over other forms of public travel, with airports and aircraft designed with air exchange and infection mitigation in mind. With masks now optional in nearly all airports and airlines, you will see a mix of people wearing or not wearing masks throughout the airport, reflecting some of the public sentiment noted on this slide. Health officials of course are closely monitoring COVID hospitalization rates, but it's worth noting that May of 2022 is very different than May of 2021, with new test and treat therapies to minimize hospitalizations, and ample access to vaccines and boosters. In fact, as of today 94% of Rhode Islanders have received at least one vaccine shot. **Mr. Goodman** noted in a related matter, while the lifting of mask mandates may help de-escalate tensions on aircrafts, the FAA has also announced that they will make permanent their zero tolerance policy for unruly passengers. Rhode Island's Senior Senator Jack Reed has been a national champion in this area, working to ensure that all can have the confidence air travel is safe. Senator Reed's Protection from Abusive Passengers Act would allow the Transportation Security Administration (TSA) to create a commercial no-fly list to keep unruly passengers out of the skies. This bill is another potential tool to help ensure the safety of flight crews and passengers from such behaviors, which thankfully have dropped by more than 60% since last fall.

Mr. Pimental noted as we head into the busy summer travel season and passenger traffic continues to recover post-pandemic, attracting more passengers remains our top goal. To do this, we create programs and improve services that deliver the best possible airport experience for our passengers. We know the importance of ensuring the best possible first impression is made and use that understanding as the cornerstone to provide an airport experience that is positive and builds brand loyalty. The first update he would like to provide today is the enhancement of the Airport Lost and Found program. If you have ever lost an important item, you know how stressful it is to try to figure out where it might have been lost and how to recover it. Through the use of a web-based tool that streamlines all aspects of the program, we have been able to simplify found item cataloging and storage, lost item inquiries from customers, and returning items to owners. Customers can now submit a lost item query directly from our website any time of day with Customer Service staff able to use the web tool to match items with owners and contact them to coordinate the reunification of the item. The program also provides reports and statistics as can be seen on the slide. **Mr. Pimental** noted the second item he is proud to highlight is the introduction of our Flying Familiarization Program. This new customer service initiative aims to help new or novice air travelers and those unfamiliar with Rhode Island T. F. Green International Airport with an opportunity to visit the airport before travel and learn what to expect throughout their entire airport experience. These free classes are held on the third Tuesday of each month with both afternoon and evening class options. Studies have shown that 40% of the general population reports some fear or anxiety associated with flying. Others may not have flown for several years due to the pandemic and may be nervous about the "new normal" of air travel. Recognizing the stress that first-time or novice flyers can encounter, the PVD customer care team recognizes that everyone deserves to have a comfortable and positive air travel experience.

Ms. Wright noted our business and brand has evolved and we underwent a name

change. We have updated highway signage, and recently redeveloped the website to Fly RI.com. All of these efforts showcase how we are continuously improving. And now we have a new lapel pin and logo to represent this new day. The six stars stands for Rhode Island's six airports and the globe showcases how we strive to make meaningful connections around the world. The inspiration for the lapel pin was found on Reddit, which showcased a 3D lapel pin with movement. And with that I would like to share with each of you a RIAC lapel pin. **Ms. Wright** noted the same symbol will be used to represent all of our airports and the Rhode Island Airport Corporation. Research has shown time and time again that descriptive logos outperform non descriptive logos. They are more recognizable, they are more memorable, customers like them more and they tend to spend more. The task in the upcoming months will be to update all our documents, business cards, etc. with the new logo. We realize that changing a logo is a process that can involve many steps and take some time, so we will finalize it gradually. All of these efforts along with our website represent ourselves better and build a better presence in the world. **Ms. Thomas** noted she loves how the new logo represents all of the airports. It is spectacular and it has come a long way from what we had with only 5 airport represented, knowing all airports are part of the system. **Mr. Pizzuti** noted the pin is complimentary of how far we have come in 5 years. Not everyone has a pin and the thought process is comprehensive on the marketing plan and doing these things too.

(d) Condé Nast Traveler Readers' Choice Award

Ms. Wright noted Rhode Island T. F. Green International Airport has received 8 awards in the last 5 years. In 2021, we were ranked the 5th best airport by Conde Nast Traveler's Reader's Choice Awards. And once again, we are in the race to win this year. By winning this type of award, in one of the most prestigious travel publications, we can show Rhode Island pride and give our community the support it needs to bring back jobs, travelers and income to our state. **Ms. Wright** noted it is more important than ever to vote as people are getting excited about travel again. It only takes a minute. Visit pvdairport.com or cntraveler.com to complete the survey. The survey is open through June 30th and by completing the survey you enter to win a trip for two from Stockholm to Bergen with Viking River Cruise. Airports are rated on topics including: food and beverage choices, security lines, accessibility and ease of travel and connections. Here is an overview of our campaign to show what we are doing to win #1. Our campaign includes: print, digital, social media, internal and external email blasts and outreach to partners. We thank everyone in advance for their support, and for helping us gain national attention by winning these types of awards.

(e) Placement of Flowers in Terminal Facilities

Mr. Pimental noted it is no secret that PVD's new restrooms have provided a very positive impression on our customers. A relatively simple, but highly impactful element of the new restrooms is the presence of fresh flowers at each sink. Every 7 to 10 days, the Customer Service department coordinates the supply and dissemination of fresh flowers in our new restrooms. RIAC's janitorial services provider, ISS, maintains the flowers and plants in the restrooms during the week. **Mr. Pimental** noted RIAC staff researched the types of flowers and greens that are robust enough to last in the restroom environment. This research revealed that Mums, Carnations/mini-carnations, and Alstromeria are the best flowers to meet our needs. Lily Grass, Ferns, and Lemon Leaf

are excellent options for greens that will also last 7 to 10 days. All three of these flowers are available in different colors throughout the year which will allow for seasonal adjustments. The cost per arrangement is approximately \$1.50. RIAC staff also purchased white vases for \$3.00 each. We have brought some examples of the vases and flowers and also created a short video for your viewing pleasure. In addition, we have brought samples of fragrances for the restrooms. We do have a current system in place, but are in the midst of researching other solutions to ensure we have the best option for our customers. **Mr. Pizzuti** noted he has received 10 text messages in the last 3 months about the bathrooms. People are so impressed by our bathrooms. **Ms. Thomas** noted she echo's Mr. Pizzuti's comments. Usually she only gets complaints. **Mr. Bogosian** noted people go out of their way to tell you how great the bathrooms are. **Mr. Pimental** noted the CEO had a clear vision. There is a great pride in these for us. These are fruits of our vision and a lot more to follow.

(f) General Aviation Airports Update

Mr. Greco noted RIAC assigns General Aviation Technicians at each GA airport to provide care and maintenance to the airfield. Last month they provided preventative maintenance on the snow equipment to get them ready to store for the summer. Each GA Tech conducts daily inspections of the runways, taxiways, and ramp areas for their integrity and provide any maintenance as needed as well as removing Foreign Object Debris (FOD). **Mr. Greco** noted this includes crack sealing on runways, aprons and taxiways, rolling of the airfield to level the ground near the runway. GA Techs will also mow grass at the FAA required length in order to mitigate wildlife. Techs will also provide support in clearing areas in preparation for parcel development.

Mr. Zogheib noted there are 2 construction projects and 5 design projects ongoing. The BID Apron Rehab construction project began construction on April 4. Phase 1 is completed and Phase 2 is underway. The expected completion date is June 27, 2022. The SFZ Wildlife Fence construction project is substantially complete. There is 1 thing left to do and it cannot be done due to the weather. The wildlife skirt will be buried late summer when there are dry conditions. **Mr. Zogheib** noted the WST Wildlife Fence design project was awarded to VHB in the amount of \$270,000 and it is anticipated to be completed on December 31, 2022. The SFZ Apron Rehab design project will be out for procurement shortly. The OQU Runway 16-34 Reconstruction design project was awarded to Kimley-Horn in the amount of \$5.2M and the 30% design is scheduled for December 22, 2022. The OQU AWOS project is in the design procurement process with an obtained cost of \$154,000. The OQU Terminal Demolition design project cost is \$90,500 and was awarded to CDM Smith. The expected 30% design completion date is July 2022. The BID Apron Expansion design project kicks off was on April 25, 2022. This project was awarded to McFarland Johnson in the amount of \$193,000. **Mr. Roberts** noted on the Runway 16-34 project at Quonset State Airport, we are redoing the whole runway so will it be closed and will there be implication to the guard. At some point, can an update be brought back to the board so we can understand the communication plan and what this closure will be impacting. **Mr. Ahmad** noted RIAC is talking to the guard and part of this process is a safe plan on both sides. We are working on contingencies at each phase of the project so when it goes out for bid at the end, we are ok with it. **Mr. Roberts** noted the military goes in and out and they cannot land on the Newport State Airport runway as it is shorter and there could be complications in and out for passengers.

Mr. Ahmad noted we will give an update at the next meeting. San Diego has 1 runway and they make it work with a big project. In the last ten years, the 2nd highest amount of spending from RIAC is at the ga airports.

Mr. Goodman noted after the debut of our first GA Airport Town Hall Meeting in late March, RIAC has scheduled our next virtual meeting for townships and the general public on May 26th. This meeting announcement has already been posted to the Secretary of State's website, and issued as a press release to local media outlets. Additionally we will promote the meeting via social media over the next two weeks. RIAC is also preparing to publish its first GA Airport Newsletter, On the Horizon providing community stakeholders with yet another resource to stay informed on aviation activities. This newsletter will be published quarterly and will include both general information as well as updates specific to progress being made at each General Aviation Airport, as well as news important to local pilots, providing similar updates to those offered at Board meetings on a monthly basis. **Mr. Goodman** noted we have also reached out to the Rhode Island Pilots Association seeking any appropriate meeting or training updates they would like to provide for the community. This is the first time in RIAC history that we have developed and distributed a newsletter to the GA Airport Community and we hope this will complement our efforts to expand upon communication activities that began with the development of our GA Strategic Business Plan. Finally RIAC has also scheduled its quarterly GA Tenant Meetings for the week of June 6th providing an additional virtual meeting opportunity between RIAC and state airport tenants. **Mr. Pizzuti** noted he loved the idea of a newsletter being delivered to neighbors of the airport. **Mr. Goodman** noted it would not only be to the City of Warwick. **Mr. Pizzuti** noted it is best to be proactive and mail to neighbors around the airports before rumors start. **Mr. Goodman** noted there is a community outreach from the town and we encourage them to post it. We are also posting it to the website. We will build our email list as the time goes on.

Mr. Surehan noted we currently have 15 GA parcels, representing 144 acres marketed by our commercial real estate partner, Hayes & Sherry. To date, we have 5 parcels under Lease, or Option to Lease including s short-term option to lease generating \$8.3M in revenue. In early 2023, we plan to add another parcel at Quonset, which would generate another \$3.7M in lease revenue. Both FlightLevel and QDC are developing their leased parcels at Quonset for hangar development and offshore helicopter support operations, respectfully. **Mr. Surehan** noted Hayes & Sherry is currently in discussions with 4 prospects for Quonset parcels, 1 prospect for a Newport parcel, 2 prospects for North Central parcels, and 3 prospects for Westerly parcels. We hope to secure agreements with some of these later this year. Looking ahead, in addition to a new parcel at Quonset we will review the potential for adding more parcels for development at our GA airports. **Mr. Surehan** noted as you are aware we have had significant interest from multiple prospects in developing portions of our 77-acre Parcel 4 at Quonset. This parcel is unique due to its large size and location adjacent to a runway and deep-water port in the Northeast. We are working on various funding options for enabling site work to extend utilities and access road to this parcel to get it pad ready for these prospects. We are in discussions with REGENT Craft on possible development of a large design, manufacturing and testing facility. We recently executed a short term Option to Sublease Agreement with Northeast Offshore, part of Orsted for 9.6 acres for offshore windfarm conduit assembly. Finally, we are in discussions with 2 companies regarding the remaining portion of Parcel 4 for potential manufacturing and storage site as well as an

auto track and storage site. Thank you, pending no further questions, I would like to highlight the most exciting of these opportunities at Quonset Parcel 4. **Mr. Surehan** noted RIAC, together with QDC, have been in discussions with REGENT Craft on the possibility of a design, manufacturing, and testing facility for electric Seaglider transportation vehicles. Together, we have the ability to position Rhode Island as the center for high tech, electric transportation vehicle design and manufacturing growing the economy and adding many high value jobs. Joining us from REGENT Craft are 2 of their top executives, Michael Klinker, Co-Founder and Chief Technology Officer and Tom Harari, Director of Finance, Operations and Strategic Partnerships to tell us about their Seaglider vehicle, the company, recent market traction and why they chose Rhode Island. **Mr. Ahmad** noted this is an important project that we would love to happen at Quonset State Airport. We invited REGENT Craft to come to the board meeting today to talk to you. There have been discussions about this for quite a few months and there are some hurdles, but if there is something we can do to help, we would appreciate it.

Mr. Klinker noted the goal today is to introduce you to their company and what a seaglider is which is an all-electric ground effect vehicle. They have 30 full time employees. Their seaglider is a low flying aircraft that flies over the surface of water. There are lots of advantages to electric power like they are not under FAA requirements. A lot their team has aircraft backgrounds. **Mr. Harari** noted they have raised approximately \$30M from venture capital funds and there have been 325 vehicles sold. They are designing two vehicles, a 12 passenger vehicle and a larger 50-100 seat vehicle. The 12 passenger will be available in 2025 and the 50-100 passenger will be available 2028. The goal is sell these seagliders to ferry operators and airlines. There has been tremendous traction with a total value of \$6B, which is quite a back log. They are searching for a future headquarters for a global and manufacturing base together and Rhode Island the best location.

Mr. Klinker noted we are set out to find somewhere we can build hangars and it has good testing conditions to then bring the product to the market. We looked around to find the best place to bring these. At Quonset State Airport, the long term is to discuss how we can bring REGENT Craft headquarters there and also do testing and development in the long term to be able to build and manufacture in Rhode Island. We are working to put a plan in place to be in Rhode Island this summer, pending approval from the state. **Mr. Ahmad** asked if the seaglider will go above or below the Newport Bridge. Mr. Klinker noted it will go under the bridge. The seaglider flies over the surface of the water, about 30' – 40' above the surface in ground effect. **Mr. Ahmad** noted Southern Airways is one of our airline partners and they put an order in for one. **Mr. Klinker** noted yes, they were the first company to put a deposit down. Yesterday, Hawaiian Airlines placed an investment as part of their strategic business plan. **Mr. Roberts** asked if the seaglider had been FAA certified. Mr. Klinker noted the seaglider is under marine jurisdiction, not FAA. It is a faster path to certification. Mr. Roberts asked what the specs were. Mr. Klinker noted it is the size of a Twin Otter. It has a 65' wing span. The vehicle has twelve electric motors and has a 180 mph range. It is roughly 15,000 lbs. max weight and holds 12 passengers and 2 crew. **Mr. Pizzuti** asked if they would be taking off from PVD or a ga airport. **Mr. Klinker** noted they are going to be using the existing ferry infrastructure and airports on the water. Looking into the future, they would like to service Newport, Rhode Island to NYC. **Mr. Bogosian** asked how long they are looking to lease for and how many jobs will be brought to Rhode Island.

Mr. Klinker noted they are still shaping their plan but possibly 500 jobs in total in the next couple of years, but as this is to build a corporate and manufacturing facility, the longer the better. **Mr. Savage** noted their plan is terrific and we would love to see you here and asked if there are any concerns with the wing span, any concerns or push back from boaters in the water. **Mr. Klinker** noted that is a question we hear a lot from customers. We are looking into folding wings to be able to get into tighter areas. In terms of traffic, the goal was to install a traffic detection system. The vehicle will go at the same speed as the boat traffic. **Mr. Savage** asked if they have a spec vehicle. **Mr. Klinker** confirmed yes, in Tampa, Florida. The first vehicle is coming to Rhode Island next week and we are looking to have our first flight be here in early June. **Mr. Roberts** noted it seems they have terrific support but \$27M does not sound like a lot of money to get you off the ground. **Mr. Klinker** noted we will be raising additional funds this summer to enable the full scale prototype vehicle build. **Mr. Harari** noted part of this plan is working with the state on an economic impact package. It can be expensive. **Mr. Savage** asked what the production time per unit is. **Mr. Klinker** noted there are crazy ramp rates being shared in the market by startups, but we are looking to match existing proven ramp rates in the ga market, which is much more conservative and realistic. We are targeting the first year to be 2025 to build twelve vehicles and twenty-four the next year.

(g) Snow Removal for FY 2022

Mr. VanBurg noted the RIAC snow team removed 39,026,878 cubic feet of snow in FY22. The chart on the screen breaks the snow amounts down by airport. RIAC has forty pieces of equipment including broom trucks, dump trucks, snow blowers, sanders and glycol trucks. Today we have members of our snow team here. Their dedication kept us going. **Mr. Roberts** noted he flies in and out of Quonset State Airport and they do a great job out there. **Mr. Ahmad** noted when we are sitting in a nice warm office or sleeping, these guys are staying here working. It is a very important function and we are very thankful. **Ms. Thomas** commented well done.

(h) Overtime Update

Mr. Greco noted fiscal year to date overtime is down just 10%. The main reasons for the increase is due to the number of projects we had going on across the airport system. Operations and GA provided escorts for those consultants and contractors as needed throughout the fiscal year. **Mr. Greco** noted February overtime saw a decrease of 10.55% from last year. ARFF saw an increase in overtime due to crewmembers use of accrual leave usage. ARFF's three new hires were going through their field training and had not attended the ARFF academy so they were not assigned to groups at this time. These new hires went on shift at the end of March.

(i) Infrastructure Update

Mr. Zogheib noted we have a few projects ongoing. The BID Apron Rehabilitation project is underway. J. H. Lynch was awarded this project for \$1.57M. There are 2 phases, Phase 1 is complete and Phase 2 is expected to be completed on June 27, 2022. There are no issues currently. The second project we are updating you on is the ARFF Rapid Response System Replacement project, which is currently underway with substantial completion scheduled for August 31, 2022. Currently the project is in the RFI

and submittals status. **Mr. Zogheib** noted the third project we are updating you on is the Restroom Renovation project. Phase 1 is completed and Phase 2 is underway with substantial completion scheduled for June 17, 2022. **Mr. Roberts** asked if there is any idea when the AWOS project will be completed. **Mr. Zogheib** noted we are pricing the work with the FAA. **Mr. Ahmad** noted once design is done, we will have cost information. With the FAA work, pricing is hard to predict but we are pushing. The scope is not known right now as far as what sort of supplies are needed. It is hard to say how long it will take going through the design process to the implementation phase.

Mr. Ahmad noted the next two projects are part of the terminal renovation. These projects are AIP funded. We have put the terminal renovation work in smaller pieces and we are running them through all the other revenue sources. When we get to the end, we will bring our money to the table. RIAC had completed a “thematic design” and now we are going into a “preliminary design” for terminal renovations. There are more projects like power, water and In-Line EDS System. Jessica and team are working on those items and we will see two of those next. Yil is working on the design of the news and gift in the terminal. The terminal will soon transform into something you will be proud of.

4. Action Items:

- (a) **Approval to execute a construction contract with Signet Inc. in the amount of \$3,345,000 to complete the Public Address System Replacement project at Rhode Island T. F. Green International Airport.**

Ms. Damicis noted this project is part of our ongoing terminal renovation project. The scope of construction is to upgrade and replace the public address system and speakers. An IFB was advertised on February 25, 2022 and two bids were received on March 18, 2022. The lowest bid was Signet Inc. The construction notice to proceed will be after grant approval in September 2022. **Mr. Pizzuti** asked if there are many vendors for this type of work because we only received 2 bids. **Mr. Ahmad** noted there are not a lot of vendors and we do not get a whole lot on other projects as there is so much work going on. The prices are off, but we still have to do it. We have the money, so we have to spend it now. **Mr. Pizzuti** asked how long the systems last. **Ms. Damicis** noted the original machine is from the 1990's, but the new machines do not last as long, probably 10 – 15 years. **Mr. Ahmad** noted the consultants were very surprised to see our old system.

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

The motion was passed unanimously.

- (b) **Approval to execute a construction contract with National Security Corporation in the amount of \$3,373,000 to complete the Phase 2 camera replacements for the Video Surveillance System upgrade project at Rhode Island T. F. Green International Airport.**

Mr. Savage noted that while he doesn't believe he has a conflict, out of an abundance of caution on this item we will recuse himself, turned the meeting over to Mr.

Little to preside as Secretary, and stepped away from the table.

Ms. Damicis noted the scope of construction is to upgrade and replace the security cameras and network infrastructure. An IFB was advertised on March 4, 2022 and 2 bids were received on March 31, 2022. The lowest bid was National Security Corporation. The construction period is expected to last about a year. **Ms. Thomas** asked if the selected system has connections where they feed into it, and if it was part of the specs. **Ms. Damicis** noted she would need to look into that and get more information. **Mr. Pizzuti** asked if there were special features in the RFP. **Ms. Damicis** noted are not using the special features, but it does have the capability to do license recognition. This is something we can add on later. **Mr. Roberts** asked if we spec out equipment and the only variable cost is to install or is the variable equipment. **Ms. Damicis** noted per the FAA, we need to prove an equal alternative. **Mr. Ahmad** noted this is spec based. We say, it should be this or equivalent. **Mr. Roberts** asked what drives the price difference. **Mr. Ahmad** noted there can be sellers that get the equipment from someone else cheaper. There could also be an inventory back up getting this equipment. **Mr. Roberts** asked if there is a variable in qualifications. **Ms. Damicis** noted it is up to the discretion in the submittal process to set the performance specifications for the equipment to make sure it does what RIAC needs it to do, which the consultant will need to approve. **Mr. Little** asked what the process is for setting those specifications. **Mr. Ahmad** noted you first you bring in experts in the field for an 8 – 10 months process to see what specifications the proposers need to meet. Engineering has to approve the expenditure of funds and be on board with it. The same with the 3 team members' i.e. RIAC, Experts, and Designer for other airports. The FAA engineering team reviews submittals for details and the conformance with the necessary federal specifications. The engineer of record will stamp with seal of approval, a P.E. in Rhode Island, and carries the insurance liability. **Mr. Little** asked when the specifications are determined. **Mr. Rodio** noted that the specifications are prepared during the design phase without reference to a specific company or manufacturer, but rather on a performance basis. They could not set specifications by simply naming a manufacturer in most cases, they would need to set the performance specifications and consider proposals compliant with those specifications, all of which happens before the project is bid.

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

The motion was passed unanimously.

Mr. Savage returned to the table.

- (c) **Approval to execute an installation, implementation, maintenance, and support contract with Winslow Technology Group, LLC in the amount of \$297,203 for five years for the Production Storage Array replacement at the Rhode Island T. F. Green International Airport.**

Mr. Greco noted the current airport system is eight years old and is at the end of its useful life. The in-place system is no longer manufactured so the IT team researched several options and interviewed multiple vendors to find a similar system to meet the requirements. An IFB was advertised on March 3, 2022 and Winslow Technology Group

(Winslow) came back as the lowest responsible and responsive proposal. **Mr. Greco** noted the contract will be for equipment installation followed by a 5 year period of maintenance and support with two additional options years. Winslow will ship the hardware for the solution to be received before June 30, 2022 with implementation, configuration and user training completed by the end of summer 2022. Data migration will be staged to ensure there is no disruption of services to RIAC users. **Ms. Thomas** noted there is a huge difference in pricing between bidders. This equipment is hard to get right now. Why is there such a big difference in pricing and are their performance guarantees 5 years at this price. **Mr. Greco** noted after speaking with the virtual CIO, the capacity of the two high bidders was much higher then what we need. The Winslow bid met our needs. **Ms. Thomas** noted as we think about this with a five year maintenance, and we should try to squeeze a little more time out of the equipment, if we expect enplanements to go back to pre-COVID numbers, we should make sure this will meet our needs the next 5 – 7 years. **Mr. Greco** noted that IT states it will meet our needs over the next five plus years. **Mr. Pizzuti** asked if this equipment will have a safeguarded copy in case of a ransomware attack. **Mr. Greco** noted he will get more information regarding this. **Mr. Bogosian** asked why RIAC is not going right into a cloud based solution first. **Mr. Greco** noted when this system needs to be replaced, we will do just that. **Mr. Roberts** noted RIAC should bring someone in to see what we need to switch to a cloud based system. **Mr. Ahmad** noted one of our goals in the next budget is to come up with a new IT strategic business plan. We plan to work on this in the next few months.

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

The motion was passed unanimously.

5. Executive Session:

At approximately 9:53 a.m., a motion was made by **Mr. Little** and seconded **Mr. Savage** 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 April 14, 2022 § 42-46-5(a), (2) and (7); and**
- (b) **Investment of public funds where premature disclosure would be detrimental to the public interest (Air Service Development and Marketing) § 42-46-5(a)(7); and**
- (c) **Motion to return to open session.**

By roll call vote the motion passed unanimously.

At approximately 10:54 a.m., a motion was made by **Mr. Little** and seconded by **Mr. Bogosian** to return to Open Session.

The motion was passed unanimously.

6. Post Executive Session Actions and Announcements:

- (a) Motion to seal the minutes of the Executive Session held on May 12, 2022; and**

A motion was made by **Mr. Bogosian** and seconded by **Mr. Little** 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. Bogosian** and seconded by **Mr. Little** to approve the sealed minutes of the Executive Session April 14, 2022.

The motion was passed unanimously.

7. Future Meetings:

The next meeting is scheduled for Thursday, June 2, 2022 at 8:45 a.m., in the Mary Brennan Board Room, Rhode Island T. F. Green International Airport, Warwick, Rhode Island.

8. Adjournment:

Mr. Bogosian moved to adjourn at approximately 10:55 am. **Mr. Little** seconded the motion.

Respectfully submitted,

Jon Savage, Chair
Rhode Island Airport Corporation

PUBLIC ATTENDANCE SHEET
RHODE ISLAND AIRPORT CORPORATION
MEETING OF THE BOARD OF DIRECTORS
THURSDAY, MAY 12, 2022

<u>NAME</u>	<u>AFFILIATION</u>
Alicia Seabury	RIAC
Brittany Morgan	RIAC
Dennis Greco	RIAC
Don Stubbs	RIAC
Yil Surehan	RIAC
Ali Khorsand	RIAC
John Goodman	RIAC
Nicole Williams	RIAC
Tim Pimental	RIAC
Kellie Wright	RIAC
Jessica Damicis	RIAC
Wallace Tang	RIAC
Elie Zogheib	RIAC
Rob VanBurg	RIAC
Aaron Keller	RIAC
Rob Simoes	RIAC
Paul Wirth	RIAC
Mike Marquis	RIAC
James Whatmough	RIAC
Joseph Rodio, Jr.	Rodio & Ursillo
Michael Klinker	REGENT Craft

PUBLIC ATTENDANCE SHEET
RHODE ISLAND AIRPORT CORPORATION
MEETING OF THE BOARD OF DIRECTORS
THURSDAY, MAY 12, 2022

NAME

AFFILIATION

Tom Harari

REGENT Craft

Sal Corio

Rhode Island Pilots Association

Amanda Scanlon

Rhode Island Pilots Association

Dan Scanlon

Rhode Island Pilots Association

The minutes of the Executive Session of the Board Meeting on May 12, 2022 have been sealed in accordance with R.I.G.L. § 42-46-7(c).