

**NANTUCKET MEMORIAL AIRPORT COMMISSION**  
**September 13, 2016**  
**Agenda**

1. Announcements
  - a. This Meeting is Being Both Audio & Video Recorded
  - b. October 11<sup>th</sup> – 3:00 PM - Jorge Pantelli, FAA Compliance Presentation
2. Review and Approve:
  - a. Agenda
  - b. 4/2-4/5/16 Draft ATM Minutes – *Pending*
  - c. 8/9/16 Draft Minutes
  - d. Ratify 8/17/16 and 9/7/16 Warrants
3. Public Comment
4. Pending Matters
  - a. **042214-2** Formerly Used Defense Site (FUDS) Status
  - b. **011315-2** General Fund Repayment Proposal and Discussion of In-Kind Services
  - c. **060716-3** McGrath Family Trust request to Sub-Lease to Eastern Air Freight, LLC
5. Pending Leases/Contracts as Set Forth on Exhibit 1, which Exhibit is Herein Incorporated by Reference
6. **080916-1** Gift Shop Lease Discussion
7. **080916-2** Blade Sub-Lease Discussion
8. **091316-1** McGrath Family Trust Request for Sub-Lease – Allied Air Freight LLC
9. **071216-1** Flat Roof Building Disposition Discussion
10. **122215-1** Air Service Update
11. **050916-1** Nobadeer Farm Development Update
  - a. Declaration of Non-Aeronautical Purposes
  - b. **091316-2** Land Court “Deregistering” Delta Parcel Discussion
12. **080916-4** FY2016 4<sup>th</sup> Quarter Update
13. Regulatory Update
  - a. **091316-3** FAA Snow and Ice Plan
  - b. **091316-4** FAA Safety Management System (SMS)
14. Manager’s Report
  - a. Project Updates
    - i. Modernization of the Air Traffic Control Tower
      - a) Ratify CO 17
  - b. RFP/Bid Status
  - c. Operations Update
  - d. Statistics
  - e. Personnel Report
15. Commissioner’s Comments
16. Public Comment



**NANTUCKET MEMORIAL AIRPORT COMMISSION**  
**September 13, 2016**  
**Agenda**

17. Executive Session – G.L. c.30A, §21 (a)

- a. Review ES minutes of 5/28/13, 9/10/13, 9/24/13, 10/8/13, 11/12/13, 12/10/13, 1/14/14, 2/25/14, 3/11/14, 3/25/14, 4/22/14, 6/24/14, 11/25/14, 2/24/15, 3/10/15, 4/14/15, 5/12/15, 7/14/15, 8/11/15, 9/8/15, 10/13/15, 11/10/15, 12/8/15, 1/12/16, 1/19/16, 2/9/16, 4/19/16, 5/9/16, 6/10/16, and 7/12/16 for possible release; and 8/9/16 for review and possible release, and
- b. Clause 6: To consider the purchase, exchange, lease or value of real property with respect to Exhibit A. The Chair has determined that an open session may have a detrimental effect on the negotiation position of the Airport Commission, and
- c. Clause 3 & 6: To consider the purchase, exchange, lease or value of real property and to discuss pending litigation to Gatto vs. Town. The Chair has determined that an open session may have a detrimental effect on the negotiation and/or litigation position of the Airport Commission, and
- d. Clause 3: To discuss strategy with respect to pending litigation related to the closure of Island Airlines. The Chair has determined that an open session may have a detrimental effect on the litigation position of the Airport Commission and was not reasonably anticipated 48 prior to the initial posting.



Town of Nantucket  
**NANTUCKET MEMORIAL AIRPORT**  
14 Airport Road  
Nantucket Island, Massachusetts 02554

Thomas M. Rafter, Airport Manager  
Phone: (508) 325-5300  
Fax: (508) 325-5306



*Commissioners*  
Daniel W. Drake, Chairman  
Arthur D. Gasbarro, Vice Chair  
Anthony G. Bouscaren  
Andrea N. Planzer  
Jeanette D. Topham

**DRAFT**

**AIRPORT COMMISSION MEETING**  
**August 9, 2016**

The meeting was called to order at 5:02 pm by Chairman Daniel Drake with the following Commissioners present: Vice Chair Arthur Gasbarro, Jeanette Topham, and Andrea Planzer. Anthony Bouscaren participated remotely by phone due to geographic distance.

The meeting took place in the 1<sup>st</sup> floor Community room at the Public Safety Facility, 4 Fairgrounds Rd. Nantucket MA.

Airport employees present were: Thomas Rafter, Airport Manager, Janine Torres, Office Manager, and Mae Williams, Administrative Assistant.

Mr. Drake announced the meeting was being audio and video recorded.

Mr. Rafter announced the Federal Aviation Administration (FAA) will be on Island to conduct Compliance Training on October 11, 2016 at 3:00 pm. The meeting will be held at the Public Safety Facility prior to the regularly scheduled meeting.

Mr. Drake asked for comments on the Agenda. Hearing none, the Agenda was adopted.

Mr. Drake noted the minutes from ATM, 4/2/16 and 4/5/16 are still pending.

Ms. Topham made a **Motion** to approve the 7/12/16 minutes. **Second** by Ms. Planzer and **Passed** by the following roll-call vote:

Ms. Topham – Aye  
Ms. Planzer – Aye  
Mr. Bouscaren – Aye  
Mr. Drake – Aye  
Mr. Gasbarro – Aye

Ms. Topham made a **Motion** to approve the 7/19/16 minutes. **Second** by Ms. Planzer and **Passed** by the following roll-call vote:

Ms. Topham – Aye  
Ms. Planzer – Aye  
Mr. Bouscaren – Aye  
Mr. Gasbarro – Aye  
Mr. Drake – Aye

Mr. Gasbarro made a **Motion** to ratify the 7/20/16 and 8/3/16 warrants. **Second** by Ms. Topham and **Passed** by the following roll-call vote:

Ms. Topham – Aye  
Ms. Planzer – Aye  
Mr. Bouscaren – Aye  
Mr. Gasbarro – Aye  
Mr. Drake – Aye

### **Public Comment**

None

### **Pending Matters**

**042214-2 Formerly Used Defense Site (FUDS) Status** – Mr. Rafter reported the Airport has received the final Draft of the Remedial Investigation Report from the Army Corps of Engineers (ACE). The report showed no significant issues except for one minor concern that will be addressed by Mr. Karberg, Environmental Coordinator. A meeting with ACE will take place in September or October and once the site is cleared by ACE, the Airport can issue the RFP for new leases.

**011315-2 General Fund Repayment Proposal and Discussion of In-Kind Services** – Both the FAA and MassDOT-Aeronautics have responded with similar questions regarding the exhibits accompanying the agreement, as well as the time frame for some of the payments for which reimbursement is claimed.. Those questions have been forwarded to the Finance Director and we awaiting for the additional information.

**060716-3 McGrath Family Trust request to Sub-Lease to Eastern Air Freight, LLC** – Mr. William McGrath has become the official liaison between FAA and Island Shuttle to determine the status of obtaining the certificate. Depending on where they are in the process, Mr. McGrath may use a Part 135 operator in the interim solution for freight operations. Town Counsel is working on the consent to subordination agreement for the sub-lease to the freight hangar.

### **Pending Leases and Contracts**

Mr. Rafter presented the following Leases and Contracts:

- **United Airlines** – 2016 Seasonal Lease Agreement for \$15,920.00 plus \$1,500.00 Annual Business Fee plus Landing Fees. – *Pending*
- **KOBO Utility Construction Corp.** – Contract for \$1,054,611.00 for AIP #64 “Airfield Electrical Vault Modifications”.
- **Infax, Inc** – Contract for \$359,446.00 for AIP #65(b) “Upgrade Public Address System and Flight Information Display System”.
- **American Association of Airport Executives (AAAE)** – Contract for \$182,770.00 for AIP #65(a) “Install Computer Stations and Interactive Employee Training System”.
- **Nantucket Auto Supply** – 3 year Contract not to exceed \$34,000.00 for parts and supplies to maintain vehicles and equipment owned by Nantucket Memorial Airport.

Mr. Rafter noted the Infax and AAAE Contracts are still at Town Counsel’s office for review; but due to timing, requested the Commission authorize the Chairman and two other Commissioners to execute subject to approval by Town Counsel and Town Finance.

Mr. Gasbarro made a **Motion** to approve the contract with KOBO Construction. **Second** by Ms. Topham and **Passed** by the following roll-call vote:

Ms. Topham – Aye  
Ms. Planzer – Aye  
Mr. Bouscaren – Aye  
Mr. Gasbarro – Aye  
Mr. Drake – Aye

Mr. Gasbarro made a **Motion** to approve the contract with Nantucket Auto Supply. **Second** by Ms. Planzer and **Passed** by the following roll-call vote:

Ms. Topham – Aye  
Ms. Planzer – Aye  
Mr. Bouscaren – Aye  
Mr. Gasbarro – Aye  
Mr. Drake – Aye

Ms. Topham made a **Motion** to approve the contracts of AAAE and Infax subject to receiving the necessary sign-offs from Town Counsel and Town Finance. **Second** by Ms. Planzer and **Passed** by the following roll-call vote:

Ms. Topham – Aye  
Ms. Planzer – Aye  
Mr. Bouscaren – Aye  
Mr. Gasbarro – Aye  
Mr. Drake – Aye

**080916-1 Gift Shop Lease Discussion** – Mr. Drake summarized discussions and events leading to a request by Diana Nascimento of Planet ACK, Inc. to mutually agree to terminate the Gift Shop Lease as of October 31, 2016. Mr. Rafter added that when another RFP is written, different business terms and other concessions should be explored. If the lease is terminated, there will be a gap between leaseholders. Mr. Drake requested that the Airport obtain an official request with the date for the termination to happen.

Mr. Gasbarro made a **Motion** to proceed with the mutual termination agreement of the Gift Shop Lease as of October 31, 2016 subject to review and approval of Legal Counsel. **Second** by Ms. Planzer and **Passed** by the following roll-call vote:

Ms. Topham – Aye  
Ms. Planzer – Aye  
Mr. Bouscaren – Aye  
Mr. Gasbarro – Aye  
Mr. Drake – Aye

**080916-2 Blade Sub-Lease Discussion** – Mr. Rafter reported that due to Town Building Dept. violations that were issued on Monday, August 8, 2016, combined with past history of lack of consideration for established Rules & Regulations, he has contacted Legal Counsel on how to proceed with the proper mechanism for termination of the sub-lease from Emily Air to Fly Blade. Emily Air has been notified they are in violation of their lease as well.

Melissa Tomkeil, President of the fixed wing division of Fly Blade and Greg Ramey, Senior Director of Blade, addressed the Commission. After a lengthy discussion concerning the current issues at hand, the Commissioners expressed their unanimous agreement for Mr. Rafter to proceed with the termination of the sub-lease.

**071216-1 Flat Roof Building Disposition Discussion** – Mr. Rafter would like to have as much input as possible prior to an RFP being written that would allow for as much creativity as possible for the use of the building on-site or elsewhere.

**122215-1 Air Service Update** – Mr. Rafter indicated the Airport is still in the process of finding avenues for distributing the survey in the downtown area to obtain passenger travel habits.

**050916-1 Nobadeer Farm Development Update** – Mr. Rafter is working on the land release and is working with Andrew Vorce, Director of Planning and Land Use Service (PLUS) for verification of zoning. Mr. Vorce recommended “deregistering” the large parcel on Nobadeer Farm Road with the Land Court. After brief discussion of the pros and cons of such, the Commission mutually agreed to defer to Mr. Dave Mackey of Anderson & Kreiger, Airport Counsel. Mr. Rafter added the next step of the project involves surveys to define the road.

**080916-3 Airport Commission Letter of Authorization for Grant Signing** – Mr. Rafter noted the Airport must annually update the Letter of Authorization for Grant signing authority.

Mr. Gasbarro made a **Motion** to authorize the Chairman to sign, on behalf of the entire Commission, Federal or State, contracts grants and other agreements totaling \$50,000 or more, pertaining to projects previously approved by the entire Commission. **Second** by Ms. Topham and **Passed** by the following roll-call vote:

Ms. Topham – Aye  
Ms. Planzer – Aye  
Mr. Bouscaren – Aye  
Mr. Gasbarro – Aye  
Mr. Drake – Aye

**080916-4 FY2016 4<sup>th</sup> Quarter Update** – Mr. Rafter presented the 4<sup>th</sup> Quarter financials noting there may be minor adjustments by Brian Turbitt, Town Finance Director. Mr. Rafter then summarized Revenues at \$13,055M, Operating expenses at \$11,349M, Debt Service of \$1,679M, and Fuel Revolver and Retained Earnings usage, leaving \$341K overall Surplus.

**Manager’s Report** – Mr. Rafter reported:

**Project Updates**

- ATCT – A change order for \$1,964 was presented for ratification to rectify an issue with the HVAC System. The project is in the process of being closed out, however, some punch list items still need to be resolved and there are issues with the cab glass for which retainage will be withheld.
- The annual Capital Improvement Projects meeting with the FAA and MassDOT is scheduled for Wednesday, August 17, 2016 at the MassDOT offices. Mr. Rafter stated a ramp rehabilitation project may need to be advanced in the schedule due to significant rutting caused by larger aircraft upon north ramp pavement that is beyond its useful life.
- Other projects in development include:
  - Fuel Farm piping replacement.
  - Repair of the Fuel Farm fire suppression system. Paul Rhude, Nantucket Fire Chief is assisting with researching a manual system.
  - The Terminal fire alarm panel replacement is being scheduled.

- Airfield painting will be broken up over a four (4) year period due to overall costs.

Appropriations for these projects cannot be included at Special Town Meeting in October due to pending certification of retained earnings and FY16 audit. A transfer from the fuel revolver at the next Annual Town Meeting would cover the projects.

**RFP/Bid Status** – Mr. Rafter reported the following RFP's and RFQ's are being worked on:

- On-call engineering
- Airport Gas
- Sun Island Road, which includes a FAA land release process.
- Fuel Farm Pipe Painting
- Parking Lot Equipment Scope of Service
- Restaurant
- Automatic door and on-call service

**Operations** – Mr. Rafter reported:

- July fuel sales were 3% over 2015; the highest in seven (7) years.
- Fire truck foam solution is in the works.
- Family Assistance Program training is continuing.
- Rules and Regulations are being updated but put on hold due to FAA requirement to update our Snow & Ice Control Plan by September 1.
- A meeting is set up for Tuesday, August 23, 2016 with Martha's Vineyard and Hyannis airports to coordinate efforts on various matters.
- A number of VIP visits are pending.
- Magellan Jets hosted a Static Display
- Nantucket Project will be hosting an event September 23, 2016. Discussion regarding this and special events in general took place.

**Statistics** – Mr. Rafter reviewed the June 2016 overall statistics.

- Operations are down 1.71% from June 2015. Year-to-date is down 2.78%.
- Enplanements are down 13.30% from June 2015. Year-to-date is down 15.54%.
- Jet A gallons sold is up 3.31% from June 2015. Year-to-date for FY16 is up 5.79%.
- Jet A gallons sold is up 2.98% from July 2015.
- AvGas gallons sold is up 51.96% from June 2015. Year-to-date is up 10.64%.
- AvGas gallons sold is up 14% from July 2015.
- Freight is down 28.56% from June 2015. Year-to-date is down 16.77%.
- 15 Noise Complaints were filed in June 2016.

**Personnel Report** – Unusual challenges are occurring with seasonal help departing.

#### **Commissioners Comments**

Mr. Bouscaren is pleased with the increase of sales.

Mr. Gasbarro addressed concerns regarding the terms of present and future sub-leases.

Mr. Drake would like the Airport to inform Diana Nascimento, Planet ACK, that if the current lease is terminated, the gift shop space RFP will be open to broader uses than just a gift shop.

Mr. Drake informed the Commission, after conferring with Dave Mackey of Anderson & Kreiger, the Gatto land issue should now be discussed in open session and therefore, items emailed to the Commission for tonight's Executive Session will be included in the Open Session materials. However, discussions regarding evaluation of damages should take place in Executive Session.

All Executive Session minutes pertaining to this topic will not be released until the matter is resolved.

### **Public Comment**

None.

Having no further business for Open Session, Mr. Gasbarro made a **Motion** to go into Executive Session, under G.L. Chapter 30A, Section 21A, not to return to Open Session, to review Executive Session Minutes as enumerated on the Agenda; Clause 6 – to consider the purchase, exchange, lease or value of real property with respect to Exhibit A of the Airport Layout Plan. The Chair has determined that an open session may have a detrimental effect on the negotiation/litigation position of the Airport Commission. And under Clauses 3 & 6 to consider the purchase, exchange, lease or value of real property and to discuss pending litigation to Gatto vs. Town. The Chair has determined that an open session may have a detrimental effect on the negotiation/litigation position of the Airport Commission. Also Clause 3 to discuss strategy with respect to pending litigation related to the closure of Island Airlines. The Chair has determined that an open session may have a detrimental effect on the litigation position of the Airport Commission. **Second** by Ms. Topham and **Passed** by the following roll-call vote:

Ms. Topham – Aye  
Mr. Bouscaren – Aye  
Ms. Planzer – Aye  
Mr. Gasbarro - Aye  
Mr. Drake – Aye

Meeting adjourned at 5:42 pm

Respectfully submitted,

---

Mae R. Williams, Recorder

### **Master List of Documents Used**

8/9/16 Agenda including Exhibit 1  
7/12/16 Draft Minutes  
7/19/16 Draft Minutes  
7/20/16 Warrant Signature Sheet  
8/3/16 Warrant Signature Sheet  
Federal Aviation Administration (FAA) Letter re: Memorandum of Understanding between Nantucket Board of Selectmen and Nantucket Airport Commission dated July 25, 2016  
United Airlines 2016 Lease Agreement  
KOBO Utility Construction Corp. – Contract for Airfield Electrical Vault Modification AIP 64 \$1,054,611.00  
Infax, Inc. – Contract to Upgrade Public Address System and Flight Information Display System AIP 65 \$359,446.00  
American Association of Airport Executives (AAAE) – Contract to Install Computer Stations and Interactive Employee Training System AIP 65 \$182,770.00  
Nantucket Auto Supply – Contract not to exceed \$34,000.00 to supply parts and supplies to maintain vehicles and equipment  
8/1/16 Email from Diana Nascimento to Rafter Subject Gift Shop Lease  
Commission Letter of Authorization dated August 9, 2016  
FY16 4<sup>th</sup> Quarter Update  
ATCT Construction Change Order log dated 8/2/16  
ATCT Change Order 17  
Nantucket Project Special Events Application  
June 2016 Statistics  
BOS Notice of Taking – Gatto Lot 24 Okorwaw Avenue, dated 7/29/16

### **HANDOUT**

October 17, 2016 Special Town Meeting Timeline

8/9/16 Airport Commission Meeting

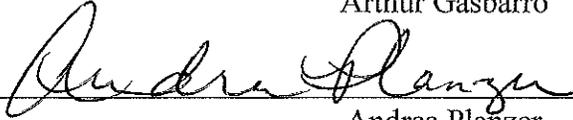
# Warrant 8/17/16

Please Sign and Date

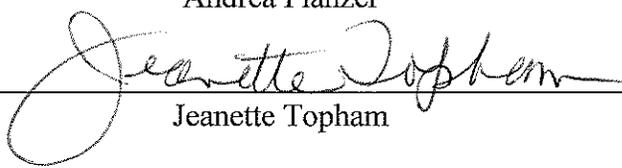
 8/16

Daniel Drake

Arthur Gasbarro

 8/9/16

Andrea Planzer

 8/8/16

Jeanette Topham

Anthony G. Bouscaren

| Batch # | Total         | Date    | Initial  |
|---------|---------------|---------|----------|
| 6748    | \$ 56,793.25  | 7/26/16 | JT DD AP |
| 6800    | \$ 323,041.34 | 7/28/16 | JT DD AP |
| 6816    | \$ 93,543.90  | 8/2/16  | JT DD AP |
| 6822    | \$ 126,719.95 | 8/4/16  | JT DD AP |
|         |               |         |          |
|         |               |         |          |
|         |               |         |          |
|         |               |         |          |

# Warrant 9/7/16

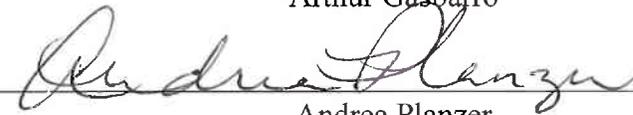
Please Sign and Date

 8/30/16

Daniel Drake

 8/29/16

Arthur Gasbarro

 8/30/16

Andrea Planzer

 8/29/16

Jeanette Topham

Anthony G. Bouscaren

| Batch # | Total         | Date    | Initial  |
|---------|---------------|---------|----------|
| 6860    | \$ 285,880.47 | 8-11-16 | AG RM RP |
| 6892    | \$ 28,225.11  | 8-17-16 | AG RM RP |
| 6895    | \$ 191,301.28 | 8-18-16 | AG RM RP |
| 6921    | \$ 304,913.27 | 8-23-16 | AG RM RP |
| 6924    | \$ 42,611.63  | 8-25-16 | AG RM RP |
|         |               |         |          |
|         |               |         |          |
|         |               |         |          |

**Exhibit 1**  
**Pending Leases/Contracts/Agreements**  
**9/13/16**

| <b>Type</b> | <b>With</b>            | <b>Amount</b> | <b>Other Information</b>                                                                                          | <b>Source of Funding</b> |
|-------------|------------------------|---------------|-------------------------------------------------------------------------------------------------------------------|--------------------------|
| Contract    | Scheidt & Bachmann USA | \$30,000      | Parking System Support/Parts<br>Not to Exceed Amount for Three Years<br>One Year Contract with Two 1-year Options | Operating                |

Pending as of Meeting Posting



AGREEMENT BETWEEN  
THE TOWN OF NANTUCKET, MASSACHUSETTS  
AND  
SCHEIDT AND BACHMANN USA, INC.



THIS AGREEMENT made effective \_\_\_\_\_, 2016, by and between the **TOWN OF NANTUCKET, MASSACHUSETTS**, a municipal corporation, acting by and through its Nantucket Airport Commission, with offices at 14 Airport Road, Nantucket, Massachusetts 02554 (hereinafter called the "AIRPORT"), and **Scheidt and Bachmann USA, Inc.** whose principal office address and state of incorporation are as set forth on Exhibit A (hereinafter called the "CONTRACTOR").

**RECITALS:**

WHEREAS, the AIRPORT desires to retain the CONTRACTOR to provide certain services for the AIRPORT as described, below, and the CONTRACTOR is willing to accept such engagement, all on the terms hereinafter set forth,

NOW, THEREFORE, in consideration of the mutual covenants hereinafter set forth, and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

**ARTICLE 1 - ENGAGEMENT OF THE CONTRACTOR**

- 1.1 The AIRPORT hereby engages the CONTRACTOR, and the CONTRACTOR hereby accepts the engagement, to perform certain services for the AIRPORT, as described in Article 2.
- 1.2 In the performance of any service under this Agreement, the CONTRACTOR acts at all times as an independent contractor. There is no relationship of employment or agency between the AIRPORT, on the one hand, and the CONTRACTOR on the other, and the AIRPORT shall not have or exercise any control or direction over the method by which the CONTRACTOR performs its work or functions aside from such control or directions which are consistent with the independent contractor relationship contemplated in the Agreement.

**ARTICLE 2 - SERVICES OF THE CONTRACTOR**

- 2.1 The CONTRACTOR will perform the services described in the Scope of Services set forth on Exhibit A (the "Work").
- 2.2 The CONTRACTOR shall report, and be responsible, to the AIRPORT and its designee (if any) as set forth on Exhibit A.
- 2.3 There shall be no amendment to the Scope of Services or Work provided for in this Agreement without the written approval of the AIRPORT. The AIRPORT shall be under no obligation to pay for any services performed by the CONTRACTOR which are not explicitly agreed to by the AIRPORT in writing.

- 2.4 The CONTRACTOR represents and warrants to the AIRPORT that the CONTRACTOR (including all of its personnel, whether employees, agents or independent contractors) will be qualified and duly licensed (if necessary) to perform the services required by this Agreement and further agrees to perform services in a professional manner adhering to a reasonable standard of care and in accordance with all applicable local, state or federal ordinances, laws, rules and regulations. The CONTRACTOR will obtain any and all permits, bonds and other items required for the proper and legal performance of the work.
- 2.5 The CONTRACTOR represents and warrants to the AIRPORT that it is not a party to any agreement, contract or understanding which would in any way restrict or prohibit it from undertaking or performing its obligations hereunder in accordance with the terms and conditions of this Agreement.
- 2.6 All written materials and any other documents (whether in the form of "hard" copies, graphics, magnetic media or otherwise) which are produced by the CONTRACTOR pursuant to this Agreement shall be deemed to be "work for hire" and shall be and become the property of the AIRPORT under applicable law or, to the extent that the "work for hire" doctrine does not apply, CONTRACTOR hereby grants to the AIRPORT a perpetual, royalty-free exclusive license in such items. The AIRPORT acknowledges that such materials are being prepared with respect to the specific project contemplated hereby and that any reuse of such materials by the AIRPORT in connection with any other project shall be at the AIRPORT's sole risk unless otherwise agreed to by the CONTRACTOR in writing.

### **ARTICLE 3 - PERIOD OF SERVICES**

- 3.1 Unless otherwise provided on Exhibit A, the term of this Agreement shall commence on the date hereof and continue until the Work is completed to the AIRPORT's reasonable satisfaction.
- 3.2 The CONTRACTOR shall proceed with the Work promptly after receiving authorization to proceed and will diligently and faithfully prosecute the Work to completion in accordance with the provisions hereof. In any event, the Work shall be completed not later than the date set forth on Exhibit A. The CONTRACTOR acknowledges that time is of the essence of this Agreement.
- 3.3 If the CONTRACTOR is delayed in the performance of any of its obligations under this Agreement by the occurrence of an event which may not reasonably be anticipated or avoided or is otherwise beyond its control such as fire or other casualty, abnormal adverse weather conditions, acts of God (collectively, "Unavoidable Events") which materially and adversely affect its ability to perform the Work, then the time for the CONTRACTOR to perform the Work shall be extended for such time as the AIRPORT shall reasonably determine is necessary to permit the CONTRACTOR to perform in light of the effects of the Unavoidable Event.

If an Unavoidable Event occurs which makes the performance of the Agreement impossible without the expenditure of additional AIRPORT funds, the AIRPORT may, at its option, elect to terminate this Agreement upon thirty (30) days written notice.

#### **ARTICLE 4 - PAYMENTS TO THE CONTRACTOR**

- 4.1 The compensation to due to the CONTRACTOR shall be paid in the amounts, and in the manner, set forth on Exhibit B, attached hereto.
- 4.2 The CONTRACTOR will bill the AIRPORT at the completion of the work unless otherwise provided on Exhibit B, with one or more invoices broken down to show the quantity of work performed and the percentage of the entire project completed, categories and amount of reimbursable expenses (if any), and provide such supporting data as may be required by the AIRPORT.
- 4.3 The AIRPORT will pay the CONTRACTOR upon review and approval of such invoices by the AIRPORT or its designee.
- 4.4 This project may be subject to budgetary restrictions which may limit the total amount of funds available for the work. Accordingly, unless otherwise stated on Exhibit B, the AIRPORT will not be obligated to pay any amount in excess of the maximum project amount without the express written approval of the AIRPORT.
- 4.5 The CONTRACTOR and its consultants shall not be compensated for any services involved in preparing changes that are required for additional work that should have been anticipated by the designer in the preparation of the documents, as reasonably determined by the AIRPORT.

#### **ARTICLE 5 - TERMINATION**

- 5.1 This Agreement may be terminated, with cause, by either the AIRPORT or CONTRACTOR, upon written notice given by the non-defaulting party. For the purposes of this provision, "cause" shall include the failure of a party to fulfill its material duties hereunder in a timely and proper manner.
- 5.2 The AIRPORT shall have the right to terminate this Agreement for its convenience upon ten (10) days written notice.
- 5.3 Following termination of this Agreement, the parties shall be relieved of all further obligations hereunder except:
  - (a) the AIRPORT shall remain liable for payments for the services and/or expenses of CONTRACTOR accrued prior to the effective date of the notice of termination in compliance with this Agreement (less all costs reasonably incurred by the AIRPORT as a result of the CONTRACTOR's default, if any), as determined by the AIRPORT but for no other amounts including, without limitation, claims for lost profits on work not performed; and
  - (b) the CONTRACTOR shall remain liable for any damages, expenses or liabilities arising under this Agreement (including its indemnity obligations) with respect to work performed pursuant to the Agreement.

## ARTICLE 6 - INSURANCE AND INDEMNIFICATION

- 6.1 The CONTRACTOR agrees to indemnify and save the Town of Nantucket/Nantucket Memorial Airport harmless from any and all manner of suits, claims, or demands arising out of any errors, omissions or negligence by CONTRACTOR (including all its employees, agents and independent contractors) in performing the Work, or any breach of the terms of this Agreement by such CONTRACTOR and shall reimburse the Town of Nantucket for any and all costs, damages and expenses, including reasonable attorney's fees, which the Town of Nantucket pays or becomes obligated to pay, by reason of such activities, or breach. The provisions of this Section 6.1 shall be in addition to, and shall not be construed as a limitation on, any other legal rights of the Town of Nantucket with respect to the CONTRACTOR, in connection with this Agreement.
- 6.2 Before commencing work, the CONTRACTOR shall obtain and maintain, at its expense and from insurance companies of a Best Rating of A or better which are licensed to do business in the Commonwealth of Massachusetts, insurance as set forth below. If the CONTRACTOR is permitted to sub-contract a material portion of the Work, or is otherwise identifying a third party to perform services for the Town of Nantucket, the CONTRACTOR shall assure that such sub-contractor or other third party also has such insurance.
- (a) Workers' Compensation, covering the obligations of the CONTRACTOR in accordance with applicable Workers' Compensation or Benefits laws.
  - (b) Commercial General Liability Insurance on an occurrence basis with a combined single limit of not less than \$1 million. Coverage is to include premises and operations, coverage for liability of subcontractors. The policy shall contain an endorsement stating that the aggregate limits will apply separately to the work being performed under this Agreement.
  - (c) Automobile Liability Insurance of not less than \$1 million combined single limit covering owned, hired and non-hired vehicle use.
  - (d) Errors and Omissions Insurance of not less than \$2 million per claim.
  - (e) Such additional insurance as may be required to be carried by the CONTRACTOR by law.
  - (f) Such additional insurance as the AIRPORT may reasonably require as set forth on Exhibit A.

CONTRACTOR shall maintain such insurance during the term of Agreement and give the Town of Nantucket twenty (20) days written notice of any change or cancellation of coverage. Each insurer providing policies hereunder shall waive its rights to subrogate claims against the Town of Nantucket. The Town of Nantucket/Nantucket Memorial Airport will be added as an additional named insured with respect to each such policy and such endorsement shall be reflected on a Certificate of Insurance to be delivered to the AIRPORT upon the execution of this Agreement and at such times thereafter as the AIRPORT may reasonably request.

## ARTICLE 7 - GENERAL PROVISIONS

- 7.1 Upon the expiration or the termination of this Agreement for any reason, all data, drawings, specifications, reports, estimates, summaries and other work product which have been accumulated, developed or prepared by the CONTRACTOR (whether completed or in process) shall become the property of the AIRPORT and the CONTRACTOR shall immediately deliver or otherwise make available all such material to the AIRPORT.
- 7.2 Neither party may assign, transfer or otherwise dispose of this Agreement or any of its rights hereunder or otherwise delegate any of its duties hereunder without the prior written consent of the other party, and any such attempted assignment or other disposition without such consent shall be null and void and of no force and effect.
- 7.3 Except as otherwise expressly provided in this Agreement, any decision or action made by the AIRPORT relating to this Agreement, its operation, amendment or termination, shall be made by the Board, Committee or Authority of the AIRPORT specified in the initial paragraph of this Agreement, unless specifically authorized or delegated by a lawful vote of such body.
- 7.4 This Agreement, together with Exhibit A (Contractor, Scope of Work, Term), Exhibit B (Payments) and Exhibit C (Tax Compliance Certificate) and any additional exhibits referred to therein, constitute the entire agreement of AIRPORT and CONTRACTOR with respect to the matters set forth therein and may not be changed, amended, modified or terms waived except by a writing signed by AIRPORT and CONTRACTOR. If there is any conflict between a term set forth in the body of this Agreement and a term set forth on Exhibit A or Exhibit B hereto, the term set forth in the Exhibit shall govern; however, if any term or provision of any document attached hereto or incorporated by reference conflicts with a term of this Agreement (including the Exhibits listed above), the term of the Agreement shall govern. Any notices required or allowed shall be to the person's address above by certified mail, return receipt requested.
- 7.5 This Agreement is governed by the law of The Commonwealth of Massachusetts and shall be construed in accordance therewith. The parties agree that exclusive jurisdiction for any action arising out of or relating to this Agreement shall lie with the state and federal courts having jurisdiction over the county and state in which the AIRPORT is located and the parties hereby irrevocably waive, to the fullest extent permitted by law, any objection which they may now or hereafter have to the venue of any proceeding brought in such location and further irrevocably waive any claims that any such proceeding has been brought in an inconvenient forum.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the day and year first written above.

NANTUCKET MEMORIAL AIRPORT COMMISSION:

\_\_\_\_\_  
Daniel W. Drake, Chairman      Date:

\_\_\_\_\_  
Date:

\_\_\_\_\_  
Date:

CONTRACTOR:

  
Print Name: JOHN MACDONALD

Title: PRESIDENT

FEIN: 75-2605586

Date: 8/25/2016

Approved as to Funds Available:

\_\_\_\_\_  
Brian E. Turbitt, Director of Municipal Finance, or  
Bob Dickinson, Assistant Town Accountant

## CONTRACT EXHIBIT A

### CONTRACTOR, SCOPE OF WORK, TERM

1. **Name of Contractor:** Scheidt and Bachmann USA, Inc
2. **State of Incorporation:** MA
3. **Principal Office Address:** 31 North Ave  
Burlington, MA 01803
4. **Description of Services:**
  - Repair Services for Scheidt and Bachmann (S&B) Parking Revenue Control System on as needed basis.
  - Miscellaneous S&B parts as needed
5. **Person, Department, or Committee, if any, to whom CONTRACTOR reports (§ 2.2):**  
Jamie Sandsbury, Business & Finance Manger or her designee
6. **Term of Agreement (§3.1):** One year contract with two (2) one-year options.
7. **Completion Date (§3.2):** October 1, 2019 (with both one year options)
8. **Additional Insurance Coverage (§6.2(e)):**

## CONTRACT EXHIBIT B

### PAYMENTS

1. Lump Sum Method

a. **Maximum Project Amount:** \$30,000.00

Labor Rates Year One:

Monday – Friday 8:00 a.m. to 5:00 p.m. \$130.00 per hour

Monday – Friday 5:01 p.m. to 7:59 a.m. \$165.00 per hour

Weekends and Holidays \$220.00 per hour

Labor Rates Year Two: TBD a minimum 45 days prior to optional renewal

Labor rates Year Three: TBD a minimum 45 days prior to optional renewal

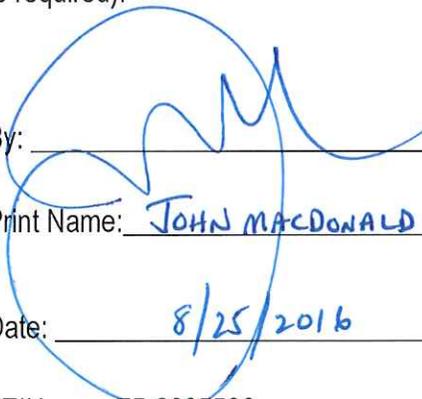
b. **Payment Increments:** Upon submittal and approval by AIRPORT of detailed invoice, certified payroll reports (if applicable) and receipts for reimbursable expenses noted below.

c. **Reimbursable Expenses** (if any): Parking Expenses

EXHIBIT C

TAX COMPLIANCE CERTIFICATION

Pursuant to M.G.L. 62C, Sec.49A, the undersigned certifies under the penalties of perjury that it, to the best knowledge and belief of management, has filed all state tax returns and paid all state taxes required under law (if any, are so required).

By:  \_\_\_\_\_

Print Name: JOHN MACDONALD, President

Date: 8/25/2016 \_\_\_\_\_

FEIN: 75-2605586 \_\_\_\_\_

## SUBLEASE AGREEMENT

Made as of the 13 day of SEPTEMBER, 2016, by and between McGrath Family Trust ("Sublessor") and Allies Air Freight, LLC a MASSACHUSETTS limited liability company ("Sublessee").

## WITNESSETH:

WHEREAS. Sublessor has leased from Nantucket Memorial Airport Commission ("NMAC") (Major Lessor) approximately 22,000 square feet of land and a general hangar located at the Nantucket Memorial Airport as more completely described on Exhibit "A" ("Premises") and made a part hereof under an Indenture of Lease dated April 1, 2000 hereinafter referred to collectively as the ("Major Lease") copies of said Lease Indenture being attached hereto as Exhibit "B" and made a part hereof; and

WHEREAS, Sublessee is desirous of subleasing all of the Premises under the Major Lease on substantially the same terms and conditions as the Major Lease; and

WHEREAS, Sublessor is willing to sublet the Premises on that basis;

WHEREAS, Article VII of the Major Lease requires that NMAC approve any sublease of the demised premises and NMAC is willing to approve a sublease on the terms set forth herein;

NOW THEREFORE for good and valuable consideration the parties agree as follows:

- 1) Sublessor hereby sublets to Sublessee all of the Premises as shown as Exhibit "A" attached hereto consisting of approximately 22,000 square feet of land and a general hangar for a term commencing on [ SEPT. 13, 2016 ] and ending on March 31, 2020. Said hangar is now known and numbered as Hangar 8.
- 2) Sublessee shall pay Sublessor as rent the total rent calculated under Article III and Article IV of the Major Lease including Base Rent, Annual Business Fee, Additional Rent in the form of municipal taxes and additional charges by Sublessor under the Major Lease, and said rent to be payable at such times, in such amounts and subject to such amendments as are set forth in the provisions of the Major Lease.
- 3) With respect to the Premises, and with the addition of the provisions of Paragraph 5 below, and those specific terms hereinafter noted in this Paragraph 3, all terms, covenants, and conditions of the Major Lease are made a part hereof, Sublessor herein being considered as Lessor and Sublessee herein being considered as a lessee, this Sub-Lease shall operate as though it was an assignment pro tanto:
  - a. Sublessee shall not be required to provide any Department of Environmental 21E study or assessment, but will fully reimburse Sublessor for any and all cost or expense incurred to procure same.
  - b. Sublessee shall not be required to put up a bond to cover the removal and/or cleanup of the Premises at the Lessee's departure from the Premises, but will fully reimburse

Sublessor for any and all cost or expense incurred to produce same.

4) Sublessee hereby accepts the Premises as is and in their present condition.

5) Notwithstanding the foregoing, it is agreed that the Premises shall be used by Sublessee solely as an airfreight delivery and distribution business, including activities necessary and incidental thereto, but for no other purposes without written approval of the NMAC.

Sublessee further acknowledges and agrees in fulfillment of its obligations under the Major Lease to accept, handle, store, move, and process air freight through the facility and on the airfield for other air carriers on a commercially reasonable basis and for commercially reasonable compensation.

Sublessee agrees to up-date NMAC with its schedule of commercial handling rates.

6) Sublessee further acknowledges and agrees that, in fulfillment of its obligations under the Major Lease under Article VIII (5), that Sublessee will provide NMAC, through its Manager, with its current schedule of commercial handling rates for units and services. Said schedule shall not restrict Sublessee's right therein to offer reasonable and nondiscriminatory discounts, rebates, or other price reductions. NMAC shall have the option and standing to enforce such terms against Sublessee.

7) Major Lessor has agreed to provide certain services and to perform other obligations under the Major Lease. Upon reasonable notice from the Sublessee of the failure of Major Lessor to perform any such obligation or to provide any such service, Sublessor will promptly and

diligently undertake to enforce its rights under the Major Lease provided however, the method and manner of seeking enforcement thereof shall solely be within the judgment, discretion, and determination of Sublessor.

Notwithstanding anything herein to the contrary, Sublessor shall not be liable to Sublessee for money damages on account of the failure of Major Lessor to perform such obligations or provide any such service, nor shall any such failure constitute a constructive eviction of Sublessee.

8) Sublessee shall not do or permit anything to be done which would cause the Major Lease to be terminated by Major Lessor or forfeited.

Sublessee hereby indemnifies and holds Sublessor harmless from and against all direct damages of any kind which Sublessor may suffer by reason of any breach or default hereunder by Sublessee, including termination or forfeiture of the Major Lease, and from and against all other liabilities, claims, and damages arising during the term of the Sublease or out of or in connection with the use and occupancy of the Subleased Premises by Sublessee, except to the extent Sublessor is indemnified by its insurance carriers or by Major Lessor for such liabilities, claims or damages.

9) Sublessee shall not sublet the Subleased Premises, in whole or in part, nor assign the Sublease nor permit any interest of Sublessee in the Sublease to become vested in any third party, without the prior written consent of Sublessor and Major Lessor in each instance.

10) Notwithstanding the characterization of this agreement as a sublease, each of the Sublessor

and Sublessee will be fully liable for payment and performance of each of the terms and conditions of the Major Lease and this Agreement and Sublessor and Sublessee further acknowledge and agree that NMAC shall have the right to enforce such terms against either or both of the Sublessor and Sublessee, including by termination of the Major Lease and eviction of the occupant, as NMAC may determine, in its unfettered discretion.

- 11) All prior undertakings and agreements between the parties are merged within this Sublease which alone, fully and completely sets forth the understandings of the parties with respect to the Subleased Premises, and this Sublease may not be changed or terminated orally or in any manner other than by written agreements signed by the parties.
- 12) Any notice or demand from Sublessor to Sublessee or from Sublessee to Sublessor shall be deemed duly served if mailed by certified mail addressed to:

Sublessor:  
McGrath Family Trust  
P.O. Box 2639  
Nantucket, MA 02584  
Attn: William F. McGrath, Jr., Trustee

Sublessee:  
Allies Air Freight, LLC  
57 Meadow View Dr.  
Nantucket, MA 02554  
Attn.: Eric Goddard, Manager

Or such place as Sublessor may designate in writing

in the future, and the customary certified mail receipt shall be conclusive evidence of such service.

WITNESS the execution in duplicated under seal the day and year first above written.

Sublessor:

MCGRATH FAMILY TRUST



---

By: William F. McGrath, Jr.  
Its: Trustee

Sublessee:

ALLIES AIR FREIGHT, LLC

---

By: Eric Goddard  
Its: Manager

Foregoing Sublease consented to:

NANTUCKET MEMORIAL AIRPORT COMMISSION

---

By:  
Its:

---

By:  
Its:

---

By:  
Its:

Town of Nantucket  
**NANTUCKET MEMORIAL AIRPORT**  
14 Airport Road  
Nantucket Island, Massachusetts 02554

Thomas M. Rafter, Airport Manager  
Phone: (508) 325-5300  
Fax: (508) 325-5306



*Commissioners*  
Daniel W. Drake, Chairman  
Arthur D. Gasbarro, Vice Chair  
Anthony G. Bouscaren  
Andrea N. Planzer  
Jeanette D. Topham

September 7, 2016

Honorable Senator Elizabeth Warren  
317 Hart Senate Office Building  
Washington, DC 20510

Honorable Senator Edward J. Markey  
255 Dirksen Senate Office Building  
Washington, DC 20510

Dear Senator Warren and Senator Markey,

My name is Tom Rafter, and I am the Airport Manager at the Nantucket Memorial Airport. As you may be aware, Island Airlines went out of business in December of 2015, significantly reducing flight options between Nantucket and Hyannis. Island Airlines was the primary provider of service to the mainland providing passenger and freight flights that were vital to our island residents, visitors and contractors. The loss of this service has had a negative impact on the island economy as well.

Given the importance of this critical service, the airport has been working closely with two firms that have been attempting to obtain the appropriate airline certificate(s) required for this route. Over the past several months, on various occasions both companies (Island Shuttle and Rectrix) have indicated potential start dates for their operation, believing that they were close to obtaining the requisite approvals. Enclosed is a recent article from the Cape Cod Times about Rectrix Aviation. Unfortunately, neither company was able to provide flights this past summer.

I am not aware of any method, site or notification process where I can readily access information regarding the status of an applicant for an airline operating certificate during the approval process.

Therefore, I would like to formally request your assistance in obtaining a status report from the FAA on the progress of these operators in procuring the required approvals, and if available an estimated schedule of when the airport can expect to have this service reinstated and available to our passengers. Ideally, a process would be established that would inform the parties involved in this type of approval.

I have made this same request to the FAA Airports Division as well, who has forwarded it to the Flight Standards Division, but I have not yet received a status report.

Thank you in advance for any assistance you can provide to improve our awareness of this hopefully, pending vital service.

Sincerely,

Thomas Rafter, A.A.E.  
Airport Manager

Cc. D. Drake, Chairman, Airport Commission



produce results. Many felt frustrated and felt as if they were complaining to no avail. All feel we have learned a lot this summer. NAC hopes to keep the lines of communication going with the Commission.

Manager Jaeger pointed out the noise complaints are being answered as fast as possible. Jack Wheeler has other duties, in addition to the noise abatement, that consume a large amount of his time. Commissioner Murphy stated he might need help. Commissioner Vaughan stated the Commission is doing everything it can with the noise routes, information to pilots about this endeavor and responses by Jack Wheeler to the complaints. Commissioner Peterson stated pilots can be in compliance with noise routes and still receive complaints. Christine Silverstein pointed out the system is an education tool for the citizenry.

**Review Report on Lengthening R/W 15/33 and adding an ILS** - Manager Jaeger asked for a report from the Airport's engineers on this project. Basically the report stated it is very difficult physically and environmentally to lengthen this runway and add an ILS for it to become a primary runway for over water traffic. If an ILS were added there would be difficulties with the approach slope. The recommendation is to continue with the 500 foot extension to 15/33 and to add the ILS for R/W 6. Chairman Vaughan asked that the subcommittee meet on this item and that copies of the report be sent to the Commissioners.

**Bunker Aviation Area/review Demand for Hangar Space** - Assistant Manager Jo-ann Norris reported the current list has 39 people, of this amount, five want to construct general hangars. Chairman Vaughan asked that a copy of this list be sent to the Commissioners.

After discussion, it was **M/S/P** to grant approval for the Chairman to execute the TSA lease. Commissioner Murphy asked Manager Jaeger to obtain a copy of the report on Nantucket's commercial rental property from Frenchie Douchette. This building houses TSA and is the Airport's security operational point for pilots, aircraft owners, and GA passengers. TSA pays for their portion of the building monthly. TSA leases 720 sf. @ \$73 per sf. for annual rate of \$52,560.

**Harbor Fuel Request for Lease Term Amendment** - Manager Jaeger explained Harbor Fuel was unable to place all the buildings they anticipated on the increased lease area. They are now asking for an relief from the original lease price per sq. ft. It was **M/S/P** to adopt by the subcommittee's recommendation not to amend the lease.

**Reassignment of Thrifty Rent-a-Car Lease** - Manager Jaeger reported a request has been received from this agency to reinstate their lease for assignment to someone else. This company did not return this year and did not pay their rent. The subcommittee met and came up with a proposal for this reinstatement. The proposal was for the company to pay approximately \$30,000 (back counter and parking rent and a percentage of commission from rentals). The RFP for all rental car agencies will be issued in October for a 3-year period to begin in the spring. After lengthy discussion, the Commission **M/S/P** to adopt the recommendation of the subcommittee to reinstate this lease, if brought current.

**Vote to declare entire Delta Parcel Surplus for Nonaviation Use** - Manager Jaeger stated this came about as a recommendation from the FAA. The Airport can at any time request a change in this. After discussion, it was unanimously **M/S/P** to declare the entire Delta Parcel surplus for non-aviation use.

**Status of Thompson property and future of house** - After lengthy discussion, it was unanimously **M/S/P** to keep and rehab the current house and to build another dwelling for the future Airport Manager.

**Hutch's Lease Terms** -dispute on sale of water - After lengthy discussion, review of the definition of water, and review of the terms of the lease for Hutch's, the Commission **M/S/P** (3 in favor 1 against) that Windmill Gifts should stop selling water. It was the intent of the lease language for Hutch's to have the exclusive right to sell beverages (including water) and food in the terminal.

**Vote approval for Bike Path/Gateway Entrance Improvements Design Contract** - This is the design for the landscape for the lots on the corner of Old South Road and Macy Lane and the bike path from Old South Road to the Airport. The RFPs for this design were jointly evaluated by Airport and Planning Board staffs. After discussion it was **M/S/P** to authorize the Chairman and/or Vice Chairman to execute the documents necessary for this work. Commissioner Peterson pointed out this is being done with Airport funds and is a significant savings to the Town as well as the funding of the NRTA service to the Airport.

**From:** [Tom Rafter](#)  
**To:** [Janine Torres](#)  
**Subject:** FW: Registered Land  
**Date:** Friday, September 09, 2016 7:50:08 AM

---

**From:** Kevin D. Batt [mailto:kbatt@AndersonKreiger.com]  
**Sent:** Wednesday, September 07, 2016 5:26 PM  
**To:** Tom Rafter <trafter@nantucketairport.com>  
**Cc:** David S. Mackey <dmackey@AndersonKreiger.com>  
**Subject:** Registered Land

Tom,

Per your request as to whether it would be advisable to petition the Land Court to withdraw the Nobadeer Road land ("property") from registration, I conferred with my real estate colleagues who regularly deal with land registration issues. We concur with Vicki Marsh of K&P and the Town Planner that withdrawing the property from registration and the jurisdiction of the Land Court is advisable as a preliminary step to dividing and then transferring some of the property for affordable housing development purposes.

The benefit of registration primarily is the assurance of good title, a benefit of more use to private owners than public owners, who can use eminent domain powers to perfect title if there is any doubt. The disadvantage of land registration is reduced efficiencies in transactions. For example, division of the property by ANR or subdivision processes requires pre-approval of plans by the Land Court. Review by the Land Court of filings, such as notice of long-term leases and affordable housing restrictions, is more rigorous than the Registry of Deeds, with greater possibility of rejection or delay. For these reasons, we recommend that the Commission authorize K&P to begin the process of withdrawing the property from registration. My colleagues' experience is that the Land Court moves relatively expeditiously to grant petitions to de-register municipal property.

If you or the Commission have any additional questions, please feel free to contact me.

-----  
Kevin D. Batt  
ANDERSON & KREIGER LLP  
One Canal Park, Suite 200  
Cambridge MA 02141  
t: 617-621-6514  
f: 617-621-6614



Please consider the environment before printing this e-mail.

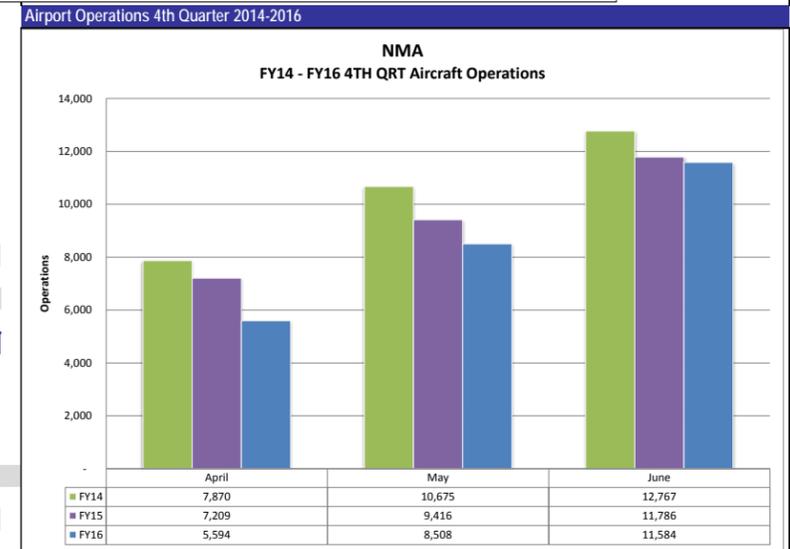
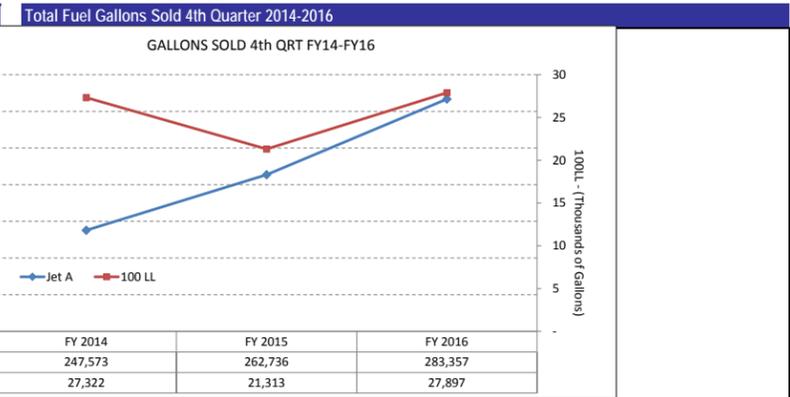
This electronic message contains information from the law firm of Anderson & Kreiger LLP that may be privileged. If you are not the intended recipient, note that any disclosure, copy, distribution or use of the contents of this message is prohibited and this message should be deleted.



# FY2016 Airport Enterprise Update

Operating Revenue and Expenditures As of June 30, 2016

| REVENUE                                                                             | FY2016                |                         | FY2016                  |                            | FY2015                |                       | STATISTICS   |              |
|-------------------------------------------------------------------------------------|-----------------------|-------------------------|-------------------------|----------------------------|-----------------------|-----------------------|--------------|--------------|
|                                                                                     | Budget w/Carryforward | Actual (As of 06/30/16) | Actual (As of 06/30/16) | LY Actual (As of 06/30/15) | \$ Variance to budget | \$ Variance to LY     | % to Budget  | % to Budget  |
| Fixed Base Operations (FBO)                                                         | \$ 2,181,000          | \$ 2,829,270            | \$ 2,829,270            | \$ 2,357,932               | \$ 648,270            | \$ 471,338            | 130%         | 130%         |
| Revolver: Fuel Sales                                                                | \$ 5,300,000          | \$ 5,300,000            | \$ 5,300,000            | \$ 5,382,650               | \$ -                  | \$ (82,650)           | 100%         | 100%         |
| Jet Fuel Sales in Excess of Revolving Fund                                          | \$ 2,000,000          | \$ 1,113,093            | \$ 1,113,093            | \$ 1,971,243               | \$ (868,907)          | \$ (858,150)          | 56%          | 56%          |
| Fuel Sales Gas and Diesel                                                           | \$ -                  | \$ 80                   | \$ 80                   | \$ 3,101                   | \$ 80                 | \$ (3,021)            | 100%         | 100%         |
| Passenger Facility Charge                                                           | \$ 647,323            | \$ 566,828              | \$ 566,828              | \$ 445,036                 | \$ (80,495)           | \$ 121,793            | 100%         | 100%         |
| Rental Income                                                                       | \$ 1,261,300          | \$ 1,425,300            | \$ 1,425,300            | \$ 1,527,743               | \$ 164,000            | \$ (102,443)          | 113%         | 113%         |
| Fee Income                                                                          | \$ 1,160,050          | \$ 1,127,556            | \$ 1,127,556            | \$ 1,197,964               | \$ (32,494)           | \$ (70,408)           | 97%          | 97%          |
| Vehicle Income                                                                      | \$ 367,650            | \$ 320,980              | \$ 320,980              | \$ 348,673                 | \$ (46,670)           | \$ (27,693)           | 87%          | 87%          |
| Interest on Investments                                                             | \$ 22,780             | \$ 41,091               | \$ 41,091               | \$ 22,909                  | \$ 18,311             | \$ 18,182             | 180%         | 180%         |
| Other Income                                                                        | \$ 229,800            | \$ 330,397              | \$ 330,397              | \$ 244,652                 | \$ 100,597            | \$ 85,744             | 144%         | 144%         |
| <b>Total Revenue*</b>                                                               | <b>\$ 13,169,903</b>  | <b>\$ 13,054,594</b>    | <b>\$ 13,054,594</b>    | <b>\$ 13,501,902</b>       | <b>\$ (115,309)</b>   | <b>\$ (447,308)</b>   | <b>99%</b>   | <b>99%</b>   |
| OPERATING EXPENDITURES WITHOUT DEBT                                                 |                       |                         |                         |                            |                       |                       |              |              |
|                                                                                     | Budget w/Carryforward | Actual (As of 06/30/16) | Actual (As of 06/30/16) | LY Actual (As of 06/30/15) | \$ Variance to Budget | \$ Variance to LY     | % to Budget  | % to Budget  |
| Payroll - Salary                                                                    | \$ 3,090,150          | \$ 3,038,229            | \$ 3,038,229            | \$ 3,069,266               | \$ (51,921)           | \$ (31,037)           | 98%          | 98%          |
| Medicare P/R Tax Expense                                                            | \$ 44,300             | \$ 44,054               | \$ 44,054               | \$ 44,439                  | \$ (246)              | \$ (384)              | 99%          | 99%          |
| Medical Insurance                                                                   | \$ 647,248            | \$ 678,045              | \$ 678,045              | \$ 597,610                 | \$ 30,797             | \$ 80,435             | 105%         | 105%         |
| Barnstable County Retirement                                                        | \$ 543,185            | \$ 543,178              | \$ 543,178              | \$ 477,801                 | \$ (7)                | \$ 65,377             | 100%         | 100%         |
| Fixed Based Operatoin                                                               | \$ 705,000            | \$ 671,917              | \$ 671,917              | \$ 717,835                 | \$ (33,083)           | \$ (45,918)           | 95%          | 95%          |
| Revolver: Cost of Fuel                                                              | \$ 5,300,000          | \$ 3,578,424            | \$ 3,578,424            | \$ 4,724,689               | \$ (1,721,576)        | \$ (1,146,265)        | 68%          | -24%         |
| Jet Fuel Expense in Excess of Revolving Fund                                        | \$ -                  | \$ -                    | \$ -                    | \$ -                       | \$ -                  | \$ -                  | 0%           | 0%           |
| Operations                                                                          | \$ 78,000             | \$ 82,347               | \$ 82,347               | \$ 77,823                  | \$ 4,347              | \$ 4,524              | 106%         | 106%         |
| Service & Maintenance                                                               | \$ 671,935            | \$ 542,219              | \$ 542,219              | \$ 608,074                 | \$ (129,715)          | \$ (65,855)           | 81%          | -11%         |
| Administration                                                                      | \$ 1,156,045          | \$ 1,075,287            | \$ 1,075,287            | \$ 1,105,968               | \$ (80,758)           | \$ (30,681)           | 93%          | -3%          |
| General Insurance                                                                   | \$ 225,900            | \$ 194,135              | \$ 194,135              | \$ 157,533                 | \$ (31,766)           | \$ 36,601             | 86%          | 23%          |
| Indirect Costs                                                                      | \$ 245,719            | \$ 245,719              | \$ 245,719              | \$ 231,000                 | \$ -                  | \$ 14,719             | 100%         | 0%           |
| Settlements                                                                         | \$ -                  | \$ -                    | \$ -                    | \$ -                       | \$ -                  | \$ -                  | 0%           | 0%           |
| Repayment to the Town                                                               | \$ 135,000            | \$ 108,538              | \$ 108,538              | \$ -                       | \$ (26,462)           | \$ 108,538            | 0%           | 0%           |
| <b>Total Expenditures excluding debt</b>                                            | <b>\$ 12,842,481</b>  | <b>\$ 10,802,093</b>    | <b>\$ 10,802,093</b>    | <b>\$ 11,812,038</b>       | <b>\$ (2,040,388)</b> | <b>\$ (1,009,946)</b> | <b>84%</b>   | <b>-9%</b>   |
| <b>Surplus (Deficit) of revenue over expenditures excluding debt</b>                | <b>\$ 327,422</b>     | <b>\$ 2,252,501</b>     | <b>\$ 2,252,501</b>     | <b>\$ 1,689,864</b>        | <b>\$ 1,925,080</b>   | <b>\$ 562,638</b>     | <b>688%</b>  | <b>33%</b>   |
| DEBT SERVICE                                                                        |                       |                         |                         |                            |                       |                       |              |              |
|                                                                                     | Budget w/Carryforward | Actual (As of 06/30/16) | Actual (As of 06/30/16) | LY Actual (As of 06/30/15) | \$ Variance to Budget | \$ Variance to LY     | % to Budget  | % to LY      |
| Principal                                                                           | \$ 820,000            | \$ 820,000              | \$ 820,000              | \$ 834,000                 | \$ -                  | \$ (14,000)           | 100%         | -2%          |
| Interest                                                                            | \$ 401,244            | \$ 406,899              | \$ 406,899              | \$ 420,569                 | \$ 5,655              | \$ (13,670)           | 101%         | -3%          |
| Issuance Costs                                                                      | \$ -                  | \$ -                    | \$ -                    | \$ -                       | \$ -                  | \$ -                  | 0%           | 0%           |
| BAN Costs, Principal, Interest                                                      | \$ -                  | \$ -                    | \$ -                    | \$ 9,982                   | \$ -                  | \$ (9,982)            | 0%           | 0%           |
| Other                                                                               | \$ -                  | \$ -                    | \$ -                    | \$ -                       | \$ -                  | \$ -                  | 0%           | 0%           |
| <b>Total Debt Service</b>                                                           | <b>\$ 1,221,244</b>   | <b>\$ 1,226,899</b>     | <b>\$ 1,226,899</b>     | <b>\$ 1,264,551</b>        | <b>\$ 5,655</b>       | <b>\$ (37,652)</b>    | <b>100%</b>  | <b>-3%</b>   |
| <b>Total - Surplus (Deficit) of revenue over all operating expenditures*</b>        | <b>\$ (893,822)</b>   | <b>\$ 1,025,603</b>     | <b>\$ 1,025,603</b>     | <b>\$ 425,313</b>          | <b>\$ 1,919,425</b>   | <b>\$ 600,290</b>     | <b>-115%</b> | <b>141%</b>  |
| OTHER FINANCING SOURCES                                                             |                       |                         |                         |                            |                       |                       |              |              |
|                                                                                     | Budget w/Carryforward | Actual (As of 06/30/16) | Actual (As of 06/30/16) | LY Actual (As of 06/30/15) | \$ Variance to Budget | \$ Variance to LY     | % to Budget  | % to LY      |
| General Fund Subsidy                                                                | \$ -                  | \$ -                    | \$ -                    | \$ -                       | \$ -                  | \$ -                  | 0%           | 0%           |
| FinCom Transfer                                                                     | \$ 60,000             | \$ 60,000               | \$ 60,000               | \$ -                       | \$ -                  | \$ -                  | 0%           | 0%           |
| Transfer from Special Revenue Funds                                                 | \$ -                  | \$ 1,041,151            | \$ 1,041,151            | \$ -                       | \$ (1,041,151)        | \$ 1,041,151          | 0%           | 0%           |
| Transfer from Insurance Proceeds                                                    | \$ -                  | \$ -                    | \$ -                    | \$ -                       | \$ -                  | \$ -                  | 0%           | 0%           |
| 2015 Encumbrance Carryforward                                                       | \$ 4,979              | \$ -                    | \$ -                    | \$ -                       | \$ 4,979              | \$ -                  | 0%           | 0%           |
| Fuel Revolver Fund Balance Unavailable for Retained Earnings Calculation            | \$ -                  | \$ (1,721,576)          | \$ (1,721,576)          | \$ (657,961)               | \$ 1,721,576          | \$ (1,063,615)        | -100%        | 162%         |
| Voted Use of Certified Retained Earnings                                            | \$ 828,843            | \$ 828,843              | \$ 828,843              | \$ -                       | \$ -                  | \$ 828,843            | 100%         | 0%           |
| <b>Total Other Financing Source</b>                                                 | <b>\$ 893,822</b>     | <b>\$ 208,418</b>       | <b>\$ 208,418</b>       | <b>\$ (657,961)</b>        | <b>\$ 685,405</b>     | <b>\$ 806,379</b>     | <b>23%</b>   | <b>-132%</b> |
| <b>Surplus (Deficit) of revenue plus other financing sources over expenditures*</b> | <b>\$ -</b>           | <b>\$ 1,234,020</b>     | <b>\$ 1,234,020</b>     | <b>\$ (232,649)</b>        | <b>\$ 2,604,829</b>   | <b>\$ 1,406,669</b>   | <b>100%</b>  | <b>-630%</b> |



Financial Highlights As of June 30, 2016

| Aviation Fuel Revolving Fund 2015-2016 Comparison     |                     |                     |
|-------------------------------------------------------|---------------------|---------------------|
|                                                       | FYTD 06/30/16       | FYTD 06/30/15       |
| Fuel Sales                                            | \$ 6,413,093        | \$ 7,353,893        |
| Fuel Purchases                                        | \$ 3,578,424        | \$ 4,724,689        |
| <b>Gross Profit YTD</b>                               | <b>\$ 2,834,669</b> | <b>\$ 2,629,204</b> |
| Purchase Cap                                          | \$ 5,300,000        | \$ 5,382,650        |
| Less: Purchases                                       | \$ 3,578,424        | \$ 4,724,689        |
| Unallocable Portion of Gross Profit                   | \$ 1,721,576        | \$ 657,961          |
| <b>Gross Profit YTD allocable to operating budget</b> | <b>\$ 1,113,093</b> | <b>\$ 1,971,243</b> |

| BENCHMARKS                                                                 |              |      |      |
|----------------------------------------------------------------------------|--------------|------|------|
| % of Debt to Operating Expense Policy                                      | 12%          | 12%  | 12%  |
| % of Actual Debt to Operating Expense                                      | 9%           | 9%   | 9%   |
| Certified Retained Earnings                                                | \$ 2,209,922 | \$ - | \$ - |
| % of Certified Retained Earnings Used for Operations                       | 38%          | \$ - | \$ - |
| % of Certified Retained Earnings Used for One Time or Capital Expenditures | \$ -         | \$ - | \$ - |

\*Note: Governments operate on a budgetary basis; therefore revenue earned in excess of the certified budget is not available to offset expenditures in the current fiscal year. Excess revenue and expenditure turnbacks must go through the State of Massachusetts retained earnings certification process before they can be appropriated at a subsequent annual and/or special town meeting. Once certified, retained earnings can only be appropriated at an annual and/or special town meeting.

## ATCT MODERNIZATION CONSTRUCTION CHANGE ORDERS

Per Policy Adopted 01/12/16

|                                           |                                                          |                                               |
|-------------------------------------------|----------------------------------------------------------|-----------------------------------------------|
|                                           | <b>Change Orders Approved by Manager &amp; Ratified</b>  | <b>Pending Change Orders &gt; \$10K</b>       |
| <b>Maron Construction Contract</b>        | CO 2                                                     | PCO 13 Revised -2K                            |
| \$ 2,323,000.00                           | 12/17/2015 \$ 1,555.00                                   | 40,610.00 Approved 4/19/16                    |
| Previously Approved Change Orders         | CO 3                                                     | PCO 14 Revised -\$100                         |
| \$ 82,255.00                              | 12/17/2015 \$ 6,794.00                                   | 23,179.00 Approved 4/19/16                    |
| Total Net Change Orders to Ratify         | CO 4                                                     |                                               |
| \$ 1,964.00                               | 1/4/2016 \$ (254.00)                                     |                                               |
|                                           | CO 5                                                     |                                               |
|                                           | 2/1/2016 \$ 1,338.00                                     |                                               |
| <b>New Contract Total</b>                 | CO 6                                                     |                                               |
| \$ 2,407,219.00                           | 2/1/2016 \$ (1,014.00)                                   |                                               |
|                                           | CO 7                                                     |                                               |
|                                           | 2/1/2016 \$ 2,908.00                                     |                                               |
| <b>Total new CO &gt; \$10K to Approve</b> | CO 9                                                     |                                               |
| <b>\$0.00</b>                             | 2/3/2016 \$ 4,256.00                                     |                                               |
| Unresolved CCD Issues                     | CO 10                                                    |                                               |
| 15,869.00                                 | 2/18/2016 \$ (1,071.00)                                  |                                               |
| <b>Pending New Contract Total</b>         | CO 12                                                    |                                               |
| <b>\$ 2,423,088.00</b>                    | 3/9/2016 1,113.00                                        |                                               |
|                                           | CO 15                                                    |                                               |
|                                           | \$ 770.00                                                |                                               |
|                                           | CO 16                                                    |                                               |
|                                           | \$2,071.00                                               |                                               |
|                                           | Previously Approved/Ratified                             |                                               |
|                                           | \$ 18,466.00                                             |                                               |
| 0                                         | <b>New Change Orders since 7/12/16</b>                   |                                               |
|                                           | CO 17                                                    |                                               |
|                                           | 7/15/2016 1,964.00                                       |                                               |
|                                           | <b>Total new Change Orders to Ratify \$ 1,964.00</b>     | <b>Total Approved &gt; \$10K \$ 63,789.00</b> |
|                                           | <b>Total Approved &amp; Pending &lt; \$10K 20,430.00</b> | <b>Total Pending &gt; \$10K \$0.00</b>        |



1100 N. Glebe Road, Suite 500,  
Arlington, VA 22201  
Tel. 571-218-1000  
Fax 571-218-1304

## Construction Change Directive

PROJECT: Nantucket Airport Air Traffic  
Control Tower Modernization

CHANGE ORDER NUMBER: 17  
*(reference Maron's PCO#17)*

DATE: 7/15/16

PROJECT NUMBER:FCYC0301

OWNER

ARCHITECT:

CONTRACTOR:

FIELD:

OTHER

TO CONTRACTOR:  
Maron Construction  
180 Buttonhole Drive  
PROVIDENCE, RI 02909

CONTRACT DATE:7/14/15

CONTRACT FOR: ACK-ATCT Modernization

You are hereby directed to make the following changes to the contract:  
*(Include, where applicable, any undisputed amount attributable to previously executed Construction Change Directives).*

After testing and balancing report, it was discovered that air supply into cab is greater than expected and require switching out sheave at Air Handling Unit #1. The cost is for parts and labor to balance the system.

Proposed Adjustments:

1. The proposed basis of adjustment to the Contract Sum:

- Lump Sum :
- Unit Price of :
- Credit of:
- As follows: \$1,964.00**

2. The Contract Time is proposed to remain unchanged. The proposed adjustment, if any: \_\_\_\_\_

*(Note: This Change Order does not include changes in the Contract Sum, Contract Time, or Guaranteed Maximum Price which have been authorized by Construction Change Directive until the cost and time have been agreed upon by both the Owner and the Contractor, in which case a Change Order is executed to supersede the Construction Change Directive.)*

**NOT VALID UNTIL SIGNED BY THE ARCHITECT, CONTRACTOR, OWNER**

|                                                                   |                                                         |                                                               |
|-------------------------------------------------------------------|---------------------------------------------------------|---------------------------------------------------------------|
| ARCHITECT (Firm name)<br>JACOBS                                   | CONTRACTOR (Firm name)<br>Maron Construction Inc.       | OWNER (Firm name)<br>Nantucket Memorial Airport               |
| ADDRESS:<br>1100 N. Glebe Road, Suite 500,<br>Arlington, VA 22201 | ADDRESS<br>180 Buttonhole Drive<br>PROVIDENCE, RI 02909 | ADDRESS<br>14 Airport Road<br>Nantucket, MA 02554             |
| BY (Signature)                                                    | BY (Signature)                                          | BY (Signature)                                                |
| <i>David Choi</i>                                                 | <i>See attached</i>                                     | <i>Thomas Rafter</i>                                          |
| (Typed name)<br>David Choi                                        | (Typed name)                                            | (Typed name)<br>Tom Rafter                                    |
| DATE 7/15/16                                                      | DATE                                                    | DATE 7/21/16<br><i>Approved as to Funds Available 7/21/16</i> |

Town of Nantucket Finance



1100 N. Glebe Road, Suite 500,  
Arlington, VA 22201  
Tel. 571-218-1000  
Fax 571-218-1304

## Construction Change Directive

PROJECT: Nantucket Airport Air Traffic  
Control Tower Modernization

CHANGE ORDER NUMBER: 17  
(reference Maron's PCO#17)

DATE: 7/15/16

PROJECT NUMBER:FCYC0301

OWNER

ARCHITECT:

CONTRACTOR:

FIELD:

OTHER

TO CONTRACTOR:  
Maron Construction  
180 Buttonhole Drive  
PROVIDENCE, RI 02909

CONTRACT DATE:7/14/15

CONTRACT FOR: ACK-ATCT Modernization

You are hereby directed to make the following changes to the contract:  
(Include, where applicable, any undisputed amount attributable to previously executed Construction Change Directives).

After testing and balancing report, it was discovered that air supply into cab is greater than expected and require switching out sheave at Air Handling Unit #1. The cost is for parts and labor to balance the system.

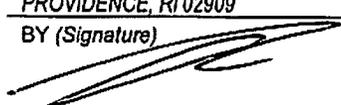
Proposed Adjustments:

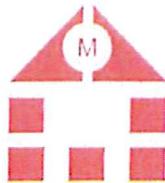
- The proposed basis of adjustment to the Contract Sum:
  - Lump Sum :
  - Unit Price of :
  - Credit of:
  - As follows: \$1,964.00

- The Contract Time is proposed to remain unchanged. The proposed adjustment, if any: \_\_\_\_\_

(Note: This Change Order does not include changes in the Contract Sum, Contract Time, or Guaranteed Maximum Price which have been authorized by Construction Change Directive until the cost and time have been agreed upon by both the Owner and the Contractor, in which case a Change Order is executed to supersede the Construction Change Directive.)

**NOT VALID UNTIL SIGNED BY THE ARCHITECT, CONTRACTOR, OWNER**

|                                                                   |                                                                                                       |                                                   |
|-------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|---------------------------------------------------|
| ARCHITECT (Firm name)<br>JACOBS                                   | CONTRACTOR (Firm name)<br>Maron Construction Inc.                                                     | OWNER (Firm name)<br>Nantucket Memorial Airport   |
| ADDRESS:<br>1100 N. Glebe Road, Suite 500,<br>Arlington, VA 22201 | ADDRESS<br>180 Buttonhole Drive<br>PROVIDENCE, RI 02909                                               | ADDRESS<br>14 Airport Road<br>Nantucket, MA 02554 |
| BY (Signature)<br><br><i>David Choi</i>                           | BY (Signature)<br> | BY (Signature)                                    |
| (Typed name)<br>David Choi                                        | (Typed name)<br><i>Thomas Maron</i>                                                                   | (Typed name)                                      |
| DATE 7/15/16                                                      | DATE<br><i>9/15/16</i>                                                                                | DATE                                              |



# MARON CONSTRUCTION CO., INC.

180 BUTTONHOLE DRIVE, PROVIDENCE, RHODE ISLAND 02909  
PO Box 6726, PROVIDENCE, RHODE ISLAND 02940  
401.272.4930 - (FAX) 401.751.7192  
WWW.MARONCONSTRUCTION.COM

July 15, 2016

Nantucket Memorial Airport  
14 Airport Road  
Nantucket, MA 02554  
Attn: Thomas Rafter/Janine Torres

**Re: Nantucket Airport- ATC Tower Modernization  
Contract ACK-ATCT2015  
Nantucket, MA**

**PCO 0017**

Greetings:

The following cost is provided for the added work associated with the sheave change.  
Therefore:

|                |                |
|----------------|----------------|
| DDS Industries | \$1,768.00     |
| GC OH & profit | \$177.00       |
| Bond           | <u>\$19.00</u> |
| Total add      | \$1,964.00     |

Please note NO site superintendent will be provided from this firm. If it is required, it will be added cost.

Very truly yours,

  
Thomas Maron

Cc: David Coppola, Jacobs





## **D.D.S. Industries, Inc.**

Dwight D. Silvia HVAC/Sheet Metal/Piping/Plumbing Contractors  
P.O. Box 494  
Somerset, MA 02726

Telephone 508-678-3698  
Fax 508-677-3977

*July 5, 2016*

*Maron Construction  
100 Buttonhole Drive  
Providence, RI 02909*

### **HVAC C.O. PROPOSAL**

*Attn: Tom Maron*

*RE: Nantucket Air Traffic Control Tower – AHU-1 Sheave Change*

*Our quote covers the following equipment, materials and labor:  
Provide a sheave change and rebalancing of AHU-1.*

|                              |                   |
|------------------------------|-------------------|
| <i>Testing and Balancing</i> | <i>1500.00</i>    |
| <i>Subtotal #1</i>           | <i>\$ 1500.00</i> |
| <i>Shop Burden @ 5%</i>      | <i>0.00</i>       |
| <i>Field Burden @ 5%</i>     | <i>0.00</i>       |
| <i>Subtotal #2</i>           | <i>\$ 1500.00</i> |
| <i>OH&amp;P @ 15%</i>        | <i>225.00</i>     |
| <i>Subtotal #3</i>           | <i>\$ 1725.00</i> |
| <i>Bond Costs @ 2.5%</i>     | <i>43.13</i>      |
| <i>Total</i>                 | <i>\$ 1768.13</i> |

**TOTAL COST OF CHANGE** **\$ 1,768.00**

**Wayne D. Junier**  
*Wayne D. Junier 07-05-16*



## QUOTATION

TWIN TECH TESTING AND BALANCING, INC.  
151 State Road Ste.1, Westport, MA 02790  
Phone (508) 730-1010 Fax (508) 730-1020  
TwinTechTAB.com

PROPOSAL NO.: TT-16-542

ESTIMATOR: JEFF

DATE: 7/3/2016

PROJECT: Nantucket Airport  
Sheave Change  
0

Twin Tech Testing and Balancing, Inc. is pleased to provide you with a proposal for the Testing and Balancing of the HVAC systems for the the above referenced project. We are a certified Testing and Balancing Contractor and a proud member of the Testing, Adjusting and Balancing Bureau.

**BASE BID QUOTE: \$1,500.00**

### NOTES:

- 1 Based on normal working hours only Monday through Friday, 7:30-3:30.
- 2 Quote is for one pass through TAB of the systems. Items that are not ready to be balanced while technician is on site, after being notified that the project is ready, will be identified as such in the final report. There will be an additional charge at our time and material rate for any returns to the site for any TAB items that were not ready. The report will not be released until payment for having to return to the site has been recieved by Twin Tech.
- 3 Twin Tech requires a minimum of two weeks notice prior to TAB to schedule your project. Twin Tech will not guarantee manning your project with notices shorter than two weeks.

### TERMS AND CONDITIONS:

1) Purchase Order must be received within 60 days of the proposal date. 2) Work must be scheduled within 12 months of the Proposal Date. 3) Ownership of the printed reports is copyrighted by Twin Tech Testing and Balancing, Inc. and remains its property until the work is paid for in full. 4) If the work described is substantially different than the actual scope of work, additional charges will be assessed, if necessary. 5) Work is normally scheduled two weeks in advance. Please contact us as soon as possible to make arrangements. 6) In the event that the project is not ready to be balanced when the work is scheduled, additional charges will be assessed. 7) We reserve the right to file a mechanic's lien at any time, if necessary. 8) Unless specifically indicated within the proposal, the cost of pulleys, belts, motors, or dampers are not included in the proposal price and if needed, will result in an additional charge. 9) The cost of any added tasks will be quoted and agreed upon by both parties before said tasks are performed and the cost will be added to the original project price. 10) TABB has certified Twin Tech Testing and Balancing, Inc. to perform air and hydronic balancing services. Additional certifications to perform this work may be required by the system engineer, architect, or building owner. When in doubt, please request a submittal package to be sent to secure a written acceptance of certification before work is scheduled. 11) When flow is not within required capacity of the system due to design or installation conditions, additional design work may be indicated to allow the system to function adequately. Twin Tech reserves the right to charge additional fees for time spent working with the system builder, engineer, and/or building owner, to interpret readings and reports and propose possible solutions to the problem. 12) Final report is contingent upon receipt of payment in full, which is due within 30 days of job completion. 13) Please contact us with any questions or concerns regarding these conditions as they may apply to your project.

The undersigned hereby accepts this proposal.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

Printed Name: \_\_\_\_\_

Company: \_\_\_\_\_

PO #: \_\_\_\_\_



Nantucket Memorial Airport

# Monthly Statistical Report

(JULY 2016)









# Nantucket Memorial Airport

## Operations and Enplanements JULY FY2016 vs. FY2017

| AIRLINE              | OPERATIONS |          |         | ENPLANEMENTS |           |         |
|----------------------|------------|----------|---------|--------------|-----------|---------|
|                      | FY16 July  | FY17July | % Diff. | FY16 July    | FY17 July | % Diff. |
| Cape Air (KAP)       | 1,299      | 1,163    | -10%    | 7,229        | 6,250     | -14%    |
| United Airlines      | 83         | 80       | -4%     | 2,093        | 1,980     | -5%     |
| Delta Airlines       | 62         | 63       | 2%      | 2,193        | 2,182     | -1%     |
| JetBlue Airways      | 139        | 158      | 14%     | 10,030       | 11,941    | 19%     |
| Nantucket Air (ACK)  | 305        | 385      | 26%     | 1,580        | 2,188     | 38%     |
| Tradewind Aviation   | 337        | 425      | 26%     | 1,218        | 1,735     | 42%     |
| USAirways (AMERICAN) | 49         | 54       | 10%     | 1,935        | 3,511     | 81%     |
| Monthly Total        | 2,274      | 2,328    | 2%      | 26,278       | 29,787    | 13%     |



# Nantucket Memorial Airport

Cape Air and Jet Blue Average Load Factors ACK-BOS

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>CAPE AIR 9 Seats (BOSTON) |              |              |                             |          |                       |                      |          |          |
|-----------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                         |              | 2016         |                             |          |                       |                      | 2015     |          |
|                                                                                         | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                                 | 872          | 196          | 4.45                        | 9        | 49%                   | 21%                  | 723      |          |
| February                                                                                | 815          | 173          | 4.71                        | 9        | 52%                   | 15%                  | 707      |          |
| March                                                                                   | 1001         | 203          | 4.93                        | 9        | 55%                   | 16%                  | 865      |          |
| April                                                                                   | 1231         | 211          | 5.83                        | 9        | 65%                   | -4%                  | 1286     | 1294     |
| May                                                                                     | 2130         | 286          | 7.45                        | 9        | 83%                   | 17%                  | 1820     | 2128     |
| June                                                                                    | 2846         | 504          | 5.65                        | 9        | 63%                   | 14%                  | 2491     | 2745     |
| July                                                                                    | 4286         | 712          | 6.02                        | 9        | 67%                   | -10%                 | 4740     | 4901     |

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>JET BLUE 100 SEATS (BOSTON) |              |              |                             |          |                       |                      |          |          |
|-------------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                           |              | 2016         |                             |          |                       |                      | 2015     |          |
|                                                                                           | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                                   | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| February                                                                                  | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| March                                                                                     | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| April                                                                                     | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| May                                                                                       | 776          | 16           | 48.50                       | 100      | 49%                   | 1%                   | 771      | 881      |
| June                                                                                      | 1858         | 29           | 64.07                       | 100      | 64%                   | 18%                  | 1574     | 1750     |
| July                                                                                      | 3702         | 50           | 74.04                       | 100      | 74%                   | 63%                  | 2267     | 2274     |



# Nantucket Memorial Airport

Jet Blue and American Airlines Average Load Factor ACK-DCA

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>JET BLUE 100 SEATS (DCA) |              |              |                             |          |                       |                      |          |          |
|----------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                        | 2016         |              |                             |          | 2015                  |                      |          |          |
|                                                                                        | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                                | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| February                                                                               | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| March                                                                                  | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| April                                                                                  | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| May                                                                                    | 206          | 5            | 41.20                       | 100      | 41%                   | #DIV/0!              | 0        | 0        |
| June                                                                                   | 581          | 20           | 29.05                       | 100      | 29%                   | 191%                 | 200      | 306      |
| July                                                                                   | 926          | 15           | 61.73                       | 100      | 62%                   | -9%                  | 1013     | 6959     |

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>American 78 SEATS (DCA) |              |              |                             |          |                       |                      |          |          |
|---------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                       | 2016         |              |                             |          | 2015                  |                      |          |          |
|                                                                                       | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                               | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| February                                                                              | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| March                                                                                 | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| April                                                                                 | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| May                                                                                   | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| June                                                                                  | 1292         | 38           | 34.00                       | 78       | 44%                   | 19%                  | 1086     | 1467     |
| July                                                                                  | 2898         | 54           | 53.67                       | 78       | 69%                   | 60%                  | 1815     | 1869     |



# Nantucket Memorial Airport

Cape Air Average Load Factor ACK-EWB

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>CAPE AIR 9 Seats (EWB) |              |              |                             |          |                       |                      |          |          |
|--------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                      |              | 2016         |                             |          |                       |                      | 2015     |          |
|                                                                                      | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                              | 270          | 60           | 4.50                        | 9        | 50%                   | 137%                 | 114      |          |
| February                                                                             | 186          | 47           | 3.96                        | 9        | 44%                   | 69%                  | 110      |          |
| March                                                                                | 247          | 58           | 4.26                        | 9        | 47%                   | 61%                  | 153      |          |
| April                                                                                | 244          | 52           | 4.69                        | 9        | 52%                   | -12%                 | 278      | 265      |
| May                                                                                  | 416          | 69           | 6.03                        | 9        | 67%                   | 15%                  | 362      | 336      |
| June                                                                                 | 450          | 91           | 4.95                        | 9        | 55%                   | -1%                  | 454      | 469      |
| July                                                                                 | 1042         | 204          | 5.11                        | 9        | 57%                   | -9%                  | 1141     | 1138     |



# Nantucket Memorial Airport

United Airlines Average Load Factor ACK-EWR

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>UNITED 50 SEATS (EWR) |              |              |                             |          |                       |                      |          |          |
|-------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                     | 2016         |              |                             |          | 2015                  |                      |          |          |
|                                                                                     | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                             | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| February                                                                            | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| March                                                                               | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| April                                                                               | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| May                                                                                 | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| June                                                                                | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| July                                                                                | 1980         | 80           | 24.75                       | 50       | 50%                   | -5%                  | 2093     | 2415     |



# Nantucket Memorial Airport

Cape Air Average Load Factor ACK-HPN

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>CAPE AIR 9 Seats (HPN) |              |              |                             |          |                       |                      |          |          |
|--------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                      |              | 2016         |                             |          |                       |                      | 2015     |          |
|                                                                                      | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                              | 0            | 0            | #DIV/0!                     | 9        | #DIV/0!               | #DIV/0!              | 0        | 0        |
| February                                                                             | 0            | 0            | #DIV/0!                     | 9        | #DIV/0!               | #DIV/0!              | 0        | 0        |
| March                                                                                | 0            | 0            | #DIV/0!                     | 9        | #DIV/0!               | #DIV/0!              | 0        | 0        |
| April                                                                                | 0            | 0            | #DIV/0!                     | 9        | #DIV/0!               | #DIV/0!              | 0        | 0        |
| May                                                                                  | 9            | 3            | 3.00                        | 9        | 33%                   | -40%                 | 15       | 13       |
| June                                                                                 | 72           | 17           | 4.24                        | 9        | 47%                   | 6%                   | 68       | 49       |
| July                                                                                 | 391          | 72           | 5.43                        | 9        | 60%                   | -26%                 | 527      | 515      |



# Nantucket Memorial Airport

Cape Air and ACK Air Average Load Factor ACK-HYA

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>CAPE AIR 9 Seats (HYA) |              |              |                             |          |                       |                      |          |          |
|--------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                      | 2016         |              |                             |          | 2015                  |                      |          |          |
|                                                                                      | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                              | 105          | 20           | 5.25                        | 9        | 58%                   | 775%                 | 12       |          |
| February                                                                             | 26           | 11           | 2.36                        | 9        | 26%                   | 18%                  | 22       |          |
| March                                                                                | 59           | 18           | 3.28                        | 9        | 36%                   | 638%                 | 8        |          |
| April                                                                                | 56           | 21           | 2.67                        | 9        | 30%                   | 1020%                | 5        |          |
| May                                                                                  | 22           | 49           | 0.45                        | 9        | 5%                    | 340%                 | 5        |          |
| June                                                                                 | 57           | 50           | 1.14                        | 9        | 13%                   | #DIV/0!              | 0        |          |
| July                                                                                 | 190          | 99           | 1.92                        | 9        | 21%                   | 6%                   | 179      | 37       |

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>ACK AIR 9 Seats (HYA) |              |              |                             |          |                       |                      |          |          |
|-------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                     | 2016         |              |                             |          | 2015                  |                      |          |          |
|                                                                                     | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                             | 1423         | 242          | 5.88                        | 9        | 65%                   | 42%                  | 1004     |          |
| February                                                                            | 1182         | 211          | 5.60                        | 9        | 62%                   | 2%                   | 1157     |          |
| March                                                                               | 1465         | 246          | 5.96                        | 9        | 66%                   | -9%                  | 1613     |          |
| April                                                                               | 1340         | 239          | 5.61                        | 9        | 62%                   | -22%                 | 1727     |          |
| May                                                                                 | 1540         | 274          | 5.62                        | 9        | 62%                   | 3%                   | 1489     |          |
| June                                                                                | 1731         | 302          | 5.73                        | 9        | 64%                   | 11%                  | 1560     |          |
| July                                                                                | 2188         | 385          | 5.68                        | 9        | 63%                   | 38%                  | 1580     | 1757     |



# Nantucket Memorial Airport

Jet Blue and Delta Airlines Average Load Factor ACK-JFK

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>JET BLUE 100 SEATS (JFK) |              |              |                             |          |                       |                      |          |          |
|----------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                        | 2016         |              |                             |          | 2015                  |                      |          |          |
|                                                                                        | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                                | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| February                                                                               | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| March                                                                                  | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| April                                                                                  | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| May                                                                                    | 2605         | 46           | 56.63                       | 100      | 57%                   | 51%                  | 1723     | 2000     |
| June                                                                                   | 4395         | 64           | 68.67                       | 100      | 69%                   | 20%                  | 3671     | 4577     |
| July                                                                                   | 7313         | 93           | 78.63                       | 100      | 79%                   | 8%                   | 6750     | 6959     |

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>DELTA 50 SEATS (JFK) |              |              |                             |          |                       |                      |          |          |
|------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                    | 2016         |              |                             |          | 2015                  |                      |          |          |
|                                                                                    | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                            | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| February                                                                           | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| March                                                                              | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| April                                                                              | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| May                                                                                | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| June                                                                               | 1426         | 60           | 23.77                       | 50       | 48%                   | -9%                  | 1573     | 1915     |
| July                                                                               | 1878         | 59           | 31.83                       | 50       | 64%                   | -14%                 | 2193     | 2193     |



# Nantucket Memorial Airport

American Airlines and Delta Airlines Average Load Factor ACK-LGA

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>American 78 SEATS (LGA) |              |              |                             |          |                       |                      |          |          |
|---------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                       | 2016         |              |                             |          | 2015                  |                      |          |          |
|                                                                                       | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                               | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| February                                                                              | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| March                                                                                 | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| April                                                                                 | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| May                                                                                   | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| June                                                                                  | 371          | 12           | 30.92                       | 78       | 40%                   | 326%                 | 87       | 28       |
| July                                                                                  | 613          | 15           | 40.87                       | 78       | 52%                   | 231%                 | 185      | 120      |

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>DELTA 76 SEATS (LGA) |              |              |                             |          |                       |                      |          |          |
|------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                    | 2016         |              |                             |          | 2015                  |                      |          |          |
|                                                                                    | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                            | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| February                                                                           | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| March                                                                              | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| April                                                                              | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| May                                                                                | CLOSED       | CLOSED       | CLOSED                      | CLOSED   | CLOSED                | CLOSED               | CLOSED   | CLOSED   |
| June                                                                               | 75           | 4            | 18.75                       | 76       | 25%                   | #DIV/0!              | 0        | 0        |
| July                                                                               | 304          | 4            | 76.00                       | 76       | 100%                  | -86%                 | 2193     | 2193     |



# Nantucket Memorial Airport

Cape Air Average Load Factor ACK-MVY

| Nantucket Memorial Airport<br>Total Passenger Enplanements<br>CAPE AIR 9 Seats (MVY) |              |              |                             |          |                       |                      |          |          |
|--------------------------------------------------------------------------------------|--------------|--------------|-----------------------------|----------|-----------------------|----------------------|----------|----------|
|                                                                                      |              | 2016         |                             |          |                       |                      | 2015     |          |
|                                                                                      | Enplanements | # of flights | Average # of Pax per flight | Capacity | Average Load Factor % | Enplanement Change % | Enplaned | Deplaned |
| January                                                                              | 83           | 29           | 2.86                        | 9        | 32%                   | 32%                  | 63       |          |
| February                                                                             | 66           | 24           | 2.75                        | 9        | 31%                   | 18%                  | 56       |          |
| March                                                                                | 75           | 29           | 2.59                        | 9        | 29%                   | -18%                 | 91       |          |
| April                                                                                | 101          | 30           | 3.37                        | 9        | 37%                   | -15%                 | 119      | 117      |
| May                                                                                  | 159          | 31           | 5.13                        | 9        | 57%                   | -22%                 | 204      | 173      |
| June                                                                                 | 248          | 52           | 4.77                        | 9        | 53%                   | 16%                  | 213      | 358      |
| July                                                                                 | 341          | 76           | 4.49                        | 9        | 50%                   | -10%                 | 377      | 559      |





# Nantucket Memorial Airport

## Jet A Gallons Sold FY2011 vs. FY2017

|                    | <u>July</u> | <u>Aug</u> | <u>Sep</u> | <u>Oct</u> | <u>Nov</u> | <u>Dec</u> | <u>Jan</u> | <u>Feb</u> | <u>Mar</u> | <u>Apr</u> | <u>May</u> | <u>June</u> |
|--------------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| <b><u>FY11</u></b> | 296,316.00  | 318,813.00 | 117,739.00 | 55,443.00  | 35,941.00  | 30,868.00  | 14,673.00  | 12,538.00  | 9,810.00   | 25,579.00  | 70,286.00  | 139,264.00  |
| <b><u>FY12</u></b> | 308,872.00  | 356,397.00 | 148,885.00 | 57,094.00  | 39,664.00  | 16,689.00  | 9,244.00   | 8,680.00   | 11,534.00  | 28,968.00  | 64,348.00  | 167,260.00  |
| <b><u>FY13</u></b> | 313,706.00  | 349,254.00 | 133,081.00 | 48,812.00  | 26,391.00  | 20,748.00  | 6,688.00   | 11,008.00  | 9,704.00   | 18,140.00  | 49,217.00  | 178,209.00  |
| <b><u>FY14</u></b> | 347,797.00  | 336,909.00 | 133,223.00 | 46,090.00  | 30,953.00  | 31,661.00  | 5,518.00   | 6,260.00   | 8,994.00   | 16,948.00  | 67,246.00  | 163,379.00  |
| <b><u>FY15</u></b> | 345,249.00  | 355,563.00 | 126,097.00 | 50,498.00  | 27,809.00  | 26,861.00  | 3,942.00   | 3,647.00   | 4,959.00   | 16,853.00  | 60,759.00  | 185,124.00  |
| <b><u>FY16</u></b> | 390,746.00  | 338,874.00 | 148,694.00 | 50,854.00  | 17,610.00  | 23,635.00  | 6,024.00   | 9,169.00   | 8,265.00   | 14,978.00  | 77,123.00  | 191,256.00  |
| <b><u>FY17</u></b> | 402,398.00  | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -           |

**July 2016 vs. July 2017 Up 2.98%**







# Nantucket Memorial Airport

## AvGas Gallons Sold FY2011 vs. FY2017

|                    | <u>July</u> | <u>Aug</u> | <u>Sep</u> | <u>Oct</u> | <u>Nov</u> | <u>Dec</u> | <u>Jan</u> | <u>Feb</u> | <u>Mar</u> | <u>Apr</u> | <u>May</u> | <u>June</u> |
|--------------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| <b><u>FY11</u></b> | 25,308.30   | 23,727.70  | 15,022.70  | 6,695.60   | 3,300.00   | 4,161.50   | 2,306.00   | 1,976.00   | 2,339.20   | 11,885.80  | 12,514.70  | 13,811.10   |
| <b><u>FY12</u></b> | 26,769.50   | 25,777.50  | 15,956.90  | 9,067.30   | 3,897.00   | 4,094.00   | 2,054.20   | 2,917.30   | 3,527.60   | 9,389.20   | 13,661.80  | 20,124.10   |
| <b><u>FY13</u></b> | 29,107.10   | 25,742.30  | 13,727.90  | 6,840.90   | 5,152.10   | 3,295.70   | 2,477.90   | 2,176.10   | 2,927.00   | 4,245.30   | 8,719.60   | 11,595.20   |
| <b><u>FY14</u></b> | 23,475.10   | 29,626.50  | 13,996.70  | 6,999.00   | 3,869.60   | 4,579.80   | 1,974.10   | 1,346.30   | 1,836.00   | 3,617.00   | 8,465.30   | 15,239.30   |
| <b><u>FY15</u></b> | 23,806.00   | 24,958.50  | 11,454.10  | 8,228.10   | 4,642.20   | 4,294.60   | 1,768.30   | 2,082.70   | 2,323.80   | 4,130.00   | 7,154.30   | 10,028.50   |
| <b><u>FY16</u></b> | 23,067.20   | 25,091.20  | 15,027.90  | 8,579.40   | 5,301.30   | 4,658.10   | 2,714.00   | 2,096.30   | 3,271.40   | 4,275.60   | 9,889.40   | 13,732.30   |
| <b><u>FY17</u></b> | 26,296.70   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -           |

**July 2016 vs. July 2017 Up 14.0%**











## Nantucket Memorial Airport

### **July Noise Complaint Summary:**

#### **July 2016 – 25 Noise Complaints**

- 16 complaints were received from 9 residents regarding IFR flights.
- 4 complaints were received from 4 residents regarding VFR flights:
  - 2 were VFR aircraft outside VFR noise abatement corridors on ATCT instruction
  - 1 was a VFR aircraft operating inside of a VFR corridor
  - 1 was a VFR aircraft operating outside of a VFR corridor on Pilot discretion (Letter sent to pilot).
- 4 complaints were received from 2 residents regarding helicopter operations:
  - 2 were general aviation helicopters operating according to ATC instructions
  - 2 were MedFlights and not investigated further
- 1 complaint was received regarding APU noise and is still under investigation.

Follow up by Airport staff was provided for 25/25 complaints (100%).