

MASSACHUSETTS PORT AUTHORITY  
MINUTES FOR THE REMOTE ANNUAL MEETING  
HELD ON JULY 22, 2021 AT 9:00 A.M.

The annual meeting of the Members of the Massachusetts Port Authority was held on July 22, 2021. The following Members participated remotely per An Act Extending Certain COVID-19 Measures Adopted During the State of Emergency signed into law by Governor Baker on June 16, 2021: Chairman Lewis G. Evangelidis presided, Warren Q. Fields, Patricia A. Jacobs, John A. Nucci, Sean M. O'Brien, Laura Sen, and Jamey Tesler. Lisa Wieland, Chief Executive Officer and Executive Director, Reed Passafaro, Chief of Staff, John P. Prankevicius, Director of Administration and Finance and Secretary-Treasurer, Edward C. Freni, Director of Aviation, Catherine McDonald, Chief Legal Counsel, Hank Shaw, Chief Security Officer, Michael Meyran, Port Director, Luciana Burdi, Director Capital Programs & Environmental Affairs, Kwang Chen, Chief Information Officer, Alaina Coppola, Director, Community Relations and Government Affairs, Flavio Leo, Director of Aviation Planning & Strategy, Daniel Gallagher, Director of Aviation Business and Finance, and Michael A. Grieco, Assistant Secretary-Treasurer were in attendance.

The meeting commenced at 9:05 A.M.

Public Comment

There were no requests to speak during the Public Comment Period.

Ratification and approval of the minutes of the June 24, 2021 Board Meeting

Upon a motion duly made and seconded, it was

VOTED:

To ratify and approve the minutes of the June 24, 2021 Board Meeting.

Members Evangelidis, Fields, Jacobs, O'Brien, Nucci, Sen, and Tesler voted Yes.

Chairman's Comments

Mr. Evangelidis noted that there is no scheduled August Board Meeting and that, at this time, the plan is for the September Board Meeting to be held in person which could change going forward.

### Report of the CEO

Ms. Wieland presented information on Massport's preparations to respond to a storm event impacting our facilities, on the impact of the Delta variant on travel and economic projections, on the United Kingdom easing travel restrictions for its residents, on Canada easing travel restrictions at the Canadian border for U.S. citizens, on Massport's launch of the Logan Express \$9.00 to Fly Campaign to promote HOV use, on Massport's application for a RAISE Grant for the Logan Express Framingham Garage Expansion project, on the May fiscal year to date financial performance, on the McKinsey Future of Work Report commissioned by the Commonwealth, on the MIT Airline Industry Consortium study on U.S. domestic air travel, on the Logan passenger forecasts for FY22 and FY23, on the September 9<sup>th</sup> opening of the Omni Hotel, on the Trustees community outreach effort for the design of Piers Park 3, on the June launch of the FlyLogan Mobile App, on the June opening of the Tall Ship at Pier One, on the recognition in the Boston Globe of Larry J's BBQ Café in the Massport Maritime Park, on two Massport tenants, Legal Sea Foods and Polka Dog Bakery, receiving Boston Magazine's 2021 Best of Boston Awards, on Massport Fish Pier tenant Red's Best receiving a Food Security Infrastructure Grant from the Commonwealth, and on Massport's Associate Chief Legal Counsel/Litigation Joseph Kaigler being honored by Mass Lawyers Weekly as one of its 2021 Leaders in the Law.

### Director of Aviation Presentation

Mr. Freni presented information on the June Logan passenger volume and aircraft operations, on Logan's weekly outbound passenger volume, on the June Hanscom aircraft operations, on the restart of JetBlue's Worcester Airport service, on the domestic and international airline service reinstatements out of Logan, on United Airlines and Porter Airlines new aircraft orders, on Delta Air Lines positive financial performance in the second quarter of 2021, on the airport concession worker shortage and the number of open concessions at Logan, on the launch of a new luxury bus service between Logan and Cape Cod, on the aviation related provisions in President Biden's Executive Order, and on the launch of Tailwind Air's seaplane service between Boston Harbor and New York City.

### Director of Maritime Presentation

Mr. Meyran presented information on the offloading of the three new cranes at Conley, on the expected increase in cargo demand resulting in continuing port congestion, on the large increase in shipping rates since May, on the maritime related provisions in President Biden's Executive Order, on the introduction in Congress next month of a bipartisan overhaul of the U.S. Shipping Act, on the Conley container volume ending FY21 down thirteen percent year-over-year, on the July restart of the global cruise industry, on the positive outlook for the 2022 cruise season, on working with Crystal Cruises to secure CDC approval for Boston to Bermuda cruises in August and September, and on the appointment of Captain Kailie Benson as the commanding officer of Coast Guard Sector Boston.

Facilities and Construction Committee

Construction Trends

Ms. Burdi presented information on the causes behind the construction industry experiencing price increases and delays in building material deliveries, on the impact of the high cost of raw materials on building material pricing, on the projected continuation of an increase in the overall cost of construction, and on Massport's continuing efforts to evaluate ways to mitigate risks due to price and schedule volatility.

MPA L338 – Terminal E Modernization, Phase I, Logan International Airport, East Boston, MA, Revised Partial Project Budget

Ms. Burdi presented information on the project scope and conditions of satisfaction, on the program and milestones for the project, on the project's strategic priorities, on cost pressure from supply chain disruptions, inflation, and scope changes, and next steps.

Upon a motion duly made and seconded, it was

VOTED:

To authorize the Chief Executive Officer and Executive Director, Director of Administration & Finance and Secretary-Treasurer or Assistant Secretary-Treasurer, each acting singly (each, an "Authorized Officer"), to take all actions necessary or desirable and to execute all agreements necessary or desirable in order to continue with and complete the Authority's Capital Project known as the Terminal E Modernization, Phase I (MPA L338) subject to the following conditions: funds expended for the Terminal E Modernization, Phase I Capital Project shall not exceed \$525,000,000.00 (the "Approved Revised Partial Budget"), as shown on the Financial Summary presented at the Board Meeting on July 22, 2021; the Director of Capital Programs and Environmental Affairs shall report back to the Board if, at any time during the life of the Project, it appears likely that the Project will exceed the Approved Revised Partial Budget; and the Director of Capital Programs and Environmental Affairs also shall report any material changes to the scope of work for this Capital Project as described in the backup materials presented at the Board Meeting on July 22, 2021. The Chief Executive Officer and Executive Director shall obtain all necessary permits and approvals and shall conduct all required environmental reviews prior to the execution of any agreement or to the commencement of any action all as may be required by law. The Authority intends to fund all or a portion of the cost of this Capital Project with tax-exempt bonds. Any agreement arising out of this vote shall contain such other terms and conditions as the person executing in accordance with this vote deems necessary or desirable.

Members Evangelidis, Fields, Jacobs, O'Brien, Nucci, Sen, and Tesler voted Yes.

Human Resources, Diversity, and Compensation Committee

Election of Chair

Ms. Jacobs, Human Resources, Diversity and Compensation Committee Chair, requested nominations for Chair of the Authority. In accordance with the Authority's by-laws, as the incumbent Chair, Mr. Evangelidis is automatically nominated. There were no other nominations.

Upon a motion duly made and seconded, it was

VOTED:

In accordance with the provisions of the Enabling Act, Lew Evangelidis is hereby elected to serve as Chair.

Members Fields, Jacobs, O'Brien, Nucci, Tesler, and Sen voted Yes.

Member Evangelidis abstained.

Election of Vice-Chair

Mr. Evangelidis, the newly elected Authority Chair, requested nominations for Vice-Chair. In accordance with the Authority's by-laws, as the incumbent Vice-Chair, Ms. Jacobs is automatically nominated. There were no other nominations.

Upon a motion duly made and seconded, it was

VOTED:

In accordance with the provisions of the Enabling Act, Patricia Jacobs is hereby elected to serve as Vice-Chair.

Members Evangelidis, Fields, O'Brien, Nucci, Tesler, and Sen voted Yes.

Member Jacobs abstained.

### Election of Officers

Upon a motion duly made and seconded, it was

#### VOTED:

In accordance with the provisions of the Enabling Act, John P. Prankevicius is hereby elected to serve as Secretary-Treasurer;

That Michael A. Grieco is elected to serve as Acting Secretary-Treasurer in the absence or incapacity of the Secretary-Treasurer, and, as Acting Secretary-Treasurer, he shall have the power and authority to act in lieu of the Secretary-Treasurer. As Assistant Secretary-Treasurer, he shall also have such duties as may be assigned or delegated by the Secretary-Treasurer; and

That Peter Breiling, Hoishan Chu, Kenneth Ciriello, Francis S. Sanzone II, and Anna Tenaglia are elected to serve as Assistant Treasurers until the next annual meeting.

Members Evangelidis, Fields, Jacobs, O'Brien, Nucci, Sen, and Tesler voted Yes.

### CEO Performance Review

Ms. Wieland presented a FY21 overview including the main Massport priorities due to the COVID-19 pandemic. Ms. Wieland presented information on the results achieved for each of the FY21 top six goals: ensure safety, health, and security at all Massport facilities; generate economic impact for the Commonwealth; maintain strong relationships with customers, business partners, stakeholders, and elected officials; enhance the customer experience; improve Massport's financial performance and optimize business practices; and collaborate with the surrounding communities and reduce impacts to the environment. Ms. Wieland also noted Massport's FY22 Goals and the Strategic Priorities for 2021-2025 and she thanked the Board Members and the staff for all their support. Ms. Jacobs, Chair of the Human Resources, Diversity, and Compensation Committee ("HR Committee"), presented Ms. Wieland's performance review on behalf of the Board Members. Ms. Jacobs noted that she, and HR Committee Vice Chair O'Brien and Committee Member Tesler, interviewed Board Members regarding Ms. Wieland's performance in four areas: leadership, strategic thinking, stakeholder engagement, and people management, and that information was supplemented by feedback from key senior staff through interviews conducted by Massport's Chief Human Resources Officer David Gambone. Ms. Jacobs summarized that the feedback received from the process was consistent and extremely positive on all aspects of Ms. Wieland's evaluation and that she has proven herself to be an exceptionally strong and strategic leader especially in light of the pandemic's unprecedented safety and financial challenges. Ms. Jacobs also noted that there were no weaknesses identified or areas where substantial improvement was necessary.

### Strategic Plan

#### Logan App

Mr. Chen presented a demonstration of the features of the FlyLogan Mobile App (the “App”) from the point of view of a Logan passenger using a mobile device. The demonstration included Logan flight information, modes of transportation, parking reservations, concession options, and virtual customer service. Mr. Chen noted that the App’s August release will include premium WiFi for users, and the ability to purchase a Logan Express eTicket. Mr. Chen also noted the marketing plan for the App and possible future functionality.

#### Safety and Security Committee

#### Training Update

Mr. Shaw presented information on Massport’s continuing Incident Command/Unified Command drills, on the objective of the drills, and on some drill scenarios, participants, and outcomes.

#### Community Outreach Committee

#### Charitable Giving Program and Summer Job Program Update

Ms. Coppola presented information on Massport’s FY21 expenditures on community investments and civic partnerships, on the success of the two FY21 DE&I goals for the Charitable Contributions Program, and on the success of the FY21 DE&I goal for the Community Summer Jobs Program.

#### FAA Environmental Mitigation Pilot Program Grant

Mr. Leo presented information on Massport’s submission of an FAA Environmental Mitigation Pilot Program grant to test the concept of using air filtration devices in homes to mitigate the community air quality impacts of airport operations.

#### Massport CAC Update

Mr. Leo presented information on the presentation by MIT Professor John Hansman on the Logan RNAV Study Block 2 Final Technical Report at the June meeting of the Massport CAC (the “CAC”), on the RNAV procedures implemented by the FAA in 2013 resulting in more concentrated flight tracks, on the RNAV Study procedures work by Professor Hansman which was broken down into two separate categories called Block 1 and Block 2, on the status of the RNAV Study Block 1 recommendations presented to the FAA, and on the status of RNAV Study Block 2 and the remaining steps in the RNAV Study. Mr. Leo noted that the process for Block 1 and Block 2 is the same and that following the CAC’s final vote on the Block 2 recommendations, Massport will review and submit the recommendations voted by the CAC to the FAA.

Mr. Tesler left the meeting at 10:40 A.M.

Mr. Fields left the meeting at 10:45 A.M.

Real Estate and Strategic Initiatives Committee

Audit and Finance Committee

FY21 Retirement Benefits Trust Independent Audit

Mr. Prankevicius noted that Ernst & Young, Massport's independent auditor for the Retirement Benefits Trust (the "Trust"), issued a clean opinion for the fiscal year ended December 31, 2020. Mr. Prankevicius also noted that the Trust ended the year with two hundred and seventy-six million dollars in assets and that the Trust's investments generated a fifteen percent return for 2020.

Schneider Electric Master Service Agreement

Upon a motion duly made and seconded, it was

VOTED:

To authorize the Chief Executive Officer and Executive Director, Secretary-Treasurer, and Assistant Secretary-Treasurer, each acting singly (each, an "Authorized Officer"), to execute on behalf of the Authority an agreement with Schneider Electric Buildings Americas, Inc., in the not-to-exceed amount of \$5,512,040, for maintenance and support services for the Access Control System ("ACS"), Digital Video Management Systems ("DVMS"), Security Badge Office SIDA badge printers, and bus video system. The agreement shall be for a two (2) year period and shall contain such other terms and conditions as the Authorized Officer, executing in accordance with this vote, deems necessary or desirable.

Members Evangelidis, Jacobs, O'Brien, Nucci, and Sen voted Yes.

Assent Agenda

Food & Beverage, News, Duty Free, & Specialty Retail Concession Lease Amendment

Upon a motion duly made and seconded, it was

VOTED:

WHEREAS, following a Board vote on April 13, 2017, the Authority entered into a Food & Beverage, News, Duty Free, and Specialty Retail Concessions Lease (the “Lease”) with MarketPlace Logan, LLC (“MarketPlace”) to develop, lease, market, and manage a Food & Beverage, News, Duty Free, and Specialty Retail Concession Program (the “Concession Program”) at Boston-Logan International Airport (the “Airport”); and

WHEREAS, the current term of the Lease is ten (10) years (the “Term”), commencing on November 1, 2017 and expiring on October 31, 2027; and

WHEREAS, pursuant to the terms of the Lease, MarketPlace pays the Authority a Retail Premises Rent equal to the greater of (i) a minimum annual guarantee (“MAG”) based on passenger enplanements or (ii) total gross revenues less a fee retained by MarketPlace of 10.75% of gross revenues (the “Fee”); and

WHEREAS, as a result of the COVID-19 pandemic, passenger traffic at the Airport has been severely impacted, which continues to have a direct negative impact on the Concession Program; and

WHEREAS, staff has worked with MarketPlace to implement cost saving/reduction measures and developed the following two-step plan to provide MarketPlace the appropriate cash-flow and income required to manage the Concession Program effectively:

- (i) A five (5) year extension in Term to allow MarketPlace to restructure its capital investment over a longer period, reducing the annual debt service; and
- (ii) For calendar year 2021, in the event the existing Fee retained by MarketPlace (plus any rent relief received by MarketPlace) is less than the Concession Program operating budget of \$3.4 million, the Fee for calendar year 2021 shall be temporarily increased so that the Fee received by MarketPlace (plus any rent relief received) equals \$3.4 million; provided in no event shall the Fee exceed 15% of gross revenues.



NOW, THEREFORE, BE IT RESOLVED AND VOTED:

To authorize the Chief Executive Officer and Executive Director, Secretary-Treasurer, and Assistant Secretary-Treasurer, each acting singly (each, an “Authorized Officer”), to execute and deliver, on behalf of the Authority, an amendment to the Lease with MarketPlace, on the following terms and conditions:

1. Term: The Term of the Lease shall be extended by five (5) years, through October 31, 2032.
2. Fee: For calendar year 2021, in the event the existing Fee retained by MarketPlace (plus any rent relief received by MarketPlace) is less than the Concession Program operating budget of \$3.4 million, the Fee for calendar year 2021 shall be temporarily increased so that the Fee received by MarketPlace (plus any rent relief received) equals \$3.4 million; provided in no event shall the Fee exceed 15% of gross revenues.

Members Evangelidis, Jacobs, O’Brien, Nucci, and Sen voted Yes.

Transportes Aereos de Cabo Verde, S.A. Operating Agreement

Upon a motion duly made and seconded, it was

VOTED:

To authorize the Chief Executive Officer and Executive Director, Director of Administration & Finance and Secretary-Treasurer or Assistant Secretary-Treasurer, each acting singly, (each, an “Authorized Officer”), to execute on behalf of the Authority, conditional upon receipt of all required documentation, an agreement with Transportes Aereos de Cabo Verde, S.A. d/b/a TACV or to take such other action as may be deemed appropriate to allow Transportes Aereos de Cabo Verde, S.A. d/b/a TACV to conduct operations at Logan International Airport. Transportes Aereos de Cabo Verde, S.A. d/b/a TACV will pay all applicable fees established by the Authority for use of airport premises, including, but not restricted to, landing fees, parking fees, rental charges for terminal or other space at the Airport, and such other charges and fees as the Authority has established or may establish from time to time. Before the agreement is executed, or Transportes Aereos de Cabo Verde, S.A. d/b/a TACV is otherwise authorized to commence operations, Transportes Aereos de Cabo Verde, S.A. d/b/a TACV shall have valid and current certifications and authorizations from all state, federal and other governmental regulatory bodies for the aircraft used and the aircraft operation conducted, and the operating agreement shall be subject to cancellation or termination by the Authority. The agreement shall contain such other terms and conditions as the person executing in accordance with this vote deems necessary or desirable.

Members Evangelidis, Jacobs, O’Brien, Nucci, and Sen voted Yes.

International Air Service Incentive Program Extension

Upon a motion duly made and seconded, it was

VOTED:

WHEREAS, the Authority adopted an International Air Service Incentive Program (the “Program”) in 2008 to attract new international service from Boston Logan International Airport (“Logan Airport”) to Asia, Latin America, and the Middle East; and

WHEREAS, under the terms of the Program, air carriers who offer year-round, scheduled, nonstop service to a new destination in Asia, Latin American or the Middle East, at least three times per week, are eligible for landing fee credits over a two year period and marketing support for a one year period; and

WHEREAS, the Program is designed to help minimize an air carrier’s initial business risk in offering a new international route from Logan Airport and, as most other major airports offer financial incentives to attract new international service, the Program enables Logan Airport to compete with other airports in North America that are vying for the same international destinations; and

WHEREAS, the Program has been instrumental in the Authority’s success in attracting nonstop service to fourteen new international destinations (Tokyo, Beijing, Shanghai, Hong Kong, Tel Aviv, Dubai, Doha, Istanbul, Mexico City, Panama City, Bogota, Sao Paulo, Casablanca and Seoul) from Logan Airport, all of which have qualified for the Program; and

WHEREAS, Logan Airport offers nonstop service to 31 international destinations; and

WHEREAS, the term of the Program has been extended on four occasions in the past and the current term expired on December 31, 2020; and

WHEREAS, as a result of the COVID-19 pandemic and disruption to international air service at Logan Airport, the Authority temporarily suspended the 24-month continuous service requirements of the Program until such time as the qualified air carriers resumed service; and

WHEREAS, staff is recommending a two (2) year extension of the Program which will continue to enhance the Authority’s ability to attract additional nonstop international service to new international destinations.

NOW, THEREFORE, BE IT RESOLVED AND VOTED:

To authorize an extension of the International Air Service Program, effective January 1, 2021 through December 31, 2023, consistent with and containing substantially similar terms and conditions as those described in Attachment A to this vote, entitled Boston Logan International Airport International Air Service Program.

Members Evangelidis, Jacobs, O’Brien, Nucci, and Sen voted Yes.

**Massport – Boston Logan International Airport  
International Air Service Incentive Program**  
July 22, 2021

Program Qualifications:

- Program is effective January 1, 2021 – December 31, 2023.
- Offered to all scheduled passenger air carriers, including those not currently serving Boston Logan, for the duration of the program.
  - o New air carrier must become a signatory tenant at Boston Logan.
- Air carrier must provide year-round, scheduled, nonstop, roundtrip service to a new destination in Asia (including India, Mideast), Africa, Central America, South America, or Mexico.
  - o A “new” destination above is defined as a city that does not have any scheduled nonstop roundtrip service to/from Boston Logan as of the effective date of the program.
- Minimum 1 year continuous service commitment.
- Minimum 3x/per week scheduled nonstop roundtrips.

Program Structure:

- Landing Fee Credit
  - o Credit of 100% of landing fees for year 1, 50% of landing fees for year 2.
    - Credit applies to service to the new international destination only.
    - Funds would be credited quarterly against future landing fees over 2 years.
      - For example, based on daily, year-round service using a B787-8, the value of the landing fee credit is:
        - o Year 1:  $\$8.54 * 365 * 380,000 / 1,000 * 100\% = \$1,184,498$
        - o Year 2:  $\$8.54 * 365 * 380,000 / 1,000 * 50\% = \$592,249$
        - o Total:  $\$1,776,747$
- Marketing Support
  - o Provide comprehensive cooperative advertising campaign to market the new international destination and the carrier which may include but is not limited to: (1) representation at domestic and international trade shows to promote Boston Logan, the region of New England, the new destination and the carrier’s air service thereto; (2) on-airport advertising including Logan shuttle buses, Logan Express buses, terminal curbside displays, art exhibitions and events; and (3) off-airport advertising including radio, print, online/digital, local public transportation, and billboard(s). Campaign to last 1 year, at no cost to the carrier.
    - Qualifying new international service using narrowbody aircraft would receive \$200,000 in support.
    - Qualifying new international service using widebody aircraft would receive \$350,000 in support. A higher benefit is given to widebody aircraft service due to the ability to carry belly container cargo and more passengers, thereby providing higher economic benefit to the New England region and revenue to Massport.

General:

- International Air Service Incentive Program will be funded from Massport’s Non-Aeronautical revenues.
  - o Foregone landing fees will be credited from this source.
- Massport reserves the right to determine eligibility of the air carrier and city against qualification criteria.
  - o Massport will provide the air carrier with an acceptance letter if proposed new service meets the criteria.
- Massport must approve of proposed joint marketing/advertising programs to support new international service; joint marketing/advertising must include reference to Boston Logan.
- Massport reserves the right to terminate or temporarily suspend the program before the program end date.
  - o Program benefits would be maintained for those qualifying new services which have begun.

Worcester Air Service Incentive Program Extension

Upon a motion duly made and seconded, it was

VOTED:

WHEREAS, the Authority adopted an Air Service Incentive Program (the “Program”) in 2012 to attract new non-stop roundtrip commercial air service to Worcester Regional Airport (“Worcester”); and

WHEREAS, the Program was extended and amended in 2015 and 2018 and the current term of the Program expires on September 30, 2021; and

WHEREAS, the Program was implemented to help the Authority secure new air services between Worcester and top leisure and business destinations, as well as network carrier connecting hubs, and is designed to help minimize the air carrier’s initial business risk in providing new commercial air service from Worcester; and

WHEREAS, the Program was instrumental in attracting (i) jetBlue, which began daily nonstop roundtrip service between Worcester and Orlando and Fort Lauderdale in November 2013, and service to New York, JFK, in May 2018; (ii) American Airlines, which began daily nonstop roundtrip service between Worcester and Philadelphia in October 2018; and (iii) Delta, which began daily service between Worcester and Detroit in August 2019; and

WHEREAS, as a result of the COVID-19 pandemic and disruption to air service at Worcester, the Authority temporarily suspended the 24-month continuous service requirements of the Program until such time as the qualified air carriers resumed service; and

WHEREAS, staff is recommending a two (2) year extension of the Program which will continue to enhance the Authority’s ability to attract and provide nonstop roundtrip commercial air service to Worcester Regional Airport.

NOW, THEREFORE, BE IT RESOLVED AND VOTED:

To authorize an extension of the Worcester Air Service Incentive Program, effective October 1, 2021 through September 30, 2023, consistent with and containing substantially similar terms and conditions as those described in Attachment A to this vote, entitled Worcester Regional Airport Air Service Incentive Program.

Members Evangelidis, Jacobs, O’Brien, Nucci, and Sen voted Yes.

**Massport - Worcester Regional Airport**  
**Worcester Air Service Incentive Program**

July 22, 2021

Program Qualifications:

- Program is effective October 1, 2021 - September 30, 2023.
- Offered to all certified passenger air carriers for the duration of the Program.
- Air carrier must provide scheduled nonstop roundtrip service to any new destination, operated at least 2x weekly, continuously for a minimum of 6 months.
  - o A “new” destination above is defined as a city that does not have any scheduled nonstop roundtrip service to/from Worcester Regional as of the effective date of the Program.
- No requirement to become a signatory tenant at Worcester Regional Airport, but carrier must sign an operating agreement with Massport.

Program Structure:

- Credit of ORH Airport Fees/Charges as follows:
  - o Landing Fees
  - o Jetbridge Fees
  - o Overnight Aircraft Parking
  - o Terminal Rent
- Credit of 100% for year 1, 100% for year 2.
- Credit applies to service to the new destination only.
- Funds would be credited quarterly to the carrier against future fees in the following quarter, or rebated in the following quarter in the event of service suspension, after minimum service period.
  - Based on daily, year-round service to a single new destination using an E190, by way of example, the estimated annual value of ORH Airport credit is:

o Landing fee:	\$43,027
o Jetbridge fee:	\$6,793
o Overnight a/c parking:	\$27,477
o <u>Terminal rent (est.):</u>	<u>\$92,424</u>
Total:	\$169,721

Marketing Support:

- o Provide comprehensive cooperative advertising campaign to market the new destination and the carrier, which may include but is not limited to: (1) representation at domestic local central Massachusetts events and travel and tourism trade shows to promote Worcester Regional Airport, the region of New England, the new destination and the carrier's air service thereto; (2) on-airport advertising including, terminal public spaces, exhibitions and events; and (3) off-airport advertising at the discretion of the carrier to potentially include radio, print, online/digital, local public transportation, and Out of Home advertising(s). Community and Partner outreach to provide marketing materials for presentations, conferences, events. Campaign to last 1 year, at no cost to the carrier.
  - Qualifying new nonstop service would receive \$150,000 in support per destination.

General:

- Worcester Air Service Incentive Program will be funded from Massport's Non-Aeronautical revenues.
  - o Foregone fees/charges will be credited from this source.
- Massport reserves the right to determine eligibility of the air carrier and city against qualification criteria.
  - o Massport will provide the air carrier with an acceptance letter if proposed new service meets the criteria.
- Massport must approve of proposed joint marketing/advertising programs to support new air service; joint marketing/advertising must include reference to Worcester Regional Airport.
- Massport reserves the right to terminate or temporarily suspend the Program before the Program end date.
  - o Program benefits would be maintained for those qualifying new services which have begun.

The meeting adjourned at 11:00 A.M.

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Michael A. Grieco  
Assistant Secretary-Treasurer

List of Documents and Other Exhibits Used in Public Session

1. Board Book
2. PowerPoint Presentation Slides