

**Tompkins County Development Corporation
Board of Directors Meeting Final Minutes
December 14, 2017
Tompkins County Legislative Offices
121 E. Court Street, Ithaca, NY**

Present: Jim Dennis, Martha Robertson, Rich John, Will Burbank, Jennifer Tavares, Svante Myrick

Staff: Heather McDaniel, Ina Arthur, Mariette Geldenhuys

Guests: Michael Stamm (TCAD), Mike Hall, Ewan Barr (Ithaca-Tompkins Regional Airport)

CALL TO ORDER

Jim Dennis called the meeting of the **Tompkins County Development Corporation** to order at 4:00 PM

PRIVILEGE OF THE FLOOR

None.

BUSINESS

Ithaca Airport Revenue Guarantee

Michael Stamm gave an overview of the federal Small Community Airport Service Development (SCASD) Grant that has been submitted in order to develop air service from Ithaca to Chicago O'Hare. Part of the process is to ask for a revenue guarantee from local businesses and other interested parties. He is here today with the airport director, Mike Hall, and Ewan Barr, consultant to the airport, to ask for a soft commitment of \$100,000 from the TCDC in support of the revenue guarantee. The airport has set up similar revenue guarantees twice in the past, and never had to utilize them.

Mike Hall explained that the existing service to Newark and Philadelphia can get bad weather and slow traffic. They are looking to get a route to Chicago so that there are options when the weather is bad. The revenue guarantee commitment can be used to show the airlines that the community has some "skin in the game."

Martha Robertson asked if this is an actual ask for money at this time. Michael Stamm said, not now. If they can get an airline to be interested in flying to Chicago, they will be back to ask for a hard commitment.

Rich John commented that an airline route to Chicago would be a good thing. Would this guarantee be only for the route to Chicago? Yes.

Ewan Barr commented that airlines are not interested in risk, so this guarantee will help to alleviate some of the "risk" seen by the airlines in setting up the new route.

The Board members indicated that they are interested in a soft commitment.

2018 TCDC Final Budget

Svante Myrick moved to approve the final 2018 TCDC Budget. Martha Robertson seconded the motion.

Heather McDaniel reported that this is the final 2018 TCDC Budget. It is different from the draft budget approved in October as more administrative fees are expected to come in before the end of the year.

A vote was taken and the motion was approved. 6-0

STAFF REPORT

None.

MINUTES

Rich John moved to approve the draft minutes from the November 15, 2017 Board meeting. Martha Robertson seconded the motion. The motion was approved 6-0.

The meeting was adjourned at 4:15 PM.

Minutes were approved at 2/8/18 Board meeting.