



WESTFIELD AIRPORT COMMISSION MEETING-AMENDED AGENDA
Thursday, May 13, 2021 – 6:00PM

Due to the ongoing COVID-19 Pandemic this meeting will be conducted via teleconference at 6:00 PM.

Pursuant to Governor Baker’s March 12, 2020 Order Suspending Certain Provisions of the Open Meeting Law, G.L. c. 30A, §20, and the Governor’s March 15, 2020 Order imposing strict limitation on the number of people that may gather in one place, this meeting of the City of Westfield Airport Commission will be conducted via remote participation. Specific information can be found on the City of Westfield website at www.cityofwestfield.org. For this meeting, members of the public who wish to listen to the meeting may do so by tuning into Channel 15 or Channel 12 or online at westfieldtv.org or online at Youtube.com - Westfield Community Programming Channel. No in-person attendance of members of the public will be permitted, but every effort will be made to ensure that the public can adequately access the proceedings in real time, via technological means. In the event that we are unable to do so, despite best efforts, we will post on the City’s website an audio recording, transcript, or other comprehensive record of proceedings as soon as possible after the meeting.

Join Zoom Meeting

<https://cityofwestfield-org.zoom.us/j/87913338129?pwd=NDk0bFV5TTJDLzdpeSs1cGhxZ3ppdz09>

Meeting ID: 879 1333 8129

Passcode: qWLTa^%1

Dial by your location

+1 646 558 8656 US (New York)

Meeting ID: 879 1333 8129

Passcode: 75592852

AGENDA

- I. Reading of the State of Emergency Open Meeting preamble (Commission Chairman)**
- II. Rollcall of attending Members**
 - a. Airport Commission
 - b. Airport Manager
 - c. Airport Engineer (ASG)
- III. Approve Outstanding Minutes:**
 - a. Regular Session Meeting – April 08, 2021 Meeting
- IV. PUBLIC PARTICIPATION**
- V. Special Agenda Items:**
 - a. Terminal Building Office Space Room #208 Presentations – Possible Vote
 - 1. Wolf Aviation Network
 - 2. Spidercuff USA
 - b. Aero Design Hangar 1 Lease Assignment – Possible Vote

- c. Head of Department Contract Signature Authorization- Possible Vote
- d. Airport Marketing Working Group Update
- e. FAA Part 139 Annual Airport Inspection Update
- f. FY2021 and FY2022 Airport Budget Update
- g. State Senator Julian Cyr Sponsor Bill S2305

VI. Standard Agenda Items:

- a. ASG Engineering Update
- b. Operational Statistics – Stats, Ops News, Tenant Items
- c. Airport Noise Program – FAA Land Re-Use Plan and Noise Compatibility Study Update

VII. Executive Session:

- a. Executive session pursuant to M.G.L. c. 30A sec. 21(a)(6) to consider the lease of real property, Parcels 1-A and 1-B off Airport Road, if the chair declares that an open meeting may have a detrimental effect on the negotiating position of the public body. The Commission will not reconvene in open session at the conclusion of Executive Session

VIII. Adjourn

- a. Next Airport Commission Meeting – June 10, 2021 6:00PM

Westfield Airport Commission Meeting Minutes
Thursday, May 13, 2021 Commission Meeting Minutes

The regular meeting of the Westfield Airport Commission of Thursday, May 13, 2021 was held via zoom. Chairman Gonet called the meeting to order at 6:00 p.m.

I. The Massachusetts State of Emergency Open Meeting Preamble was read by Chairman Gonet.

II. Rollcall of attending Members

Commissioner Gonet-Yes
Commissioner Keefe-Yes
Commissioner Phelon-Yes
Airport Manager Willenborg-Yes
ASG Representative- Craig Schuster
Fredricka Ballard- Fly LUGU
Tom Trudeau- Aero Design
Garry Heiney- Spidercuff USA
Tammy Tefft- City Procurement Officer
Sasha Wolf- Wolf Aviation Network

III. APPROVE OUTSTANDING MINUTES

Upon motion made by Chairman Gonet and seconded by Commissioner Phelon, to approve the April 8, 2021 regular meeting minutes, followed by a roll call vote:

Commissioner Gonet-Yes
Commissioner Keefe-Yes
Commissioner Phelon- Yes

Motioned passed.

PUBLIC PARTICIPATION- None

IV. SPECIAL AGENDA ITEMS

- a. Terminal Building Office Space Room #208 Presentations- Possible Vote- City Procurement Officer, Tammy Tefft, advised two proposals were submitted for this office space and both proposers are here tonight to give a background on their intentions for the space. Once the commission votes on a proposer the Airport Manager will move forward with the law department to negotiate a lease. The following presentations were made:
 - a. Wolf Aviation Network- Sasha Wolf, owner of Wolf Aviation Network, informed the Commission his company is developing an app much like Facebook for the aviation community. Mr. Wolf also owns an FAA approved flight simulator that he will store in the

office for anyone to use, for a fee, to make flying more accessible. He would like it to be available at all times for students and instructors to use to get flying hours in and to help people start a career in aviation. Rika Ballard provided a letter of support for this proposal and spoke to the Commission that the flight simulator would augment well with her flight school.

- b. Spidercuff USA- Garry Heiney, founder of Spidercuff USA, informed he looking for space for a flight simulator as well that will be specific to flying a Cessna, Piper and Cirrus aircraft. This simulator will also be able to be used to train by students and pilots for a fee. Mr. Heiney advised he hasn't been able to purchase the simulator yet as he has no space to store it. He also explained he would use the space for his personal office as well for his primary business Spidercuff USA. Mr. Heiney informed he will be purchasing a Pilatus aircraft in the next year and is currently training for his pilot's license.

The Commission will not be taking a vote tonight and there will be further discussion about the two proposals in a special meeting next week.

- b. Aero Design Hangar 1 Lease Assignment- Possible Vote- Tom Trudeau, owner of Aero Design, is looking to assign his current lease agreement to Fredricka Ballard, owner of Fly LUGU Flight School. Mr. Trudeau advised he will stay in the business for another five years and partner with Mrs. Ballard who will be the primary partner. She will then eventually take over the business entirely.

Commissioner Gonet made a motion to have the Airport Manager and City Law Department work on drafting a lease amendment for the assignment of the lease from Tom Trudeau of Aero Design to Fredrika Ballard to Aero Design, seconded by Commissioner Keefe, followed by a roll call vote:

Commissioner Gonet-yes
Commissioner Keefe- yes
Commissioner Phelon-yes

- c. Head of Department Contract Signature Authorization- Possible Vote-

- 1 Commissioner Gonet made a motion to authorize Chairman Gonet, Commissioner Keefe and Commissioner Phelon signing authority for all Federal and State Grants and all other contracts associated with grants, seconded by Commissioner Keefe, followed by a roll call vote:

Commissioner Gonet-yes
Commissioner Keefe- yes
Commissioner Phelon-yes

The motion has passed.

2. Commissioner Gonet made a motion to authorize Airport Manager, Christopher Willenborg, signing authority for all other contracts associated with grants, seconded by Commissioner Keefe, followed by a roll call vote:

Commissioner Gonet-yes
Commissioner Keefe-yes
Commissioner Phelon-yes

The motion has passed.

- D. Airport Marketing Working Group Update- Commissioner Phelon advised there isn't much to report this month. She reached out to MGM and following leads over there as well as the Big E. There will be a follow up meeting with tenants in June.
- E. FAA Part 139 Annual Airport Inspection Update- June 22-24th will be the inspection dates and airport personnel have been busy preparing for the inspection. The Airport Manager will let the commissioners know the formal schedule if any commissioner would like to attend the formal in- brief and out-brief.
- F. FY2021 and FY2022 Airport Budget Update- There was a Department Head meeting earlier this week and it doesn't appear there will be any budget freezes until the end of June. The Mayor will be presenting the budget to the City Council in near future. The budget will then go before the Finance Committee where they will be holding meetings with Department Heads at the end of May or early June.
- G. State Senator Julian Cyr Sponsor Bill S2305-Statement from the Chairman of the Westfield Barnes Regional Airport was read:

Dear Fellow Commissioners, Chris and attendees,

I would like to make a brief statement in regards a bill being presented by State Sen. Julian Cyr, Democrat from Truro, MA. This pending state legislation that would require Massachusetts airports to impose a \$1,000 fee on any personal, corporate-owned, or charter rental aircraft that are landing at a Massachusetts public airport. The money from the fee would be invested in state infrastructure that has been affected by climate change.

I as the chairman of this airport commission strongly denounce this far reaching, discriminatory, and irresponsible legislation. Legislators need to understand there are consequences to their fanatical ideas. If this legislation were ever to pass, Barnes Airport would be decimated with people's lives, and livelihoods affected. The local economy would also be harmed irreparable. This legislation could even affect the very existence of this airport. What happens to our flight schools like Fly Lugo trying to teach future pilots, some of which may go into the Air Force or fly for a major airline. What happens to people who want to fly here to go to our Tobiko Restaurant? Do you think they will fly a mere 15 minutes more and land in New York, Connecticut, Vermont, Rhode Island, or New Hampshire flying right over our heads? This holds

true for every other airport in Massachusetts. This type of legislation from these types of legislators is dangerous.

This legislation more than likely violates or is pre-empted by several federal laws to add to the misery. For example, Westfield is funded 90% by the FAA. The FAA has strict funding guidelines that Barnes Airport meets. In this bill revenues from landing fees would be diverted to off airport infrastructure in clear violation of these guidelines resulting in loss of this funding which in turn would result in Barnes Airport existence being threatened without this federal funds. Additionally, the FAA policy further mandates that fees must be just, reasonable, not unjustly discriminatory, and equitably apportioned among all categories of users. Lastly, the City of Westfield would be open to numerous lawsuits from our tenants would this legislation pass for failure to provide access to an economic airport not to mention the excessive fee could open the airport up to legal disputes from private pilots who find it discriminatory. Lastly, I do not think Mr. Cyr has done his job. The fees that would be collected in the first year till all these small, private pilots left for local states would be so insignificant I do not think they would even buy one electric bus.

I am extremely disturbed and upset that someone would propose this type of irresponsible legislation. Mr. Cyr should be strongly condemned by his constituents and the citizens of this Commonwealth. I look forward to the people of this state to ridding our country of these irresponsible legislators trying to grandstand for their own personal gain.

Respectively submitted,

William P Gonet
Chairman of the Westfield Regional Airport Commission

Commissioner Gonet made a motion to condemn this legislation and send a clear message to Mr. Cyr that the Westfield Airport Commission is opposed to SR 2305, seconded by Commissioner Keefe, followed by a roll call vote:

Commissioner Gonet-yes
Commissioner Keefe-yes
Commissioner Phelon-yes

The motion has passed.

Commissioner Gonet made a motion for the Airport Manager to send a letter to Mr. Cyr clearly stating our position as a commission and airport, seconded by Commissioner Keefe, followed by a roll call vote:

Commissioner Gonet-yes
Commissioner Keefe-yes
Commissioner Phelon-yes

The motion has passed.

V. STANDARD AGENDA ITEMS:

- a. ASG Engineer Update – Craig Schuster went through each item on the Monthly Status Report (attached).
- b. Operational Statistics – Stats, Ops News, Tenant Items
 - 1. Aircraft operations are continuing to increase. From April, 2020 versus 2019, operations are up 110%. 2020 versus 2019, Y-T-D aircraft operations are up 40%. Avgas is up 14% and have surpassed total avgas gallon flowage from last fiscal to this fiscal year. Jet A is still down 13% although trending in the right direction to close the gap. Airport revenues Y-T-D are up 13%.
 - 2. The Commemorative Air Force Fly-In event will be held June 14th-21st.
 - 3. There will be an airport tabletop emergency exercise on June 11th in the Aero Design hangar.
 - 4. ASMP Project Update:
 - a. UHF Radios have been received.
 - b. HVAC Rooftop Unit will be delivered in the next weeks and will be installed the first week of June.
 - c. Demo of two buildings- The site visits were held this week with four companies in attendance. May 20th will be the bid opening.

C. Airport Noise Program- FAA Land Re-Use Plan and Noise Compatibility Study Update- The FAA informed the Airport Manager that the grant being used for the Land Re-Use project will be expiring because it's almost 4 years old. This project will now need to be funded under the Noise Compatibility Study Update when the grant is received in July or August.

VI. EXECUTIVE SESSION:

- a. Commissioner Gonet made a motion to enter into Executive session pursuant to M.G.L. c. 30A sec. 21(a)(6) to consider the lease of real property, Parcels 1-A and 1-B off Airport Road, if the chair declares that an open meeting may have a detrimental effect on the negotiating position of the public body. The Commission will not reconvene in open session at the conclusion of Executive Session, seconded by Commissioner Keefe, followed by a roll call vote:

Commissioner Gonet-Yes
Commissioner Keefe-Yes
Commissioner Phelon-Yes

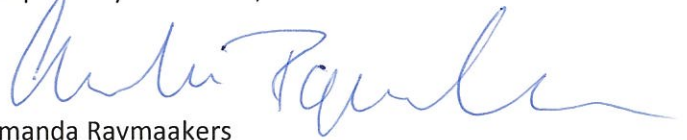
The motion has passed.

The Commission entered Executive Session at 7:38 p.m.

There being before the Commission, the Chairman made a motion to adjourn the meeting at 8:18 p.m., seconded by Commissioner Keefe, followed by roll call vote:

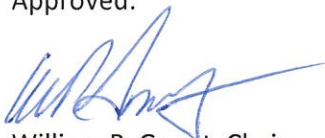
Commissioner Gonet-Yes
Commissioner Keefe-Yes
Commissioner Phelon-Yes

Respectfully submitted,



Amanda Raymakers
Principal Clerk

Approved:



William P. Gonet, Chair

Westfield Airport Commission

May 13, 2021

Statement from the Chairman of the Westfield Barnes Regional Airport

Dear Fellow Commissioners, Chris and attendees,

I would like to make a brief statement in regards a bill being presented by State Sen. Julian Cyr, Democrat from Truro, MA. This pending state legislation that would require Massachusetts airports to impose a \$1,000 fee on any personal, corporate-owned, or charter rental aircraft that land on a Massachusetts public airport. The money from the fee would be invested in state infrastructure that has been affected by climate change.

I as the chairman of this airport commission strongly denounce this far reaching, discriminatory, and irresponsible legislation. Legislators need to understand there are consequences to their fanatical ideas. If this legislation were ever to pass, Barnes Airport would be decimated with people's lives, and livelihoods affected. The local economy would also be harmed irreparable. This legislation could even affect the very existence of this airport. What happens to our flight schools like Fly Lugo trying to teach future pilots, some of which may go into the Air Force or fly for a major airline. What happens to people who want to fly here to go to our Tobeko Restaurant? Do you think they will fly a mere 15 minutes more and land in New York, Connecticut, Vermont, Rhode Island, or New Hampshire flying right over our heads? This holds true for every other airport in Massachusetts. This type of legislation from these types of legislators is dangerous.

This legislation more than likely violates or is pre-empted by several federal laws to add to the misery. For example, Westfield is funded 90% by the FAA. The FAA has strict funding guidelines that Barnes Airport meets. In this bill revenues from landing fees would be diverted to off airport infrastructure in clear violation of these guidelines resulting in loss of this funding which in turn would result in Barnes Airport existence being threatened without this federal funds. Additionally, the FAA policy further mandates that fees must be just, reasonable, not unjustly discriminatory, and equitably apportioned among all categories of users. Lastly, the City of Westfield would be open to numerous lawsuits from our tenants would this legislation pass for failure to provide access to an economic airport not to mention the excessive fee could open the airport up to legal disputes from private pilots who find it discriminatory. Lastly, I do not think Mr Cyr has done his job. The fees that would be collected in the first year till all these small, private pilots left for local states would be so insignificant I do not think they would even buy one electric bus.

I am extremely disturbed and upset that someone would propose this type of irresponsible legislation. Mr Cyr should be strongly condemned by his constituents and the citizens of this Commonwealth. I look forward to the people of this state to ridding our country of these irresponsible legislators trying to grandstand for their own personal gain.

Respectively submitted,

William P Gonet
Chairman of the Westfield Regional Airport Commission

I would now like to put for a motion to condemn this legislation and send a clear message to Mr Cyr that the Westfield Airport Commission is opposed to SR 2305. Do I have second...

I would also like to propose a second motion for the Airport Manager to send a letter to Mr Cyr clearly stating our position as a commission and airport. Do I have second...



www.flylugu.com

Personalized Flight Instruction

May 10, 2021

City of Westfield
Airport Commissioners
110 Airport Road
Westfield, MA 01085

Dear Commissioners,

I am writing on behalf of Wolf Aviation Network regarding their interest in putting a FAA AATD flight simulator in the terminal building of Westfield-Barnes Regional Airport. As the owner of Fly LUGU Flight Training, I feel strongly that we can incorporate the proposed simulator into our current curriculum. Under FAR 14 CFR §61.65 (c) and §61.64, our students will be able to log 20 hours of simulator experience towards their instrument rating and 50 hours towards their commercial license offering significant cost savings to these students. Having access to this device will prevent the stagnation of our students training by allowing them to continue learning even when the weather is poor, or unavailability of aircraft. Additionally, the AATD will give our local aviators the opportunity to practice unconventional emergencies in a safe and comfortable environment.

Fly Lugu is committed to being the leader in flight training by providing our students and instructors uncompromised safety, unparalleled quality and exceptional, customer-centric focus. Our mission is to provide a collaborative, educational experience that fosters continuous improvement, personal growth, and enhanced safety practices for our aviators both current and future. The addition of a flight simulator to Westfield-Barnes will exponentially help us achieve this mission.

Sincerely,

Fredrika Ballard

Fredrika Ballard
Founder, Fly LUGU Flight Training

110 Airport Road, Suite 111
Westfield, MA 01085
833-359-5848

CITY OF WESTFIELD-LEASE OF SPACE FOR AVIATION USE 21-025

NAME OF FIRM: Wolf Aviation Network

DATE: 05/03/2021

TEAM MEMBER Chris Willenborg

MINIMUM CRITERIA YES/NO Yes DO NOT MOVE FORWARD IF THIS IS NO

TOTAL CRITERIA RANKING 77

EVALUATION CRITERIA WORTH 100 PTS

1. 12 YEARS OF EXPERIENCE Max 25

RANKING REASON:

Became a pilot in 2018 and recently started Wolf Aviation Network

2. 20 RESPONSE TO SCOPE Max 25

RANKING REASON:

Sacha Wolf provided the necessary paperwork response to the RFI

3. 45 Contribution to Aeronautical Activity at BAF Max 50

RANKING REASON:

The Wolf Aviation Network will have two aeronautical activities regard flight training and meeting social media needs of aviation community

Based on the response from Wolf Aviation Network, their firm will be addressing work force development / flight training activities at BAF. The proposed

business will bring foot traffic in the terminal building

Westfield-Barnes Airport Commission,

My name is Sascha Wolf, and I am an instrument-rated private pilot and aircraft owner/hangar tenant at Barnes. I am also the owner of an Advanced Aviation Training Device (AATD), a flight simulator that meets FAA standards. Since interest has been expressed to me from various different sources, I am proposing that my company Wolf Aviation Network rent the vacant 2nd floor office space to make our simulator available to the flight schools at Barnes and anyone else interested in flying it. This will bring traffic to the airport, which will benefit all entities at Barnes Municipal (flight schools, the repair shop, the restaurant, etc...).

An AATD allows flight schools to integrate their training with the simulator. Instructors can teach students on the device, and students can also log time that counts towards each of their ratings. Pilots can put up to 50 hours of AATD time towards their Commercial rating, and maintain instrument currency and proficiency with the simulator. Furthermore, students that start their flight training in a simulator are not only better prepared for the real aircraft, but are also more likely to complete their private pilot rating in less hours than if they didn't. And pilots that are better prepared make flying safer for themselves, instructors, and everyone else involved. At a time when we have less pilots, it's important to make aviation more affordable, more easily accessible, and safer. In connection with Fly Lugu and other flight schools on the field, we can accomplish exactly that.

I am also currently developing a social media platform, similar to Facebook, specifically for the aviation community, which we are planning on launching in spring 2022. The office would not only facilitate the flight simulator, but would also be the main office and address for this endeavor.

Our mission at Wolf Aviation Network is to bring the aviation community together, bring General Aviation back to its glory days, and reignite interest both locally and nationally. Barnes Airport would be the perfect location and facility to accomplish these goals.

Thank you for your consideration.

Sincerely,



Sascha Wolf

20 Goshen Road

Springfield, MA 01119

413-563-1929

Sascha Wolf

20 Goshen Road | Springfield, MA 01119
(413)-563-1929 | sashmckay@gmail.com

Experience - Aviation

Certified Private Pilot, Instrument Rating | Westfield, MA

March 2018 - Present

- Private pilot with over 200 hours of flight time, seeking commercial and instructor ratings
- Strong knowledge of aviation and the industry
- Owner of a Piper Archer, and past owner of a Piper Cherokee 140
- Refurbished both aircrafts, and under IA mechanic supervision, installed dual glass panels and new avionics in current aircraft
- Studying and building hours to obtain A&P mechanic's license
- Developing a social media platform, similar to Facebook, specifically for aviation, and planning to launch in Spring 2022

Experience - Other

Independent Engineer | Springfield, MA

- Deep understanding of engineering practices and principles
- Designed and manufactured a realistic flight simulator, pending final FAA approval as an Advanced Aviation Training Device (AATD), since December 2020
- Invented and designed a Compressed Air Engine, in collaboration with other engineers on its development, since 2010
- Advanced skills in audio engineering and audio/video production, having worked on professional commercials, music videos, and other projects since 1995

Songwriter/ Producer | Springfield, MA

- Have written and produced hundreds of original songs for hire
- Collaborated with both local and national acts and artists
- Worked with Radio Disney Northeast from 1999 to 2002, placing and managing acts in their repertoire
- Teach audio and video production, sound engineering, and vocal lessons privately

Skills

Computer: X-Plane 11 | Logic Pro X | Cubase | Pro Tools | Sony Vegas | Adobe After-Effects

Final Cut Pro | Adobe Photoshop

Other: Singer & Piano

CITY OF WESTFIELD-LEASE OF SPACE FOR AVIATION USE 21-025

NAME OF FIRM: Spidercuff USA
DATE: 05/03/2021

TEAM MEMBER Chris Willenborg

MINIMUM CRITERIA YES/NO Yes DO NOT MOVE FORWARD IF THIS IS NO

TOTAL CRITERIA RANKING 73

EVALUATION CRITERIA WORTH 100 PTS

1. 15 YEARS OF EXPERIENCE Max 25

RANKING REASON:

Spidercuff USA was started in 2017

Planning to house one or more aircraft at BAF

2. 20 RESPONSE TO SCOPE Max 25

RANKING REASON:

Garry Heiney provided the necessary paperwork
response to the RFI.

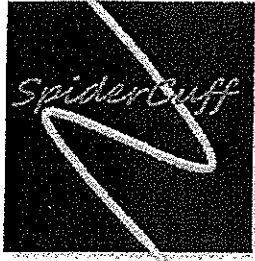
3. 38 Contribution to Aeronautical Activity at BAF Max 50

RANKING REASON:

Possibility of lease back with
existing tenant, Fly LOGO

NOTES:

Based on the response from Spidercuff
USA, it appears the office will be used
for non-aeronautical and potentially
aeronautical activities



SpiderCuff USA, LLC

Jonathan Garry Heiney
Founder

99 Hawthorne Avenue
Pittsfield, MA 01201

Ph: (413) 781-9001

Em: Founder@SpiderCuff.com

March 26, 2001

Ms. Tammy Tefft
Chief Procurement Officer
City of Westfield
Purchasing Department
59 Court Street
Westfield, MA 01085

RE: Request for Interest #21-025
Lease of Area in the Westfield-Barnes Regional Airport Terminal Building

Dear Ms. Tefft,

Regarding Request for Interest #21-025, I want to provide you with my expression of interest in accordance with your Proposal Requirement.

Mr. Willenborg graciously allowed me to view the space last month and I believe it will meet our needs.

Our goal is to utilize the space to,

- Support the needs of SpiderCuff USA. Our intention is to maintain one or more aircraft at Barnes.
- Serve as a satellite executive office and aircraft operations office.
- In addition, we are exploring the opportunity with Fly Lugo on a lease-back of an aircraft.

The names of the personnel who will represent us as lessee account executives are,

1. J. Garry Heiney, Founder/Owner
2. Theodore Brown, Executive

Profession/Industry: **SpiderCuff USA, LLC** is a Massachusetts LLC created in 2017. It is owned in the majority by, Jonathan Garry Heiney. It was created for the purpose of developing and managing Intellectual Property (IP) to serve mission critical needs of the various markets that utilize handcuffs, i.e., Type 3 restraints as defined by the **National Institute of Justice (NIJ)**.

Personnel: Jonathan Garry Heiney, (JGH)
Executive/Entrepreneur
Founder SpiderCuff USA, LLC and several other businesses
and Income and Wealth)
Theodore Michael Brown, (TMB)
Chief Operating Officer

- Experience:
- JGH: 40 +years Professional financial services and Entrepreneur
- o 5 years, developing SpiderCuff USA and Intellectual Property Development, Enterprises (IPD)
 - o 15 years, Independent Investment Advisor Representative
 - o 25 years, MassMutual Insurance Agent
- TMB: 30+ years Engineer and Executive experience
- o 1 year COO SpiderCuff USA
 - o 18 years AMARY & WESTFALL_TECHNIK, INC Executive
 - o 14 years MEADWESTVACO CORP, Chemical & Manufacturing Engineer

Scope of Service: **SpiderCuff USA, LLC** derived from **IPD Enterprises**. **SpiderCuff** holds the license to develop products incorporating certain patents that relate to handcuff technologies for distribution and sale in North America (USA & Canada).

Type 3 Restraints (as defined by the **NIJ** {National Institute of Justice}) are mission critical equipment used broadly by Law Enforcement, Corrections, Private Security, Campus Security, the Military, etc. throughout North America. Aircraft will be needed to efficiently address and support these markets, their various activities, trade shows, etc. The agencies and municipalities they serve are numerous (20,000+) and span the breadth of the continent.

Our business plan has identified a Pilatus PC-12 as the most suitable aircraft in the short-term. Preceding the PC-12 we will use a Cirrus aircraft and perhaps retain it in conjunction with the PC-12.

Use of the office space will consist of weekly use by one or more personnel.

Terms: The terms of the lease as described are acceptable.


Cost of Space: The cost for the space you have stipulated is within our budget. That cost being,

- \$ 355.61 per month
- \$4,267.35 per year

We trust that what we have provided here satisfies the requirements of the Request for Interest. Should we have missed anything we ask your forbearance, and we will promptly remedy any error or deficiency.

Thank you for considering us as a respondent to the RFI.

Sincerely,



Jonathan Garry Heiney
Founder

TED BROWN

105 Parkview Terrace, Lee, MA 01238

TDMJEBROWN@ROADRUNNER.COM

(413) 281-0973

Experienced, results-driven, operational and business leader with steady career advancement within one company (different ownership) over a 32-year career. Great track record devising, evaluating, and implementing continuous process improvements to minimize waste and reduce costs. Proven record of success in both high growth and commodity environments. Experienced managing in both Private Equity and Public Corporation environments. Excellent communicator; success building cohesive, aligned, teams focused on achieving key company metrics in Safety, Quality, Productivity, and Profitability. *Areas of expertise include...*

P & L Accountability
Operational Excellence
Team Building & Alignment
Multi Market experience

Revenue Growth
Continuous Improvement
Cost Reduction/Avoidance
Change Management

Comfortable communicating from Plant floor to Board Room

WESTFALL-TECHNIK, INC. (Purchased Amaray in Oct 2018)

Oct 2018-Present

Vice President, Northeast Region, General Manager Pittsfield, MA & Ansonia, CT Facilities

- Full P & L and Operational accountability for Amaray (Pittsfield, MA) and NPI Medical (Ansonia, CT)
- Responsible for Combined \$27M in revenue from Injection Molding & Assembly Operations
- Combined 50+ injection molding and offline assembly lines, 3 clean room operations
- Experienced in Consumer Products & Medical markets
- Led reorganization of Amaray facility after acquisition
- Oversaw modernization project at NPI Medical facility
- Implemented KPI dashboard for both facilities to drive accountability and CI culture

AMARAY (2001-2010 under MWV, 2010-2018 under Atlas Holdings, LLC)

Progressive responsibility from VP Operations (2001-2007), VP, General Manager (2007-2014), and Chief Operating Officer (2014 – 2018)

Chief Operating Officer (2014-2018)

- Assumed operational responsibility for Amaray facilities in Freden, Germany and Corby, UK
- Maintained responsibilities on driving profitability within U.S. businesses
- Led efforts to drive sharing and standardization of Best Practices, and a Continuous Improvement culture
- Led Change Management efforts at each facility to prepare operationally for entry into new markets

VP, General Manager (2007-2014)

- Full P & L accountability, multi-site business
- HR, Finance and Sales added to Operations responsibilities
- Managed market share growth from 25% to 55% in a declining market
- Led diversification of Pittsfield location from 100% Media down to 25%, displaced by products in Consumer Packaging, Pharmaceutical, and Personal Care
- Expanded Midwest operation from \$10M to \$60M in revenue
- Focused efforts on Continuous Improvement: additional 15% product weight reduction, led sourcing review of packaging resulting in \$250k of savings, consolidation of facilities
- Achieved excellent safety results in Pittsfield: 2 recordables over last six years

VP Operations (2001-2007)

- Responsible for all aspects of Operations including Sourcing and Customer Service
- Oversaw high growth environment in the Media market
- Quadrupled production and revenue over 5-year period (from \$19M to \$110M)
- Oversaw site selection and startup of \$30M capital project to expand into a Midwest facility
- Continuous Improvement achievements: 30% weight reduction, facility relocations from Northeast to Midwest, 35% productivity improvement through cycle time improvements, formal annual CI program

MEADWESTVACO CORP. (Unionized Pulp & Paper Mill)

1987 – 2001

Bleached & Unbleached Pulp Mill Superintendent (2000-2001)

- Operational Lead on \$65M Pulping modernization and expansion

Recovery Superintendent (1997-2000)

- Operational Lead on \$87M Recovery department modernization and expansion
- Project completed on time and on budget

Unbleached Pulp Mill Supervisor (1995-1997)

- With Bleached Pulp Mill debottlenecked, Mill production limited by unbleached pulp production
- Improved productivity to move bottleneck to Recovery department

Paper Machine Supervisor (1993-1995)

- Improved productivity by 15% on corrugated paper machine

Bleached Pulp Mill Supervisor (1989-1993)

- Youngest Supervisor in Mill history
- Department was one of most difficult in unionized Mill
- In 4-year period, pivoted department from being a bottleneck to Mill production by improving productivity 40% while building teamwork between Management and Union

Process Engineer (1987-1989)

EDUCATION

Worcester Polytechnic Institute

B.S. Chemical Engineering, 1987

Worcester Polytechnic Institute

11 MBA courses with Operations focus

Bolton High School

Valedictorian, 1983

Misc. Training: Green Belt, Six Sigma, Lean Techniques

HOBBIES

- Boating, Hiking, Reading, Fantasy Football

Jonathan Garry Heiney

128 Sherwood Road, Springfield, MA 01119 Telephone: (413) 796-5557 Email: Founder@SpiderCuff.com

Education and Training

- I attended the University of Massachusetts and studied Economics and Philosophy.
- During my career in Financial Services, I have obtained a variety of licenses and certifications.

Professional Skills & Abilities

SALES

- My financial services career began with the sale of life insurance and other risk based insurance products to individuals and small businesses.
- Tax-Wise and Risk Based planning was one of my earliest skill sets acquired while with MassMutual.

MANAGEMENT

- For many years I managed a small business, Income and Wealth, Advisors and Associates and assets of approximately \$50M.

RISK, INVESTMENT AND TAX MANAGEMENT

- Risk-based investment analysis of an institutional nature is the process I utilize for my client's investment and financial management. This has functioned to preserve and grow value while others seek to recover losses, resulting in preservation of capital and the ability to achieve superior returns with less risk.
- Income and Estate Tax analysis, minimization/optimization for business and families is a cornerstone of my work.

COMMUNICATION

- I place great importance on being an attentive listener and am primarily a fact based decision maker.
- I routinely made presentations within my industry and to the public during my years as a financial advisor.

LEADERSHIP

- I now manage a Start-Up whose first products will be launched Q3, 2021.
- I accumulated experience both within my industry and at various civic and church organization. My experience ranges from leading small groups, study groups, task forces, committees and mission trips, to congregation meetings.
- I routinely lead my clients through an analysis or review of their business and/or personal investment/financial/estate planning issues to confirm or adjust previous decisions in light of changing needs or circumstances as the facts and probabilities warrant.

Work History and Professional Experience

ENTREPRENEUR AND FOUNDER, IPD ENTERPRISES, SPIDERCUFF USA, LLC, SCIP LLC 2017 TO PRESENT

- I concluded my career in financial services to pursue the opportunity presented by developing valuable Intellectual Property (patents) whose technological innovations I strongly believed would beneficially impact the markets which utilize Type 3 Restraints (handcuffs).
- This challenge after many years of work has proved fruitful as the companies I created and largely own have increased tremendously in value and I have been granted patents throughout the world.

INVESTMENT ADVISOR REPRESENTATIVE – SAGEPOINT FINANCIAL (AND PREDECESSORS) – 2005 TO 2017

- Working for one of the four AIG Advisor Group Broker-Dealers has allowed me to offer risk calibrated, tax-wise investment advice on an exceptionally wide range of investment opportunities.

INVESTMENT ADVISOR REPRESENTATIVE – INVESTORS CAPITAL – 2003-2004

- I provided investment advisory services with this regional broker dealer before being recruited to a precursor of SagePoint Financial

INSURANCE AGENT AND REGISTERED REPRESENTATIVE - MASS MUTUAL LIFE INSURANCE COMPANY – 1979-2003

- After two years in the Actuarial Division I became an agent for MassMutual. I earned several of the company's highest national sales awards and numerous other industry awards. I became a Registered Representative when MassMutual created its own Broker-Dealer.

Personal Interests and Perspective

I am a passionate and enthusiastic person who has been blessed many times. I enjoy good health, a great family, a loving wife, a successful business and am deeply grateful for being born in America.

One of my greatest pleasures is sailing my boat. I also enjoy skiing and recently have begun the process of obtaining my private pilot's license.

Overseeing SpiderCuff through its next state is my top priority. Subsequently I will have the opportunity to oversee the propagation of my IP across the globe. I believe this will be an enjoyable, satisfying and rewarding responsibility.

I have also been blessed with other important IP I am working to develop.

The fruit from all these blessing will enable me to support various evangelical and philanthropic interest I have nurtured for many years.

GtG.

References:

Reverend David Mantz
First United Methodist Church
Port Jefferson, NY 11777
Phone: (631) 473-0517

Mr. Proabodh Reshamwala
1274 Forest Hill Road
Feeding Hills, MA 01030
Phone (413) 786-6834

[EXTERNAL]

THOMAS TRUDEAU <pilothead@aol.com>

Tue 5/11/2021 1:32 PM

To: Amanda Raymakers <araymakers@barnesairport.com>; Christopher Willenborg <cwillenborg@barnesairport.com>

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize and verify the sender and know the content is safe.

Dear Commission Members, Tom Trudeau (Aero Design,Aircraft Services) requests that my lease which runs through 2035 be assigned to Fredrika Ballard , also of Aero Design Aircraft Services. Fredrika and I have become partners at the facility (Hangar 1) and she seeks to be controlling/ principal partner. I seek the commission's approval for this change and assignment. Fredrika has become a friend and a major asset to the airport and Arro Design. I feel her expertise and enthusiasm will take Aero Design well into the future at Barnes. I intend to remain at Aero Design and continue to operate the maintenance department While Fredrika will focus on the growth of the business. Thank you for your consideration in assigning my lease to Fredrika as primary lessee.

Best regards, Thomas K Trudeau

Sent from Tom Trudeau

HEAD OF DEPARTMENT CONTRACT SIGNATURE AUTHORIZATION FORM
CITY OF WESTFIELD - PURCHASING OFFICE
 (Instructions for completing this form are provided on the back of this page)
 PLEASE SUBMIT COMPLETED FORM TO: Purchasing

Budget Fiscal Year: 2022 Department Name: Airport
 Department Contact Person: Christopher J. Willenborg

The following individuals are authorized to sign the transactions specified on this form on behalf of the Department Head or Secretary:

DESIGNEE NAME	FUNCTIONAL TITLE	RANGE OF AUTHORITY	DESIGNEE ORIGINAL SIGNATURE
William P. Gonet George W. Keefe Kate E. Phelon	Airport Commission Chair Airport Commission Airport Commission	Federal and State Grants and all other contracts associated with grants	
Christopher J. Willenborg	Airport Manager	All other contracts	

I/we hereby authorize and direct the foregoing named designee(s) for and on behalf of the department to negotiate, enter into, execute and deliver any and all agreements or contracts within the above stated range of authority required by the department in the performance of its duties within the ordinary course of the department's business. I/we hereby certify that the above delegation of contract signature that such delegation does not and cannot relieve the head of the department from any obligations or responsibilities imposed by law, rule, or ordinance.

Head of Department Signature Christopher J. Willenborg	_____	Date	_____
Print or Type Full Name	_____	Date	_____
Head of Department Signature Chair, Commission William P. Gonet	_____	Date	_____
Print or Type Full Name	_____	Date	_____
Head of Department Signature Commissioner George W. Keefe	_____	Date	_____
Print or Type Full Name	_____	Date	_____
Head of Department Signature Commissioner Kate E. Phelon	_____	Date	_____
Print or Type Full Name	_____	Date	_____
Head of Department Signature	_____	Date	_____
Print or Type Full Name	_____	Date	_____
Head of Department Signature	_____	Date	_____
Print or Type Full Name	_____	Date	_____
Head of Department Signature	_____	Date	_____
Print or Type Full Name	_____	Date	_____
Head of Department Signature	_____	Date	_____
Print or Type Full Name	_____	Date	_____



AIRPORT SOLUTIONS GROUP

Innovative Airport Development Specialists

MEMORANDUM

TO: Chris Willenborg, Airport Manager **FROM:** Craig Schuster
LOCATION: Westfield, MA **LOCATION:** Burlington, MA
SUBJECT: Monthly Status Report – Misc. Projects **DATE:** May 13, 2021

This memo describes the current status of miscellaneous engineering and planning projects and outstanding issues at the Westfield-Barnes Regional Airport as of the date indicated above.

MISCELLANEOUS ITEMS

- 1. Airfield Drainage Improvements Phase II – Construction Phase – Total Cost - \$3,000,000**
Funding breakdown FAA Share (90%)-\$2,700,000 MassDOT Share (5%)-\$150,000 Local Share (5%)-\$150,000

Project has been closed out.
- 2. Reconstruct, Mark, Light, and Groove Runway 15-33 – Total Cost – \$7,525,614**
Funding breakdown FAA Share - \$6,773,052.60 MassDOT Share - \$464,576.70 Local Share - \$398,354.70

Project has been closed out
- 3. FAA Design Reimbursable for RW 33 PAPI for the Reconstruct, Mark, Light, and Groove Runway 15-33 – Total Cost – \$30,483.20**
Funding breakdown FAA Share - \$27,434.88 MassDOT Share - \$1,524.16 Local Share -\$1,524.16

ASG prepared and submitted the FAA and MassDOT Aeronautics closeout documentation. Project has been closed out
- 4. MassDOT ASMP Project – Install Self Service AVGAS Fuel Farm – Est. Total Cost - \$385,000**
Funding breakdown MassDOT Share (80%)-\$308,000 Local Share (20%)-\$77,000

ASG has prepared a scope of work and associated fee and submitted for review by BAF and MassDOT which is in the process of finalizing. Currently ASG is developing conceptual options for discussion with the Airport and MassDOT.
- 5. Environmental Assessment for Various Projects – Total Cost - \$190,700.**
Funding breakdown FAA Share - \$171,630 MassDOT Share - \$9,535 Local Share -\$9,535



AIRPORT SOLUTIONS GROUP

Innovative Airport Development Specialists

ASG's scope of work and associated fee has been approved through the Independent Fee Estimate process as required by the FAA for projects over \$100,000. ASG prepared and submitted the FAA and MassDOT Aeronautics grant applications by May 1, 2021 (FAA deadline for grant applications). The next step is, before starting work, to wait until the FAA provides a grant offer to the Airport. Grant offer is expected mid-July based on past years.

6. Building Demolition Project.

Final seeding at the demolished home areas has occurred. Grass is currently germinating. Encore submitted their final invoice with errors. ASG has reached out to Encore asking them to revise their final invoice. ASG has not heard back from Encore.

7. Taxiway H, S and Apron (ANG Project)

Project started on April 12, 2021 and is proceeding on schedule. ASG continues to review shop drawings and submittals. ASG is also providing full time onsite construction observation.

8. ALP Update.

ALP update is being performed by Stantec. ALP is in the process of being reviewed by the Airport. ASG will request the electronic CAD files from Stantec for the Airport Layout Plan when the document becomes final.

9. South Quadrant Development.

ASG has prepared figures for a future hangar development in the south quadrant ALP Update.

STANDARD WORK PROCESS

Airport Commission 2021 Agenda

Purpose: The purpose of our strategic agenda is to provide a framework in order for the commission and airport manager to focus on the key metrics and processes to insure we are moving towards a revenue positive, FAA Part 139 Regional Airport.

January	February	March	April	May	June	July	August	September	October	November	December
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Key Annual Dates

		Airport Manager Review	Submit budget to mayor April 15th		Budget voted on by council end of June			FAA AIP & Grants			
					FAA Part 139 Review						

Special Agenda Items*

Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd
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Standard Agenda Items

Engineering Review	Engineering Review	Engineering Review	Engineering Review	Engineering Review	Engineering Review	Engineering Review	Engineering Review	Engineering Review	Engineering Review	Engineering Review	Engineering Review
Operational Statistics	Operational Statistics	Operational Statistics	Operational Statistics	Operational Statistics	Operational Statistics	Operational Statistics	Operational Statistics	Operational Statistics	Operational Statistics	Operational Statistics	Operational Statistics
Strategic Plan	Strategic Plan	Strategic Plan	Strategic Plan	Strategic Plan	Strategic Plan	Strategic Plan	Strategic Plan	Strategic Plan	Strategic Plan	Strategic Plan	Strategic Plan
Noise Program	Noise Program	Noise Program	Noise Program	Noise Program	Noise Program	Noise Program	Noise Program	Noise Program	Noise Program	Noise Program	Noise Program
Marketing Program	Marketing Program	Marketing Program	Marketing Program	Marketing Program	Marketing Program	Marketing Program	Marketing Program	Marketing Program	Marketing Program	Marketing Program	Marketing Program
Operations Report w/FAA Part 139 Review	FAA Part 139 Review	FAA Part 139 Review	FAA Part 139 Review	FAA Part 139 Review	FAA Part 139 Review	FAA Part 139 Review	FAA Part 139 Review	FAA Part 139 Review	FAA Part 139 Review	FAA Part 139 Review	FAA Part 139 Review
Capital Projects, AIP	Capital Projects AIP	Capital Projects AIP	Capital Projects AIP	Capital Projects AIP	Airport	Master Plan & AIP Projects Review	FAA/Mass DOT ACIP Review	Master Plan & AIP Projects Review	Master Plan & AIP Projects Review	Master Plan & AIP Projects Review	Mass DOT ASMP
Budget Review	Budget Review	Budget Review	Budget to Mayor	Budget Review	Budget voted on by council	Budget adopted	Budget Review	Budget Review	Budget Review	Budget Review w/3 year fct	
Capital Projects, AIP	Capital Projects AIP	Capital Projects AIP	Capital Projects AIP	Capital Projects AIP	Capital Projects AIP	Capital Projects AIP	Capital Projects AIP	Capital Projects AIP	Capital Projects AIP	Capital Projects AIP	Capital Projects AIP
		Airport Manger Review			Airport Security Plan Update						

Executive Session

Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd	Add items as req'd
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*Notes: 1-Add special items such as new leases, new opportunities, specific areas of concern and 2-Executive session required to negotiate in private where negotiation in public would be detrimental to the Airport's bargaining ability

Westfield-Barnes Regional Airport
 Fuel Flowage FY '21

JET
\$0.080
(gallons)
AVGAS
\$0.080
(gallons)
PAYMENT
FY '21
(dollars)

Ross/Rectrix

2020 June	9,935	8,500	\$1,474.80
July	9,928	0	\$794.24
Aug	19,860	7,501	\$2,188.88
Sept	19,916	7,000	\$2,153.28
Oct	20,013	0	\$1,604.04
Nov	20,093	8,002	\$2,247.60
Dec	20,216	8,001	\$2,257.36
2021 Jan	20,222	0	\$1,617.76
Feb	10,119	0	\$809.52
Mar	30,280	7,501	\$3,022.48
Apr			
May			
Total	180,582	46,505	\$18,169.96

Gulfstream Aerospace

2020 June	20,400	0	\$1,632.00
July	30,600	0	\$2,448.00
Aug	19,200	0	\$1,536.00
Sept	10,200	0	\$816.00
Oct	10,192	0	\$815.36
Nov	10,258	0	\$820.64
Dec	10,286	0	\$822.88
2021 Jan	20,661	0	\$1,652.88
Feb	20,672	0	\$1,653.76
Mar	20,589	0	\$1,647.12
Apr			
May			
Total	173,058	0	\$13,844.64

Air Methods

2020 June	16,269	0	\$1,301.52
July	0	0	
Aug	0	0	
Sept	0	0	
Oct	0	0	
Nov	0	0	
Dec	0	0	
2021 Jan	0	0	
Feb	718	0	\$574.64
Mar	0	0	\$0.00
Apr			
May			
Total	16,987	0	\$1,876.16

TOTALS	370,627	46,505	\$33,890.76
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Westfield-Barnes Regional Airport YTD Income Report

	Jul '20	Aug '20	Sept '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	FY '21 Total
Access Fees													
Gulfstream Aerospace	\$958.38	\$958.38	\$958.38	\$958.38	\$0.00	\$1,916.76	\$0.00	\$1,916.76	\$958.38	\$958.38	\$0.00	\$0.00	\$9,583.80
DBLS, LLC	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Commercial Land Rent													
Air Methods Corporation	\$1,321.92	\$0.00	\$2,643.84	\$1,321.92	\$1,321.92	\$1,321.92	\$1,321.92	\$0.00	\$2,643.84	\$1,321.92	\$0.00	\$0.00	\$13,219.20
All Star Car & Truck	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$0.00	\$100.00	\$200.00	\$100.00	\$0.00	\$0.00	\$0.00	\$900.00
Bill Board Fees (Lamar)	\$1,750.00	\$1,750.00	\$1,750.00	\$0.00	\$3,500.00	\$1,750.00	\$1,750.00	\$1,750.00	\$1,750.00	\$1,750.00	\$0.00	\$0.00	\$17,500.00
Gonet, John	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$335.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$335.14
Gulfstream Aerospace	\$5,280.76	\$5,280.76	\$5,280.76	\$5,280.76	\$0.00	\$10,561.52	\$0.00	\$10,561.52	\$5,280.76	\$5,280.76	\$0.00	\$0.00	\$52,807.60
Gulfstream Option	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00
Halasi Kun	\$112.00	\$112.00	\$112.00	\$112.00	\$112.00	\$112.00	\$112.00	\$112.00	\$112.00	\$112.00	\$0.00	\$0.00	\$1,120.00
Hoover, Gary	\$0.00	\$120.00	\$0.00	\$0.00	\$0.00	\$120.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$240.00
Labrie, James	\$38.94	\$38.94	\$38.94	\$38.94	\$38.94	\$0.00	\$0.00	\$0.00	\$116.82	\$77.88	\$0.00	\$0.00	\$389.40
PVMTM (Museum)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Rectrix/AF	\$2,958.82	\$2,958.82	\$2,958.82	\$2,958.82	\$2,958.82	\$2,958.82	\$2,958.82	\$2,958.82	\$2,958.82	\$2,958.82	\$0.00	\$0.00	\$29,588.20
Rectrix/FS	\$1,384.26	\$1,384.26	\$1,384.26	\$1,384.26	\$1,384.26	\$1,384.26	\$1,384.26	\$1,384.26	\$1,384.26	\$1,619.58	\$0.00	\$0.00	\$14,077.92
Whip City Aviation	\$3,186.48	\$1,593.24	\$0.00	\$1,593.24	\$1,593.24	\$1,593.24	\$0.00	\$3,186.48	\$1,593.24	\$1,593.24	\$0.00	\$0.00	\$15,932.40
Fuel Flowage Fees													
Gulfstream Aerospace	\$1,632.00	\$2,448.00	\$1,536.00	\$916.00	\$0.00	\$1,636.00	\$0.00	\$2,475.76	\$1,653.76	\$1,647.12	\$0.00	\$0.00	\$13,844.64
Rectrix Aerodrome	\$1,474.80	\$794.24	\$2,188.88	\$2,153.28	\$1,601.04	\$0.00	\$0.00	\$3,875.12	\$609.52	\$3,022.48	\$0.00	\$0.00	\$15,919.36
Air Methods Corp	\$1,301.52	\$0.00	\$0.00	\$0.00	\$0.00	\$2,247.60	\$0.00	\$0.00	\$574.64	\$0.00	\$0.00	\$0.00	\$4,123.76
Hangar Rentals													
Hangar #1	\$864.00	\$864.00	\$864.00	\$864.00	\$864.00	\$864.00	\$864.00	\$864.00	\$864.00	\$864.00	\$0.00	\$0.00	\$8,640.00
Hangar #2	\$0.00	\$0.00	\$0.00	\$0.00	\$15,525.83	\$0.00	\$0.00	\$0.00	\$15,525.83	\$0.00	\$0.00	\$0.00	\$31,051.66
Hangar #3	\$2,052.61	\$2,052.61	\$2,052.61	\$2,052.61	\$2,052.61	\$2,052.61	\$2,052.61	\$2,052.61	\$2,052.61	\$2,052.61	\$0.00	\$0.00	\$20,526.10
Joint Use Fees													
Army National Guard	\$0.00	\$0.00	\$0.00	\$14,496.25	\$0.00	\$14,496.25	\$0.00	\$0.00	\$14,496.25	\$0.00	\$0.00	\$0.00	\$43,494.75
Air National Guard	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Municipal Bldg Rent													
Air Methods Corporation	\$1,122.00	\$0.00	\$2,244.00	\$1,122.00	\$1,122.00	\$1,122.00	\$1,122.00	\$0.00	\$2,244.00	\$1,122.00	\$0.00	\$0.00	\$11,220.00
All Star Car & Truck	\$537.50	\$537.50	\$537.50	\$537.50	\$537.50	\$0.00	\$537.50	\$1,075.00	\$537.50	\$0.00	\$0.00	\$0.00	\$4,837.50
Conference Room	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Fly LuGu	\$682.61	\$682.61	\$0.00	\$1,365.22	\$682.61	\$0.00	\$1,365.22	\$682.61	\$682.61	\$682.61	\$0.00	\$0.00	\$6,826.10
Green, Bruce	\$207.50	\$207.50	\$207.50	\$207.50	\$207.50	\$207.50	\$207.50	\$207.50	\$207.50	\$207.50	\$0.00	\$0.00	\$2,075.00
Rectrix FBO	\$1,401.75	\$1,401.75	\$1,401.75	\$1,401.75	\$1,401.75	\$1,401.75	\$1,401.75	\$1,401.75	\$1,401.75	\$1,401.75	\$0.00	\$0.00	\$14,017.50
Rectrix Admin Lobby	\$169.00	\$169.00	\$169.00	\$169.00	\$169.00	\$169.00	\$169.00	\$169.00	\$169.00	\$169.00	\$0.00	\$0.00	\$1,690.00
Sok's Restaurant	\$1,065.60	\$1,065.60	\$0.00	\$2,131.20	\$532.80	\$0.00	\$0.00	\$2,131.20	\$1,065.60	\$1,065.60	\$0.00	\$0.00	\$9,057.60
Sok's Deck Fee	\$532.80	\$532.80	\$0.00	\$1,065.60	\$0.00	\$1,065.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,196.80
Westfield Flight Academy	\$0.00	\$1,066.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,066.83
KBR Wylie Labs	\$375.00	\$375.00	\$375.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,125.00
Miscellaneous													
Landing Fees	\$5,942.50	\$8,380.00	\$4,372.50	\$6,705.00	\$3,800.00	\$4,370.00	\$1,990.00	\$7,197.50	\$11,202.77	\$9,945.00	\$0.00	\$0.00	\$63,905.27
Parking Fees	\$760.00	\$535.00	\$530.00	\$1,090.00	\$75.00	\$190.00	\$0.00	\$125.00	\$330.00	\$130.00	\$0.00	\$0.00	\$3,765.00
Tie Down Fees	\$160.00	\$160.00	\$80.00	\$200.00	\$120.00	\$160.00	\$40.00	\$240.00	\$120.00	\$160.00	\$0.00	\$0.00	\$1,440.00
TOTAL	\$37,372.75	\$35,568.84	\$31,785.74	\$50,127.23	\$39,700.82	\$51,727.83	\$17,711.72	\$44,566.89	\$73,594.12	\$40,852.25	\$0.00	\$0.00	\$423,008.19

Air Traffic Record - Five Year Comparison

	2017	2018	2019	2020	
Itinerant Ops (IFR & VFR)	Jan	1439	1631	1739	1785
	Feb	1388	1369	1648	1540
	Mar	1410	1931	2134	1471
	Apr	2110	1993	1860	1023
	May	2090	2498	1935	1642
	Jun	2369	2425	2215	2152
	Jul	2097	2504	2344	2707
	Aug	2909	2003	2574	2099
	Sep	1978	1887	2571	1906
	Oct	2117	1799	1976	2161
	Nov	1677	1578	1786	1952
	Dec	1107	1846	1299	338
	Total	22691	23464	24081	20776

Local Ops	Jan	936	1064	1205	1442
	Feb	866	1221	1313	1296
	Mar	812	1490	1504	1404
	Apr	1434	1772	1434	772
	May	1712	1730	1642	1273
	Jun	1734	1626	1646	2281
	Jul	1780	1988	1504	3045
	Aug	3304	1586	1796	2717
	Sep	1424	1414	2275	2486
	Oct	1397	1418	1812	2085
	Nov	1328	1078	1834	2504
	Dec	1062	1272	922	3272
	Total	17789	17659	18887	24577

Itin & Lcl Ops	Jan	2375	2695	2944	3227
	Feb	2254	2590	2961	2836
	Mar	2222	3421	3638	2875
	Apr	3544	3765	3294	1795
	May	3802	4228	3577	2915
	Jun	4103	4051	3861	4433
	Jul	3877	4492	3848	5752
	Aug	6213	3589	4370	5238
	Sep	3402	3301	4846	4872
	Oct	3514	3217	3788	4246
	Nov	3005	2656	3620	4456
	Dec	2506	3118	2221	3610
	Totals	40817	41123	42968	46255

Air Traffic Record Y-T-D 2021

Westfield-Barnes Regional Airport

	ITINERANT											LOCAL				TOTAL	
	IFR					VFR						Total VFR	Civil	Military	Total		
	AC	AT	GA	MI	Total IFR	AC	AT	GA	MI	Itinerant							
2021																	
JAN	0	53	162	167	382	3	28	1150	137	1318	1674	132	1806	3506			
FEB	2	29	136	116	283	0	17	1049	101	1167	1268	140	1408	2858			
MAR	0	47	211	190	448	0	38	1614	235	1887	2292	236	2528	4863			
APR	2	60	225	120	407	0	27	1285	154	1466	1804	92	1896	3769			
MAY																	
JUN																	
JUL																	
AUG																	
SEP																	
OCT																	
NOV																	
DEC																	
TOTAL	4	189	734	593	1520	3	110	5098	627	5838	7038	600	7638	14996			



BAF Airport Statistics Report – May 2021 Meeting

1. Aircraft Operations

April 2020 (1,795) versus April 2021 (3,769)

Aircraft operations up 110% April 2020 versus April 2021

Calendar 2020 (10,733) versus Calendar 2021 (14,996) YTD

Aircraft operations up 40% YTD

2. Fuel Flowage

AVGAS

FY2020 versus FY2021 YTD

AVGAS flowage up 14% YTD

Jet-A

FY2020 versus FY2021 YTD

Jet-A flowage down 13% YTD

3. Airport Revenues

FY2020 YTD - \$347,409.94

FY2021 YTD - \$382,155.94

Airport revenues are up 13% YTD