



A Catalyst for
**GROWTH
& PROGRESS**

Monthly Meeting October 2023



Washington County, MD

HAGERSTOWN REGIONAL AIRPORT

Hagerstown Regional Airport's Plans for Expansion

Strategic Planning, Branding, and New Initiatives





A Catalyst for
GROWTH
& PROGRESS

Welcome

GHC Monthly Meeting
October 2023

BJ Goetz
GHC Chair



In Loving Memory



Judge Andrew Wilkinson

March 12th, 1971 – October 19th, 2023

GHC Monthly Meeting October 2023

Please Welcome Today's Special Guests



WELCOME

We're Glad You're Here

GHC Monthly Meeting October 2023

Please Welcome Today's Speaker

Hagerstown Regional Airport

Airport Director



NEIL DORAN



Washington County, MD

HAGERSTOWN REGIONAL AIRPORT

Airport Update

October 2023

Neil Doran's Aviation Biography

- Fell in love with Aviation in western North Carolina (HKY / CLT)
- FBO operations at Tweed-New Haven (HVN)
- Airline Ramp Management at Hartford-Bradley Intl (BDL) - Delta Airlines
- Airport Management, Economic Development, FBO, Air Charter at Eastern West Virginia Regl (MRB)
- Airport Director at HGR effective 10/31/2022.

Allegiant Airlines



Washington County, MD

HAGERSTOWN REGIONAL AIRPORT

CY2022 was the best year for Allegiant since it started at HGR in 2008. 2nd best year for airline service at HGR ever.

Hagerstown, MD: Hagerstown Regional-Richard A. Henson Field (HGR)

Scheduled Services except Freight/Mail

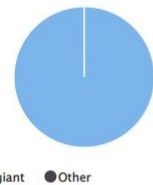
BTS Data as of 3/13/2023

Summary Data (U.S. Flights Only)

Carrier Shares for January - December 2022

| Passengers* | 2021** | 2022** | %Chg | Rank*** |
|---|--------|--------|--------|---------|
| Arrival | 23k | 31k | 38.57% | 291 |
| Departure | 23k | 32k | 38.72% | 289 |
| Scheduled Flights | | | | |
| Departures | 178 | 211 | 18.54% | 632 |
| Freight/Mail (lb.) (Scheduled and Non-Scheduled) | | | | |
| Total | - | 7,912 | N/A | 589 |
| Carriers | | | | |
| Scheduled | 1 | 1 | 0.00% | |

| Carrier | Passengers | Share |
|-----------|------------|---------|
| Allegiant | 63.34 | 100.00% |
| - | - | - |
| - | - | - |
| - | - | - |
| - | - | - |
| Other | 0.00 | 0.00% |



Based on enplaned passengers(000) both arriving and departing.

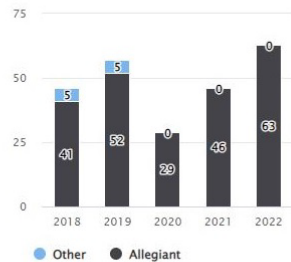
* Scheduled enplaned revenue passengers.

** 12 months ending December of each year.

*** Among 790 U.S. airports, 12 months ending December 2022

Total Passengers (U.S. Flights, in thousands)

Top 10 Destination Airports (U.S. Only, Passengers (000))



* Before October 2002, only carriers operating aircraft with more than 60 seats or 18,000

2022-2023: 3 destinations – 66,000+ passenger operations

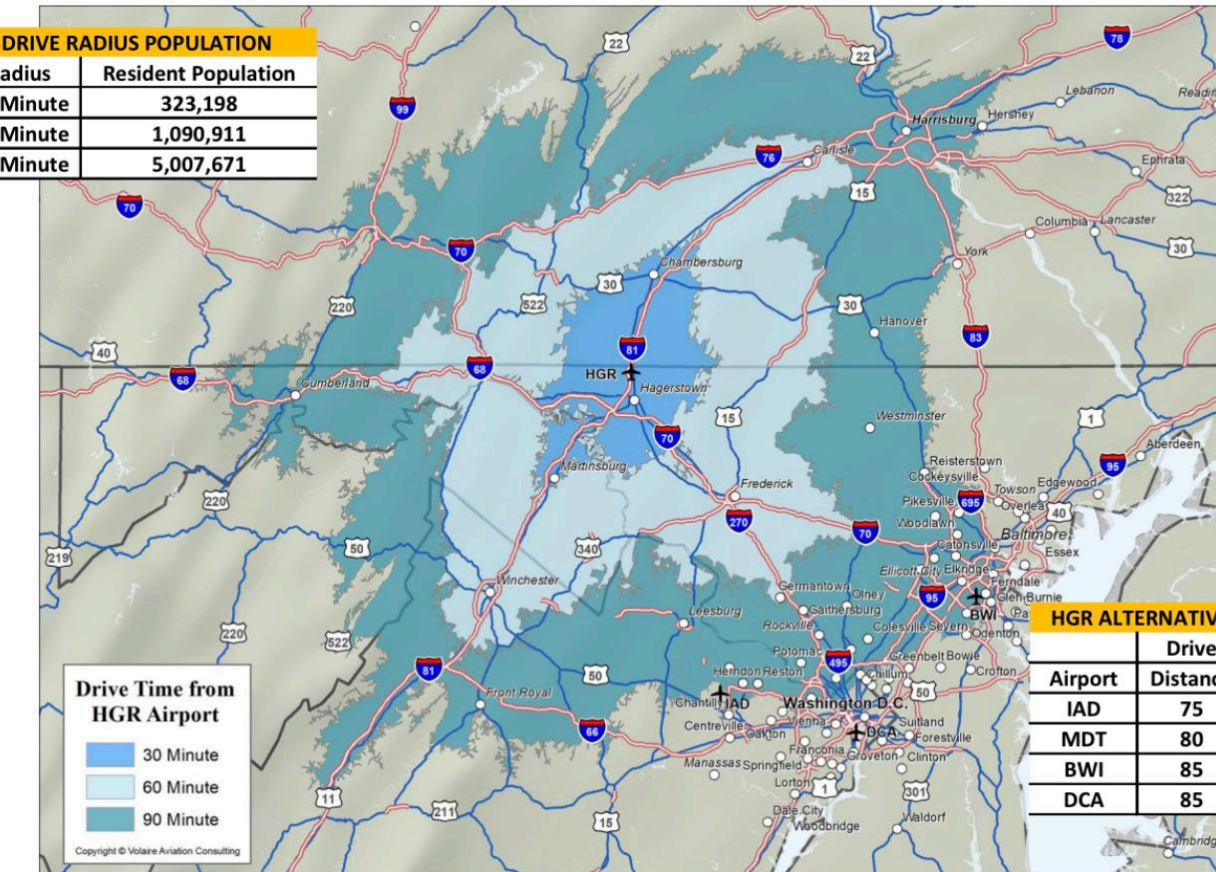


Air Service Development (ASD)

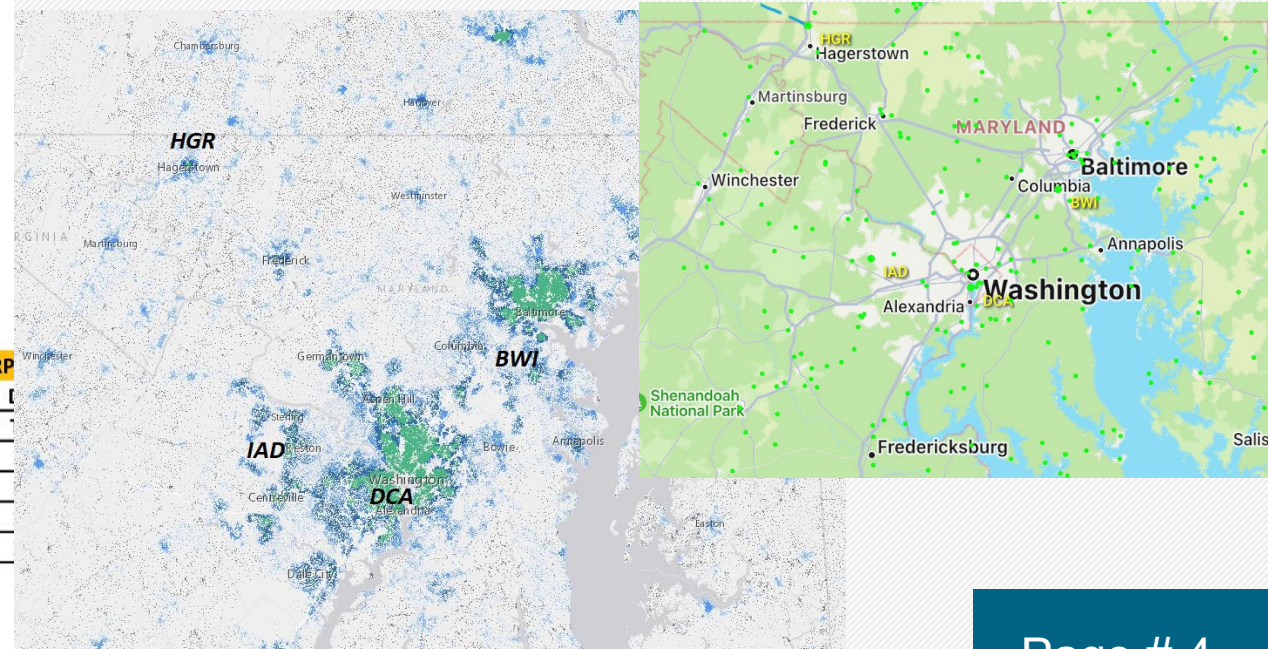


Washington County, MD

HAGERSTOWN REGIONAL AIRPORT



On-going retainer relationship sought with expert ASD consultants. RFP published May 2023. More outreach. Attending more airline conferences, airport/destination marketing events. 11 million reside within a 120-minute drive of HGR. **Washington-Baltimore CSA has four commercial airports (IAD, BWI, DCA and HGR).**



Strategic Plan



Washington County, MD

HAGERSTOWN REGIONAL AIRPORT

4-6 month process started in early-March 2023.

R.A. Weidemann & Associates. Three main focus areas:

- **Branding & Marketing:**

Potential New Airport Name, Logo, Identity

- **Business Planning:**

Strategies for Revenue Enhancement, Rates & Charges, Property Development, etc.

- **Review of Operations:**

Airport Department Organization / Staffing Needs to Support Growth



Hagerstown-Washington Regional Airport



Consumers in other states largely don't know where Hagerstown is, but they do know Washington, DC.

Residents of cities we fly to (Orlando, Tampa, and Myrtle Beach) aren't seeing our airport as a destination they can use to access the amenities of the National Capital Region.

Just as few would fly to Sanford, Florida (if it was marketed that way), we must also think bigger and highlight the larger region we serve and not merely our local city and county.

Many other similarly situated cities market themselves in this way such as Melbourne-Orlando in Florida, Gary-Chicago in Indiana and Manchester-Boston in New Hampshire.

Given the competitive threat posed by the proposed transition of the Manassas Regional Airport from GA to serving commercial airlines – the time is now for HGR to stand up and fully claim its rightful role and status as the 4th DC-area airport.

Why This Name?

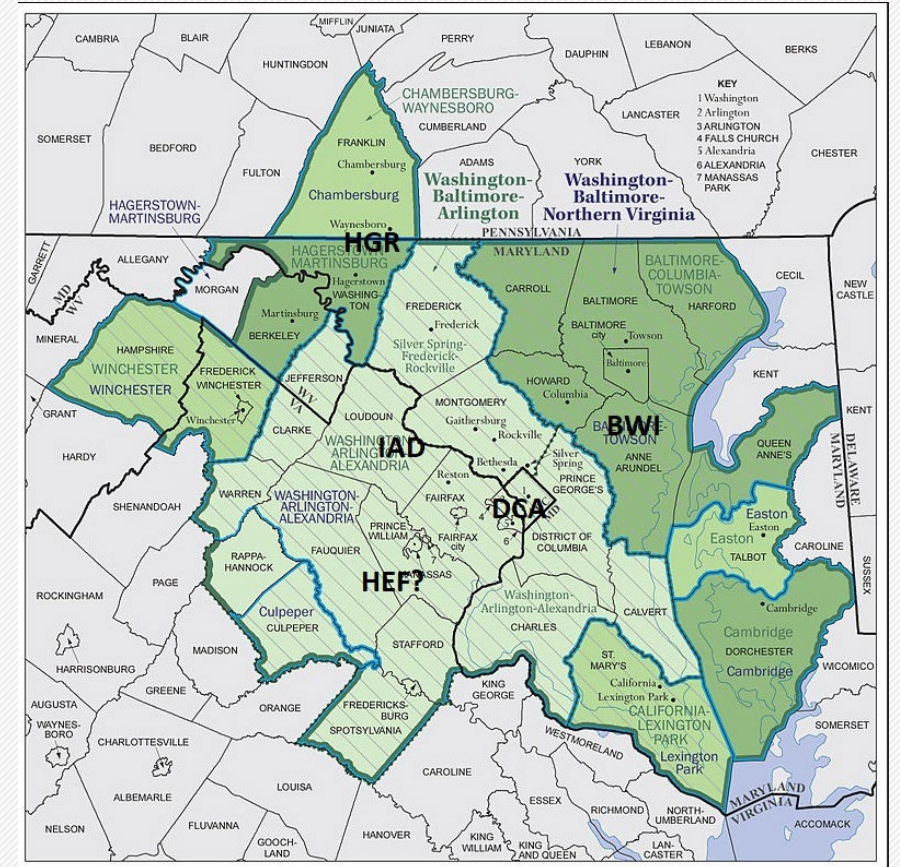
HAGERSTOWN - WASHINGTON REGIONAL AIRPORT

Hagerstown-Washington Regional Airport

We want to employ the double meaning.
We don't say "Washington County", neither do we explicitly say "Washington, DC". We are signaling both.

This is a reference to the airport's location and ownership by Washington County government and simultaneously a nod to the DC region that we are part of.

Name order: We put our local Hagerstown name first because it's the anchor city for a four-county-four state area, our primary market. Our FAA-issued location identifier code "HGR" is unlikely to ever change, and this remains consistent with the name "Hagerstown".





With this change, it's important to avoid mentioning "County" as we had been known as the "Washington County Regional Airport" for many years.

This proved problematic as there are numerous Washington County airports in the US and perhaps as many as thirty Washington County governments nationwide.

Why Not Mention Baltimore? Primarily the distance to the Baltimore area makes it less likely that many of their passengers would utilize HGR.

Beyond our local area, the counties we would most effectively target our marketing efforts to are Frederick and Montgomery County, Maryland, and Loudon County, Virginia. These are counties of the Washington, DC Metropolitan Statistical Area rather than the Baltimore MSA.



**HAGERSTOWN - WASHINGTON
REGIONAL AIRPORT**

Hagerstown – Washington Regional Airport

TRAVEL ELEVATED

Taxiway F Project



Washington County, MD

HAGERSTOWN REGIONAL AIRPORT

- CY24 Construction phase. Relocated and reconstructed Taxiway F.
- LED taxiway edge lighting/signs. Adjusted slightly south increasing runway separation.

OVERALL PHASING SEQUENCE:

PHASE 1A - RSA WORK (MILL AND OVERLAY)

WORK ITEMS: MILL AND OVERLAY, T/W LIGHTS/SIGNAGE REPLACEMENT, AND MARKING

PHASE 1 - TAXIWAY F RECONSTRUCTION WORK

WORK ITEMS: E&S CONTROLS, PAVEMENT DEMO AND RECONSTRUCTION, GRADING, T/W LIGHTS/SIGNAGE REPLACEMENT, AND MARKING

PHASE 2A - TAXIWAY C WORK (MILL AND OVERLAY)

WORK ITEMS: MILL AND OVERLAY AND MARKING

PHASE 2B - TAXIWAY F MILL AND OVERLAY AND RECONSTRUCTION

WORK ITEMS: MILL AND OVERLAY, PAVEMENT DEMOLITION, PAVEMENT RECONSTRUCTION, T/W LIGHTS/SIGNAGE, AND MARKING

PHASE 2C - TERMINAL APRON EXIT MILL AND OVERLAY

WORK ITEMS: MILL AND OVERLAY AND MARKING

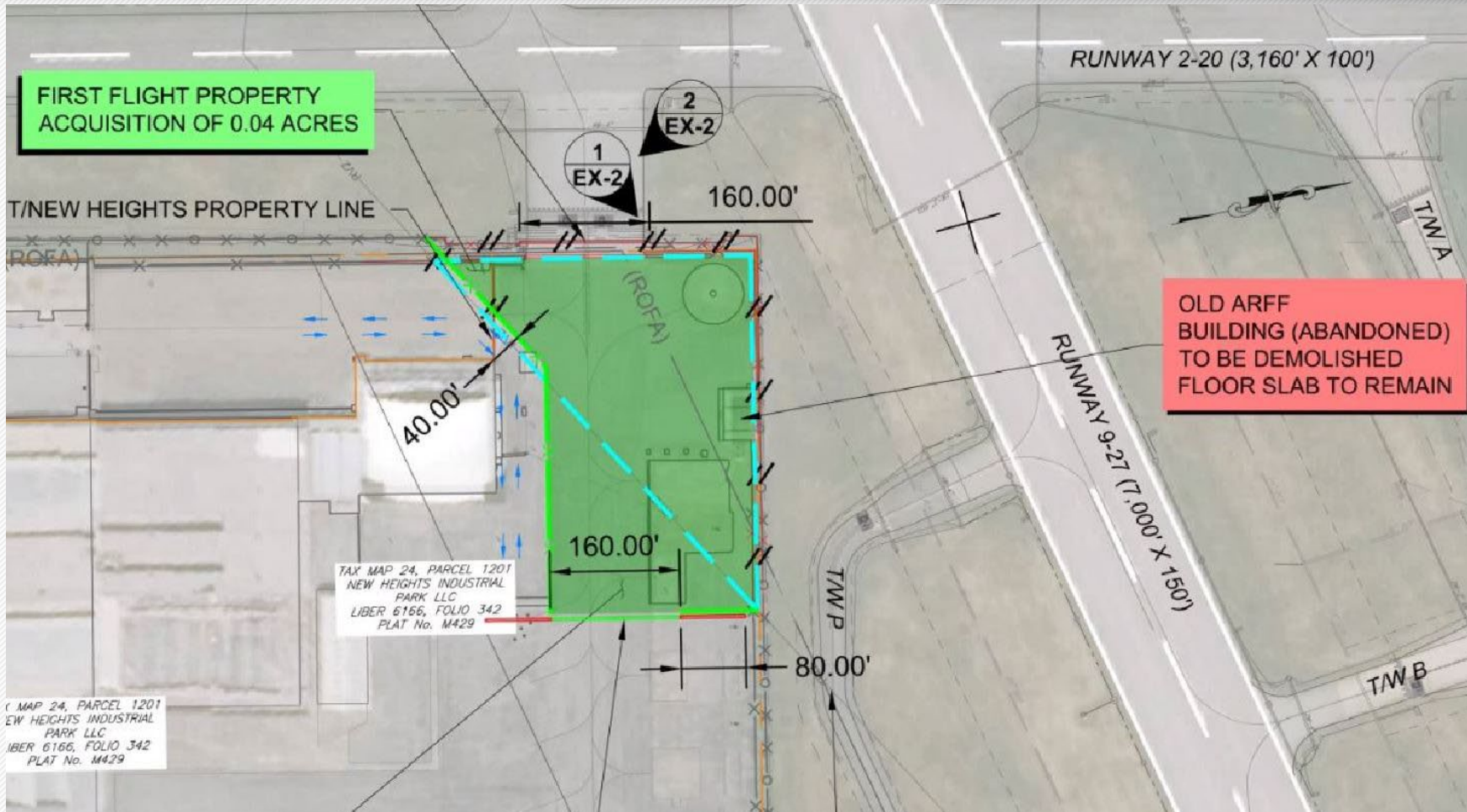


RVZ / ROFA Project



Washington County, MD

HAGERSTOWN REGIONAL AIRPORT



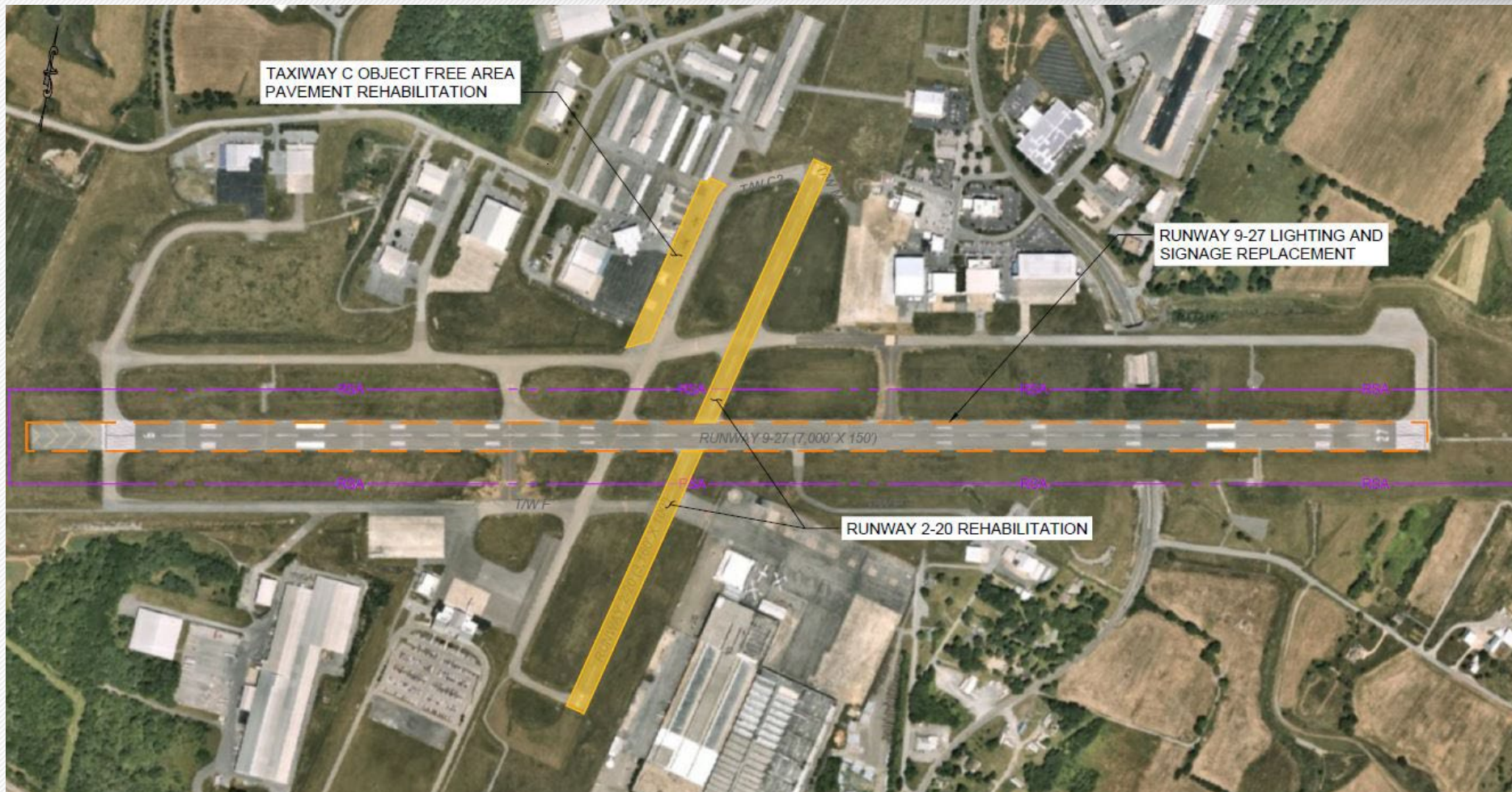
- Acquired 3 acres. Future FAA-funded project to improve airfield safety by removing structures and fences from the **Runway Visibility Zone (RVZ)** and Runway 09-27 **Object Free Area (ROFA)**.
- Access maintained with new, relocated fences and gates.

Other Airfield Projects



Washington County, MD

HAGERSTOWN REGIONAL AIRPORT



- Pavement-rehabilitation for portion of Taxiway C (OFA) Object Free Area.
- Replacement of Runway 09-27's incandescent lighting and signage with energy-efficient LEDs.
- Runway 02-20 pavement rehab and LED lighting.

Replacement Air Traffic Control Tower Concept



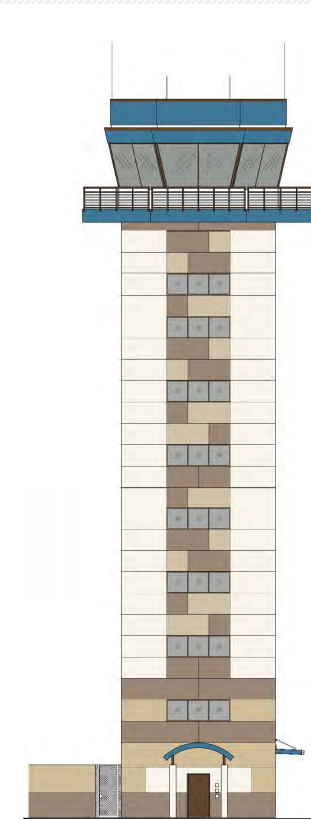
Washington County, MD

HAGERSTOWN REGIONAL AIRPORT

Need for funding to replace aging, FAA-owned Air Traffic Control Tower (ATCT). Not eligible for BIL-ATP program.

Estimate: \$7.7 million. Encouraging FAA to recognize HGR's need and place project on their own internal ATCT replacement plans.

Current tower has controller eye level of approx. 35'. New tower would give ATC controllers 105' vantage. 125' max antenna height.



Airside Terminal Expansion - 2021



Pre-Expansion Dimensions:

- 18,360 square feet
- Hold room capacity 100

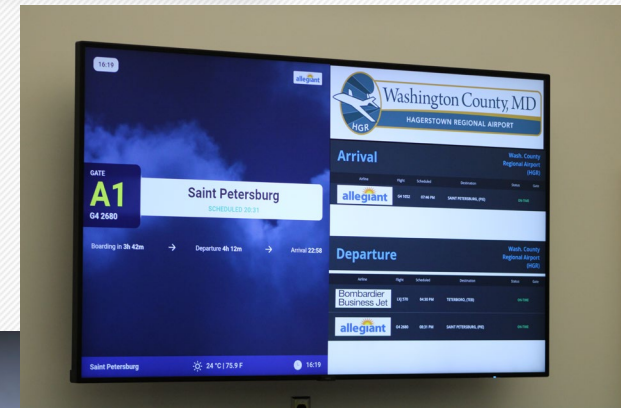
Expanded Terminal

- 23,190 square feet
- Hold room capacity 300
- Jet Bridge added
- Two aircraft parking positions

Terminal Improvements



New Flight Information Display System (FIDS).
Marketing opportunities available.



Competitive BIL Airport Terminal project

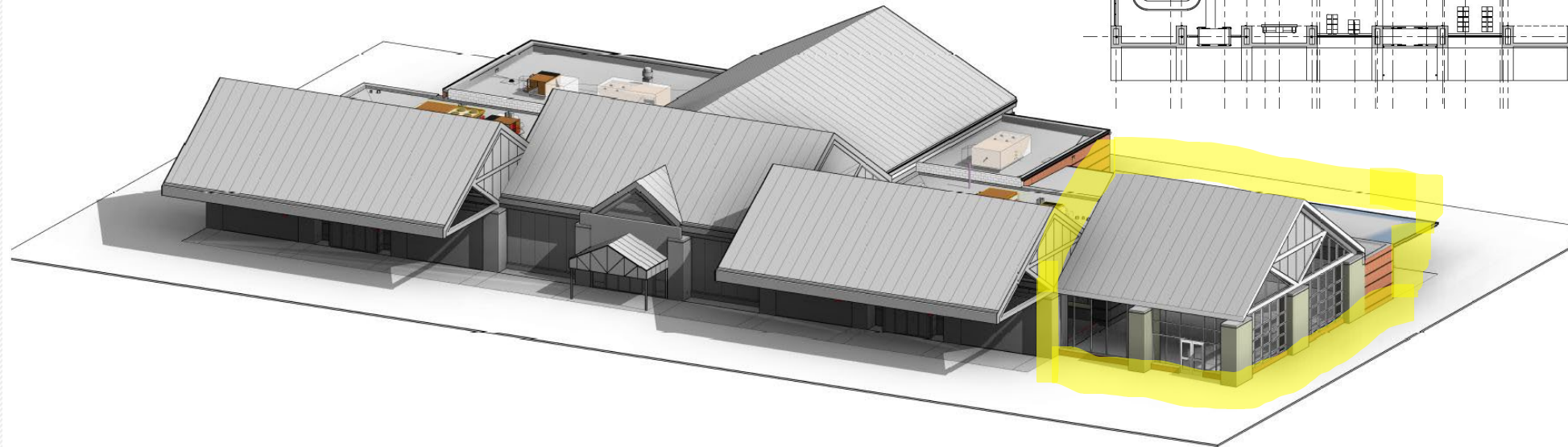
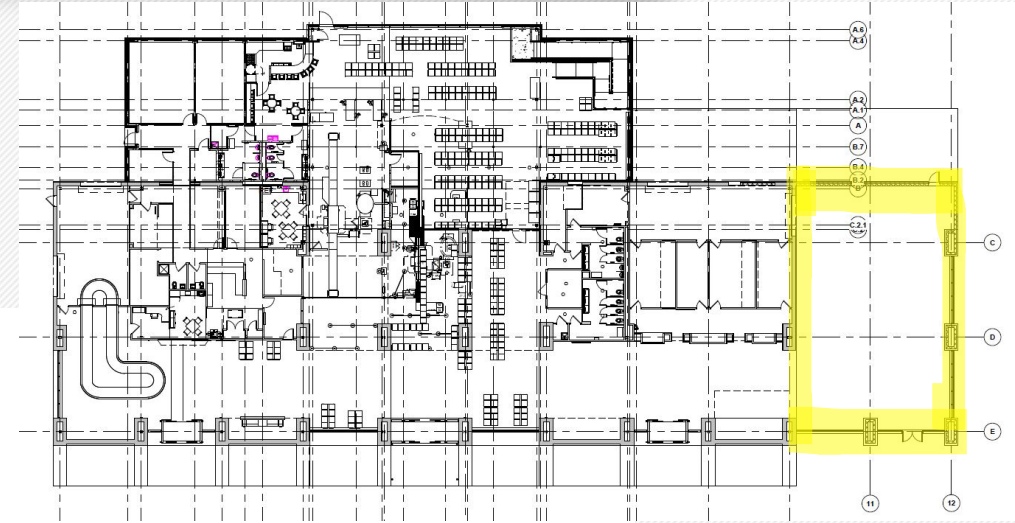


Washington County, MD

HAGERSTOWN REGIONAL AIRPORT

Land-side East Terminal Improvements

4,800 additional square feet for passenger queuing, ticket counters, airline offices, baggage processing, ground support equipment, vehicle storage and related needs. Hope to include modernized landside signage, finishes.



Triennial Airport Drill



Washington County, MD

HAGERSTOWN REGIONAL AIRPORT

Full-Scale Emergency Response Exercise Saturday, October 8th, 2023



On-Demand Air Cargo



Washington County, MD

HAGERSTOWN REGIONAL AIRPORT



Increase in **air cargo activity**. 2.4 million pounds in all air cargo aircraft landed weight across 71 ops in first three months of 2023 (Mostly automotive components/parts related freight).

POTUS – VVIP Movements



Washington County, MD

HAGERSTOWN REGIONAL AIRPORT



As the nearest airport, HGR supports ground transport to/from Camp David. No matter the schedule, our hard-working ***staff makes it happen.***



HGR's Economic Impact

Nearly 1,800 jobs and \$308+ million in annual economic impact (2018).
#3 Airport in Maryland after BWI and MTN.

We feel a strong **pride** in what we have here at HGR, including beautiful facilities, a strong GA community and variety of aviation-related businesses.



WHO IT BENEFITS

CUSTOMER

- Pay one convenient price
- Start and end travel closer to home
- Comfortable and affordable travel experience on reliable carrier

REGIONAL AIRPORT

- Adds service from major air carrier
- Drive additional traffic to the airport
- Generates new fee, parking, and concession revenue

HUB AIRPORT

- Reduce congestion at airport
- Enhance customer experience
- Generate additional connecting traffic

AIRLINE

- Increases reach to communities
- Allow for high frequency low cost service
- Growth without pilot or aircraft constraints

CONTACT US



www.landlineco.com



sales@landline.com



113 S. College
Fort Collins, CO

OUR VISION

Restore regional communities' access to global air transportation networks with a seamless, premium passenger experience



REDUCING CONGESTION

Landline decongests hub TSA checkpoints by shifting screening, check-in and baggage handling to regional airports.



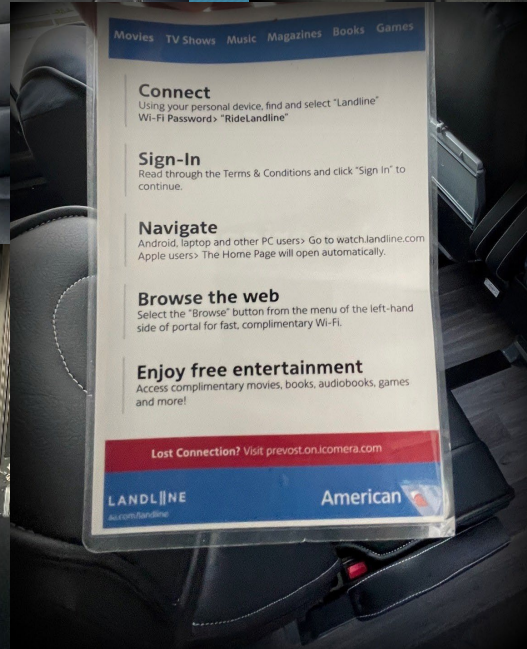
MOVE TOWARD NET-ZERO CO2

Our operations can reduce CO2 emissions by 90 - 95% versus regional jet operations (or passengers driving themselves to the hub)



LANDLINE





LANDLINE

Departure to Hub (Airside)

1

Passenger dropped off at regional airport, closer to home



2

Check-in/luggage check to final destination. Passengers clear TSA security at regional airport.



3

Wait in terminal with stress-free boarding onto airline branded vehicle



4

Journey to hub airport on premium motorcoach with 36" leg-room, 2x1 seating, Wi-Fi, power outlets.



5

Sterile vehicle clears security gate and passengers arrive "airside"



6

Passengers proceed to connecting flights with bags handled by airline.



LANDLINE

Departures from Hub (Airside)

1

Passenger lands at the hub airport and deplanes



2

Passengers walk from their arriving gate to their connecting gate for their Landline departure



3

Passengers wait comfortably for their Landline departure while their bags are transferred to bus.



4

Bus departs gate, drives across tarmac, exits airport security, and proceeds to regional airport.



5

Vehicle arrives curbside at regional airport and bags are handed to passengers from secure compartment.



6

Passengers are picked up by family member, closer to home!





HGR - PHL (2hrs 48min drive)



HGR - BWI (2hrs drive)



HGR - IAD (1.5hrs drive)



BWI - SBY (2hrs drive)



Enhancing Connectivity to/from Maryland's 3 Commercial Airports

Thank you.



Washington County, MD

HAGERSTOWN REGIONAL AIRPORT

Neil R. Doran, C.M., A.C.E.

Airport Director

(240) 313-2764

n.doran@flyHGR.com



GHC Monthly Meeting October 2023

GHC Forum & Committee Chairs

(see meeting packet for status updates)

GHC Forum & Committee Chairs:

- **Education Forum – Alan Mullendore**
 - Meets 2nd Thursday of every other month, GHC Office or Zoom
 - Next meets: November 9th, 7:30 a.m.

- **Membership Committee – Michael Weiss**
 - Meets as needed
 - Next meeting: TBD at 8:00 a.m. – ZOOM

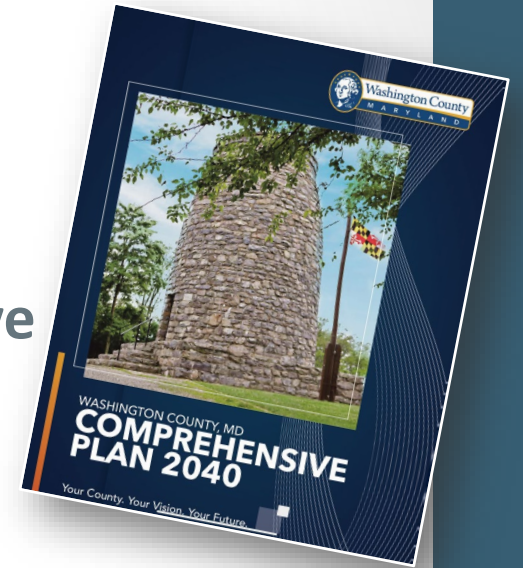
GHC Forum & Committee Chairs:

- **Transportation Forum – Brad Fulton**
 - *Usually* Meets 3rd Monday of month or as needed
 - Next meeting: November 20th, 7:30 a.m.
- **Vision Forum – Scott Bowen**
 - Meets 3rd Thursday of each month, GHC Office or ZOOM
 - Next meeting: November 22nd, 8:00 a.m.
- **Downtown Enhancement Committee – Julie Rohm**
 - Meets 3rd Wednesday of month, GHC Office or Zoom
 - Next meets: November 15th, 8:00 a.m.
 - Topic: Discuss initiatives to increase “feet on the street” in downtown

GHC Forum & Committee Chairs:

- **Wash. Co. Comprehensive Plan Task Force**

The GHC Comp Plan Task Force has been meeting bi-weekly since August, reviewing the County's important long-term comprehensive planning document, and compiling feedback on a plan that will shape the way our county grows in the future.



Task Force members concluded their last meeting this past Monday Oct. 23rd and have prepared the “2040 Washington County Comprehensive Plan Recommendations Report”. We plan to submit this report to the County’s Planning Commission and the Board of Commissioners upon review and approval of GHC Members.

Announcements and Upcoming GHC Events

Update on Advocacy Efforts:

**SAVE
OUR
SALUTE**



Our community voices are being heard (Nearly 2,500 petition signatures and 750 members on Facebook page)

The Acting Superintendent at Antietam National Battlefield expressed gratitude for our participation in Phase I of the Salute event evaluation. They acknowledged and valued our passion for the event and the desire to bring it back to the park.

The NPS, in collaboration with the National Capital Regional Office and the Department of Interior's Collaborative Action and Dispute Resolution Office, is securing extra funding to obtain facilitation services/support for Phase II. This phase will encompass all major event aspects, including addressing fire and life safety concerns in the coming weeks.

GHC Monthly Meeting October 2023

Upcoming Social Event:

Mummers Parade Party hosted by BFM Architects

TOMORROW

Saturday, Oct. 28th, 2023

(Rain or Shine)

Doors Open at 4:30p.m. and Parade begins at 6:00pm

BFM Architects: 473 N Potomac St, Hagerstown, MD 21740

Families are Welcome

Refreshments will be set up inside the BFM office

BFM
BUSHEY FEIGHT MORIN ARCHITECTS



GHC Monthly Meeting October 2023

Special November Event:

Annual Delegation Breakfast

Monday, November 6th, 2023

7:30 a.m. – 9:00 a.m.

HCC's Career Programs Building Rooms 211/213



MARYLAND
GENERAL ASSEMBLY



GHC Monthly Meeting October 2023

Special December Event :

SAVE THE
DATE
12/06/23

GHC's Annual Holiday Party

Wednesday, December 6th, 2023

Bowman Family's Milestone Barn

5:30pm - 9:00pm

Please RSVP upon receipt of your invitation in the mail

Upcoming Events:

Next GHC Monthly Meeting:

Friday, November 17th, 2023

(one week early due to Thanksgiving)

HCC CPB Rooms 211/213 7:30 a.m. to 8:30 a.m.

*Topic: Presentation on our community's
water and sewer infrastructure*



GHC Monthly Meeting October 2023

Check out our website: www.greaterhagerstown.org

The Greater Hagerstown Committee, Inc.
2018-2020 Strategic Plan

Our Mission
To identify community needs and engage the resources of each member to be a catalyst for consensus and progress.

Our Vision
We will be a strong, growing prosperous region.

Our Values
Collaborative, Informed, Trustworthy

Home About Us GHC News Initiatives Publications Contact us

Home About Us GHC News Initiatives Publications Contact us

Active Members Lifetime Members Retired Members Ex-Officio Members Honorary Members Executive Committee

Additional Taskforce Chairs

Active Members: Aziz Basheer, Barr Jonny, Bowman Mary, Bowyer Michael, Bowen Scott, Bowen Taylor, Bowman Don, Bruns Andy, Burke Mary Anne, Daughtridge Mich, Day Michael, Emma McTigue, Feight Brent, Flery Doug, Fitzgerald Mike

Home About Us GHC News Initiatives Publications Contact us

A Catalyst for GROWTH & PROGRESS
Learn more about GHC

Who we are.
The Greater Hagerstown Committee (GHC), a 501(c)(3) entity, was established in 1987 to bring stakeholders and community leaders together to discuss broad issues of importance in the region. GHC is solely funded by member dues which enables us to have a strong collective voice in our community without being beholden to anyone or any organization. While much of GHC's focus has centered in Washington County, MD, our region also extends along the I-81 corridor. Since its inception, GHC has served as a community's catalyst recruiting the people, gathering the information, identifying the resources, and crafting the conversation necessary to advance initiatives that make our region a better place to live, work and play.

Home About Us GHC News Initiatives Publications Contact us

GHC News

GHC Regular Monthly Meeting HCC & WorkKeys : Building a Better Workforce
[Read full article](#)

2018 Michael G. Callas New Educator's Reception held for Washington County
[Read full article](#)

GHC Regular Monthly Meeting - 2018 Maryland General Assembly Legislative Wrap-Up
[Read full article](#)

GHC Monthly Meeting October 2023

Join our Facebook Group:

For GHC Members only

This group page is an informal way for GHC members and staff to share information regarding upcoming events, announcements, GHC members in the News, and fun stuff!



Talk to Erin about joining.

Adjourned

