

**MARYLAND AVIATION COMMISSION**  
**WEDNESDAY, JUNE 18, 2025**  
**A/B CONFERENCE ROOM, THIRD FLOOR**  
**BALTIMORE/WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT**

---

**OPEN SESSION**

**MARYLAND AVIATION COMMISSION MEMBERS**

Paul Wiedefeld, Chairman  
Ned Carey  
Jesse Chancellor  
W. Drew Hawkins  
Charles Madison  
Raymond Nichols  
Jose Morales  
Dr. Cedric Sims  
Donald Stanton  
David Winstead  
Dr. Zafar Zafari (*virtual attendee*)

**MARYLAND DEPARTMENT OF TRANSPORTATION (MDOT)**

**MARYLAND AVIATION ADMINISTRATION (MAA)**

Shannetta Griffin  
Diana Brown  
Jonathan Dean  
Harold Fowler  
Rachel Goodman  
Staci Gorden  
John Harvell  
Janean Hazelton  
Cedric Johnson  
Jordan Kayloe  
William Lindsey  
Shanae Murray  
Wayne Pennell  
George Robinson  
Keiva Rodriques  
Robert Sager  
Paul Shank  
Karin White  
Tanya Wojtulewicz

**OTHER EMPLOYEES OF THE STATE OF MARYLAND**

Colter Menke, Maryland Department of Commerce

**MARYLAND AVIATION COMMISSION**  
**WEDNESDAY, JUNE 18, 2025**  
**A/B CONFERENCE ROOM, THIRD FLOOR**  
**BALTIMORE/WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT**

---

**MEMBERS OF THE PUBLIC**

Tim Santi (*virtual attendee*)

Chairman Wiedefeld called the meeting to order at 1:06 p.m.

**WELCOME AND APPROVAL OF MINUTES** – Chairman Wiedefeld

Upon request for a motion to approve the minutes of the February 19<sup>th</sup> Commission meeting, it was so moved by Commissioner Morales, seconded by Commissioner Winstead, and approved unanimously.

Secretary Wiedefeld welcomed the new members to the Commission – Mr. Donald Stanton, Mr. Charles Madison and Ms. LaTara Harris. Each Commissioner gave a brief introduction. He also thanked Executive Director Griffin for a successful start at MAA and for her leadership.

**EXECUTIVE DIRECTOR’S REPORT** – Executive Director Shannetta Griffin

Executive Director Griffin made introductory remarks. She spoke about the evolving aviation industry, her vision for the airport and her priorities for moving the airport forward. She also provided an update on two proposed COMAR amendments (*COMAR 11.03.01.13 - Business Hours of Operation* and *COMAR 11.03.01.04 (A), (L) - Control of Vehicular Traffic on the Air Operations Area*) approved by the Commission during the February 2025 meeting as well as an update on legislative activity that impacts BWI Marshall, specifically the new law imposing a vehicle excise tax of 3.5% on rental cars.

**MARKETING AND AIR SERVICE DEVELOPMENT** – Jordan Kayloe, Director of Air Service Development

Overview of Air Service Development

Air service development works to increase flight options at an airport.

- Provide more travel options for the community
- Increase route networks for both business and leisure travelers
- Grow traffic to make unserved and underserved routes more attractive
- Increase competition among airlines

Air service development efforts must include developing relationships with airline network planning teams in order to:

**MARYLAND AVIATION COMMISSION**  
**WEDNESDAY, JUNE 18, 2025**  
**A/B CONFERENCE ROOM, THIRD FLOOR**  
**BALTIMORE/WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT**

---

- Understand the business models and growth plans of each airline
- Explain the intricacies of the market with regional info not readily available
- Meet with airlines, starting at “speed dating” conferences, later at the airline’s headquarters
- Link the airlines with local entities that can assist with info or marketing

Demand for air travel is highly dependent on the economy

- The current economic uncertainty is affecting the low-fare segment and federal workers more than others
- International visitors are diverting vacations to other destinations
- Airlines are trimming their capacity to meet the demand, especially on off-peak days

Air Service Development at BWI

Looking at future capacity, Q3 2025 seats are down 4% year-over-year. In Q3 2025, Southwest leads capacity (72.2%), but United (4.4%) has overtaken American (3.9%).

In Q3 2025, Washington-Dulles leads the region in seat capacity.

IAD: 35%

BWI: 33%

DCA: 32%

In FY25, airlines launched many new routes:

Southwest: Increases efficiency with redeyes from 6 new Western cities, part of 12 daily redeyes in total

Spirit: returned to 10 markets and added seasonal service to Punta Cana in the Dominican Republic

Airlines are beginning to announce new routes in FY26:

Frontier added Chicago-O’Hare, complementing its existing Chicago Midway service

Spirit returns to Montego Bay, Jamaica

Total passenger traffic is trending downward after setting records. Cargo volume has fluctuated, but increased 24% in April due to the general public increasing purchasing in response to the anticipated tariffs. Cargo carrier relationships are evolving. Amazon recently selected 21 Air as one of their air transport providers. They also currently use Air Transport International and Sun Country Airlines. They no longer use Atlas Air.

**MARYLAND AVIATION COMMISSION**  
**WEDNESDAY, JUNE 18, 2025**  
**A/B CONFERENCE ROOM, THIRD FLOOR**  
**BALTIMORE/WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT**

---

Landed weight is how airports bring in operating revenue. BWI Marshall charges airlines by the pound. Landed weight generally moves in tandem with capacity. Over time, planes have gotten larger and airlines have increased the number of seats they offer.

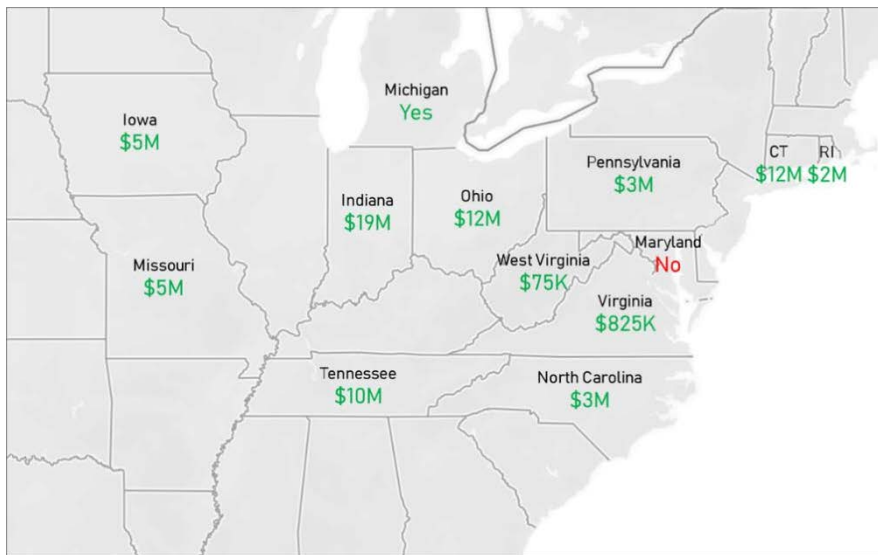
Southwest Airlines has changed their business model and there have been several recent customer service changes that impact passengers, including the end of its open seating policy and its “bags fly free” policy. MAA will continue to monitor the impact of these policy changes on consumer behavior.

Competitive Air Service Incentives

FAA rules severely limit what U.S. airports can contribute monetarily to attract new air service. U.S. airports are therefore at a disadvantage when pitching to international airlines. Foreign airports are usually private companies with more flexibility in developing attractive financial packages.

Many airports do receive regional assistance. Regional governments, economic development entities, and destination marketing organizations go beyond what airports are permitted to provide in order to compete. These funds can be a difference maker when airlines are deciding among multiple opportunities with limited resources. With pilot and aircraft availability issues, regional funds are more important than ever.

States Surrounding Maryland Offer Larger Air Service Incentive Programs:



Recent Air Service Wins Required Significant Local Funding

**MARYLAND AVIATION COMMISSION**  
**WEDNESDAY, JUNE 18, 2025**  
**A/B CONFERENCE ROOM, THIRD FLOOR**  
**BALTIMORE/WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT**

---

- Saint Louis: Lufthansa can get up to \$5 million in subsidies over 2 years if it maintains an average of 3 times weekly nonstop flights to its hub in Frankfurt. The St. Louis County Port Authority and regional economic development group Greater St. Louis Inc. will each contribute \$2.5 million.
- Cleveland: Aer Lingus can get up to \$12 million in subsidies over 3 years to fly to its hub in The City of Cleveland, Cuyahoga County, and the Greater Cleveland Partnership are contributing \$2.4 million. JobsOhio is adding \$9.4 million more.
- Indianapolis: Aer Lingus can get up to \$19 million in subsidies over 2 years to fly 4 times weekly to its hub in Dublin. The Indiana Economic Development Corporation will provide \$17 million, with heavy backing from Eli Lilly. The airport will put up about \$2 million in credits and advertising.

BWI Marshall is working with local organizations to develop incentive packages. The airport has an Air Service Advisory Committee and has started working with the Greater Baltimore Committee, the Maryland Tourism Office (Dept. Of Commerce), as well as destination marketing organizations like Visit Annapolis & Anne Arundel County and Visit Baltimore. The airport is seeking assistance from the Commission to encourage these organizations to help put together incentive packages for airlines.

Commissioners seek a follow-up briefing in order to take a deeper dive into the topic of incentive packages. They are seeking more information on options for creating incentive packages and what challenges are present.

Southwest is beginning to forge partnerships. Their first partnership was with Icelandair, which started at BWI Marshall. As a result, both airlines can draw additional passengers. Southwest also recently announced a partnership with China Airlines, which is a Taiwanese carrier. They will partner on flights going to/from the West Coast. BWI Marshall will be speaking with them about the possibility of flying to/from Baltimore.

**MARTIN STATE OPERATIONS & MAINTENANCE** – Harold Fowler, Chief, Division of MTN Operations and Maintenance

MTN Air Traffic Control Tower Replacement

This project will replace the MTN air traffic control tower which, after over 80 years, has reached the end of its useful life.

Key Improvements:

- Critical enhancement of controller line-of sight and depth perception to the airfield movement area and surrounding airspace.
- Regulatory Compliance; ADA, Building Codes Standards; Fire and Life Safety

**MARYLAND AVIATION COMMISSION**  
**WEDNESDAY, JUNE 18, 2025**  
**A/B CONFERENCE ROOM, THIRD FLOOR**  
**BALTIMORE/WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT**

---

(Access and Egress).

- Increased workspace for controllers and required equipment.

Milestones and Timeline:

- **July 31, 2024:** Advertised for construction
- **September 25, 2024:** Bids received
- **February 26, 2025:** Board of Public Works approval
- **April 23, 2025:** Notice to Proceed
- **May 2025 – June 2025:** Site Preparation & Test Pitting
- **July 7, 2025:** Groundbreaking Ceremony
- **July 31, 2026:** Project substantially complete

Scope of Work:

Towson Mechanical was awarded the contract. They will be performing ground-up ATCT construction consisting of seven levels with an air traffic control cab contained on the uppermost seventh level.

- Site preparation activities to include soil and erosion control.
- Taxilane K pavement demolition.
- Excavation and foundation construction.
- Installation and connection of Structural Steel Modules from level 1 to Cab level.
- Exterior framing followed by sheathing and insulation installation.
- Installation of all exterior façade elements and wall panels.

Total Project Cost: \$27.3 Million

## **BWI OPERATIONS & MAINTENANCE – Cedric Johnson**

### Overview of Real ID Act

The Real ID Act

- Passed by Congress in 2005, enacted the 9/11 Commission's recommendation that the Federal Government "set standards for the issuance of sources of identification, such as driver's licenses."
- The Act established minimum security standards for license issuance and production and prohibits certain federal agencies from accepting for certain purposes driver's licenses and identification cards from states not meeting the Act's minimum standards. These purposes are:

**MARYLAND AVIATION COMMISSION**  
**WEDNESDAY, JUNE 18, 2025**  
**A/B CONFERENCE ROOM, THIRD FLOOR**  
**BALTIMORE/WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT**

---

- Accessing certain federal facilities
- Boarding federally regulated commercial aircraft

Real ID Enforcement

Effective May 7, 2025, travelers 18 years of age or older must present a REAL ID compliant driver's license or ID card, state-issued enhanced driver's license or another TSA-acceptable form of identification at airport security checkpoints.

Other acceptable forms of identification include:

- U.S. passport
- U.S. passport card
- DHS trusted traveler cards (Global Entry, NEXUS, SENTRI, FAST)
- U.S. Department of Defense ID, including IDs issued to dependents
- Permanent resident card
- Border crossing card
- Transportation Worker Identification Credential (TWIC)
- U.S. Citizenship and Immigration Services Employment Authorization Card (I-766)
- Acceptable photo ID issued by a federally recognized Tribal Nation/ Indian Tribe, including Enhanced Tribal Cards (ETCs) HSPD-12 PIV card
- Foreign government-issued passport
- Canadian provincial driver's license or Indian & Northern Affairs Canada

Real ID Compliance

- The BWI TSA Federal Security Director surged his staffing level surrounding the May 7<sup>th</sup> REAL ID implementation date.
- The TSA staffing surge included Screeners, Inspectors, Canines, Explosive Ordinance Technicians, etc.
- All non-compliant REAL ID passengers will likely receive some form of enhanced screening.
- The TSA has shared REAL ID flyers with the BWI air carriers to distribute to passengers as a customer service option.
- Maryland residents can check their REAL ID compliance using the REAL ID Lookup Tool provided by Maryland Motor Vehicle Administration

**OPEN DISCUSSION**

**MARYLAND AVIATION COMMISSION**  
**WEDNESDAY, JUNE 18, 2025**  
**A/B CONFERENCE ROOM, THIRD FLOOR**  
**BALTIMORE/WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT**

---

No items were brought forth for discussion.

**MEETING ADJOURNED**

There being no further business, a motion to adjourn was made by Commissioner Winstead, seconded by Commissioner Morales, and approved unanimously. The meeting adjourned at 2:21 p.m.

## ACTION ITEMS

### ACTION ITEMS FROM 6/18 MEETING:

- The airport is seeking assistance from the Commission to encourage tourism and destination marketing organizations to help put together incentive packages for airlines. Commissioners would like to know specifically what they can do to help facilitate these types of agreements.
- Commissioners seek a follow-up briefing in order to take a deeper dive into the topic of incentive packages. They are seeking more information on options for creating incentive packages, what challenges are present, and the return on investment.
- Commissioner Wiedefeld recommended the airport explore a way to create a marketing campaign to attract attendees of the upcoming World Cup soccer games. Although the games are in Philadelphia, New York, and Boston, a marketing campaign could draw tourists to the Baltimore-DC region since it is on the East Coast and a relatively short distance away.
- Invite Commissioners to the July 7<sup>th</sup> Groundbreaking Ceremony at Martin State Airport. *(Completed)*
- Confirm the dollar amount of state matching funds for the MTN ATCT replacement. *The MTN ATCT project is estimated to cost \$23.8 million funded from \$10.1 million in federal funds and \$13.7 million in special funds (i.e. the Transportation Trust Fund). There are no state or general funds on this project. The MAA continues to apply for federal funds as the programs become available.*

*Please see the Consolidated Transportation Plan (CTP) page 158 for more details on the project.*

*[https://mdot.maryland.gov/OPCP/CTP\\_2025/FY25\\_FY30\\_CTP\\_Full\\_Report\\_Regular\\_Resolution\\_for\\_viewing.pdf#page=158](https://mdot.maryland.gov/OPCP/CTP_2025/FY25_FY30_CTP_Full_Report_Regular_Resolution_for_viewing.pdf#page=158)*

### UPCOMING MARYLAND AVIATION COMMISSION REQUIREMENTS:

- Orientation for new Commissioners

### ONGOING DISCUSSIONS FROM PREVIOUS MEETINGS:

- Setting up committee structure
- Creation of policy framework