

GREENVILLE-SPARTANBURG AIRPORT COMMISSION

MINUTES

JANUARY 11, 2016

The Greenville-Spartanburg Airport Commission met on January 11, 2016 at 9:00 a.m. in the Greenville-Spartanburg District Office Conference Room C located at 2000 GSP Drive, Suite 1, Greer, South Carolina 29651. The public and media were given proper notice of this meeting, under applicable law. This was a regular, non-emergency meeting.

MEMBERS PRESENT: Minor Shaw, Leland Burch, Bill Barnet, and Doug Smith. Hank Ramella via conference call. Valerie Miller participated via conference call for the Executive Session only.

MEMBERS NOT PRESENT: Valerie Miller

STAFF AND LEGAL COUNSEL PRESENT: David Edwards, President/CEO; Kevin Howell, Vice President/COO; Jack Murrin, Vice President Administration and Finance/CFO; Rosylin Weston, Vice President Communications; Scott Carr, Vice President Commercial Business and Properties; Holly Bridwell, Manager, Business Development; Betty O. Temple, WCSR; and Tina Honeycutt, Executive Assistant/Recording Secretary.

GUESTS PRESENT: Alex Chambers, Spartanburg High School; Jim Fair, Greer Today

CALL TO ORDER: Chair Minor Shaw called the meeting to order at 9:06 a.m.

CONSENT AGENDA:

A motion was made, seconded, and unanimous vote received to approve the regular meeting minutes from the November 20, 2015 Commission Meeting.

PRESENTATIONS:

A. Business Development and Marketing Update Presentation

Mr. Scott Carr, Vice President, Commercial Business and Properties presented an informational overview of the business development and marketing programs that are being implemented during 2016. The presentation highlighted new business community partnership programs, new ground transportation and parking options, air service development leakage and retention programs, and concession revenue enhancement initiatives.

Chair Shaw thanked Mr. Carr for his presentation and opened the floor to questions and comments for further clarification and focus for business development in 2016.

OLD BUSINESS: None

NEW BUSINESS: None

PRESIDENT/CEO REPORT:

- A. Mr. Edwards reported that the aviation industry is healthy and strong. Airlines are making record profits and had a strong holiday season. Consumers are experiencing slightly reduced fares by about 7% into the 4th Quarter of 2015. There continues to be a pilot shortage which creates a critical issue for airports the size of Greenville-Spartanburg International Airport. Previously, speculation was that the retirement of 50 seat regional jets by 2019 would offset the pilot shortage with larger planes accommodating more seating of passengers. The smaller jets continue to be maintained in the system and that may enhance the pilot shortage situation. Pilots must complete 1500 hours to receive their ATP license in order to allow them to sit right seat in the airplane.
- B. Mr. Edwards demonstrated the ARC database that provides a leakage identifier tool that targets specific areas in the Upstate for air service development and marketing.
- C. Mr. Edwards stated that Congress has approved a fully funded AIP Program for 2016. No major changes in AIP are expected. However, there is still a need for Congress to act on FAA Reauthorization.
- D. Mr. Edwards met with American Airlines in December and reported that the meeting was productive and that he anticipates a positive outlook for Spring 2016. Mr. Edwards will meet with jetBlue during January to discuss air service initiatives. The Routes America Conference scheduled in February will allow for eight airline industry meetings with the potential for other meetings.
- E. A construction site tour was provided to the Commission at the conclusion of the meeting.

Mr. Edwards commended Staff and their teams for gate coordination and assignments to be sure travelers did not experience problems with the addition of fifteen non-stop flights to Phoenix, AZ that were chartered for the Clemson National Championship playoff game.

COMMISSION MEMBER REPORTS: None

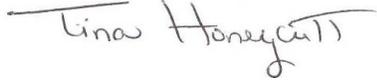
EXECUTIVE SESSION:

There being no further business, a motion was made, seconded, and carried to go into Executive Session at 10:24 a.m. The specific purpose of the executive session was announced as to receive legal advice on a pending lawsuit and other contractual matters.

ADJOURNMENT:

At approximately 11:10 a.m. public session resumed with no action being taken. The meeting was adjourned at 11:15 a.m.

SIGNATURE OF PREPARER:

A handwritten signature in cursive script that reads "Tina Honeycutt". The signature is written in black ink and is positioned above a horizontal line.

Tina Honeycutt