



AGENDA

Greenville-Spartanburg Airport Commission Regular Meeting
Greenville-Spartanburg International Airport Conference Center
Monday, September 28, 2020
9:00 a.m.

***NOTE TO ALL PUBLIC ATTENDEES:**

The public may speak on any item on the agenda. There are request cards located outside the public seating area. These cards must be completed and presented to the Recording Secretary prior to the item being heard. Your comments will be addressed prior to the Airport Commission's discussion and you will have 5 minutes to address the Airport Commission. Thank you for your attention.

I. CALL TO ORDER:

II. CONSENT AGENDA:

- A. Approval of the Greenville-Spartanburg Airport Commission June 22, 2020 Regular Meeting Minutes ([document](#))
- B. Approval of the Greenville-Spartanburg Airport Commission August 21, 2020 Special Meeting Minutes ([document](#))
- C. Approval of the Greenville-Spartanburg Airport Commission Meeting Dates and Times for Calendar Year 2021 ([document](#))

III. PRESENTATIONS:

- A. Diversity and Inclusion ([document](#))
- B. Draft Terminal Area Planning Study ([document](#))

IV. OLD BUSINESS: None

V. NEW BUSINESS:

- A. Approval of 5-year GSP Strategic Business Plan ([document](#))
- B. Approval of Final Rankings for Web Design Services ([document](#))
- C. Approval of Final Rankings for Food & Beverage Concession Management and Operating Services ([document](#))

- D. Approval of Final Rankings for Automated Retail Concession Program ([document](#))
- E. Approval of Final Rankings for Online Parking Pre-Booking Services ([document](#))

VI. PRESIDENT/CEO REPORT:

- A. Aviation Industry Update
- B. Federal and State Legislative Update
- C. Coronavirus (COVID-19) Update
- D. Government Finance Officers Association (GFOA) FY2019 Certificate of Achievement for Excellence in Financial Reporting Award

VII. INFORMATION SECTION:

(Staff presentations will not be made on these items. Staff will be available to address any questions the Commission may have.)

- A. July & August 2020 – Traffic Report ([document](#))
- B. July 2020 – Financial Report ([document](#))
- C. August 2020 – Development/Project Status Report ([document](#))
- D. August 2020 – Communications Status Report ([document](#))
- E. August 2020 – Commercial Business and Marketing Report ([document](#))
- F. August 2020 – OSHA Reportable Injury Report ([document](#))
- G. Industry Presentation(s)/Article(s) of Interest ([document](#))
- H. Potential Items for the Next Regular Scheduled Commission Meeting:

- Final Terminal Area Planning Study

VIII. COMMISSION MEMBER REPORTS:

IX. EXECUTIVE SESSION:

The Airport Commission may hold an Executive Session for the purpose of receiving legal advice on various matters.

X. ADJOURNMENT

This agenda of the Greenville-Spartanburg Airport Commission is provided as a matter of convenience to the public. It is not the official agenda. Although every effort is made to provide complete and accurate information to this agenda, The Airport Commission does not warrant or guarantee its accuracy or completeness for any purpose. The agenda is subject to change before or at the Airport Commission meeting.

GREENVILLE-SPARTANBURG AIRPORT COMMISSION

MINUTES

June 22, 2020

The Greenville-Spartanburg Airport Commission met on June 22, 2020 at 9:00 a.m. in the Greenville-Spartanburg International Airport Conference Center located at 500 Aviation Parkway 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, Hank Ramella, Leland Burch, Valerie Miller, Doug Smith and Jay Beeson

MEMBERS NOT PRESENT: None

STAFF AND LEGAL COUNSEL PRESENT: David Edwards, President/CEO; Kevin Howell, Senior Vice President/COO; Basil Dosunmu, Senior Vice President-Administration and Finance/CFO; Scott Carr, Vice President Commercial Business and Communications (Enviroms Area Administrator); Bobby Welborn, Chief of Police; Mike Kossover, Senior Director of Operations and Public Safety; Nathan Garner, Director of Aviation Services; Jeff Clifton, Director of Design and Construction; Joe Capriola, Project Manager, Design and Construction; Kristie Weatherly, Director of Finance; Tom Tyra, Director of Communications and Air Service Development; Betty O. Temple, WBD; Stefanie Hyder, Executive Assistant/Recording Secretary

GUESTS PRESENT: Steve Van Beek, Steer Davies Gleave; Paul Smith, WK Dickson

CALL TO ORDER: Chair Minor Shaw called the meeting to order at 9:04 a.m. Mr. Edwards briefly spoke about the storm damage that occurred overnight.

CONSENT AGENDA: A motion was made, seconded, and unanimous vote received to approve the Consent Agenda as follows:

- A.** Approval of the Greenville-Spartanburg Airport Commission March 23, 2020 Regular Meeting Minutes.
- B.** Acceptance of the Greenville-Spartanburg Airport Commission Audit Committee April 30, 2020 Meeting minutes
- C.** Approval of the Greenville-Spartanburg Airport Commission May 26, 2020 Special Meeting minutes.

PRESENTATIONS:

A. Annual Strategic Business Plan Update

Chair Shaw welcomed Dr. Van Beek of Steer Davies Gleave (SDG). Mr. Edwards made a few opening comments with regards to Dr. Van Beek's presentation to include FY 2020 performance plan results, a wrap up of the 6-year Strategic Business Plan, an outline of the proposed 5-year Strategic Business Plan, as well as an industry update and GSP's plan to recovery and resiliency from the COVID-19 pandemic.

Dr. Van Beek first provided a presentation on GSP's FY 2020 Performance Plan with a focus on the strategic goals (Safety, Economic Development, Air Service, Finance, Opportunity, Customer Service) and the respective performance measures and results through February 2020. With regards to the Economic Development goal, Mr. Edwards noted that while some major projects have been placed on hold due to COVID-19, the pandemic has also provided the opportunity for Staff to work on projects in areas that are otherwise normally occupied. Mr. Edwards touched on the CARES Act funding as it relates to airline revenues and CPE. Dr. Van Beek spoke to the new provider for customer service tracking, Airport Service Quality (ASQ), and shared those positive results. Mr. Carr offered additional feedback.

Dr. Van Beek introduced the skeletal version of GSP's 5-year (2021-2025) Strategic Business Plan noting revisions/additions to the mission, vision, values and strategic goals and as was reviewed and discussed amongst the Executive Team in October 2019 and at a Strategic Planning Board Retreat in November 2019. Dr. Van Beek presented the new strategic goals (Safety, Service, Regional Leadership and Opportunity, Cerulean, Finance) and their respective performance measures that are under consideration. Dr. Van Beek and Mr. Edwards commented on the Executive Team dashboards that are reviewed and discussed at Executive monthly meetings. Dr. Van Beek wrapped up with a review of the corporate management business strategies.

The Commission inquired about Indefinite Delivery Indefinite Quality (IDIQ) to which Mr. Edwards responded. Discussion ensued about inclusion and diversity. The Commission would like to hear more about Cerulean and growing the various phases to which Mr. Edwards responded. The Commission commented on recent comments from Boeing along with COVID-19 concerns, projections, planning and performance measures to which Mr. Edwards responded. Discussion ensued.

Lastly, Dr. Van Beek briefed the Commission on Steer's analysis of the impacts of COVID-19 on GSP traffic as well as short and long-term forecasts and forecast assumptions. The Commission noted that it would be interesting to analyze the dips indicated on the graphs. The Commission brought up the topic of video-technology and business travel to which Dr. Van Beek responded. Discussion ensued.

OLD BUSINESS:

Chair Shaw requested that Mr. Burch, Audit Committee Chair, brief the Commission on the April 30, 2020 Audit Committee Meeting to which Mr. Burch responded. Mr. Burch further stated that he asked for the audit team to take a closer look at construction projects and provide airport comparisons. Mr. Edwards noted that all draws for the CARES Act funding will be drawn down next fiscal year.

The Commission resumed after a fifteen-minute break.

NEW BUSINESS:

A. Approval of Fiscal Year 2020/2021 Airport District Budget

Mr. Basil Dosunmu, Senior Vice President Administration and Finance/CFO, presented to the Commission the FY 2020-2021 Airport District base budget. The budget presentation, along with Appendix A, B, and C was included in the Commission packages provided to the Commission.

Mr. Dosunmu spoke to the financial impact of COVID-19 and reviewed the projected FY 2020/2021 forecasts for passenger enplanements, landed weight and airline operations. Enplanements in FY 2018/2019 were 1.25 million. Enplanements in FY 2019/2020 are trending at 950,000. In 2021, the forecast for enplanements is 700,000. The average annual growth rate for GSP is 3.8% (CY 1963-2021). In forecasting recovery, enplanements are expected to be fully restored by 2024.

Mr. Dosunmu reviewed the final allocation/distribution of CARES Act funds for GSP tenants as well as the Airport District. Mr. Edwards provided some additional comments regarding the allocation, noting no funds towards capital. Mr. Edwards asked for feedback. The Commission inquired about the turnaround time to receive the funds and the possibility of additional federal funding to which Mr. Edwards responded. Discussion ensued regarding the final allocation/distribution and Mr. Edwards agreed for Staff to make discussed changes.

Mr. Dosunmu prefaced the proposed FY 2020/2021 O&M Budget presentation with noteworthy O&M budget assumptions. The Commission asked about accounting for PFCs to which Mr. Dosunmu responded.

The operating revenue budget is expected to decrease to \$31,790,700, a \$17.1M or a 35.0% decrease over FYE 6-30-2019. The Commission asked about loss in revenue, the employee incentive pay program (EIPP), and janitorial costs to which both Mr. Dosunmu and Mr. Edwards responded. Factors contributing to the decrease include revenue categories such as landing fees, space and ground rentals, auto parking, concessions, other income, and fuel sales.

The FY 2020/2021 operating expenses budget is expected to decrease to \$25,860,700, a \$4.8M or a 15.8% decrease over FYE 6-30-2019. Factors contributing to the decrease include salaries and benefits, professional services, administrative expenses, and contractual services.

The projected net operating income for FY 2020/2021 is \$5.93M compared to FY 2019/2020 budget of \$18.2M.

Mr. Dosunmu presented the proposed FY 2020/20201 Capital Budget. Capital projects approved in prior fiscal years and carried forward into FYE 6-30-2021 are projected at \$37.3M. The new proposed capital budget, including capital improvements, equipment and small capital outlays, renewal and replacement and professional service projects, is projected at \$13.4M for a combined total of \$50.7M.

Mr. Dosunmu stated that the Other O&M Reserve Funds provisional budget includes \$500,000 for emergency repair/replacement/operations funds, \$500,000 for business development/agreement obligations and incentives, and a \$1,000,000 contingency fund.

Mr. Dosunmu reviewed both the Land Development and Cerulean Aviation Profit and Loss (P&L) statements with the Commission. The Commission inquired about the normal gross margin to which Mr. Dosunmu responded.

Mr. Dosunmu concluded the budget presentation with discussion related to the FY 2020/2021 budget/investment plan, the historical investment plan, and the 5-year fund balance financial forecast. Mr. Edwards asked Mr. Dosunmu to clarify the fund balance to which Mr. Dosunmu responded. The Commission inquired about interest income, salaries and benefits, rates and charges projections, construction related to the garage and other capital projects to which Mr. Dosunmu and Mr. Edwards responded.

Mr. Dosunmu provided the rates and charges overview. For FY 2020/2021, the cost per enplaned passenger (CPE) is projected at \$5.55. Mr. Edwards noted that this rate keeps GSP competitive and applies to not only passengers, but cargo as well. The terminal building rental rate per square foot for FY 2021 is projected at \$23.94 and the landing fee per 1,000 pounds is \$1.49.

Mr. Dosunmu highlighted the Q42019 and Q12020 customer service scores. Mr. Edwards elaborated on the results in response the Commission.

Mr. Dosunmu presented the FY 2020/2021 supplemental O&M and Capital Budget that was prepared with respect to COVID-19 and with traffic returning to sufficient levels. The Commission and Staff discussed fuel and the fuel farm expansion as well as plans to monitor/measure the budget throughout the year. Discussion ensued. The Commission inquired about additional funding to which Dr. Van Beek and Mr. Edwards responded.

There was a motion to resolve to adopt the Fiscal Year 2020/2021 Budget. The motion was seconded and unanimously approved.

The Commission recommended that Staff provide five-year/historical projections to better evaluate current projections. Discussion ensued.

B. Approval of Final Rankings for Air Cargo Consulting Services

Mr. Kevin Howell, Senior Vice President/COO, presented the approval of final rankings for air cargo consulting services.

Greenville-Spartanburg Airport District Staff prepared a Request for Qualifications (RFQ) for air cargo consulting services to provide consulting services to assist the District with developing programs and strategies to respond to changing air-cargo market conditions and to assist the District in positioning itself to attract additional all-cargo air service to GSP.

Submittals of Qualifications (SOQs) were received from four firms to include Hubpoint Strategic Advisors, LLC, IMS Worldwide, Inc., Landrum and Brown, and Strategic Aviation Solutions International.

The Selection Committee reviewed the SOQs and evaluated them in accordance with the evaluation criteria as outlined in the RFQ. Two firms were short-listed for the second phase of the selection process which included presentations and interviews with the Selection Committee.

The short-listed firms were Hubpoint Strategic Advisors, LLC and IMS Worldwide, Inc. Mr. Howell took a moment to elaborate on the IMS Worldwide, Inc. firm itself briefly sharing their business experience. The Commission inquired about feedback received to which Mr. Howell responded.

The Selection Committee's recommended final ranking for air cargo consulting services was, in order: #1) IMS Worldwide, Inc. and #2) Hubpoint Strategic Advisors, LLC.

The Commission inquired about annual expenditures and the establishment of new business relationships and compensation to which Mr. Howell and Mr. Edwards responded. Discussion ensued.

There was a motion to (1) approve the final rankings for Air Cargo Consulting Services as presented above; (2) authorize Staff to negotiate and finalize an agreement with the highest ranked firm (if an acceptable agreement cannot be reached with the highest ranked firm, negotiations will be formally terminated and will then proceed with the next ranked firm) and (3) authorize the President/CEO to execute all necessary documents. The motion was seconded and unanimously approved.

C. Approval of Final Rankings for Indefinite Delivery Indefinite Quantity (IDIQ) Contractor Services

Mr. Kevin Howell, Senior Vice President/COO, presented the approval of final rankings for Indefinite Delivery Indefinite Quantity (IDIQ) contractor services. In September 2019, the Commission approved a policy allowing the utilization of the IDIQ contracting method for non-federally funded construction projects with an estimated value less the \$5,000,000 in total Project Costs. A Request for Qualifications (RFQ) was prepared and published. Sixteen SOQs were received. Mr. Howell noted incomplete submittals.

The Evaluation Committee reviewed the qualifications and evaluated them in accordance with the evaluation criteria as outlined in the RFQ. The four firms that were shortlisted included Cely Construction Company, Inc., Harper General Contractors, Hogan Construction Group, LLC, and Mavin Construction, LLC. Follow up interviews and presentations were held with the finalists to further evaluate the companies, their team, and their qualifications.

The Selection Committee's recommended final rankings for the IDIQ Contractor Services was, in order: #1) Mavin Construction, LLC, #2) Cely Construction Company, Inc., #3) Harper General Contractors and #4) Hogan Construction Group, LLC. Future projects will be contracted under individual work authorizations.

The Commission inquired about a work start date and for which projects to which Mr. Howell responded. The Commission commented on the proposal process and requested that Staff keep the Commission informed throughout these types of processes in the future. Mr. Howell and Mr. Edwards noted that preproposal meetings are scheduled for solicitations to cover all of the proposal requirements and Staff is always willing to have debriefing meetings to firms not selected. Discussion ensued. Lastly the Commission inquired about terms to which Mr. Howell responded.

There was a motion to (1) approve the final rankings for Indefinite Delivery Indefinite Quantity (IDIQ) Contractor Services as presented above; (2) authorize Staff to negotiate and finalize agreements with the three highest ranked companies (if an acceptable agreement cannot be reached with one of the highest ranked firms, negotiations will be formally terminated and will then proceed with the next ranked firm); and (3) authorize the President/CEO to execute all necessary documents. The motioned was seconded and unanimously approved.

D. Approval of Revisions to the Greenville-Spartanburg Airport District Rules and Regulations

Mr. Kevin Howell, Senior Vice President/COO, presented the revisions to the Greenville-Spartanburg Airport District Rules and Regulations. South Carolina Code of Laws, Title 55

– Aeronautics, Chapter 11, Article 3 created the Greenville-Spartanburg Airport District (District) and empowers the District to create and enforce certain rules and regulations.

The current version of the GSP Rules and Regulations was approved at the Airport Commission Meeting held on June 24, 2019 and was updated at the Airport Commission Meeting held on March 23, 2020.

Mr. Howell reviewed the following rules and regulations that were revised and added.

3.17 – Fire Prevention and Inspection

The most recent codes adopted by the South Carolina Buildings Code Council are hereby adopted by the District for the purpose of:

- a. Facilitating proper inspection activities relating to the construction and maintenance of buildings within the District and relating to public safety, health, and general welfare.
- b. Regulating and governing the safeguarding of life and property from fire and explosion hazards arising from storage, handling, and use of hazardous substances, material and devices, and from conditions hazardous to life or property.

4.9 Weight Limits

Center Cargo Ramp 1,092,000 pounds double dual tandem wheel load

6.6 Escorts – Movement Area

Those providing the escort must have an "E" on their airport issued ID media and if escorting a vehicle must have an "M" driver's permit.

6.7 Escorts – Non-Movement Area

Those providing the escort must have an "E" on their airport issued ID media and if escorting a vehicle must have either an "R" or "M" driver's permit.

9.17 Unattended Baggage

No person shall leave their suitcase, backpack, pocketbooks or other similar articles unattended within the Airport terminal building including the front curb area of the facility.

There was a motion to adopt the revisions and additions to the Greenville-Spartanburg Airport District Rules and Regulations Sections 3.17, 4.9, 6.6, 6.7 and 9.17 as presented. The motion was seconded and unanimously approved.

PRESIDENT/CEO REPORT:

Federal and State Legislative Update:

Mr. Edwards did not have anything new to report as the nation remains heavily focused on the COVID-19 pandemic.

Coronavirus Update (COVID-19):

Mr. Edwards provided an air service update. National seat capacity is down 66.6% over

June 2019. TSA screening volumes have also seen a significant decline over 2019, hitting a low of approximately 100,000 passengers a day nationwide. GSP traffic was down 42.0% in March, 95.8% in April and 88.4% in May. Mr. Edwards anticipates June's traffic to be down approximately 78%. GSP serves 11 nonstop destinations through the five passenger airlines, and service to five additional nonstop markets has been temporarily suspended. Frontier Airlines suspended operations at GSP with their last flight having taken place in the first week of May.

Mr. Edwards spoke to the measures that airlines are continuing to take to reassure passengers. The Commission noted an article in the Spartanburg Herald Journal to that effect.

In early June, the Communications Team conducted a passenger survey about air travel and Mr. Edwards shared those results noting that activity at GSP may not return to 2019 levels until 2024. Mr. Edwards reviewed the GSP Airport District safety changes, measures, and current practices related to COVID-19. The Commission inquired about enforcement, tracing/detection systems, and entryways of employees, vendors, etc. to which Mr. Edwards responded. Discussion ensued. In closing, Mr. Edwards shared the Public Service Announcement video produced by the GSP Communications team. The Commission encouraged publicizing the announcement on television for the benefit of passengers to which Mr. Carr responded.

Concessions Agreement Update:

The Purchase Agreement with OHM is awaiting feedback and comments from OHM. It is anticipated that a new Concessions Agreement will be brought to the Commission for approval at the September Commission Meeting. Mr. Edwards expects the new company to be up and running by November.

Mr. Edwards concluded his President/CEO report with the reading of a letter from Major Thomas Fister of the United States Air Force extending appreciation to GSP for the last two years of partnership with the Air Force Education With Industry (EWI) Program.

COMMISSIONER'S REPORT: None

EXECUTIVE SESSION:

There being no further business, a motion was made, seconded, and carried to go into Executive Session at 1:50 p.m. for the purpose of discussing a personnel matter.

ADJOURNMENT:

At approximately 2:50 p.m., public session resumed.

The meeting was adjourned at approximately 2:51 p.m. The next meeting is scheduled for July 13, 2020 at 9:00 a.m.

SIGNATURE OF PREPARER:

Stefanie Hyder

GREENVILLE-SPARTANBURG AIRPORT COMMISSION

SPECIAL MEETING MINUTES

August 21, 2020

The Greenville-Spartanburg Airport Commission met on August 21, 2020 at 9:00 a.m. via conference call in the Greenville-Spartanburg District Office Board Room located at 500 Aviation Parkway Greer, South Carolina 29651. The public and media were given proper notice of this meeting, under applicable law. This was a special meeting.

MEMBERS PRESENT (via conference call): Minor Shaw, Hank Ramella, Leland Burch, Valerie Miller, Doug Smith, Jay Beeson

MEMBERS NOT PRESENT: None

STAFF AND LEGAL COUNSEL PRESENT: David Edwards, President/CEO; Basil Dosunmu, Senior Vice President-Administration and Finance/CFO; Scott Carr, Vice President Commercial Business and Communications (Environs Area Administrator); Betty O. Temple, WBD; Stefanie Hyder, Executive Assistant/Recording Secretary

GUESTS PRESENT: None

CALL TO ORDER: Chair Minor Shaw called the meeting to order at 9:04 a.m.

CONSENT AGENDA: None

PRESENTATIONS: None

OLD BUSINESS: None

NEW BUSINESS:

A. Approval of TD Bank – GSP Term Loan Agreements

Mrs. Shaw opened with the purpose of the special meeting being the need for a resolution to approve the term loan discussed during the budget meeting on June 22, 2020.

Mr. Edwards, President/CEO, stated that during the budget process at the June 22, 2020 GSP Commission Meeting, Staff discussed borrowing \$35M in a new fixed term loan to pay off existing debt and to provide funding for the Fire Station and Parking Lot projects. The new term loan offers an attractive rate and provides an opportunity to preserve cash in the fund balance especially with projections indicating shortfalls in net income.

Mr. Edwards handed the discussion over to Mr. Dosunmu, Senior Vice President-Administration and Finance/CFO, who reminded the Commission that the term loan was reviewed and discussed in detail during the presentation at the June 22, 2020 GSP Commission Meeting. Staff went through a competitive process to secure the new term loan with TD Bank. He highlighted that the new term loan rate will be 1.61%, a reduction of 3.12% from the current term loan rate of 4.78%. Staff was able to lock the 1.61% rate for the next ten years. Mr. Dosunmu discussed the impact on debt service and noted that today, the District is exceeding preliminary revenue and expense projections.

The Commission commented on the rate and inquired about the draw down to which Mr. Dosunmu responded.

There was a motion to approve the "Final Resolution Authorizing and Approving a Not to Exceed \$35,000,000 Term Loan (Taxable or Tax-Exempt) Secured by the Revenues of the District and Authorizing the Execution and Delivery of Certain Documents in Connection Therewith," authorizing Management to enter into the Loan Agreements. The motion was seconded and unanimously approved.

Mr. Edwards reminded the Commission that Womble Bond Dickinson (WBD) will be assisting in both the assembly of and full review of the TD Bank loan documents, and all of the documents will be signed with Counsel present at closing which is expected next week.

Mrs. Shaw asked Mr. Edwards for a brief GSP update. Mr. Edwards reported that while the increase in passenger traffic is slow, GSP continues to remain ahead of passenger traffic volume forecasts, operating in the 30-33% range of normal traffic levels.

Mr. Edwards is encouraged by the decrease in COVID-19 cases in SC as well as the fact that GSP Staff are staying vigilant and have remained relatively healthy. The cargo side is experiencing significant growth and Senator International has committed to six weekly flights through the end of the year. GA traffic has rebounded quickly and Staff is seeing fuel numbers equal to or above pre-COVID numbers.

The Commission commented on recent communication regarding bids and proposals to which Mr. Edwards responded.

ADJOURNMENT:

The meeting was adjourned at approximately 9:24 a.m. The next regularly scheduled GSP Commission meeting is scheduled for September 28, 2020 at 9:00 a.m.

SIGNATURE OF PREPARER:

Stefanie Hyder



MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: September 28, 2020

ITEM DESCRIPTION – Consent Agenda Item C

Approval of the Greenville-Spartanburg Airport Commission Meeting Dates and Times for Calendar Year 2021

BACKGROUND

During Calendar Year 2020, the Airport Commission scheduled regular Commission meetings every other month except for the May 18, 2020 meeting that was postponed to June 22, 2020 as a result of COVID-19, and the July 13, 2020 meeting that was canceled. The meetings for 2020 was/are as follows:

- Monday, January 13
- Monday, March 23
- Monday, May 18 (rescheduled for June 22, 2020)
- Monday, July 13 (canceled)
- Monday, September 28
- Monday, November 23

ISSUES

Staff attempted to schedule the regular Airport Commission meetings the 2nd Monday of every other month at 9:00 a.m. for Calendar Year 2021. Due to schedule conflicts, Staff was unable to schedule all of the meetings on the 2nd Monday of the month.

Staff recommends scheduling the May 2021 Commission Meeting on the 3rd Tuesday of the month, the July 2021 Commission Meeting as a teleconference, the September 2021 Commission Meeting on the 3rd Monday of the month, and the November 2021 Commission Meeting on the last Tuesday of the month. The GSP Commission Meetings are scheduled to begin at 9:00 a.m.



The proposed meeting dates are as follows:

- Monday, January 11
- Monday, March 8
- *Tuesday*, May 18
- Monday, July 12 **Note:** This meeting will be held as a teleconference.
- Monday, September 20
- *Tuesday*, November 30

ALTERNATIVES

None

FISCAL IMPACT

None

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission approve the Greenville-Spartanburg Airport Commission Meeting Dates and Times for Calendar Year 2021 as presented.



MEMORANDUM

TO: Members of the Airport Commission

FROM: Ashley Bruton, Director of Human Resources

DATE: September 28, 2020

ITEM DESCRIPTION – Presentation Item A

Diversity and Inclusion

BACKGROUND

The Greenville-Spartanburg Airport District ("District") is committed to building and fostering an inclusive and diverse work environment. The District strives to attract, develop, and advance the most talented individuals regardless of their race, sexual orientation, religion, age, gender, disability status or any other dimension of diversity. As stated on our website, our team members enjoy "Diversity & Inclusion. We are proud of the way our team's diversity reflects that of the community we serve. Our continued success depends on incorporating new and differing perspectives into our team's work."

The District is also committed to supporting small, women-owned, and minority-owned businesses.

The District is a Federal Contractor and therefore is required to take proactive "affirmative action" steps to recruit and advance qualified minorities, women, individuals with disabilities, and protected veterans. The District receives Federal Grant money from the DOT and must comply with the Disadvantaged Business Enterprise (DBE) and Airport Concessions Disadvantaged Business Enterprise (ACDBE) Program Requirements.

A brief presentation will be provided to the Commission to discuss diversity and inclusion at the District.



MEMORANDUM

TO: Members of the Airport Commission

FROM: Kevin E. Howell, Vice President/COO

DATE: September 28, 2020

ITEM DESCRIPTION - Presentation Item B

GSP Terminal Area Planning Study

A presentation from McFarland Johnson will be provided reviewing the ongoing Terminal Area Planning Study. The informational overview will include key planning and demand metrics and updated concepts for the future terminal expansion. The Commissioners will be invited to provide feedback and ask questions about the project.



MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: September 28, 2020

ITEM DESCRIPTION – New Business Item A

Approval of 5-year GSP Strategic Business Plan

BACKGROUND

In November 2014, the Greenville-Spartanburg Airport Commission (Commission) adopted a 6-year Strategic Business Plan for the Greenville-Spartanburg Airport District (District). As part of the 6-year Strategic Business Plan, annual performance metrics were adopted to ensure that the Commission and Staff were able to measure the performance of the District on an ongoing basis.

ISSUES

Dr. Steve Van Beek from SDG will present the proposed 5-year Strategic Business Plan for Fiscal Year 2021 through Fiscal Year 2025 for approval.

ALTERNATIVES

No alternatives are recommended at this time.

FISCAL IMPACT

No direct financial impact at this time.

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to approve the new 5-year Strategic Business Plan for the Greenville-Spartanburg Airport District.



MEMORANDUM

TO: Members of the Airport Commission

FROM: Scott Carr, A.A.E.
Vice President – Commercial Business & Communications

DATE: September 28, 2020

ITEM DESCRIPTION - New Business Item B

Approval of Final Rankings for Web Design Services

BACKGROUND

Since 2010, the Greenville-Spartanburg Airport District (District) has been working with Your Creative People (YCP), based in Greenville, SC to provide website services to support www.gspairport.com. The current GSP International Airport website is built on a proprietary Content Management System (CMS) that is not easily managed with in-house resources. This has limited the District's ability to provide timely and effective communications to the traveling public and business partners.

In addition, the GSP360 Beyond the Runway website was written in an Expression Engine CMS, which is open source. However, the version that was built in 2012 is no longer supported by the website hosting companies. Also, the former Wingspan website was created in WordPress, which is also an open source CMS. However, it was built in such a manner that it offers limited in-house editing capabilities.

To address these challenges, on June 26, 2020, District Staff issued a Request for Proposals (RFP) seeking competitive proposals from qualified companies to construct a new open-source website that is more mobile friendly, able to provide real-time flight and parking data, is portable, and is able to be maintained with in-house resources.

A new website will allow the District to offer a significantly improved browsing experience, the ability to combine the three above referenced websites into a single platform and provide a vehicle to better position airport amenities and services with the traveling public.

The Evaluation Committee, including Staff from the Commercial Business, Communications, Operations, IT, and Procurement Departments evaluated the proposals based on the following criteria:

- Company Qualifications
- Company Experience
- Company Availability of Key Personnel
- Proposed Pricing
- Responsiveness to the Proposal Requirements

Thirty-two proposals, listed below, were subsequently received by the submittal deadline on July 31, 2020:

- | | | |
|-----------------|----------------------|---------------------------|
| • Archetype SC | • Hawke Media | • Sutherland Weston |
| • Aviatrix | • Infinity Marketing | • Sway |
| • Bean Machine | • Integrity | • Tekli |
| • Bright + CO | • Launch Something | • Up & Up |
| • COLAB | • MMGY | • Vtech Solution |
| • Crealo Lab | • Planeteria Media | • We Us Them |
| • Cyberwoven | • Push Digital | • Worldwide Tech Services |
| • DEV. Co | • Rawle Murdy | • 3Fold |
| • Drum Creative | • RBK Marketing | • 37 Gears |
| • Entercom | • Red Hype | • 829 Studios |
| • Flourish | • Satori Consulting | |

Hawke Media and Sutherland Weston did not submit hard copies of their proposal as required by the RFP; thus, these two proposals were deemed unresponsive.

The Evaluation Committee initially shortlisted eight companies for further review. Subsequently, this list was further shortlisted to the four companies listed below in alphabetical order for interviews, which took place on September 8-9, 2020:

- Aviatrix
- Integrity
- Launch Something
- Planeteria Media



ISSUES

Based on the results from the Evaluation Committee, Staff is making a recommendation of final rankings to the Airport Commission (Commission). Staff needs Commission approval prior to entering into negotiations with the ranked companies.

The recommended final rankings for Website Design Services is as follows:

1. Aviatrix
2. Planeteria Media
3. Integrative
4. Launch Something

Upon approval of the final rankings, Staff will attempt to negotiate an agreement with the highest ranked company. In the event an agreement cannot be reached with the highest ranked company, Staff will formally terminate the negotiations and proceed to negotiate with the next highest ranked company and so forth until an agreement is reached.

ALTERNATIVES

No alternatives are recommended at this time.

FISCAL IMPACT

The approved CIP budget line item for web design services is \$75,000.00 and Staff will work diligently to deliver the overall project under budget.

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to (1) approve the final rankings for Web Design Services as presented; (2) authorize Staff to negotiate and finalize agreements with the highest ranked company (if an acceptable agreement cannot be reached with the highest ranked company, negotiations will be formally terminated and will then proceed with the next ranked company); and (3) authorize the President/CEO to execute all necessary documents.



MEMORANDUM

TO: Members of the Airport Commission

FROM: Scott C. Carr, A.A.E.
Vice President – Commercial Business & Communications

DATE: September 28, 2020

ITEM DESCRIPTION – New Business Item C

Approval of Final Rankings for Food and Beverage Concession Management & Operating Services

BACKGROUND

Given the current economic state due to the COVID-19 pandemic, District staff (Staff) evaluated various options to determine the best path forward for the restaurants previously operated by OHM. With the objective of continuing to provide a first-class concession program with a high level of customer service to the traveling public, Staff elected to pursue a management and operating services agreement in lieu of a traditional concession agreement.

Under this type of agreement, the District will have much tighter control and oversight of the food and beverage concession program to ensure operational excellence. In addition, this is the same type of agreement that the parking services are presently provided under for the District.

On August 3, 2020, Staff issued a Request for Proposals (RFP) seeking competitive proposals from qualified companies to manage and operate five food and beverage concepts for an initial term of five years and an option term of five additional years. These concepts include Chick-fil-A, The Kitchen by Wolfgang Puck, RJ Rockers Flight Room, Thomas Creek Grill, and a replacement concept for the former DC3 Hot Dogs location.

An onsite non-mandatory preproposal conference was held on August 17, 2020 and nine companies attended that meeting. Staff provided a presentation regarding District



expectations for the proposals and reviewed various performance requirements. In addition, Staff provided a tour of the five restaurants covered by the RFP.

Seven proposals were subsequently received by the submittal deadline on September 2, 2020. All received proposals were deemed responsive to the RFP. Below is a list of the companies that submitted a proposal in alphabetical order:

- A La Carte Menu Services
- Delaware North Companies
- JDDA Concession Management
- Metz Culinary Management
- Paradies Lagardere
- Tailwind Concession
- TGI The Grove

The Evaluation Committee, including the Executive Team and representatives from the Commercial Business and Procurement Departments, evaluated the proposals based on the following criteria:

- Company Background, Experience, & Financial Information
- Financial Proposal
- Ability to Maintain All Existing Concept Brands
- Proposed Concept Replacement for DC3 Hot Dogs
- Management, Organizational, Operations, Quality Control, Training Program, & Transition Plans
- ACDBE Participation
- Exceptions to the Sample Agreement

The Evaluation Committee shortlisted the four companies listed below, in alphabetical order, for onsite interviews which took place on September 17-18, 2020:

- Delaware North
- JDDA Concession Management
- Metz Culinary Management
- TGI The Grove



ISSUES

Based on the results from the Evaluation Committee, Staff is making a recommendation of final rankings to the Airport Commission (Commission). Staff needs Commission approval prior to entering into negotiations with the ranked companies.

The recommended final rankings for Food and Beverage Concession Management and Operating Services is as follows:

1. Metz Culinary Management
2. Delaware North
3. TGI The Grove
4. JDDA Concession Management

Upon approval of the final rankings, Staff will attempt to negotiate an agreement with the highest ranked company. In the event an agreement cannot be reached with the highest-ranked company, Staff will formally terminate the negotiations and proceed to negotiate with the next highest-ranked company and so forth until an agreement is reached.

ALTERNATIVES

No alternatives are recommended at this time.

FISCAL IMPACT

Metz Culinary Management's proposed annual management fee is 3% of gross receipts for both the initial and option terms of the agreement. In addition, their proposed annual incentive fee is 22% of net revenue over the entire length of the agreement.

To help quantify these percentage fees, Metz's proforma for the first five years of operation had gross sales totaling \$34,938,261. This translates to a total management fee of \$1,048,148 and a total incentive fee of \$541,716. The management and incentive fees for the initial term of the agreement would be a combined total of \$1,589,864.

Based on Metz's proforma, the District would net \$6,908,934 over the first five years of the agreement. In addition, as value added, Metz has offered \$300,000 toward capital



expenses, \$100,000 toward non-direct opening expenses, and a \$25,000 incentive fee credit in the first year of the agreement.

RECOMMENDED ACTION

It is respectfully requested that the Commission resolve to (1) approve the final rankings for Food and Beverage Concession Management and Operating Services as presented; (2) authorize Staff to negotiate and finalize agreements with the highest-ranked company (if an acceptable agreement cannot be reached with the highest-ranked company, negotiations will be formally terminated and will then proceed with the next ranked company); (3) authorize Staff to enter into an initial five year agreement with a five year option period; (4) authorize the President/CEO of the District to execute all necessary documents.



MEMORANDUM

TO: Members of the Airport Commission

FROM: Scott C. Carr, A.A.E.
Vice President – Commercial Business & Communications

DATE: September 28, 2020

ITEM DESCRIPTION – New Business Item D

Approval of Final Rankings for Automated Retail Concession Program

BACKGROUND

The Airport District (District) has had a partnership with ZoomSystems to provide automated retail concession services through their Best Buy Express and Benefit Cosmetics kiosks located on Concourse A and B since 2014. In June 2020, the District partnered with Prepango to provide the recently installed personal protective equipment (PPE) vending machines located on both concourses.

As new companies have entered the automated retail vending industry in the past couple of years, District Staff (Staff) felt that it was an opportune time to seek new proposals from companies. In accordance with Administrative Policy, Staff elected to utilize a competitive selection process.

Therefore, on August 14, 2020, Staff issued a Request for Proposals (RFP) seeking competitive proposals from qualified companies to deploy, manage, and operate automated retail kiosks or vending machines at eight different locations throughout the terminal building and rental car facilities. The term of this agreement will be for five years, beginning on January 1, 2021.

Three proposals were subsequently received by the submittal deadline on September 14, 2020. Below is a list of those companies in alphabetical order:

- Fly CBD, LLC
- NewZoom, LLC dba Zoom Systems
- Prepango, LLC

Unfortunately, the proposal submitted by Fly CBD did not include any financial projections for each proposed location as required by the RFP. In addition, the company did not meet the minimum experience requirement. The Fly CBD proposal was deemed unresponsive.

The Evaluation Committee, consisting of Staff from the District's Commercial Business, Marketing, Finance, and Procurement Departments, evaluated the remaining two proposals based on the following criteria:

- Company Background, Experience, & Financial Information
- Financial Projections
- Proposed Concepts & Products for Each Location
- Management & Operations Plan
- ACDBE Participation
- Exceptions to the Sample Agreement

The final rankings listed below are recommended based on the best overall proposal for each available location.

ISSUES

Based on the results from the Evaluation Committee, Staff is making a recommendation of final rankings to the Airport Commission (Commission). Staff needs Commission approval prior to entering into negotiations with the ranked companies.

The recommended final rankings for the Automated Retail Concession Program is as follows:

<u>LOCATION</u>	<u>FIRST RANKED COMPANY</u>	<u>SECOND RANKED COMPANY</u>
Concourse A - #1	Prepango	ZoomSystems
Concourse A - #2	Prepango	ZoomSystems
Concourse A - #3	Prepango	N/A
Concourse B - #1	Prepango	ZoomSystems
Concourse B - #2	Prepango	ZoomSystems
Concourse B - #3	Prepango	N/A
Rental Car Facility – Level #1	Prepango	ZoomSystems
Rental Car Facility – Level #2	Prepango	ZoomSystems



Upon approval of the final rankings, Staff will attempt to negotiate an agreement with the highest ranked company for each outlined location. Please reference Exhibit A. In the event an agreement cannot be reached with the highest-ranked company, Staff will formally terminate the negotiations and proceed to negotiate with the second-ranked company.

ALTERNATIVES

No alternatives are recommended at this time.

FISCAL IMPACT

The existing agreement with ZoomSystems is for 7% of gross receipts for the two Best Buy Express kiosks, as well as the one Benefit Cosmetics kiosk. In 2019, this translated to \$15,035 in revenue to the District.

In comparison, Prepango's proposal included various percentage fees depending on each proposed concept and location, which ranged from 10-20%. In addition, they elected to bid on each of the eight available locations. Based on their submitted proforma for all eight locations combined, they have forecasted for the District to receive \$47,000 in revenue in the first year of the agreement.

ZoomSystems proposal had percentage fees ranging from 8-10% depending on the proposed concept and location. They chose to only bid on six of the eight available locations. Their combined first year proforma projected the District attaining \$23,380 in revenue for their six locations.

RECOMMENDED ACTION

It is respectfully requested that the Commission resolve to (1) approve the final rankings for the Automated Retail Concession Program as presented; (2) authorize Staff to negotiate and finalize agreements with the highest-ranked company (if an acceptable agreement cannot be reached with the highest-ranked company, negotiations will be formally terminated and will then proceed with the second ranked company) for each location; (3) authorize Staff to enter into a five year agreement for the Automated Retail Concession Program for each location; (4) authorize the President/CEO of the District to execute all necessary documents.

Attachment

Exhibit "A"

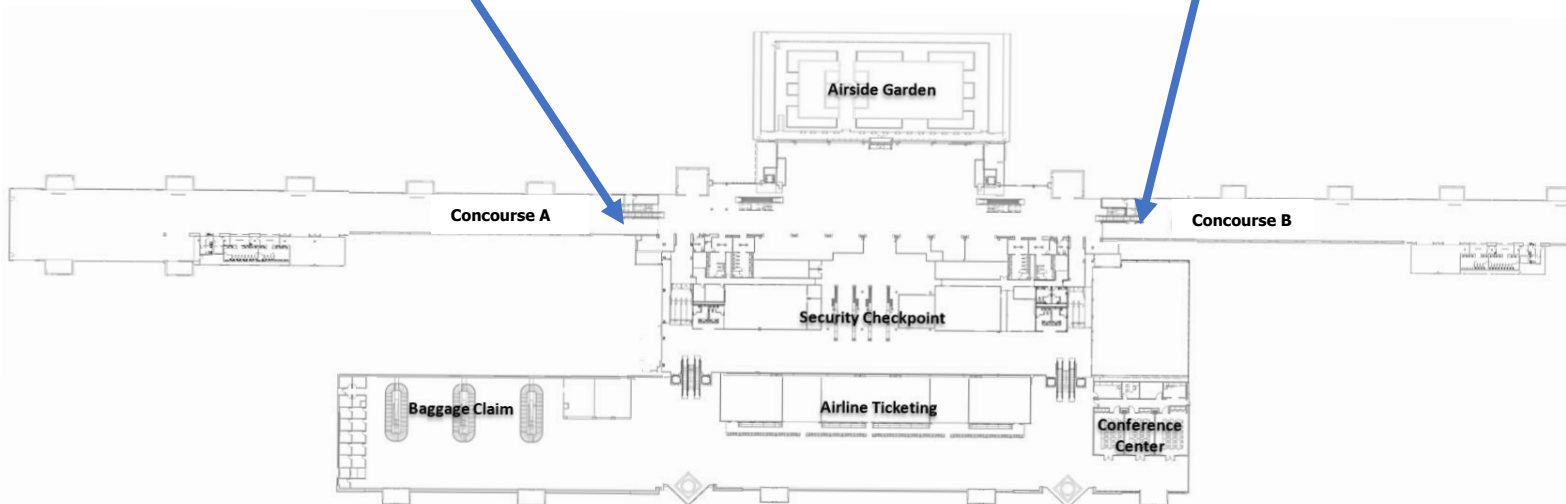
Approved Locations – Automated Retail

Concourse A – Space for three (3) machines

- Space for two (2) machines available January 1, 2021
- Space for one (1) machine available July 1, 2021

Concourse B – Space for three (3) machines

- Space for two (2) machines available January 1, 2021
- Space for one (1) machine available July 1, 2021



Rental Car Center – Space for two (2) machines

- Parking Garage A Level 1 – Space for one (1) machine
- Parking Garage A Level 2 – Space for one (1) machine
- Both available January 1, 2021



MEMORANDUM

TO: Members of the Airport Commission

FROM: Kevin E. Howell, Senior Vice President/COO

DATE: September 28, 2020

ITEM DESCRIPTION - New Business Item E

Approval of Final Rankings for Online Parking Pre-Booking Services

BACKGROUND

The Greenville-Spartanburg Airport District desires to implement an information technology (IT) solution for online parking pre-booking in conjunction with the new Parking Access and Revenue Control System (PARCS) Project. This parking pre-booking solution will be used to help manage parking demand, alleviate congestion, mitigate delays and improve operational performance and efficiency at the airport parking facilities.

The parking pre-booking system allows District Staff and the parking management contractor to better manage the overall parking facility with constant monitoring of parking demand and capacity in a real-time environment. The management team can proactively influence parking demand based on known and forecasted capacity.

Additional revenue is anticipated by encouraging economy parkers to move up to garage parking or a garage parker to move up to valet parking with targeted sales and promotional pricing based on demand. In the future, additional value-added services can be marketed and sold via the pre-booked system including lounge passes, vehicle services, car washes or detail services, etc.

An additional advantage of the parking pre-booking system along with the new PARCS system is the ability to create a truly touchless system for the post COVID-19 environment. Once a parker pre-books their parking reservation online, they will be sent a QR code to enter and exit the lot without pulling a ticket and/or pushing any buttons. A vehicle license plate can also be linked to their reservation, and with the PARCS



license plate recognition (LPR) system on the entry and exit, the parking lot gate arms can open automatically for a customer.

Staff prepared a Request for Proposals (RFP) for Online Parking Pre-Booking Services. Five proposals were received.

Companies submitting proposals were (listed alphabetically):

ADVAM
AeroParker
Chantry
LAZ Airport Parking
MAG USA

The Evaluation Committee reviewed the proposals and evaluated them in accordance with the evaluation criteria, as outlined in the RFP. Evaluation criteria included overall solution capability, qualifications and experience providing similar services for similar projects, implementation schedule, proposed fee schedule/overall costs, proposal responsiveness and overall relevance of proposal package.

Four companies were short-listed for the second phase of the selection process, which included presentations and interviews with the Evaluation Committee.

Short-listed companies (listed below alphabetically):

ADVAM
AeroParker
Chantry
MAG USA

ISSUES

In accordance with administrative policy, Staff conducted the RFP solicitation process and is making a recommendation of final rankings to the Commission with a request to award a multi-year contract. The Commission has final approval of the rankings.

The Selection Committee's recommended final ranking for online parking pre-booking services is:



1. Chantry
2. AeroParker
3. ADVAM
4. MAG USA

Upon approval of the final rankings, Staff will attempt to negotiate an agreement with the highest ranked company. In the event an agreement cannot be reached with the highest ranked company, Staff will formally terminate the negotiations and proceed to negotiate with the next highest ranked company.

ALTERNATIVES

No alternatives are recommended at this time.

FISCAL IMPACT

Approval of the final ranking itself does not have a direct fiscal impact. Once an agreement is finalized, the company will provide initial setup and implementation services and ongoing support and processing through the term of the agreement. Initial costs will be covered under the approved PARCS project budget and ongoing annual costs will be budgeted annually as part of the parking operational budget.

Once approved, Staff will negotiate several proposed cost items with the selected company. Based on the proposals received, transaction fees are expected to be between \$0.04-\$0.50 per transaction. Proposed implementation costs range from \$20,000-\$100,000 and annual support costs will range from \$10,000-\$50,000 in year #1.

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to (1) approve the final rankings for Online Parking Pre-Booking Services as presented above; (2) authorize Staff to negotiate and finalize a multi-year agreement with the highest ranked company (if an acceptable agreement cannot be reached with the highest ranked company, negotiations will be formally terminated and will then proceed with the next ranked company) and (3) authorize the President/CEO to execute all necessary documents.



MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: September 28, 2020

ITEM DESCRIPTION – Information Section Item A

July & August 2020 - Traffic Report

SUMMARY

For July 2020, passenger traffic saw a **70.6%** decrease over the same month in 2019. Cargo numbers for July 2020 were up **26.0%** for the same period. Passenger load factors were down **39.7%** for the month at an average of **50.7%**.

Please note that the passenger traffic numbers for July exceeded our forecasts associated with the budget process by approximately 26.4%.

A comparison of the North America National Passenger Traffic Growth Averages for **2020** to GSP's Passenger Traffic Growth is depicted below:

Month	2020		
	GSP	National Average	Difference
Jan	16.80%	4.80%	12.00%
Feb	8.50%	6.40%	2.10%
Mar	-42.00%	-50.40%	8.40%
April	-95.80%	-95.00%	-0.80%
May	-88.40%	-88.80%	0.40%
June	-78.40%	Data not available to date	
July			
August			
September			
October			
November			
December			
Average	-46.55%	-44.60%	-1.95%

For August 2020, passenger traffic saw a **65.9%** decrease over the same month in 2019. Cargo numbers for August 2020 were up **6.5%** for the same period. Passenger load factors were down for the month at an average of **45.5%**.

Attached are copies of the detailed traffic reports for July and August 2020. The complete August traffic report will be included in the October Commission Information Package.

Providing a look forward into the service levels for **October 2020** is a schedule comparison for the month vs the same month last year, including flights and seats by airline and non-stop markets served. GSP flights are down at 53.3%, and seats are down at 53.5%.

Schedule Weekly Summary Report for nonstop Passenger (Air - All) flights from GSP to for travel October 2020 vs. October 2019											
All flights, seats, and ASMs given are per week.											
Travel Period				Oct 2020		Oct 2019		Diff		Percent Diff	
Mkt AI	Orig	Dest	Miles	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
AA	GSP	CLT	76	40	2,886	62	4,481	(22)	(1,595)	(35.5%)	(35.6%)
AA	GSP	DCA	396	0	0	19	1,040	(19)	(1,040)	(100.0%)	(100.0%)
AA	GSP	DFW	862	13	988	17	2,384	(4)	(1,396)	(23.5%)	(58.6%)
AA	GSP	MIA	638	0	0	14	700	(14)	(700)	(100.0%)	(100.0%)
AA	GSP	ORD	577	6	300	12	600	(6)	(300)	(50.0%)	(50.0%)
AA	GSP	PHL	514	5	325	20	1,300	(15)	(975)	(75.0%)	(75.0%)
DL	GSP	ATL	153	49	5,740	53	8,571	(4)	(2,831)	(7.5%)	(33.0%)
DL	GSP	DTW	508	5	380	20	1,716	(15)	(1,336)	(75.0%)	(77.9%)
DL	GSP	LGA	610	0	0	18	1,368	(18)	(1,368)	(100.0%)	(100.0%)
F9	GSP	DEN	1,278	0	0	3	516	(3)	(516)	(100.0%)	(100.0%)
F9	GSP	LAS	1,851	0	0	2	366	(2)	(366)	(100.0%)	(100.0%)
F9	GSP	MCO	449	0	0	2	372	(2)	(372)	(100.0%)	(100.0%)
G4	GSP	FLL	620	2	354	2	354	0	0	0.0%	0.0%
G4	GSP	PIE	482	2	333	3	489	(1)	(156)	(33.3%)	(31.9%)
G4	GSP	SFB	426	2	372	4	714	(2)	(342)	(50.0%)	(47.9%)
UA	GSP	DEN	1,278	1	70	7	532	(6)	(462)	(85.7%)	(86.8%)
UA	GSP	EWR	594	0	0	20	1,208	(20)	(1,208)	(100.0%)	(100.0%)
UA	GSP	IAD	383	12	600	21	1,310	(9)	(710)	(42.9%)	(54.2%)
UA	GSP	IAH	838	7	532	14	1,064	(7)	(532)	(50.0%)	(50.0%)
UA	GSP	ORD	577	11	800	29	1,632	(18)	(832)	(62.1%)	(51.0%)
WN	GSP	ATL	153	14	2,002	20	3,020	(6)	(1,018)	(30.0%)	(33.7%)
			TOTAL	169	15,682	362	33,737	(193)	(18,055)	(53.3%)	(53.5%)

Attachment

Monthly Traffic Report

Greenville-Spartanburg International Airport

July 2020



Category	Jul 2020	Jul 2019	Percentage Change	*CYTD-2020	*CYTD-2019	Percentage Change	*MOV12-2020	*MOV12-2019	Percentage Change
Passenger Traffic									
Enplaned	35,807	119,681	-70.1%	326,850	738,104	-55.7%	901,790	1,266,905	-28.8%
Deplaned	<u>34,163</u>	<u>118,626</u>	-71.2%	<u>325,146</u>	<u>728,811</u>	-55.4%	<u>895,527</u>	<u>1,250,057</u>	-28.4%
Total	69,970	238,307	-70.6%	651,996	1,466,915	-55.6%	1,797,317	2,516,962	-28.6%
Cargo Traffic (Pounds)									
Express and Mail									
Enplaned	1,193,576	1,079,987	10.5%	5,925,893	7,021,146	-15.6%	10,459,704	11,787,740	-11.3%
Deplaned	<u>1,099,434</u>	<u>1,037,015</u>	6.0%	<u>5,125,681</u>	<u>6,622,504</u>	-22.6%	<u>10,347,731</u>	<u>11,483,893</u>	-9.9%
Subtotal	2,293,010	2,117,002	8.3%	11,051,574	13,643,650	-19.0%	20,807,435	23,271,633	-10.6%
Freight									
Enplaned	3,636,242	3,114,888	16.7%	22,619,850	19,880,436	13.8%	36,745,881	36,952,896	-0.6%
Deplaned	<u>6,566,454</u>	<u>4,682,583</u>	40.2%	<u>33,740,152</u>	<u>34,386,606</u>	-1.9%	<u>56,564,603</u>	<u>58,878,990</u>	-3.9%
Subtotal	10,202,696	7,797,471	30.8%	56,360,002	54,267,042	3.9%	93,310,484	95,831,886	-2.6%
Total	12,495,706	9,914,473	26.0%	67,411,576	67,910,692	-0.7%	114,117,989	119,103,519	-4.2%

*CYTD = Calendar Year to Date and *Mov12 = Moving Twelve Months.

Monthly Traffic Report

Greenville-Spartanburg International Airport

July 2020



Category	Jul 2020	Jul 2019	Percentage Change	*CYTD-2020	*CYTD-2019	Percentage Change	*MOV12-2020	*MOV12-2019	Percentage Change
Aircraft Operations									
Airlines	1,405	2,530	-44.5%	11,848	16,044	-26.2%	24,478	27,581	-11.3%
Commuter /Air Taxi	<u>550</u>	<u>996</u>	-44.8%	3,896	7,339	-46.9%	9,066	12,485	-27.4%
Subtotal	<u>1,955</u>	<u>3,526</u>	-44.6%	<u>15,744</u>	<u>23,383</u>	-32.7%	<u>33,544</u>	<u>40,066</u>	-16.3%
General Aviation	858	979	-12.4%	4,961	5,860	-15.3%	9,264	10,431	-11.2%
Military	<u>166</u>	<u>389</u>	-57.3%	<u>1,098</u>	<u>1,502</u>	-26.9%	<u>2,131</u>	<u>2,510</u>	-15.1%
Subtotal	<u>1,024</u>	<u>1,368</u>	-25.1%	<u>6,059</u>	<u>7,362</u>	-17.7%	<u>11,395</u>	<u>12,941</u>	-11.9%
Total	2,979	4,894	-39.1%	21,803	30,745	-29.1%	44,939	53,007	-15.2%
Fuel Gallons									
100LL	1,541	2,514	-38.7%	11,014	16,997	-35.2%	21,870	30,649	-28.6%
Jet A (GA)	92,849	117,170	-20.8%	577,979	815,688	-29.1%	1,141,909	1,459,181	-21.7%
Subtotal	<u>94,390</u>	<u>119,684</u>	-21.1%	<u>588,993</u>	<u>832,685</u>	-29.3%	<u>1,163,779</u>	<u>1,489,830</u>	-21.9%
Jet A (A/L)	<u>981,253</u>	<u>1,604,611</u>	-38.8%	<u>7,037,568</u>	<u>10,689,178</u>	-34.2%	<u>14,617,825</u>	<u>18,965,444</u>	-22.9%
Total	1,075,643	1,724,295	-37.6%	7,626,561	11,521,863	-33.8%	15,781,604	20,455,274	-22.8%

*CYTD = Calendar Year to Date and *Mov12 = Moving Twelve Months.

Scheduled Airline Enplanements, Seats, and Load Factors

Greenville-Spartanburg International Airport



July 2020

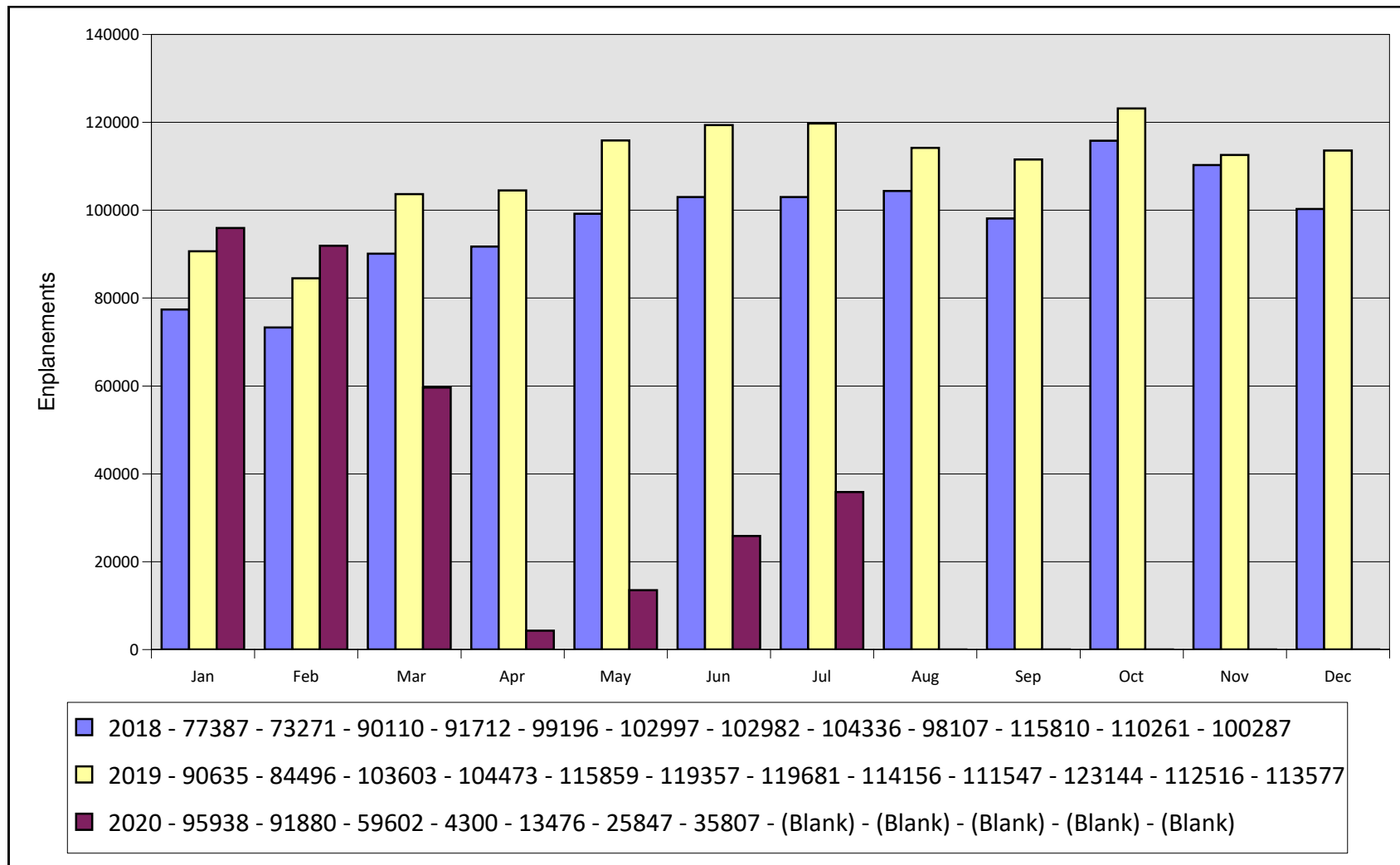
	Jul 2020	Jul 2019	Percentage Change	*CYTD-2020	*CYTD-2019	Percentage Change
Allegiant Air						
Enplanements	2,544	5,634	-54.8%	14,547	31,107	-53.2%
Seats	4,809	6,924	-30.5%	24,396	40,545	-39.8%
Load Factor	52.9%	81.4%	-35.0%	59.6%	76.7%	-22.3%
American Airlines						
Enplanements	16,126	39,946	-59.6%	123,190	246,487	-50.0%
Seats	25,024	50,003	-50.0%	201,632	324,100	-37.8%
Load Factor	64.4%	79.9%	-19.3%	61.1%	76.1%	-19.7%
Delta Air Lines						
Enplanements	8,872	39,847	-77.7%	101,080	259,136	-61.0%
Seats	19,942	45,210	-55.9%	173,514	313,508	-44.7%
Load Factor	44.5%	88.1%	-49.5%	58.3%	82.7%	-29.5%
Southwest Airlines						
Enplanements	3,709	10,012	-63.0%	31,224	60,785	-48.6%
Seats	11,822	12,791	-7.6%	89,511	87,219	2.6%
Load Factor	31.4%	78.3%	-59.9%	34.9%	69.7%	-49.9%

Thursday, August 20, 2020

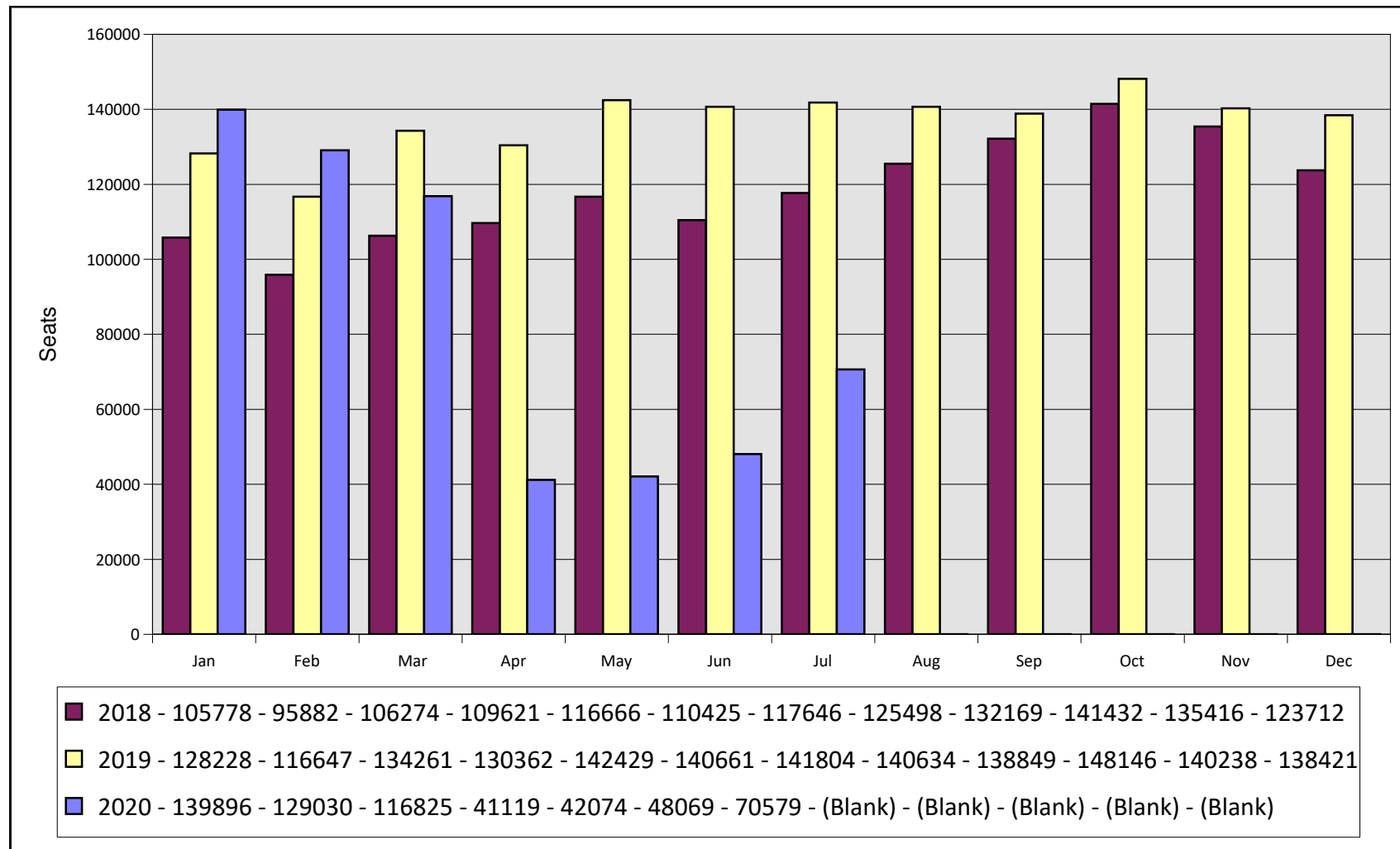
*CTYD = Calendar Year to Date and *Mov12 = Moving Twelve Months.

	Jul 2020	Jul 2019	Percentage Change	*CYTD-2020	*CYTD-2019	Percentage Change
United Airlines						
Enplanements	4,515	18,288	-75.3%	47,735	111,451	-57.2%
Seats	8,982	20,396	-56.0%	82,849	135,170	-38.7%
Load Factor	50.3%	89.7%	-43.9%	57.6%	82.5%	-30.1%
Totals						
Enplanements	35,766	113,727	-68.6%	317,776	708,966	-55.2%
Seats	70,579	135,324	-47.8%	571,902	900,542	-36.5%
Load Factor	50.7%	84.0%	-39.7%	55.6%	78.7%	-29.4%

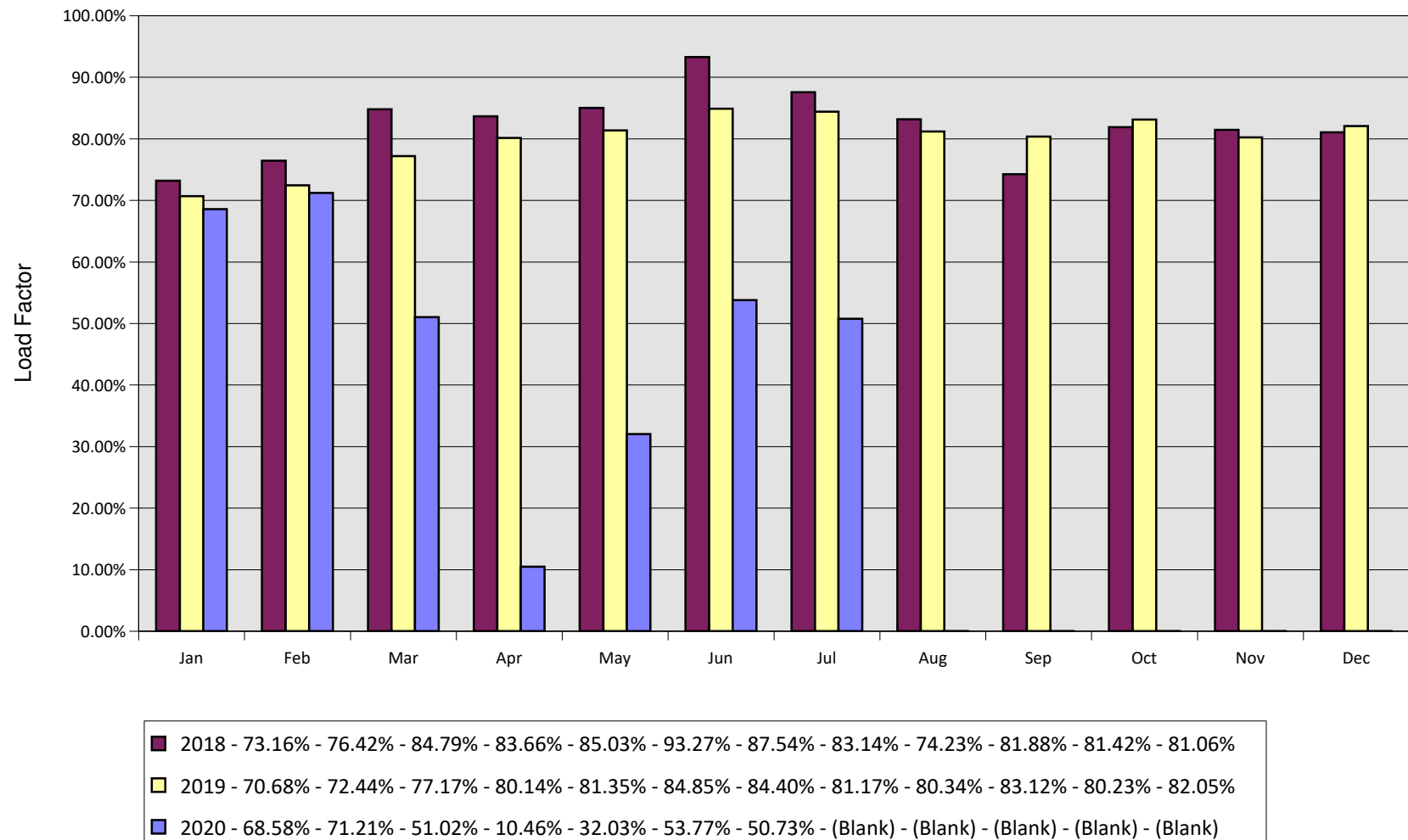
Monthly Enplanements By Year Greenville-Spartanburg International Airport



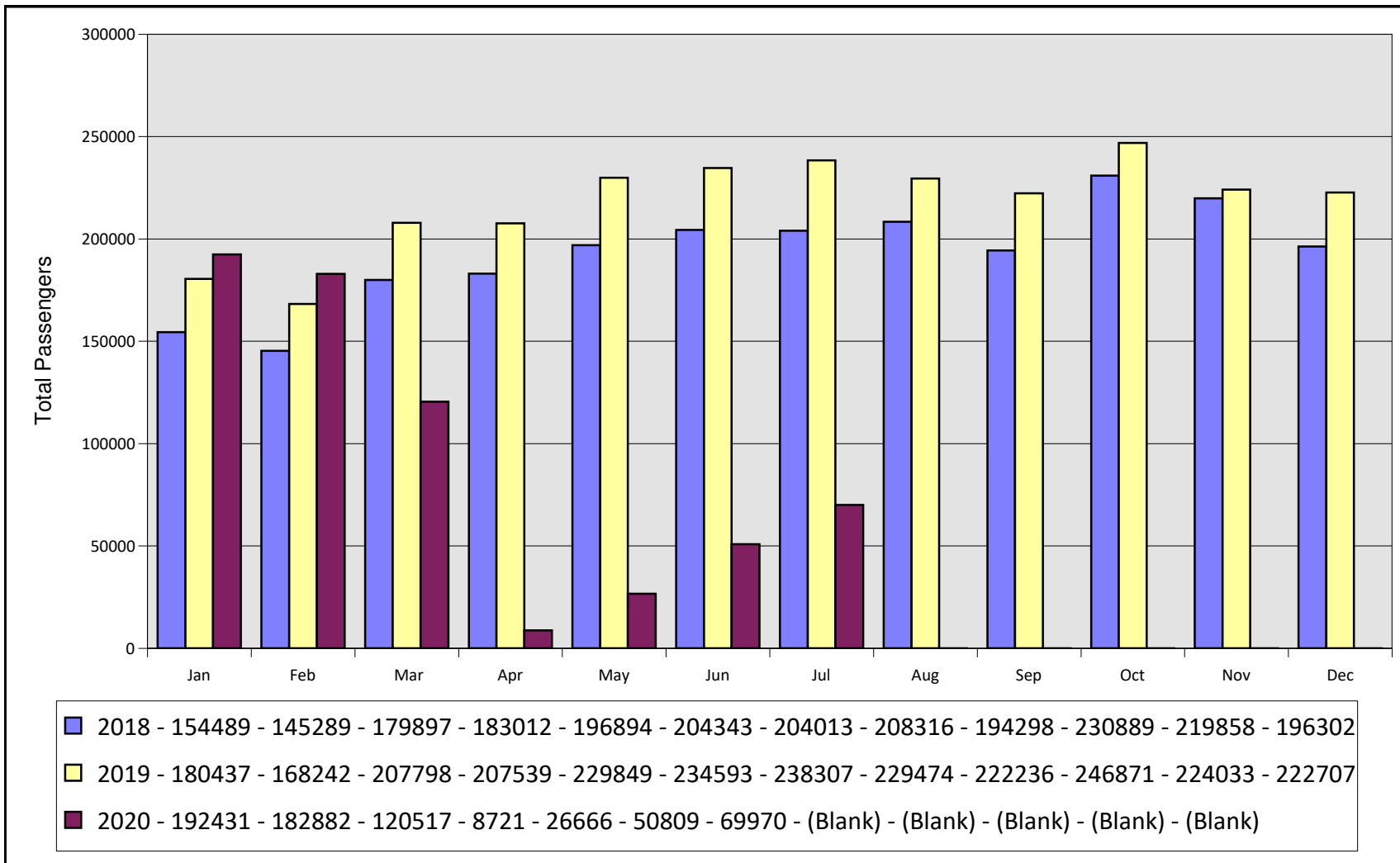
Monthly Seats By Year Greenville-Spartanburg International Airport



Monthly Load Factors By Year Greenville-Spartanburg International Airport

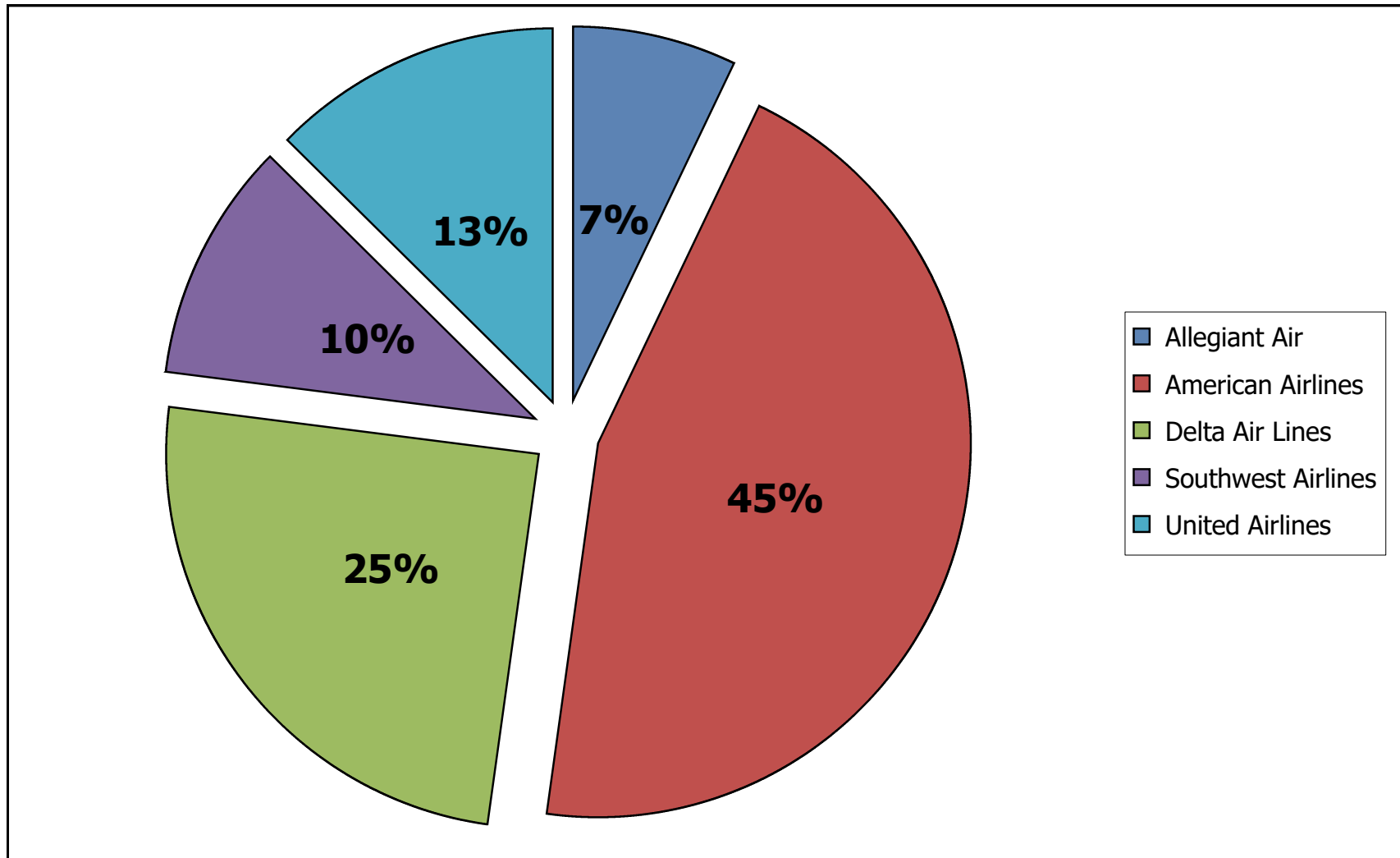


Total Monthly Passengers By Year Greenville-Spartanburg International Airport



Scheduled Airline Market Shares (Enplanements) Greenville-Spartanburg International Airport

Report Period From July 2020 Through July 2020



Airline Flight Completions

Greenville-Spartanburg International Airport

July 2020



Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed Flights
			Mechanical	Weather	Other		
Aeronaves TSM	2	0	0	0	0	0	100.0%
Air Atlanta Icelandic	21	0	0	0	0	0	100.0%
Allegiant Air	27	0	0	0	0	0	100.0%
American Airlines	341	0	0	0	0	0	101.5%
Ameristar Jet Charter	1	0	0	0	0	0	100.0%
ASL Aviation Holdings	1	0	0	0	0	0	100.0%
Cargo Logic Air	1	0	0	0	0	0	100.0%

Thursday, August 20, 2020

Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed Flights
			Mechanical	Weather	Other		
Delta Air Lines	151	0	0	0	0	0	105.3%
Federal Express	41	0	0	0	0	0	100.0%
IFL Group	2	0	0	0	0	0	100.0%
Royal Air Freight	1	0	0	0	0	0	100.0%
Southwest Airlines	82	0	0	0	0	0	100.0%
Swift Air, LLC	2	0	0	0	0	0	100.0%
United Airlines	150	0	0	0	0	0	100.0%
UPS	37	0	0	0	0	0	100.0%
Total	860	0	0	0	0	0	100.0%

Thursday, August 20, 2020

Monthly Traffic Report

Greenville-Spartanburg International Airport

August 2020



Category	Aug 2020	Aug 2019	Percentage Change	*CYTD-2020	*CYTD-2019	Percentage Change	*MOV12-2020	*MOV12-2019	Percentage Change
Passenger Traffic									
Enplaned	39,496	114,156	-65.4%	366,346	852,260	-57.0%	827,130	1,276,725	-35.2%
Deplaned	<u>38,657</u>	<u>115,318</u>	-66.5%	<u>363,803</u>	<u>844,129</u>	-56.9%	<u>818,866</u>	<u>1,261,011</u>	-35.1%
Total	78,153	229,474	-65.9%	730,149	1,696,389	-57.0%	1,645,996	2,537,736	-35.1%
Cargo Traffic (Pounds)									
Express and Mail									
Enplaned	902,902	1,017,068	-11.2%	6,828,795	8,038,214	-15.0%	10,345,538	11,720,582	-11.7%
Deplaned	<u>990,559</u>	<u>1,072,150</u>	-7.6%	<u>6,116,240</u>	<u>7,694,654</u>	-20.5%	<u>10,266,140</u>	<u>11,479,389</u>	-10.6%
Subtotal	1,893,461	2,089,218	-9.4%	12,945,035	15,732,868	-17.7%	20,611,678	23,199,971	-11.2%
Freight									
Enplaned	2,820,123	3,024,060	-6.7%	25,439,973	22,904,496	11.1%	36,541,944	36,061,124	1.3%
Deplaned	<u>6,039,935</u>	<u>4,982,704</u>	21.2%	<u>39,780,087</u>	<u>39,369,310</u>	1.0%	<u>57,621,834</u>	<u>59,599,938</u>	-3.3%
Subtotal	8,860,058	8,006,764	10.7%	65,220,060	62,273,806	4.7%	94,163,778	95,661,062	-1.6%
Total	10,753,519	10,095,982	6.5%	78,165,095	78,006,674	0.2%	114,775,526	118,861,033	-3.4%

*CYTD = Calendar Year to Date and *Mov12 = Moving Twelve Months.

Monthly Traffic Report

Greenville-Spartanburg International Airport

August 2020



Category	Aug 2020	Aug 2019	Percentage Change	*CYTD-2020	*CYTD-2019	Percentage Change	*MOV12-2020	*MOV12-2019	Percentage Change
Aircraft Operations									
Airlines	1,593	2,516	-36.7%	13,441	18,560	-27.6%	23,555	27,882	-15.5%
Commuter /Air Taxi	<u>620</u>	<u>1,056</u>	-41.3%	4,516	8,395	-46.2%	8,630	12,437	-30.6%
Subtotal	<u>2,213</u>	<u>3,572</u>	-38.0%	<u>17,957</u>	<u>26,955</u>	-33.4%	<u>32,185</u>	<u>40,319</u>	-20.2%
General Aviation	845	1,005	-15.9%	5,806	6,865	-15.4%	9,104	10,238	-11.1%
Military	<u>194</u>	<u>306</u>	-36.6%	<u>1,292</u>	<u>1,808</u>	-28.5%	<u>2,019</u>	<u>2,686</u>	-24.8%
Subtotal	<u>1,039</u>	<u>1,311</u>	-20.7%	<u>7,098</u>	<u>8,673</u>	-18.2%	<u>11,123</u>	<u>12,924</u>	-13.9%
Total	3,252	4,883	-33.4%	25,055	35,628	-29.7%	43,308	53,243	-18.7%
Fuel Gallons									
100LL	1,678	2,143	-21.7%	12,692	19,140	-33.7%	21,405	27,946	-23.4%
Jet A (GA)	91,927	100,083	-8.1%	669,906	915,771	-26.8%	1,133,753	1,425,449	-20.5%
Subtotal	<u>93,605</u>	<u>102,226</u>	-8.4%	<u>682,598</u>	<u>934,911</u>	-27.0%	<u>1,155,158</u>	<u>1,453,395</u>	-20.5%
Jet A (A/L)	<u>974,661</u>	<u>1,498,913</u>	-35.0%	<u>8,012,229</u>	<u>12,188,091</u>	-34.3%	<u>14,093,573</u>	<u>18,820,172</u>	-25.1%
Total	1,068,266	1,601,139	-33.3%	8,694,827	13,123,002	-33.7%	15,248,731	20,273,567	-24.8%

*CYTD = Calendar Year to Date and *Mov12 = Moving Twelve Months.

Scheduled Airline Enplanements, Seats, and Load Factors

Greenville-Spartanburg International Airport



August 2020

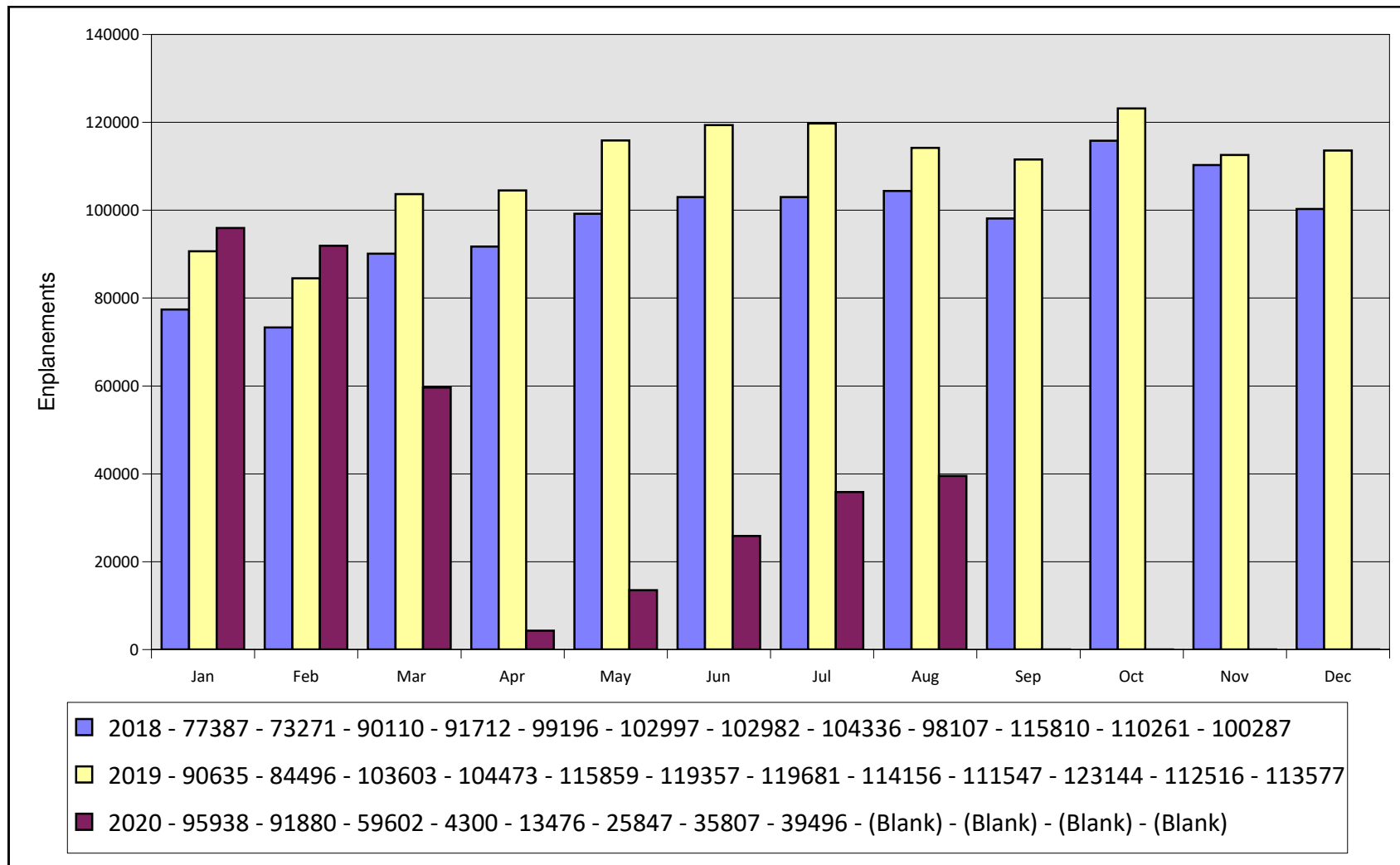
	Aug 2020	Aug 2019	Percentage Change	*CYTD-2020	*CYTD-2019	Percentage Change
Allegiant Air						
Enplanements	2,144	3,874	-44.7%	16,691	34,981	-52.3%
Seats	5,178	5,136	0.8%	29,574	45,681	-35.3%
Load Factor	41.4%	75.4%	-45.1%	56.4%	76.6%	-26.3%
American Airlines						
Enplanements	16,944	38,381	-55.9%	140,134	284,868	-50.8%
Seats	28,219	49,884	-43.4%	229,851	373,984	-38.5%
Load Factor	60.0%	76.9%	-22.0%	61.0%	76.2%	-20.0%
Delta Air Lines						
Enplanements	11,119	39,610	-71.9%	112,199	298,746	-62.4%
Seats	28,367	45,813	-38.1%	201,881	359,321	-43.8%
Load Factor	39.2%	86.5%	-54.7%	55.6%	83.1%	-33.2%
Southwest Airlines						
Enplanements	4,797	9,016	-46.8%	36,021	69,801	-48.4%
Seats	15,808	12,727	24.2%	105,319	99,946	5.4%
Load Factor	30.3%	70.8%	-57.2%	34.2%	69.8%	-51.0%

Friday, September 18, 2020

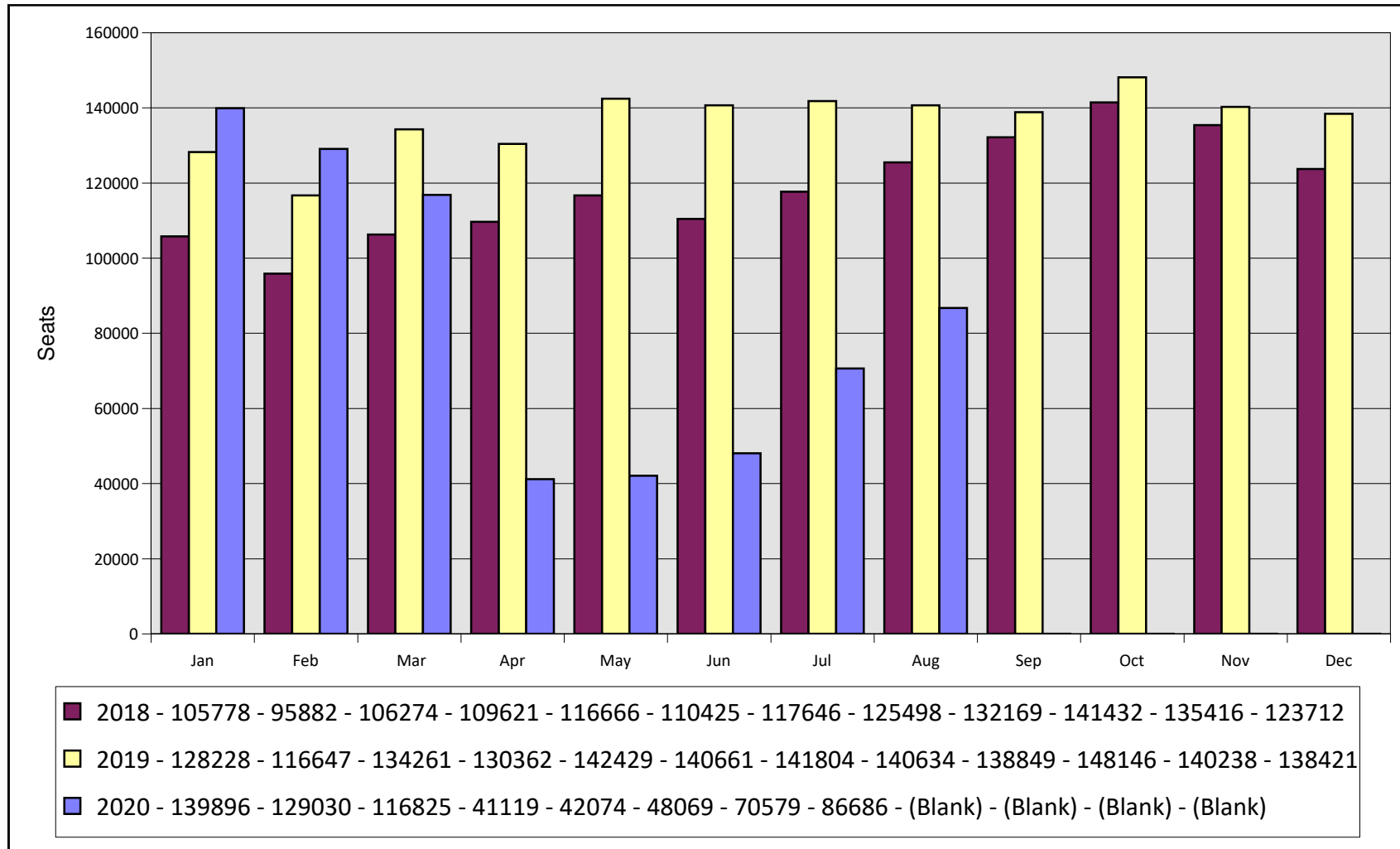
*CTYD = Calendar Year to Date and *Mov12 = Moving Twelve Months.

	Aug 2020	Aug 2019	Percentage Change	*CYTD-2020	*CYTD-2019	Percentage Change
United Airlines						
Enplanements	4,426	18,030	-75.5%	52,161	129,481	-59.7%
Seats	9,114	21,134	-56.9%	91,963	156,304	-41.2%
Load Factor	48.6%	85.3%	-43.1%	56.7%	82.8%	-31.5%
Totals						
Enplanements	39,430	108,911	-63.8%	357,206	817,877	-56.3%
Seats	86,686	134,694	-35.6%	658,588	1,035,236	-36.4%
Load Factor	45.5%	80.9%	-43.7%	54.2%	79.0%	-31.3%

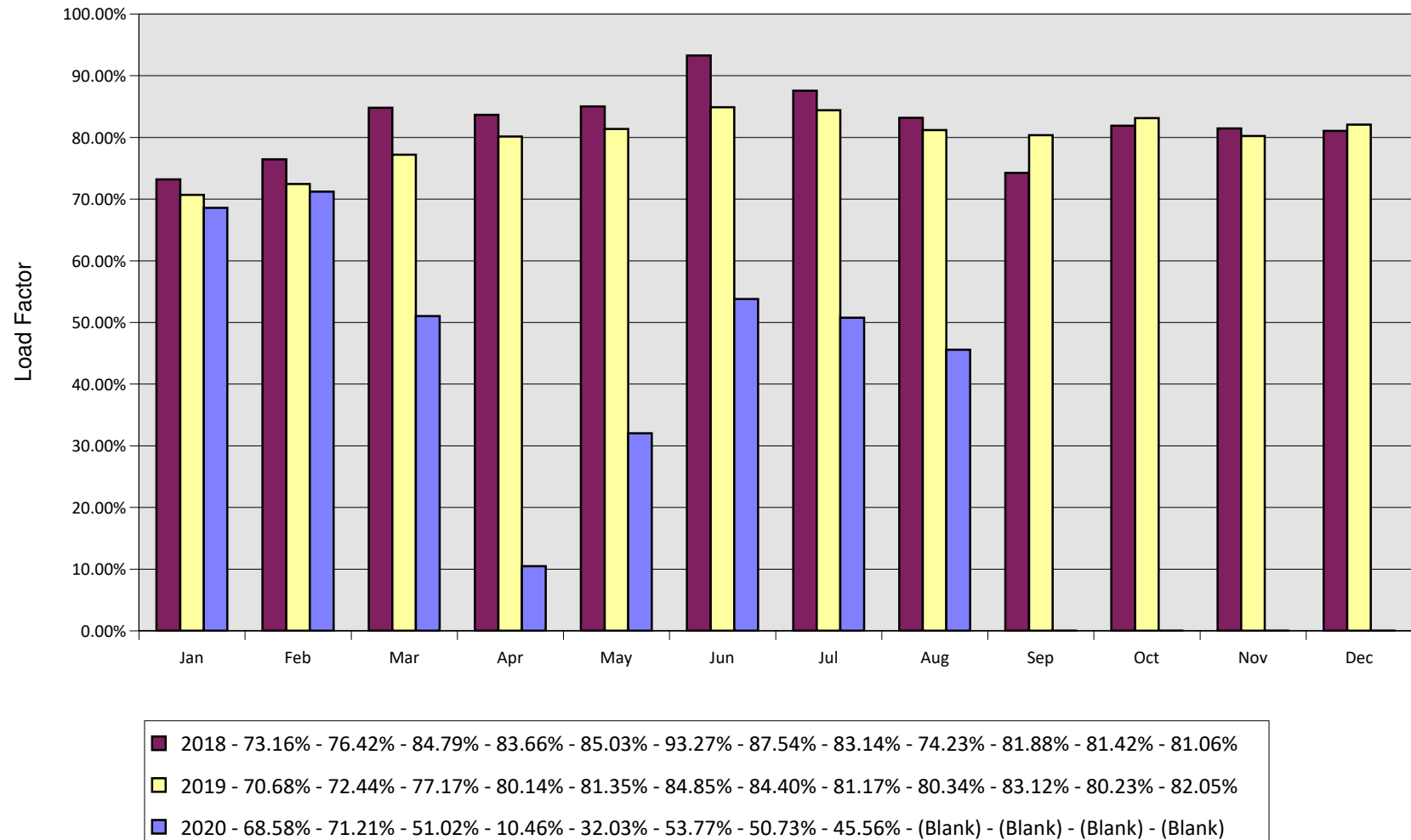
Monthly Enplanements By Year Greenville-Spartanburg International Airport



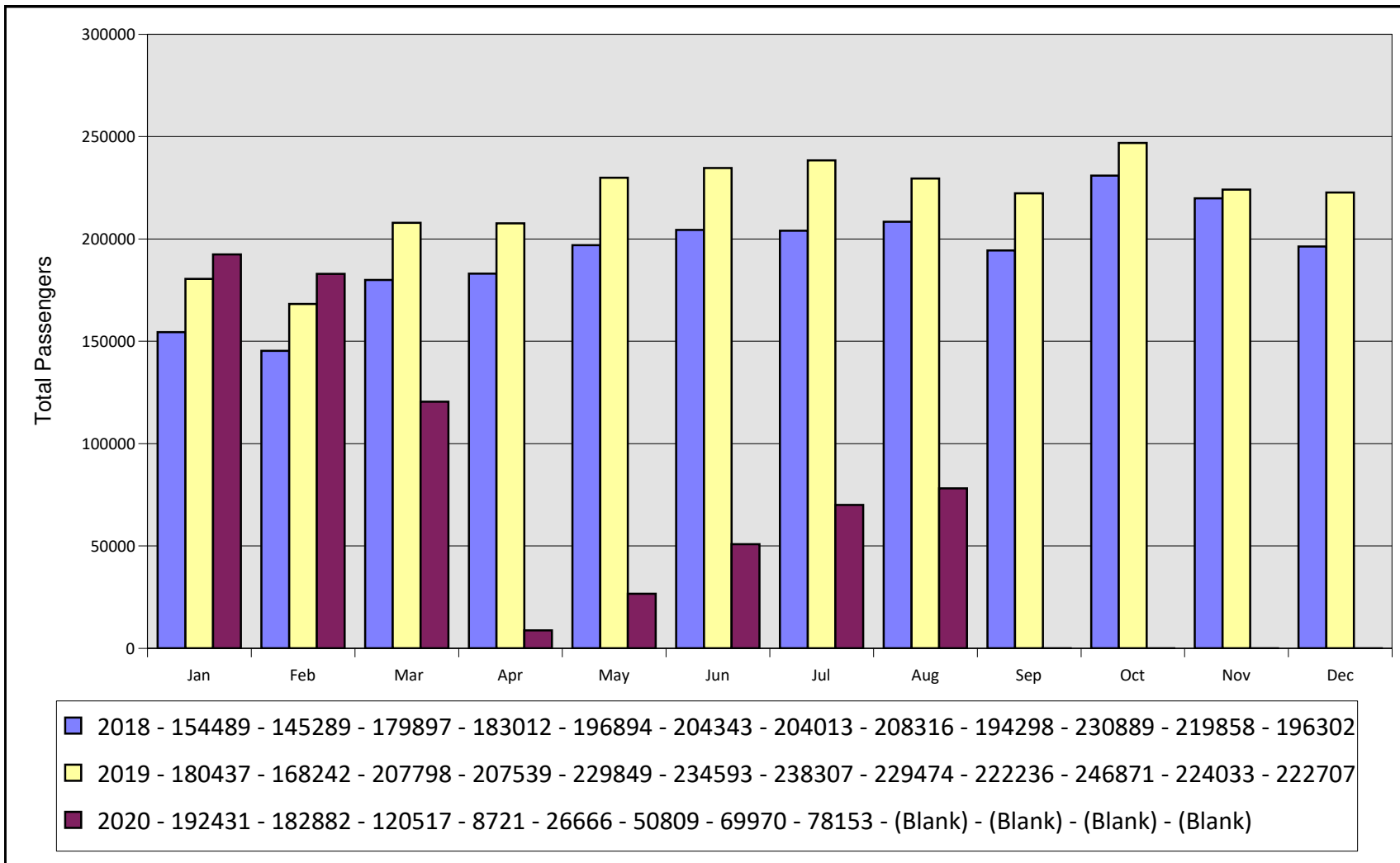
Monthly Seats By Year Greenville-Spartanburg International Airport



Monthly Load Factors By Year Greenville-Spartanburg International Airport

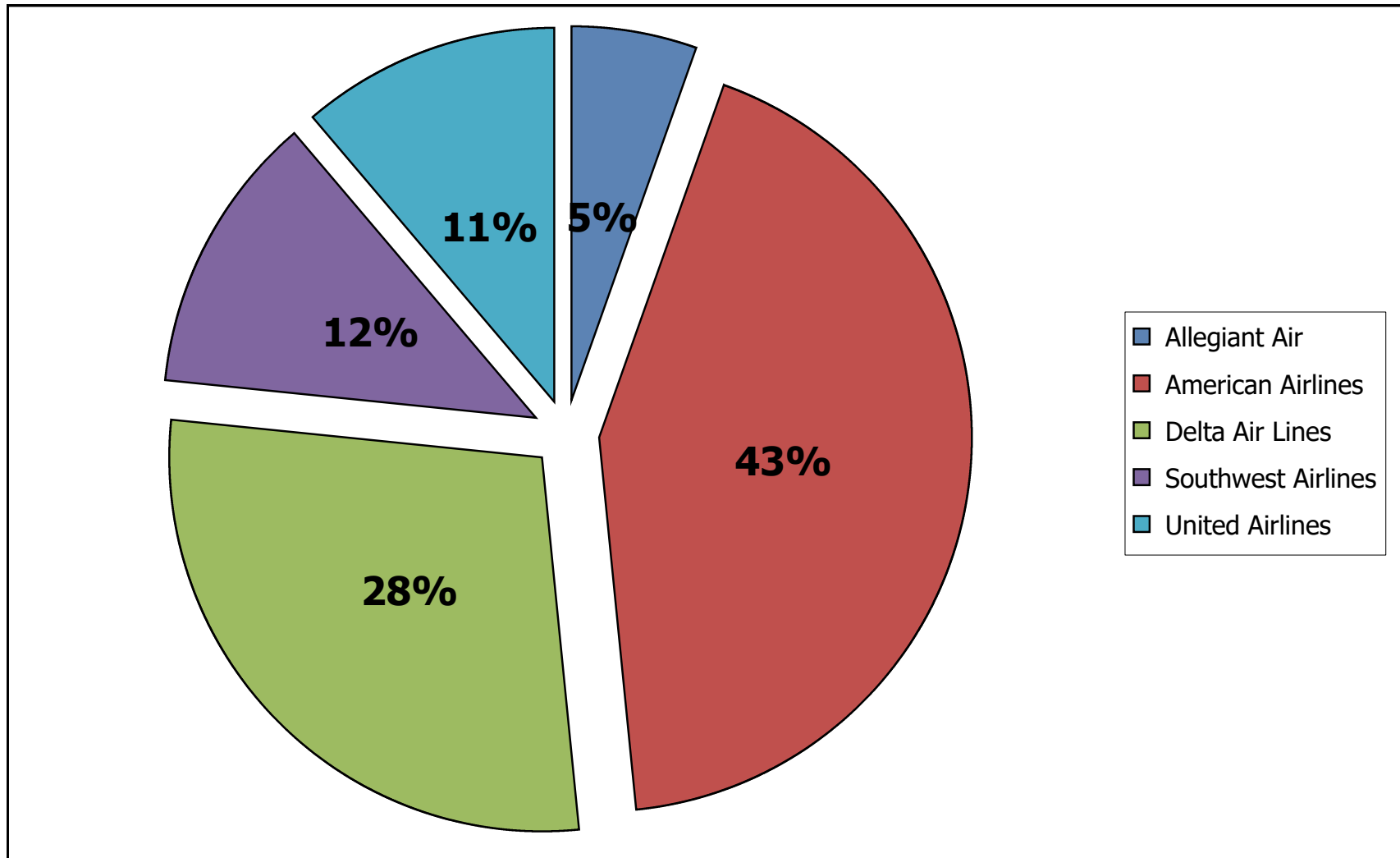


Total Monthly Passengers By Year Greenville-Spartanburg International Airport



Scheduled Airline Market Shares (Enplanements) Greenville-Spartanburg International Airport

Report Period From August 2020 Through August 2020



Airline Flight Completions

Greenville-Spartanburg International Airport

August 2020



Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed Flights
			Mechanical	Weather	Other		
Aeronaves TSM	1	0	0	0	0	0	100.0%
Air Atlanta Icelandic	18	0	0	0	0	0	100.0%
Allegiant Air	29	0	0	0	0	0	100.0%
American Airlines	388	0	1	1	0	2	99.5%
Ameristar Jet Charter	1	0	0	0	0	0	100.0%
Berry Aviation	1	0	0	0	0	0	100.0%
Cargo Logic Air	6	0	0	0	0	0	100.0%

Friday, September 18, 2020

Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed Flights
			Mechanical	Weather	Other		
Delta Air Lines	209	0	0	0	0	0	102.4%
Federal Express	37	0	0	0	0	0	100.0%
Freight Runners Express	1	0	0	0	0	0	100.0%
Kalitta Charters II	2	0	0	0	0	0	100.0%
Priority Air Cargo	2	0	0	0	0	0	100.0%
Royal Air Freight	2	0	0	0	0	0	100.0%
Southwest Airlines	96	0	0	0	0	0	100.0%
Swift Air, LLC	3	0	0	0	0	0	100.0%
United Airlines	149	0	0	0	0	0	100.0%

Friday, September 18, 2020

Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed Flights
			Mechanical	Weather	Other		
UPS	32	0	0	0	0	0	100.0%
USA Jet	7	0	0	0	0	0	100.0%
Total	984	0	1	1	0	2	99.8%

Friday, September 18, 2020



MEMORANDUM

TO: Members of the Airport Commission

FROM: Basil O. Dosunmu, Senior VP of Administration & Finance/CFO

DATE: September 28, 2020

ITEM DESCRIPTION – Information Section Item B

July 2020 – Financial Report

SUMMARY

Attached is a copy of the detailed financial report for July 2020.

Operating Income was down by **9.75%** when compared to the budget for Year-to-Date July 2020. Operating Expenses were down by **0.99%** when compared to the budgeted amount for the period. Net operating income was down by **31.26%** when compared to the budget through July 2020. For the period ending July 2020, which represents one (1) month of the fiscal year, a total of about **\$0.50 million** has been returned to the bottom line in operating income.

Please recognize that this is a preliminary report, unaudited, and only represents *one month* of activity resulting in variances from budget which can be quite volatile.

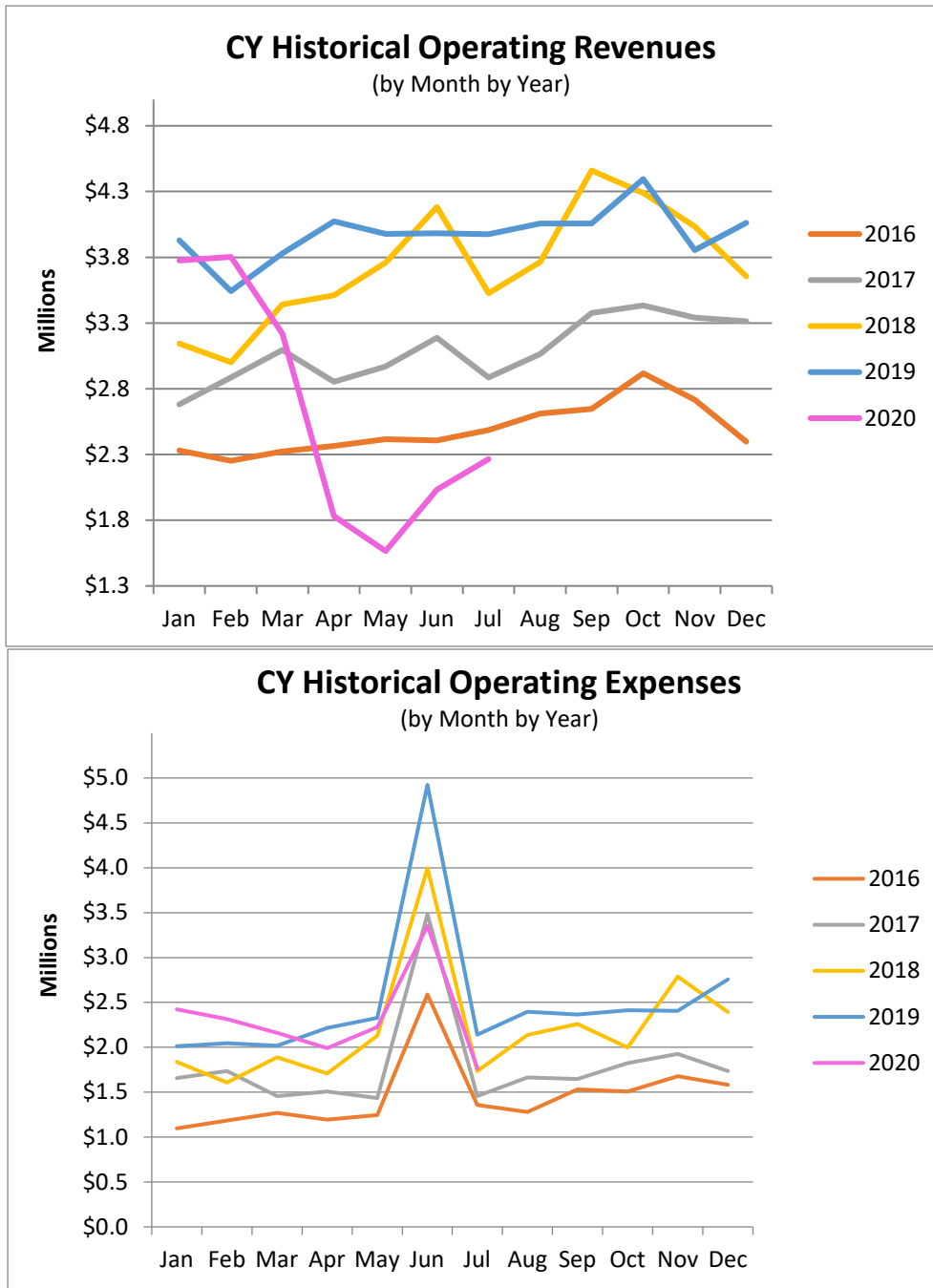
Attachment

July 31, 2020 FINANCIAL STATEMENT PACKAGE

GREENVILLE SPARTANBURG AIRPORT DISTRICT
STATEMENT OF NET POSITION

	Current Month Current FY <u>7/ 31/ 2020</u>	Current Month Prior FY <u>7/ 31/ 2019</u>
Assets		
Cash Accounts	12,267,964.08	13,744,740.37
Investments-Airport	20,745,717.76	20,298,342.48
Bond Trustee Assets	450,534.39	36,383.24
Accounts Receivable	1,553,052.75	2,611,068.77
Less: Reserve for Doubtful Accts	(149,500.00)	
Net Accounts Receivable	<u>1,403,552.75</u>	<u>2,611,068.77</u>
Inventory	411,204.77	450,105.78
Prepaid Insurance	747,615.66	636,919.65
Notes Receivable-RAC District Funds	796,421.99	1,067,186.45
Property, Plant & Equipment (PP&E)	460,654,413.02	427,917,430.76
Less: Accumulated Depreciation	(172,392,835.65)	(161,539,064.03)
Net PP&E	<u>288,261,577.37</u>	<u>266,378,366.73</u>
TOTAL ASSETS	<u>325,084,588.77</u>	<u>305,223,113.47</u>
PLUS: Deferred Outflows of Resources		
Deferred Pension	6,653,938.08	5,921,005.04
TOTAL DEFERRED OUTFLOWS OF RESOURCES	<u>6,653,938.08</u>	<u>5,921,005.04</u>
LESS: Liabilities		
Accounts Payable	6,301,578.17	2,303,357.38 (aa)
TD Bank LOC	3,100,000.00	-
Revenue Bonds Payable	897,013.74	869,910.20
TD Bank LT Debt	14,380,520.00	15,164,912.00
SCRS Pension Liability	21,026,615.00	17,931,187.00
Benefit Liability	1,915,797.65	1,599,345.57
TOTAL LIABILITIES	<u>47,621,524.56</u>	<u>37,868,712.15</u>
LESS: Deferred Inflows of Resources		
Deferred Revenues	981,313.99	1,156,390.45
TOTAL DEFERRED INFLOWS OF RESOURCES	<u>981,313.99</u>	<u>1,156,390.45</u>
NET POSITION		
Invested in Capital Assets, net of Related Debt	269,119,635.38	249,281,268.28
Restricted:		
A/P - Capital Projects - Restricted	418,520.65	31,473.04
Contract Facility Charge	2,330,888.58	2,265,468.96
Total Restricted:	<u>2,749,409.23</u>	<u>2,296,942.00</u>
Unrestricted	11,266,643.69	20,540,805.63
TOTAL NET POSITION	<u>283,135,688.30</u>	<u>272,119,015.91</u>

**GREENVILLE SPARTANBURG AIRPORT DISTRICT
REVENUES AND EXPENSES TREND GRAPHS**



GREENVILLE SPARTANBURG AIRPORT DISTRICT
PROFIT and LOSS STATEMENT

< ----- FISCAL YEAR TO DATE ----- >				
	July 31, 2020 Actual	July 31, 2020 Budget	Actual - Budget	% Change
INCOME				
Landing Area:				
Landing Fees	155,440.97	123,348.55	32,092.42	26.02% (a)
Aircraft Parking Fees	33,484.56	20,476.40	13,008.16	63.53%
Subtotal Landing Area	188,925.53	143,824.95	45,100.58	31.36%
Space & Ground Rentals	836,648.53	851,926.35	(15,277.82)	-1.79%
Auto Parking	299,476.88	548,034.05	(248,557.17)	-45.35% (b)
Commercial Ground Transportation	15,116.89	17,831.70	(2,714.81)	-15.22%
Concessions:				
Advertising	24,447.50	24,846.00	(398.50)	-1.60%
Food & Beverage	9,790.88	36,519.29	(26,728.41)	-73.19%
Rental Car	145,106.94	210,175.13	(65,068.19)	-30.96% (c)
Retail	31,833.65	35,622.95	(3,789.30)	-10.64%
Other	1,812.46	2,020.20	(207.74)	-10.28%
Subtotal Concessions	212,991.43	309,183.57	(96,192.14)	-31.11%
Expense Reimbursements	130,934.27	157,969.06	(27,034.79)	-17.11%
Other Income	9,147.14	15,271.09	(6,123.95)	-40.10%
Other-Aviation Services	253,388.10	205,679.46	47,708.64	23.20% (d)
Gross Profit on Fuel Sales	317,377.07	258,864.66	58,512.41	22.60% (e)
Total Operating Income	2,264,005.84	2,508,584.89	(244,579.05)	-9.75%
EXPENSES				
Salary & Benefits	1,192,625.49	1,131,689.49	60,936.00	5.38% (f)
Professional Services	3,587.89	24,507.15	(20,919.26)	-85.36%
Promotional Activities	4,891.57	2,078.29	2,813.28	135.37%
Administrative	50,466.44	59,216.28	(8,749.84)	-14.78%
Insurance	65,887.68	65,929.34	(41.66)	-0.06%
Contractual Services	348,718.04	249,206.11	99,511.93	39.93% (g)
Rentals & Leases	23,397.70	25,125.86	(1,728.16)	-6.88%
Repairs & Maintenance	26,812.03	10,145.89	16,666.14	164.26%
Supplies & Equipment	28,427.28	55,257.93	(26,830.65)	-48.56%
Utilities	20,372.67	159,749.78	(139,377.11)	-87.25% (h)
Total Operating Expenses	1,765,186.79	1,782,906.12	(17,719.33)	-0.99%
NET OPERATING INCOME	498,819.05	725,678.77	(226,859.72)	-31.26%

July 31, 2020

STATEMENT OF NET POSITION - CURRENT YTD ACTUAL FOOTNOTES - SUMMARY

(aa)	Accounts Payable	6,301,578.17	Consists of the following:
			2,630,000 Retainage accrual
			2,000,000 Trade A/P
			1,000,000 Year End Payroll, Vacation & Sick Benefits accrual to leave all year
			300,000 Payroll AP at month end
			300,000 RAC true-ups
			70,000 Other
		<u>6,300,000</u>	

PROFIT & LOSS STATEMENT - YTD ACTUAL VS YTD BUDGET FOOTNOTES - SUMMARY

(a)	Landing Fees	OVER BUDGET	\$32,092.42	- American Airlines over budget 10K - Delta Airlines over budget 5K - Southwest Airlines over budget 6K - Senator over budget 9K, budgeted 4 flights but averaging 6 flights per week
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(b)	Auto Parking	UNDER BUDGET	\$248,557.17	- Traffic under budget 248K
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(c)	Rental Car	UNDER BUDGET	\$65,068.19	- All RACs under budget 65K
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	<u>Actual YTD</u>	<u>Budget YTD</u>	<u>Diff</u>
AVIS	18,147	39,171	(21,025)
Budget	22,703	23,938	(1,235)
E/A	33,343	40,259	(6,917)
Hertz	20,329	41,347	(21,019)
National	50,586	65,285	(14,700)
GA		174	(174)
TOTAL	145,107	210,175	(65,068)

(d)	Other-Aviation Services	OVER BUDGET	\$47,708.64	- Warehouse fess over budget 65K - Reimbursement Service Program under budget 9K - A/C Ground handling PAX 5K under budget
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(e)	Gross Profit on Fuel Sales	OVER BUDGET	\$58,512.41	- COGS Jet A-GA over budget 58K
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July 31, 2020

(f)	Salary & Benefits	OVER BUDGET	\$60,936.00	Salaries and Benifets is over budget due to the following - Retirement 51K over budget
(g)	Contractual Services	OVER BUDGET	\$99,511.93	Contractual Services is under budget due to the following - Parking Management agreement expenses 9K under budget - Computer-annual contracts over budget as listed - Convergint Technologies 78K - JMT Consulting Group 26K
(h)	Utilities	UNDER BUDGET	\$139,377.11	Utilities is under budget due to the following - Gas 27K under budget - Electric 80K under budget - Water & Sewer 30K under budget due to conservative budgeting

Note: Please recognize that this is a preliminary report, unaudited, and only represents one month of activity, resulting in variances which can be quite volatile.

GREENVILLE SPARTANBURG AIRPORT DISTRICT
Other Operating and Maintenance Reserve Funds

	<u>FY \$ Amount Authorized</u>	<u>Estimated Cost</u>	<u>Date</u>	<u>\$ Amount Used YTD</u>
Emergency Repair/ Replacement/ Operations Fund	\$ 500,000			
TW L3 Pavement Failure		\$ 10,000		
		<u>\$ 10,000</u>		<u>\$ -</u>
Uncommitted Balance	\$ 490,000			
Business Development Obligations/ Incentives	\$ 500,000			
		<u>\$ -</u>		<u>\$ -</u>
Uncommitted Balance	\$ 500,000			
Contingency Fund	\$ 1,000,000			
		<u>\$ -</u>		<u>\$ -</u>
Uncommitted Balance	\$ 1,000,000			

Greenville-Spartanburg Airport District
July 31, 2020

	Initial Purchase	Maturity Date	Interest Rate	Cost Basis or BOY FMV	Par	EOM FMV
US Treasury						
Note	9/24/2018*	8/31/2020	1.375%	1,318,195.00	1,350,000.00	1,351,296.00
Note	9/24/2018*	9/30/2020	1.375%	1,318,658.56	1,350,000.00	1,352,700.00
Note	10/7/2019	10/31/2020	1.750%	1,602,848.00	1,600,000.00	1,606,304.00
Bill	6/4/2020	11/19/2020	0.000%	899,466.46	900,000.00	899,721.00
Bill	5/28/2020	11/30/2020	0.000%	1,249,192.46	1,250,000.00	1,249,575.00
Note	10/7/2019	11/30/2020	1.625%	1,600,944.00	1,600,000.00	1,607,824.00
Note	1/28/2019	12/31/2020	2.375%	1,346,287.50	1,350,000.00	1,362,555.00
Note	12/23/2019	3/31/2021	2.250%	1,512,210.00	1,500,000.00	1,521,030.00
Note	1/7/2020	6/30/2021	1.625%	1,401,880.37	1,400,000.00	1,419,138.00
Note	2/19/2020	7/31/2021	1.750%	1,506,405.00	1,500,000.00	1,524,030.00
Note	5/28/2020	1/28/2022	1.550%	1,278,014.35	1,250,000.00	1,275,937.50
Note	6/4/2020	3/30/2022	1.950%	928,251.73	900,000.00	926,424.00

Subtotal-UST	<u>15,962,353.43</u>	<u>15,950,000.00</u>	<u>\$ 16,096,534.50</u>
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Money Market Fund Balance (matured UST)	<u>\$ 4,649,183.26</u>
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Total Investment Balance	<u>\$ 20,745,717.76</u>
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* These notes were initially purchased in 9/2018 with a par of \$1M. In 1/2019, additional notes were purchased from the same issuances.

Weighted blended
yield =
0.8754%

US Treasury Investment Types		T-Bill	T-Note	T-Bond	Fed Ag
Negotiable Debt Obligation		Yes	Yes	Yes	Yes
Backed by Gov Full Faith/Credit		Yes	Yes	Yes	No
Maturity		< 1 yr	1-7 yrs	7+ yrs	1-5 yrs
Coupon-Bearing		No	Yes	Yes	Yes
Interest is paid		at Maturity	Semi-Ann	Semi-Ann	Semi-Ann
State & Local Tax Exemption		Yes	Yes	Yes	Only FHLB (*)
(*) Note: Since GSP is a political subdivision of SC, we are tax-exempt from all taxes, including state and local.					

7/ 31/ 2020

Procurement / Capital Acquisitions

Project/ Item Description	Date	Monthly \$ Amount
Capital Improvements:		
WK Dickson / Access Control Assessment	7/15/2020	30,248
Rodgers Builders / Access Road & Round About	7/31/2020	263,292
OHM / Food & Beverage Concessions	7/23/2020	1,200,000
Wolfgang Puck Express / Food & Beverage Concessions	7/23/2020	35,000
Cely Construction Co / Admin Offices Expansion	7/31/2020	54,742
WK Dickson / ARFF Station Construction	7/15/2020	42,221
WK Dickson / ARFF Station Construction	7/31/2020	22,116
Mavin Construction / ARFF Station Construction	7/31/2020	800,954
Rodgers Builders / Aviation Parkway Testing Survey	7/31/2020	99,570
WK Dickson / Cargo Apron	7/15/2020	16,905
Rodgers Builder / Economy Lot	7/31/2020	79,309
Rodgers Builder / Economy Lot C	7/31/2020	83,910
Kimley-Horn & Associates/ Economy Lot C	7/15/2020	13,733
WK Dickson / GA Hangar Site Prep Design Phase	7/31/2020	11,613
WK Dickson / GA Hangar Site Prep Design Phase	7/31/2020	44,040
Graham County Land Co / GA Hangar Site Prep Design Phase	7/31/2020	17,223
Carolina Time Equipment / PARCS Replcmt Project	7/22/2020	73,110
Carolina Time Equipment / PARCS Replcmt Project	7/22/2020	98,296
Graham County Land Co / Runway Safety Area Project	7/31/2020	74,988

Equipment and Small Capital Outlays:

Renewals and Replacements:

Jeff Lynch Appliances / ARFF Station Appliances	7/16/2020	12,470
Food Equipment Co / ARFF Station Appliances	7/16/2020	17,604
Greenville Office Supply / ARFF Station FF&E	7/8/2020	15,376
Jeff Lynch Appliances / ARFF Station FF&E	7/22/2020	13,552
Network Controls / Copper/Fiber Optic Premise Distr Updates	7/28/2020	19,219
Asheville Ford / Police SUV	7/2/2020	33,074
Asheville Ford / Police SUV	7/2/2020	33,074

Professional Service Projects:

Total Procurements/ Capital Additions for the month **\$ 3,205,638**



MEMORANDUM

TO: Members of the Airport Commission

FROM: Kevin Howell, Senior Vice President/COO

DATE: September 28, 2020

ITEM DESCRIPTION – Information Section Item C

August 2020 – Development/Project Status Report

SUMMARY

Parking Garage C & CONRAC Facility:

Status – Design Phase & Construction Procurement

Project Budget – \$2,300,000 (Design Phase); \$75,000,000 (Construction Phase)

Estimated Completion Date – On hold

This project includes the design and construction of a new combined public parking and rental car ready/return garage. The design phase led by LS3P is complete. The advance package for the roadways and utilities enabling work is under contract with Rodgers Builders, Inc. along with the Surface Parking Expansion Program. Metromont Corporation is under contract for precast design/build services. Metromont's contract will ultimately be assigned to the construction manager selected for the garage. The RFQ/RFP process was started prior to the COVID pandemic and three firms were shortlisted for the Construction Manager as Constructor contract. Due to the COVID-19 impacts on the airport and the travel industry, the RFQ/RFP process has been stopped and the project is on hold until traffic and revenue return to an acceptable level. All three shortlisted firms have agreed to hold their proposed fees and general conditions for six months for the District to evaluate the overall financial impacts and timing of the parking garage project.



Parking Garage C & CONRAC Facility Enabling Project – Roadways & Utilities:

Status – Construction Phase

Project Budget – \$2,700,000

Estimated Completion Date – Fall 2020

The Commission approved a \$2,700,000 budget for enabling work on the Parking Garage C & CONRAC Facility Project. The Enabling Project includes roadway and utilities work necessary to start the Parking Garage C Project. Rodgers Builders, Inc. is under contract for the enabling work and the work is being completed simultaneously with the Surface Parking Program.

2102 GSP Drive Hangar Renovation Project:

Status – Design Phase

Project Budget – \$3,675,000

Estimated Completion Date – On hold

This project includes the renovation of the hangar located at 2102 GSP Drive adjacent to the FBO Terminal. The hangar was in a serious state of disrepair after the transition from Stevens Aviation to GSP/Cerulean Aviation. The interior hangar ceiling was repainted, and the fire alarm system and roof were already replaced. Additional renovation items include demo and renovation of the tenant office suites, restroom upgrades, upgrade/replacement of the electrical system and HVAC equipment, new tool room/shop space for corporate flight departments, circulation space, stairs and egress accommodations, exterior paint, doors and hardware replacement, and integration to the GSP campus access control and CCTV systems. Project design is led by DP3, the architecture teaming member under the WKD on-call agreement. Design is complete. This project was put on hold due to COVID financial impacts. The project will be evaluated later this fall regarding restarting this project.

Surface Parking Lot Expansion Program:

Status – Construction Phase

Project Budget – \$16,700,000

Estimated Completion Date – Fall 2020

The Parking Garage C and CONRAC Facility Project will impact the existing Daily Surface Parking Lot and the Employee Parking Lot. Based on the planning and programming

presented to the Commission in January 2019, the Surface Parking Expansion Program was approved with a budget of \$16,700,000.

This program includes a new 1,500 stall parking lot for public economy parking with an associated access road and a roundabout on Aviation Parkway. The program also includes a new approximately 600 stall Employee Parking Lot and TNC Staging Area on GSP Drive. Kimley-Horn is leading the design and engineering work. Rodgers Builders, Inc. is under contract as the Design-Assist contractor for the program. Work is underway at the new Employee Parking Lot and the new Economy Lot sites simultaneously.

Aircraft Rescue and Firefighting (ARFF) Station:

Status – Construction Phase

Project Budget – \$11,750,000

Estimated Completion Date – Fall 2020

This project includes construction of a new ARFF station to be located adjacent to the PSA Hangar at 2100 GSP Drive. Design and engineering were delivered under the WK Dickson on-call contract. Architectural design was led by Leo-Daly and supported by DP3 and other sub consultants. Mavin Construction is the general contractor for the project. Mavin started construction in November 2019 and the construction contract included a November 2020 completion pending weather and any contract modifications.

FBO Expansion Project:

Status – Design Phase

Project Budget – TBD

Estimated Completion Date – TBD

The FY20 planning and programming task for this project led by McFarland Johnson is complete. The design phase has been put on hold due to COVID-19 impacts.



Facilities Department Building Expansion Project:

Status – Design Phase

Project Budget – TBD

Estimated Completion Date – TBD

The FY20 planning and programming task for this project led by McFarland Johnson is complete. The design phase has been put on hold due to COVID-19 impacts.

Aviation Parkway Rehabilitation:

Status – Construction Phase

Project Budget - \$1,500,000

Estimated Completion Date – Fall 2020

The pavement rehabilitation for Aviation Parkway is a budgeted FY20 capital project. This project was included in the Rodgers Builders, Inc. design assist scope and GMP pricing package due to similarities in scope with the parking lot and other roadway work. Combining these packages allows the District to secure the most economical pricing with larger quantities of asphalt, etc. The Aviation Parkway rehab will be coordinated with the roundabout construction and is scheduled to be completed in fall 2020.

Terminal Area Planning Study:

Status - Planning Phase

Project Budget - \$400,000

Estimated Completion Date – Fall 2020

This project is led by McFarland Johnson and includes the planning and programming phase for the next phase of terminal expansion. The scope of work includes facility programming, phasing, budget and conceptual layout planning.



Fuel Farm Expansion Project:

Status – On hold

Project Budget - TBD

Estimated Completion Date – TBD

The FY20 capital budget included the design phase for the next phase of the fuel farm expansion. Staff is working with Kimley-Horn to prepare an RFP for Design-Build services. The project is on hold due to COVID-19 impacts.

Runway Safety Area Grade Corrections Project:

Status – Construction Phase

Project Budget - \$300,000

Estimated Completion Date – Fall 2020

This project includes grade corrections inside the runway safety area (RSA) of RW 4/22 near TW G and at either end. WK Dickson led the engineering work for this project. Graham County Land Development is the contractor. Grading work is underway and work is being completed at night during a scheduled runway closure. Work is scheduled to be completed this fall weather pending.

General Aviation Expansion Project:

Status – Construction Phase

Project Budget - \$400,000 (Design Phase); \$3,250,000 (Construction Phase)

Estimated Completion Date – Fall 2020

This project includes site prep to expand the general aviation (GA) area north of the newest bulk aircraft hangar. WK Dickson led the engineering work for this project. County Land Development is the contractor for the project. Grading work is underway and work is scheduled to be completed this fall weather pending.



MEMORANDUM

TO: Members of the Airport Commission

FROM: Tom Tyra, Director, Communications & Air Service Development

DATE: September 28, 2020

ITEM DESCRIPTION – Information Section Item D

August 2020 – Communications Status Report

SUMMARY

News Stories ~ Broadcast, Print and Online 08/01/20 through 08/31/20:

Air Force One Visit

Gaffney Ledger: [Locals attend Trump Sendoff](#)
Yahoo News: [Donald Trump boards Air Force One](#)
WIS/WMBF News: [President Trump visits Carolinas](#)
Anderson Independent-Mail: [Trump makes short day trip to Carolinas](#)
The State: [President Trump greets more than 100 SC supporters](#)
WHNS: [President Trump heads back to Washington after speaking at Mills River](#)
The State: [President Donald Trump makes brief stop in Greer, SC](#)
Conservative Daily News/Democratic Underground: [President Donald Trump's Schedule](#)
ABC Columbia: [RNC 2020 Day 1](#)
WLOS: [President Trump travels to Mills River](#)
The Charlotte Observer: [Prominent SC Republicans not set to speak at convention](#)
The Post and Courier: [Scott and Haley will give speeches at RNC Monday night](#)
WPDE: [President Trump to make an appearance in Greer on Monday](#)
WLTX: [President Trump to stop in South Carolina Monday](#)
The Post and Courier: [President Donald Trump to visit SC and NC on Monday](#)
The State: [President Trump returns Monday to SC](#)

Arrest

WHNS: [Man arrested for aggravated assault, larceny after stealing donuts at GSP](#)



COVID-19 Impacts

Spartanburg Herald Journal: [Signs of recovery from pandemic return](#)

PPE Vending Machines

Spartanburg Herald: [GSP Installs Clean&Safe Travels PPE vending machines](#)

Cargo

FreightWaves: [Rickenbacker Airport sets cargo records in June](#)

Hurricane Laura Impacts

WYFF: [Hurricane Laura impacts on air travel](#)

Silent Tears Press Conference

SC Biz News: [Campaign launched to keep rural domestic abuse services running](#)

Reach of GSP Media Appearing on National Social Networks

Twitter: 165,250 Facebook: 7,560,000

Airport Digital and Social Media 08/01/20-08/31/20:

Website

Sessions – 68,320
New Users – 48,729
Page/Session – 4.53
Average Session Duration – 2:57
Page Views – 309,830

Facebook

Total followers – 12,443
New followers – 68
Organic Total Reach – 480,588
Paid Total Reach — 391,482
Post Engagements – 3,530

Instagram

Reach – 14,516

Impressions – 26,352

Followers – 2,124

New followers – 39

Twitter

Impressions – 15,600


Visits – 300

Followers – 6,493

New followers – 5

Mentions – 72

Top Performing Social Media Posts



Greenville-Spartanburg International Airport
Published by gspairport · 11 · August 21 ·

#FlashbackFriday: Navigating through the airport has changed significantly since the early days of GSP. Do you remember walking the breezeway to get to the concourses?

Performance for Your Post

1,227 People Reached

39 Reactions, Comments & Shares (1)

29 Like	29 On Post	0 On Shares
1 Love	1 On Post	0 On Shares
2 Wow	2 On Post	0 On Shares
6 Comments	6 On Post	0 On Shares
1 Shares	1 On Post	0 On Shares

94 Post Clicks

32 Photo Views	0 Link Clicks (1)	62 Other Clicks (1)
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NEGATIVE FEEDBACK

1 Hide Post 2 Hide All Posts

0 Report as Spam 0 Unlike Page

Reported stats may be delayed from what appears on posts

Get More Likes, Comments and Shares
When you boost this post, you'll show it to more people.

1,227 People Reached 133 Engagements [Boost Post](#)

George Mahaffey, Paul Nestor and 29 others 6 Comments 1 Share

Like Comment Share ⋮

Top Tweet earned 1,127 impressions

Thank you, Kinsley, for sharing your picture from the GSP First Time Flyer Kit. We hope you had a great flight!

First Time Flyer Kits for kids are available at the GSP Information Center. [#Funforkids](#) [#Essentialforparents](#) [#flygsp](#) [#kidsflygsp](#) pic.twitter.com/19DTNfccOC



1 6


Top media Tweet earned 796 impressions

GSP has been busy creating a safe, clean and efficient environment for you. The next time you fly from GSP, you will notice a few new changes and procedures put in place to promote the health and safety of all who pass through the airport.

[#PrepareforTakeoff](#) [#flygsp](#)
pic.twitter.com/zdTOzrpy9S




♥ 2



Greenville-Spartanburg International Airport
Published by Tiffany Cherry · 191 · August 19 ·

We're celebrating #NationalAviationDay by looking back at our history! When GSP opened in 1962, it was described as "the gateway to this area. Through this gateway will pass the people who will make the future of this area. This airport will be a model of cooperation between Greenville and Spartanburg."



GSP History Video
02:47

✓ **Get More Likes, Comments and Shares**
When you boost this post, you'll show it to more people.

1,693 People Reached 151 Engagements [Boost Post](#)

👍❤️🗨️ Dennis Moon, Frankie Vila and 15 others 11 Shares

👍 Like 💬 Comment ➦ Share ⚙️

Performance for Your Post

1,693 People Reached

764 3-Second Video Views

66 Reactions, Comments & Shares

42 Like	20 On Post	22 On Shares
2 Love	1 On Post	1 On Shares
11 Comments	0 On Post	11 On Shares
11 Shares	11 On Post	0 On Shares

89 Post Clicks

13 Clicks to Play	1 Link Clicks	75 Other Clicks
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NEGATIVE FEEDBACK

1 Hide Post	0 Hide All Posts
0 Report as Spam	0 Unlike Page

Reported stats may be delayed from what appears on posts



MEMORANDUM

TO: Members of the Airport Commission

FROM: Scott C. Carr, A.A.E., Vice President – Commercial Business & Communications

DATE: September 28, 2020

ITEM DESCRIPTION – Information Section Item E

August 2020 – Commercial Business and Marketing Report

SUMMARY

Bon Secours Wellness Arena Rebranding:

Status – Project on hold due to budget constraints related to COVID-19

Project Budget – \$15,000

Estimated Completion Date – TBD

The Airport District has an advertising/marketing agreement with the Bon Secours Wellness Arena. As a part of that agreement, we have the branding rights to the ticket office. The current branding is over four years old and in need of a refresh.

GSP360 – Land Development Program Video:

Status – Project on hold due to budget constraints related to COVID-19

Project Budget – \$5,000

Estimated Completion Date – TBD

The Airport District is developing a video to highlight the GSP360 land development program. The video will be used for business development purposes with prospective tenants.

Children's Play Area Alcove Project:

Status – Project on hold due to budget constraints related to COVID-19

Project Budget – All installation costs will be covered by Plus-Plus USA

Estimated Completion Date – TBD

During the terminal building renovation project, two alcoves were developed in the Grand Hall. Based on past direction from the Airport Commission, one will be for a children's play area and another will be for an airport history alcove. The children's play area alcove will be located on the Concourse A side of the Grand Hall.

History Alcove Project:

Status – Project on hold due to budget constraints related to COVID-19

Project Budget – \$150,000

Estimated Completion Date – TBD

During the terminal building renovation project, two alcoves were developed in the Grand Hall. Based on past direction from the Airport Commission, one will be for a children's play area and another will be for an airport history alcove. The history alcove will be located on the Concourse B side of the Grand Hall.

FedEx – AT&T Network Fiber Extension Project:

Status – Revised construction drawings from AT&T based on Airport District comments have been received and approved. Awaiting AT&T's contractor to schedule a preconstruction meeting and provide a project schedule.

Project Budget – All costs are being covered by AT&T.

Estimated Completion Date – TBD

FedEx was requesting to install a backup cellular system for their local data network to provide redundancy if their wired data connection was interrupted. This project was canceled and replaced by a fiber installation project that extended fiber from SR 101 down Gateway Drive to the FedEx leasehold.

T-Mobile Signal Strength & Data Transfer Speed Enhancement Project:

Status – T-Mobile is reevaluating this project based on their announced merger with Sprint. Sprint already has a cell phone tower on Parking Garage A.

Project Budget – All costs are being covered by T-Mobile.

Estimated Completion Date – TBD

T-Mobile has received customer service complaints regarding their signal strength for their wireless customers while at the airport. They are presently evaluating the current signal strength. Subsequently they will evaluate options to determine the best corrective action to boost that signal strength and data transfer speeds around the airport campus.

Google Street & Terminal Mapping Project:

Status – Google has already been onsite to map the interior public spaces of the terminal building as well as the local streets surrounding the airport. Staff is awaiting Google to upload all the images to their server and make them available for public use. Some images were uploaded that include the terminal building's airside garden and several roadways around the airport campus in early March 2019.

Project Budget – All costs are being covered by Google.

Estimated Completion Date – TBD

Google has an interior mapping program for public facilities as well as a street view mapping program. To assist users of the airport by providing a 360-degree view of public areas of the airport, Google has selected GSP for inclusion into both programs. Once complete, you will be able to see views of the inside of the terminal building and the streets leading up to it when you utilize Google Maps.

Southwest Airlines – Gate Information Display System (GIDS) Project:

Status – Project on hold by Southwest due to budget constraints related to COVID-19

Project Budget – All costs are being covered by Southwest Airlines.

Estimated Completion Date – TBD

In order to enhance the overall passenger experience, the Airport District has been encouraging Southwest Airlines to provide their proprietary GIDS to our mutual customers at GSP. This will provide detailed flight information, standby and cleared list passenger information, etc. in the same format that the Southwest passengers are accustomed to seeing at other airports and will replace the current default GIDS that only provides basic flight information.



Air Cargo Forum Miami & Transport Logistic Americas Conference:

Status – Cancelled due to COVID-19

Business Development Budget – \$20,000

Completion Date – November 13, 2020

Air Cargo Forum is a business development and exhibiting opportunity for the Airport District to showcase the airport's cargo handling capabilities and to serve as a gateway for freight forwarders along the east coast of the U.S. This year's conference was scheduled in Miami, FL from November 10-12, 2020.



MEMORANDUM

TO: Members of the Airport Commission

FROM: Ashley Bruton, Director of Human Resources

DATE: September 28, 2020

ITEM DESCRIPTION – Information Section Item F

August 2020 – OSHA Recordable Injury Report

SUMMARY

Monthly Activity as August 31, 2020

- 3 OSHA Recordable Injuries

2020 Calendar Year-to-Date

- 8 OSHA Recordable Injuries

2 Year Historical Annual OSHA Recordable Submissions:

Calendar Year	Annual Average # Employees	Total Hours Worked by all Employees	# OSHA Recordable Work-Related Injuries	# OSHA Recordable Work-Related Illnesses	# Days away from Work
2019	206	399,715	9	0	102
2018	195	379,203	12	0	112

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Turns Uncertain Amid Pandemic and Plunging Air Passenger Traffic

By Kenneth R. Gosselin

Source Hartford Courant

Sep 8th, 2020

Bradley International Airport's nosedive in passenger traffic amid the coronavirus pandemic and Connecticut's travel advisory restrictions threatens to wipe away years of advances toward transforming the state's largest airport into a higher-profile air travel hub, airport officials warn.

"Pre-pandemic, I was very bullish on this market," Kevin Dillon, executive director of the Connecticut Airport Authority, which oversees Bradley, said. "Post-pandemic, there are a lot of questions about where we are going to be."

Bradley faces the potential loss of major routes, and the full scope of its ambitious, 20-year development plan that includes a second

terminal could be delayed indefinitely or scrapped all together, Dillon said.

One major airline serving Bradley, JetBlue, said it is watching passenger counts and how the travel advisory plays out. Passengers arriving from more than 30 states are currently required to quarantine for two weeks upon their arrival.

“We have been in discussions with Bradley International about

JetBlue spokesman, said, in a statement.

“The airline industry is facing significant challenges, and we expect to be a smaller airline for a while, so we cannot continue to fly all the same routes we are flying today,” Stewart said. “We have to focus on flights that generate enough customer demand, and we are currently reviewing our ongoing presence at Bradley airport in light of this outlook.”

We have to focus on flights that generate enough customer demand, and we are currently reviewing our ongoing presence at Bradley airport in light of this outlook.”;“additional_properties”: {“comments”: [],“inline_comments”: [],“_id”:“WOG36JLFTFHJNB6NMDOIF4YO3U

Philip Stewart, spokesman, JetBlue

Southwest Airlines, another major carrier at Bradley, already announced that it has temporarily suspended direct service from Bradley to Orlando, St. Louis and Denver this fall. It is unclear whether those suspensions could be extended.

Business and leisure travel are certainly down in the pandemic, but the quarantine is pushing it down even further, and unnecessarily

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Baltimore/Washington International Thurgood Marshall Airport (BWI)

Sep 16th, 2020



Consultants

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HDR Sep 16th, 2020



Airports

California Pizza Kitchen Opens at the All-New Salt Lake City

Salt Lake City International Airport Sep 16th, 2020



so, Dillon said.

Dillon is pressing the Lamont administration for a testing option for those arriving from states on the travel advisory. The test could be done at the airport -- the CAA already has contracted with a lab that promises a 24-hour turnaround -- or it could be performed at another location. The traveler would have to quarantine while waiting for the results, Dillon said.

If arriving passengers don't want to submit to a test, the two-week quarantine would still hold, Dillon said.

Gov. Ned Lamont, at a COVID-19 news briefing this week, said he is always willing to make alternatives as conditions change, but he made no commitment to a testing option at the airport.

"I'm looking down at Florida and Texas and California, their infection rates are dropping quite a bit," Lamont said, when asked about the option. "They're still in our quarantine zone but a lot less infectious than they were just two weeks ago, so I will take a look at that."

David Lehman, the state's economic development commissioner, said he is well aware of the plight of smaller airports such as Bradley in the face of the pandemic. Bradley, Lehman said, is critical to the state's economy and its future growth.

But the travel advisory quarantine -- now seen as the most effective option -- is part of a larger strategy to keep the virus spread in check, to strengthen the state's economy and give people the confidence to shop, dine out and go to the workplace.

"There needs to be the recognition that keeping the numbers low and the transmission low is not just good for the public health but the economy," Lehman said.

Lehman said there are a lot of variables to consider for an airport

testing option, including the prospect of false negatives and virus incubation periods.

Dillon said he well understands the state is working to manage a public health crisis, but the airport needs the kind of leeway given to, for example, restaurants, which can open on a limited basis.

“There’s still risk, but you’re managing the risk,” Dillon said. “Well, this isn’t much different. Let me manage the risk from high-infection states by doing testing.”

Driving into Bradley these days, there is a tangible sign of the airport’s future aspirations. A \$210 million transportation center -- part of the 20-year, \$1.4 billion development plan -- began construction last year and will be a hub for pick-up and drop-off of rental cars, avoiding shuttle trips to off-site parking lots. The center is expected to be completed in 2022.

Today, the rental car business around the airport is struggling to stay afloat, Dillon said.

Since the CAA was formed and took over management of Bradley in 2013, air passengers have increased 24% to 6.7 million in 2019, from 5.4 million. In that time, direct, nonstop transatlantic flights returned to Bradley with service from Aer Lingus. (Both Aer Lingus and Air Canada have not flown out of Bradley in months because of international flight restrictions.)

The goal has been to reach 10 million passengers a year, a level that would require the second terminal.

The CAA had expected passenger traffic to keep growing in 2020, but then the pandemic hit. In April, traffic was down 97% compared with the previous year, Dillon said.

There was some recovery in May, but that was again reversed by the travel advisory in June. For the first seven months of this year, air

passengers totaled 1.6 million.

Dillon said the plunge in passengers has meant, so far, a hit of \$10 million in revenue, a hiring freeze and now a second round of 10% cost cuts. Income also has been reduced because restaurants and other concessions in the concourse are closed and can't make rent payments.

The airport did receive \$28 million from the federal CARES Act, but it is being spread out over as many months as possible, Dillon said.

Dillon said weak travel numbers may extend into the spring of next year, though he is hopeful a coronavirus vaccine will gradually build up confidence among the flying public.

Some forecasts, however, have predicted the airline industry will not recover to pre-pandemic levels until 2024.

Like JetBlue, other airlines have made it clear that they will maintain smaller fleets of aircraft, perhaps for years after the pandemic. Competition among airports for routes -- always intense -- will become even more so, Dillon said.

So, Dillon said, airports the size of Bradley need to send the message they are doing everything they can to work with struggling airlines during the pandemic, so Bradley will stay on the radar after the crisis passes. Introducing testing is one way to do that, he said.

"At the end of this pandemic, airlines will have to go back to New York, they will have to go back to New Jersey, Newark Airport," Dillon said. "They have to have those locations in their route structures. You can be an airline and not serve Hartford."

Courant staff writer Russell Blair contributed to this story.

Contact Kenneth R. Gosselin at kgosselin@courant.com.

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Rohde & Schwarz Unveils Session Border Controller with Strong Security and High Availability for Critical ATC Infrastructures

[Rohde & Schwarz](#)

Sep 16th, 2020
- Ground Handlers & Service Providers

Fraport Hands Over New Air Cargo Warehouse to Swissport

The new building is located in CargoCity South at Frankfurt Airport and has 17,000 square meters of floor space, including special, temperature-controlled zones for handling sensitive pharmaceutical products.

[Fraport AG Ground Services](#)

Sep 16th, 2020
- Airports

Federal Grants Awarded for Airport Runway Project

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the number of people arriving at airports without masks, but those who are showing up packing heat in their carry-ons.

By Mark Belko

Source Pittsburgh Post-Gazette

Aug 11th, 2020

Aug. 10--The U.S. Transportation Security Administration calls it particularly alarming -- not the number of people arriving at airports without masks, but those who are showing up packing heat in their carry-ons.

Last month, TSA officers discovered firearms in carry-ons at a rate three times higher than in July 2019. And that's despite the fact that it screened 75% fewer travelers than a year ago.

"Even more concerning is that 80% of the firearms coming into the

checkpoint are loaded and it's just an accident waiting to happen," TSA administrator David Pekoske said in a statement Monday.

According to the Transportation Security Administration, officers found 15.3 guns per million people screened last month compared to 5.1 guns per million travelers screened in July 2019.

Only one gun was discovered at the Pittsburgh International Airport last month. But August is not off to a very good start.

Over three days last week, TSA officers caught two people with loaded handguns in their carry-ons. The first occurred last Tuesday when officers detected a handgun loaded with six bullets in the

the carry-on bag of a West Newton man.

So far this year, officers have snagged 10 firearms at the Pittsburgh checkpoint, compared to 35 for all of 2019.

Nationwide, the TSA is particularly concerned about the number of handguns confiscated given the dramatic drops in passenger traffic because of the pandemic. "It is very troubling," spokeswoman Lisa Farbstein said.

Travelers who are caught at the checkpoint packing heat can face hefty penalties.

The recommended federal civil penalty starts at \$2,050 for an unloaded firearm and \$4,100 for a loaded one. It can jump to more than \$10,250, depending on the circumstances.

In addition, travelers who are caught can have their trusted traveler status and TSA PreCheck expedited screening benefits revoked.

"TSA is diligently working to ensure our employees and passengers

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are safe and secure while traveling during a pandemic, and yet we are noticing a significant increase in loaded firearms coming into checkpoints," Mr. Pekoske said.

"Travelers must understand that firearms are prohibited items at airports and in the passenger cabins of aircraft. As hard as we are working to mitigate other risks at this time, no one should be introducing new ones."

The TSA gave no explanation as to why the confiscations have spiked.

A recent Brookings Institution study estimated that almost 3 million more firearms have been sold from March-June than ordinarily would have been purchased during those months.

It attributed the spike to the COVID-19 crisis and the social unrest following George Floyd's killing.

The study found that past jumps occurred after the Sandy Hook Elementary School shooting, the San Bernardino, Calif., terrorist attack and the Parkland, Fla., high school shooting.

Those sales increases were driven mainly by people concerned about restrictions to their access to firearms, according to the report. However, it suggested that the 2020 spike had more to do with personal safety.

"In March, concerns about personal safety arose from both a deadly new virus and an economy in free fall," the report stated. "By June, concerns about the virus and the economy remained, and were compounded by new evidence of racial injustice in policing, widespread protests and discussions of defunding the police."

Last year, TSA officers nationwide confiscated 4,432 firearms at airport checkpoints, averaging about 12.1 guns a day. That amounted to a 5% increase over 2018.

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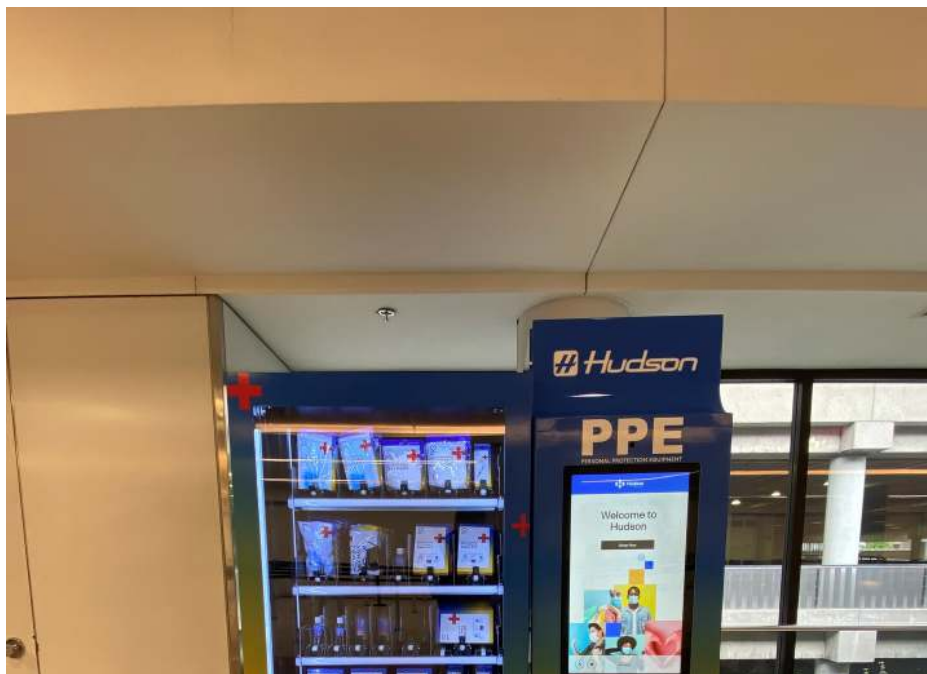
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MarketPlace Logan Announces Ongoing Safety Protocols and Debuts Offerings for the Concessions Program

From — [MarketPlace Development](#)

Sep 14th, 2020




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MarketPlace Logan

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MarketPlace Logan announced the latest safety measures, contactless options and innovative new amenities taking flight at Boston Logan International Airport.

Some of the safety measures that have been put into place across the concessions program include:

- Floor markers indicating 6 feet of space
- Face covering requirements
- Contactless payment options at all shopping and dining locations
- QR Codes at dine-in restaurants for menu viewing
- Self-Order Kiosks at select eateries
- Pre-Order on eatery app and Contactless Pick Up at select eateries (i.e. Dunkin)
- Pre-Order Duty Free items online
- Increased cleaning of high-frequency touchpoints
- Plexi shields at registers

In addition, the concessions program has launched new technology and amenities that have become critical throughout Boston Logan terminals such as in-airport food and delivery leader AtYourGate,

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airport e-commerce platform Grab and PPE Vending Machines by Hudson. Travelers can use the AtYourGate contactless delivery service to receive a meal within 30 minutes or less from airport eateries such as: B. GOOD, Not Your Average Joe's, Lucca, WPizza,

channels across terminals enabling a more efficient and stress-free experience. Hudson PPE vending machines featuring individual and bulk packaged masks, sanitary wipes, hand sanitizer, latex gloves, multi-use thermometers and portable and rechargeable UV-C sanitizers for mobile devices and personal items are now available pre-security within Hudson stores pre-security in Terminals A and B.

"We have made every effort to adjust and improve the Boston Logan Concessions Program to keep employees and passengers safe and healthy. In collaboration with our partners at Massport we have not only made necessary adjustments but also introduced new pilot programs and technology to elevate the options available and further facilitate social distancing for our travelers. There is a variety of grab-and-go options throughout the airport, ordering to go through AtYourGate as well as sit down dining options allowing travelers to have a meal safely and feel comfortable doing so while passing through Boston Logan," said Paul McGinn, president of MarketPlace Development.

Boston Logan International Airport has also already initiated the following safety measures:

- Face covering requirements for all employees and travelers
- Following public health guidelines, the airport has increased cleaning protocols throughout the airport and each terminal
- Restrooms are cleaned and touch points are disinfected throughout the day, and deep cleanings of the facilities and heavily trafficked areas are cleaned nightly
- Enhanced measures are being implemented in security

checkpoint areas and inspection stations are disinfected throughout the day and night

- Additional touchless hand sanitizer dispensers have been installed throughout the airport
- Airlines have incorporated more touchless options for passengers, including touchless check-in, boarding and baggage check
- The TSA security checkpoint process is now touchless
- Blocked kiosks and gate seats to allow more space for social distancing and clearly marking reserved seating for families
- Floor markings indicating 6-feet of space around active baggage carousels at all terminals
- Signage throughout the airport to remind employees and travelers to maintain proper social distancing
- Clear plastic shields installed at heavily traveled locations (TSA checkpoints, ticketing areas, boarding gates and U.S. Customs and Border Protection booths)
- Implemented a tiered communications approach in partnership with airlines to inform travelers about the new Massachusetts Travel Order through social media, announcements and signage (the signage also includes a QR Code for easy access to the online Travel Form for passengers with a smart phone)

This update coincides with restaurant re-openings including iconic favorites such as: B.GOOD in Terminals A and B, Kelly's Roast Beef, Lucca and Not Your Average Joe's in Terminal B, and Wahlburgers in Terminal C.

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MSP Airport Could Waive Millions in Fees to Airlines

By Janet Moore

Source Star Tribune

Sep 9th, 2020

Some \$40 million paid by airlines to operate at the Minneapolis-St. Paul International Airport could be waived in an effort to offset a steep decline in air travel due to the COVID-19 pandemic.

A subcommittee of the Metropolitan Airports Commission (MAC) on Tuesday considered a proposal to extend the financial break to airlines serving the Twin Cities market. A decision on the measure by the full commission is expected later this fall.

The move was opposed by a local citizens' group, the South Metro Airport Action Council (SMACC), which said some of the money should be used to study public health and safety risks related to air traffic over south Minneapolis. SMACC is known for advocating for less aircraft noise in the metro.

SMACC President Jim Spensley said a study could determine whether there's a connection between flights hovering over south Minneapolis and COVID infections in the area.

He told the MAC's Operations, Finance and Administration Committee that at least \$1 million should be spent on such a study.

As the pandemic took hold during the normally busy spring break season last March, the number of passengers screened before their

Noting that other airports have embraced similar relief packages for airlines, MSP officials said the action would help preserve commercial air service to the traveling public in Minnesota. It will also ensure the airport remains "a competitive and attractive option as airlines consider resuming air service," a MAC memo states.

The MAC, which owns and operates MSP airport, received \$125 million from the federal government, part of the \$2 trillion Coronavirus Aid, Relief and Economic Security (CARES) bailout.

The bulk of the CARES Act money will help the airport pay down debt, cover operating costs and move forward with several construction projects.

The money received by the airport from the CARES Act serves as a benchmark to determine the amount of relief that could be extended to the airlines, which typically provide 33% of the MAC's total revenue.

But the waiver of up to \$41 million in fees and rent won't divert the funds the airport received from the federal government to the airlines, said MAC spokesman Patrick Hogan.

"We aren't actually providing airlines CARES Act money. We're just

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proposing to waive some costs airlines would otherwise owe us,” Hogan said.

The amount of relief to individual airlines would be determined by the number of passengers boarding at MSP -- Delta Air Lines is by far the dominant carrier here, with Sun Country a distant second.

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Orlando Airport Takes 'Baby Steps' Toward Solar Power With Floating Panels

The airport's first try with solar energy, Dyer said in a statement, is the "beginning of showcasing new technology to Orlando residents and airport visitors as we move the city forward."

By Kevin Spear

Source Orlando Sentinel

Sep 3rd, 2020

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Orlando as a city of green energy.

But they better not blink, at least for the inaugural serving of photovoltaic panels at Orlando International Airport. A solar system being installed there would cover less than a third of a football field, while a modern solar plant in Florida could span nearly 400 football fields.

The airport’s first try with solar energy, Dyer said in a statement, is the “beginning of showcasing new technology to Orlando residents and airport visitors as we move the city forward.”

Putting out enough power for about 14 homes, the system will cost about \$520,000. It will be tied into a main, underground power line at the airport.

Installing solar-energy systems at airports in long past novel.

The National Renewable Energy Laboratory of the Energy Department published a how-to report in 2014, and the Federal Aviation Administration released a report two years ago on how to go about selecting and installing a system for an airport.

Lakeland’s municipal electric utility and airport, in particular, turned to solar power about a decade ago.

But solar energy at Orlando International Airport is slated to evolve with a twist.

The panels being installed will perch on top of a floating, plastic island in a large retention pond between the existing terminal and

Commission, both of which are owned by the city, say floating solar systems compete with traditional ground systems in price, durability and performance.

“There’s also a case for minimal O&M, operations-and-maintenance costs as compared to a typical ground-mounted system,” said Sam Choi, OUC’s manager of emerging technologies. And, with floating solar, “the cooling effect of water can give a bump in performance.”

OUC is is evaluating the potential for floating systems elsewhere in its Central Florida territory.

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But the approach may make the most sense for the airport, which is one of the nation's largest by area, but is comprised largely of wetlands. The nearly 20-acre retention pond that will host the floating solar system is one of dozens constructed to help make the airport's soggy real estate usable.

Mark Birkebak, the airport's director of engineering, said bringing solar to the airport is about "baby steps for everybody to get comfortable with."

A big part of that is working to ensure the solar system meets Federal Aviation Administration standards and doesn't pose a risk of reflective glare for air-traffic controllers or pilots.

"You've got to start somewhere," Birkebak said.

The floating solar system will be near the shuttle tracks connecting the airport's two terminals, making it readily visible to any passengers looking west. But to lure more attention, the floating system will display the airport's circular, blue-and-white logo, and it will be illuminated with LED lighting.

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Salt Lake City Airport Debuts New Terminal & Art

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Aug 27th, 2020

Local and national officials, architects and the artist involved with Salt Lake City's new airport expansion debuted the massive first-phase of the eventual \$4 billion expansion of Salt Lake City International Airport (SLC). Set for full completion in 2024, the project will grow the transit hub as one of the nation's busiest while focusing on prioritizing a healthy, safe, and enjoyable passenger experience within the next generation of airport design.

The innovative approach to design led by HOK architects centers around the passenger experience by creating a unique environment for patrons -- including major art installations by Gordon Huether -- as they travel to their final destinations. Featuring more efficient passenger flow, state-of-the-art conveniences and amenities, and high environmental standards, #TheNewSLC redevelopment also incorporates visual aesthetics befitting one of the U.S.' newest

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At the direction of city and airport executives, several major, structurally-integrated art installations have been incorporated into the design from the early stages of development to create a strong identity and sense of place.

Designed by Huether, these massive art installations help define and enhance the passenger experience at #TheNewSLC, as it's being called, by bringing indoors the natural wonders of Utah.

Said Huether, "The prime objective from the start was to celebrate

"If there was ever a time that art mattered, where art should transport you to a higher place, where art could unite us in inspiration, nature and beauty, this is that time," he added.

Huether's largest airport installation, *The Canyon*, reflects Utah's "slot canyon" landscape and is integrated into both walls (east and west sides) of the new main terminal. Other significant Huether installations include a 65-foot-tall glass sculpture in the escalator well, titled *The Falls*, in the main terminal; *Column Plates* and *Benches* that echo the theme of *The Canyon* walls, also in the main terminal; and other pieces planned for the future Concourse B include *Northern Light*, *Canyon 2.0* and the awe-inspiring *River Tunnel* featured in the underground pathway that connects the main terminal to Concourse B.

According to airport officials, it was important that the art be a cohesive experience for airport patrons, not disparate pieces which can be the case in other facilities with less continuity or with different objectives. Rather, the intention of the design was to create a consistent theme throughout the airport that draws a connection to and direct awareness of Utah's incredible natural

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beauty, while providing a distinctive and enjoyable environment for travelers.

Gordon Huether projects in the first phase of #TheNewSLC include:

- *The Canyon*, Huether's largest art feature at #TheNewSLC, debuts to the public with the grand opening Sept. 15, 2020. In researching the project, Huether was struck by the way light affects Utah's iconic, weathered rock formations. The color variations and shadows as well as the shapes and striations of the rocks influenced his design for the East and West walls of the new terminal – an area that architects at HOK were already referring to as “the canyon”. True to its name, the new terminal resembles the shape of a canyon in that it begins with a vast open space, pinches in the middle, and opens up again. Mimicking the beautifully smooth, undulating forms of canyon walls, *The Canyon* spans over 362 feet in length and is comprised of over 500 individual tensile membrane fins wrapped with a fabric skin of a Tweave Duratech.
- *The Falls* was the first of Huether's seven installations to be completed, in July 2020. It is comprised of roughly 300 dichroic glass panels and 220 hand-drawn glass and Pyrex rods forming a 65-foot-tall suspended sculpture that cascades down the escalator well at the terminal's main entrance. Making use of natural light from the terminal's huge glass facade, *The Falls* creates an astonishing array of ever-changing colors and patterns on adjacent surfaces, echoing the many waterfalls of Utah's canyon landscapes. The entire suspended sculpture weighs a staggering 5,000 pounds and is attached to the terminal ceiling with spring boots to help retain tension on the cables during the winter months when the roof bends under the weight of snow.
- The sculpturally integrated *Column Plates* and terminal *Benches*, which also debut with the Sept 15 opening, are located in the gathering area for both arriving and departing passengers in the new main terminal. These art features create

a visual distinction for the various activities taking place in the open space and echo the sculptural themes of *The Canyon* walls. Made of a composite material, these installations are massive in scale, with *Column Plates* measuring 18 feet high and 17 feet at their widest point, and *Benches* measuring 28 feet long by 10 feet wide and 5 feet high. Both the *Column Plates* and *Benches* installations will function as seating as well as sculptural elements.

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