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## **AGENDA**

Greenville-Spartanburg Airport Commission Regular Meeting Greenville-Spartanburg  
International Airport Conference Room C – Administrative Offices  
Monday, March 28, 2016  
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 January 11, 2016 Regular Meeting Minutes ([document](#)).

III. PRESENTATIONS:

- B. GSP Community Engagement/SEC Conference Update ([document](#)).

IV. OLD BUSINESS: None.

V. NEW BUSINESS:

- A. Award of Centralized Receiving Distribution Facility Operation ([document](#)).
- B. Award of Fuel Supplier Agreement ([document](#)).
- C. Amendment of the FYE 6-30-2016 Greenville-Spartanburg Airport District Financial Budget and Capital Improvement Plan (CIP) ([document](#)).
- D. Approval of Rules and Regulations Revisions ([document](#)).

VI. PRESIDENT/CEO REPORT:

- A. Aviation Industry Update.
- B. Update on Terminal Improvement Program Schedule.

- C. GSP Key Federal Legislative Initiatives.
- D. Update on PRT Project.

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. January 2016 – Traffic Report ([document](#)).
- B. January 2016 – Financial Report ([document](#)).
- C. February 2016 – Development/Project Status Report ([document](#)).
- D. February 2016 – Communications Status Report ([document](#)).
- E. February 2016 – Properties and Development Report ([document](#)).
- F. February 2016 – OSHA Reportable Injury Report ([document](#)).
- G. Industry Presentation(s)/Article(s) of Interest ([document](#)).
- H. Potential Items for the Next Regular Scheduled Commission Meeting:
  - Approval of FY2016/2017 GSP Airport District Budget
  - FBO Transition and Cargo Update
  - Industry Update by Steve Van Beek

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**

**JANUARY 11, 2016**

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

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

**MEMBERS NOT PRESENT:** Valerie Miller

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

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

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

### **CONSENT AGENDA:**

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

### **PRESENTATIONS:**

#### **A. Business Development and Marketing Update Presentation**

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

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

**OLD BUSINESS:** None

**NEW BUSINESS:** None

**PRESIDENT/CEO REPORT:**

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

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

**COMMISSION MEMBER REPORTS:** None

**EXECUTIVE SESSION:**

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

**ADJOURNMENT:**

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

**SIGNATURE OF PREPARER:**

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

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Tina Honeycutt



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## MEMORANDUM

TO: Members of the Airport Commission

FROM: Rosylin Weston, Vice President – Communications & Community Relations

DATE: March 28, 2016

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### ITEM DESCRIPTION – Presentation Item A

GSP Community Engagement/SEC Conference Update

### BACKGROUND

#### GSP Community Engagement:

An informational overview of planned community relations initiatives designed to get and keep GSP International Airport more engaged with the local community.

At GSP, we understand that having and keeping friends in the community can be a powerful and strategic business tool. We also believe that having a positive, proactive connection to the community can translate into a boost to the bottom line. We are constantly seeking new ways in which to engage and respond.

#### SEC-AAAE 2016 Annual Conference:

An informational overview of the SEC-AAAE 2016 Annual Conference hosted by GSP International Airport and scheduled for May 1-3 at the Hyatt Regency Hotel in downtown Greenville. The conference theme is **Leadership – The Bridge to the Future**.



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## **MEMORANDUM**

TO: Members of the Airport Commission

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

DATE: March 28, 2016

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### **ITEM DESCRIPTION - New Business Item A**

Award of Centralized Receiving Distribution Facility Operation

### **BACKGROUND**

Currently, concessionaires and tenants receive all deliveries and pickups directly at the terminal building. This includes delivery trucks parking on the front terminal building curb as well as larger concessionaire deliveries that require Airport Operations to escort tractor trailer trucks onto the airside apron. Sometimes these larger deliveries tie up Airport Operations staff for 45-60 minutes per delivery and there can be up to three to four deliveries on peak days.

As part of the Terminal Area Study that was completed on October 13, 2010, the loading docks in the former terminal building layout prior to the beginning of the Terminal Improvement Project (TIP) were eliminated. Therefore, it was envisioned that all future deliveries would be through a centralized facility located in the South Cargo Building (See attached aerial drawing).

This would eliminate the liability associated with vehicles being operated on the airfield around aircraft at the gates as well as address security concerns with large box delivery trucks parked at the terminal building's front curb for extended periods of time.

### **ISSUES**

The Airport District issued a Request for Proposals (RFP) to provide Centralized Receiving and Distribution Facility (CRDF) Services in December 2015. The RFP was advertised in both AAAE and ACI trade publications and four companies attended the mandatory pre-bid meeting on January 8, 2016.



Proposals were received from Airport Logistics Management (ALM) Services and Bradford Airport Logistics on March 17, 2016. Both bids were deemed responsive in accordance with the RFP documents. Staff subsequently reviewed both proposals and ranked them as follows:

- #1 – Bradford Airport Logistics
- #2 – ALM Services

## **ALTERNATIVES**

The Airport District could continue to permit concessionaires and tenants to receive deliveries and the pickup of outbound items directly at the terminal building.

## **FISCAL IMPACT**

The Bradford Airport Logistics bid for the first year is \$774,500. This includes all concessionaire deliveries and pickups as well as FedEx, UPS, office supply, etc. deliveries.

The ALM Services bid is for \$660,000 for the first year for food, beverage, and retail concessionaire deliveries only. However, all other tenant deliveries will be charged separately on a per piece basis in addition to the base proposal amount.

The expense associated with this agreement will be directly offset by revenue collected from the concessionaires and other tenants. All current terminal building agreements contemplate the collection of an assessment related to the operation of a CRDF.

## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Commission (1) approve the rankings for the CRDF Services RFP and (2) authorize the President/CEO to execute an agreement with one of the proposers based on the rankings outlined above.







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## **MEMORANDUM**

TO: Members of the Airport Commission

FROM: Kevin E. Howell, Vice President/COO

DATE: March 28, 2016

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### **ITEM DESCRIPTION - New Business Item B**

Approval of Final Rankings for an Aviation Fuel Supplier

### **BACKGROUND**

As part of the preparation for the Greenville-Spartanburg Airport District (District) assuming management and operational responsibility for the Fixed Base Operation (FBO) at Greenville-Spartanburg International Airport (GSP), Staff prepared a Request for Proposals (RFP) to select an Aviation Fuel Supplier.

The RFP document outlined the selection criteria and scope of services required for offerors interested in supplying bulk and branded Jet-A and 100LL aviation fuel for storage and resale, and other business support services to the District FBO. The successful offeror will be engaged through an Aviation Fuels Agreement with a base term of five (5) years and an additional five (5) year option.

Four (4) proposals were received on March 17, 2016. Staff will review the proposals and complete necessary due diligence on the finalists. Interviews and Presentations are scheduled for the week of March 21. The Evaluation Committee will complete the RFP process and prepare a final ranking for presentation to the Commission on March 28, 2016. Approval of the final rankings is required by policy for Staff to negotiate and execute a contract with the successful offeror.



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## MEMORANDUM

TO: Members of the Airport Commission

FROM: Jack G. Murrin, VP of Administration & Finance/CFO

DATE: March 28, 2016

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### ITEM DESCRIPTION – New Business Item C

Amendment of the FYE 6-30-2016 Greenville-Spartanburg Airport District Financial Budget and Capital Improvement Plan (CIP).

### BACKGROUND

Various capital expense items came to our attention that should be addressed during the current fiscal year rather than added to next year's CIP to be presented at the May 9, 2016 Commission Meeting.

As such, management recommends amending the current year budget to provide for the issues identified below.

### ISSUES

#### \$411,000 Automated Exit Lane

In their on-going efforts to minimize staffing costs, the Transportation Security Administration (TSA) is now mandating that airports provide for automated exit lanes. We expect the costs to be \$411,000 and the project to be completed this fiscal year. These costs will be recovered via our rates & charges to the airlines. Although such inclusion will cause our CPE (cost per enplanement) to go up (about \$0.08 per enplanement over a 5 year amortization period to recover our costs), other airports will be faced with the same pressure. Thus, competitively, we don't lose anything.

#### \$400,000 RAC Center roof replacement

Our 5 Rent-A-Car (RAC) service facilities were built in 2001. All of the 5 facilities roofs are leaking and need to be replaced. The costs for new 20 year roofs are expected to be in the \$400,000 range. These costs will be funded entirely by the CFC (contract facility



charge) submitted by the RACs on a monthly basis. Currently, the District has about \$1.4 million in "surplus" CFC funds already submitted and eligible for projects just like this one which will be dedicated to the RACs. As such, this project will not impact the District's operating or capital budgets.

#### *\$200,000 AirIT at 9 Concourse Gates*

We currently have AirIT shared-use gate equipment at 4 of our gates (A5, A7, A9, and B1). This equipment allows us to dynamically change airlines at individual gates dependent upon needs/gate closures, etc. Management recommends that we extend this capability to the remaining 9 gates so that we are 100% common-use capable. It is desirable to do this now, while the concourses are under renovation to minimize future costs and inconveniences. This equipment is one of the cornerstones of our strategic plan moving forward to address flexibility, gate capacity, concourse passenger utilization, and traffic flow and will minimize the need to extend either of the concourses within the next 5 to 10 years dependent upon passenger growth and the attraction of other airlines.

The cost for implementing this technology at the other 9 gates is estimated at \$200,000 and will be recovered via rates & charges to the airlines.

### **ALTERNATIVES**

None recommended.

### **FISCAL IMPACT**

The Automated Exit Lane is expected to cost \$411,000 and will be amortized over 5 years. These capital expenditure will be added to the space rental rate and recovered from the airlines over 5 years.

The RAC facility centers roof replacement is expected to cost \$400,000 and will be funded entirely by surplus CFC funds, which are already on-hand. This expenditure will not affect our operating income.

Implementing AirIT shared-use at the other 9 gates will cost about \$200,000. These capital expenditure will be added to the space rental rate and recovered from the airlines over 5 years. If, and when, we change our rate making methodologies in the future, we may recharacterized our "space rental" rates a bit, and include various components in a new "per use" charge. Either way, the airlines will ultimately pay for the new AirIT equipment.



## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Commission amend the FYE 6-30-2016 current year budget and Capital Improvement Plan as presented.



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## **MEMORANDUM**

TO: Members of the Airport Commission

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

DATE: March 28, 2016

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### **ITEM DESCRIPTION - New Business Item D**

Approval of Rules and Regulations Revisions

### **BACKGROUND**

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 purpose of the Greenville-Spartanburg International Airport (GSP) Rules and Regulations document is to establish guidelines for the safe and efficient operation of the Airport and associated property owned by the District.

The Greenville-Spartanburg Airport Commission is authorized to employ police officers commissioned by the Governor to enforce all laws and the rules and regulations, and these officers shall be authorized to issue summonses for violations in the manner authorized for state highway patrolmen.

### **ISSUES**

The current version of the GSP Rules and Regulations were updated at the Airport Commission meeting held on May 18, 2015. The following rules and regulations section is proposed to be amended:

3.15 – Ground Transportation – Transportation Network Company (TNC)



## **ALTERNATIVES**

No alternatives are recommended at this time.

## **FISCAL IMPACT**

None.

## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Commission resolve to adopt the attached revised GSP Rules and Regulations language.

**GREENVILLE-SPARTANBURG  
AIRPORT DISTRICT**



**RULES AND REGULATIONS**

**Adopted May 18, 2015**



## Rules and Regulations

### Section 3 – Commercial Activity

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- b. All individuals, partnerships, LLC or corporations operating for hire and courtesy vehicle services must have a Non-Tenant Business Permit or be under contract with the District.
  - i. Operators of for hire and courtesy vehicles without a Non-Tenant Business Permit or contract from the District may unload passengers who made prior arrangements. Operators of these vehicles may not solicit business or load passengers even if prior arrangements were made.
  - ii. Operators with a Non-Tenant Business Permit may not cruise or solicit business from Airport property but may load passengers, if prior arrangements were made.
- c. All for hire vehicles must hold a Class C – Certificate of Public Conveyance and Necessity issued by the South Carolina Public Service Commission.
- d. All permittees shall abide by all federal and state laws as well as all Airport Rules and Regulations.
- e. Operators must be clearly identifiable to the public as employees of the non-tenant operator.
- f. Vehicles will park or stand in designated areas to wait for arriving passengers. Non-tenant vehicles may pull to the front curb to actively load/unload only.

#### 3.15 Ground Transportation – Transportation Network Company (TNC)

- a. TNC Operators must have a Non-Tenant Business Permit and shall pay applicable fees to operate at the Airport, as amended from time to time by the Airport District in accordance with South Carolina Code Section 58-23-1710.
- b. TNC Operators shall only accept rides booked through the TNC's mobile application and shall not solicit or accept street hails.
- c. TNC Operators shall not cruise Airport roadways in search of passengers.
- d. TNC Operators will park their vehicles to wait for arriving passengers and actively load/unload passengers in designated areas only. While waiting for arriving passengers in the six designated parking spots in the cell phone lot, TNC Operators must remain inside of their vehicles. If all six designated parking spots are filled, TNC Operators must find parking off of the Airport until a designated parking spot becomes available.

## **Rules and Regulations**

### **Section 3 – Commercial Activity**

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- e. All TNC Operators shall abide by all federal and state laws as well as all Airport Rules and Regulations.

#### **3.16 Penalties**

Violations of Section 3.14 and 3.15 may result in a citation triable in Magistrate Court and/or paying permit and pickup fees.



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## MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: March 28, 2016

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### ITEM DESCRIPTION – Information Section Item A

January 2016 - Traffic Report

#### SUMMARY

For January 2016 passenger traffic was up **7.6%** over the same month in 2015. Cargo traffic was up **0.6%** for January 2016 over January 2015. Overall load factors continue to be strong with an average load factor of **77.1%** for January 2016 vs 73.2% for January 2015.

A comparison of the North America National Passenger Traffic Growth Averages for 2016 to GSP's 2016 Passenger Traffic Growth is depicted below:

	<b>2016</b>		
<b>Month</b>	<b>GSP</b>	<b>National Average</b>	<b>Difference</b>
Jan	7.60%	6.00%	1.60%
<b>Average</b>	<b>7.60%</b>	<b>6.00%</b>	<b>1.60%</b>



Attached are copies of the detailed traffic report for January 2016.

Providing a look forward into the service levels for April 2016 is a schedule comparison for the month vs the same month last year including flights and seats by airline and non-stop markets served. While there were minor adjustments to flight operations, there continues to a positive up-tick in flights and seat capacity. As such flights are up 1.0% and seats are up at 2.3%.

Schedule Weekly Summary Report for nonstop Passenger (Air - All) flights from GSP for travel April 2016 vs. April 2015											
All flights, seats, and ASMs given are per week.											
Travel Period				Apr 2016		Apr 2015		Diff		Percent Diff	
Mkt AI	Orig	Dest	Miles	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
AA	GSP	CLT	76	55	2,839	0	0	55	2,839		
AA	GSP	DCA	396	13	745	0	0	13	745		
AA	GSP	DFW	862	20	1,364	21	1,456	(1)	(92)	(4.8%)	(6.3%)
AA	GSP	PHL	514	25	1,250	0	0	25	1,250		
DL	GSP	ATL	153	54	6,169	54	5,669	0	500	0.0%	8.8%
DL	GSP	DTW	508	26	1,390	25	1,276	1	114	4.0%	8.9%
DL	GSP	LGA	610	11	550	9	450	2	100	22.2%	22.2%
G4	GSP	FLL	620	2	354	2	354	0	0	0.0%	0.0%
G4	GSP	PGD	550	2	354	0	0	2	354		
G4	GSP	PIE	482	2	332	2	354	0	(22)	0.0%	(6.2%)
G4	GSP	SFB	426	2	332	3	509	(1)	(177)	(33.3%)	(34.8%)
UA	GSP	EWR	594	20	1,182	13	650	7	532	53.8%	81.8%
UA	GSP	IAD	383	14	840	20	1,400	(6)	(560)	(30.0%)	(40.0%)
UA	GSP	IAH	838	11	630	12	600	(1)	30	(8.3%)	5.0%
UA	GSP	ORD	577	25	1,534	20	1,000	5	534	25.0%	53.4%
US	GSP	CLT	76	0	0	55	3,062	(55)	(3,062)	(100.0%)	(100.0%)
US	GSP	DCA	396	0	0	13	650	(13)	(650)	(100.0%)	(100.0%)
US	GSP	PHL	514	0	0	25	1,250	(25)	(1,250)	(100.0%)	(100.0%)
WN	GSP	ATL	153	17	2,431	0	0	17	2,431		
WN	GSP	BWI	425	2	286	7	959	(5)	(673)	(71.4%)	(70.2%)
WN	GSP	HOU	845	1	143	7	1,001	(6)	(858)	(85.7%)	(85.7%)
WN	GSP	MDW	562	2	286	13	1,859	(11)	(1,573)	(84.6%)	(84.6%)
			TOTAL	304	23,011	301	22,499	3	512	1.0%	2.3%

# Monthly Traffic Report Greenville-Spartanburg International Airport

January 2016



Category	Jan 2016	Jan 2015	Percentage Change	*CYTD-2016	*CYTD-2015	Percentage Change	*MOV12-2016	*MOV12-2015	Percentage Change
<b>Passenger Traffic</b>									
Enplaned	72,305	67,179	7.6%	72,305	67,179	7.6%	980,427	956,959	2.5%
Deplaned	<u>71,878</u>	<u>66,782</u>	7.6%	<u>71,878</u>	<u>66,782</u>	7.6%	<u>970,397</u>	<u>943,019</u>	2.9%
<b>Total</b>	<b>144,183</b>	<b>133,961</b>	<b>7.6%</b>	<b>144,183</b>	<b>133,961</b>	<b>7.6%</b>	<b>1,950,824</b>	<b>1,899,978</b>	<b>2.7%</b>
<b>Cargo Traffic (Pounds)</b>									
<b>Express and Mail</b>									
Enplaned	335	3,637	-90.8%	335	3,637	-90.8%	22,126	1,449,249	-98.5%
Deplaned	<u>433</u>	<u>4,188</u>	-89.7%	<u>632</u>	<u>4,188</u>	-84.9%	<u>15,573</u>	<u>1,004,807</u>	-98.5%
<b>Subtotal</b>	<b>768</b>	<b>7,825</b>	<b>-90.2%</b>	<b>967</b>	<b>7,825</b>	<b>-87.6%</b>	<b>37,699</b>	<b>2,454,056</b>	<b>-98.5%</b>
<b>Freight</b>									
Enplaned	2,457,787	2,444,588	0.5%	2,457,787	2,444,588	0.5%	32,241,941	31,969,621	0.9%
Deplaned	<u>2,104,727</u>	<u>2,082,269</u>	1.1%	<u>2,104,727</u>	<u>2,082,269</u>	1.1%	<u>27,500,266</u>	<u>26,116,611</u>	5.3%
<b>Subtotal</b>	<b>4,562,514</b>	<b>4,526,857</b>	<b>0.8%</b>	<b>4,562,514</b>	<b>4,526,857</b>	<b>0.8%</b>	<b>59,742,207</b>	<b>58,086,232</b>	<b>2.9%</b>
<b>Total</b>	<b>4,563,481</b>	<b>4,534,682</b>	<b>0.6%</b>	<b>4,563,680</b>	<b>4,534,682</b>	<b>0.6%</b>	<b>59,780,153</b>	<b>60,540,288</b>	<b>-1.3%</b>

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

# Monthly Traffic Report Greenville-Spartanburg International Airport

January 2016



Category	Jan 2016	Jan 2015	Percentage Change	*CYTD-2016	*CYTD-2015	Percentage Change	*MOV12-2016	*MOV12-2015	Percentage Change
<b>Aircraft Operations</b>									
Airlines	1,149	984	16.8%	1,149	984	16.8%	13,415	11,706	14.6%
Commuter /Air Taxi	<u>1,527</u>	<u>1,569</u>	-2.7%	1,527	1,569	-2.7%	20,203	22,711	-11.0%
<b>Subtotal</b>	<u>2,676</u>	<u>2,553</u>	4.8%	<u>2,676</u>	<u>2,553</u>	4.8%	<u>33,618</u>	<u>34,417</u>	-2.3%
General Aviation	645	664	-2.9%	645	664	-2.9%	9,033	9,042	-0.1%
Military	<u>113</u>	<u>89</u>	27.0%	<u>113</u>	<u>89</u>	27.0%	<u>1,331</u>	<u>972</u>	36.9%
<b>Subtotal</b>	<u>758</u>	<u>753</u>	0.7%	<u>758</u>	<u>753</u>	0.7%	<u>10,364</u>	<u>10,014</u>	3.5%
<b>Total</b>	<b>3,434</b>	<b>3,306</b>	<b>3.9%</b>	<b>3,434</b>	<b>3,306</b>	<b>3.9%</b>	<b>43,982</b>	<b>44,431</b>	<b>-1.0%</b>
<b>Fuel Gallons</b>									
100LL	2,174	2,886	-24.7%	2,174	2,886	-24.7%	38,007	43,833	-13.3%
Jet A (GA)	60,074	60,589	-0.8%	60,074	60,589	-0.8%	688,247	713,740	-3.6%
<b>Subtotal</b>	<u>62,248</u>	<u>63,475</u>	-1.9%	<u>62,248</u>	<u>63,475</u>	-1.9%	<u>726,254</u>	<u>757,573</u>	-4.1%
Jet A (A/L)	<u>816,642</u>	<u>765,693</u>	6.7%	<u>816,642</u>	<u>765,693</u>	6.7%	<u>9,836,484</u>	<u>9,897,915</u>	-0.6%
<b>Total</b>	<b>878,890</b>	<b>829,168</b>	<b>6.0%</b>	<b>878,890</b>	<b>829,168</b>	<b>6.0%</b>	<b>10,562,738</b>	<b>10,655,488</b>	<b>-0.9%</b>

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

# Scheduled Airline Enplanements, Seats, and Load Factors

## Greenville-Spartanburg International Airport



January 2016

	Jan 2016	Jan 2015	Percentage Change	*CYTD-2016	*CYTD-2015	Percentage Change
<b>Allegiant Air</b>						
Enplanements	5,340	5,819	-8.2%	5,340	5,819	-8.2%
Seats	7,347	7,580	-3.1%	7,347	7,580	-3.1%
Load Factor	72.7%	76.8%	-5.3%	72.7%	76.8%	-5.3%
<b>American Airlines</b>						
Enplanements	20,563	4,018	411.8%	20,563	4,018	411.8%
Seats	24,951	4,854	414.0%	24,951	4,854	414.0%
Load Factor	82.4%	82.8%	-0.4%	82.4%	82.8%	-0.4%
<b>Delta Air Lines</b>						
Enplanements	25,573	24,771	3.2%	25,573	24,771	3.2%
Seats	29,940	31,125	-3.8%	29,940	31,125	-3.8%
Load Factor	85.4%	79.6%	7.3%	85.4%	79.6%	7.3%
<b>Southwest Airlines</b>						
Enplanements	10,264	9,041	13.5%	10,264	9,041	13.5%
Seats	19,039	16,597	14.7%	19,039	16,597	14.7%
Load Factor	53.9%	54.5%	-1.0%	53.9%	54.5%	-1.0%

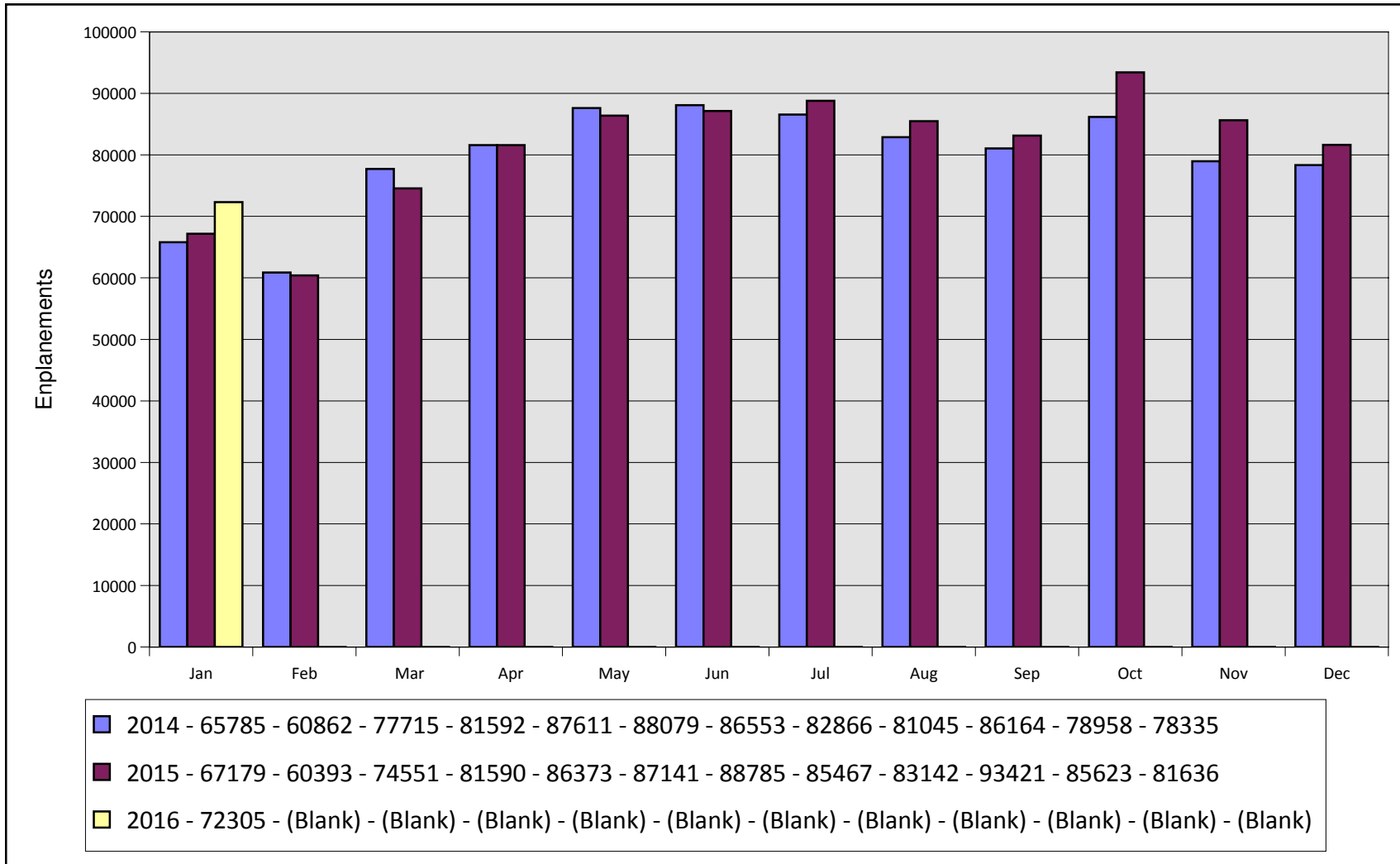
Friday, March 18, 2016

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

	Jan 2016	Jan 2015	Percentage Change	*CYTD-2016	*CYTD-2015	Percentage Change
<b>United Airlines</b>						
Enplanements	9,562	8,433	13.4%	9,562	8,433	13.4%
Seats	11,145	12,800	-12.9%	11,145	12,800	-12.9%
Load Factor	85.8%	65.9%	30.2%	85.8%	65.9%	30.2%
<b>US Airways</b>						
Enplanements	0	14,926	-100.0%	0	14,926	-100.0%
Seats	0	18,556	-100.0%	0	18,556	-100.0%
Load Factor	#Num!	80.4%	#Type!	#Num!	80.4%	#Type!
<b>Totals</b>						
Enplanements	71,302	67,008	6.4%	71,302	67,008	6.4%
Seats	92,422	91,512	1.0%	92,422	91,512	1.0%
Load Factor	77.1%	73.2%	5.4%	77.1%	73.2%	5.4%

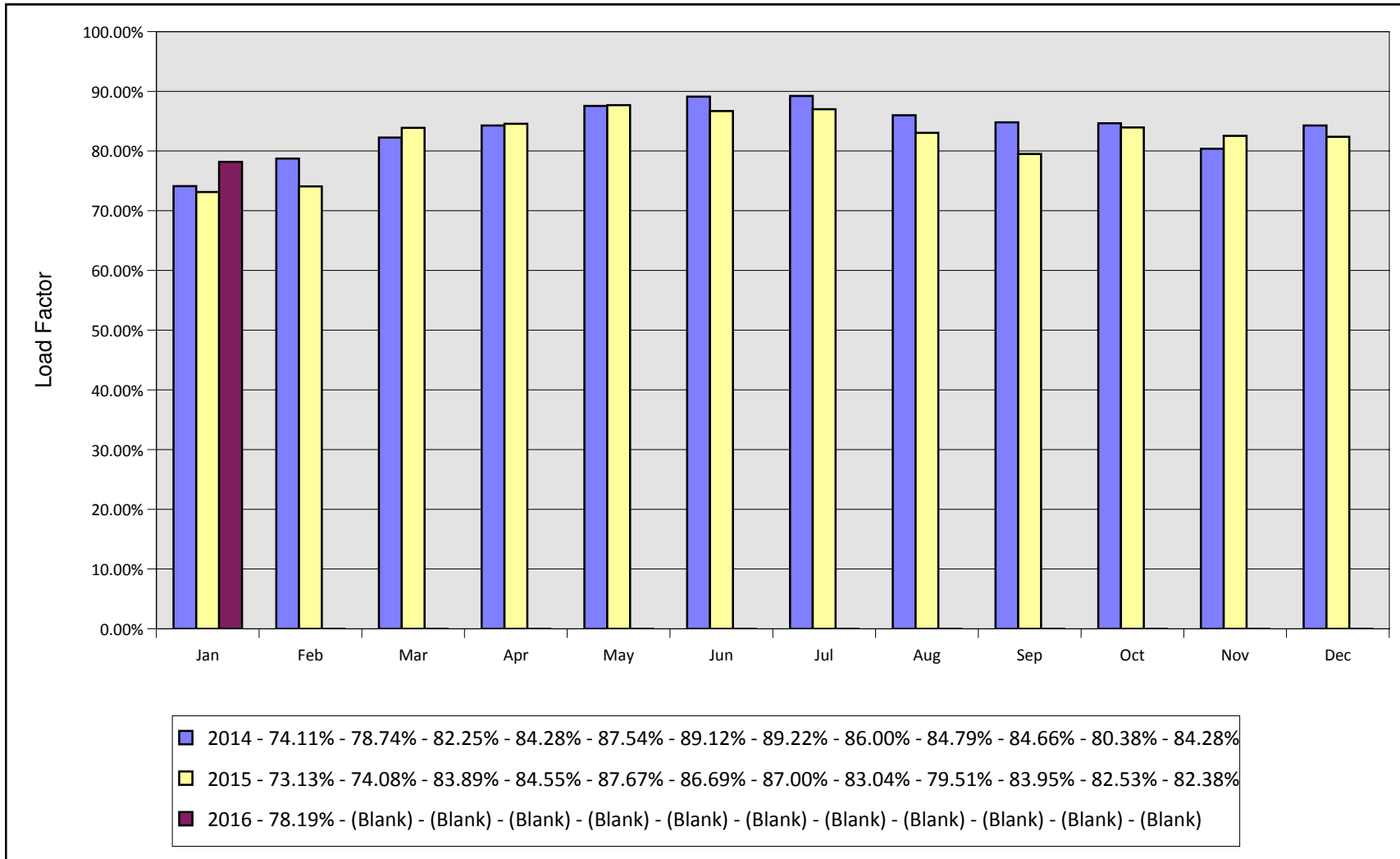


# Monthly Enplanements By Year Greenville-Spartanburg International Airport

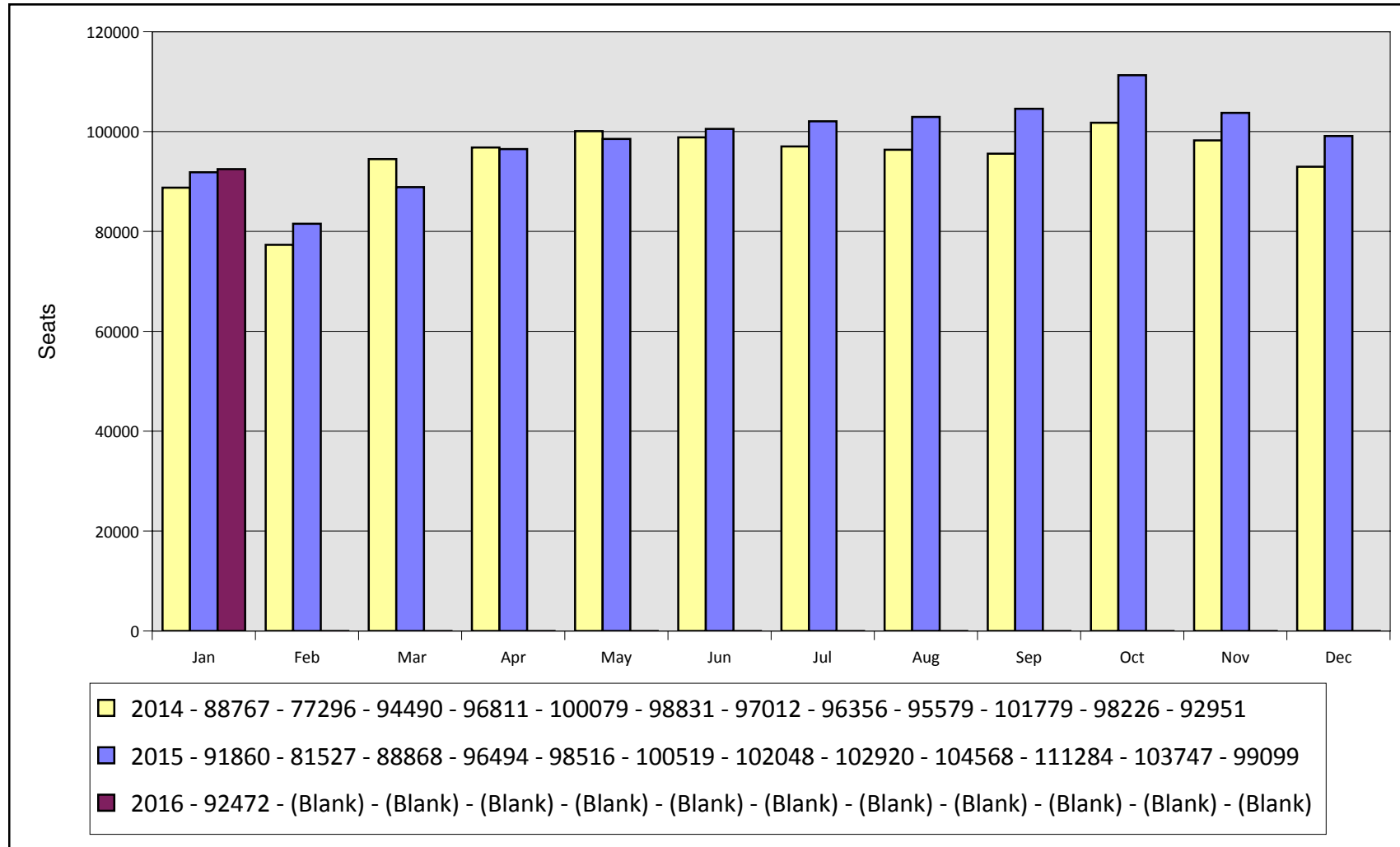


# Monthly Load Factors By Year

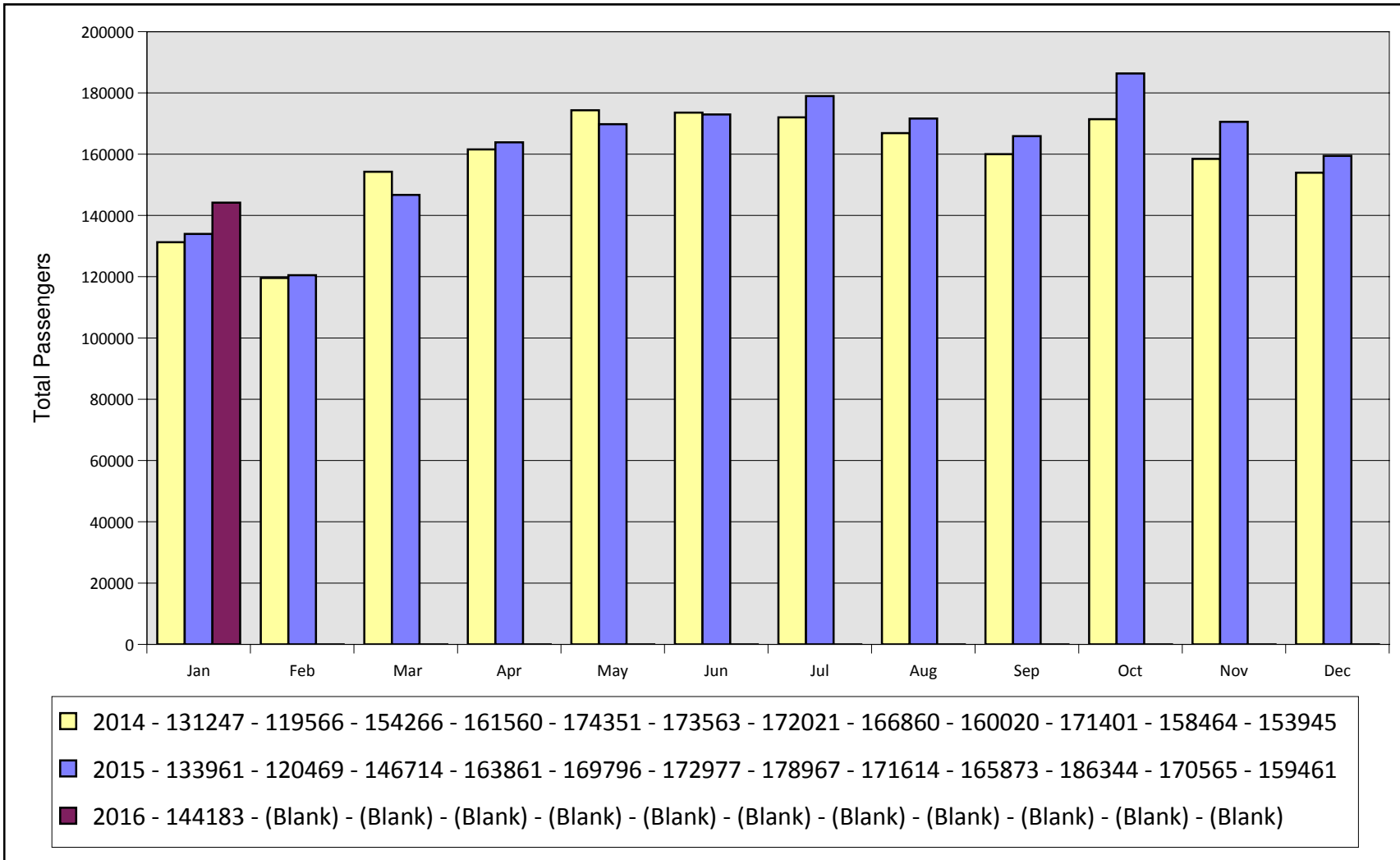
## Greenville-Spartanburg International Airport



# Monthly Seats By Year Greenville-Spartanburg International Airport

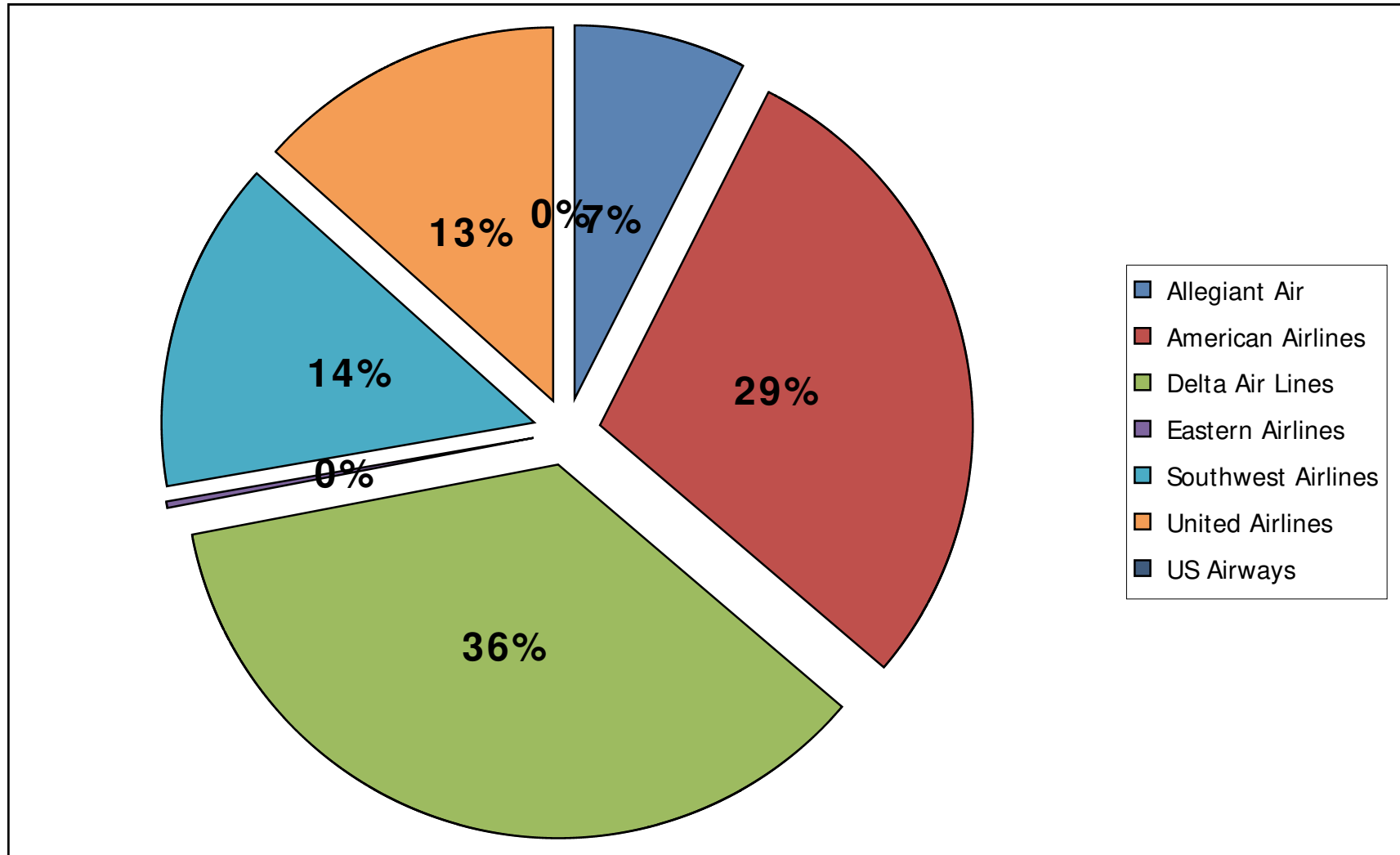


# Total Monthly Passengers By Year Greenville-Spartanburg International Airport



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

Report Period From January 2016 Through January 2016



# Airline Flight Completions Greenville-Spartanburg International Airport

January 2016



Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed Flights
			Mechanical	Weather	Other		
<b>Allegiant Air</b>	42	0	0	0	0	0	100.0%
<b>American Airlines</b>	475	0	5	29	0	34	93.7%
<b>Ameristar Jet Charter</b>	1	0	0	0	0	0	100.0%
<b>Berry Aviation</b>	2	0	0	0	0	0	100.0%
<b>Delta Air Lines</b>	378	0	0	17	0	17	95.8%
<b>Eastern Airlines</b>	8	0	0	0	0	0	100.0%
<b>Elite Airways</b>	1	0	0	0	0	0	100.0%

Friday, March 18, 2016

Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed Flights
			Mechanical	Weather	Other		
<b>Federal Express</b>	38	0	0	0	0	0	100.0%
<b>Kalitta Charters II</b>	3	0	0	0	0	0	100.0%
<b>McNeely Charter Service</b>	1	0	0	0	0	0	100.0%
<b>Miami Air</b>	9	0	0	0	0	0	100.0%
<b>Northern Air Cargo</b>	1	0	0	0	0	0	100.0%
<b>Priority Air Charter</b>	2	0	0	0	0	0	100.0%
<b>Southwest Airlines</b>	134	0	0	0	0	0	100.0%
<b>Sun Country Airlines</b>	4	0	0	0	0	0	100.0%
<b>Swift Air, LLC</b>	1	0	0	0	0	0	100.0%

Friday, March 18, 2016

Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed Flights
			Mechanical	Weather	Other		
United Airlines	223	0	0	20	0	20	91.0%
UPS	32	0	0	0	0	0	100.0%
US Airways	0	0	0	0	0	0	#Num!
WIGGINS AIRWAYS	16	0	0	0	0	0	100.0%
<b>Total</b>	1,371	0	5	66	0	71	94.8%

Friday, March 18, 2016





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## MEMORANDUM

TO: Members of the Airport Commission

FROM: Jack G. Murrin, VP of Administration & Finance/CFO

DATE: March 28, 2016

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### ITEM DESCRIPTION – Information Section Item B

January 2016 - Monthly Financial Report

### SUMMARY

Operating Income was up by **4.38%** when compared to the budget for Year-to-Date January 2016. Operating Expenses were down by **14.00%** over the budgeted amount for the period. Net operating income was up **31.80%** versus the budget through January 2016. For the period ending January 2016, which represents seven months of the fiscal year, a total of about **\$8.41 million** has been returned to the bottom line in operating income.

Attached is a copy of the detailed financial report for January 2016.

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

**January 31, 2016 FINANCIAL STATEMENT PACKAGE**

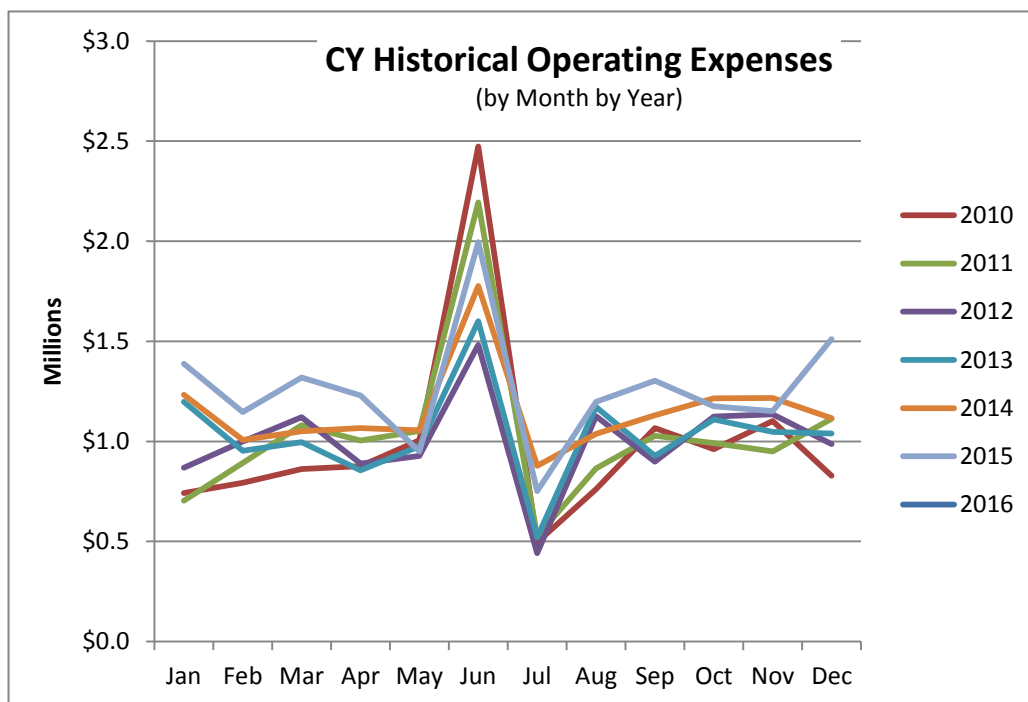
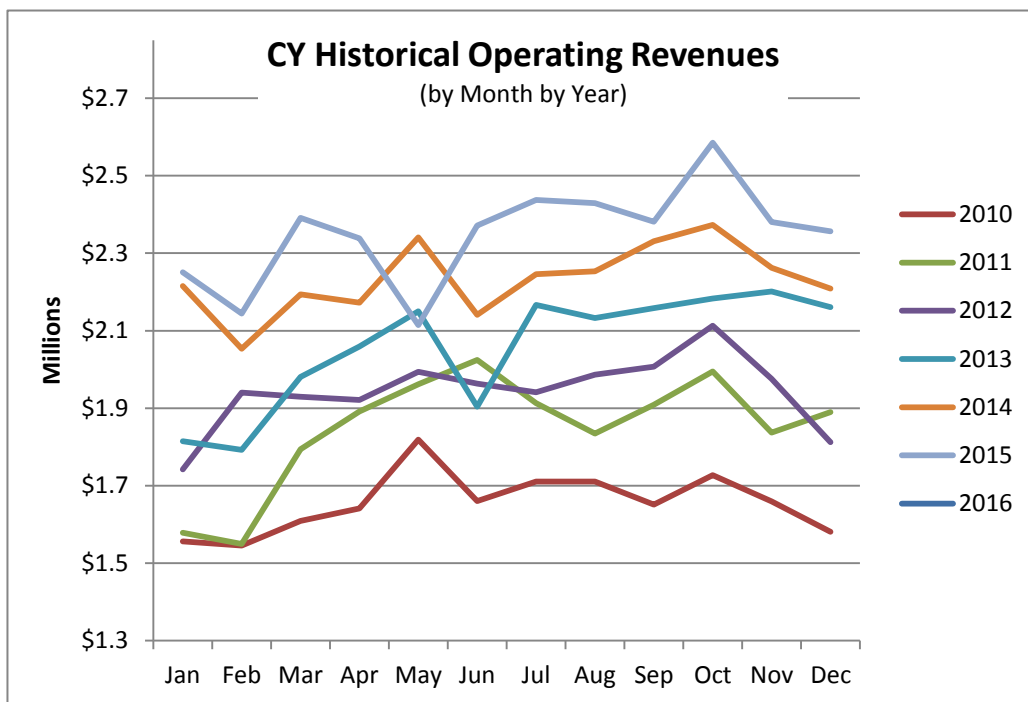
GREENVILLE SPARTANBURG AIRPORT DISTRICT  
**STATEMENT OF NET POSITION**

	<b>Current Month Current FY <u>1/31/2016</u></b>	<b>Current Month Prior FY <u>1/31/2015</u></b>
<b>Assets</b>		
Cash Accounts	8,716,373.23	14,366,023.58
Investments-Airport	21,445,787.17	31,292,238.37
Bond Trustee Assets	199,625.19	186,718.08
Accounts Receivable	159,154.93	291,793.62
Less: Reserve for Doubtful Accts	-	
Net Accounts Receivable	<u><b>159,154.93</b></u>	<u><b>291,793.62</b></u>
Inventory	156,438.79	171,494.74
Prepaid Insurance	262,403.17	254,645.13
Notes Receivable-RAC District Funds	1,907,473.26	2,120,315.66
Property, Plant & Equipment (PP&E)	326,314,484.59	291,066,033.38
Less: Accumulated Depreciation	(122,534,311.72)	(112,413,931.05)
Net PP&E	<u><b>203,780,172.87</b></u>	<u><b>178,652,102.33</b></u>
<b>TOTAL ASSETS</b>	<u><b>236,627,428.61</b></u>	<u><b>227,335,331.51</b></u>
<b>LESS: Liabilities</b>		
Accounts Payable	1,034,079.89	963,689.10
Revenue Bonds Payable	2,292,955.12	2,589,632.12
SCRS Pension Liability	9,311,330.00	7,118,066.00
Benefit Liability	803,234.13	802,241.18
<b>TOTAL LIABILITIES</b>	<u><b>13,441,599.14</b></u>	<u><b>11,473,628.40</b></u>
<b>LESS: Deferred Inflows of Resources</b>		
Deferred Revenues	1,907,473.26	2,120,315.66
<b>TOTAL DEFERRED INFLOWS OF RESOURCES</b>	<u><b>1,907,473.26</b></u>	<u><b>2,120,315.66</b></u>
<b>NET POSITION</b>		
Invested in Capital Assets, net of Related Debt	201,500,172.87	168,959,036.33
Restricted:		
A/P - Capital Projects - Restricted	186,670.07	172,085.96
Contract Facility Charge	2,058,295.77	1,463,246.29
Total Restricted:	<u>2,244,965.84</u>	<u>1,635,332.25</u>
Unrestricted	17,566,341.50	43,147,018.87
<b>TOTAL NET POSITION</b>	<u><b>221,311,480.21</b></u>	<u><b>213,741,387.45</b></u>

GREENVILLE SPARTANBURG AIRPORT DISTRICT  
**PROFIT and LOSS STATEMENT**

<----- FISCAL YEAR TO DATE ----->				
	January 31, 2016 Actual	January 31, 2016 Budget	Actual - Budget	% Change
<b>INCOME</b>				
Landing Area:				
Landing Fees	1,444,522.98	1,396,802.12	47,720.86	3.42% (a)
Aircraft Parking Fees	216,431.34	196,422.66	20,008.68	10.19%
FBO Into-Plane & Fuel Flowage	72,657.57	65,842.98	6,814.59	10.35%
Subtotal Landing Area	1,733,611.89	1,659,067.76	74,544.13	4.49%
Space & Ground Rentals	5,076,498.72	5,029,661.98	46,836.74	0.93% (b)
Auto Parking	5,732,908.45	5,196,798.39	536,110.06	10.32% (c)
Commercial Ground Transportation	88,294.83	86,916.69	1,378.14	1.59%
Concessions:				
Advertising	239,303.08	145,833.31	93,469.77	64.09% (d)
Food & Beverage	190,501.17	210,000.00	(19,498.83)	-9.29%
Rental Car	1,882,438.75	1,782,002.53	100,436.22	5.64% (e)
Retail	297,079.37	218,166.69	78,912.68	36.17% (f)
Subtotal Concessions	2,609,322.37	2,356,002.53	253,319.84	10.75%
Expense Reimbursements	760,131.68	712,433.75	47,697.93	6.70% (g)
Other Income	598,961.37	862,326.22	(263,364.85)	-30.54% (h)
<b>Total Operating Income</b>	<b>16,599,729.31</b>	<b>15,903,207.32</b>	<b>696,521.99</b>	<b>4.38%</b>
<b>EXPENSES</b>				
Salary & Benefits	4,206,850.26	4,676,223.93	(469,373.67)	-10.04% (i)
Professional Services	253,380.79	439,427.31	(186,046.52)	-42.34% (j)
Promotional Activities	508,041.30	538,778.45	(30,737.15)	-5.70%
Administrative	472,634.77	579,849.83	(107,215.06)	-18.49% (k)
Insurance	242,002.62	241,791.62	211.00	0.09%
Contractual Services	1,030,929.97	1,435,288.47	(404,358.50)	-28.17% (l)
Rentals & Leases	36,337.90	35,523.88	814.02	2.29%
Repairs & Maintenance	373,727.64	293,523.44	80,204.20	27.32% (m)
Supplies & Equipment	360,030.56	446,676.23	(86,645.67)	-19.40% (n)
Utilities	705,306.22	834,966.65	(129,660.43)	-15.53% (o)
<b>Total Operating Expenses</b>	<b>8,189,242.03</b>	<b>9,522,049.81</b>	<b>(1,332,807.78)</b>	<b>-14.00%</b>
<b>NET OPERATING INCOME</b>	<b>8,410,487.28</b>	<b>6,381,157.51</b>	<b>2,029,329.77</b>	<b>31.80%</b>

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



January 31, 2016

**YTD ACTUAL VS YTD BUDGET FOOTNOTES**

(a)	<b>Landing Fees</b>	OVER BUDGET	<b>\$47,720.86</b>	- Actual passenger airline landed weights are higher than budgeted landed weights
(b)	<b>Space &amp; Ground Rentals</b>	OVER BUDGET	<b>\$46,836.74</b>	- MSE/OHM space rent more than budgeted 32K YTD - UPS 32K (or 4.5K/mo) budgeted for North Cargo for FY2016 which has not taken place - Per Turn more than budgeted 63K YTD
(c)	<b>Auto Parking</b>	OVER BUDGET	<b>\$536,110.06</b>	- Conservative budgeting & increase in traffic
(d)	<b>Advertising</b>	OVER BUDGET	<b>\$93,469.77</b>	- Conservative budgeting & aggressive marketing of spots
(e)	<b>Rental Car</b>	OVER BUDGET	<b>\$100,436.22</b>	- Conservative budgeting
(f)	<b>Retail</b>	OVER BUDGET	<b>\$78,912.68</b>	- Conservative budgeting & increase in traffic
(g)	<b>Expense Reimbursements</b>	OVER BUDGET	<b>\$47,697.93</b>	- FedEx year end recalc 37.7K
(h)	<b>Other Income</b>	UNDER BUDGET	<b>\$263,364.85</b>	- Ground handling (charter) 138K under budget YTD - Ground handling (non-tenant) 20K over budget YTD - ID Cards/Fingerprinting 15K over budget YTD - Parking Tickets/Seized Funds 15K over budget YTD - Lease Income (Runion) 27K over budget YTD - Centralized Distribution facility 175K under budget YTD as facility is not yet complete - "Gov deals" sales not budgeted 19K YTD - Less activity in Cargo Ops than budgeted 36K
(i)	<b>Salary &amp; Benefits</b>	UNDER BUDGET	<b>\$469,373.67</b>	- Turnover, military leaves and new positions not currently filled resulted in lower salaries and the corresponding benefits
(j)	<b>Professional Services</b>	UNDER BUDGET	<b>\$186,046.52</b>	- Personal rapid transit consulting 87.5K under budget YTD - Intervistas Consulting Regional Air Service Alliance 29K under budget YTD - Trillion Aviation FBO consulting 18K over budget YTD - Campbell-Hill Aviation Leakage analysis 11.5K over budget YTD - Campbell-Hill Aviation Air Service Development 22K over budget YTD - ICF Strategic planning 20K under budget TYD - Lexvolo passenger development research 2K under budget YTD - Art Consulting 15K under buget as these amts are being capitalized with the project - Development 12K under budget YTD

January 31, 2016

**YTD ACTUAL VS YTD BUDGET FOOTNOTES**

(k)	<b>Administrative</b>	UNDER BUDGET	<b>\$107,215.06</b>	<ul style="list-style-type: none"> <li>- Travel/Training 80K under budget TYD</li> <li>- Dues &amp; Subscriptions 20K under budget YTD</li> <li>- Corporate Function 12K under budget YTD</li> </ul>
(l)	<b>Contractual Services</b>	UNDER BUDGET	<b>\$404,358.50</b>	<ul style="list-style-type: none"> <li>- 175K Centralized Distribution facility expenses not yet incurred as facility is not yet complete</li> <li>- Mgmt Parking 61K under budget YTD</li> <li>- Janitorial Services 82K under budget YTD</li> <li>- Computer-annual contracts 66K under budget YTD</li> <li>- Nursery &amp; Landscaping 24K under budget YTD</li> <li>- Elevator &amp; Escalator 33K over budget YTD</li> </ul>
(m)	<b>Repairs &amp; Maintenance</b>	OVER BUDGET	<b>\$80,204.20</b>	<ul style="list-style-type: none"> <li>- Projects-Unanticipated 41K over budget YTD</li> <li>- Boarding bridges 10K over budget</li> <li>- Building 19K over budget YTD</li> <li>- Heating &amp; Air 16.5K over budget YTD</li> <li>- Runways/Taxiways/Ramps 12K under budget</li> </ul>
(n)	<b>Supplies &amp; Equipment</b>	UNDER BUDGET	<b>\$86,645.67</b>	<ul style="list-style-type: none"> <li>- Computer-Equip/Supplies 23K over budget YTD</li> <li>- Computer-Software 10K under budget YTD</li> <li>- Lamps 9K under budget YTD</li> <li>- Office Supplies 8K under budget YTD</li> <li>- Nursery &amp; Landscaping 24K under budget YTD</li> <li>- Fuel for vehicles 12.5K under budget</li> <li>- Snow Removal 14K under budget YTD</li> <li>- Tires 13K under budget YTD</li> </ul>
(o)	<b>Utilities</b>	UNDER BUDGET	<b>\$129,660.43</b>	<ul style="list-style-type: none"> <li>- Gas 59K under budget YTD, gas primarily used in Winter</li> <li>- Water &amp; Sewer 50K under budget YTD</li> </ul>

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

Interim Report: Prepared on a "Non-GAAP" Basis for Internal Use only

**UNAUDITED**

**Greenville-Spartanburg Airport District**  
**January 31, 2016**

	Issue Date	Maturity Date	Interest Rate	Cost Basis or BOY FMV	Par	EOM FMV	FMV Adj
<b>US Treasury</b>							
UST T-Bill 4-wk	1/7/2016	2/4/2016	0.203%	4,999,222.20	5,000,000.00	4,999,222.20	-
	1/21/2016	2/18/2016	0.254%	4,999,027.80	5,000,000.00	4,999,027.80	-
	1/28/2016	2/25/2016	0.300%	4,998,852.80	5,000,000.00	4,998,852.80	-
	1/28/2016	2/25/2016	0.300%	4,998,852.80	5,000,000.00	4,998,852.80	-
						-	-
<b>Subtotal-UST</b>				<b>19,995,955.60</b>	<b>20,000,000.00</b>	<b>\$ 19,995,955.60</b>	<b>-</b>

	Issue Date		Cost Basis	Yield	Cumulative Balance
<b>NBSC:</b>					
UST T-Bill	7/24/2014	5/31/2016	1,263,000.00		1,263,000.00
	10/6/2015		186,831.57		
<b>Subtotal-UST</b>			<b>\$ 1,449,831.57</b>		
			<b>\$ 21,445,787.17</b>	<b>Total</b>	

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.					

Weighted blended yield = 0.2643%



GREENVILLE SPARTANBURG AIRPORT DISTRICT

**Terminal Improvement Project**

through: **1/31/2016**

		<i>cash basis</i>	<i>cash basis</i>	<i>cash basis</i>			
		FYE	YTD FYE	YTD FYE	YTD FYE	YTD FYE	Total
	<b>Budgeted</b>	<b>6/30/2012</b>	<b>6/30/2013</b>	<b>6/30/2014</b>	<b>6/30/2015</b>	<b>6/30/2016</b>	
Skanska		\$ 2,916,235	\$ 9,570,188	\$ 35,931,932	\$ 22,815,954	\$ 20,326,271	\$ 88,644,345
RS&H			\$ 2,650,023				\$ 5,566,258
Baker (aka LPA)			\$ 1,367,784	\$ 2,742,449	\$ 765,298	\$ 686,301	\$ 5,561,833
Jacobs	\$ 961,516		\$ 885,315	\$ 942,348	\$ 394,840	\$ 47,656	\$ 3,231,674
Air-Transport IT Services					\$ 424,339		\$ 424,339
RJ Design			\$ 65,350	\$ 220,050			\$ 285,400
At&t				\$ 205,594			\$ 205,594
A3 Communications				\$ 170,341			\$ 170,341
Warco Construction						\$ 145,862	\$ 145,862
G2 Secure Staff			\$ 8,508	\$ 85,979	\$ 31,889		\$ 126,376
CDW Government			\$ 1,911	\$ 62,649	\$ 3,062		\$ 67,622
Michael M. Simpson			\$ 49,696	\$ 9,957			\$ 59,653
Phoenix Mechanical					\$ 62,000		\$ 62,000
Parsons Brincke			\$ 50,000				\$ 50,000
Project Link				\$ 42,509	\$ 27,799		\$ 70,307
McGriff				\$ 32,890	\$ 51,436		\$ 84,326
Tidewater Lumber			\$ 30,434	\$ 1,908	\$ 918		\$ 33,260
I-SYS					\$ 31,277		\$ 31,277
TPM			\$ 29,212				\$ 29,212
Duke Energy				\$ 22,088			\$ 22,088
Source Group			\$ 21,196				\$ 21,196
Other	\$ 400	\$ 400	\$ 57,128	\$ 64,692	\$ 87,935	\$ 3,861	\$ 214,016
<b>Total</b>	<b>\$ 123,762,496</b>	<b>\$ 3,878,151</b>	<b>\$ 14,786,745</b>	<b>\$ 40,535,386</b>	<b>\$ 24,696,747</b>	<b>\$ 21,209,951</b>	<b>\$ 105,106,979</b>
Cumulative \$ Spent		\$ 3,878,151	\$ 18,664,896	\$ 59,200,282	\$ 83,897,029	\$ 105,106,980	
% of Budget spent		3.13%	15.08%	47.83%	67.79%	84.93%	84.93%
Construction		\$ 3,877,751	\$ 9,635,538	\$ 35,934,969	\$ 22,953,017	\$ 20,475,994	\$ 88,999,518
Professional		\$ 400	\$ 5,002,818	\$ 3,667,600	\$ 993,082	\$ 733,957	\$ 14,275,207
Owners Reserve			\$ 148,389	\$ 932,817	\$ 750,649		\$ 1,832,254
<b>Total</b>	<b>\$ -</b>	<b>\$ 3,878,151</b>	<b>\$ 14,786,745</b>	<b>\$ 40,535,385</b>	<b>\$ 24,696,747</b>	<b>\$ 21,209,951</b>	<b>\$ 105,106,979</b>
Cumulative \$ Spent		\$ 3,878,151	\$ 18,664,896	\$ 59,200,281	\$ 83,897,028	\$ 105,106,979	
		\$ 0	\$ 0	\$ 0	\$ (0)	\$ 0	\$ (1)

**TIP Public Relations Expenses**

through: **1/31/2016**

		FYE	FYE	FYE	FYE	FYE	Total
	<b>Budgeted</b>	<b>6/30/2012</b>	<b>6/30/2013</b>	<b>6/30/2014</b>	<b>6/30/2015</b>	<b>6/30/2016</b>	
Crawford Strategies	\$ 261,000	10,900	61,157	75,948	76,776	32,700	257,481
Launch Something	\$ 279,730	25,870	90,133	23,045	20,604		159,652
<b>Total</b>	<b>\$ 540,730</b>	<b>36,770</b>	<b>151,290</b>	<b>98,993</b>	<b>97,379</b>	<b>32,700</b>	<b>417,133</b>
Cumulative \$ Spent		\$ 36,770	\$ 188,060	\$ 287,053	\$ 384,433	\$ 417,133	
% of Budget spent		6.80%	34.78%	53.09%	71.10%	77.14%	77.14%

GREENVILLE SPARTANBURG AIRPORT DISTRICT  
**Other Operating and Maintenance Reserve Funds**

	<b>FY \$ Amount Authorized</b>	<b>Date</b>	<b>\$ Amount Used YTD</b>	
<b>Emergency Repair/Replacement/Operations Fund</b>	\$ 750,000			
		8/4/2015	\$ 1,371	Crossroads Environmental LLC - Perform Asbestos inspection of US Air Ops Area
		8/4/2015	\$ 11,192	Harris Integrated Solutions - Chiller
		10/5/2015	\$ 5,400	Schneider Treecare - Debris removal/trees
		1/19/2016	\$ 1,445	AET Services
			<u>\$ 19,408</u>	
			<u><b>\$ 730,592</b></u>	Remaining Reserve
 <b>Business Development Obligations/Incentives</b>	 \$ 600,000			
			<u>\$ -</u>	
			<u><b>\$ 600,000</b></u>	Remaining Reserve

**January, 2016**

**Procurement / Capital Acquisitions**

<u>Project/Item Description</u>	<u>Date</u>	<u>Monthly \$ Amount</u>
<b>Capital Improvements:</b>		
GLF / Apron Rehab	1/28/2016	44,769
Sloan Construction / Taxiway G Rehab	1/28/2016	686,602
Avcon, Inc. / UPS Project at North Cargo	1/26/2016	19,525
WK Dickson / Runion Building	1/28/2016	10,071
<b>Equipment and Small Capital Outlays:</b>		
<b>Renewals and Replacements:</b>		
Alpha Business Essentials / Lavatory Cart	1/19/2016	13,237
<b>Professional Service Projects:</b>		
Total Procurements/Capital Additions for the month		<u><b>\$ 774,204</b></u>



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## MEMORANDUM

TO: Members of the Airport Commission

FROM: Kevin Howell, Vice President / COO

DATE: March 28, 2016

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### ITEM DESCRIPTION – Information Section Item C

February 2016 – Development/Project Status Report

### SUMMARY

#### **Terminal Improvement Program (TIP):**

**Status** – Project wrap-up continues on the Enabling Package and Bag Claim / South Bridge Packages. The Core Phase construction is currently underway.

**Project Budget** – \$125,000,000.00

**Estimated Completion Date** – October 2016

Enabling:

SKM continues to work on several completion items from the Enabling Phase. The contractor also continues to work on Enabling punchlist work and closeout simultaneously. On September 15, 2015, SKM requested the Owner complete the punchlist inspections for specific remaining areas of work. The Owner and CA Services Team completed these inspections and provided the punchlist reports to SKM. Some areas were not complete and not ready for inspection. SKM is currently working on the identified items.

Bag Claim / South Bridge:

The Bag Claim / South Bridge Phase continues to progress towards completion as SKM attempts to wrap up several completion and punchlist items simultaneously. On September 15, 2015, SKM requested the Owner complete the punchlist inspections for specific remaining areas of work. The Owner and CA Services Team completed these



inspections and provided the punchlist reports to SKM. Some areas were not complete and not ready for inspection. SKM is currently working on the identified items.

#### Core & Concourse:

During the month of February, SKM continued to make progress on level one including the Airline Ticket Office (ATO) space, controls and integration on the outbound baggage handling system (BHS) and the TSA checked baggage inspection system (CBIS), and installation of the new ticketing counters. On level two, work continued in the TSA passenger security check point area and back of house office space areas. On the Concourse Level, tile floor finishes and overhead work continued to progress.

Portions of the ATO and ticket counters have been determined to be “Substantially Complete”. Airline and other tenants began moving into some spaces in early March. All airlines will be located at the new ticket counters and the new outbound BHS will be operational in early April.

#### **Apron Rehabilitation Project Phase 2:**

**Status** – Construction Phase

**Project Budget** – \$5,800,000

**Estimated Completion Date** – September 2016

The Apron Rehabilitation Project Phase 2 includes the Year 2 recommended items outlined in the 2012 LPA Apron Pavement Study. Year 2 priority items included rehabilitation of the B concourse concrete apron surfaces from the building to the new trench drain (Apron Rehab Phase 1) and from the new trench drain to the apron taxi lane.

Project engineering is led by AVCON, Inc., one of the District’s on-call consultants. GLF Construction is the contractor for the project. Contract time for this project is 275 calendar days. Phase 1 of the project (Gate B-1) is underway. The project had significant weather impacts during the first 6 months. Gate B-1 is expected to be completed in April and work will move to Gate B-2.

#### **Apron Rehabilitation Project Phase 3:**

**Status** – Design Phase

**Project Budget** – \$5,000,000

**Estimated Completion Date** – TBD



The Apron Rehabilitation Project Phase 3 includes the Year 3 recommended items outlined in the 2012 LPA Apron Pavement Study. Year 3 priority items included rehabilitation of the A concourse concrete apron surfaces from the building to the new trench drain (Apron Rehab Phase 1) and from the new trench drain to the apron taxi lane.

Project engineering is led by AVCON, Inc., one of the District's on-call consultants. The Design Phase schedule will be updated for bidding to coincide with the FAA grant schedule and the completion of the Apron Rehab Phase 2 Project.

### **Airside Garden Rehabilitation Project:**

**Status** – Design Phase

**Project Budget** – \$350,000

**Estimated Completion Date** – fall 2016

The Airside Garden Rehabilitation Project is a budgeted FY16 capital project and includes the replacement of much of the landscape and hardscape surfaces in the airside garden. Other work includes repair / rehab of the airside fountains, irrigation system and exterior lighting in the garden area. Work will follow the recently adopted Landscape Master Plan concepts. This project will be timed to coordinate with the completion of the Terminal Improvement Program Core Phase.

The design phase will be led by WK Dickson, who is supported by Seamon Whiteside and several other specialty sub-consultants. A presentation will be provided to the Landscape Task Force on March 28.



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## **MEMORANDUM**

TO: Members of the Airport Commission

FROM: Rosylin Weston, Vice President – Communications & Community Relations

DATE: March 28, 2016

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### **ITEM DESCRIPTION – Information Section Item D**

February 2016 – Communications Report

#### **News Stories Broadcast, Print and Online:**

- GSA Business – GSP officials reach agreement with Uber
- The Greenville News – Uber now allowed at GSP Airport
- WSPA (Channel 7) – Uber allowed to pick up at GSP
- Spartanburg Herald-Journal – Uber gets OK to operate at GSP
- GSA Business – Outstanding Hospitality Management to operate at GSP
- UpstateBizSC – GSP welcomes Outstanding Hospitality Management
- WYFF (Channel 4) – Plane hits light pole at GSP Airport, officials say
- WLOS (Channel 13) – What's Beyond Airport Checkpoint Security? News 13 investigates AVL, GSP

#### **New Releases or Alerts:**

- Ride-Booking Agreement Reached at GSP
- GSP Welcomes Outstanding Hospitality Management

#### **Online Statistics 02/01/16 – 02/29/16:**

##### **Elevatingtheupstate.com**

- 186 Sessions, 74.7% New Visitors
- Average visit duration on the renovation website was 02:18 minutes
- Most visitors were referred by the banner link on the GSP website homepage

##### **Elevatingtheupstate.com (Mobile Site)**

- 54 Sessions, 85% New Visitors
- Average duration on the renovation website was 00:53 Minutes
- Most visitors arrived directly from searching for elevatingtheupstate.com



### **WINGSPAN blog**

- 583 Sessions, 71% were new visitors
- 1,047 pages were viewed by visitors to the blog
- There was one very large spike this month. That spike was the Construction Update: Progress! post.

### **GSPAirport.com**

- 95,318 Sessions, 73.7% were new visitors
- Average page view per visit was 3.62 Pages
- Average duration on the GSP website was 01:36 minutes
- There were 33,680 visits to the mobile website

### **Facebook**

- 103 new "Likes"
- 924,058 people have seen content associated with the GSP Page. This is referred to as "Reach".

### **Customer Service Complaints – Summary**

- Walk from economy parking too long. GSP should provide shuttle service.
- Meeter/Greeters want more concessions on 1<sup>st</sup> floor
- Meeter/Greeters want access to Garden
- Baggage Claim offices not staffed following arriving flights
- Allegiant Ticket not open consistently during posted hours for ticket sales and wheelchair passengers waiting for extended time for service

### **Happy Or Not 02/01/16 – 02/29/16**

The Happy Or Not meters were strategically placed in the ladies restrooms on Concourses A&B - passengers were asked, "Did the cleanliness of this bathroom meet your expectations?" The customer was provided with 4 response options, Very Happy, Happy, Not Happy, and Very Unhappy. There were a total of 4,718 responses and of those:

Very Happy	4,054
Happy	477
Unhappy	72
Very Unhappy	115
<b>Total Responses</b>	<b>4,718</b>





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## **MEMORANDUM**

TO: Members of the Airport Commission

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

DATE: March 28, 2016

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### **ITEM DESCRIPTION – Information Section Item E**

February 2016 – Commercial Business & Properties Report

### **SUMMARY**

#### **Cargo Modernization Project – Phase #1:**

**Status** – Construction documents are 100% complete and currently under review.

**Project Budget** – \$1,300,000

**Estimated Completion Date** – November 30, 2016

The Airport District is designing a shared use cargo facility. The facility is being designed to allow for long term flexible use and expandability in the future as demand warrants for UPS and other cargo tenants.

In addition, the project consists of relocating UPS from the south cargo building and ramp to the north cargo ramp and constructing new facilities. The new leasehold area will be sized to handle up to two Boeing 767-300 aircraft simultaneously, loading and unloading of up to eight 53 foot tractor trailer trucks, and new administrative office and support space.

#### **Concessions Program Development – Grand Hall Phase:**

**Status** – Currently working with both Hudson and OHM to finalize the plans for their respective food, beverage, and retail programs.

**Project Budget** – All facility costs are included in the overall \$125,000,000 TIP and all tenant fit out costs are being covered by Hudson News Group & OHM Concessions Group.



### **Estimated Completion Date – September 30, 2016**

As part of the Grand Hall, there will be several new food, beverage, and retail offerings available to the traveling public. These include at a minimum Baskin Robbins, Dunkin Donuts, Chick-fil-A, Tech on the Go, as well as a sit down restaurant and retail store that have yet to be named.

### **Concessions Program Development – New Concourse Satellite Seating Areas:**

**Status** – Construction documents are complete and currently under review by the Airport District.

**Project Budget** – All costs are being covered by OHM Concessions Group.

**Estimated Completion Date** – July 31, 2016

OHM Concessions Group recognized the need for additional seating at R.J. Rockers Flight Room and Thomas Creek Grill. To accomplish this, a satellite seating area is being added directly across from each restaurant on both concourses.

### **Sprint Wireless – Cell Phone Antenna Equipment Upgrade & Capacity Enhancement Project:**

**Status** – Utility permit has been executed by Sprint Wireless. Sprint is in the process of scheduling their contractor to complete the remaining telecommunications infrastructure work required to finish the project.

**Project Budget** – All costs are being covered by Sprint Wireless.

**Estimated Completion Date** – May 31, 2016

Sprint Wireless is in the process of upgrading the existing antenna equipment located on top of Parking Garage A. The project also includes an increase in network capacity to handle increased call volume in the area and reduce the number of dropped and failed calls.

The project requires that a new fiber optics line be installed by Spirit Telecom. This new line will begin at the intersection of State Route 14 and GSP Drive and run along GSP Drive up to Parking Garage A.

### **National Weather Service / AT&T Fiber Installation Project:**

**Status** – Utility permit has been executed. Awaiting revised AT&T construction drawings for review.



**Project Budget** – All costs are being covered by AT&T.  
**Estimated Completion Date** – To Be Determined

The National Weather Service is in the process of upgrading its equipment and needs additional high speed data capacity. AT&T is proposing to provide this additional data capacity via the installation of a new fiber optics line.

This new line is proposed to begin at the intersection of State Route 14 and GSP Drive and run along GSP Drive up to an existing communications manhole located at the Airport Facility Department. Along GSP Drive, the fiber optics line would branch off at proposed manhole that would be installed adjacent to the National Weather Service to provide the required connectivity to their leasehold.

**FedEx – AT&T Network Based IP/VPN Remote Access (ANIRA) Installation Project:**

**Status** – Awaiting plans and specifications for review.  
**Project Budget** – All costs are being covered by FedEx.  
**Completion Date** – To Be Determined

FedEx is requesting to install a backup cellular system for their local data network to provide redundancy in the event their wired data connection is interrupted. This project will be engineered and installed on behalf of FedEx by AT&T.

**FedEx – Customer Service Lobby Renovation & Exterior Signage Replacement Project:**

**Status** – Construction document comments submitted to FedEx consultant for incorporation into the drawings.  
**Project Budget** – All costs are being covered by FedEx.  
**Estimated Completion Date** – May 31, 2017

FedEx is proposing to completely renovate its customer service lobby with new millwork, carpeting, wall coverings, branding, etc. In addition, it is planning to replace the exterior building signage with its updated branding.

**AirIT – Gate Installation Project**

**Status** – Computer hardware procurement underway.  
**Project Budget** – \$173,860



## **Estimated Completion Date – September 30, 2016**

As each gate is taken out of service for TIP renovations, airline's proprietary computer hardware will be replaced by AirIT equipment. This will allow airlines to work off of any of the 13 concourse gates. This will ultimately increase overall gate efficiency and permit the Airport District to more adequately address irregular operations, airline schedule changes in the number of flights at peak hours, etc.

### **Southwest Airlines – Digital Marketing Project:**

**Status** – Ad campaign began on March 21, 2016.

**Project Budget** – \$75,000

**Completion Date** – June 15, 2016

The Airport District teamed up with Southwest Airlines to market the new service pattern with three flights a day to Atlanta with connections to 40+ cities nationwide beginning on April 12, 2016. Digital ads will run on various top-tier websites with a total of 15,000,000 impressions over the three month campaign being shown to previous Southwest website visitors that had shown an interest in flying to/from GSP.

### **Airline Leakage & Retention – Ad Notes Marketing Campaign:**

**Status** – Ad notes creative is being finalized for roll out in April 2016.

**Project Budget** – \$7,500

**Completion Date** – May 1, 2016

The Airport District is running a five consecutive week marketing campaign aimed at reducing airline leakage to Charlotte in the communities of Boiling Springs, Inman, Moore, Roebuck, Spartanburg, etc. Ad notes will run each Sunday on the front page of the Spartanburg Herald newspaper.

The first week's ad note can be redeemed for up to a free week of daily lot parking at the Airport in exchange for providing your contact information. That will allow the Airport District to track use and reengage those travelers with future announcements and offers.

The following weeks will highlight nonstop service from the Airport as well as the Thanks Again loyalty program. Thanks Again is offering travelers who sign up for the program 250 free airline miles or hotel points.

### **Fuel Rod – Automated Kiosk Installation Project:**

**Status** – Draft space use permit currently under review by Fuel Rod.

**Project Budget** – All installation costs are being covered by Fuel Rod.

**Completion Date** – June 30, 2016

Fuel Rods are a portable battery that allows a customer to charge their mobile device on the go, and then recharge it on their own or swap it for a fully charged one at any kiosk throughout the U.S. The customer pays an initial one-time fee of \$20 and then is entitled to an unlimited number of swaps. This is an additional customer service amenity that will be offered on both Concourse A and Concourse B as well as at the rental car counters.

### **AirGrub – Concessions Mobile Ordering Project:**

**Status** – OHM Concessions Group is currently reviewing the AirGrub agreement.

**Project Budget** – All installation costs are being covered by AirGrub & OHM

**Completion Date** – June 30, 2016

AirGrub is an app that allows travelers and airport employees to order food from restaurants inside of the Airport via their mobile device. This permits them to preorder what they want for pickup at a predetermined time. Therefore, reducing the need to wait in line to order their meal and wait for it to be prepared.

AirGrub is currently in operation at the airports in Boston, New York – JFK, and San Francisco.

### **Thanks Again – Beacon Technology Project:**

**Status** – Ten test beacons have been installed & messaging is being developed for roll out in late April or early May 2016.

**Project Budget** – All costs are being covered by Thanks Again

**Completion Date** – May 31, 2016

As part of the Thanks Again loyalty program, the Airport District is piloting the roll out of beacon technology to engage subscribed Thanks Again app users in the Airport. As a subscribed user walks by a beacon, they will be sent different special offers or discounts by concessionaires on their mobile device based on their interests set in the app.



Ultimately, the goal is to increase incremental concessions revenue as well as provide Thanks Again members with the opportunity to earn more airline miles or hotel points through purchases at the Airport.



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## MEMORANDUM

TO: Members of the Airport Commission

FROM: Marsha Madore, Human Resources Director

DATE: March 28, 2016

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### ITEM DESCRIPTION – Information Section Item F

February 2016 – OSHA Reportable Injury Report

### SUMMARY

Monthly Activity as of February 29, 2016

- No OSHA Reportable Injuries

2016 Calendar Year-to-Date

- 1 OSHA Reportable Injury

2 Year Historical Annual OSHA Report Submissions:

Calendar Year	Annual Average # Employees	Total Hours Worked by all Employees	# OSHA Reportable Work Related Injuries	# OSHA Reportable Work Related Illnesses	# Days away from Work
2015	127	192,332	3	0	16
2014	124	202,496	6	0	81



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#### AIRLINES

#### AIRLINES



**Air Travel During Spring Break is Expected to Set New**

#### AIRLINES

**Delta to Begin Daily Service Between Los Angeles and Beijing**

#### AIRLINES

**Gogo Partners with China's Shareco Technologies to Supply In-flight Connectivity on 50 Aircraft**

March 09--U.S. air travel for this year's spring break season is expected to jump 3% over last year's, setting a new record, according to a trade group for the nation's airlines.

The expected surge -- a rise to 140 million passengers during March and April, up from 136.2 million during the same months last year -- was attributed to "accessibility and affordability of air travel" by John Heimlich, chief economist for the trade group Airlines for America.

The most recent data from the U.S. Department of Transportation shows that domestic airfares dropped 6.2% in the three-month period that ended last September. But more recent numbers show airfares may be on the rise.

The nation's airlines have adopted three fare hikes in the first two months of 2016, the first two for \$6 per round trip and the third for \$10 per round trip, according to the travel site FareCompare. Also, travel app Hopper said on its blog that airfares jumped nearly 7% in February, and projected an additional 3.5% increase in March.

The rise in air travel, combined with a 40% drop in the price of jet fuel over the last year, is good news for the airline industry, which reported losing a combined \$29 billion in the decade after the Sept. 11, 2001, terrorist attacks.

For 2015, the 10 largest U.S. carriers reported pre-tax earnings of \$23.2 billion, with a profit margin of 14.6%, up from 6% in 2014, according to Airlines for America.

During March and April, Hartsfield-Jackson Atlanta International Airport is expected to be the nation's busiest, followed by O'Hare International Airport in Chicago, Dallas-Fort Worth International Airport and Los Angeles International Airport, the trade group predicted.

*To read more about travel, tourism and the airline industry, follow me on Twitter at @hugomartin*

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## AIRLINES

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## AIRLINES

**Allegiant Air 'Events' Spur Increased Scrutiny**

March 09--Allegiant Air made news around the country Tuesday by unveiling an expansion plan that adds 22 new routes and three new markets, including Albuquerque.

## AIRLINES

**Delta to Begin Daily Service Between Los Angeles and Beijing**

It's not the first time the "ultra-low-cost carrier" has generated a wave of headlines. The airline's maintenance and operational issues have been the subject of numerous media reports, including a story last year in The Wall Street Journal that said the Federal Aviation Administration had increased its oversight of the carrier.

## AIRLINES

**Gogo Partners with China's Shareco Technologies to Supply In-flight Connectivity on 50 Aircraft**

The FAA would not say this week whether it was still watching Allegiant more closely but did say it was "looking into" recent Allegiant Air events.

## AIRPORT TECH &amp; SECURITY

**Pilot Loses Gun at Airport; Janitor Arrested**

The airline -- which begins flying from Albuquerque to Las Vegas, Nev., and Austin on June 2 as the facility's first ultra-low-cost carrier -- said it takes passenger safety seriously and works closely with regulators to maintain it.

"Allegiant, like most commercial carriers, is in nearly daily contact with FAA representatives," Jessica Wheeler, Allegiant's director of marketing communications, said in an email.

"Allegiant participates in the voluntary FAA reporting programs, and has multiple programs in place -- including a Continuing Analysis and Surveillance System (CASS) and a Reliability Program -- to continually monitor and share data with the FAA regarding the overall health of the fleet," she added.

The Wall Street Journal's report followed a July 23 incident in Fargo, N.D., in which Allegiant attempted to land a scheduled flight in Fargo despite a publicly announced airspace closure. According to the newspaper, Allegiant thought the closure didn't impact passenger airlines but was told by controllers upon arrival it would have to wait 20 minutes to land. By the time it touched down, it had lower-than-required fuel levels.

"The agency already had increased its oversight of the Las Vegas-based carrier because of a recent series of diversions and emergency landings, an FAA spokesman said," the newspaper reported.

The story also cited another high-profile incident from the previous month when a fuel-leak odor prompted passengers to climb out onto the wing after the Allegiant aircraft landed in Boise.

The Las Vegas-Review Journal reported Tuesday that Allegiant last summer "had at least 16 flight diversions and delays to or from Las Vegas as a result of mechanical issues with its aging fleet." In the last two weeks, there have been at least three published reports of aborted takeoffs or diversions.

But Wheeler said Allegiant is a safe option with a "robust maintenance program (that) goes above and beyond manufacturer and FAA recommendations and guidelines."

At least one aviation industry expert said he would have no qualms about flying the airline. Michael Boyd, president of the aviation research and forecasting firm Boyd Group International, said Allegiant wouldn't be operating if the issues were serious.

"The bottom line if there was a consistent safety problem with Allegiant or Allegiant's oversight of maintenance, the FAA would shut it down in a heartbeat," he said in an interview with the Journal .

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## Voice your opinion!



Posted by Greg Marino

Mar 12 2016 06:39

Michael Boyd says, "Allegiant wouldn't be operating if the issues were serious."

And, why is that Mr. Boyd? I've evidence to the contrary but, tell us why Allegiant wouldn't be operating if the issues were serious. And, also, tell us all this. Exactly how many maintenance related failures resulting in aborted take-offs, flight diversions, emergency landing, blown tires on landing, return to the gate...should I go on...before YOU better define, "Allegiant wouldn't be operating if the issues were serious." Do you have a number in mind Mr. Boyd or, are you another member of the foolish masses who are waiting for the inevitable incident where we have to start counting fatalities instead of the number of aforementioned never-ending maintenance misgiving...before the likes of you consider it serious enough. Give us that number Mr. Boyd because, there's a whole heap of real aviation professionals out here who I guess need to be re-educated on the likes of what constitutes an atmosphere of airworthiness in an air carriers daily operations and what Allegiant has so blatantly gets away with. One last thought Mr. Boyd. The airline for which I was employeed as a tech for 30 years would have NEVER been able to skirt the likes of severe F.A.A. fines if my LARGE airline of over 1000 aircraft had even a fraction of what this bottom-feeder 70 some-odd aircraft air carrier gets away with! Don't disappoint us Mr. Boyd. We'll be waiting for an answer!

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**AVIATION**

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March 10--A newly announced deal with online retailer Amazon means more than new flights and business for Wilmington-based air carrier Air Transport Services Group.

It's good news for the community and could mean new jobs, company officials said.

"Definitely it bodes well for Wilmington," said Joe Hete, president and chief executive of ATSG.

ATSG's announcement confirmed what observers had suspected since last fall -- that the company is flying cargo for Amazon. The company confirmed Wednesday that it has reached agreements with Amazon Fulfillment Services Inc., an affiliate of Amazon.com Inc., to operate an air cargo network to serve Amazon customers in the United States.

Amazon said the goal is not to compete with package delivery carriers such as FedEx Corp. and UPS but work on improving its own logistics to offer faster delivery for customers as well as providing shipping services for third-party sellers on the site, a service called Fulfilled by Amazon. Amazon's \$99 annual Prime loyalty program offers free two-day shipping on many items.

Amazon will lease 20 Boeing 767 freighters from ATSG. Where exactly Amazon cargo will be shipped and what airports will be used are not specified in the agreement. Amazon will decide where its cargo flies, Hete said.

"We don't know where aircraft will ultimately be routed," Hete said. But based on history, a "large number" will go through Wilmington, he added.

Wilmington makes sense as a "central location" for services to Amazon, he said. Today, ATSG operates five daily flights for Amazon. Four of those flights go through Wilmington, said Paul Cunningham, a spokesman for ATSG. It's possible that with this agreement that number will rise, he said.

"In all likelihood, it will," Cunningham said when asked if Wilmington will be a key part of Amazon's air cargo network.

#### AIRLINES

##### AIRLINES



**Amazon Confirms Plans with Air Transport Services**

##### AIRLINES



**Airlines Improve On-Time Numbers**

##### AIRLINES

**Delta to Begin Daily Service Between Los Angeles and Beijing**

The announcement is a major shot in the arm for ATSG. Wilmington Air Park and the community of 42,000 residents around it suffered greatly eight years ago when German logistics giant DHL ended major operations there.

Wilmington suffered the loss of some 7,000 to 8,000 area jobs as a result.

In January 2010, DHL turned over control of the the air park -- which it had acquired in 2003 -- to the

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Feb. 27--U.S. Rep. Bill Shuster, R-Pa., said his sweeping six-year aviation industry reauthorization proposal is still moving forward, despite reports to the contrary.

The U.S. House of Representatives recently announced plans to use a short-term extension for funding the Federal Aviation Administration.

It was reported by some sources that meant an end to the Aviation Innovation, Reform and Reauthorization Act.

Not so says Shuster, chairman of the Committee on Transportation and Infrastructure, who introduced the bill.

"The need for an extension was not a surprise, and details about the short-term measure are still being discussed," said Shuster, who represents the 9th Congressional District that includes all of Bedford County, along with parts of Cambria and Somerset counties.

Among its many proposals, the AIRR Act would remove more than 30,000 employees from the federal government's payroll by establishing an independent, not-for-profit, federally chartered air traffic control corporation.

"The AIRR Act proposes significant reform of our aviation system, and many current members of Congress have not seen a proposal such as this during recent FAA reauthorizations," Shuster said. "But given the expected increase in passenger levels to 1 billion per year in the next decade, merely maintaining the status quo, while much easier, isn't going to fix the underlying issues with aviation system efficiency, capacity and modernization we are attempting to address. This is an ongoing process, and we will continue working to educate members and address questions they have about the bill."

Shuster has come under fire for proposing the bill while being involved in a relationship with Shelley Rubino, vice president for global government affairs for Airlines for America, which lobbies the Transportation and Infrastructure committee.

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### HOME



**Aviation Bill Still Moving Forward, Shuster Says**

### AIRPORT TECH & SECURITY



**Pilot Loses Gun at Airport; Janitor Arrested**

### AIRCRAFT



**FAA Administrator Talks Drones at SXS**

He was also recently seen in Miami with Nick Calio, the head of Airlines for America. The congressman's office verified Shuster and Calio were both at an event -- hosted by Rep. Mario Diaz-Balart, R-Florida, chairman of the Appropriations Subcommittee on Transportation -- as were many other individuals.

[CONTINUE READING](#)

## TOP NEWS

### AIRCRAFT



## Cirrus Aircraft Expands Customer Experience and Strategic Planning Leadership Teams

March 16, 2016

From CIRRUS AIRCRAFT

Cirrus announces the promotion of Rob Haig to Chief Pilot and Executive Director, Flight Training & Operations; Travis Klumb to Executive Director, Service & Support; and Carrie Oakland to...

Iron Maiden's "Ed Force One" Badly Damaged on the Ground in Chile (UPDATED)

Airlines Improve On-Time Numbers

Boeing Chief Reshuffles Leadership at Commercial Airplanes Unit

Amazon Confirms Plans with Air Transport Services Group

International Women in Aviation Conference Opens Doors, Provides Opportunities

Blame the Airline Industry for Disney's Higher Ticket Prices

Indian Air Force Admits It Can't Fight China, Pakistan At the Same Time

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### TOOLS & EQUIPMENT



## Crane Chooses CRS Jet Spares as Authorized Distributor

March 16, 2016

From CRANE AEROSPACE

CRS will serve as a worldwide distributor for SmartStem Wireless Tire Pressure Indication Systems that can be retrofitted to Boeing, Bombardier, and Gulfstream aircraft.

### AIRPORTS

## Milwaukee's Mitchell International Airport Expecting a Busy Spring Break Travel Season

March 16, 2016

From GENERAL MITCHELL INTERNATIONAL AIRPORT

According to TSA, MKE ranks in the top 10 airports by increase in spring break volume with an estimated 11,884 travelers each day, in addition to the usual number of business travelers. TSA estimates are showing an expected 5.4% growth since last year.

### AIRCRAFT

## New Report Highlights

## MEDIA CENTER



## How Airports Can Help Revitalize the Aviation Industry



How the Airlines Could Soon Control the U.S. ATC System



Networking Ideas From NBAA 2015



## Walter Surface Technologies Expands European Footprint with New Facility in Switzerland

March 16, 2016

From *WALTER SURFACE TECHNOLOGIES*

The company announced today the inauguration of its new 59,000 square foot production and office complex in Küsnacht am Rigi, Switzerland to better support the company's growing business needs in the European market.

### AIRCRAFT

## Federal Government Expands UAS Partnerships

March 16, 2016

Membership is being expanded to include the Departments of Interior, Justice and Commerce that operate unmanned aircraft for uses such as firefighting and law enforcement, and are involved in technology challenges.

### AIRCRAFT

## NBAA, Other Groups Call for Full Funding of Contract Towers

March 16, 2016

From *NATIONAL BUSINESS AVIATION ASSOCIATION (NBAA)*

Aviation industry leaders requested the inclusion of language under the "FAA Operations" section of the reauthorization measure, suggesting that "not less than \$159,000,000 shall be for the fully funded and cost-share towers in the contract tower..."

### ENGINES & COMPONENTS



## Hartzell Trailblazer STC

## Continued Impact of Aviation Maintenance

March 16, 2016

From *AERONAUTICAL REPAIR STATION ASSOCIATION (ARSA)*

Steve Douglas, vice president of CAVOK, a div. of Oliver Wyman, noted that the total worldwide market for commercial aviation maintenance is expected to be nearly \$68 billion in 2016 and will approach \$100 billion – 4 percent annual growth – by...

### AIRCRAFT



## Skytech Travel LLC Receives FAA 135 Air Carrier Certificate

March 16, 2016

The first aircraft available for air taxi work is a Pilatus PC-12 single-engine turboprop. Additional models are anticipated to be added in the near future.

### AIRPORTS

## DeLand Airport Welcomes Jana Filip; Announces a New Sport Aviation Village

March 16, 2016

Jana Filip has joined the staff of the DeLand (Florida) Municipal Airport as its new Sport Aviation Administrator.

### AIRCRAFT

Customer Name	Work Type	On-time	Reliability	Comments
CUSTOMER A	Delivered 59 A320 • 12 C-Checks • 17 AD Inspection	98%	100%	Mature contract
CUSTOMER B	Delivered 23 A320 • Interior Modifications Delivered 32 B737-800 • New Antenna Installations	98%	99%	New Contract
CUSTOMER C	Delivered 15 A320 • C-checks, inductions, and lease returns	80%	98%	New Contract Initial learning curve in January

## PEMCO Announces Stellar 2015 Results



The AMT Curriculum Hasn't Changed in 45 Years. Tell The FAA It's Time



Who Was Really in Command of Malaysian Flight 17?

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### AIRCRAFT

## Embry-Riddle to Offer Aviation Logistics, Supply Chain Management Short Course in June

March 16, 2016

From *EMBRY-RIDDLE AERONAUTICAL UNIVERSITY*

The course, Aviation Logistics and Supply Chain Management, will run from June 8 to 9 at Embry-Riddle's Daytona Beach Campus.



## OK'd for American Champion Scout

March 16, 2016

From *HARTZELL PROPELLER INC.*

The Hartzell 80-inch, swept two-blade, advanced structural composite Trailblazer prop replaces either the two-blade aluminum Hartzell, or the two-blade wood core propeller, available on Scouts from the factory.

### ENGINES & COMPONENTS

## West Star Aviation Is An Authorized Dealer And Installation Facility of eABS System

March 16, 2016

From *WEST STAR AVIATION*

The system offers enhanced tire protection, tactical feedback, smoothness in adverse conditions, and Low-Speed Cut-Out.

### ENGINES & COMPONENTS

## Continental Motors Group Appoints Jamerio Vinson as Director of Quality

March 16, 2016

From *CONTINENTAL MOTORS GROUP*

Vinson will lead the integration of the Quality Management Systems currently in place among the various companies and divisions operated by Continental Motors Group around the globe.

### AIRCRAFT

## Voyageur Aviation Establishes Voyageur Aerotech Inc. As New Maintenance and Engineering Company

March 16, 2016

Voyageur is based in North Bay, Ontario and operates from its 200,000 square foot maintenance facility that accommodates all regional and narrow body aircraft types.

March 16, 2016

From *PEMCO WORLD AIR SERVICES*

MRO hours increased 24% on a year-over-year basis. As a percentage of sales, Gross Profit Margins improved by 45%.

### ENGINES & COMPONENTS

## GE Aviation Receives U. S. Army Contract to Develop Silicon Carbide Power Electronics

March 16, 2016

The \$2.1 million contract consists of an 18-month development program to demonstrate the benefits of GE's Silicon Carbide MOSFET technology combined with Gallium Nitride (GaN) devices in a 15 kW, 28VDC/600VDC Bi-directional Converter.

### AIRCRAFT

## UAV Test-flight to Be Arranged for HeliRussia 2016 Visitors

March 16, 2016

From *HELIRUSSIA*

Specialists from Danfuture will assist with test-piloting; they will show participants the basics of the modern drone piloting and will tell about the training process.

### ENGINES & COMPONENTS

## Sabreliner Aviation Hits Major Milestone in AeroVue Integrated Flight Deck Program for Citation 560

March 16, 2016

The AeroVue integrated flight deck program moves forward at full speed with an anticipated completion date of December 2016.

### ENGINES & COMPONENTS

## TAT's Wholly-owned Subsidiary Turbochrome Ltd. Has Signed a 15 Year Agreement with Pratt &

## Industry Groups Drive On-Demand Air Carrier Training Changes

March 16, 2016

From *NATIONAL AIR TRANSPORTATION ASSOCIATION (NATA)*

The AC & CT WG recommended a Training Standards Board, consisting of contract training providers, original equipment manufacturers, operators and the FAA, develop a standardized recurrent training program for each aircraft type.

### AIRCRAFT



## Piper Names Legacy Flight Training as Exclusive M600 Training Provider

March 16, 2016

From *PIPER AIRCRAFT*

Legacy will provide pilot and maintenance training for the Piper M600, the newest member of the M-Class family, which product was publicly announced in May of 2015.

### ENGINES & COMPONENTS

## Duncan Aviation Appoints New Avionics and Instrument Manager

March 16, 2016

## Whitney Military Engines

March 16, 2016

Turbochrome will provide certain repair services to Pratt & Whitney of the F100 229 engine, parts and components on the engines installed on F-15I and F-16I aircraft operated by the Israel Air Force.

AIRPORTS



## Court Action Filed to Halt Detroit Airport Plan for Disabled Bus Stops

March 16, 2016

March 16--A federal judge is weighing whether to issue a temporary restraining order against a Wayne County Airport Authority plan for what disability advocates claim would create "segregated bus stops." Both sides faced off today arguing

AIRPORT TECH & SECURITY

## Phoenix-Mesa Gateway Airport Authority Selects AirIT to Continue Growth

March 16, 2016

From AIR-TRANSPORT IT SERVICES, INC. (AIRIT)

AirIT announced that the Phoenix-Mesa Gateway Airport Authority in Mesa, Ariz., has selected AirIT's integrated suite of airport IT solutions to facilitate continued growth as a key regional economic engine. Phoenix-Mesa Gateway Airport (AZA...

From DUNCAN AVIATION

Brian Leffers is the new Avionics and Instrument Manager at Duncan Aviation's avionics and instruments repair facility located in Lincoln, NE.

ENGINES & COMPONENTS

## Avidyne Announces Wireless Connectivity with ForeFlight

March 16, 2016

From AVIDYNE CORPORATION

Initial connectivity will allow iPads with the newly-announced ForeFlight version 7.6 to wirelessly receive and display GPS position and flight plan information from Avidyne's IFD540/440 units running the current v10.1 software.

ENGINES & COMPONENTS

## Textron Systems Electronic Systems Celebrates a Continued eCASS Partnership With Lockheed Martin and U.S. Navy

March 16, 2016

The eCASS program supports the preparedness of critical aircraft systems including weapons, avionics and navigation, which are utilized to provide automated testing abilities at sea and ashore.

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March 14--Walt Disney Co.'s move to lift prices at Disneyland and its other theme parks on busy days was a novel step for the entertainment giant, but the news made perfect sense to Robert Crandall.

The former chairman of American Airlines employed a version of the same tactic nearly 40 years ago when Crandall pioneered "super-saver" fares, with ticket prices constantly being adjusted based on seat availability, passenger demand and how far in advance customers made reservations.

What Crandall did then, and what Disney is doing now, is part of what's called "dynamic" or "surge" pricing, and the practice is rapidly spreading in both the private and public sectors. Prices of baseball-stadium seats and metered parking spaces increasingly are shifting with the up-to-the-minute ebb and flow of supply and demand.

Disney and others took "the same principles we had and applied them to their businesses," the 80-year-old Crandall, now retired in Florida, said in an interview.

Under Disney's new policy announced last month, visitors to Disneyland and its other parks pay prices ranging from a 4% discount from regular prices on low-demand days to a 20% increase on the busiest days. Universal Studios Hollywood also has launched a form of dynamic pricing.

They're hardly alone.

The ride-sharing services Uber and Lyft charge higher rates Saturday nights and at other peak times of demand. Sellers on Amazon.com and other e-commerce sites are using dynamic pricing more and more to match their inventories with demand. Prices of toll lanes on Southern California freeways move up and down in tandem with traffic.

"The time has come" for expanded use of rapid price changes to match demand, said Greg Loewen, chief executive of Digonex Technologies Inc., an Indianapolis provider of dynamic-pricing services. "It's

## AIRLINES

### AIRLINES



**Blame the Airline Industry for Disney's Higher Ticket Prices**

### AIRLINES

**Delta to Begin Daily Service Between Los Angeles and Beijing**

### AIRLINES

**Gogo Partners with China's Shareco Technologies to Supply In-flight Connectivity on 50 Aircraft**

one of the areas where companies, even big ones, have been making [pricing] decisions mostly on gut feel and past practice."

Why is the pricing approach spreading now, so long after Crandall first used the tactic?

Because advances in computer power, demand-tracking sensors, software with pricing algorithms and other technologies have made it easier for companies and government agencies to forecast how

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Feb. 27--Vanessa Jackson was already nervous about making her first flight in more than a decade, and waiting in an extremely long slow-moving line to get through security Friday morning at Minneapolis-St. Paul International Airport didn't make the experience any easier.

She was in the back of the line, which at 5:30 a.m. stretched from the new checkpoint on the terminal's north end to escalators in the middle of the lobby, around them and back toward the checkpoint to avoid merging with a line for the south checkpoint in the opposite direction that was just a few feet away.

"This is crazy," said Jackson, who was trying to make a 6:40 a.m. flight on Spirit Airlines. "I told [the desk agent] I was going to Chicago, and she said 'good luck.' I asked why, and she said 'I don't know if you'll make it to your gate.' "

Since the TSA last week consolidated six screening checkpoints into two in an effort to speed up the security process and make it more efficient, the move has brought complaints, frustration and longer lines. Indeed wait times sometimes have been twice as long as normal, the TSA confirmed.

The number of lanes was supposed to stay the same -- at 16 -- but not all of them have been used. On Friday, only seven of the 10 lanes in the north checkpoint were in service. That left many passengers Friday morning sweating it out as some wait times stretched to 47 minutes, said TSA spokeswoman Lorie Dankers.

Nor is relief expected soon. Airport officials say travelers should expect such waits until the end of March when spring break travel should start to subside. Until then, airport officials have advised travelers to arrive at least two hours early to allow enough time to park, print boarding passes, check baggage and pass through security screening.

"I've never seen a line like this before," said Stephanie Declercq, of Lansing, Mich., who was on her way to Las Vegas and hoping for luck to roll her way. "Detroit is not this bad. Washington, D.C., is not this bad. I would hate to see what it was like before it was efficient if this is efficient."

#### AIRPORT TECH & SECURITY

##### AIRPORT TECH & SECURITY



### Long Security Lines Rankle Passengers at MSP

##### AIRPORT TECH & SECURITY

### Pilot Loses Gun at Airport; Janitor Arrested

##### AIRPORT TECH & SECURITY

### Ex-Norfolk Airport Baggage Handlers Sentenced for Stealing from Luggage

Others took to social media to express their displeasure.

"Admit that your change to the security screening is WRONG. Change it back," read one tweet.

"Sounds like you have really screwed up security," tweeted Michael Hess. "It used to be pretty efficient

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#### GROUND HANDLING

##### GROUND HANDLING



**Most Airline Baggage Systems Rely on Hope, Not Tracking**

##### GROUND HANDLING



**BEUMER Group awarded an extended Operation &**

##### GROUND HANDLING



**Ex-Norfolk Airport Baggage Handlers Sentenced for Stealing**

Feb. 21--DEAR TRAVELER -- Southwest Airlines lost my luggage somewhere between Lubbock, Texas and Denver. Baggage claim agents said they had no idea where it was. They "hoped" it was on the next flight, but they weren't sure. Don't all airlines have live tracking of baggage these days? They didn't. I eventually got my bag 16 hours later, but it was nerve-wracking. -- Wayward luggage

Dear Wayward: The only U.S. airlines to offer real-time, live baggage tracking are Delta Air Lines and American Airlines. It is a great feature; for instance, you can sit on your flight before takeoff and check the Delta app to confirm that, yes, your checked bag is safely in the cargo hold. If your suitcase doesn't make it, you can check the app or an agent easily can see where your suitcase actually is. All other airlines work on the "hope" system like Southwest. You make a lost luggage claim -- and they hope it shows up.

The industry trade group International Airline Travel Association (IATA) has passed a resolution urging all airlines to have in place a live baggage tracking system by 2018. We shall see.

Dear Traveler: I had a ticket for a Delta flight and drove to Detroit Metro Airport, but I could not find the McNamara Terminal parking deck. I drove around and parked on the 5th floor of the Blue Deck at the North Terminal. I finally found the shuttle that got me back to the other terminal and still had 30 minutes before take-off, which sounded like plenty of time to me. But Delta said I was too late to check in, so I missed the flight. Where is the parking for McNamara, and how early are you supposed to get to the airport? -- Sadder and No Wiser

Dear Sadder: Infrequent fliers should get to the airport 1 1/2 to 2 hours early. Experienced travelers still need to be inside the terminal and checking their bags at least 1 hour ahead of their flights. That means leaving home early enough to navigate all possible delay points: freeway traffic, parking, bag-check, security checks, walking to your gate.

Parking for the McNamara Terminal is on the departures level across from the terminal entrance. Make a sharp left into the parking deck. Choose either long-term or short-term parking, park your car, then walk across the bridge to the terminal. The cost is \$23 a day. A better, cheaper bet is the Green Lot (\$11



a day) or off-site parking like Airlines Parking or Park n Go. Never, ever park in the Blue Deck if you are new to the airport and flying out of the McNamara Terminal. It is just too big and complicated.

Dear Traveler: What should you do if an airline raises the price of a ticket while you are in the middle of

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## AIRLINES

**The Big Three U.S. Airlines Have A Lot To Answer For**

## AIRCRAFT

**Nordic Aviation Capital to Acquire Regional Jet Leasing Specialist Jetscape Aviation Group**

## AIRLINES

**Leading Iranian Airlines to Deliver Fleet Development**

## AIRLINES

**Gulf Airlines Out in Force at Indian Aviation 2016**

March 9, 2016, WASHINGTON, DC – The Business Travel Coalition (BTC) today placed recent airline industry developments in context for U.S. lawmakers as they move to reauthorize the Federal Aviation Administration (FAA).

In a letter this week to American Airlines CEO Doug Parker, his pilots called out a toxic, anti-customer culture stating, "Candidly, the new American Airlines product is outright embarrassing and we're tired of apologizing to our passengers." United Continental's boardroom is also in revolt this week over continued operational problems and is likely headed for a proxy fight. And Delta Air Lines disparages our Middle Eastern Open Skies partners with a deeply flawed and widely refuted White Paper concerning Emirates Airline, Etihad Airways and Qatar Airways (the "Gulf Carriers").

**What's going on?**

American Airlines, United Airlines and Delta Air Lines (the "Big Three") generated record profits in recent years. With such generally embarrassing products, service and employee relations the only conclusion that can be drawn is that the unparalleled profits have been generated through thousands of newly monopolized markets due to radical industry consolidation. In addition to tacit coordination on pricing, fees and policies - cited by the U.S. Department of Justice - buoying these profits is the blocking for 2 years of Norwegian Air International's application to serve the U.S. and the scorched earth campaign against the Gulf Carriers, which together have no doubt signaled to other foreign carriers not to attempt to offer new competitive choices and alternatives to U.S. consumers.

In stark contrast, International Airlines Group (IAG) had record profits in 2015 as well and is the largest trans-Atlantic airline group and has the most to protect. However, it rejects the Big Three's commercial protectionism. In blistering comments to the U.S. Department of Transportation about the Big Three's demand for protection, the group stated, "IAG disputes the evidence and conclusions that unfair subsidies are being provided by the Gulf States to the Gulf airlines contained in the White Paper prepared by American, Delta and United. IAG believes the evidence and therefore the conclusions to be unreliable and wholly inappropriate as a means of informing important government policy decisions. The White Paper's arguments should be rejected as a return to international aviation policies that protect airlines from competitors instead of fostering competition." (<http://btcnews.co/1UebcFv>)

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