GSP INTERNATIONAL AIRPORT
ROGER MILLIKEN FIELD

AGENDA

Greenville-Spartanburg Airport Commission Regular Meeting
Greenville-Spartanburg International Airport Board Room
Monday, March 19, 2018
9:00 a.m.

*** NOTE TO ALL PUBLI C 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 8, 2018 Regular Meeting Minutes (document)
B. Approval of Amendment to the Exempt Employee Benefit Program Policy (Section 216.05) in the Human Resources Policies and Procedures Manual (document)

III. PRESENTATIONS:

A. Proposed Enterprise Resource Planning (ERP) Implementation (document)

IV. OLD BUSINESS: None

V. NEW BUSINESS:

A. Approval of the Cargo Apron Project (document)
B. Approval of the Final Rankings for Development Services on the Air Cargo Facility Phase I Project (document)
C. Approval of the Fuel Farm Expansion Project (document)
D. Approval of the Ground Support Equipment (GSE) Purchase for Cerulean Commercial Aviation (document)

VI. PRESIDENT/CEO REPORT:

A. Aviation Industry Update
B. Omnibus Bill
C. U.S. Chamber of Commerce Aviation Summit
D. 2018 Airport Revenue News (ARN) Conference

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 2018 – Traffic Report (document)
B. January 2018 – Financial Report (document)
C. February 2018 – Development/Project Status Report (document)
D. February 2018 – Communications and Governmental Affairs Report (document)
E. February 2018 – Commercial Business and Marketing Report (document)
F. February 2018 – OSHA Reportable Injury Report (document)
G. Industry Presentation(s)/Article(s) of Interest (document)
H. Potential Items for the Next Regular Scheduled Commission Meeting:

- FY 2018-2019 Budget and CIP
- Airline Rates and Charges
- GSP Strategic Business Plan

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 8, 2018

The Greenville-Spartanburg Airport Commission met on January 8, 2018 at 9:00 a.m. in the Greenville-Spartanburg District Office Board Room located at 500 Aviation Parkway Greer, South Carolina 29651. The public and media were given proper notice of this meeting, under applicable law. This was a regular, non-emergency meeting.

MEMBERS PRESENT: Minor Shaw, Hank Ramella, Bill Barnet, Doug Smith, Leland Burch, and Valerie Miller

MEMBERS NOT PRESENT: None

STAFF AND LEGAL COUNSEL PRESENT: David Edwards, President/CEO; Kevin Howell, Senior Vice President/COO; Basil Dosunmu, Senior Vice President/CFO; Scott Carr, Vice President Commercial Business and Properties (Environs Area Administrator); Rosylin Weston, Vice President Communications; Marsha Madore, Human Resources Director; Neil Mitchell, Police Officer; Alan Sistare, Fire Chief; Nathan Garner, Director Cerulean Aviation; Dane Slaughter, Facilities Director; Betty O. Temple, WBD; Stefanie Hyder, Executive Assistant/Recording Secretary

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

CALL TO ORDER: Chair Minor Shaw called the meeting to order at 9:05 a.m.

CONSENT AGENDA: A motion was made, seconded, and unanimous vote received to approve the regular meeting minutes from the November 20, 2017 Commission Meeting.

PRESENTATIONS:

A. GSP Succession Planning Process Overview

Succession planning has become a leading topic of discussion and as follow-up to the GSP Executive Staff Retreat in November 2017, Dr. Van Beek of Steer Davies Gleave (SDG) kicked off this Commission meeting discussing the relationship between succession planning and the ongoing work with the strategic business plan.

At the off-site retreat, Staff reviewed succession planning challenges and picked a target date of 2024 when some of these challenges are expected to surface. Some of those challenges include passenger growth and the impact on infrastructure, Cerulean Aviation, and airlines and customer expectations in the aviation industry. As a result, the expectations in GSP leadership, division of labor, and succession planning will change as well.

Airports have become more commercial, self-sufficient and competitive. Airports have updated their strategic business plans to correspond to challenges with jobs, staff, labor market, and labor pool. Airport succession planning must protect the airport's continuity of operations by ensuring positions are staffed with high quality professionals, and must align with changes in the management structure. Industry-wide, 80% of senior staff is eligible to retire.

The succession planning process at GSP includes identifying key strategic and technical positions, aligning the process with organization and staff changes, conducting a baseline assessment of GSP's challenge (retirement dates of incumbents), and devising organizational strategies to address the challenge.

Mrs. Marsha Madore provided a brief presentation reviewing GSP's approach to succession planning and updated the Commission on the District's view of this issue. The process involves determining the depth of identifying talent and the level of leadership in nominating succession candidates, and the degree of confidentiality. Mrs. Madore further elaborated on the 9 Block Chart which is a standard in succession planning and used to name succession candidates, a color-coded GSP organizational chart used to indicate the readiness level of succession candidates, and lastly a snapshot that revealed GSP retirements within the next 10 years.

The Commission inquired about the role of Commissions at other airports as well as risk. Dr. Van Beek responded that typically succession planning is accomplished at the Staff level with updates being given to Boards/Commissions. Mr. Edwards suggested that succession planning be listed as an agenda item at the next annual Audit Committee meeting in the spring. Additionally, Mr. Edwards suggested that GSP Commission members discuss succession as it applies to the Board.

B. GSP Cargo Apron and Cargo Facility Project Update

Mr. David Edwards, President/CEO, prefaced Mr. Kevin Howell's, Senior VP/COO, presentation with the need for additional ramp space to handle cargo growth as well as a process that Staff plans to move forward to engage a private development to partner (P3) with GSP on the cargo building side. The intent is to request approval to move forward on these following action items at the March Commission meeting. Mr. Edwards noted that he and Mr. Howell recently visited Senator International operations at Frankfurt-Hahn and Senator has indicated a need for building space no later than the end of first quarter 2019.

Mr. Kevin Howell recapped 2017 cargo results. In the first full year of the Senator International/GSP operation, GSP handled 120 flights, moved nearly 20 million pounds of import and just over nine million pounds of export, in addition to servicing 700 Hot Shots (over two million pounds offloaded and 2.3 million pounds on loaded). Mr. Howell noted that Senator and Hot Shot flights contributed three million gallons to the fuel volume. In the first year as Cerulean Aviation, Commercial and GA, GSP processed over 13.8 million gallons

including three million gallons related to cargo. In 2018, Senator International will begin a schedule of three flights per week.

For the past several months, Staff has been working with WK Dickson on the Design phase of what has been referred to as the midfield cargo apron, or the 75-acre site just south of the existing FedEx facility. Key components of the project will require the District to extend Gateway Drive as well and utilities to the site. The apron will have to have a taxiway connector back to taxiway Lima. Phase I will consist of the construction of 13 acres of a new cargo apron which will have the capability to accommodate two (2) 747 800's simultaneously or one (1) 747 and several narrow-body aircraft next to it.

The current 90% estimate by WK Dickson is priced at $17M for Phase I. This project is 90% eligible ($15.3M) for AIP funding. That leaves a balance of $1.7M. Staff has been working with FAA on this project since 2016. Staff was originally seeking $11M in discretionary funding to go with $4M in entitlement money. Based on recent conversations, the District is programmed to receive the normal $4M in entitlements and $7M in discretionary, leaving the District $4M short. There is the potential of another million in discretionary funding as well as year-end fall out money. The $17M includes site prep on the entire 75-acre site (only building out 13 acres now) and storm drainage for the entire build out. To reduce costs, one option is to scale back on site prep and storm drain work.

The Phase 1 building proposals are for a 100,000 SF cargo warehouse with 10,000 SF support space which would be connected to the new cargo apron. As mentioned earlier, Senator International has already requested space, specifically 50,000 SF. Both Cerulean and GSP as a ground handler and warehouse operator need 50,000 SF.

The District is looking for a private development partner (P3 arrangement). The RFP is scheduled to be posted this week. With a P3 arrangement, the District would not need to spend capital reserves. The District could bring in a development partner who would lease the space to the District for a certain period of time or the District could go out and acquire debt service or use capital reserves. The District wants a buy-out option in the agreement as well as a single or multi-tenant option. Staff plans to make a recommendation at the March 2018 Commission meeting. The goal is to be complete by Q1 2019.

Commissioners asked about the estimated costs for the cargo building, restrictions with a private development partner, potential cash flow with leasing options, quotes from local developers, cost comparisons, and security during construction. Mr. Howell responded with estimated costs ($15-20M) and Mr. Edwards referenced the construction cost ($10M) associated with the 120,000 SF FedEx Facility that was built in 2000. Mr. Howell does not foresee restrictions. The RFP is an open, public process and Staff will provide cost comparisons. Mr. Howell reminded the Commission that Staff will provide a ranked list of proposers at the March 2018 Commission meeting. Mr. Howell discussed security plans as well.

OLD BUSINESS: None

NEW BUSINESS: None

PRESIDENT/ CEO REPORT:

Aviation Industry Update:
The biggest item being discussed is related to the PFC increase which is part of an appropriations bill out of the Senate. While Congressman Sanford has requested this be removed from the Bill, colleagues in Charleston are weighing in heavily and the District continues to communicate with Legislative Delegation at the Federal level. Planned retirements in Congress are occurring and Congressman Bill Shuster, who has been advocating privatization of air traffic control, will not seek re-election. We are still in a continuing resolution on the existing FAA reauthorization which continues through the end of March.

Lyft, Inc. at GSP:
Lyft, Inc. has been approved to operate at GSP.

139 Certification Program Update:
GSP underwent its Part 139 Certification in November-December 2017. The District has not received the final letter from the FAA indicating a no discrepancy inspection due to one outstanding item relating to electrical circuits on the airfield needing to be separated. The District received a clean audit on the fueling side. ARFF records were clean with no discrepancies.

FAA to Conduct AFTIL Study:
FAA is going to conduct an AFTIL study. GSP participated in this study related to air traffic control tower sighting approximately six to seven years ago. At that time, the District paid for a new sighting study and attended the site meeting at the FAA Technical Center in NJ. Most recently, the FAA has decided to look at a new tower and the previous study is now obsolete. GSP will not pay for the study this time, but will engage in that process again at the FAA Technical Center in the spring.

INFORMATION SECTION: None

COMMISSIONER'S REPORT:

Mr. Ramella complimented Staff on the cleanliness and look of the Terminal.

Mr. Burch encouraged the Commissioners to attend the Washington Legislative Conference in March.

It was noted that the Commissioners Conference is in Las Vegas on May 6-8, 2018.

ADJOURNMENT:

There being no further business, a motion was made, seconded, and unanimous vote received to adjourn the meeting. The meeting was adjourned at 10:20 a.m. The next meeting is scheduled for March 19, 2018 at 9:00 a.m.

SIGNATURE OF PREPARER:

_____

Stefanie Hyder

GSP INTERNATIONAL AIRPORT
ROGER MILLIKEN FIELD

MEMORANDUM

TO: Members of the Airport Commission

FROM: Marsha Madore, Human Resources Director

DATE: March 19, 2018

ITEM DESCRIPTION - Consent Agenda Item B

Approval of Amendment to the Exempt Employee Benefit Program Policy (Section 216.05) in the Human Resources Policies and Procedures Manual

BACKGROUND

Section 216.05 Exempt Employee Benefit Program

The Exempt Employee Benefit Program consists of Professional Leave, Medical Reimbursement, and Administrative Leave. The Annual Medical Reimbursement section of the Exempt Employee Benefit Program Policy (Section 216.05) was amended to clarify the time in which exempt employees could request reimbursement for a calendar year to enable them to reimburse expenses for the last two weeks of the year.

ISSUES

The Annual Medical Reimbursement section of this policy stated that expenses could be reimbursed for the calendar year, but the deadline of December 15th prohibited the ability to request reimbursement for expenses incurred during the last two weeks.

ALTERNATIVES

None recommended

FISCAL IMPACT

None

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission approve the amendment to the Exempt Employee Benefit Program Policy (Section 216.05) in the Human Resources Policies and Procedures Manual as presented.

Attachment

SECTION 216.05 – EXEMPT EMPLOYEE BENEFIT PROGRAM

OBJECTIVE

To identify and define the additional benefits available for Full-time exempt employees ("Exempt Employee Benefit Program") of GSP District.

METHOD OF OPERATION

General

The Exempt Employee Benefit Program is designed to aid in attracting and retaining highly competent management and professional Full-time personnel. This procedure outlines specific benefits established for each exempt employee, broken out by Salary Levels.

Definitions

Salary Levels 9 and higher: The President/CEO and other management personnel.

Salary Levels 6, 7 and 8: Management personnel.

Salary Levels 3, 4, and 5: All other exempt personnel.

Exempt Employee Benefit Program

The Exempt Employee Benefit Program consists of Professional Leave, Medical Reimbursement and Administrative Leave.

Professional Leave

A specified number of additional leave hours during each calendar year are granted to Full-time employees in the Exempt Employee Benefit Program as follows:

Salary Levels 9 and higher	40 hours/year
Salary Levels 6, 7 and 8	24 hours/year
Salary Levels 3, 4, and 5	16 hours/year

Professional Leave may not be carried over from year to year; however, following each calendar year, the employee receives a cash bonus of fifty percent (50%) of the unused Professional Leave, based on the employee's hourly rate as of the date of payroll processing payment shall be made on or before March 15 of the following year.

An employee must be employed for 180 days as an Exempt Employee in a particular job category to be eligible for Professional Leave in that category. An employee must be on the active payroll January 1 in order to receive fifty percent (50%) of the unused Professional Leave from the prior calendar year. An employee hired and/or transferred into the job categories listed above on July 1 or after is not eligible for Professional Leave that year.

Example: Employee hired on 6/30/09 will receive Professional Leave benefit on 12/30/09. Since the deadline for using Professional Leave is December 31 of each year, the employee will be paid 50% of the value of the Professional Leave as long as the employee is on the active payroll on 1/1/2010.

The President/CEO, after consultation with the senior official of the department, may authorize use of Professional Leave prior to the end of 180 days on a case-by-case basis.

At the beginning of each calendar year, Exempt Employees above are awarded the appropriate number of hours. As the employee uses an hour, it is reported on the payroll and deducted from the employee's available Professional Leave hours. Minimum charge for Professional Leave is one (1/2) hour.

Employees moving from one Exempt Employee category listed above to another after July 1 receive the benefits of the former category for the remainder of the calendar year. An employee transferring out of Exempt Employee categories listed above forfeits any unused benefits.

Unused Professional Leave is forfeited when District employment ends.

Annual Medical Reimbursement

Full-time employees in the Exempt Employee Benefit Program salary levels listed above have an additional reimbursement equal to the annual deductible on the State Standard Health Plan available each calendar year for non-insured personal medical expenses, (e.g., annual physical examination, eye examination and glasses, dental work, drug co-pays, etc.).

This reimbursement does not accrue. If the entire annual amount is not used within each calendar year, the remainder is forfeited. Request(s) for reimbursement must be submitted ~~no later than~~within the current calendar year with a grace period for submission until ~~December~~ January ~~1~~5th of ~~each year~~the following year. Requests submitted to ~~payroll~~ accounts payable after ~~December~~ January ~~1~~5th are automatically forfeited for ~~that~~ the previous calendar year. A new employee has to be hired before October 1st to be eligible for this benefit. If an employee is hired on or after October 1st, they will be eligible to receive this benefit in the next calendar year. This reimbursement may be used toward meeting the employee's deductible on the District's group health insurance plan.

Expenses are submitted during the calendar year in which they are incurred. Receipts stipulating the purpose of expenditures and certification that this expense was not paid for by an insurance

company are submitted with the Medical Reimbursement Form for approval, and payment to the employee.

Administrative Leave

Inasmuch as members of the Exempt Employee Benefit Program are paid on an annual salary basis and are not eligible for any overtime or compensatory time, they may be granted administrative leave for a period of no more than two (2) hours per usage, unless approved in advance at the discretion of the President/CEO. This administrative leave is not chargeable to sick, vacation or professional leave.

Administration of Plan

The HR Manager or designee is responsible for the administration of the Exempt Employee Benefit Program.

Forms

Medical Reimbursement Form

APPROVAL AND UPDATE HISTORY	
Approval	Amended: ~~5/18/2015~~3/19/2018
Supersedes	Amended: 5/18/2015
~~**Supersedes**~~	Scrivener Clarification: 5/14/2012 Scrivener Clarification: 6/1/2011 Scrivener Clarification: 3/9/2011 Scrivener Clarifications: 7/15/2010 Original: 11/9/2009

GSP INTERNATIONAL AIRPORT
ROGER MILLIKEN FIELD

MEMORANDUM

TO: Members of the Airport Commission

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

DATE: March 19, 2018

ITEM DESCRIPTION – Presentation Item A

Proposed Enterprise Resource Planning (ERP) Implementation

SUMMARY

GSP Airport District has engaged Cherry Bekaert LLP Technology Solutions Group to assist with the ERP assessment, solutions selection, and implementation oversight. This project is multi-faceted and extensive, and will be implemented in phases.

A brief presentation will be provided reviewing the proposed ERP implementation at GSP.

GSP INTERNATIONAL AIRPORT
ROGER MILLIKEN FIELD

MEMORANDUM

TO: Members of the Airport Commission

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

DATE: March 19, 2018

ITEM DESCRIPTION - New Business Item A

Approval of the Cargo Apron Project

BACKGROUND

The planned new Cargo Apron Project includes the construction of a new cargo apron to be located south of the existing FedEx facility. The Phase 1 Apron will be capable of accommodating up to two (2) 747-800 aircraft simultaneously and includes a taxiway connector to TW L and high-mast LED apron lighting. The engineering/design documents for the new cargo apron were completed by WK Dickson in February and the project was publicly bid. Six (6) bids were received. A bid tab summary is attached for reference.

ISSUES

The construction phase budget and funding plan requires Commission approval for Staff to execute the project. The apparent lowest responsive bidder is McCarthy Improvement Company (McCarthy).

ALTERNATIVES

The only alternative at this time is to not build the new cargo apron. Staff does not recommend that at this time.

FISCAL IMPACT

The Cargo Apron Project is 90% eligible for Airport Improvement Program (AIP) grant funding. Ninety percent (90%) of the construction contract (based on the McCarthy base bid plus additive alternate #1) and the construction phase engineering/RPR

services would total $13,611,849.10. If funded at the 90% eligible level, the District's 10% share would total $1,512,427.68. Project contingency is not included in the numbers outlined above.

In addition to annual entitlement funding received by GSP (approximately $4M), the ADO has allocated an additional $7M in discretionary funding for the project (total of $11M funding). Staff is continuing to work with the ADO on securing additional funding in order to fully fund the 90% eligible share in the current federal fiscal year.

Due to the current status of FAA reauthorization and the pending actions of the U.S. Congress, the status of the final grant is not 100% certain. Due to timing from Congress and the FAA, it may be necessary for the District to fund a portion of the project until grants are finalized.

Any portion of the 90% eligible share that is not funded this year by entitlement or discretionary AIP funding will be eligible for future reimbursement through annual AIP entitlement funds. Airport sponsors cannot use discretionary AIP grant money for reimbursement after the work is completed.

If additional discretionary funding is not secured this year, the District may need to temporarily fund up to an additional $2,611,849.12 until it can be reimbursed in a future AIP entitlement grant.

The project includes a phasing plan which will allow work to start without exceeding the entitlement funds until discretionary grants are released. If for any reason AIP discretionary grants are not released by the ADO, the project will have stop work options to consider at that time.

The construction phase budget for the Cargo Apron Project includes:

Phase 1 Apron Construction Contract:	$14,424,276.80
Construction Phase Engineering/RPR Services:	$ 700,000.00
Project Contingency (10%):	$ 1,512,427.68
Total:	$16,636,704.48

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to (1) approve the Cargo Apron Project with a construction phase budget of $16,636,704.48; (2) authorize Staff to award the construction contract to McCarthy Improvement Company; (3) authorize the CEO and/or CFO to make the necessary budget amendment(s); and (4) authorize the President/CEO to execute all necessary documents for the project and associated AIP grant(s).

Attachment

BID TABULATION
New Cargo Area Development
Greenville Spartanburg International Airport
BID DATE: March 6, 2018
WKD Project No. 20160264.00.CA

ITEM NO.	SPEC SECT	DESCRIPTION	QTY	UNIT	McCarthy Improvement Company 5401 Victoria Ave Davenport, IA 52807 License No. G114500		GLF Construction Corp. 1428 Brickell Ave Ste 700 Miami, FL 33131 License No. G105000		Morgan Corp. 1800 East Main St Duncan, SC 29334 License No. G10066		Anthony Allega Cement Contractor, Inc. 5585 Canal Road Valley View, OH 44125 License No. G117283		Hi-Way Paving, Inc. 4343 Weaver Ct. North Hilliard, OH 43026 License No. G95780		Kiewit Infrastructure South Co. 450 Dividend Drive Peachtree City, GA 30269 License No. G113576	
					UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL
Schedule I																
1.	GP-105	Mobilization	1	LS	1,021,000.00	1,021,000.00	853,000.00	853,000.00	1,000,000.00	1,000,000.00	2,821,469.94	2,821,469.94	900,000.00	900,000.00	4,182,281.00	4,182,281.00
2.	P-152	Rock Excavation	15,000	CY	15.00	225,000.00	31.00	465,000.00	25.50	382,500.00	78.28	1,174,200.00	29.00	435,000.00	38.00	570,000.00
3.	P-152	Unsuitable Material Offsite Disposal and Offsite Borrow	5,000	CY	25.00	125,000.00	10.00	50,000.00	11.50	57,500.00	35.59	177,950.00	15.00	75,000.00	12.00	60,000.00
4.	P-152	Geo Grid	2,000	SY	10.00	20,000.00	4.00	8,000.00	4.00	8,000.00	5.09	10,180.00	5.00	10,000.00	5.00	10,000.00
5.	P-155	Stale Mix Asphalt, Surface Course	1,435	TN	130.00	186,550.00	120.00	172,200.00	134.00	192,290.00	132.48	190,108.80	110.00	157,850.00	150.00	215,250.00
6.	P-155	State Mix Asphalt, Intermediate Course	873	TN	120.00	104,760.00	105.00	91,665.00	128.00	111,744.00	126.45	110,390.85	105.00	91,665.00	132.00	115,236.00
7.	P-155	1'-6" Curb and Gutter	2,396	LF	22.00	52,712.00	21.00	50,316.00	22.00	52,712.00	27.31	65,434.76	26.00	62,296.00	30.00	71,880.00
8.	P-156	Temporary Construction Entrance	1	EA	5,000.00	5,000.00	5,000.00	5,000.00	4,300.00	4,300.00	7,515.03	7,515.03	6,000.00	6,000.00	6,000.00	6,000.00
9.	P-156	Temporary Filter Sock	4,479	LF	7.00	31,353.00	7.00	31,353.00	6.00	26,874.00	5.44	24,365.76	5.00	22,395.00	9.00	40,311.00
10.	P-156	Temporary Diversion Ditch	662	LF	8.00	5,296.00	7.00	4,634.00	7.00	4,634.00	16.35	10,823.70	6.00	3,972.00	9.00	5,958.00
11.	P-156	Temporary Inlet Protection	48	EA	240.00	11,520.00	220.00	10,560.00	225.00	10,800.00	275.99	13,247.52	320.00	15,360.00	300.00	14,400.00
12.	P-156	Temporary Rock Pipe Inlet Protection	2	EA	2,200.00	4,400.00	2,000.00	4,000.00	2,000.00	4,000.00	485.35	970.70	1,500.00	3,000.00	3,000.00	6,000.00
13.	P-156	Erosion Control Matting	15,500	SY	2.00	31,000.00	2.00	31,000.00	1.50	23,250.00	1.52	23,560.00	1.26	19,530.00	2.50	38,750.00
14.	P-156	Temporary Seeding	60	AC	1,600.00	96,000.00	780.00	46,800.00	660.00	39,600.00	650.34	39,020.40	540.00	32,400.00	1,000.00	60,000.00
15.	P-156	Temporary Skimmer Basin No. 1	1	LS	35,000.00	35,000.00	320,000.00	320,000.00	315,000.00	315,000.00	370,195.88	370,195.88	200,000.00	200,000.00	400,000.00	400,000.00
16.	P-156	Temporary Skimmer Basin No. 2	1	LS	30,000.00	30,000.00	220,000.00	220,000.00	215,000.00	215,000.00	269,505.68	269,505.68	155,000.00	155,000.00	275,000.00	275,000.00
17.	P-156	Temporary Skimmer Basin (Dry Pond)	1	LS	48,000.00	48,000.00	100,000.00	100,000.00	75,000.00	75,000.00	57,874.18	57,874.18	50,000.00	50,000.00	100,000.00	100,000.00
18.	P-156	Temporary Check Dam	30	EA	450.00	13,500.00	400.00	12,000.00	400.00	12,000.00	394.87	11,846.10	300.00	9,000.00	500.00	15,000.00
19.	P-156	Rip Rap, Class A (18 inch depth)	23	SY	65.00	1,495.00	60.00	1,380.00	56.00	1,288.00	81.89	1,883.47	100.00	2,300.00	75.00	1,725.00
20.	P-156	Rip Rap, Class B (18 inch depth)	53	SY	65.00	3,445.00	60.00	3,180.00	56.00	2,968.00	78.28	4,148.84	100.00	5,300.00	75.00	3,975.00
21.	P-156	Rip Rap, Class C (36 inch depth)	341	SY	165.00	56,265.00	150.00	51,150.00	145.00	49,445.00	74.67	25,462.47	110.00	37,510.00	200.00	68,200.00
22.	P-163	Remove Existing Storm Pipe	146	LF	37.00	5,402.00	16.00	2,336.00	16.00	2,336.00	78.28	11,428.88	30.00	4,380.00	20.00	2,920.00
23.	P-163	Remove Existing Gravel Pavement	2,255	SY	10.00	22,550.00	3.00	6,765.00	3.00	6,765.00	3.17	7,148.35	4.00	9,020.00	3.00	6,765.00
24.	P-163	Full Depth Bituminous Pavement Removal	11,058	SY	13.00	143,754.00	5.00	55,290.00	7.50	82,935.00	2.44	26,981.52	3.00	33,174.00	5.00	55,290.00
25.	P-209	Crushed Aggregate Base Course	2,859	CY	78.00	223,002.00	41.00	117,219.00	73.00	208,707.00	73.81	211,022.79	75.00	214,425.00	90.00	257,310.00
26.	P-304	Cement-Treated Base Course (6" Depth)	65,987	SY	16.00	1,055,792.00	19.00	1,253,753.00	22.00	1,451,714.00	17.65	1,164,670.55	20.00	1,319,740.00	28.00	1,847,636.00
27.	P-304	Cement-Treated Base Course (8" Depth)	3,637	SY	27.00	98,199.00	21.00	76,377.00	28.00	101,836.00	22.56	82,050.72	25.00	90,925.00	35.00	127,295.00
28.	P-401	Bituminous Surface Course	1,138	TN	210.00	238,980.00	195.00	221,910.00	238.00	270,844.00	236.43	269,057.34	195.00	221,910.00	250.00	284,500.00
29.	P-501	B747-8 Nose Gear Tethering, Complete	2	EA	54,000.00	108,000.00	60,000.00	120,000.00	56,000.00	112,000.00	37,918.41	75,836.82	45,000.00	90,000.00	30,000.00	60,000.00
30.	P-602	Bituminous Prime Coat	3,088	GL	7.00	21,616.00	7.00	21,616.00	8.00	24,704.00	7.29	22,511.52	6.05	18,682.40	8.00	24,704.00
31.	P-603	Bituminous Tack Coat	1,802	GL	3.00	5,406.00	3.00	5,406.00	4.00	7,208.00	3.61	6,505.22	3.00	5,406.00	3.00	5,406.00
32.	P-620	Permanent Pavement Reflectorized Marking (White)	550	SF	2.70	1,485.00	2.50	1,375.00	3.00	1,650.00	3.01	1,655.50	2.89	1,589.50	12.00	6,600.00
33.	P-620	Permanent Pavement Reflectorized Marking (Yellow)	3,013	SF	3.00	9,039.00	3.00	9,039.00	4.00	12,052.00	3.61	10,876.93	5.06	15,245.78	12.00	36,156.00
34.	D-701	18" RCP, Class IV	416	LF	66.00	27,456.00	50.00	20,800.00	42.00	17,472.00	60.76	25,276.16	80.00	33,280.00	50.00	20,800.00
35.	D-701	36" RCP, Class IV	210	LF	120.00	25,200.00	110.00	23,100.00	106.00	22,260.00	125.25	26,302.50	160.00	33,600.00	130.00	27,300.00
36.	D-701	48" RCP, Class IV	2,145	LF	152.00	326,040.00	200.00	429,000.00	177.00	379,665.00	189.08	405,576.60	250.00	536,250.00	220.00	471,900.00
37.	D-701	60" RCP, Class IV	1,855	LF	250.00	463,750.00	320.00	593,600.00	312.00	578,760.00	278.20	516,061.00	350.00	649,250.00	390.00	723,450.00
38.	D-701	72" RCP, Class IV	518	LF	335.00	173,530.00	500.00	259,000.00	430.00	222,740.00	478.12	247,666.16	650.00	336,700.00	540.00	279,720.00
39.	D-701	84" RCP, Class IV	488	LF	535.00	261,080.00	700.00	341,600.00	675.00	329,400.00	696.83	340,053.04	850.00	414,800.00	850.00	414,800.00
40.	D-701	Rock Excavation for Pipe Trenching	1,000	CY	140.00	140,000.00	50.00	50,000.00	50.00	50,000.00	198.71	198,710.00	70.00	70,000.00	60.00	60,000.00
41.	D-701	Class B Trench Bedding, Stone Backfill	500	CY	43.00	21,500.00	70.00	35,000.00	67.00	33,500.00	134.89	67,445.00	70.00	35,000.00	85.00	42,500.00
42.	D-751	Remove Existing Drop Inlet	1	EA	2,175.00	2,175.00	3,000.00	3,000.00	2,600.00	2,600.00	8,044.94	8,044.94	1,000.00	1,000.00	3,500.00	3,500.00
43.	D-751	4' x 4' Drop Inlet (H20 Load Rated)	6	EA	8,960.00	53,760.00	4,000.00	24,000.00	3,700.00	22,200.00	5,841.01	35,046.06	6,500.00	39,000.00	4,500.00	27,000.00
44.	D-751	5' x 5' Drop Inlet (H20 Load Rated)	1	EA	12,120.00	12,120.00	7,000.00	7,000.00	6,800.00	6,800.00	10,327.15	10,327.15	7,500.00	7,500.00	8,500.00	8,500.00
45.	D-751	6' x 6' Drop Inlet (H20 Load Rated)	9	EA	15,100.00	135,900.00	9,000.00	81,000.00	8,600.00	77,400.00	10,917.27	98,255.43	9,500.00	85,500.00	11,000.00	99,000.00
46.	D-751	6' x 6' Drop Inlet (H20 Load Rated in Curb and Gutter)	2	EA	16,375.00	32,750.00	9,000.00	18,000.00	7,900.00	15,800.00	10,917.27	21,834.54	12,000.00	24,000.00	10,000.00	20,000.00
47.	D-751	6' x 6' Drop Inlet (Aircraft Load Rated)	1	EA	21,500.00	21,500.00	8,000.00	8,000.00	7,700.00	7,700.00	8,297.85	8,297.85	13,000.00	13,000.00	10,000.00	10,000.00
48.	D-751	7' x 7' Drop Inlet (H20 Load Rated)	3	EA	20,500.00	61,500.00	13,000.00	39,000.00	11,700.00	35,100.00	17,818.09	53,454.27	20,000.00	60,000.00	15,000.00	45,000.00
49.	D-751	7' x 7' Drop Inlet (H20 Load Rated in Curb and Gutter)	1	EA	21,900.00	21,900.00	13,000.00	13,000.00	12,300.00	12,300.00	17,818.09	17,818.09	22,000.00	22,000.00	16,000.00	16,000.00
50.	D-751	7' x 7' Drop Inlet (Aircraft Load Rated)	13	EA	31,600.00	410,800.00	18,000.00	234,000.00	17,000.00	221,000.00	14,855.44	193,120.72	26,000.00	338,000.00	22,000.00	286,000.00

BID TABULATION
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Greenville Spartanburg International Airport
BID DATE: March 6, 2018
WKD Project No. 20160264.00.CA

					McCarthy Improvement Company 5401 Victoria Ave Davenport, IA 52807 License No. G114500		GLF Construction Corp. 1428 Brickell Ave Ste 700 Miami, FL 33131 License No. G105000		Morgan Corp. 1800 East Main St Duncan, SC 29334 License No. G10066		Anthony Allega Cement Contractor, Inc. 5585 Canal Road Valley View, OH 44125 License No. G117283		Hi-Way Paving, Inc. 4343 Weaver Ct. North Hilliard, OH 43026 License No. G95780		Kiewit Infrastructure South Co. 450 Dividend Drive Peachtree City, GA 30269 License No. G113576	
ITEM NO.	SPEC SECT	DESCRIPTION	QTY	UNIT	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL
51.	D-751	8' x 8' Drop Inlet (H20 Load Rated)	3	EA	29,300.00	87,900.00	30,000.00	90,000.00	26,000.00	78,000.00	28,097.07	84,291.21	28,000.00	84,000.00	34,000.00	102,000.00
52.	D-751	8' x 8' Drop Inlet (H20 Load Rated in Curb and Gutter)	1	EA	30,200.00	30,200.00	30,000.00	30,000.00	25,700.00	25,700.00	28,097.07	28,097.07	31,000.00	31,000.00	32,735.00	32,735.00
53.	D-751	9' x 9' Drop Inlet (H20 Load Rated)	2	EA	38,700.00	77,400.00	45,000.00	90,000.00	41,500.00	83,000.00	33,576.78	67,153.56	35,000.00	70,000.00	50,000.00	100,000.00
54.	D-751	Permanent Slope Drain	1	EA	7,400.00	7,400.00	7,000.00	7,000.00	6,700.00	6,700.00	38,394.11	38,394.11	15,000.00	15,000.00	8,000.00	8,000.00
55.	D-752	72" Headwall	1	EA	25,000.00	25,000.00	12,000.00	12,000.00	10,800.00	10,800.00	16,204.29	16,204.29	20,000.00	20,000.00	13,000.00	13,000.00
56.	D-753	84" Headwall	1	EA	29,000.00	29,000.00	15,000.00	15,000.00	14,400.00	14,400.00	19,871.48	19,871.48	25,000.00	25,000.00	18,000.00	18,000.00
57.	D-752	48" Flared End Section	1	EA	3,800.00	3,800.00	4,000.00	4,000.00	3,600.00	3,600.00	2,348.45	2,348.45	7,000.00	7,000.00	4,500.00	4,500.00
58.	L-108	Trenching for Conduit	3,772	LF	1.60	6,035.20	2.00	7,544.00	2.00	7,544.00	6.62	24,970.64	1.50	5,658.00	3.00	11,316.00
59.	L-108	Trenching for Conduit in Pavement	65	LF	32.00	2,080.00	31.00	2,015.00	37.00	2,405.00	33.72	2,191.80	30.00	1,950.00	80.00	5,200.00
60.	L-108	Temporary Jumper Cables	2,000	LF	2.00	4,000.00	2.00	4,000.00	3.00	6,000.00	2.17	4,340.00	1.75	3,500.00	5.00	10,000.00
61.	L-108	No. 8 5kV L-824C Cable, Installed in Trench, Duct Bank or Conduit	3,592	LF	1.30	4,669.60	3.00	10,776.00	2.00	7,184.00	2.05	7,363.60	1.25	4,490.00	3.50	12,572.00
62.	L-108	Supplementary Ground Rod (5/8" x 8') w/ 20 LF of #6 Bare Copper Connected to Initial Ground Rod	34	EA	117.00	3,978.00	115.00	3,910.00	134.00	4,556.00	138.50	4,709.00	110.00	3,740.00	350.00	11,900.00
63.	L-108	Cable Splice to Existing Circuit	6	EA	160.00	960.00	155.00	930.00	180.00	1,080.00	150.54	903.24	150.00	900.00	600.00	3,600.00
64.	L-108	1-25C #18 AWG, Installed in Trench or Duct	900	LF	6.00	5,400.00	6.00	5,400.00	7.00	6,300.00	4.22	3,798.00	5.60	5,040.00	15.00	13,500.00
65.	L-108	No. 6 Bare Copper Counterpoise Wire, Installed in Trench, Duct Bank or Conduit, Including Ground Rods and Ground Connectors	3,700	LF	2.00	7,400.00	2.00	7,400.00	2.00	7,400.00	8.13	30,081.00	1.50	5,550.00	3.00	11,100.00
66.	L-108	No. 6 AWG, XHHW	8,250	LF	2.00	16,500.00	2.00	16,500.00	2.00	16,500.00	1.69	13,942.50	1.70	14,025.00	5.00	41,250.00
67.	L-110	Extend Existing Concrete Encased Underground Duct Bank	13	LF	96.00	1,248.00	100.00	1,300.00	110.00	1,430.00	132.48	1,722.24	90.00	1,170.00	525.00	6,825.00
68.	L-110	4-Way Concrete Encased Underground Duct Bank	207	LF	74.50	15,421.50	75.00	15,525.00	85.00	17,595.00	66.24	13,711.68	70.00	14,490.00	115.00	23,805.00
69.	L-110	1-2" PVC Concrete Encased	1,452	LF	19.00	27,588.00	20.00	29,040.00	22.00	31,944.00	19.87	28,851.24	18.00	26,136.00	23.00	33,396.00
70.	L-110	1-4" PVC Direct Earth Buried	875	LF	8.00	7,000.00	8.00	7,000.00	9.00	7,875.00	8.43	7,376.25	7.50	6,562.50	18.00	15,750.00
71.	L-110	1-4" PVC Concrete Encased	900	LF	23.00	20,700.00	23.00	20,700.00	27.00	24,300.00	8.43	7,587.00	22.00	19,800.00	27.00	24,300.00
72.	L-110	2-4" PVC Concrete Encased	570	LF	37.00	21,090.00	36.00	20,520.00	43.00	24,510.00	36.13	20,594.10	35.00	19,950.00	80.00	45,600.00
73.	L-115	Electrical Manhole	2	EA	8,400.00	16,800.00	8,200.00	16,400.00	9,700.00	19,400.00	8,189.46	16,378.92	7,900.00	15,800.00	12,000.00	24,000.00
74.	L-125	Taxiway Guidance Sign, Size 2, Style 3, Class 1 - 3 Module (LED)	4	EA	4,600.00	18,400.00	4,500.00	18,000.00	5,300.00	21,200.00	5,058.20	20,232.80	4,300.00	17,200.00	7,200.00	28,800.00
75.	L-125	Remove Existing Edge Light	12	EA	128.00	1,536.00	125.00	1,500.00	147.00	1,764.00	66.24	794.88	120.00	1,440.00	300.00	3,600.00
76.	L-125	Medium Intensity Taxiway Edge Light, Base-Mounted	22	EA	735.00	16,170.00	710.00	15,620.00	844.00	18,568.00	1,138.09	25,037.98	690.00	15,180.00	1,500.00	33,000.00
77.	L-125	Relocate Medium Intensity Taxiway Edge Light, Base-Mounted	12	EA	719.00	8,628.00	700.00	8,400.00	825.00	9,900.00	270.98	3,251.76	675.00	8,100.00	1,700.00	20,400.00
78.	T-901	Seeding (Mulched)	59	AC	2,600.00	153,400.00	1,800.00	106,200.00	1,550.00	91,450.00	1,541.55	90,951.45	1,280.00	75,520.00	2,200.00	129,800.00
79.	T-905	Topsoiling (On-Site stripping and final placement)	37,500	CY	10.50	393,750.00	4.00	150,000.00	3.70	138,750.00	8.42	315,750.00	14.00	525,000.00	4.00	150,000.00
80.	F-162	Remove Existing Fence	2,171	LF	5.00	10,855.00	5.00	10,855.00	5.00	10,855.00	4.22	9,161.62	6.00	13,026.00	5.00	10,855.00
81.	F-162	8' Chain Link Fence	1,488	LF	45.00	66,960.00	45.00	66,960.00	68.00	101,184.00	50.84	75,649.92	42.38	63,061.44	50.00	74,400.00
82.	F-162	8' Chain Link Fence (Temporary)	569	LF	6.00	3,414.00	12.00	6,828.00	23.00	13,087.00	10.24	5,826.56	8.50	4,836.50	14.00	7,966.00
83.	F-162	8' Chain Link Fence (Black Vinyl Coated)	1,804	LF	52.00	93,808.00	50.00	90,200.00	75.00	135,300.00	57.71	104,108.84	49.00	88,396.00	60.00	108,240.00
84.	F-162	24' Swing Gate (Black Vinyl Coated)	1	EA	3,200.00	3,200.00	3,000.00	3,000.00	2,600.00	2,600.00	2,408.66	2,408.66	2,000.00	2,000.00	3,500.00	3,500.00
85.	F-162	Temporary Security Fence	569	LF	9.00	5,121.00	20.00	11,380.00	23.00	13,087.00	6.62	3,766.78	5.50	3,129.50	24.00	13,656.00
86.	SC-30	AT&T Cable Relocation / Coordination, Allowance	1	ALW	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00	12,000.00
87.	SC-30	Natural Gas line Extension / Coordination, Allowance	1	ALW	45,000.00	45,000.00	45,000.00	45,000.00	45,000.00	45,000.00	45,000.00	45,000.00	45,000.00	45,000.00	45,000.00	45,000.00
88.	329000	October Glory Red Maple Tree, installed complete	30	EA	800.00	24,000.00	700.00	21,000.00	670.00	20,100.00	903.25	27,097.50	450.00	13,500.00	1,200.00	36,000.00
89.	312316.26	Rock Excavation for Utility Trenching	1,000	CY	140.00	140,000.00	70.00	70,000.00	65.00	65,000.00	198.71	198,710.00	75.00	75,000.00	85.00	85,000.00
90.	330513.16	Manhole	4	EA	3,000.00	12,000.00	5,200.00	20,800.00	5,100.00	20,400.00	3,510.63	14,042.52	4,300.00	17,200.00	6,000.00	24,000.00
91.	330513.16	Connect to Existing Manhole	1	EA	5,150.00	5,150.00	2,200.00	2,200.00	2,200.00	2,200.00	4,383.77	4,383.77	5,400.00	5,400.00	2,500.00	2,500.00
92.	333100	8" DIP SS	791	LF	73.00	57,743.00	90.00	71,190.00	86.00	68,026.00	136.72	108,145.52	126.00	99,666.00	110.00	87,010.00
93.	333100	20" Steel Casing	136	LF	95.00	12,920.00	110.00	14,960.00	106.00	14,416.00	495.79	67,427.44	310.00	42,160.00	135.00	18,360.00
94.	331100	Fire Hydrant Assembly, Complete	1	EA	5,200.00	5,200.00	6,000.00	6,000.00	5,000.00	5,000.00	8,562.80	8,562.80	6,000.00	6,000.00	6,200.00	6,200.00
95.	331100	Connect to Existing Waterline	1	EA	5,050.00	5,050.00	5,000.00	5,000.00	4,300.00	4,300.00	11,898.80	11,898.80	600.00	600.00	5,500.00	5,500.00
96.	331100	8" DIP Waterline	680	LF	38.00	25,840.00	115.00	78,200.00	82.00	55,760.00	113.76	77,356.80	75.00	51,000.00	140.00	95,200.00
97.	331100	8" Gate Valve	1	EA	1,400.00	1,400.00	7,000.00	7,000.00	6,700.00	6,700.00	2,732.63	2,732.63	2,400.00	2,400.00	8,500.00	8,500.00
98.	01001-1.1	Utility Relocation Adjustment	1	ALW	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00
99.	262414-2	Power Distribution Rack -- Apron Lighting	1	EA	15,000.00	15,000.00	40,000.00	40,000.00	17,000.00	17,000.00	31,794.37	31,794.37	14,000.00	14,000.00	45,000.00	45,000.00
100.	L-115-5.1	Electrical Handhole -- Aircraft Rated	5	EA	7,700.00	38,500.00	7,500.00	37,500.00	8,800.00	44,000.00	13,849.82	69,249.10	7,200.00	36,000.00	12,000.00	60,000.00
101.	L-115-5.2	Electrical Handhole -- Traffic Rated	7	EA	6,600.00	46,200.00	6,500.00	45,500.00	7,600.00	53,200.00	4,576.46	32,035.22	6,200.00	43,400.00	11,000.00	77,000.00
102.	265668-1	Apron Light Pole -- 50-feet	2	EA	63,000.00	126,000.00	62,000.00	124,000.00	72,000.00	144,000.00	15,535.89	31,071.78	59,000.00	118,000.00	95,000.00	190,000.00
103.	265668-2	Apron Light Pole -- 85-feet	1	EA	72,000.00	72,000.00	70,000.00	70,000.00	83,000.00	83,000.00	34,805.20	34,805.20	68,000.00	68,000.00	140,000.00	140,000.00
104.	265668-3	Apron Light Pole -- 100-feet	1	EA	74,000.00	74,000.00	72,000.00	72,000.00	84,300.00	84,300.00	42,874.23	42,874.23	69,000.00	69,000.00	140,000.00	140,000.00
105.	265668-4	Street Light Pole	7	EA	7,000.00	49,000.00	8,000.00	56,000.00	9,300.00	65,100.00	5,660.36	39,622.52	7,650.00	53,550.00	11,000.00	77,000.00
		Schedule I Total Base Bid				**8,245,297.30**		**8,355,677.00**		**8,731,823.00**		**11,583,822.56**		**9,056,482.62**		**13,890,854.00**

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Greenville Spartanburg International Airport
BID DATE: March 6, 2018
WKD Project No. 20160264.00.CA

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					UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL	UNIT PRICE	EXTENDED TOTAL
Additive 1 Bid Item																
106.	P-152	Embankment in Place	222,000	CY	4.50	999,000.00	4.00	888,000.00	4.25	943,500.00	7.08	1,571,760.00	5.50	1,221,000.00	4.50	999,000.00
107.	P-501	Portland Cement Concrete Pavement Alternate (19" Depth)	65,987	SY	78.50	5,179,979.50	87.00	5,740,869.00	89.00	5,872,843.00	100.94	6,660,727.78	84.00	5,542,908.00	158.00	10,425,946.00
		Additive 1 Bid Items Total				**6,178,979.50**		**6,628,869.00**		**6,816,343.00**		**8,232,487.78**		**6,763,908.00**		**11,424,946.00**
Additive 2 Bid Item																
108.	P-152	Embankment in Place	224,000	CY	4.50	1,008,000.00	4.00	896,000.00	4.25	952,000.00	7.07	1,583,680.00	5.50	1,232,000.00	4.50	1,008,000.00
109.	P-501	Portland Cement Concrete Pavement Alternate (18" Depth)	65,987	SY	76.70	5,061,202.90	84.00	5,542,908.00	89.00	5,872,843.00	97.18	6,412,616.66	81.30	5,364,743.10	156.00	10,293,972.00
		Additive 2 Bid Items Total				**6,069,202.90**		**6,438,908.00**		**6,824,843.00**		**7,996,296.66**		**6,596,743.10**		**11,301,972.00**
Additive 3 Bid Item																
110.	P-152	Embankment in Place	223,500	CY	4.45	994,575.00	4.00	894,000.00	4.25	949,875.00	7.08	1,582,380.00	5.50	1,229,250.00	4.50	1,005,750.00
111.	P-501	Portland Cement Concrete Pavement Alternate (19" Depth)	53,276	SY	79.00	4,208,804.00	87.00	4,635,012.00	89.00	4,741,564.00	101.80	5,423,496.80	84.00	4,475,184.00	158.00	8,417,608.00
112.	P-501	Portland Cement Concrete Pavement Alternate (15" Depth)	12,711	SY	70.30	893,583.30	72.00	915,192.00	74.60	948,240.60	84.45	1,073,443.95	80.30	1,020,693.30	148.00	1,881,228.00
		Additive 3 Bid Items Total				**6,096,962.30**		**6,444,204.00**		**6,639,679.60**		**8,079,320.75**		**6,725,127.30**		**11,304,586.00**
Additive 4 Bid Item																
113.	P-152	Embankment in Place	225,000	CY	4.50	1,012,500.00	4.00	900,000.00	4.25	956,250.00	7.07	1,590,750.00	5.50	1,237,500.00	4.50	1,012,500.00
114.	P-501	Portland Cement Concrete Pavement Alternate (18" Depth)	53,276	SY	76.70	4,086,269.20	84.00	4,475,184.00	85.00	4,528,460.00	97.83	5,211,991.08	80.00	4,262,080.00	156.00	8,311,056.00
115.	P-501	Portland Cement Concrete Pavement Alternate (15" Depth)	12,711	SY	70.20	892,312.20	72.00	915,192.00	74.60	948,240.60	84.45	1,073,443.95	79.20	1,006,711.20	148.00	1,881,228.00
		Additive 4 Bid Items Total				**5,991,081.40**		**6,290,376.00**		**6,432,950.60**		**7,876,185.03**		**6,506,291.20**		**11,204,784.00**
		Schedule I Total Base Bid + Additive 1 Bid Items				**14,424,276.80**		**14,984,546.00**		**15,548,166.00**		**19,816,310.34**		**15,820,390.62**		**25,315,800.00**
		Schedule I Total Base Bid + Additive 2 Bid Items				**14,314,500.20**		**14,794,585.00**		**15,556,666.00**		**19,580,119.22**		**15,653,225.72**		**25,192,826.00**
		Schedule I Total Base Bid + Additive 3 Bid Items				**14,342,259.60**		**14,799,881.00**		**15,371,502.60**		**19,663,143.31**		**15,781,609.92**		**25,195,440.00**
		Schedule I Total Base Bid + Additive 4 Bid Items				**14,236,378.70**		**14,646,053.00**		**15,164,773.60**		**19,460,007.59**		**15,562,773.82**		**25,095,638.00**

I hereby certify that the above is a true and correct
(to the best of my knowledge) tabulation of bids received on March 6, 2018.

3/8/2018

Kenneth C. Hawk, Jr, PE
W.K. Dickson & Co., Inc.

GSP INTERNATIONAL AIRPORT
ROGER MILLIKEN FIELD

MEMORANDUM

TO: Members of the Airport Commission

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

DATE: March 19, 2018

ITEM DESCRIPTION - New Business Item B

Approval of the Final Rankings for Development Services on the Air Cargo Facility Phase I Project

BACKGROUND

A Request for Proposals (RFP) was issued for development services of the Air Cargo Facility Phase 1 Project. The Phase 1 Air Cargo Facility includes approximately 100,000 SF of cargo warehouse and 10,000 SF of office space adjacent to the new cargo apron.

Proposals were received from the following four (4) firms/teams (prime firms listed below alphabetically).

Aviation Facilities Company, Inc. (AFCO)
CenterPoint Properties
GSP Air Cargo, LLC
Panatonni Development Company, Inc.

The Evaluation Committee shortlisted AFCO, CenterPoint and GSP Air Cargo, LLC for presentations and interviews.

ISSUES

In accordance with administrative policy, Staff conducted the solicitation process and is making a recommendation of final rankings to the Commission. The Commission has final approval of the ranking.

The Evaluation Committee's recommended final ranking is:

1. Aviation Facilities Company, Inc. (AFCO)
2. CenterPoint Properties
3. GSP Air Cargo, LLC

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

ALTERNATIVES

No alternatives are recommended at this time.

FISCAL IMPACT

Approval of the final ranking itself does not have a direct fiscal impact. As part of the negotiations with the development firm/team, Staff will be negotiating an agreement for development services and a lease agreement for the new cargo facility. Total project costs shall not exceed $13,000,000.00. A presentation will be provided outlining terms to be part of the contractual negotiations.

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to (1) approve the final rankings for Development Services on the Air Cargo Facility Phase I Project; (2) authorize Staff to negotiate and finalize agreements with the highest ranked firm/team (If an acceptable agreement cannot be reached with the highest ranked firm/team, negotiations will be formally terminated and will then proceed with the next ranked firm/team.); (3) authorize a Not-to-Exceed (NTE) project cost budget of $13,000,000.00; and (4) authorize the President/CEO to execute all necessary documents.

GSP INTERNATIONAL AIRPORT
ROGER MILLIKEN FIELD

MEMORANDUM

TO: Members of the Airport Commission

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

DATE: March 19, 2018

ITEM DESCRIPTION - New Business Item C

Approval of the Fuel Farm Expansion Project

BACKGROUND

The Greenville-Spartanburg Airport District took over the Fixed Base Operator (FBO) and all aviation fueling operations at GSP on January 1, 2017. A new above ground aviation fuel farm was constructed with the same 120,000 gallon Jet A capacity as the former Stevens/Air BP underground fuel farm.

In 2016, Stevens Aviation pumped approximately 10.6M gallons of Jet A fuel. Stevens Aviation had been consistently in the 10.6M gallon range for the three previous years. Cerulean Aviation pumped more than 13.8M gallons, an increase of more than 30%, in its first year of operation.

ISSUES

Cerulean Aviation's first year of fueling operations exceeded expectations and on some days, the fueling staff nearly exceeded the daily maximum through-put capability of the new fuel farm. Due to current demand and the anticipated increase in scheduled wide body cargo activity, there is an urgent need to increase Jet A tank capacity at the aviation fuel farm. In order to complete the project prior to September 1, 2018, it is important to begin a fuel farm expansion project as soon as possible.

The Fuel Farm Expansion project will include adding one (1) 30,000-gallon Jet A tank to the current fuel farm. This fuel farm expansion project will allow Cerulean Aviation to fuel the current anticipated increase in scheduled cargo aircraft and provide an immediate increase in daily Jet A fuel through-put capability at the fuel farm. If fueling

numbers continue to increase for Cerulean, any future expansions at the fuel farm will require construction of additional containment area and more infrastructure.

ALTERNATIVES

Due to the need to complete the project prior to September 1, 2018, Staff is not recommending any alternatives at this time.

FISCAL IMPACT

The project budget to increase the fuel farm capacity is $250,000.00.

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to (1) approve a Fuel Farm Expansion project with a project budget of $250,000.00; (2) authorize the CEO and/or CFO to make the necessary budget amendment(s); and (3) authorize the President/CEO to execute all necessary documents for the project.

GSP INTERNATIONAL AIRPORT
ROGER MILLIKEN FIELD

MEMORANDUM

TO: Members of the Airport Commission

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

DATE: March 19, 2018

ITEM DESCRIPTION - New Business Item D

Approval of the Ground Support Equipment (GSE) Purchase for Cerulean Commercial Aviation

BACKGROUND

Cerulean Commercial Aviation has acquired multiple pieces of GSE over the past several years. Types of equipment and quantity are sufficient based on three to four scheduled aircraft operations per week.

ISSUES

Due to the upcoming increase of scheduled wide body cargo operations, there is an immediate need to purchase static cargo racks which will be used to stage import and export freight for the flights. These static cargo racks will also be used at the proposed new air cargo facility.

ALTERNATIVES

Due to pending increase in scheduled cargo operations, there is no alternative recommended at this time.

FISCAL IMPACT

The budget for purchasing fifty (50) static cargo racks is $125,000.00.

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to (1) approve the purchase of fifty (50) static cargo racks and a purchasing budget of $125,000.00; (2) authorize the CEO and/or CFO to make the necessary budget amendment(s); and (3) authorize the President/CEO to execute all necessary documents for the purchase.

GSP INTERNATIONAL AIRPORT
ROGER MILLIKEN FIELD

MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: March 19, 2018

ITEM DESCRIPTION – Information Section Item A

January 2018 - Traffic Report

SUMMARY

For January 2018, passenger traffic was strong at **6.8%** over the same month in 2017. Cargo numbers for January 2018 were at **34.5%** . Passenger load factors were strong at an average of **72.7%** .

A comparison of the North America National Passenger Traffic Growth Averages for 2017 to GSP's Passenger Traffic Growth is depicted below:

	2017		
Month	**GSP**	**National Average**	**Difference**
Jan	0.30%	3.10%	-2.80%
Feb	-3.40%	0.30%	-3.70%
Mar	4.70%	3.40%	1.30%
April	2.20%	3.70%	-1.50%
May	6.00%	2.30%	3.70%
June	8.90%	2.70%	6.20%
July	8.50%	3.70%	4.80%
August	8.60%	4.80%	3.80%
September	-2.60%	-2.20%	-0.40%
October	14.10%	4.20%	9.90%
November	9.10%	4.60%	4.50%
December	12.10%	Not Available to Date	
Average	**5.71%**	**2.78%**	**2.35%**

Attached are copies of the detailed traffic report for January 2018.

Providing a look forward into the service levels for April 2018 is a schedule comparison for the month vs the same month last year, including flights and seats by airline and non-stop markets served. GSP flights are up at 3.0%, and seats are up at 5.2%.

Schedule Weekly Summary Report for nonstop Passenger (Air - All) flights from GSP to for travel April 2018 vs. April 20

All flights, seats, and ASMs given are per week.

Travel Period				Apr 2018		Apr 2017		Diff		Percent Diff	
Mkt Al	Orig	Dest	Miles	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
AA	GSP	CLT	76	54	3,623	55	3,491	(1)	132	(1.8%)	3.8%
AA	GSP	DCA	396	18	1,056	15	971	3	85	20.0%	8.8%
AA	GSP	DFW	862	13	1,820	14	1,704	(1)	116	(7.1%)	6.8%
AA	GSP	ORD	577	14	889	0	0	14	889		
AA	GSP	PHL	514	26	1,469	26	1,300	0	169	0.0%	13.0%
DL	GSP	ATL	153	53	6,298	54	6,407	(1)	(109)	(1.9%)	(1.7%)
DL	GSP	DTW	508	20	1,704	25	1,522	(5)	182	(20.0%)	12.0%
DL	GSP	LGA	610	6	456	11	770	(5)	(314)	(45.5%)	(40.8%)
G4	GSP	FLL	620	2	354	2	354	0	0	0.0%	0.0%
G4	GSP	PIE	482	2	354	3	520	(1)	(166)	(33.3%)	(31.9%)
G4	GSP	SFB	426	3	509	3	531	0	(22)	0.0%	(4.1%)
UA	GSP	EWR	594	20	1,328	19	969	1	359	5.3%	37.0%
UA	GSP	IAD	383	21	1,050	14	780	7	270	50.0%	34.6%
UA	GSP	IAH	838	7	350	11	550	(4)	(200)	(36.4%)	(36.4%)
UA	GSP	ORD	577	28	1,420	26	1,560	2	(140)	7.7%	(9.0%)
WN	GSP	ATL	153	20	2,860	20	2,860	0	0	0.0%	0.0%
			TOTAL	307	25,540	298	24,289	9	1,251	3.0%	5.2%

Monthly Traffic Report
Greenville-Spartanburg International Airport
January 2018

Category	Jan 2018	Jan 2017	Percentage Change	*CYTD-2018	*CYTD-2017	Percentage Change	*MOV12-2018	*MOV12-2017	Percentage Change
Passenger Traffic									
Enplaned	77,387	72,326	7.0%	77,387	72,326	7.0%	1,079,569	1,014,506	6.4%
Deplaned	77,102	72,309	6.6%	77,102	72,309	6.6%	1,061,170	996,993	6.4%
Total	**154,489**	**144,635**	**6.8%**	**154,489**	**144,635**	**6.8%**	**2,140,739**	**2,011,499**	**6.4%**
Cargo Traffic (Pounds)									
Express and Mail									
Enplaned	899,366	827,236	8.7%	899,366	827,236	8.7%	11,552,501	10,156,067	13.7%
Deplaned	978,172	711,157	37.5%	978,172	711,157	37.5%	11,138,760	8,390,093	32.8%
Subtotal	**1,877,538**	**1,538,393**	**22.0%**	**1,877,538**	**1,538,393**	**22.0%**	**22,691,261**	**18,546,160**	**22.4%**
Freight									
Enplaned	2,716,839	2,135,002	27.3%	2,716,839	2,135,002	27.3%	31,644,287	24,184,823	30.8%
Deplaned	4,229,416	2,886,552	46.5%	4,229,416	2,886,552	46.5%	44,931,125	27,212,791	65.1%
Subtotal	**6,946,255**	**5,021,554**	**38.3%**	**6,946,255**	**5,021,554**	**38.3%**	**76,575,412**	**51,397,614**	**49.0%**
Total	**8,823,793**	**6,559,947**	**34.5%**	**8,823,793**	**6,559,947**	**34.5%**	**99,266,900**	**69,944,524**	**41.9%**

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

Monthly Traffic Report
Greenville-Spartanburg International Airport

January 2018

Category	Jan 2018	Jan 2017	Percentage Change	*CYTD-2018	*CYTD-2017	Percentage Change	*MOV12-2018	*MOV12-2017	Percentage Change
Aircraft Operations									
Airlines	1,790	1,556	15.0%	1,790	1,556	15.0%	21,340	17,745	20.3%
Commuter/ Air Taxi	931	964	-3.4%	931	964	-3.4%	14,031	16,507	-15.0%
Subtotal	2,721	2,520	8.0%	2,721	2,520	8.0%	35,371	34,252	3.3%
General Aviation	580	587	-1.2%	580	587	-1.2%	8,391	8,711	-3.7%
Military	223	220	1.4%	223	220	1.4%	1,984	1,979	0.3%
Subtotal	803	807	-0.5%	803	807	-0.5%	10,375	10,690	-2.9%
Total	**3,524**	**3,327**	**5.9%**	**3,524**	**3,327**	**5.9%**	**45,746**	**44,942**	**1.8%**
Fuel Gallons									
100LL	1,753	1,794	-2.3%	1,753	1,794	-2.3%	36,924	29,870	23.6%
Jet A (GA)	76,539	64,788	18.1%	76,539	64,788	18.1%	1,047,970	703,961	48.9%
Subtotal	78,292	66,582	17.6%	78,292	66,582	17.6%	1,084,894	733,831	47.8%
Jet A (A/L)	1,235,693	839,058	47.3%	1,235,693	839,058	47.3%	13,046,315	9,869,637	32.2%
Total	**1,313,985**	**905,640**	**45.1%**	**1,313,985**	**905,640**	**45.1%**	**14,131,209**	**10,603,468**	**33.3%**

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

Scheduled Airline Enplanements, Seats, and Load Factors
Greenville-Spartanburg International Airport

January 2018

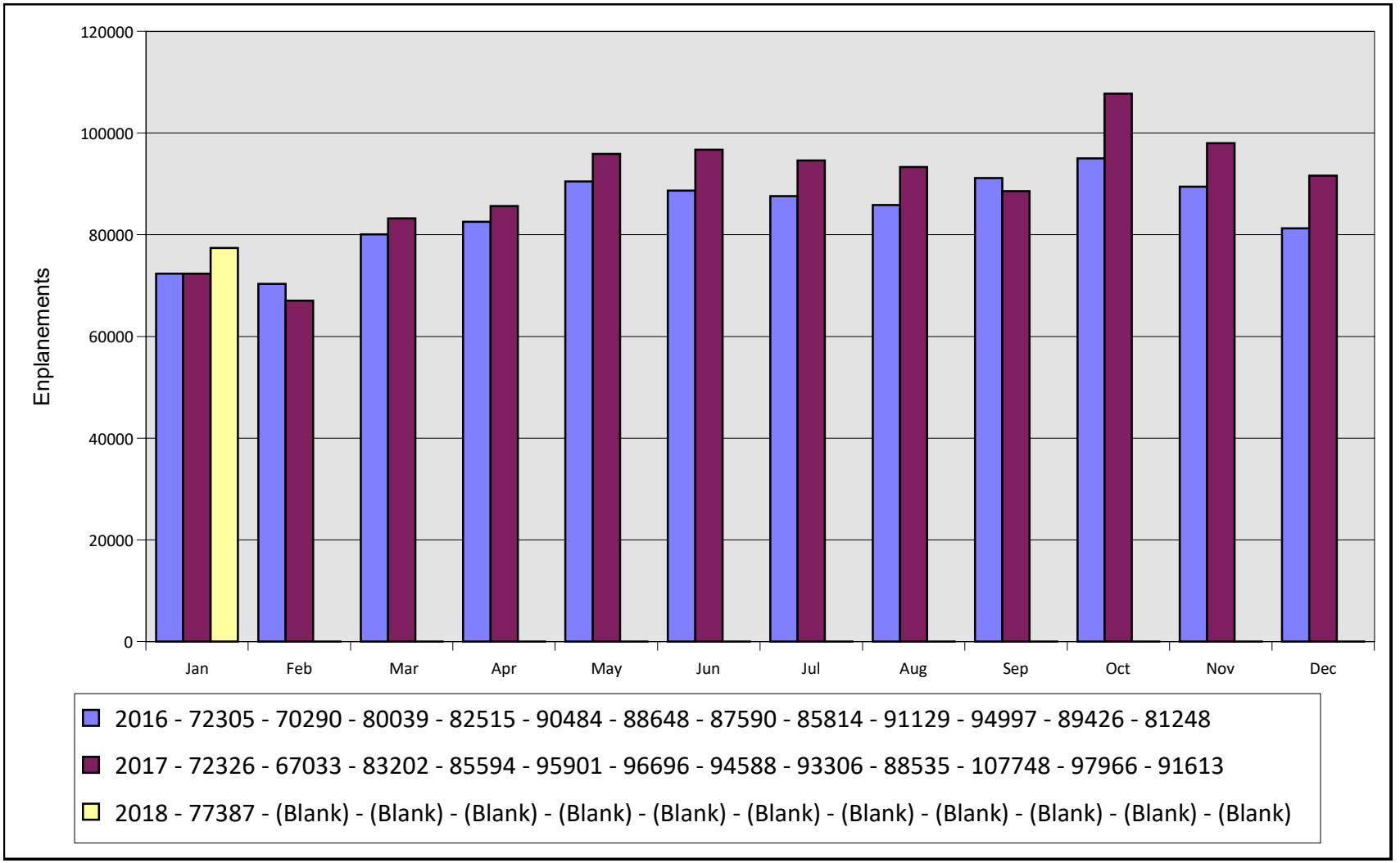
	Jan 2018	Jan 2017	Percentage Change	*CYTD-2018	*CYTD-2017	Percentage Change
Allegiant Air						
Enplanements	4,226	5,525	-23.5%	4,226	5,525	-23.5%
Seats	5,386	7,349	-26.7%	5,386	7,349	-26.7%
Load Factor	78.5%	75.2%	4.4%	78.5%	75.2%	4.4%
American Airlines						
Enplanements	25,344	22,404	13.1%	25,344	22,404	13.1%
Seats	36,472	28,298	28.9%	36,472	28,298	28.9%
Load Factor	69.5%	79.2%	-12.2%	69.5%	79.2%	-12.2%
Delta Air Lines						
Enplanements	28,397	28,373	0.1%	28,397	28,373	0.1%
Seats	36,409	34,542	5.4%	36,409	34,542	5.4%
Load Factor	78.0%	82.1%	-5.0%	78.0%	82.1%	-5.0%
Southwest Airlines						
Enplanements	7,567	7,210	5.0%	7,567	7,210	5.0%
Seats	12,441	12,845	-3.1%	12,441	12,845	-3.1%
Load Factor	60.8%	56.1%	8.4%	60.8%	56.1%	8.4%

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

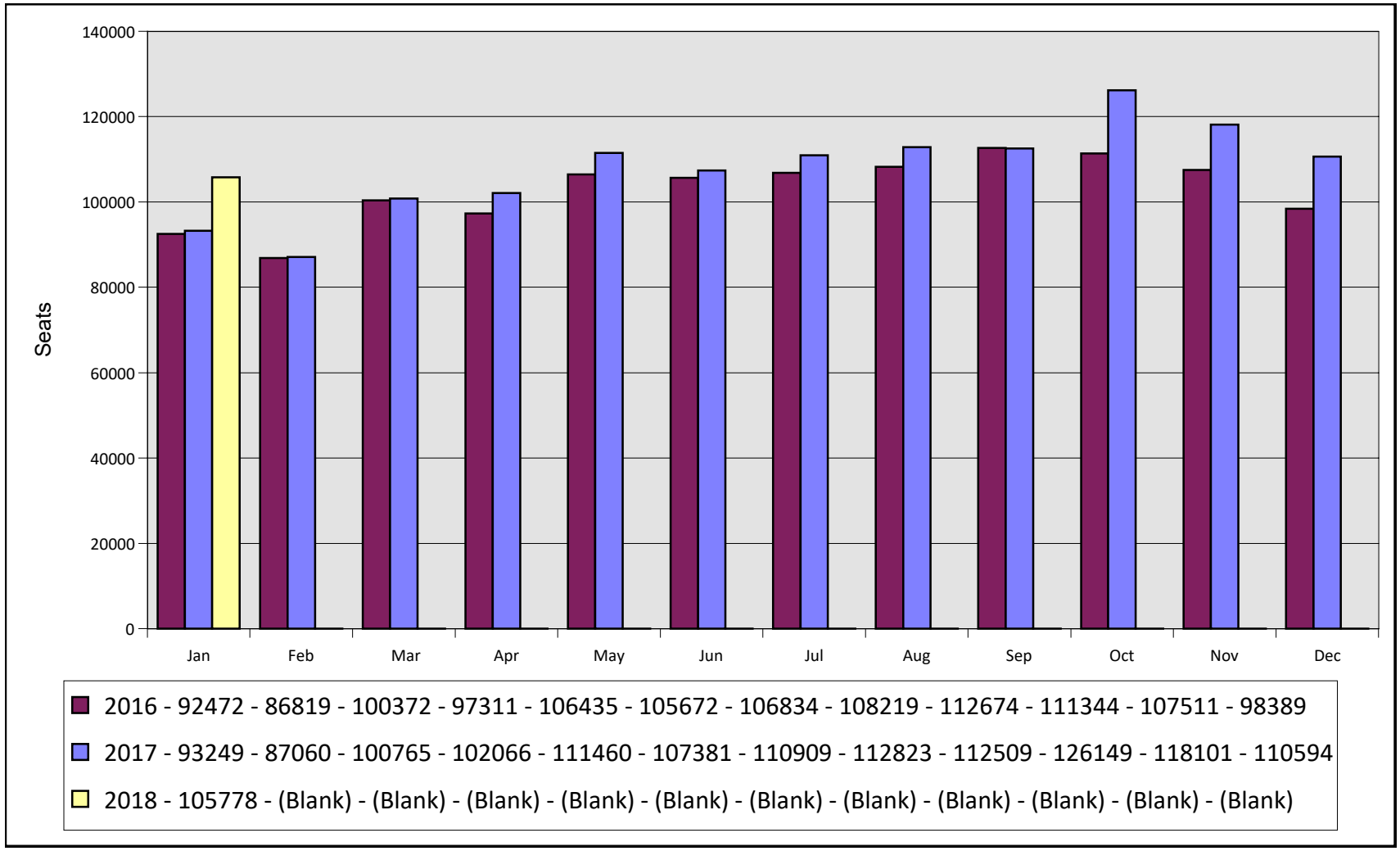
	Jan 2018	Jan 2017	Percentage Change	*CYTD-2018	*CYTD-2017	Percentage Change
United Airlines						
Enplanements	11,385	8,675	31.2%	11,385	8,675	31.2%
Seats	15,070	10,215	47.5%	15,070	10,215	47.5%
Load Factor	75.5%	84.9%	-11.0%	75.5%	84.9%	-11.0%
Totals						
Enplanements	76,919	72,187	6.6%	76,919	72,187	6.6%
Seats	105,778	93,249	13.4%	105,778	93,249	13.4%
Load Factor	72.7%	77.4%	-6.1%	72.7%	77.4%	-6.1%

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

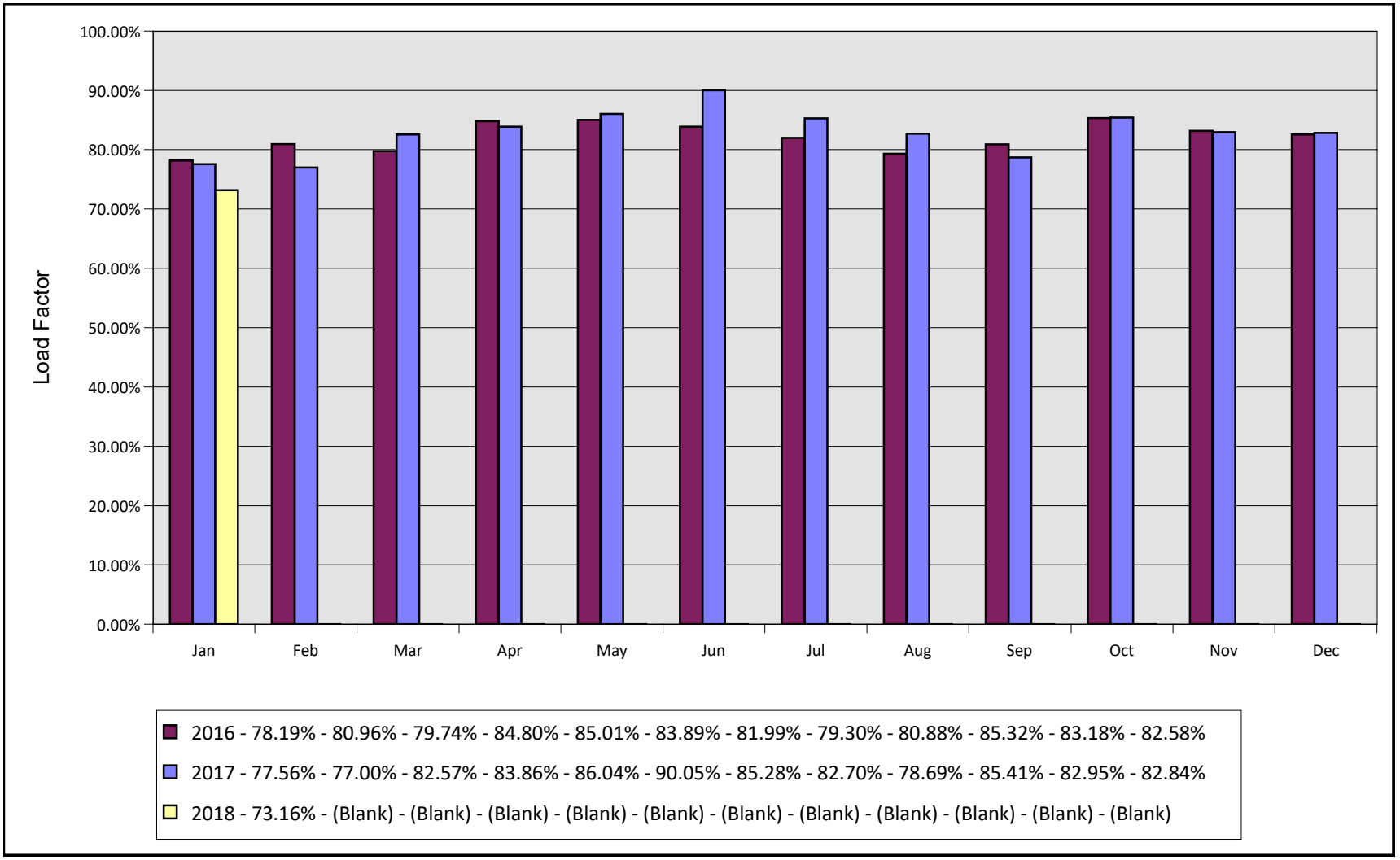
Monthly Enplanements By Year
Greenville-Spartanburg International Airport



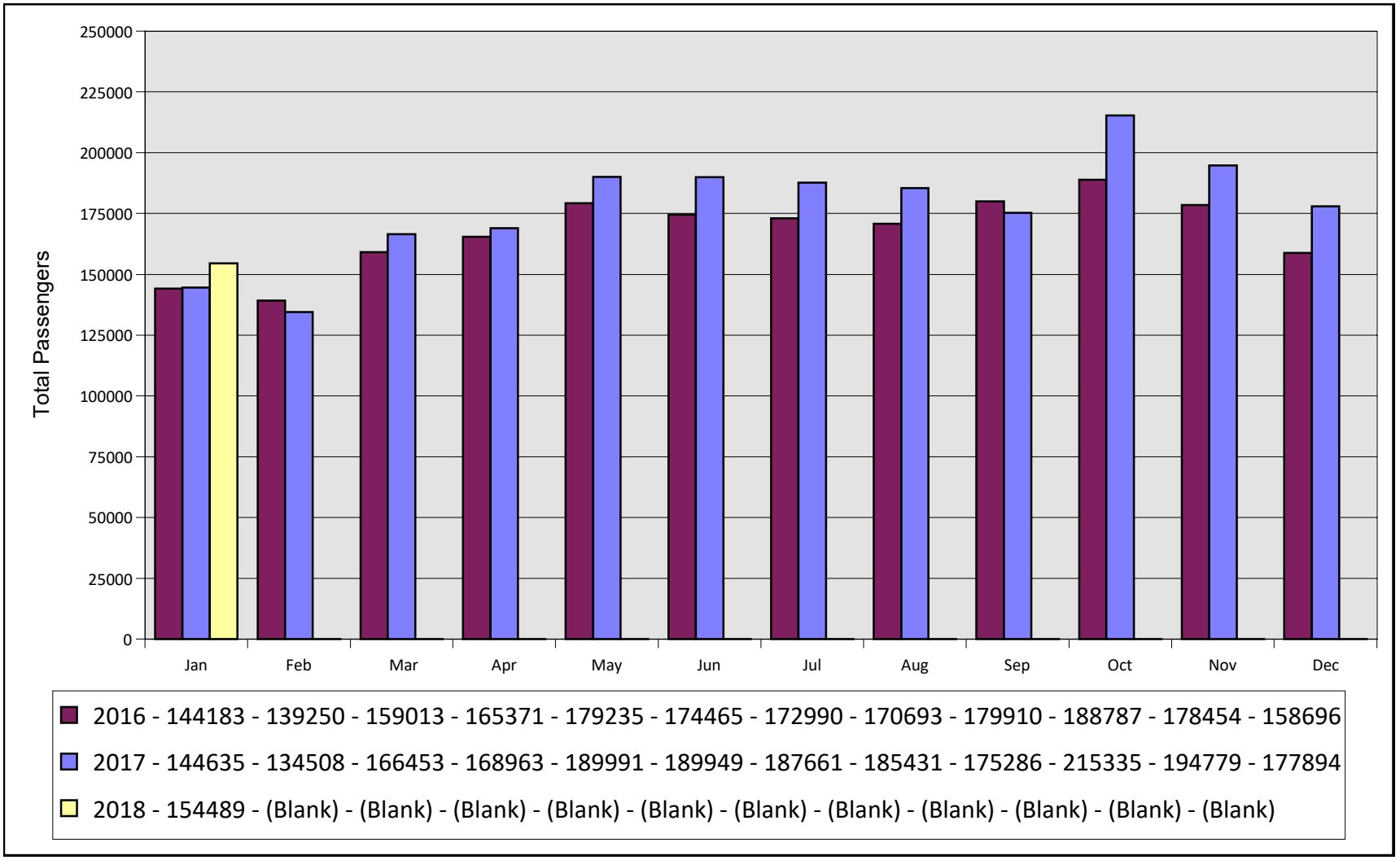
Monthly Seats By Year
Greenville-Spartanburg International Airport



Monthly Load Factors By Year
Greenville-Spartanburg International Airport

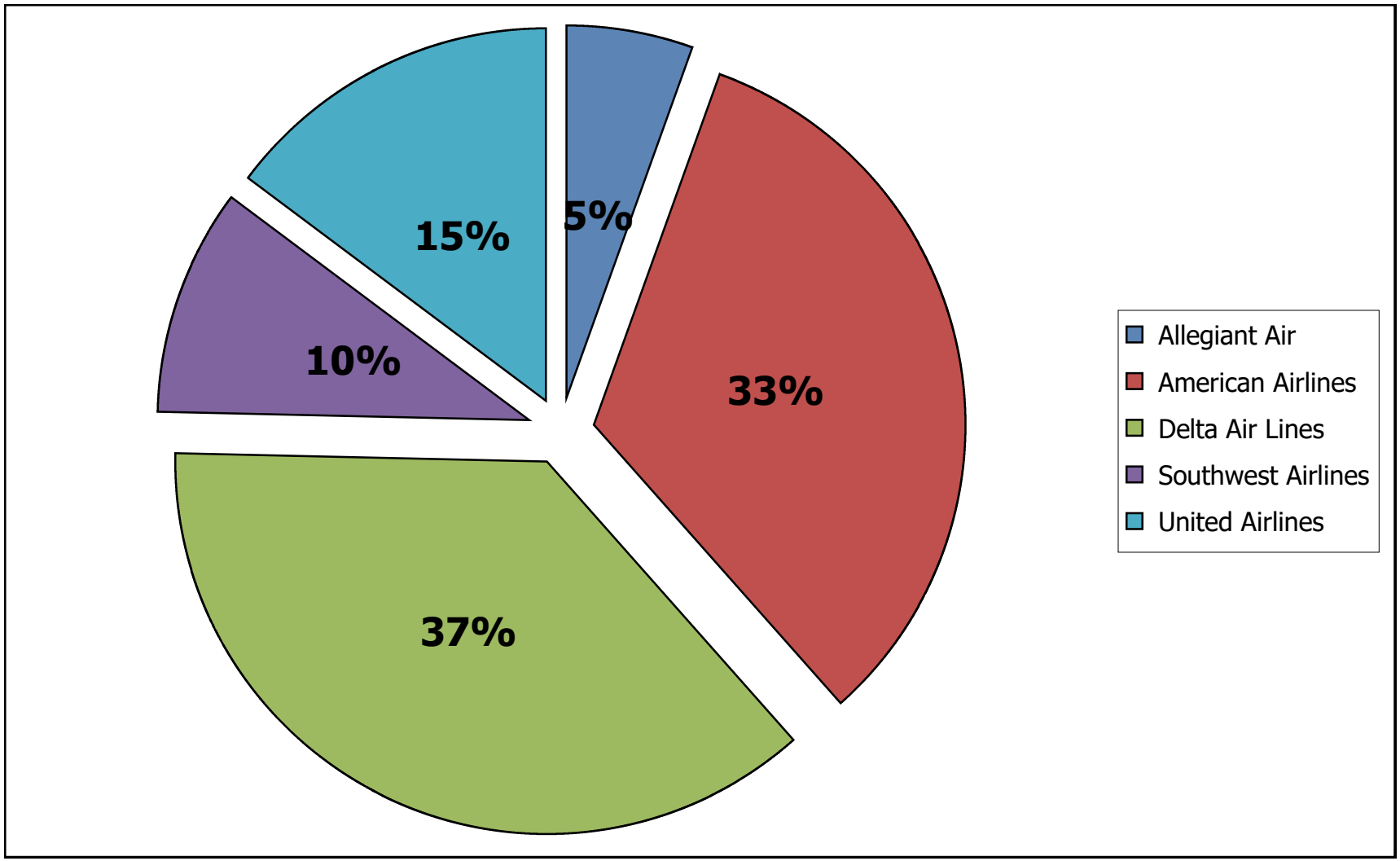


Total Monthly Passengers By Year
Greenville-Spartanburg International Airport



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

Report Period From January 2018 Through January 2018



Airline Flight Completions
Greenville-Spartanburg International Airport

January 2018

Airline	Scheduled Flights	Cancellations Due To				Total Cancellations	Percentage of Completed Flights
		Field	Mechanical	Weather	Other		
Aeronaves	1	0	0	0	0	0	100.0%
Air 1st Aviation Companies	1	0	0	0	0	0	100.0%
Air Atlanta Icelandic	6	0	0	0	0	0	100.0%
Allegiant Air	31	0	0	0	0	0	100.0%
Alliance Air Charter	1	0	0	0	0	0	100.0%
American Airlines	511	0	7	9	0	16	97.7%
Ameristar Jet Charter	4	0	0	0	0	0	100.0%

Airline	Scheduled Flights	Cancellations Due To				Total Cancellations	Percentage of Completed Flights
		Field	Mechanical	Weather	Other		
ASL Aviation Holdings	8	0	0	0	0	0	100.0%
Berry Aviation	3	0	0	0	0	0	100.0%
Delta Air Lines	338	0	0	4	2	6	97.9%
Elite Airways	4	0	0	0	0	0	100.0%
Everts Air Fuel	1	0	0	0	0	0	100.0%
Federal Express	39	0	0	0	0	0	100.0%
Freight Runners Express	1	0	0	0	0	0	100.0%
Go Fast LLC	1	0	0	0	0	0	100.0%
IBC Airways	2	0	0	0	0	0	100.0%

Airline	Scheduled Flights	Cancellations Due To				Total Cancellations	Percentage of Completed Flights
		Field	Mechanical	Weather	Other		
IFL Group	5	0	0	0	0	0	100.0%
Island Sea Carrier	2	0	0	0	0	0	100.0%
Kolo Canyons Air Service	1	0	0	0	0	0	100.0%
McNeely Charter Service	4	0	0	0	0	0	100.0%
Miami Air	3	0	0	0	0	0	100.0%
PAK West Airlines	2	0	0	0	0	0	100.0%
Priority Air Cargo	3	0	0	0	0	0	100.0%
Royal Air Freight	8	0	0	0	0	0	100.0%
Sonrise Aviation	1	0	0	0	0	0	100.0%

Airline	Scheduled Flights	Cancellations Due To				Total Cancellations	Percentage of Completed Flights
		Field	Mechanical	Weather	Other		
Southwest Airlines	87	0	0	0	0	0	100.0%
Trans States Airlines	1	0	0	0	0	0	100.0%
TSM	1	0	0	0	0	0	100.0%
United Airlines	280	0	0	5	0	5	98.2%
UPS	35	0	0	0	0	0	100.0%
USA Jet	1	0	0	0	0	0	100.0%
World Atlantic Airways	1	0	0	0	0	0	100.0%
Xtra Airways	1	0	0	0	0	0	100.0%
Total	1,388	0	7	18	2	27	98.1%

Thursday, February 15, 2018

GSP INTERNATIONAL AIRPORT
ROGER MILLIKEN FIELD

MEMORANDUM

TO: Members of the Airport Commission

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

DATE: March 19, 2018

ITEM DESCRIPTION – Information Section Item B

January 2018 - Financial Report

SUMMARY

Attached is a copy of the detailed financial report for January 2018.

Operating Income was up by **2.96%** when compared to the budget for Year-to-Date January 2018. Operating Expenses were down by **10.92%** when compared to the budgeted amount for the period. Net operating income was up by **25.59%** when compared to the budget through January 2018. For the period ending January 2018, which represents seven (7) months of the fiscal year, a total of about **$10.46 million** has been returned to the bottom line in operating income.

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, 2018 FINANCIAL STATEMENT PACKAGE

GREENVILLE SPARTANBURG AIRPORT DISTRICT

STATEMENT OF NET POSITION

	Current Month Current FY 1/31/2018	Current Month Prior FY 1/31/2017
Assets		
Cash Accounts	4,531,379.29	19,965,798.38
Investments-Airport	9,990,083.30	4,998,133.35
Bond Trustee Assets	277,293.87	209,473.01
Accounts Receivable	(110,240.91)	288,069.96
Less: Reserve for Doubtful Accts	-	
Net Accounts Receivable	**(110,240.91)**	**288,069.96**
Inventory	394,855.31	142,933.37
Prepaid Insurance	451,627.10	439,086.38
Notes Receivable-RAC District Funds	1,446,025.64	1,682,924.53
Property, Plant & Equipment (PP&E)	389,632,244.77	354,871,859.47
Less: Accumulated Depreciation	(143,479,081.98)	(131,434,450.26)
Net PP&E	**246,153,162.79**	**223,437,409.21**
TOTAL ASSETS	**263,134,186.39**	**251,163,828.19**
PLUS: Deferred Outflows of Resources		
Deferred Pension	2,329,681.54	972,466.85
TOTAL DEFERRED OUTFLOWS OF RESOURCES	**2,329,681.54**	**972,466.85**
LESS: Liabilities		
Accounts Payable	2,423,150.45	1,168,634.17
TD Bank LOC	2,164,358.00	2,164,358.00
Revenue Bonds Payable	1,684,446.08	1,971,136.43
SCRS Pension Liability	12,214,294.00	10,446,431.00
Benefit Liability	881,124.04	827,112.61
TOTAL LIABILITIES	**19,367,372.57**	**16,577,672.21**
LESS: Deferred Inflows of Resources		
Deferred Revenues	1,469,318.64	1,715,191.53
TOTAL DEFERRED INFLOWS OF RESOURCES	**1,469,318.64**	**1,715,191.53**
NET POSITION		
Invested in Capital Assets, net of Related Debt	240,922,779.15	217,630,126.68
Restricted:		
A/P - Capital Projects - Restricted	212,847.79	198,336.58
Contract Facility Charge	2,064,744.96	2,052,516.96
Total Restricted:	2,277,592.75	2,250,853.54
Unrestricted	1,426,804.82	13,962,451.08
TOTAL NET POSITION	**244,627,176.72**	**233,843,431.30**

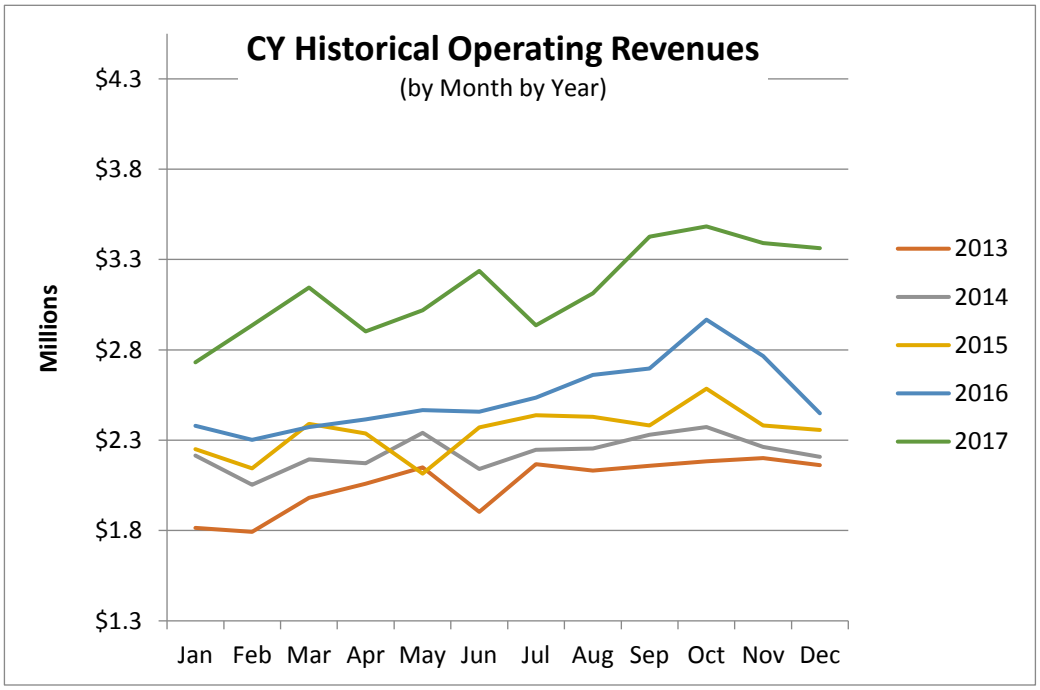
GREENVILLE SPARTANBURG AIRPORT DISTRICT

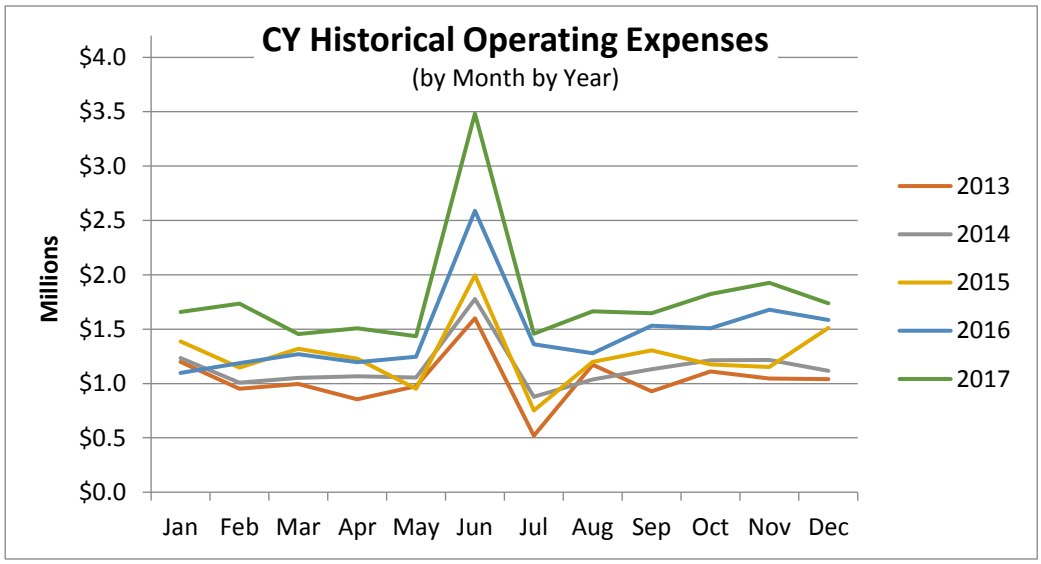
PROFIT and LOSS STATEMENT

	<---------- FISCAL YEAR TO DATE ---------->				
	January 31, 2018 Actual	**January 31, 2018 Budget**	**Actual - Budget**	**% Change**	
INCOME					
Landing Area:					
Landing Fees	1,607,995.70	1,465,087.19	142,908.51	9.75%	(a)
Aircraft Parking Fees	196,713.66	219,751.14	(23,037.48)	-10.48%	
Subtotal Landing Area	1,804,709.36	1,684,838.33	119,871.03	7.11%	
Space & Ground Rentals	6,005,725.96	6,086,367.00	(80,641.04)	-1.32%	(b)
Auto Parking	7,089,592.66	7,700,562.52	(610,969.86)	-7.93%	(c)
Commercial Ground Transportation	66,164.27	84,583.31	(18,419.04)	-21.78%	
Concessions:					
Advertising	190,174.98	175,000.00	15,174.98	8.67%	
Food & Beverage	349,300.92	291,573.31	57,727.61	19.80%	
Rental Car	2,168,707.97	1,827,147.42	341,560.55	18.69%	(d)
Retail	353,771.04	329,175.00	24,596.04	7.47%	
Subtotal Concessions	3,061,954.91	2,622,895.73	439,059.18	16.74%	
Expense Reimbursements	894,993.54	879,852.96	15,140.58	1.72%	
Other Income	1,378,916.11	1,192,643.41	186,272.70	15.62%	(e)
Gross Profit on Fuel Sales	2,254,371.17	1,655,947.37	598,423.80	36.14%	(f)
Total Operating Income	**22,556,427.98**	**21,907,690.63**	**648,737.35**	**2.96%**	
EXPENSES					
Salary & Benefits	6,822,684.03	7,049,242.34	(226,558.31)	-3.21%	(g)
Professional Services	186,243.65	370,411.37	(184,167.72)	-49.72%	(h)
Promotional Activities	260,340.04	929,395.74	(669,055.70)	-71.99%	(i)
Administrative	594,895.38	726,731.74	(131,836.36)	-18.14%	(j)
Insurance	317,811.69	317,811.69	-	0.00%	
Contractual Services	1,904,232.78	2,059,209.11	(154,976.33)	-7.53%	(k)
Rentals & Leases	84,045.97	91,122.50	(7,076.53)	-7.77%	
Repairs & Maintenance	435,517.77	370,013.56	65,504.21	17.70%	(l)
Supplies & Equipment	516,999.45	690,937.45	(173,938.00)	-25.17%	(m)
Utilities	972,463.88	972,966.89	(503.01)	-0.05%	
Total Operating Expenses	**12,095,234.64**	**13,577,842.39**	**(1,482,607.75)**	**-10.92%**	
NET OPERATING INCOME	**10,461,193.34**	**8,329,848.24**	**2,131,345.10**	**25.59%**	
	-	-			

GREENVILLE SPARTANBURG AIRPORT DISTRICT

REVENUES AND EXPENSES TREND GRAPHS





January 31, 2018

YTD ACTUAL VS YTD BUDGET FOOTNOTES - SUMMARY

(a)	**Landing Fees**	OVER BUDGET	**$142,908.51**	- Actual passenger weights 745M (711M budgeted); Actual Cargo weights 190M (166M budgeted)
(b)	**Space & Ground Rentals**	UNDER BUDGET	**$80,641.04**	Blended effects of the following: - Transition from space to per-turn and addition of special rate common use 14K - OHM/Hudson are using more of the undconditioned space and less of the conditioned space (higher rate) than budgeted 43K - Did not anticipate that Senator would need to rent space and therefore did not budget - 41K fytd - American S. Cargo under budget 54K due to using wrong (higher) sq footage in budget - UPS did not occupy new space until Sept - 60K fytd - PSA office and hangar rent not included in the budget in error 233K fytd - FBO hangar rent is below budget due to Miliken space budgeted but the hangar is not ready for occupancy yet 47K. - Bradford Logistic : Budgeted 65K per month but only billing 24K per month total to Hudson and OHM (41K per month under budget). Billing was effective August 1st rather than July as budgeted. - Project Ziggy (BMW) and ProTrans 18K under budget - FBO Facility fees not budgeted 83K fytd (when planes fly in and don't buy gas) - Telephone - Verizon budgeted but they're no longer here 20K
(c)	**Auto Parking**	UNDER BUDGET	**$610,969.86**	- Budgeted an 18% increase over calendar year 2016 at $13.2M; currently trending at $12.7M
(d)	**Rental Car**	OVER BUDGET	**$341,560.55**	- Increase in traffic
(e)	**Other Income**	OVER BUDGET	**$186,272.70**	- Warehousing Fees Senator and Magma fees under budget 307K - A/C Ground handling-Cargo (Comm) 36K over budget - Ground handling (Charter) 150K over budget - Ground handling (non-tenant) 22K over budget - Non-Tenant Uber over budget 76K - Parking Tickets/Seized Funds 11K under budget - GSE Lease/Usage 46K over budget - Insurance claims on unrepaired equipment 17K over budget - Airline CUSS Ticketing Stock not budgeted 27.5K - Cargo Ops not budgeted 100K
(f)	**Gross Profit on Fuel Sales**	OVER BUDGET	**$598,423.80**	- Increase in sales and decrease in cost of goods sold
(g)	**Salary & Benefits**	UNDER BUDGET	**$226,558.31**	- Several departments are not fully staffed (Facilities, AvSrv, etc) - Approximately 13 vacant positions

January 31, 2018

YTD ACTUAL VS YTD BUDGET FOOTNOTES - SUMMARY

(h)	**Professional Services**	UNDER BUDGET	**$184,167.72**	- Consulting 93K under budget - Legal 76K under budget
(i)	**Promotional Activities**	UNDER BUDGET	**$669,055.70**	- Advertising expense 343K under budget - General marketing expenses 221K under budget - Sponsorships expenses 90K under budget
(j)	**Administrative**	UNDER BUDGET	**$131,836.36**	- Travel/Training 153K under budget - Dues & Subscriptions 14K under budget - Corporate Function 54K over budget
(k)	**Contractual Services**	UNDER BUDGET	**$154,976.33**	- Parking Management agreement expenses 33K under budget - Janitorial Services 94K under budget (some budgeted services have not occurred yet) - Computer-annual contracts 26K under budget - Elevator & Escalator 24K over budget, large annual contract paid in September - Snow Removal 11K under budget - Telephone Equipment 13K over budget - Plants 15K under budget - Catering Services 25K over budget - Miscellaneous 42K under budget - ArieHub project has been put on hold (36K fy)
(l)	**Repairs & Maintenance**	OVER BUDGET	**$65,504.21**	- ARFF E3 vehicle repairs 80K, funded by Emergency Repair Reserve
(m)	**Supplies & Equipment**	UNDER BUDGET	**$173,938.00**	- Computer-Equip/Supplies 111K under budget - Nursery & Landscaping 37K under budget - Snow Removal 27K under budget - Heat & Air 18K under budget - Painting 27K over budget

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.

Greenville-Spartanburg Airport District
January 31, 2018

	Issue Date	Maturity Date	Interest Rate	Cost Basis or BOY FMV	Par	EOM FMV	FMV Adj
US Treasury							
UST T-Bill 4-wk	1/4/2018	2/1/2018	1.289%	4,995,061.10	5,000,000.00	4,995,061.10	-
UST T-Bill 4-wk	1/11/2018	2/8/2018	1.299%	4,995,022.20	5,000,000.00	4,995,022.20	-
							-
Subtotal-UST				***9,990,083.30***	***10,000,000.00***	***$ 9,990,083.30***	***-***

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 = 1.2940%

GREENVILLE SPARTANBURG AIRPORT DISTRICT

Other Operating and Maintenance Reserve Funds

	FY $ Amount Authorized	Estimated Cost	Date	$ Amount Used YTD	
Emergency Repair/Replacement/Operations Fund	**$ 750,000**				
Storm Drain Repair		$ 10,575	8/5/2017	$ 10,575	Barton Utilities-Repair storm drains between runways due to hail storm damage
Airfield Generator Transfer Switch		$ 30,000	9/26/2017	$ 14,297	Blanchard Machinery Co-ASCO Bypass isolation transfer switch
			11/16/2017	$ 10,709	Walker & Whiteside, Inc.-Install metering ATS lighting vault
ARFF E3		$ 80,000	10/3/2017	$ 38,673	General Truck Parts
			10/24/2017	$ 8,149	Oshkosh
			11/9/2017	$ 3,759	Oshkosh
			12/5/2017	$ 8,963	Oshkosh
			12/5/2017	$ 279	Oshkosh
			12/7/2017	$ 22,549	W.W. Williams
				$ 82,373	
Chiller Rotor & Housing		$ 25,000			(to be completed mid-Feb 2018)
2108 Hangar Deferred Maintenance		$ 56,528			
		$ 202,103			
Uncommitted Balance	**$ 547,897**				
Business Development Obligations/Incentives	**$ 600,000**				
CO2 Testing Unit		$ 6,970	7/13/2017	$ 6,970	US Testing Equipment (6,970 also paid in FY17)
ParkAssist Out-of-Scope Electrical work		$ 50,000			
2108 Hangar Tenant Improvements		$ 175,445			
		$ 232,415			
Uncommitted Balance	**$ 367,585**				

1/31/2018

Procurement / Capital Acquisitions

Project/Item Description	Date	Monthly $ Amount
Capital Improvements:		
Avcon / Apron Rehab Phase III	1/3/2018	18,006
WK Dickson / Cargo Apron (design)	1/3/2018	85,559
WK Dickson / Cargo Apron (design)	1/26/2018	54,403
LS3P Associates / PG C Design	1/3/2018	33,464
LS3P Associates / PG C Design	1/26/2018	17,423
Roebuck Buildings Co / FBO Hangar Project	1/3/2018	772,125
Avcon / FBO Hangar Project	1/3/2018	13,642
Roebuck Buildings Co / FBO Hangar Project	1/26/2018	431,575
Roebuck Buildings Co / Additional A/C Hangar	1/3/2018	545,478
Avcon / Additional A/C Hangar	1/3/2018	10,719
Roebuck Buildings Co / Additional A/C Hangar	1/26/2018	369,697
Roebuck Buildings Co / Hangar Water Supply	1/3/2018	30,104
Roebuck Buildings Co / Hangar Water Supply	1/26/2018	86,363
WK Dickson / ARFF Station design	1/3/2018	62,104
WK Dickson / ARFF Station design	1/26/2018	132,497
GLF / Cell Phone Lot Overflow Imrpovements	1/26/2018	235,554
GLF / Paving of National & Alamo	1/26/2018	12,105
Equipment and Small Capital Outlays:		
SHI International / VDI Upgrades	1/3/2018	95,072
Lektro / Aircraft Tug	1/3/2018	98,925
Renewals and Replacements:		
St. Clair Sign Inc. / Retrofit Neon Gate Sign	1/26/2018	14,345
Professional Service Projects:		
McFarland Johnson / Master Plan	1/3/2018	227,634
Total Procurements/Capital Additions for the month		**$ 3,346,795**

GSP INTERNATIONAL AIRPORT
ROGER MILLIKEN FIELD

MEMORANDUM

TO: Members of the Airport Commission

FROM: Kevin Howell, Senior Vice President/COO

DATE: March 19, 2018

ITEM DESCRIPTION – Information Section Item C

February 2018 – Development/Project Status Report

SUMMARY

Consolidated Hangars Project:

Status – Construction Phase
Project Budget – $14,773,565
Estimated Completion Date – April 2018

The Consolidated Hangars Project was approved in May 2016 and includes construction of a new Corporate Hangar and a new Bulk Storage Hangar. The design is led by AVCON along with McMillan Pazdan Smith. Roebuck Buildings Co. is the general contractor for the project.

Both hangars are scheduled to be completed in April 2018.

Airport Master Plan:

Status – Planning Phase Underway
Project Budget – $1,347,543
Estimated Completion Date – 12 to 18 months

McFarland Johnson is leading the GSP Airport Master Plan. Alternatives analysis workshops were held in January 2018. A Task Force meeting is planned in March 2018.

Parking Lots Project:

Status – Construction Phase
Project Budget – $2,850,000
Estimated Completion Date – June 2018

This project includes the new Overflow Parking Lot and an expansion to the National/Alamo Rental Car Service Center Lot. The originally planned Employee Lot expansion was removed from the project scope due to budget constraints. Michael Baker International was the designer for this project. AVCON is handling construction phase services. GLF is the contractor for the Overflow Lot and the Rental Car Service Center Lot.

The contractor is currently working on completing the stone base and will begin the curb and gutter installation in the Overflow Lot once the utilities and light pole installations are completed. Anticipated completion for the Overflow Lot and the National/Alamo Service Center Lot is late May to early June, depending on weather and sub-surface conditions.

Staff is executing an alternative with GLF for a temporary gravel lot expansion for the Employee Lot that should be completed by June 2018.

ARFF Station Project:

Status – Design Phase
Project Budget – $969,370 (design phase)
Estimated Completion Date – Construction documents were to be completed in June 2018. The design schedule will be impacted as Staff works with the design team to resolve project budget issues based on recent cost estimates.

This project includes the design and construction of a new ARFF station. Design is being led by WK Dickson and is supported by Leo Daly, DP3, and several other local design firms. The design team is transitioning from Schematic Design (SD) to Design Development (DD) phase.

Parking Garage C:

Status – Planning and Design Phase
Project Budget – $40,000,000
Estimated Completion Date – TBD
This project includes the design and construction of a new combined public parking and rental car ready/return garage. Planning phase work continues.

New Cargo Apron:

Status – Bidding Phase
Project Budget – $750,000 (planning & design phase)
Estimated Completion Date – Design Phase Completed

This project includes the design and construction of a new dedicated cargo apron with taxiway connector just south of the existing FedEx facility. The apron project is currently out for bid. Bid opening is scheduled for March 6, 2018.

Air Cargo Facility Phase 1:

Status – RFP Process
Project Budget – $13,000,000
Estimated Completion Date – March 31, 2019

A Request for Proposals (RFP) was issued for development services of the Air Cargo Facility Phase 1 Project. Phase 1 will be approximately 100,000 SF of cargo warehouse and 10,000 SF of office space adjacent to the new cargo apron. Staff will present a recommendation at the March Board meeting.

2100 and 2102 GSP Drive Roof Replacement Project:

Status – Design Phase
Project Budget – $1,600,000
Estimated Completion Date – TBD

This project includes replacing the roofs on two existing hangars located at 2100 and 2102 GSP Drive. Bid documents are being prepared by Shepard and Associates under contract to WK Dickson. Contractor pre-qualification evaluation is underway. Bidding is scheduled for April 2018.

MEMORANDUM

TO: Members of the Airport Commission

FROM: Rosylin Weston, Vice President - Communications and Governmental Affairs

DATE: March 19, 2018

ITEM DESCRIPTION – Information Section Item D

February 2018 – Communications and Governmental Affairs Report

SUMMARY

News Stories Broadcast, Print and Online 02/01/18-02/28/18:

Print and Online

- Upstate Business Journal – Anderson based Palmetto Distillery, SC's first legal moonshine distillery, opens retail shop at GSP
- Spartanburg Herald Journal – GSP prepares to fly hundreds of horses in and out for World Games
- Aviation Pro- SC: Moonshine now sold at one of South Carolina's largest airports
- Topix – Moonshine now sold at one of South Carolina's largest airports in 5 flavors
- Greer Today - $1.3 Billion in retail sales in 2017 continues Greer momentum

Social Media 02/01/18-02/28/18:

GSPAirport.com

- 70,104 sessions
- 44,793 were new users
- 2.00 pages per session
- Average session duration – 1:46 minutes

Facebook

- 9,823 total likes
- 84,380 post engagements

Top Posts

- Moonshine comes to GSP
- GSP is now in 3rd Place in USA Today 10Best

Customer Service Complaints Summary:

- Luggage Carts not accepting credit cards
- No free handicapped parking
- Need more charging stations or signs identifying charging stations pre-security
- Shuttle service to long-term parking would be nice

Upcoming Community Relations/ Special Events:

- Sponsor – Spartanburg Soaring – April 21, 2018
- Host Honor Flight – April 28, 2018
- Sponsor – Artisphere – May 11-13, 2018
- GSP Conference Center – 10 events held during the month of February

Art Phase II Updates:

Beyond The Fray by Lauren Boilini has been completed and we are working with the artist to schedule shipping and installation. This process should be completed in 30 days. The location is Niche Concourse A.

Upcountry Motion and **Take Flight** by Nancy Hilliard Joyce are in the final stages of completion and have tentatively been scheduled for installation the week of April 9, 2018. These pieces are scheduled to be installed outside the exit lanes on Level 2 of the terminal.

GSP INTERNATIONAL AIRPORT
ROGER MILLIKEN FIELD

MEMORANDUM

TO: Members of the Airport Commission

FROM: Scott C. Carr, A.A.E., Vice President – Commercial Business and Marketing

DATE: March 19, 2018

ITEM DESCRIPTION – Information Section Item E

February 2018 – Commercial Business and Marketing Report

SUMMARY

AirIT – Paging Installation Project:

Status – Basic paging is fully functional throughout the terminal building. Amadeus is still working on advanced paging items such as automated boarding for the airlines and automated flight announcements. AirIT has had several scheduling delays and we are attempting to get an updated project schedule from them that outlines a firm completion date.
Project Budget – $471,683
Estimated Completion Date – March 31, 2018

The Airport District is transitioning to AirIT and IED's paging system. This will provide seamless integration with AirIT's other software programs in use at the airport (i.e. EASE, BIDS, FIDS, GIDS, etc.) and place them on the same software platform. This will allow the airport to provide automated flight information announcements and other customer service enhancements for the benefit of the traveling public.

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.
Estimated 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 that their wired data connection is interrupted. This project will be engineered and installed on behalf of FedEx by AT&T.

New Television Commercial:

Status – Finalizing production of two different versions
Project Budget – $150,000 includes air time and production costs
Estimated Completion Date – April 1, 2018

The Airport District has developed two new television commercials that will help position GSP as the hometown airport for local travelers. The new television spots will primarily air during prime time each weeknight.

GSP INTERNATIONAL AIRPORT
ROGER MILLIKEN FIELD

MEMORANDUM

TO: Members of the Airport Commission

FROM: Marsha Madore, Human Resources Director

DATE: March 19, 2018

ITEM DESCRIPTION – Information Section Item F

February 2018 – OSHA Reportable Injury Report

SUMMARY

Monthly Activity as of February 28, 2018

- 1 OSHA Reportable injuries
  - 2-5-2018 – Matthew Cooper, Firefighter, was driving a fire engine. The movement of the truck from shifting caused a back problem and swelling. He lost 3 days of work.

2018 Calendar Year-to-Date

- 1 OSHA Reportable Injuries

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
2017	188	241,716	4	0	12
2016	133	243,191	6	0	2

AIRLINES

Southwest Airlines Raises Fee to Board Early at Some Airports

HUGO MARTIN ON FEB 26, 2018
SOURCE: MCCLATCHY

Feb. 23--At Southwest Airlines, passengers who want to board early to pick a window seat or be assured of room in the overhead compartment for their luggage must pay a fee.

The Dallas-based carrier has quietly raised that fee at some airports for passengers who decide after they get to the terminal that they want to be among the first to get a seat.

In the past, Southwest charged either $30 or $40 to board early, depending on the airport. That fee has been increased to $50 in a "handful of markets," the airline said in a statement Friday. A spokeswoman declined to elaborate which airports are involved.

"Every few years, we review the price of our services in order to align with market and operational conditions as well as uphold the quality of our offerings," the statement said.

There are two other ways to board early on Southwest: Fliers can buy a "Business Select" ticket, which includes early boarding privileges, plus a free drink and extra loyalty reward points. Passengers also can pay $15 when they buy the "Early Bird Check-in" service during booking.

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AIRPORTS

Chicago, Airlines Nearing $8.5B Deal to Dramatically Expand O'Hare

BILL RUTHHART ON FEB 26, 2018

SOURCE: MCCLATCHY

Feb. 26--Mayor Rahm Emanuel and Chicago's airline carriers are in the final stages of negotiating a blockbuster $8.5 billion deal to dramatically expand O'Hare International Airport with a state-of-the-art global terminal, dozens of new gates and several additional concourses, the Chicago Tribune has learned.

The eight-year plan would be the single largest and most expensive terminal revamp in O'Hare's 73-year history. The goal is to vault the airline hub long known for its gridlock and delays into the 21st century by growing its sluggish number of international flights and creating more room for its domestic carriers.

Emanuel is seeking to leverage the May expiration date of the airlines' 35-year lease to secure higher fees and charges from the carriers that would help bankroll the ambitious project. The Aviation Department would borrow against the future airline fees to pay for the construction, which city officials said would not require taxpayer dollars.

The 55-year-old Terminal 2 would be torn down to make way for a new "Global Terminal" with wider concourses and gates to accommodate the larger aircraft that embark on international flights to places like Hong Kong and Dubai. Terminals 1, 3 and 5 would be renovated, while two new satellite concourses would be constructed to the west of the existing terminals and connected to the new Global Terminal by an underground pedestrian tunnel.

All told, more than 3.1 million square feet of terminal space would be added -- a 72 percent increase over the current 4.3 million square feet.

The amount of space for planes to park at airline gates would increase by 25 percent, and the total number of gates would jump from 185 today to roughly 220 upon the project's completion in 2026, Aviation Commissioner Ginger Evans confirmed in an exclusive interview with the Tribune.

"There comes a time where you just can't live in your grandmother's terminal anymore, and truthfully, we're living in our grandmother's terminal," Evans said. "You snooze, you lose in this business. Our competitors are out there investing, adding capacity, and we have got to do the same."

While O'Hare consistently is listed as one of the world's best-connected and busiest airports, Evans said those rankings lean heavily on Chicago's large number of regional jets and have provided the city with a false sense of security. She said Chicago's failure to add gates at O'Hare during the last quarter century has left it vulnerable to competition, noting that Los Angeles International Airport passed O'Hare last year in the number of passengers, moving into the No. 2 spot behind Hartsfield-Jackson Atlanta International Airport.

In the coveted category of international passengers, Chicago lags even further behind.

"When you look at the international numbers, you say, 'Wait a minute. We have half the international passengers that Miami and LAX do? We have a third the number of JFK?' " Evans said of New York's largest airport. "We have more industry, more global trade, more imports from China than LA and Miami, why should Chicago be half? We're at 10 or 11 million international passengers and they're at 21 or 22 million. Really? Come on."

Emanuel declined an interview for this story. Privately, however, he has told business leaders and confidants that the O'Hare overhaul would be a "game changer" for Chicago, a move he has predicted could become one of his top achievements as mayor.

A project of this scale also could be a reputation changer for O'Hare, which for years ranked among the worst for on-time arrivals and departures, leaving thousands of travelers with their own unique tales of lengthy Chicago delays and canceled flights.

"Given O'Hare's place in the airport system -- and their place is an enormous one -- the fact they haven't been able to increase their gates in 24 years has been important," said Kevin M. Burke, president and CEO of the Airports Council International North America, an organization that represents airport governing bodies.

"People know from traveling around the country, if Chicago is clogged, the rest of the country gets clogged. If they don't have enough gates for aircraft, the rest of the country suffers for it," Burke said. "So, when I see a project like this going off at O'Hare, it is good for the entire U.S. airport system."

The deal would cover $8.5 billion worth of improvements at O'Hare, according to sources familiar with the project's details who were not authorized to speak publicly. Once finalized, Emanuel is expected to introduce the agreement at Wednesday's City Council meeting.

For more than a year, Evans and her team have been at the negotiating table trying to strike a deal that finally would substantially boost O'Hare's gates. Evans and Emanuel's office declined to discuss specifics of the talks, including how much the airlines are willing to pay for the improvements. But a memo from airline negotiators to city officials obtained by the Tribune through an open records request shows that airline executives have signed off on a price tag between $6 billion and $8 billion.

Representatives for United and American declined to comment Sunday on the project's price, scope or details, citing ongoing negotiations between the carriers and the city.

The airlines' incentive for the big spending? More business and better customer service.

United and American, for example, would be located in the Global Terminal with major international partners Lufthansa, All Nippon Airways, British Airways and Japan Airlines. Some "spoke" carriers like Delta, for example, would relocate to what's now international Terminal 5, where customers easily could connect to KLM, Air France, Korean Air and Aeromexico.

"The non-hub airlines get their own space in Terminal 5, their own entrance, their own hotel, more club room, more paid space, they will be closer to the city. They love that," said a source familiar with the negotiations who was not authorized to speak about them publicly. "And American and United essentially get a better internationally connecting complex, because to send passengers over to or from Terminal 5 is a pain in the ass. Nobody likes that.

"So, in the end, American, United and the other non-hub airlines all agreed," the source said. "It gives everyone sort of what they want."

Long on the runway

If the airlines sign off, the deal would represent a landmark breakthrough at O'Hare, where American and United long have held great control over the airport's operations, often refusing to go along with much-hyped plans for additional gates, concourses or a new terminal. The two industry giants viewed those projects as the city charging them to pay for changes that largely would benefit their smaller competitors.

Adding new gates at O'Hare to expand the airport's passenger capacity has been bandied about City Hall for at least two decades. For much of that time, it didn't amount to much more than talk. The airport had been hamstrung by its archaic layout of six intersecting runways. Even if O'Hare added gates, the airfield and runways couldn't handle the increase in flights because of the timing delays involved with alternating takeoffs and landings on the crisscrossing runways.

So in 2001, then-Mayor Richard M. Daley embarked on what became known as the O'Hare Modernization Program. The effort included using eminent domain to acquire 400 acres while razing more than 500 homes and commercial buildings and forcing the relocation of a Bensenville cemetery.

The city spent nearly $10 billion (including $1.1 billion from the federal government) to seize the land and build three new parallel east-west runways and extend a fourth existing one, bringing the number of east-west runways to five. The last of those runways was only built after then-President Barack Obama's administration ponied up an extra $155 million and, along with City Hall, convinced United and American to drop a lawsuit that sought to block Daley from borrowing for further construction.

In January 2016, Emanuel rebooted the airport expansion plans with a program he dubbed "O'Hare 21." His first announcement was a $1.3 billion deal to build O'Hare's sixth and final east-west runway, de-icing pads to allow planes to take off more quickly and new taxiways to speed up the pace of planes going to and from far-flung gates. The new runway is expected to open in 2020 while the de-icing pads will go into operation this year, city officials said.

Emanuel secured $345 million from the Obama administration for the runway, which Evans said was a critical step toward the multibillion-dollar O'Hare expansion now being finalized. The sixth east-west runway allows O'Hare to shut down a second diagonal runway on the airfield's west end, clearing room for construction of the larger global terminal and two satellite concourses, Evans said.

"That old runway blocked off acres of valuable real estate that we couldn't use," Evans said, pointing to one of several maps spread out on a conference room table in her 17th floor Loop office. "Now, when we get rid of it, we have something that no other airport in North America has: more than 400 acres of developable land."

'Sell the heck out of it'

When the airfield construction is completed, O'Hare will operate six east-west runways and two diagonal runways. As the added runway capacity ramps up, dozens of new gates will come online over the next eight years, according to the city's latest plans.

Some already are in the works.

United will add one gate to an existing concourse later this year. American will open five more gates on Terminal 3's L concourse. A $300 million Terminal 5 extension is underway, with nine new gates planned in addition to the current 25.

Under the potential deal with the airlines, one of the major steps would be to build an expensive pedestrian tunnel westward from what's now Terminal 2. Evans declined to offer a cost estimate for that work.

Two new concourses -- currently dubbed Satellite 1 and Satellite 2 -- also would be built. Satellite 1 would connect to Terminal 1, while Satellite 2 would be built farther west, according to city plans provided to the Tribune.

As the new concourses and gates are built, flights that arrive and depart from Terminal 2 would be relocated to the satellite concourses and an expanded Terminal 5. That would clear the way to tear down the aging Terminal 2 without hindering the airport's overall capacity and operations, Evans said. The details of exactly which airlines move, in what order and to where is still the subject of intense negotiations, city officials said.

Beyond the 35 additional gates, 40 other gates in Terminal 2 would be torn down and replaced with new ones.

While United and American have declined to discuss the project's cost, the two airlines sent an August memo to Evans indicating they backed the city spending up to $8 billion on the O'Hare overhaul. The Tribune obtained the memo through a Freedom of Information Act request.

"A major capital program is needed to maintain and refresh existing facilities and support growth at ORD," wrote Michael Minerva, American's vice president of government and airport affairs. "The hub airlines' proposal is in line with the city's stated investment target of $6-8 billion."

To pay for it, the city would issue bonds backed by future higher fees the airlines will be charged under a new O'Hare lease. Evans said taxpayer money would not be used and travelers should not see an increase in airfare since airlines are global companies that absorb lease increases and other fee changes.

"They price on demand. Fuel prices will have a lot bigger impact on ticket prices than rent," said Evans, who added that airport costs are about 5 to 6 percent of an airline's total operating costs.

In addition to the two new satellite concourses and global terminal, the expansion would include a new western parking and security screening facility for airline employees, a Terminal 5 parking garage and three new baggage systems considered key to the airlines' support of the expansive project.

Not included yet are three new hotel projects at the airport -- the renovation of the existing Hilton, along with a new hotel at Terminal 5 and another new hotel to be built at a multimodal facility with rental cars, buses and parking that's under construction.

Evans said the airlines have agreed in principle to the new hotels, but plans won't be finalized until later this year when more cost estimates are completed.

If Emanuel's administration and the airlines ink a deal, the massive expansion will change the look, feel and operations at O'Hare.

New concourses would be 150 feet wide, dramatically larger than current ones. Terminals 1, 3 and 5 would get architectural upgrades. Passenger amenities would get a boost, with United and American opening 50,000-square-foot club lounges in the new Global Terminal.

"Some of the terminals at O'Hare date back to the dawn of the jet age," said Henry Harteveldt, a San Francisco-based travel industry analyst and president of Atmosphere Research Group. "The concourses choke. Good God. If you're at O'Hare at rush hour, even on a good day, it resembles one of the circles of hell. The city, the passengers flying to and through O'Hare and the airlines serving the airport all deserve a lot better, and they're going to get it."

The biggest operational change: O'Hare no longer will have just a single international terminal.

Terminal 5 would welcome Delta and other "spoke" carriers at O'Hare, and they'll share the terminal with several international carriers, many of whom have partnerships with Delta. A Delta representative declined to comment Sunday.

Meanwhile, the Global Terminal would be home to the two hub airlines and their international partners. For United, that means being located side by side with its Star Alliance partners, including Lufthansa and All Nippon Airlines. For American, that means easy connections with One World partners British Airways and Japan Airlines.

In the airline industry, having domestic and international airlines in the same terminal is known as a "global alliance hub," Evans said, pointing to London's Heathrow Airport and Tokyo's Narita International Airport as the standard. O'Hare would become the first such global alliance hub in the U.S., Evans said.

"My boss, the mayor, has this thing: 'I don't just want O'Hare to be bigger, it has to be the best,' and this is one of the ways we're going to leapfrog over the other U.S. international terminals," Evans said.

Burke, the airports council CEO, said becoming the nation's first global alliance hub would be a significant coup for O'Hare, especially given that the nation's domestic travel in recent years has been relatively flat, with much of the growth coming from international flights.

"It's good to be first when it's the right thing to do, and this seems to be the right thing to do," Burke said. "Other airports will be looking at what Chicago is able to accomplish, because if you're a large airport hub and you want to grow your international traffic, you want to work with your airlines to make sure the customer experience is a great one."

Plus, it's a big win for the airlines, which save money with faster connection times and can offer a more seamless travel experience for customers, Evans said. City Hall predicts the moves should drive a steady increase in the city's total number of passengers, from 78 million in 2016 to around 100 million by 2026.

"My ultimate goal is to get the airlines to rethink Chicago in their system, rethink how they use O'Hare. Quite frankly, we're after that international service. That's what we need and that's what we deserve," Evans said. "And if we make it really customer friendly, the airlines can sell the heck out of it."

A United representative would not comment on specifics of the project or the negotiations, but expressed optimism of reaching a final deal with the city.

"We look forward to continuing to work collaboratively in order to finalize an agreement that will mean continued investment at O'Hare and a world-class airport for the traveling public and people of Chicago," United spokesman Charlie Hobart said.

American spokeswoman Leslie Scott said the airline looked forward "to sharing the details about our opportunities to grow in Chicago once the negotiations are completed."

'Childish' games

Under Emanuel and Evans, the city has changed its approach to adding gates and a new terminal at O'Hare.

While the new concourses will march westward from the existing Terminal 2, Daley's O'Hare Modernization Plan called for the construction of a western terminal

on the airfield's far edge. That required Daley to acquire hundreds of acres of land from suburban Elk Grove Village and Bensenville.

A new western terminal, paired with new western highway access to O'Hare, would generate economic development opportunities for the nearby suburbs, the city argued at that time. The highway portion is still being built, but the lack of a new western terminal means suburban officials aren't likely to see the type of economic development they hoped for, at least for now.

Evans points to the new western employee garage as a commitment to keep building gates and concourses in that direction. The city's long-term planning calls for the addition of Satellite 3 and Satellite 4 concourses and the construction of a new western terminal, but those facilities are likely 10 to 15 years off into the future, according to a City Hall source familiar with the plans.

"When people bug me about the western terminal, I say, 'you don't build the farthest gates first,' " Evans said. "You have to build into it. We'll get there, and we'll absolutely need that."

The 50-gate western terminal Daley proposed was mothballed long before Emanuel took office, thanks to the power of United and American. The two hub airlines opposed the concept, arguing that they paid the majority of the fees at the airport and their money would go to build a terminal that would only benefit their competitors.

One of the reasons they could kill the project: The 35-year lease agreement they've been operating under gives the two hub airlines veto power over virtually every decision and project at the airport that isn't considered vital to safety or security, Evans said.

"It is enormously important not to let this very old lease -- which is definitely the strongest airline control lease in the national system -- continue," Evans said. "It just was not in the city's interest to let that kind of extreme airline control continue. ... In 1983, they gave away the store, gave away the farm."

United and American's stranglehold over O'Hare -- and their frequent infighting -- often ground improvements or investments to a halt, city officials have said. One famous example took place eight years ago, Evans said, when a security checkpoint had to be shut down because a roof on United's terminal was leaking.

Security systems had to be covered with tarps after American repeatedly had shot down requests to repair the roof, arguing United should have to cover the entirety of the expense because of poor architectural design, she said.

"One airline won't want money they pay to fix something that helps another airline. Even though it's childish, they play games," another city official familiar with the airport's operations said of the two hub airlines. "That has really caused O'Hare to be under-invested in over the course of decades."

That practice, city officials argue, left O'Hare falling behind nationally.

Over the last two decades, O'Hare has not made any major upgrades to its international terminal while airports in New York, Miami, San Francisco, Los Angeles, Dallas and Atlanta spent a combined $18 billion on international terminals, according to Aviation Department figures. In making the case to the airlines for expansion, Evans pointed to Chicago's international passenger numbers remaining virtually flat over those 20 years while business at five of those other airports grew by 4 to 5 percent each year.

Harteveldt, the travel analyst, said United and American have enjoyed dominance over the airport, and it will be best for consumers if city airline officials use the expansion as an opportunity to open up more gates for other domestic and international carriers. He noted that Virgin and Spirit airlines both previously have complained about not being able to get more gate access at O'Hare.

"I'm sure United and American are going to try to make a land grab and gobble up as many gates as they can possibly get," Harteveldt said. "It's really going to be up to the Chicago Department of Aviation to be the advocate for the non-hub airline, both U.S. and foreign flag, to ensure those carriers have adequate access and adequate number of gates. It's in the airport's best interest to limit United and American."

Under the new lease the city is negotiating, the airlines' unilateral veto power over projects will disappear, Evans said. So, too, will United and American's right to so-called exclusive-use gates, which stay in their possession no matter how much they're using them.

The Federal Aviation Administration now prohibits such arrangements in new leases at airports that receive federal funding, noting that the practice locked up gates and allowed airlines to restrict competition and access to a market by other carriers. Under the new O'Hare lease, which is expected to span 15 years, the city will annually evaluate how often airlines are using gates and reallocate them based on use, Evans said.

While that practice might foster more competition, United and American will remain as the undisputed heavyweights at O'Hare, with plenty of say over the details of how the airport expansion is planned and constructed. As such, the two airlines are receiving preferential treatment and placement at the new facilities included in the plan, city officials stressed. United, Emanuel often notes, is Chicago's largest private sector employer.

However the individual airlines will benefit, Harteveldt predicted the expansion would be a major driver of new jobs, more flights and increased tourism for years to come.

"This is a very, very big deal and it is a good big deal, not a bad big deal," Harteveldt said. "This assures Chicago will remain a premier hub in the U.S. This protects that position, and it's not just about it being a point of pride for Chicago -- it really needed to be done."

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AIRPORTS

WY: Commercial Air Service Bill Advances in Wyoming Legislature

CHRISSY SUTTLES ON FEB 26, 2018
SOURCE: MCCLATCHY

Feb. 25--CHEYENNE -- The Wyoming Senate cleared a bill Thursday to fortify commercial air service in the state. Senate File 40 passed 22-8, and now awaits consideration in the Wyoming House of Representatives.

Sen. Michael Von Flatern, R-Gillette, sponsored the bill, which would establish a one-year council to work on a capacity purchase agreement with a regional carrier. The council would then select an airline to enter into a 10-year contract with the state.

The selected airline would provide up to three daily flights to Denver from regional Wyoming airports that join the final agreement, charging the state a per-hour fee for aircraft use. Wyoming would receive revenue from flights and baggage fees.

The proposed council would consist of 15 members, including a state senator and representative, two people from the Wyoming Department of Transportation's Aeronautics Commission and two members of the public.

If the bill passes and an airline agrees to work with the state, Wyoming airports can opt into the agreement on a voluntary basis.

There is little funding associated with Senate File 40, but Wyoming could spend $15 million over 10 years to secure air service in places like Sheridan, Rock Springs and Gillette.

Council members may also receive financial reimbursement for travel expenses in the same amount as state employees.

After the task force dissolves, no later than March 15, 2019, the Aeronautics Commission takes over the program.

Von Flatern couldn't immediately be reached for comment on the bill's status, but according to online documents, the legislation made it through the Wyoming Senate intact, with few notable adjustments.

The bill fits into Gov. Matt Mead's ENDOW (Economically Needed Diversity Options for Wyoming) initiative, which is designed to diversify the state's economy through the next 20 years.

"The ENDOW recommendation is the part of the legislation that has the $15 million associated with the program. So it's coming in two different ways," Amy Surdam, aeronautics administrator for the state aeronautics division of the Wyoming Department of Transportation, said in a previous interview.

Cheyenne Regional Airport won't opt into the agreement anytime soon. Board members are working to attract a second airline to provide flights to Dallas, Phoenix or Las Vegas.

AIRLINES

CA: 'Pretty Scary Thought': SFO Close-Calls Discussed in Congressional Aviation Hearing

MATTHIAS GAFNI ON FEB 28, 2018
SOURCE: MCCLATCHY

Feb. 27--WASHINGTON, D.C. -- With runway incursions up almost 83 percent from 2011 to 2017, a high-ranking federal aviation inspector told a congressional hearing Tuesday that such incidents, including several high-profile examples at San Francisco International Airport over the past year, have become one of the leading safety concerns in the industry.

When Matthew Hampton, Department of Transportation's assistant inspector general for aviation audits, was asked what is the biggest threat to aviation safety, he had two answers: Drones, "followed closely by the close calls at airports right now."

Hampton was joined by representatives from the Federal Aviation Administration, National Transportation Safety Board, NASA and the union representing airline pilots at the Committee on Transportation and Infrastructure Subcommittee on aviation safety. The July near-catastrophe at SFO that was first disclosed by this news organization, where an Air Canada pilot narrowly averted landing on a crowded taxiway, was a hot topic.

"The margin between a near-miss and one of the worst aviation disasters in history was less than 25 feet," said New Jersey Congressman Frank LoBiondo, chair of the committee, addressing the now-infamous SFO incident and describing how closely the Air Canada plane flew above a United Airlines jet awaiting takeoff before aborting the landing. "That's a pretty scary thought. This near-miss and others have rightfully centered our attention on runway safety."

The hearing came days after Congressman Mark DeSaulnier, D-Concord, along with Peter DeFazio, D-Oregon, and Rick Larsen, D-Washington, penned a letter asking for an independent report by the Government Accountability Office, a nonpartisan review agency, on the growing number of near misses caused by pilots landing or almost landing on the wrong runway. DeSaulnier sat in Tuesday's hearing and acknowledged the stellar aviation record that boasts no fatal U.S. airline passenger accident since 2009.

"On the other hand we should be doing everything to make sure that what's happening is not a regression... That we're not so comfortable with our safety record that we're not looking at these near misses and not learning from them," DeSaulnier told the panelists. "If that 59 feet (the Air Canada plane dropped to during the July SFO incident) had finalized in a tragedy and if it happens in the future, we are all going to be held to account which I think would be appropriate. So we want to avoid that."

DeSaulnier also brought up the the subject of capturing audio of cockpit voice recorders and noted how many of the near-miss incidents across the country have ended with that audio overwritten.

"From a layperson's standpoint ... you could go to Best Buy right now and get a device that would record the last half hours so you would at least know that conversation and what (were) the human factors happening in that cockpit," he said.

After the hearing, DeSaulnier said in a statement: "Today, both the NTSB and the FAA agreed that access to data recorded in the cockpit can help us maintain and maybe improve our safety record."

Ali Bahrami, FAA associate administrator for aviation safety, brought up the challenges with improved technology in the cockpit, including privacy.

"We definitely would like to see as much information as possible in order to determine what occurred prior to the accident, and recorders, in this case voice recorders, is one of those tools," he said. "There are other ways to decipher what transpired and at this point I think we know that any kind of a visual recording has been quite controversial."

Hampton said his office is investigating runway safety and expects to release a report later this year.

"Our preliminary results indicate that FAA has had success in educating pilots about visual aids at high-risk airports and in conducting outreach to the aviation community," Hampton wrote in his briefing to the committee. "However, the agency faces challenges in implementing other initiatives, including those associated with new technologies."

Meanwhile, the NTSB provided this news agency an update on the Dec. 29 incident at a Pullman, Wash., airport when a Horizon Air plane landed on a taxiway. A source said the FAA had been reluctant to review the saved cockpit voice recorder, but eventually the NTSB opened an investigation after this news organization's report.

That cockpit audio, however, had a "high level of background noise" making flight crew conversations "unintelligible," said NTSB spokesman Christopher O'Neil. Investigators pulled another cockpit recorder off the same Horizon plane and found that one also had a high level of background noise, he said.

"The NTSB is informing the FAA's principal maintenance inspector to examine the CVR installation and performance on the incident aircraft," O'Neil said.

The pilots from the flight have been interviewed, he said, but further interviews are pending with Horizon employees. The cockpit voice recorder will also be

taken to the manufacturer for further testing.

AIRLINES

Shuster Drops Push to Privatize Air Traffic Control

LUIS SANCHEZ ON FEB 28, 2018

SOURCE: THE HILL

House Transportation and Infrastructure Committee Chairman Bill Shuster (R-Pa.) is dropping his effort to separate air traffic control from the federal government.

“Despite an unprecedented level of support for this legislation – from bipartisan lawmakers, industry, and conservative groups and labor groups alike – some of my own colleagues refused to support shrinking the federal government by 35,000 employees, cutting taxes, and stopping wasteful spending,” Shuster wrote in a statement.

The proposed legislation, which was unveiled by Shuster back in June and which the Transportation and Infrastructure Committee approved in a 32-25 vote last year, would have shifted control of the country’s air navigation system to a private nonprofit organization over three years. The system would have been controlled by a board of directors that would have the power to impose user fees.

Read more: http://thehill.com/policy/transportation/375931-shuster-drops-push-to-privatize-air-traffic-control

By Nancy Knipp

How Changing Consumer Expectations are Causing Shifts in Airport Lounge Usage

In the first six months of 2017 the airline industry experienced a 12-year high in global passenger traffic growth (7.9 percent) according to the International Air Transport Association (IATA). As airports grow busier, the way travelers are using airport lounges is changing. An increasing number of passengers are seeking out the calm haven of an airport lounge. For example, in just the first two months of 2017, the Airport Lounge Development (ALD) network of lounges has experienced an over 70 percent increase in guest volumes year over year.

Even in the midst of these changes, what remains the same is the expectation of an elevated airport experience upon entering a lounge. Here's how airport lounge access is shifting, the demands of consumers are changing and why offering premium experiences results in the largest ROI when it comes to customer satisfaction:

THE DEMOCRATIZATION OF AIRPORT LOUNGE ACCESS

Lounge access was once reserved for only the most elite travelers, those flying first class or who flew enough to have accumulated an elite status. Nowadays, that's no longer the case. Even as airlines make it more challenging to achieve elite status, more travelers than ever are being introduced to the airport lounge experience. This is thanks to, for example, credit card perks like membership in the world's largest lounge access program, Priority Pass and consumers purchasing lounge day passes directly at the airport.

Airport Lounge Development

The Club at San Jose International Airport

RISING EXPECTATIONS FOR A DIGITAL LOUNGE EXPERIENCE

The entire airport experience is becoming digitized and today's frequent flyers have a strong desire for a seamless digital experience at the airport that caters to the "digital flyer." From the moment a passenger enters the terminal doors, digital tools and technologies are playing an important role. This comes in the form of everything from biometric enabled self-service check-in facilities to mobile phone applications designed to help navigate through airport processes.

A FOCUS ON CUSTOMER PERSONALIZATION

Airport lounges are looking to change the ways they interact with travelers based on traveler demand for an individualized consumer experience. Research by ICLP found there is an opportunity to increase personalization of communication between airports and travelers. Airports are giving passengers free public Wi-Fi, but only 48 percent are collecting data from the passengers using it.

Airport Lounge Development

Guests can enjoy a variety of all-inclusive food options

Eighty-six percent of passengers are willing to share personal information, but only 27 percent of airports are using customer data to personalize their communications.

Customers expect companies to know their preferences. Business travelers expect a seamless experience at airport lounges. They depend on the work stations, satellite TV, free newspapers and magazines, meeting rooms and conference phones that lounges offer in order to make sure they can still complete a full workday whilst traveling.

Airport lounges should personalize communications with guests and remember their individual preferences.

Read more: www.AviationPros.com/12369315

ABOUTTHEAUTHOR

Nancy Knipp

Nancy Knipp is the Senior Vice President at Airport Lounge Development.

By Bill Smith

The Promise Of Parking Technology For America's Airports

Investing in parking technology allows airports to provide a better traveler experience and increase revenues.

Parking is an extraordinarily important asset for America's airports. From the traveler's perspective, parking can have a huge impact on their satisfaction with the travel experience provided by a particular airport. For airports, parking is typically an important source of revenue. In fact, many airports earn more from parking than they do from gate fees.

In light of the important role of parking, it shouldn't come as a surprise that many airports are investing in technology designed to provide a better parking experience while making parking more manageable. The technology revolution that has transformed our day-to-day lives has reached the parking industry, and airports are reaping the benefits.

"The parking industry is in the midst of a parking revolution that has seen the introduction of numerous exciting new parking technologies," said Dan Kupferman, director of Car Park Management Systems for Walker Parking Consultants. "Technology has made parking more efficient, more precise and easier to operate. It's also making parking more customer-friendly than ever before, which is great news for travelers.

"Airports are competing for business like never before and airport administrators are finding that parking can deliver that competitive edge," continued Kupferman. "Owners are often surprised at how much better the parking experience can be thanks to technology. There are so many technological tools to choose from, including parking access and revenue control, parking guidance systems and license plate recognition, to name just a few. Implementing one or more really can make a major impact –on both the customer and the bottom line."

INDECT USA

ACCESS AND REVENUE CONTROL

Parking access and revenue control systems (PARCS) have long been cornerstone of airport parking systems. PARCS equipment controls who enters and exits parking facilities, while at the same time managing how users pay. Today's PARCS equipment can accept cash, credit cards, loyalty program IDs and many other types of credentials.

PARCS is also the key to of one of the most exciting new trends in parking: frictionless parking. Frictionless parking permits drivers to park without interacting with traditional payment systems and it revolves around a suite of technologies built on top of a parking access control system, such as license plate recognition (LPR), barcode readers and reservation software, that make parking seamless and interactive by removing the need to stop at gates to enter or stop at exits to pay. Parkers just drive in and out as they wish and the system recognizes the vehicle, associates it with a previously generated credential and bills the driver or credits it to a permit, often through a smartphone.

"Modern PARCS equipment offers simple and seamless entry and exiting to and from airport parking facilities," said Michael Flanagan, vice president of Sentry Control Systems, a leading provider of parking technology. "Frictionless parking, in particular, offers travelers an effortless and incredibly quick and convenient parking experience."

According to Flanagan the convenience offered by modern PARCS equipment can offer on-airport facilities a competitive edge over less costly satellite lots. And for travelers who already choose airport parking over satellite lots, frictionless parking can help migrate parkers from a transactional and anonymous relationship to

Parking guidance is particularly beneficial in airport parking because it can significantly reduce the amount of time it takes for a traveler to find an available parking space close to the proper terminal.

pre-registered customer relationship. In essence, the registration around which frictionless parking is built fosters a connection between the traveler and the airport's parking facilities and helps to promote repeat parking business from that traveler.

"Travel can be a hassle and airports are constantly on the lookout to find ways to make travel more convenient," said Flanagan. "Modern PARCS equipment can go a long way towards taking the hassle out of parking at the airport."

PARKING GUIDANCE

Parking guidance systems (PGS) represent another technology that's gaining popularity at American airports. In recent years, systems have been installed in airports across the United States, including at Dallas Fort Worth International Airport and John Wayne Airport outside of Los Angeles. PGS utilizes sensors to monitor whether a parking space is occupied or free and the status of each space is indicated through a series of highly visible lights. If the light is green the space is available, if it's red it's occupied. Other lights can be used to indicate HP, short-term, or other types of parking.

Parking guidance is particularly beneficial in airport parking because it can significantly reduce the amount of time it takes for a traveler to find an available parking space close to the proper terminal. For travelers who are running late to make a flight, saving five or 10 minutes by not having to circle driving lanes looking for an open space can mean the difference between making a flight and having to re-book.

"Airports are starting to turn to Parking guidance because of the incredible customer service advantages a PGS system can offer," said Dale Fowler, director of Indect USA, a provider of parking guidance systems. "By guiding drivers directly to available spaces, they eliminate the need for drivers to search for a parking space, which makes parking much more convenient and safer."

Fowler points out that parking guidance systems also offer important benefits to airport parking administrators. By leading drivers directly to open spaces, they help minimize congestion in driving lanes, thus improving safety and reducing the legal liability that can result from accidents. PGS also makes it more likely that drivers will find an available space before giving up and looking for parking elsewhere, which can increase space utilization by 10 to 15 percent. This can mean thousands of dollars in increased parking revenues every day.

"It is well known in the industry that large parking structures are effectively full at 85 percent capacity" said Fowler. "The PGS will allow the garage to fill to capacity, thereby providing up to 15 percent more spaces to the airport. The deferred capital costs to build these spaces is enormous and far outweighs the cost of the system".

Finally, PGS systems also provide important administrative benefits. For instance, they collect utilization data that can be used by airport planners to make more informed parking management decisions. In addition to helping airports better manage their parking assets, the data can also help administrators avoid making unnecessary capital expenditures.

PARKING RESERVATION SYSTEMS

While parking reservations technology can be found in many airports in Europe and Canada, it is just now gaining traction in the United States. Few things are as frustrating for travelers as rushing to a parking garage located adjacent to the terminal they need to get to, only to find that the garage is full. When this happens the traveler has to waste valuable minutes looking for another garage that does have open spaces. Airports can eliminate this source of frustration by offering flyers parking reservations technology.

Parking Guidance Systems utilize sensors to monitor whether a parking space is occupied or free, and the status of each space is indicated through a series of highly visible lights.

Parking reservations technology allows travelers to reserve a parking space close to their terminal before they even leave the house. Using a desktop or handheld device, the traveler merely logs onto the system, selects a parking space, and pays for that space. He or she then drives to the airport, proceeding into

the reserved space and then heads to the gate. Some systems even include signage above spaces that display the name of the person who reserved it.

"Parking reservations solutions provide a wonderful customer experience by allowing travelers to select and pay for their parking before they even head to the airport," said Theresa Hughes, chief executive officer of Chauntry, a provider of reservations technology. "This eliminates the uncertainty of whether there will be parking available near their terminal and removes the hassle of using pay machines or waiting in payment queues."

Some reservations systems also offer loyalty programs through which airports can allow customers to earn points whenever they park in an airport parking facility. Those points can be redeemed by customers for parking discounts or other rewards and the more frequently drivers utilize a particular parking facility, the more rewards they earn.

"Airports rely on their parking facilities to generate revenue, but they often face stiff competition from discount satellite lots," said Hughes. "Reservations loyalty programs can help airports build the brand loyalty they need to attract parkers who may otherwise use competing lots, while at the same time generating repeat business."

SOFTWARE

Software is also an important element of the parking technology story. Obviously, all of these new technologies need software to operate properly, but recent years have also seen the introduction of third-party software packages designed to help airport parking administrators get the most out of all of their parking tools.

According to Gorm Tuxen, president and CEO of IPsens, a parking software management and services company, airports that rely heavily on parking technology should consider utilizing maintenance monitoring software. The software is designed monitor parking equipment, such as parking sensors, to monitor performance efficiencies and warn administrators when a piece of equipment isn't operating properly. Maintenance monitoring software allows streamlining of the preventative system maintenance procedures, allowing problems to be fixed remotely in many cases before dispatching expensive field service personnel. It also provides on-going history of the performance of the hardware over time.

"As essential as technology is to our lives, equipment does break down," said Tuxen. "Maintenance monitoring software is like having a crystal ball. It automatically tells you when you have a problem because it's constantly monitoring the performance of all of the airports parking technology."

Tuxen said the parking industry is also on the cusp of an impending trend that will provide important benefits to airports: the use of open source software to manage parking technologies and systems. Traditionally, when airports have purchased parking equipment, they have been at the mercy of the software that comes with it. Often they find that the equipment and software design parameters are strictly focused on stand-alone parts of parking operations and not so much on integrating data from different parking hardware manufactures or making data an integral part of overall airport management systems such as security, congestion management and high level airport resource management platforms. It's an issue that is common across industries: companies that are great at developing hardware and software for a narrow niche often lack the ability to create tools that can easily share data platforms.

That's why open source parking technology will be so exciting. With open source technology, equipment providers allow third-party software providers and developers to offer software that will make their data work better as an integral part of their overall operations IT design and operations management.

"Airport parking departments won't be constrained any longer by software that was designed to manage 'just parking operations' " said Tuxen, "With open sourcing everyone wins: airports get better data and the ability to monitor equipment performance; equipment providers benefit because their tools work better; and airport enterprise operations also obviously win."

ABOUT THE AUTHOR

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