



GSP COMMISSION MEETING

March 21, 2022



AGENDA

Greenville-Spartanburg Airport Commission Regular Meeting
Greenville-Spartanburg International Airport Commission Boardroom
Monday, March 21, 2022
9:00 a.m.

***NOTE TO ALL PUBLIC ATTENDEES:**

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

I. CALL TO ORDER:

II. CONSENT AGENDA:

- A. Approval of the Greenville-Spartanburg Airport Commission January 24, 2022 Regular Meeting Minutes ([document](#))

III. PRESENTATIONS:

- A. Transportation Security Administration Update ([document](#))
- B. OneSpartanburg, Inc. Update ([document](#))

IV. OLD BUSINESS: None

V. NEW BUSINESS:

- A. Approval of a Budget Amendment for the Site 1 Corporate Hangar Project ([document](#))

VI. PRESIDENT/CEO REPORT:

- A. Aviation Industry Update
- B. Federal and State Legislative Update
- C. Coronavirus (COVID-19) Update

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 2022 – Traffic Report ([document](#))
- B. January 2022 – Financial Report ([document](#))
- C. February 2022 – Development/Project Status Report ([document](#))
- D. February 2022 – Communications Status Report ([document](#))
- E. February 2022 – Commercial Business and Marketing Report ([document](#))
- F. February 2022 – OSHA Reportable Injury Report ([document](#))

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 24, 2022

The Greenville-Spartanburg Airport Commission met on January 24, 2022 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 (via conference phone), Leland Burch, Valerie Miller, Jay Beeson, Doug Smith

MEMBERS NOT PRESENT: None

STAFF AND LEGAL COUNSEL PRESENT: David Edwards, President/CEO; Kevin Howell, Senior Vice President/COO; Basil Dosunmu, Senior Vice President-Administration and Finance/CFO; Scott Carr, Vice President Commercial Business and Communications; Betty O. Temple, WBD; Thomas Tyra, Director of Communications & Air Service Development; Jeff Clifton, Director of Design & Construction; Casey Cooperman, Executive Assistant/Recording Secretary

GUESTS PRESENT: Zach Nelson, McFarland Johnson; Bob Overby, McFarland Johnson; David Sparkes, Kimley-Horn; Eric Rysdon, HDR; Jennifer Mustar, HDR

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

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

- A.** The Greenville-Spartanburg Airport Commission November 30, 2021 Regular Meeting Minutes.
- B.** The Greenville-Spartanburg Audit Committee November 19, 2021 Regular Meeting Minutes.

PRESENTATIONS:

A. Airport District Awards Presentation

Mr. Scott Carr, Vice President of Commercial Business & Communications, presented and reviewed awards received by the District and the projects that were submitted for consideration, as follows:

- Winner - SC Best in Business award for 2021 Best Regional Airport in South Carolina
- ACI-NA 2021 Concessions Program Adaptability Award for the Small Airports Category
- Platinum – AMCP 2021 MARCOM Award for Website Redesign
- Gold – AMCP 2021 MARCOM Award for TV Broadcast Video (Website Redesign/Low Fares)
- Gold – AMCP 2021 MARCOM Gold Award for Graphic Design (GSP Airport Museum)
- Graphic Design USA 2021 American Graphic Design Award (GSP Website Redesign)
- Certificate of Achievement for Excellence in Financial Reporting for the District's Annual Comprehensive Financial Report (ACFR)

B. Terminal Landside Roadway Improvements Project Update

Mr. Kevin Howell, Senior Vice President/COO, provided an overview of the Terminal Landside Roadway Improvements Project. This Wingspan 2040 project is a FY2022 budgeted capital project and includes the planning, design and construction of various landside roadway improvements as outlined in the GSP Master Plan and identified as enabling work for the future terminal expansion program. Staff is working with District's planning consultant, McFarland Johnson, to refine the program scope and identify the work elements for this project.

Following this overview, Mr. Howell introduced Zach Nelson of McFarland Johnson to provide a presentation for feedback and group discussion.

The presentation included Inputs and Data Review, Traffic Volume Projections, Preferred Alternatives, a Traffic Simulation, Rough Order of Magnitude (ROM) Expansion Cost, and a Summary.

Following the presentation, conversation ensued between the Commission, Staff and Mr. Nelson about potential areas of concern with the proposed traffic routes, valet parking, rental car pickup/return and landscaping, along with suggested alternatives and solutions. Conversation also included the integration of autonomous transportation in the future.

Following the meeting, Staff will provide the Commission an updated map with enhanced graphics showing directional traffic and recommended signage.

In conclusion, the estimated timeline of the project, next steps and costs were discussed.

C. Corporate Aviation Hangar Construction Estimate Review

Mr. Kevin Howell, Senior Vice President/COO presented a review of the estimate for the corporate aviation hangar construction. As widely covered by the media and industry publications, construction costs and product lead times have been significantly impacted over the past two (2) years. Staff continues to work with the project design team, led by McMillan Pazdan Smith, and project construction manager, Myers & Chapman, on the Corporate Aviation Hangar Project. Staff is reviewing the latest cost estimates in preparation for design completion and bidding.

Mr. Howell explained that Staff is seeing a rise in costs that are 30% above the original estimate, due to the inflation in materials. The Commission understands and it is noted that Staff should continue to address revenues that will offset the inflated construction costs.

OLD BUSINESS: None

NEW BUSINESS:

A. Approval of Elevator and Escalator Maintenance Services Agreement

The District's current elevator and escalator service agreement began in 2014 and is set to expire August 2022. Staff recently negotiated a new agreement with Schindler Elevator Corporation for a ten (10) year agreement for elevator and escalator maintenance services, utilizing a national cooperative purchasing contract. The new agreement will be in effect from February 1, 2022 until January 31, 2032.

Multiyear vendor agreements require the approval from the Commission. The cooperative agreement is a competitively bid, nationally available contract that was awarded in 2020 to Schindler by Sourcewell. Other airports and municipalities around the country have utilized this cooperative purchasing agreement which meets the District's procurement policies. A summary of the fiscal impact was provided.

Mr. Howell noted that the District will retain the same Schindler service representatives, and it is only a new agreement under the Sourcewell cooperative. The Commission asked if there are alternative contractors that provide the same services, to which Mr. Howell answered that there are others, but that it behooves the District to retain service providers which specific knowledge of Schindler elevators and escalators. The Commission additionally requested for Staff to research any other potential opportunities under the Sourcewell cooperative, to which Mr. Howell agreed.

There was a motion to (1) approve a ten-year service agreement with Schindler Elevator Corporation using the Sourcewell cooperative purchasing agreement; and (2) authorize the President/CEO to execute all necessary documents. The motion was seconded, and unanimously approved.

B. Approval of Economic Development Administration (EDA) Grant for the Air Cargo Apron Expansion Project – Phase II

As Staff has previously discussed with the Commission, due to the increasing cargo activity there is a need to expand the air cargo apron for Cerulean's operations. Staff first sought funding through the Airport Improvement Program (AIP) as well as through a Federal DOT INFRA grant, both of which were declined. In August 2021, Staff met with the Appalachian Council of Governments (ACOG) to discuss the possible funding opportunities for the Air Cargo Apron Expansion Project (Project). It was determined that the Project may qualify for EDA funding, so Staff with assistance from the ACOG applied for the EDA grant.

A letter was received last week from the EDA informing the Greenville-Spartanburg Airport District (District) that the District's EDA grant application has been selected for further consideration. The notification of further consideration is intended to inform the District of EDA's competitive preliminary selection of the Project for potential funding. EDA is requiring that several additional items be submitted before a final approval of EDA funding for the Project is granted. One such item is a Commission Resolution supporting the EDA application and grant.

Mr. Edwards provided the fiscal impact that would be associated with the balance of the project, following receipt of the grant.

Mr. Edwards provided the Resolution for approval by the Commission. There was a motion to (1) adopt the attached resolution and authorize the submission of an application and acceptance of the grant award by the Greenville-Spartanburg Airport District; and (2) authorize the President/CEO to execute all necessary documents. The motion was seconded, and unanimously approved.

PRESIDENT/CEO REPORT:

Aviation Industry Update:

Mr. Edwards discussed the impact that COVID-19 has had on airline carriers, including impacts on flights due to staff availability. Many carriers minimized the number of people on their staff to receive funding and, in turn, carriers are having a difficult time recovering. This airline staff includes not only flight attendants, but also mechanics, pilots, and others. There is also pressure from flight attendant unions to increase wages. As a result, the airlines need to address their wages to retain employees, which leads to a residual increase in airfare costs. Airlines are also trying to make up for lost business traffic. All in all, the District is doing well, although it will likely see impacts from air carriers in the way of reduced service offerings.

Federal and State Legislative Update:

Regarding the Federal Infrastructure Bill, of which the District expects to receive \$5.3M, there has been no update on when the funds will be received, although there are some indications that they may be received before the federal fiscal year starts in October.

The controversy over 5G service near airports has also been a topic of conversation. There has been less than ideal efficiency in trying to resolve these issues and approve certain aircraft types based on their altimeters. Each aircraft manufacturer must receive an Alternative Measures of Compliance (AMOC) approval. The District was one of the airports identified as being impacted by the rollout of 5G service.

Operationally, the District has not seen any impacts but the Notice to Airmen (NOTAM) is still in place. It would only affect the District in extreme situations where pilots cannot see the approach at 200 ft. It would also limit our ability to accommodate diversions from Charlotte and Atlanta. Staff will keep the Commission updated.

Mr. Edwards then provided a progress report on efforts to move forward a commercial service airport recovery package at the state level, using funds from the American Rescue Plan Act (ARPA). Through the South Carolina Aviation Association (SCAA), a lobbyist was hired that has helped with this request. Mr. Edwards continues this conversation with state legislators. The House Ways and Means sub-committee of the South Carolina House of Representatives which oversees the South Carolina Aeronautics Commission (SCAC) budget appears to be in support of the budget request of \$50M from the SCAC. If the request is approved by the House of Representatives, it will then go to the Senate. Local Chamber of Commerce and County Council representatives are working together in support of the package.

The Commission recommends having representatives of the Chambers of Commerce, South Carolina Port Authority and SC Department of Commerce attend and provide updates on their organizations and efforts at a future GSP Commission meeting.

Coronavirus (COVID-19) Update:

Mr. Edwards provided an update on the Occupational Safety & Health Administration (OSHA) Emergency Temporary Standard (ETS). Although the Supreme Court ruled that the ETS is not required, the District has prepared its Directive for employees should it need to be implemented in the future. Currently, the District requires vaccination for all newly hired employees as well existing employees receiving a change in position. Additionally, the federal mask mandate is still

in effect. The Commission and Mr. Edwards discussed how COVID-19 has recently impacted the staff, as well as how the vaccination requirement has been received.

COMMISSIONER'S REPORT:

Commissioner Doug Smith shared an op-ed titled Infrastructure Bill Brings Sound Investments to South Carolina for Transportation Modernizations and Improvements and asked for Commission feedback, to which the Commission agreed.

EXECUTIVE SESSION:

There being no further business, a motion was made, seconded and carried into Executive Session at 11:14 a.m.

At approximately 12:15 p.m., public session resumed with no action being taken in Executive Session.

The Commission continued the public session with a discussion of the legal process and benefits of closing Stevens Road and a portion of Victor Avenue Extension on District property. Upon recommendation by third parties, the District has proposed to retain an attorney who has the expertise and experience necessary to represent the District in the road closure process. Commissioner Smith informed the Commission that the attorney that the District proposes to retain is a partner in the same law firm where Mr. Smith is also a partner. Mr. Smith provided a written statement to this effect to the Commission in a Conflict of Interest disclosure form. Mr. Smith also asked to be excused from any votes, deliberations and other actions by the Commission or the District with respect to the road closure matters and the retention of the attorney to assist the District with respect to such matters.

A motion was made for the District to take all necessary and appropriate action, in the order Staff best decides, to close Stevens Road and a portion of Victor Avenue Extension. The motion was seconded and passed, with Commissioner Smith abstaining.

ADJOURNMENT:

There being no further business, a motion was made, seconded and unanimous vote received to adjourn meeting. The meeting was adjourned at approximately 12:18 p.m.

SIGNATURE OF PREPARER:



Casey Cooperman

RESOLUTION 01-2022

ECONOMIC DEVELOPMENT ADMINISTRATION GRANT

BE IT RESOLVED, during a meeting of the Greenville Spartanburg Airport Commission (Commission), conducted at the offices of the Greenville-Spartanburg Airport District (District) in Spartanburg County, SC, on January 24, 2022, the Commission authorized the President/CEO of the District to (1) finalize the application submission for an Economic Development Administration (EDA) grant for the Air Cargo Apron Expansion Project – Phase II; and (2) accept the award of a grant from the EDA, if offered.

GREENVILLE-SPARTANBURG AIRPORT COMMISSION

Minor Shaw, Chair

ATTEST:

David Edwards, Secretary



MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: March 21, 2022

ITEM DESCRIPTION – PRESENTATION ITEM A

Transportation Security Administration Update

BACKGROUND

The Federal Security Director (David McMahon) for the Transportation Security Administration (TSA) will provide a 2021 TSA review and a look at upcoming projects for 2022. Mr. McMahon is the FSD that oversees the operation at the Greenville-Spartanburg International Airport (GSP).



MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: March 21, 2022

ITEM DESCRIPTION – PRESENTATION ITEM B

OneSpartanburg, Inc. Update

BACKGROUND

Allen Smith, President & CEO of OneSpartanburg, Inc. will provide a presentation on the economic development success happening in Spartanburg County and the Vision Plan and opportunities for future growth.



MEMORANDUM

TO: Members of the Airport Commission

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

DATE: March 21, 2022

ITEM DESCRIPTION - New Business Item A

Approval of a Budget Amendment for the Site 1 Corporate Hangar Project

BACKGROUND

The FY2022 capital budget included a \$5,800,000 budget for the construction of a new corporate hangar at Site 1 on the General Aviation Expansion Area. The original project scope included construction of 25,000 SF of hangar space with 5,000 SF of finished office space and parts storage area for a potential corporate aviation tenant. In January, the 60% construction estimate and a potential project budget of \$7,600,000 was discussed with the Commission based on expected construction costs increasing by approximately 30%.

ISSUES

Since the January 24 Commission meeting, design was completed, and construction manager Myers and Chapman (M&C) solicited subcontractor bids. M&C has submitted their guaranteed maximum price (GMP) based on subcontractor bids for a total of \$6,185,423. Therefore, Staff is presenting this request for a budget amendment.

The current project scope includes 25,000 SF of hangar space and 5,000 SF of office shell. With design phase costs of \$246,055; construction phase costs of \$6,330,198 including the construction GMP, construction administration (CA) services and quality assurance (QA) testing; and a contingency budget of \$580,000; Staff is requesting the Commission approve a revised project budget of \$7,200,000. Commission approval of a budget amendment is necessary to fully fund the project and move forward with construction.



ALTERNATIVES

While not recommended at this time, the Commission may elect to suspend the project and not proceed with construction at this time. Based on the growth of general and corporate aviation business and the potential risk of even higher construction costs in the future, Staff's opinion is that the District should fully fund the project and advance with construction.

FISCAL IMPACT

The current Commission approved budget is \$5,800,000. The revised project budget of \$7,200,000 is an increase of \$1,400,000 or approximately 24%.

The current project scope includes 25,000 SF of hangar space and 5,000 SF of office shell space. The office space and parts storage area would be budgeted and constructed when a tenant is secured depending on the lease agreement terms.

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to (1) approve a revised total project budget amount of \$7,200,000 for the Site 1 Corporate Hangar Project; and (2) authorize the President/CEO to execute all necessary documents.



MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: March 21, 2022

ITEM DESCRIPTION – Information Section Item A

January 2022 - Traffic Report

SUMMARY

Passenger traffic continues to recover at a much better rate. For January 2022, passenger traffic was 71.0% of normal traffic levels. Preliminary passenger numbers for February 2022 are currently trending at an 90.1% recovery level as well. In January 2022 passenger traffic reflects a **92.6%** increase over the same month in 2021. Cargo numbers for January 2022 were up **25.1%** for the same period. Passenger load factors were up **16.8%** for the month, at an average of **58.3%**.

A comparison of the North America National Passenger Traffic Growth Averages for **2022** to GSP's Passenger Traffic Growth is depicted below:

Month	2022		
	GSP	National Average	Difference
Jan	92.60%	Data Not Available	
Feb			
Mar			
April			
May			
June			
July			
August			
September			
October			
November			
December			
Average	92.60%	#DIV/0!	#DIV/0!

Attached are copies of the detailed traffic report for January 2022.

Providing a look forward into the service levels for **March 2022** is a schedule comparison for the month vs the same month last year, including flights and seats by airline and non-stop markets served. Currently in the schedules, GSP flights are up at 22.4%, and seats are up at 34.4%.

Schedule Weekly Summary Report for nonstop Passenger (Air - All) flights from GSP to for travel March 2022 vs. March 2021											
All flights, seats, and ASMs given are per week.											
Travel Period				Mar 2022		Mar 2021		Diff		Percent Diff	
Mkt AI	Orig	Dest	Miles	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
3M	GSP	JAX	306	0	0	1	47	(1)	(47)	(100.0%)	(100.0%)
3M	GSP	MCO	449	2	119	2	119	0	0	0.0%	0.0%
3M	GSP	TPA	478	2	94	1	47	1	47	100.0%	100.0%
AA	GSP	CLT	76	52	3,671	53	3,775	(1)	(104)	(1.9%)	(2.8%)
AA	GSP	DCA	396	19	1,235	0	0	19	1,235		
AA	GSP	DFW	862	18	1,368	14	1,064	4	304	28.6%	28.6%
AA	GSP	MIA	638	7	532	0	0	7	532		
AA	GSP	ORD	577	0	0	7	350	(7)	(350)	(100.0%)	(100.0%)
AA	GSP	PHL	514	18	1,082	6	390	12	692	200.0%	177.4%
DL	GSP	ATL	153	46	6,450	52	4,394	(6)	2,056	(11.5%)	46.8%
DL	GSP	DTW	508	11	836	11	836	0	0	0.0%	0.0%
DL	GSP	LGA	610	18	1,368	0	0	18	1,368		
G4	GSP	FLL	620	2	354	2	354	0	0	0.0%	0.0%
G4	GSP	PIE	482	2	372	2	354	0	18	0.0%	5.1%
G4	GSP	SFB	426	2	342	2	312	0	30	0.0%	9.6%
LF	GSP	BNA	266	5	150	0	0	5	150		
UA	GSP	DEN	1,278	7	490	0	0	7	490		
UA	GSP	EWR	594	13	650	0	0	13	650		
UA	GSP	IAD	383	0	0	14	700	(14)	(700)	(100.0%)	(100.0%)
UA	GSP	IAH	838	7	490	13	910	(6)	(420)	(46.2%)	(46.2%)
UA	GSP	ORD	577	14	1,064	16	980	(2)	84	(12.5%)	8.6%
WN	GSP	ATL	153	14	2,226	14	2,034	0	192	0.0%	9.4%
WN	GSP	BWI	425	7	1,001	7	1,001	0	0	0.0%	0.0%
WN	GSP	HOU	845	7	1,001	6	858	1	143	16.7%	16.7%
TOTAL				273	24,895	223	18,525	50	6,370	22.4%	34.4%

Attachment

Monthly Traffic Report

Greenville-Spartanburg International Airport

January 2022



Category	Jan 2022	Jan 2021	Percentage Change	*CYTD-2022	*CYTD-2021	Percentage Change	*MOV12-2022	*MOV12-2021	Percentage Change
Passenger Traffic									
Enplaned	64,340	33,257	93.5%	64,340	33,257	93.5%	936,316	473,264	97.8%
Deplaned	<u>65,455</u>	<u>34,133</u>	91.8%	<u>65,455</u>	<u>34,133</u>	91.8%	<u>926,966</u>	<u>467,194</u>	98.4%
Total	129,795	67,390	92.6%	129,795	67,390	92.6%	1,863,282	940,458	98.1%
Cargo Traffic (Pounds)									
Express and Mail									
Enplaned	772,975	909,378	-15.0%	772,975	909,378	-15.0%	11,147,902	10,546,000	5.7%
Deplaned	<u>893,023</u>	<u>940,387</u>	-5.0%	<u>893,023</u>	<u>940,387</u>	-5.0%	<u>13,206,240</u>	<u>10,567,328</u>	25.0%
Subtotal	1,665,998	1,849,765	-9.9%	1,665,998	1,849,765	-9.9%	24,354,142	21,113,328	15.3%
Freight									
Enplaned	4,259,091	3,408,091	25.0%	4,259,091	3,408,091	25.0%	55,797,310	39,574,857	41.0%
Deplaned	<u>7,663,598</u>	<u>5,607,127</u>	36.7%	<u>7,663,598</u>	<u>5,607,127</u>	36.7%	<u>115,844,397</u>	<u>72,764,733</u>	59.2%
Subtotal	11,922,689	9,015,218	32.3%	11,922,689	9,015,218	32.3%	171,641,707	112,339,590	52.8%
Total	13,588,687	10,864,983	25.1%	13,588,687	10,864,983	25.1%	195,995,849	133,452,918	46.9%

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

Category	Jan 2022	Jan 2021	Percentage Change	*CYTD-2022	*CYTD-2021	Percentage Change	*MOV12-2022	*MOV12-2021	Percentage Change
Aircraft Operations									
Airlines	2,165	1,606	34.8%	2,165	1,606	34.8%	27,048	19,031	42.1%
Commuter/Air Taxi	<u>702</u>	<u>424</u>	65.6%	<u>702</u>	<u>424</u>	65.6%	<u>8,644</u>	<u>5,772</u>	49.8%
Subtotal	2,867	2,030	41.2%	2,867	2,030	41.2%	35,692	24,803	43.9%
General Av.	875	775	12.9%	875	775	12.9%	11,644	9,189	26.7%
Military	<u>137</u>	<u>200</u>	-31.5%	<u>137</u>	<u>200</u>	-31.5%	<u>2,369</u>	<u>2,097</u>	13.0%
Subtotal	1,012	975	3.8%	1,012	975	3.8%	14,013	11,286	24.2%
Total	3,879	3,005	29.1%	3,879	3,005	29.1%	49,705	36,089	37.7%
Fuel Gallons									
General Aviation									
100LL	1,748	2,455	-28.8%	1,748	2,455	-28.8%	29,185	21,286	37.1%
Jet A	<u>125,579</u>	<u>82,379</u>	<u>52.4%</u>	<u>125,579</u>	<u>82,379</u>	<u>52.4%</u>	<u>1,691,271</u>	<u>1,006,649</u>	<u>68.0%</u>
Subtotal	127,327	84,834	50.1%	127,327	84,834	50.1%	1,720,456	1,027,935	67.4%
Commercial Aviation									
Jet A	1,486,211	971,744	52.9%	1,486,211	971,744	52.9%	21,738,498	11,591,867	87.5%
Total	1,613,538	1,056,578	52.7%	1,613,538	1,056,578	52.7%	23,458,954	12,619,802	85.9%

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

Scheduled Airline Enplanements, Seats, and Load Factors

Greenville-Spartanburg International Airport

January 2022



	Jan 2022	Jan 2021	Percentage Change	*CYTD-2022	*CYTD-2021	Percentage Change
Allegiant Air						
Enplanements	2,674	1,559	71.5%	2,674	1,559	71.5%
Seats	4,302	3,804	13.1%	4,302	3,804	13.1%
Load Factor	62.2%	41.0%	51.7%	62.2%	41.0%	51.7%
American Airlines						
Enplanements	22,040	12,723	73.2%	22,040	12,723	73.2%
Seats	34,981	21,659	61.5%	34,981	21,659	61.5%
Load Factor	63.0%	58.7%	7.3%	63.0%	58.7%	7.3%
Contour Airlines						
Enplanements	214	0	-	214	0	-
Seats	630	0	-	630	0	-
Load Factor	34.0%	-	-	34.0%	-	-
Delta Air Lines						
Enplanements	22,115	10,670	107.3%	22,115	10,670	107.3%
Seats	36,468	20,914	74.4%	36,468	20,914	74.4%
Load Factor	60.6%	51.0%	18.9%	60.6%	51.0%	18.9%

	Jan 2022	Jan 2021	Percentage Change	*CYTD-2022	*CYTD-2021	Percentage Change
Silver Airways						
Enplanements	120	0	-	120	0	-
Seats	380	0	-	380	0	-
Load Factor	31.6%	-	-	31.6%	-	-
Southwest Airlines						
Enplanements	6,860	3,815	79.8%	6,860	3,815	79.8%
Seats	17,900	13,109	36.5%	17,900	13,109	36.5%
Load Factor	38.3%	29.1%	31.7%	38.3%	29.1%	31.7%
United Airlines						
Enplanements	9,792	4,323	126.5%	9,792	4,323	126.5%
Seats	14,772	6,806	117.0%	14,772	6,806	117.0%
Load Factor	66.3%	63.5%	4.4%	66.3%	63.5%	4.4%
Totals						
Enplanements	63,815	33,090	92.9%	63,815	33,090	92.9%
Seats	109,433	66,292	65.1%	109,433	66,292	65.1%

Load Factor	58.3%	49.9%	16.8%	58.3%	49.9%	16.8%
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***CYTD = Calendar Year to Date and *Mov12 = Moving Twelve Months.**

Totals

Enplanements	63,815	33,090	92.9%	63,815	33,090	92.9%
Seats	109,433	66,292	65.1%	109,433	66,292	65.1%

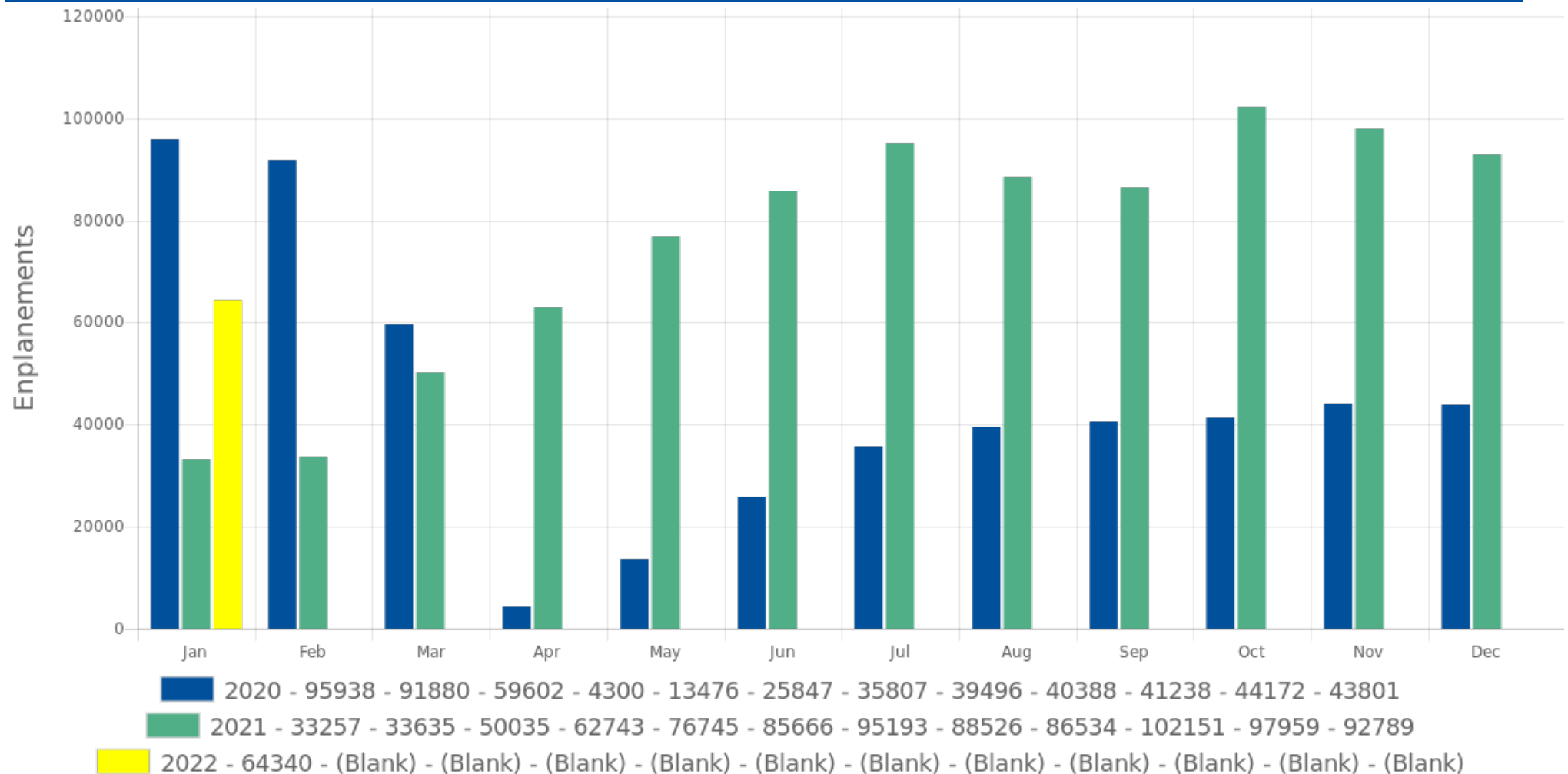
Load Factor	58.3%	49.9%	16.8%	58.3%	49.9%	16.8%
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***CYTD = Calendar Year to Date and *Mov12 = Moving Twelve Months.**

Monthly Enplanements By Year

Greenville-Spartanburg International Airport

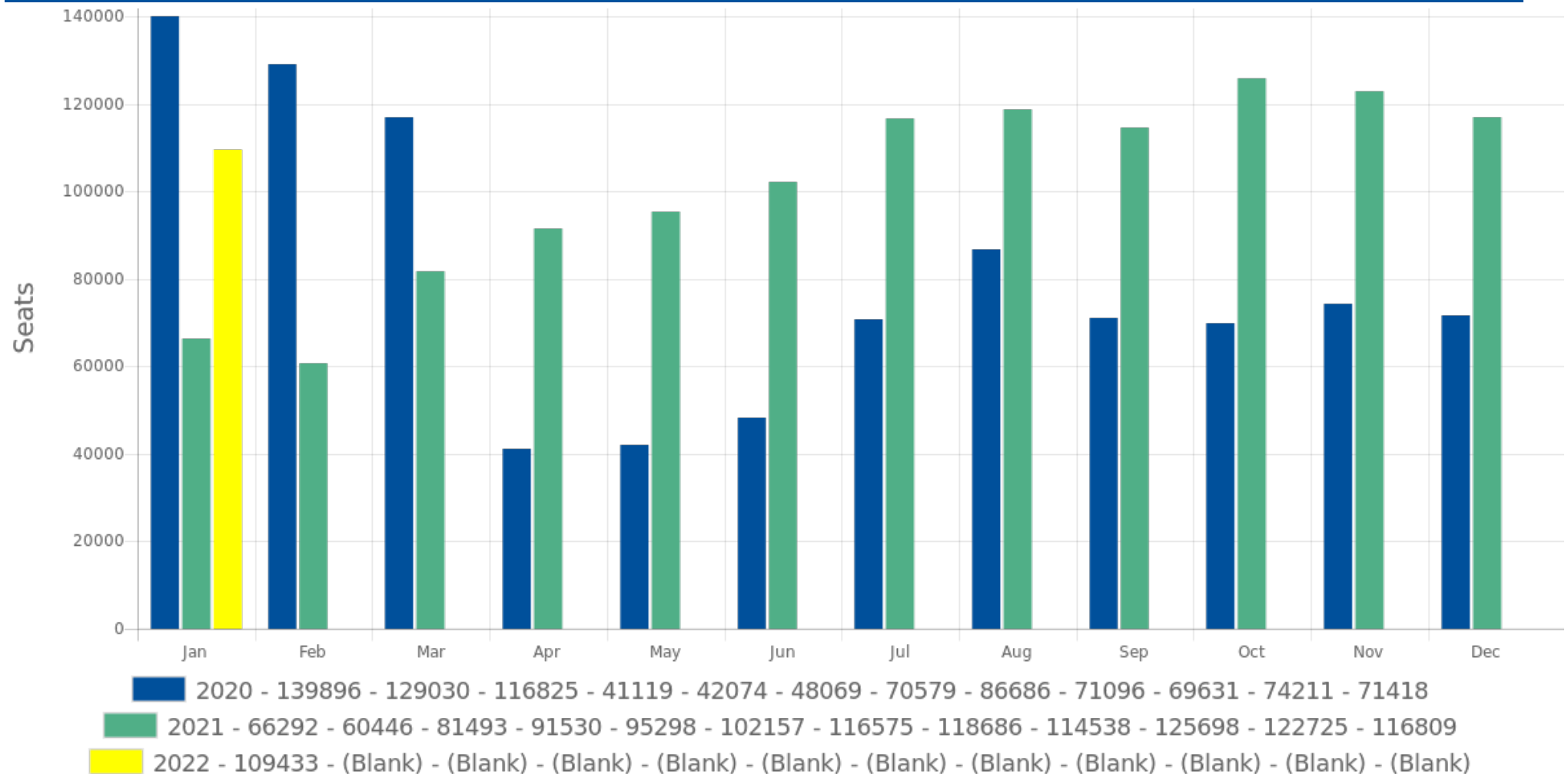
Report Period From January 2020 Through January 2022



Monthly Seats By Year

Greenville-Spartanburg International Airport

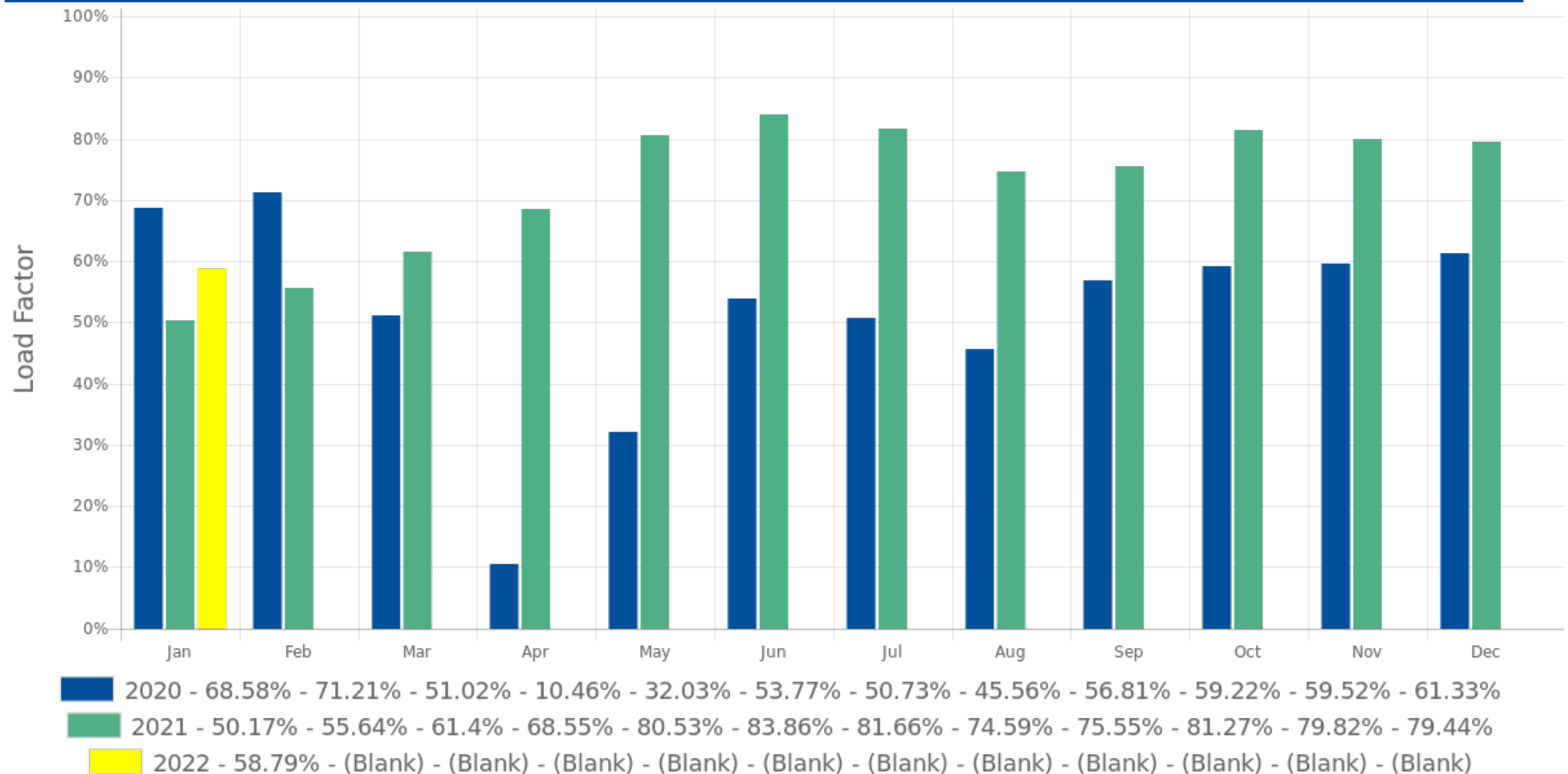
Report Period From January 2020 Through January 2022



Monthly Load Factors By Year

Greenville-Spartanburg International Airport

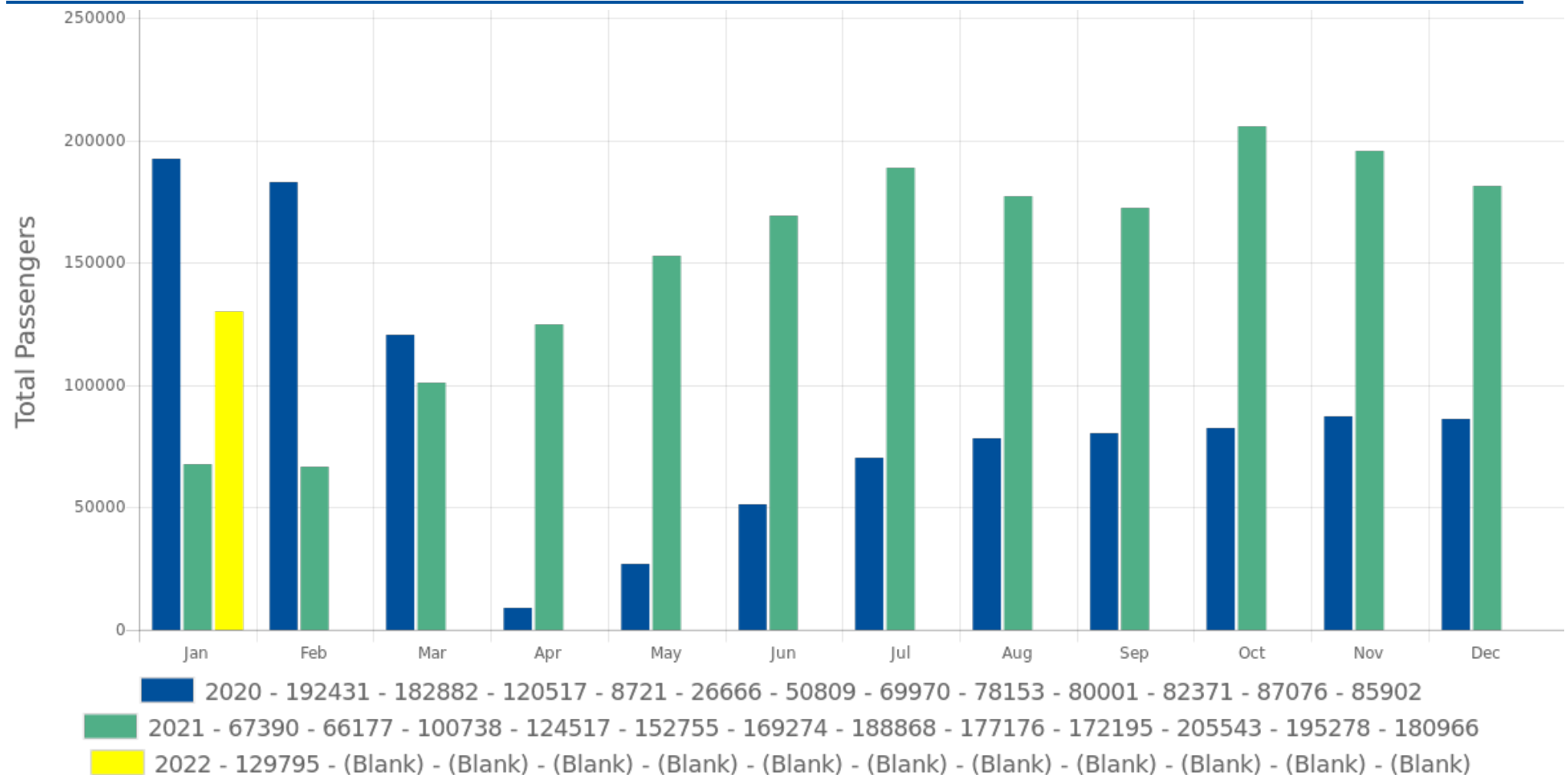
Report Period From January 2020 Through January 2022



Total Monthly Passengers By Year

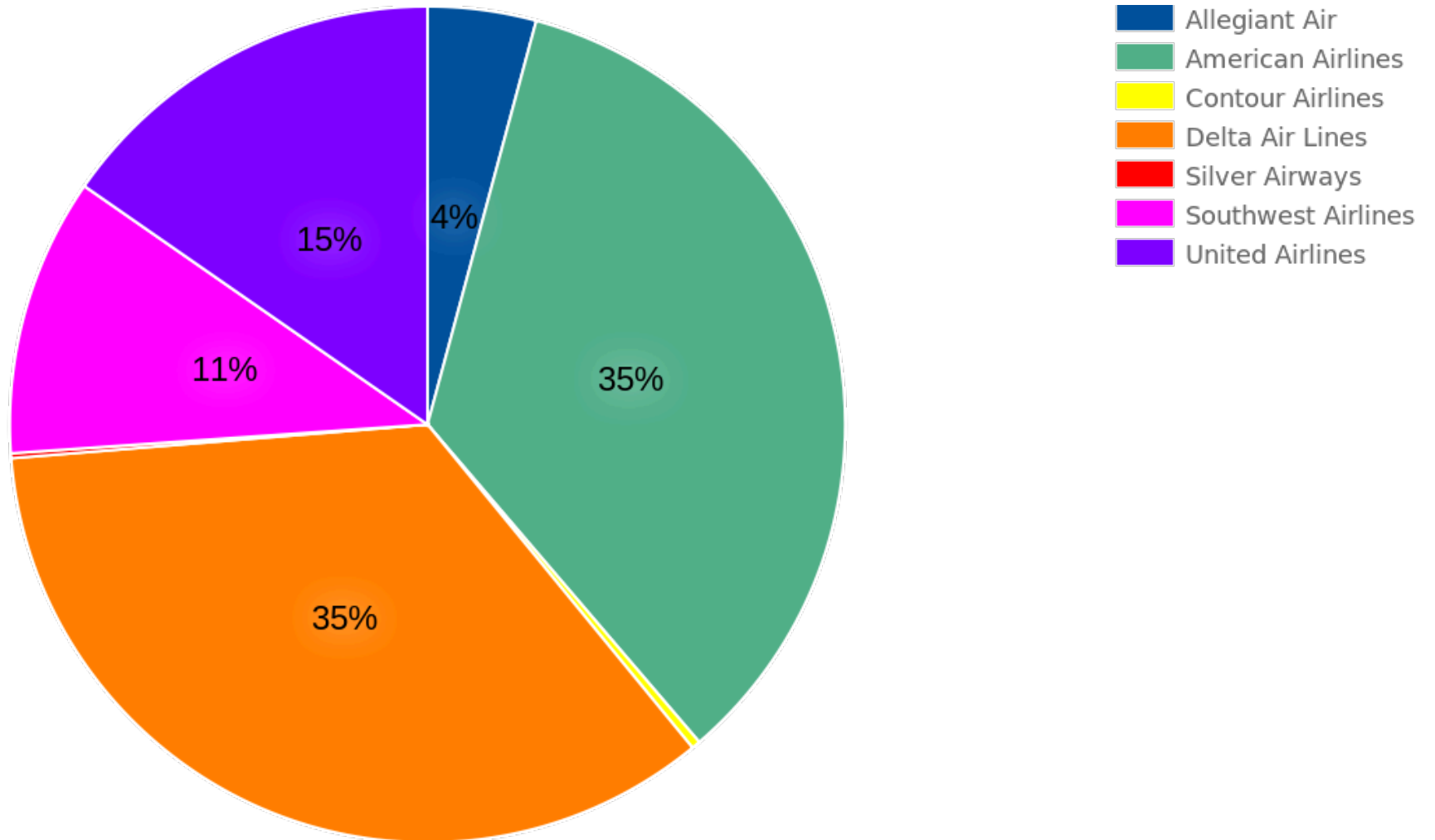
Greenville-Spartanburg International Airport

Report Period From January 2020 Through January 2022



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

Report Period From January 2022 Through January 2022



Airline Flight Completions

Greenville-Spartanburg International Airport

January 2022



Airline	Scheduled Flights	Cancellations Due To				Total Cancellations	Completed Flights (%)
		Field	Mechanical	Weather	Other		
Aeronaes TSM	10	0	0	0	0	0	100.0%
Air Atlanta Icelandic	17	0	0	0	0	0	100.0%
AirNet II	2	0	0	0	0	0	100.0%
Allegiant Air	25	0	0	0	0	0	100.0%
American Airlines	550	10	1	36	0	47	91.8%
Ameriflight	1	0	0	0	0	0	100.0%
Ameristar Jet Charter	8	0	0	0	0	0	100.0%
Atlas Air	13	0	0	0	0	0	100.0%
Berry Aviation	2	0	0	0	0	0	100.0%
British Airways	2	0	0	0	0	0	100.0%
Contour Airlines	21	0	0	0	0	0	100.0%
Delta Air Lines	304	0	0	26	0	26	92.4%
Federal Express	35	0	0	0	0	0	100.0%
Freight Runners Express	1	0	0	0	0	0	100.0%
Hillwood Airways	3	0	0	0	0	0	100.0%
IFL Group	8	0	0	0	0	0	100.0%
Kalitta Charters II	3	0	0	0	0	0	100.0%
McNeely Charter Service	2	0	0	0	0	0	100.0%
Omni Air International	2	0	0	0	0	0	100.0%
Priority Air Cargo	1	0	0	0	0	0	100.0%
Silver Airways	6	0	0	0	0	0	100.0%

Airline	Scheduled Flights	Field	<u>Cancellations Due To</u>			Total Cancellations	Completed Flights (%)
			Mechanical	Weather	Other		
Southwest Airlines	116	0	0	0	0	0	100.0%
Sun Country Airlines	2	0	0	0	0	0	100.0%
Swift Air, LLC	8	0	0	0	0	0	100.0%
United Airlines	220	0	0	0	0	0	100.0%
UPS	33	0	0	0	0	0	100.0%
USA Jet	8	0	0	0	0	0	100.0%
Total	1,403	10	1	62	0	73	95.2%



MEMORANDUM

TO: Members of the Airport Commission

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

DATE: March 21, 2022

ITEM DESCRIPTION – Information Section Item B

January 2022 – Monthly Financial Report

SUMMARY

Attached is a copy of the detailed financial report for January 2022.

Operating Income was up by **25.90%** when compared to the budget for Year-to-Date January 2022. Operating Expenses were down by **3.69%** when compared to the budgeted amount for the period. Net operating income was up by **143.31%** when compared to the budget through January 2022. For the period ending January 2022, which represents seven (7) months of the fiscal year, a total of about **\$12.03 million** has been returned to the bottom line in operating income.

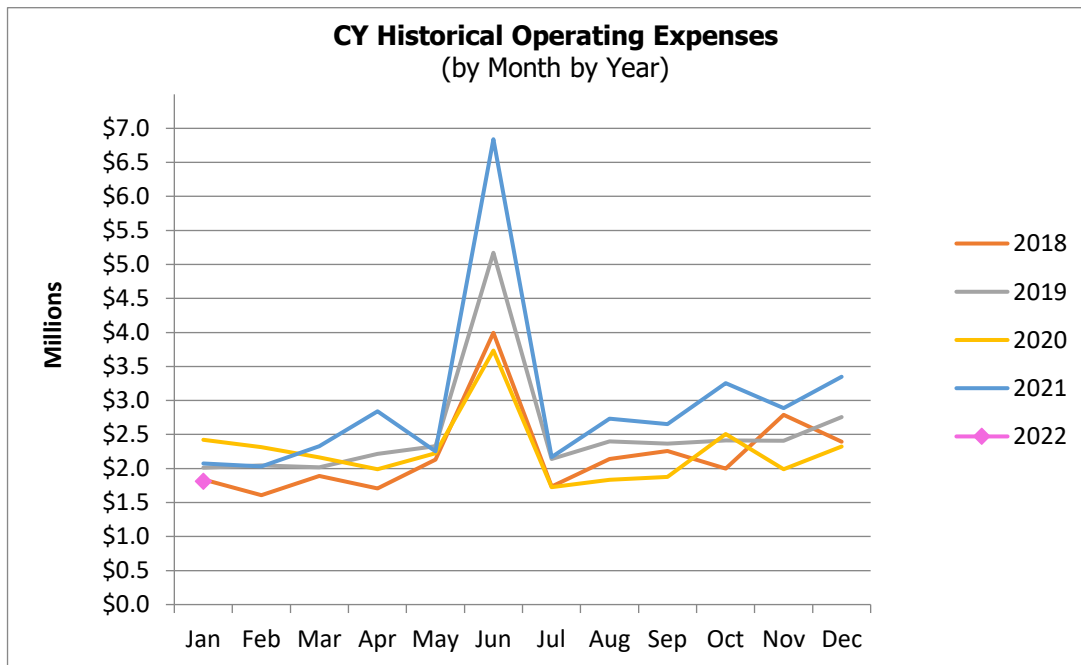
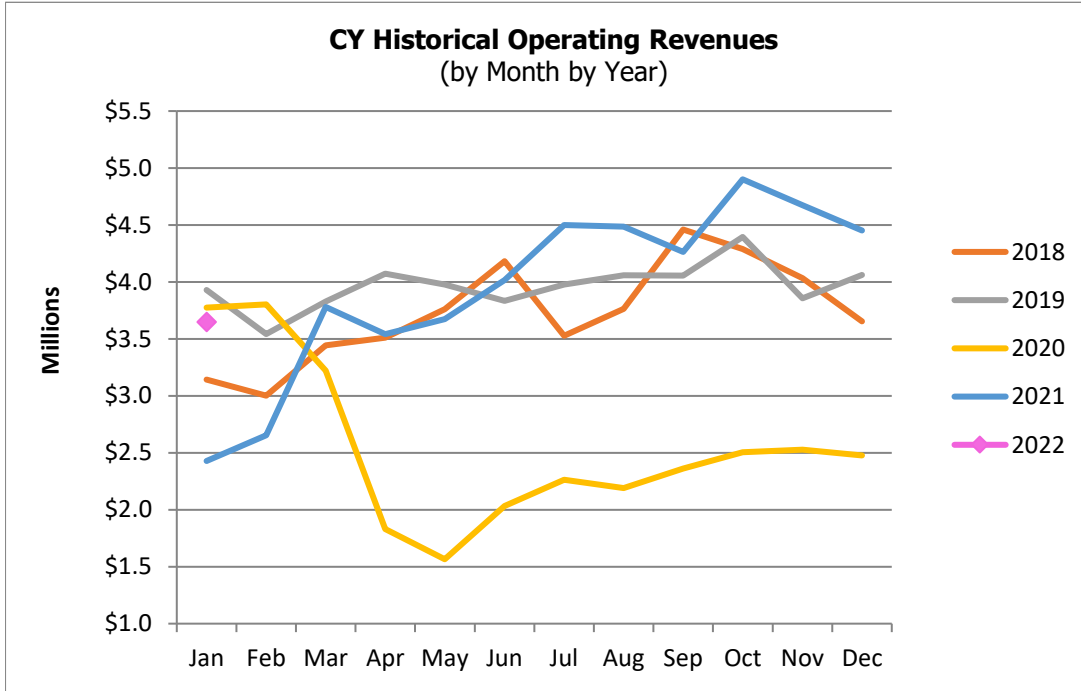
Please recognize that this is a preliminary report, unaudited, and only represents *seven months* of activity resulting in variances from budget which can be quite volatile.

January 31, 2022 FINANCIAL STATEMENT PACKAGE

GREENVILLE SPARTANBURG AIRPORT DISTRICT
STATEMENT OF NET POSITION

	Current FY 1/31/2022	Prior FY 1/31/2021	
Assets			
Cash Accounts	51,201,065.82	27,411,096.81	
Investments-Airport	40,347,947.63	30,721,449.60	
Bond Trustee Assets	-	726,823.50	
Accounts Receivable	3,005,879.37	4,218,500.01	
Less: Reserve for Doubtful Accts	(149,500.00)	(149,500.00)	
Net Accounts Receivable	<u>2,856,379.37</u>	<u>4,069,000.01</u>	
Inventory	681,996.61	478,110.05	
Prepaid Insurance	573,106.56	563,954.58	
Notes Receivable-RAC District Funds	360,769.23	725,333.69	
Property, Plant & Equipment (PP&E)	498,928,698.23	476,501,514.61	
Less: Accumulated Depreciation	(194,645,050.46)	(179,793,020.87)	
Net PP&E	<u>304,283,647.77</u>	<u>296,708,493.74</u>	
TOTAL ASSETS	<u>400,304,912.99</u>	<u>361,404,261.98</u>	
PLUS: Deferred Outflows of Resources			
Deferred Pension & OPEB	6,822,099.00	6,339,480.05	
TOTAL DEFERRED OUTFLOWS OF RESOURCES	<u>6,822,099.00</u>	<u>6,339,480.05</u>	
LESS: Liabilities			
Accounts Payable	6,442,632.90	5,540,250.94	(aa)
TD Bank LOC	-	-	
Revenue Bonds Payable	-	912,187.98	
TD Bank LT Debt	32,666,666.56	34,488,635.56	
SCRS Pension Liability	24,140,146.00	21,707,660.00	
Benefit Liability	4,040,338.97	1,915,797.65	
TOTAL LIABILITIES	<u>67,289,784.43</u>	<u>64,564,532.13</u>	
LESS: Deferred Inflows of Resources			
Deferred Revenues	1,255,467.23	910,225.69	
TOTAL DEFERRED INFLOWS OF RESOURCES	<u>1,255,467.23</u>	<u>910,225.69</u>	
NET POSITION			
Invested in Capital Assets, net of Related Debt	271,256,211.98	260,629,524.49	
Restricted:			
A/P - Capital Projects - Restricted	-	679,635.52	
Contract Facility Charges	2,364,844.00	2,315,388.66	
Passenger Facility Charges	5,019,766.62	1,158,871.08	
Total Restricted:	<u>7,384,610.62</u>	<u>4,153,895.26</u>	
Unrestricted	59,940,937.73	37,485,564.46	
TOTAL NET POSITION	<u>338,581,760.33</u>	<u>302,268,984.21</u>	

GREENVILLE SPARTANBURG AIRPORT DISTRICT REVENUES AND EXPENSES TREND GRAPHS



GREENVILLE SPARTANBURG AIRPORT DISTRICT
PROFIT and LOSS STATEMENT

<----- FISCAL YEAR TO DATE ----->					
	January 31, 2022 Actual	January 31, 2022 Budget	Actual - Budget	% Change	
INCOME					
Landing Area:					
Landing Fees	1,730,158.32	1,640,281.79	89,876.53	5.48%	(a)
Aircraft Parking Fees	263,628.09	205,711.10	57,916.99	28.15%	(b)
Subtotal Landing Area	1,993,786.41	1,845,992.89	147,793.52	8.01%	
Space & Ground Rentals	7,808,647.43	6,918,932.79	889,714.64	12.86%	(c)
Auto Parking	8,171,340.55	4,786,600.25	3,384,740.30	70.71%	(d)
Commercial Ground Transportation	218,760.45	258,008.31	(39,247.86)	-15.21%	
Concessions:					
Advertising	198,333.31	173,760.00	24,573.31	14.14%	
Food & Beverage	107,001.74	94,574.76	12,426.98	13.14%	
Rental Car	2,443,880.28	2,267,114.50	176,765.78	7.80%	(e)
Retail	276,634.12	222,835.55	53,798.57	24.14%	(f)
Other	29,602.12	28,171.50	1,430.62	5.08%	
Subtotal Concessions	3,055,451.57	2,786,456.31	268,995.26	9.65%	
Expense Reimbursements	1,170,937.81	941,566.29	229,371.52	24.36%	(g)
Other Income	164,231.36	104,761.16	59,470.20	56.77%	(h)
Other-Aviation Services	3,155,918.64	2,935,873.78	220,044.86	7.50%	(i)
Gross Profit on Fuel Sales	3,580,074.78	2,489,414.62	1,090,660.16	43.81%	(j)
Gross Profit on Restaurant Sales	1,605,661.49	1,494,725.40	110,936.09	7.42%	(k)
Total Operating Income	30,924,810.49	24,562,331.80	6,362,478.69	25.90%	
EXPENSES					
Salary & Benefits	10,945,372.85	11,498,082.47	(552,709.62)	-4.81%	(l)
Professional Services	595,570.93	545,441.03	50,129.90	9.19%	(m)
Promotional Activities	305,947.81	380,603.66	(74,655.85)	-19.62%	(n)
Administrative	1,218,479.77	1,561,425.33	(342,945.56)	-21.96%	(o)
Insurance	609,239.19	609,530.81	(291.62)	-0.05%	
Contractual Services	2,753,594.95	2,353,654.45	399,940.50	16.99%	(p)
Rentals & Leases	226,245.26	228,792.72	(2,547.46)	-1.11%	
Repairs & Maintenance	416,935.17	343,075.27	73,859.90	21.53%	(q)
Supplies & Equipment	820,342.04	848,486.71	(28,144.67)	-3.32%	(r)
Utilities	1,001,255.58	1,248,129.84	(246,874.26)	-19.78%	(s)
Total Operating Expenses	18,892,983.55	19,617,222.29	(724,238.74)	-3.69%	
NET OPERATING INCOME	12,031,826.94	4,945,109.51	7,086,717.43	143.31%	

January 31, 2022

STATEMENT OF NET POSITION - CURRENT YTD ACTUAL FOOTNOTES - SUMMARY

(aa)	Accounts Payable	6,442,632.90	Consists of the following:
			2,038,675 Retainage accrual required until the end of contract
			1,651,473 Trade A/P, varies monthly
			1,280,063 Year End Payroll, Vacation & Sick Benefits accrual
			541,613 Security Deposits
			260,633 RAC True-up
			669,503 Food & Beverage
			674 Other
		<u>6,442,633</u>	

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

(a)	Landing Fees	OVER BUDGET	\$89,876.53	- Senator and other freighter Cargo is trending higher than anticipated
(b)	Aircraft Parking Fees	OVER BUDGET	\$57,916.99	- Senator and other freighter Cargo is trending higher than anticipated
(c)	Space & Ground Rentals	OVER BUDGET	\$889,714.64	- Airline Terminal Space actual is higher than budget - Hangar rent is over budget - Airline Per Turn actual is higher than budget: general increase in turns
(d)	Auto Parking	OVER BUDGET	\$3,384,740.30	- Passenger traffic is trending higher than anticipated
(e)	Rental Car	OVER BUDGET	\$176,765.78	- Passenger traffic is trending higher than anticipated and rental car rates have increased
			<u>Actual YTD</u>	<u>Budget YTD</u>
			AVIS 425,670	299,870
			Budget 442,143	293,066
			E/A 468,899	535,647
			Hertz 438,672	328,214
			National 666,127	808,568
			GA 2,369	1,750
			TOTAL	2,443,880
				2,267,115
				176,766
(f)	Retail	OVER BUDGET	\$53,798.57	- Passenger traffic is trending faster than anticipated
(g)	Expense Reimbursements	OVER BUDGET	\$229,371.52	- Security fees 130K over budget: based on enplanements which is trending higher than anticipated - O&M Reimbursements 114K over budget, primarily annual CAM Fee true up
(h)	Other Income	OVER BUDGET	\$59,470.20	Blended effects of the following: - Ground Handling 9K over budget - Fuel Admin Fees 9K over budget - Parking tickets 12K over budget - ID Cards/Fingerprinting 19K over budget
(i)	Other-Aviation Services	OVER BUDGET	\$220,044.86	Blended effects of the following: - A/C Ground Handling-Pax 18K over budget - GSE Lease/Usage 62K over budget - Ground A/C Handling Cargo 209K over budget - Warehouse Fees 79K under budget
(j)	Gross Profit on Fuel Sales	OVER BUDGET	\$1,090,660.16	- The increase in cargo operations
(k)	Gross Profit on Restaurant Sales	OVER BUDGET	\$110,936.09	- Passenger traffic is trending higher than anticipated

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

(l)	Salary & Benefits	UNDER BUDGET	\$552,709.62	Blended effects of the following: - EIPP 250K less than budget - Merit increase 200K less than budget - Less employees (209) than budgeted (235) - Partially offset by Retirement liability accrual 953K
(m)	Professional Services	OVER BUDGET	\$50,129.90	Professional Services is over budget due to the following: - Legal over budget 182K due to settlement payment related to RMF Engineering - Consulting fees 111K under budget - Audit under budget 23K
(n)	Promotional Activities	UNDER BUDGET	\$74,655.85	Promotional Activities is under budget due to the following: - General marketing expenses 71K under budget
(o)	Administrative	UNDER BUDGET	\$342,945.56	Administrative is under budget due to the following: - Corporate Function 59K under budget as much of this activity has not yet resumed - Credit Card Processing 124K over budget for parking and Metz - Dues & Subscriptions 12K under budget - Uniforms 23K under budget - Taxes 85K under budget - Travel/Training 190K under budget - Franchise Fees 26K over budget - Independent Contractor 127K under budget
(p)	Contractual Services	OVER BUDGET	\$399,940.50	Contractual Services is over budget due to the following: - Computer-annual contracts 24K under budget due to invoice timing - Janitorial Services 65K over budget - Parking Management Agreement Expense 95K over budget; shuttle operations - Elevator & Escalator 58K over budget; annual contract pd in Sept while budget was spread - Metz under budget 4K per month on space rent - Snow Removal not budgeted 67K - Service Agreements not budgeted 52K; Cargo increased caused the need for screening services - Miscellaneous 15K under budget - Reimbursement Service Program 64K over budget on Customs Border Portal services (billable)
(q)	Repairs & Maintenance	OVER BUDGET	\$73,859.90	Repair & Maintenance is over budget due to the following: - Boarding Bridges 22K over budget - Building 35K over budget; Replacement of ACM panel 13K damaged by Vino Volo - Heat & Air -Airfield vault computer 16K (Emergency Funds)
(s)	Utilities	UNDER BUDGET	\$246,874.26	Utilities is under budget due to the following: - Milder summer/fall/winter (electricity) - RACs using less water (less rentals to be washed) - Irrigation less due to rain - Technical adjustments made (updated boilers, flowage control and standard terminal temperature adjustments, etc.)

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

GREENVILLE SPARTANBURG AIRPORT DISTRICT
Other Operating and Maintenance Reserve Funds

	FY \$ Amount Authorized	Estimated Cost
Emergency Repair/Replacement/Operations Fund	\$ 500,000	
6185 Airfield Vault Computer		\$ 15,000
		\$ 15,000
Uncommitted Balance	\$ 485,000	
 Business Development Obligations/Incentives	 \$ 500,000	
6186 Survey Burger King		\$ 38,300
6186 New Contour Airline Advertising		\$ 100,000
		\$ 138,300
Uncommitted Balance	\$ 361,700	
 Contingency Fund (Operational & Capital)	 \$ 1,000,000	
6187 Compensation Study-Implementation		\$ 500,000
2700 Cargo Dollies (IFB)		\$ 99,220
2700 Lifting Struts		\$ 7,000
Microgrid Feasibility Study		\$ 80,250
		\$ 686,470
Uncommitted Balance	\$ 313,530	

	Initial Purchase	Maturity Date	Interest Rate	Cost Basis or BOY FMV	Par	EOM FMV
U.S. Treasury Securities:						
Note	10/29/2020	2/28/2022	1.750%	1,021,850.00	1,000,000.00	1,001,260.00
Note	10/29/2020	5/31/2022	1.875%	1,849,997.39	1,800,000.00	1,809,072.00
Note	3/22/2021	8/31/2022	0.125%	1,200,600.00	1,200,000.00	1,197,192.00
Note	3/22/2021	9/30/2022	0.125%	1,200,456.12	1,200,000.00	1,196,628.00
Note	4/16/2021	12/31/2022	2.125%	827,352.54	800,000.00	809,784.00
Note	6/30/2021	1/31/2023	0.125%	999,759.69	1,000,000.00	993,280.00
Note	4/16/2021	2/28/2023	1.500%	820,472.00	800,000.00	805,688.00
Note	6/29/2021	3/31/2023	1.500%	818,740.28	800,000.00	
Note	7/00/2021	3/31/2023	1.500%	204,668.00	200,000.00	1,007,380.00
Note	4/16/2021	4/30/2023	2.750%	842,296.00	800,000.00	
Note	6/29/2021	5/31/2023	1.625%	1,027,459.69	1,000,000.00	818,216.00
Note	4/16/2021	6/30/2023	1.375%	821,388.85	800,000.00	1,009,140.00
Note	6/29/2021	7/31/2023	2.750%	1,052,615.76	1,000,000.00	804,504.00
Note	4/16/2021	8/31/2023	2.750%	848,617.50	800,000.00	1,025,900.00
Note	6/8/2021	9/30/2023	1.375%	828,693.75	950,000.00	821,216.00
Note	4/16/2021	10/31/2023	1.625%	828,693.75	800,000.00	954,902.00
Note	6/8/2021	11/30/2023	2.125%	1,048,025.62	1,000,000.00	807,280.00
Note	4/16/2021	12/31/2023	2.250%	843,169.00	800,000.00	1,018,130.00
Note	6/8/2021	1/31/2024	2.500%	1,060,259.38	1,000,000.00	816,624.00
Note	4/16/2021	2/29/2024	2.375%	847,976.00	800,000.00	1,026,370.00
Note	4/16/2021	3/31/2024	2.125%	1,502,990.00	1,000,000.00	819,560.00
Note	4/16/2021	4/15/2024	0.375%	801,705.50	800,000.00	1,019,220.00
Note	6/8/2021	5/31/2024	2.000%	1,050,243.40	1,000,000.00	785,376.00
Note	6/29/2021	6/30/2024	1.750%	1,039,913.13	1,000,000.00	1,017,230.00
Note	6/29/2021	7/31/2024	2.125%	1,051,670.00	1,000,000.00	1,011,450.00
Note	9/23/2021	8/31/2024	1.250%	1,534,770.00	1,500,000.00	1,021,060.00
Note	9/23/2021	9/15/2024	0.375%	1,495,644.67	1,500,000.00	1,498,125.00
Note	1/6/2022	10/31/2024	1.500%	1,266,112.50	1,250,000.00	1,464,255.00
Note	1/6/2022	11/30/2024	2.125%	1,288,112.50	1,250,000.00	1,255,475.00
Note	1/6/2022	12/31/2024	2.250%	1,293,395.70	1,250,000.00	1,276,662.50
Note	1/6/2022	1/31/2025	1.375%	1,260,675.00	1,250,000.00	1,281,587.50
U.S. Government Bonds:						
Note	6/4/2020	3/30/2022	1.950%	928,251.73	900,000.00	1,249,712.50
Note	8/3/2020	4/8/2022	0.375%	1,084,287.35	1,080,000.00	902,547.00
Note	3/22/2021	6/14/2022	1.875%	1,084,287.35	1,200,000.00	1,080,367.20
Note	3/22/2021	7/25/2022	0.125%	1,084,287.35	1,200,000.00	1,206,888.00
Note	3/22/2021	10/13/2022	1.600%	1,084,287.35	1,200,000.00	1,197,972.00
Note	3/22/2021	11/23/2022	0.125%	1,084,287.35	1,200,000.00	1,205,196.00
						1,194,312.00
Subtotal-UST				38,928,012.20	38,130,000.00	\$ 38,409,561.70
Money Market Fund Balance (matured UST)						\$ 1,938,385.93
Total Investment Balance						\$ 40,347,947.63

Weighted blended yield
= **1.519%**

Company Name: Greenville-Spartanburg Airport District
Report Name: Procurement / Capital Acquisitions
Created On: 2/21/2022

Project Type	Project name	Vendor Name	Date	Amount
Capital Improvement	Terminal Landside Roadway Improvements: Programming	Mcfarland Johnson	1/19/2022	12,310.01
Capital Improvement	Terminal Landside Roadway Improvements: Topographical and Utility Survey	Site Design, Inc.	1/31/2022	15,500.00
Capital Improvement	Terminal Landside Roadway Improvements: Programming	Mcfarland Johnson	1/5/2022	19,205.74
Capital Improvement	Airfield Improvement Program Ph 1 - Construction	Kimley- Horn And Associates	1/5/2022	21,512.00
Capital Improvement	GA Expansion Phase 1a - Site Prep (Constr)	Mcmillan Pazdan Smith	1/5/2022	26,355.40
Capital Improvement	Terminal Landside Roadway Improvements: Programming	Mcfarland Johnson	1/19/2022	33,541.26
Capital Improvement	Airfield Improvement Program Ph 1 - Construction	Mcmillan Pazdan Smith	1/5/2022	44,326.79
Capital Improvement	Airfield Pavement Improvements Program Priority 2 & 4 - Construction: Design	Wk Dickson	1/12/2022	55,266.00
Capital Improvement	General Aviation Hangar Facility (Hangar (25,000 s.f.) Office (5,000 s.f.): Design	Mcmillan Pazdan Smith	1/19/2022	69,082.68
Capital Improvement	Cargo Building Expansion (50,000 s.f.): Construction	The Harper Corporation	1/14/2022	73,228.48
Capital Improvement	Cargo Building Expansion (50,000 s.f.)	The Harper Corporation	1/26/2022	74,917.36
Capital Improvement	Fuel Farm Expansion-2021: Construction	Attaway Services Carolina, Inc.	1/12/2022	289,203.75
Capital Improvement	Airfield Improvement Program Ph 1 - Construction	Rogers Group, Inc.	1/31/2022	464,466.48
Professional Service Project	Storm Water Master Plan: Programming	Wk Dickson	1/12/2022	10,177.87
Professional Service Project	Utility Master Plan: Programming	Wk Dickson	1/5/2022	53,491.66
Renewal & Replacement	FedEx HVAC Equipment - Replacement	Trane U.S. Inc.	1/5/2022	11,354.82
Renewal & Replacement	FedEx HVAC Equipment - Replacement	Trane U.S. Inc.	1/31/2022	11,354.82
Renewal & Replacement	PARCS Replacement Project (2703-19)	Carolina Time & Parking Group, Inc.	1/12/2022	19,062.41
Renewal & Replacement	Expansion Joint Repairs - PGA	Metro Waterproofing, Inc.	1/12/2022	29,955.00



MEMORANDUM

TO: Members of the Airport Commission

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

DATE: March 21, 2022

ITEM DESCRIPTION – Information Section Item C

February 2022 – Development/Project Status Report

SUMMARY

2102 GSP Drive Hangar Renovation Project:

Status – Revising Renovation Scope
Project Budget – \$1,675,000
Estimated Completion Date – TBD

This project includes the renovation of the hangar located at 2102 GSP Drive adjacent to the FBO Terminal. Planned renovation scope includes interior finishes, restroom improvements, exterior paint, door hardware and integration to the GSP campus access control and CCTV systems. The original project budget was reduced by \$2,000,000 at the November 23, 2020 Commission meeting. The start of this project was delayed until other projects could be finalized. Staff is working to define the project scope before engaging the IDIQ contractor pool to procure the project.

Fuel Farm Expansion Project:

Status – Construction Phase
Project Budget - \$6,000,000
Estimated Completion Date – September 2022

The FY20 capital budget included the design phase for the next phase of the fuel farm expansion. An RFQ/RFP to select a Design-Build contractor was issued in February. Attaway Services was selected as the Design/Build Contractor. The Project is underway and is scheduled to be completed this summer.

General Aviation Hangar Site 1 Infrastructure Project:

Status – Construction Phase

Project Budget - \$2,900,000

Estimated Completion Date – Infrastructure in Summer '22; Apron Paving in Fall '22

The GA Hangar Site 1 Infrastructure Project includes certain infrastructure necessary for the development of a hangar development site. Work includes taxiway, apron, road, utilities, and other related site work. WK Dickson is the engineer of record for this project. The utility, roadway and retaining wall work for the project was competed amongst the IDIQ contractor pool and Mavin Construction was selected for this work. The apron paving portion of the hangar project will be bid with the cargo apron phase 2 work to improve overall pricing for both components.

Access Control/VMS Upgrade Project:

Status – Construction Phase

Project Budget - \$2,000,000

Estimated Completion Date – Summer 2022

The Access Control & VMS Upgrade Project includes replacement of the primary airport security and CCTV systems. A competitive RFQ and RFP process was held, and the project was awarded to A3. The project is underway and is scheduled to be complete in the summer of 2022.

Campus Signage Replacement Program - Phase I:

Status – Construction Phase

Project Budget - \$750,000

Estimated Completion Date – March 2022

This project includes the replacement of most of the campus signage and wayfinding. Mavin Construction is handling signage construction and installation. The completion schedule has been extended due to design revisions necessary to improve signage legibility.



Cargo Building Expansion Project

Status – Construction Phase

Project Budget - \$5,000,000

Estimated Completion Date – Summer 2022

This project includes a 50,000 SF expansion to the Center Cargo Building. Design/Build proposals were solicited from the IDIQ contractor pool. Harper Construction was selected for this project. Slab work is underway for the expansion.

Campus Signage Replacement Program - Phase II:

Status – Construction Phase (campus signage); Design & Procurement (entry signage)

Project Budget - \$750,000

Estimated Completion Date – Summer 2022

This project includes the completion of the remaining campus signage and wayfinding. The project also includes the design and construction of an entry monument sign on Aviation Parkway based on the Signage Masterplan. McMillan Pazdan Smith will be assisting with final construction documents for the entry monument sign and Mavin Construction will be handling the construction work for the balance of campus signage and the entry sign. The Phase II work is scheduled to be completed in the summer of 2022.

Landside Roadway Improvements Project:

Status – Design Phase

Project Budget - \$4,000,000

Estimated Completion Date – Schedule TBD

This project includes the design and construction of the initial roadway improvements in the Terminal Complex per the Airport Masterplan and Terminal Planning Study. Staff is working with Kimley Horn to finalize a scope and fee agreement for design services.

FBO Expansion Project:

Status – Design Phase

Project Budget – \$500,000

Estimated Completion Date – Design in Summer 2022; Construction in Fall 2023

The design phase is budgeted for FY22. Design work is in the early stages and is led by McMillan Pazdan Smith. An RFP/RFQ was conducted for a construction manager (CM). The construction manager will be brought on for pre-construction services including estimating, plan review, constructability review, etc. during design. Staff is finalizing an agreement with the selected CM. Construction will be budgeted in the FY23 capital budget.

The following projects have been put on indefinite hold due to COVID-19 and the financial impacts caused by the downturn in passenger traffic.

Parking Garage C & CONRAC Facility:

Status – On Hold

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

Estimated Completion Date – TBD

This project includes the design and construction of a new combined public parking and rental car ready/return garage. The design was led by LS3P. Due to the COVID-19 impacts on the airport and the travel industry, this project is on hold until traffic and revenue return to an acceptable level.

Facilities Department Building Expansion Project:

Status – On Hold

Project Budget – TBD

Estimated Completion Date – TBD

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



MEMORANDUM

TO: Members of the Airport Commission

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

DATE: March 21, 2022

ITEM DESCRIPTION – Information Section Item D

February 2022 – Communications Status Report

SUMMARY

News Stories ~ Broadcast, Print and Online 2/1/22 through 2/28/22:

Cargo

Spartanburg Herald: [Spartanburg Leaders Aim to Keep Building On Business Growth](#)

Aviation Pros: [Record-breaking year for cargo at GSP International Airport](#)

Post & Courier: [After record year, GSP airport cargo expansion to be completed in June](#)

Business & Development Newsletter: [GSP cargo expansion to be completed in June](#)

GVLToday: [96,800 tons of cargo handled at GSP in 2021, up 48% over 2020](#)

Airport Business newsletter: [Record-Breaking Year for Cargo at GSP](#)

Airport Improvement Magazine: [Record-Breaking Year for Cargo at GSP](#)

Connections Gallery

GVLToday: [From PreCheck to paintings](#)

SCGSAH: [Work by current and past Visual Arts Students in the Connections Gallery](#)

WHNS: [GSP Airport featuring artwork from students and alumni of the SCGSAH](#)

WHNS: [GSP Airport is showcasing art from a local school](#)

Commissioners

GSA Biz Wire: [GSP Commissioners Appointed to New Term](#)

GSA Morning Blend: [Commissioners Appointed to New Term](#)

Greenville News: Opinion: [Infrastructure bill means upgrades at GSP](#)

Misc. & Community Development

WCMH: [Columbus airport to open Escape Lounge as new luxury amenity](#)



LALToday: [Six dreamy spring break destinations out of Orlando International Airport](#)

WSPA: [Family arrives at new home in SC](#)

WHNS: ["Experiential" development proposed in Greenville Co](#)

The Hour: [Brothers recount 5-year journey from Rwanda to Spartanburg](#)

Post & Courier: [Shipping delays will continue, official tells Spartanburg group](#)

Who's On The Move: [GSP to host TSA PreCheck Enrollment Event](#)

Reach of GSP Media Appearing on National Social Networks

Twitter: 1,050,000 Facebook: 44,290

Airport Digital and Social Media 2/1/22-2/28/22:

Website

Sessions –54,671

New Users –39,745

Page/Session –2.12

Average Session Duration –1:57

Page Views –115,747

Facebook

Total followers –14,823

New followers –75

Page Views –1,475

Reach –534,082

Post Engagements –50,978

Instagram

Total Reach –38,324

Total Impressions –99,123

Followers –3,082

New followers –46

Twitter

Impressions –4,131

Visits –1,296

Followers –6,542

New followers –5

Mentions –40

Top Performing Social Media Posts



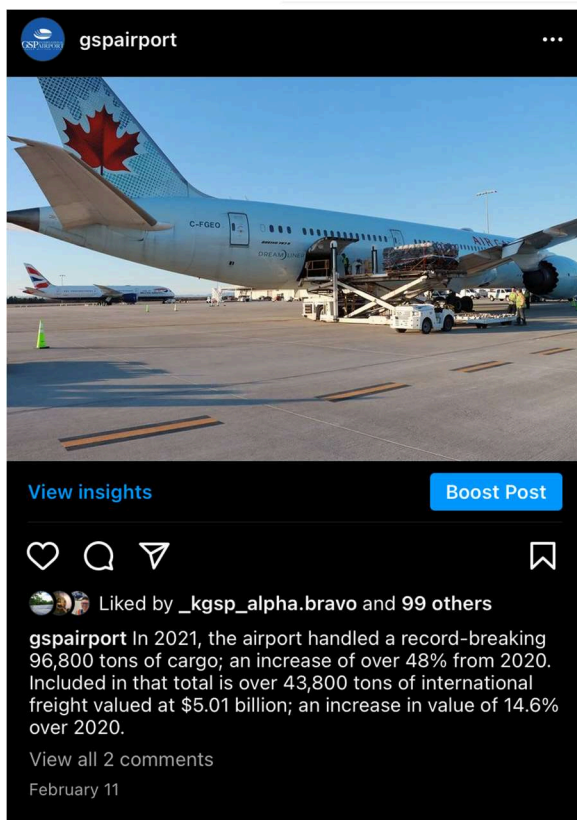
In 2021, the airport handled a record-breaking 96,800 tons of cargo; an increase of over 48% from 2020. Included in that total is over 43,800 tons of international freight valued at \$5.01 billion; an increase in value of 14.6% over 2020.



gspairport.com

Record-breaking year for cargo at GSP Airport - Greenville-...
Greer, SC – Cargo operations at Greenville-Spartanburg
International Airport continue to grow. In 2021, the airport ...

8:20 AM · Feb 11, 2022 · Twitter Web App





MEMORANDUM

TO: Members of the Airport Commission

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

DATE: March 21, 2022

ITEM DESCRIPTION – Information Section Item E

February 2022 – Commercial Business and Marketing Report

COMMERCIAL BUSINESS SUMMARY

Air Cargo Americas Conference:

Status – Booth is set up and we anticipate a great conference.

Business Development Budget – \$20,000

Completion Date – March 10, 2022

Air Cargo Americas is a business development and exhibiting opportunity for the Airport District to showcase the airport's cargo handling capabilities and to serve as a gateway for freight forwarders along the east coast of the U.S. This year's conference is in Miami, FL and was scheduled to run from October 26-28, 2021. The conference was postponed due to the COVID-19 pandemic until March 8-10, 2022.

MRO Americas Conference:

Status – Booth location selected.

Business Development Budget – \$15,000

Completion Date – April 29, 2022

MRO Americas is a business development and exhibiting opportunity for the Airport District to showcase our GSP360 land development program as well as target MRO development on the airport like PSA Airlines. This year's conference is in Dallas, TX and runs from April 26-28, 2022.

National Business Aviation Association (NBAA) Conference:

Status – Staff has registered for the conference and is awaiting the lottery to select our booth location.

Business Development Budget – \$25,000

Completion Date – October 21, 2022

NBAA is a business development and exhibiting opportunity for the Airport District to showcase our GSP360 land development program as well as Cerulean Aviation. This year's conference is in Orlando, FL and runs from October 18-20, 2022.

Air Cargo Forum Miami & Transport Logistic Americas Conference:

Status – Booth location selected.

Business Development Budget – \$20,000

Completion Date – November 11, 2022

Air Cargo Forum is a business development and exhibiting opportunity for the Airport District to showcase the airport's cargo handling capabilities and to serve as a gateway for freight forwarders along the east coast of the U.S. This year's conference is in Miami, FL and runs from November 8-10, 2022.

Ready Credit – Cash-to-Card Kiosks:

Status – Concessions agreement under review by their legal counsel for their signature.

Project Budget – All costs are being covered by Ready Credit.

Estimated Completion Date – TBD

The Airport District has received requests from our airline partners to provide turn-key cash-to-card kiosks capable of accepting cash and dispensing an anonymous, instant issue Visa or MasterCard. These kiosks will permit the airlines to go cashless at all the ticket counters. In addition, in July 2020, the District transitioned to cashless operations in all its parking facilities due to the pandemic. Therefore, there is a need to provide these kiosks to assist the traveling public with making cashless payments for both airline and parking-related services at the airport.



Tract A – Residential Property Acquisition

Status – Purchase sale agreement fully executed. Due diligence work underway.

Project Budget – \$280,000

Estimated Completion Date – April 15, 2022

In October 2021, the property owner of a 1,746 square foot residential home situated on 1.21 acres and an adjacent lot with a 1,678 square foot garage located on 0.77 acres contacted the Airport District to gauge our interest in purchasing the property. This property is identified on the FAA approved airport master plan for land use acquisition.

Palmetto Sites Program:

Status – Staff is addressing comments from SC Department of Commerce’s consultant.

Project Budget – All Phase I costs are being covered by SC Department of Commerce.

Estimated Completion Date – TBD

The SC Department of Commerce has an industrial site readiness program entitled the Palmetto Sites Program to designate property in the State of South Carolina that has been determined to be “checked for readiness” from a development perspective. This helps market the property by having it listed in a statewide database and providing developers with a sense of comfort in knowing that the initial site evaluation work has already been completed.

Phase II of the project requires a Phase I ESA, wetland delineation map, threatened and endangered species survey, archaeological and historical investigation, Geotech assessment, etc. of each of the nine tracts. There is a grant program available to help cover some of these costs once we reach that point.

SB Acquisitions – Tract A Development Site:

Status – Construction phase underway.

Project Budget – All development costs are being covered by SB Acquisitions.

Estimated Completion Date – June 30, 2022

On November 25, 2019, the Airport District approved an initial 20-year lease with two five-year option periods for approximately 43 acres of land on Tract A. The lease agreement was fully executed by both parties on January 25, 2020. Once completed, the site will be for light manufacturing and assembly for after-market vehicles modifications as well as vehicle parking.

Land Development Design Standards Manual Project:

Status – Currently in the process of scheduling a project kick off meeting.

Project Budget – \$50,000

Estimated Completion Date – TBD

The Airport District has 2,500 acres of land within the GSP360 Beyond the Runway land development program. The design standards manual will provide a guide for developers to use as they plan and develop construction documents for future development sites on Airport District property. In addition, it will address tenant improvement projects once facilities are completed.

CLEAR – TSA Security Checkpoint Project:

Status – Currently in the process of completing construction documents and finalizing a lease agreement.

Project Budget – All costs are being covered by CLEAR.

Estimated Completion Date – April 30, 2022

To accommodate business travelers and ensure that GSP is the airport of choice for the region, the Airport District has been talking to CLEAR for the last couple of years. They provide a touchless travel experience by using a passenger's eyes to confirm their identity and then scan their boarding pass. This allows a CLEAR registered traveler to be at the front of the line for both the standard and TSA PreCheck queuing lines to begin the passenger screening process. CLEAR is already in 21 of the top 25 airports that GSP passengers fly to and from each day. Thus, this will help ensure a seamless travel experience on both ends of their trip.

ReachTV Streaming Project:

Status – Currently in the process of configuring the existing equipment for streaming services.

Project Budget – All costs are being covered by ReachTV.

Estimated Completion Date – April 30, 2022

ReachTV presently provides news, entertainment, sports, and weather on six monitors located on Concourse A and B. The Airport District and ReachTV have agreed to extend that service to streaming, so that the traveling public can watch the same content on their mobile devices. In addition, we'll be adding a streaming channel for kids to help entertain our younger travelers while waiting for their flights.

Stevens Road Closure Project:

Status – Survey of road right-of-way boundaries completed.

Project Budget – \$10,000

Estimated Completion Date – September 30, 2022

To properly plan for future development in accordance with the Airport District's FAA approved master plan, Stevens Road will need to be closed to transitory traffic. This is the first step in that process, to ensure that the Airport District has clear ownership of the roadway itself as well as the associated right-of-way, as there are not clear ownership records on file.

Palmetto Distillery Replacement Concept Project:

Status – Hudson is currently evaluating replacement concept options.

Project Budget – All costs are being covered by Hudson.

Estimated Completion Date – TBD

Hudson has a sublease agreement with Palmetto Distillery for their store location in the Grand Hall of the terminal building. Palmetto Distillery has indicated that they intend to terminate their agreement early with Hudson. Hudson has an agreement with the Airport District to provide a specialty retail store at this location through October 2026.

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

Status – Meeting scheduled with T-Mobile to discuss a solution that they designed for the terminal building to increase their signal strength for our mutual customers.

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

Estimated Completion Date – TBD

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

Delta Air Lines – Gate Information Display System (GIDS) Project:

Status – Delta is presently doing a test of their software integration with the Amadeus software at MIA. If successful, this will be rolled out next at GSP.

Project Budget – All costs are being covered by Delta Air Lines.

Estimated Completion Date – TBD

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

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

Status – Project is moving forward again with software integration testing ongoing.

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

Estimated Completion Date – TBD

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

MARKETING SUMMARY

TSA PreCheck – Onsite Enrollment Event:

Status – Currently underway.

Business Development Budget – Costs covered by DHS/TSA and IndentoGO.

Completion Date – March 17, 2022

TSA is having their partner IndentoGO host an onsite TSA PreCheck enrollment event at GSP. Area travelers can complete the enrollment process by either scheduling an appointment in advance or walking up to the mobile enrollment center. The dates of the onsite event are March 7-17, 2022.

Jumpstart – Air Service Development Conference:

Status – Staff is currently in the process of requesting airline meetings.

Business Development Budget – \$5,000

Completion Date – June 16, 2022

Jumpstart is an opportunity for the Airport District to meet with both existing and prospective airlines to discuss airline route retention and future development. This year's conference is in Reno and runs from June 13-15, 2022.

Routes Americas – Air Service Development Conference:

Status – Staff met with 13 different airlines and had several very productive meetings.

Business Development Budget – \$5,000

Completion Date – February 18, 2022

Routes Americas is an opportunity for the Airport District to meet with both existing and prospective airlines to discuss airline route retention and future development. This year's conference was in San Antonio and ran from February 15-17, 2022.



Contour Airlines – Nonstop BNA Marketing Campaign:

Status – Marketing campaign successfully completed.

Project Budget – \$100,000

Completion Date – February 28, 2022

In August 2021, Contour Airlines announced new nonstop service to Nashville (BNA). This service provides travelers with nonstop service to BNA. This marketing campaign will help educate the traveling public that the new nonstop flight is available on Contour.

Airport History Book Project:

Status – Research and interviews underway.

Project Budget – \$40,000

Completion Date – July 31, 2022

The Airport District is under contract with Slant Media to author a new history book to capture events from 2009 to present. The book will complement the previously completed history book.

Time to Fly – Reserved Parking Marketing Campaign:

Status – Waiting for the parking access revenue control system project to be completed.

Project Budget – TBD

Estimated Completion Date – TBD

The Airport District plans to introduce a new reserved parking program to the traveling public. This marketing campaign will help educate travelers on the benefits of using reserved parking at GSP, how to sign up, and provide them with an incentive to do so. In addition, this will provide the District with their contact information, so that we can market new airline service and airport amenities, future parking offers, etc. to them.

Bon Secours Wellness Arena Rebranding:

Status – Installation work tentatively scheduled for the last week of March 2022.

Project Budget – \$15,000

Estimated Completion Date – April 30, 2022

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

Children's Play Area Alcove Project:

Status – Currently in design by Plus-Plus USA.

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

Estimated Completion Date – TBD

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



MEMORANDUM

TO: Members of the Airport Commission

FROM: Ashley Bruton, Director of Human Resources

DATE: March 21, 2022

ITEM DESCRIPTION – Information Section Item F

February – OSHA Recordable Injury Report

SUMMARY

Monthly Activity February 28, 2022

- 1 OSHA Recordable Injury

2022 Calendar Year-to-Date

- 2 OSHA Recordable Injuries

2 Year Historical Annual OSHA Recordable Submissions:

Calendar Year	Annual Average # Employees	Total Hours Worked by all Employees	# OSHA Recordable Work-Related Injuries	# OSHA Recordable Work-Related Illnesses	# Days away from Work
2021	206	378,484	12	2	53
2020	205	362,821	12	1	290