



GSP COMMISSION MEETING

March 27, 2023



AGENDA

Greenville-Spartanburg Airport Commission Regular Meeting
Greenville-Spartanburg International Airport Commission Boardroom
Monday, March 27, 2023
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 January 23, 2023 Regular Meeting Minutes ([document](#))
- III. PRESENTATIONS:
 - A. Upstate Alliance Presentation ([document](#))
- IV. OLD BUSINESS:
 - A. Approval to Proceed with Parking Garage C and Consolidated Rental Car Facility Project ([document](#))
- V. NEW BUSINESS: None
- VI. PRESIDENT/CEO REPORT:
 - A. Aviation Industry Update
 - B. Federal and State Legislative Update
 - C. Financial Dashboard Update
 - D. Palmetto Sites Certification Update
 - E. Project Close-Out 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 2023 – Traffic Report ([document](#))
- B. January 2023 – Financial Report ([document](#))
- C. February 2023 – Development/Project Status Report ([document](#))
- D. February 2023 – Communications Status Report & Marketing Event Summary ([document](#))
- E. February 2023 – Commercial Business Report ([document](#))
- F. February 2023 – 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 23, 2023

The Greenville-Spartanburg Airport Commission met on January 23, 2023 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, Leland Burch, Valerie Miller, Jay Beeson, Doug Smith

MEMBERS NOT PRESENT: Hank Ramella

STAFF AND LEGAL COUNSEL PRESENT: David Edwards, President/CEO; Betty O. Temple, WBD; Kevin Howell, Senior Vice President/COO; Kirk Eickhoff, Senior Vice President/CFO; Kelly Dawsey, Vice President/CHRO; Deven Judd, Vice President/CCO; Zach Salvato, Director of IT; Tom Tyra, Director, Communications & Air Service Development; Tiffany Cherry, Communications Manager; Casey Cooperman, Executive Assistant/Recording Secretary

GUESTS PRESENT: Ben Murray, WBD; Eric Rysdor, HDR; Mark Waller, AVCON; Mark Gale, AAAE; Lisa Edwards; Amanda Sheridan, McFarland Johnson

CALL TO ORDER: Chair Minor Shaw called the meeting to order at 9:13 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 14, 2022 Regular Meeting Minutes.

OLD BUSINESS: None.

PRESENTATIONS:

A. AAAE Distinguished Service Award Presentation

Mark Gale, Chair American Association of Airport Executives (AAAE) and CEO/Director of Aviation for the Broward County Aviation Department, presented AAAE's Distinguished Service Award (DSA) to Mr. David Edwards, President/CEO of the Greenville-Spartanburg Airport District (District). Mr. Gale recognized that this is one of AAAE's highest levels of recognition and commended Mr. Edwards on his many years of service and leadership in the aviation industry.

Mr. Gale noted that Mr. Edwards is receiving this award as recognition of outstanding accomplishments in his professional and personal lives; that he is not only a leader in his own community but that he also contributes to other aviation organizations, serves AAAE and its regional chapters, and participates in civic and community affairs. Mr. Gale spoke personally on his experience with Mr. Edwards, mentioning the tremendous impact he has made as a leader in the industry and the example he has set as an involved advocate for

the aviation industry and community. Mr. Gale went on to say that DSA winners exemplify the best in airport management by continually bringing credit to the profession. All DSA winners are Accredited Airport Executives (A.A.E.s) and exemplify the standards that the accreditation seeks to inspire.

Chair Shaw recognized Mr. Edwards and the positive impact that he has not only had as a leader at the District, but also in the Greenville and Spartanburg communities, where he is always seeking to align the goals of the airport with the goals of the Upstate SC area.

NEW BUSINESS:

A. Approval of a Budget Amendment for the Cargo Apron Phase 2 Project

Kevin Howell, Senior Vice President/COO, presented a request to the Commission for a budget amendment to the Cargo Apron Phase 2 Project.

The FY2023 capital budget included a budget of \$10,800,000 for the Cargo Phase 2 Apron Project (Project). The Project scope includes expansion of the Center Cargo Ramp (CCR) which will double the capacity for parking widebody cargo freighter aircraft.

Project design was led by WK Dickson, and the project was bid December '22. Three bids were received, and the lowest responsive bidder was Webber at \$14,443,236.

The lowest responsive bid along with costs for contract administration (CA) services, resident project representative (RPR) and inspection services, quality assurance testing and a 10% contingency budget puts the new total project budget at \$16,500,000. Commission approval is necessary prior to proceeding with the project.

Mr. Howell presented the fiscal impact of the project, noting the increase in budget by \$5,700,000 and provided a breakdown of the proposed sources of funding for the revised budget from the EDA, AIP discretionary grant and South Carolina Aeronautics FY23 primary funding program. The revised amount of the District's contribution is now \$2,839,356.

Following the presentation, conversation ensued about the appropriation of grant funding to the Project, and the increase in GSP's contribution, to which Mr. Edwards noted that the revised appropriation of funds works best with the District's budget and availability of funds. Commissioner Smith asked what is attributing to the increase in the estimate, to which Mr. Howell answered that the original estimate is over two years old, and that there has been an increase in material costs, specifically the raw goods in concrete.

A motion was made by Commissioner Burch to (1) approve the revised total project budget amount of \$16,500,000 for the Cargo Apron Phase 2 Project; and (2) authorize the President/CEO to execute all necessary documents. The motion was seconded by Commissioner Miller and unanimously approved.

B. Approval of a Budget Amendment for the GA Apron Paving Project

Kevin Howell, Senior Vice President/COO, presented a request to the Commission for a budget amendment to the GA Apron Paving Project.

In November 2020, the Commission approved a budget of \$2,900,00 for the GA Site 1 Infrastructure Project. The GA Infrastructure Project scope included the construction of utilities, roadway extension, retaining wall and taxi lane/apron paving required for the new corporate hangar being constructed at the GA expansion area Site 1.

The infrastructure portion of the work was competed among the IDIQ contractors and awarded to Mavin Construction. Mavin is substantially complete with the infrastructure work. Approximately \$800,000 is remaining from the original project budget.

An additional \$1,400,000 was budgeted in the FY23 capital budget for the GA Apron Paving Project.

The apron paving was designed by WK Dickson and bid along with the Cargo Apron Phase 2 Project for cost efficiency. The lowest responsive bidder on the Cargo Apron Project is also the lowest responsive bidder on the GA Apron Paving Project with a bid of \$2,128,970.

The lowest responsive bid along with costs for contract administration (CA) services, resident project representative (RPR) and inspection services, quality assurance testing and a 10% contingency budget puts the new total GA Apron Paving Project budget at \$2,600,000. Commission approval of a budget amendment is necessary prior to proceeding with the project.

Regarding fiscal impact, Mr. Howell noted that approximately \$800,000 is remaining from the original GA Site 1 Infrastructure Project budget. An additional \$1,400,000 was budgeted in the FY23 capital budget.

With the construction costs, contract administration (CA) services, resident project representative (RPR) and inspection services, quality assurance testing services and a 10% project contingency budget, the remaining project budget is \$2,600,000.

With that Mr. Howell stated that a \$400,000 project budget amendment is requested to fully fund the remaining project scope.

Mr. Edwards then discussed with the Commissioners that the previous estimates did not come from local companies which may attribute to the variance, as these companies are not familiar with the local market's current demand for construction services. He stated that local cost estimating will hopefully help avoid budget amendments in the future.

A motion was made by Commissioner Miller to (1) approve the revised total project budget amount of \$2,600,000 for the GA Apron Paving Project; and (2) authorize the President/CEO to execute all necessary documents. The motion was seconded by Commissioner Beeson and unanimously approved.

PRESIDENT/CEO REPORT:

Aviation Industry Update:

Mr. Edwards touched on the District's experience with Southwest flight cancellations in December, attributing to a loss of between 1,600 – 1,700 enplanements. However, as the District moves into 2023, larger aircraft are being reintroduced into the market and additionally, American Airline's addition of direct service to LaGuardia airport will boost enplanements in the new year. Mr. Edwards also notes that there is the potential for additional new service to be introduced from GSP in the upcoming months.

Revisiting the original target of 2024 for the District's passenger traffic recovery from COVID, Mr. Edwards noted that the District is still on track to reach this goal. Although it has not been a steady increase in traffic, the additional seat capacity will help. He gave an update on where the airlines stand in getting their seat capacity back to 100% of pre-COVID levels. He noted that although airlines are still experiencing difficulties with pilot and crew shortages as well as Southwest's operational issues, the carriers are overall doing well and continue to get back on track.

Federal and State Legislative Update:

Regarding federal legislation, Mr. Edwards shared that the focus is on the upcoming FAA Bill Reauthorization, as the current bill will expire on September 30th. It is unlikely there will be a new bill to pass, but some fear that there will also not be an extension, which would effectively halt the funding system, including Airport Improvement Plan (AIP) funding that comes from the Airport & Airway Trust Fund (AATF). Therefore, there are hopes that a bill can be passed which will at least allow for grant funding to be pulled from the AATF.

As it pertains to state legislation, Mr. Edwards noted that the state budget's appropriation of \$50M to the South Carolina Aeronautics Commission (SCAA) has been reduced by 20% to \$40M for the six commercial airports, with the remainder set aside in a budget proviso to fund an airport in a county that does not have one. Of that, the District will receive \$8.9M. In the next year's budget, the SCAC's request is for \$100M to be split between commercial service airports and general aviation airports, with the hopes that it will include a recurring appropriation of funds moving forward. Mr. Edwards added that the speaker of the house has made a strong acknowledgement that there needs to be significant investment in the state's airports.

Financial Update:

Mr. Edwards introduced and welcomed the District's new Senior Vice President/CFO, Kirk Eickhoff, and asked that he provide the Commission with a District financial update. Mr. Eickhoff provided an update including YTD Operating and Airline Revenue, Operating Expenses, Gross Margin, Cost Per Enplanement, Airline Revenues, Investment Balance, Fund Balance, and Debt Balance.

Chair Shaw inquired as to how the District projects to spend its Capital Improvement Project (CIP) funding over the next few years and how this spending relates to the District's outlook. Mr. Edwards stated that at the next Commission meeting Staff will provide additional information and an updated CIP chart.

COMMISSIONER'S REPORT: None.

EXECUTIVE SESSION:

The Commission Chair requested that the Commission go into Executive Session for the purpose of discussing economic development projects. The motion was made by Commissioner Burch, seconded by Commissioner Miller, and approved to go into Executive Session at 10:17 a.m.

At approximately 10:30 a.m. public session resumed with no action being taken in Executive Session.

ADJOURNMENT:

There being no further business, a motion was made by Commissioner Miller, seconded by Commissioner Burch and unanimous vote received to adjourn meeting. The meeting was adjourned at approximately 10:31 a.m. The next meeting regular, non-emergency Commission meeting is scheduled for Monday, March 27, 2023.

SIGNATURE OF PREPARER:



Casey Cooperman



MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: March 27, 2023

ITEM DESCRIPTION – Presentation Item A

Upstate Alliance Presentation

BACKGROUND

John Lummus, President & CEO of Upstate Alliance, will provide a presentation on the state of economic development in Upstate South Carolina and the role that Upstate Alliance plays in this success.



MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: March 27, 2023

ITEM DESCRIPTION - Old Business Item A

Approval to Proceed with Parking Garage C and Consolidated Rental Car Facility Project

BACKGROUND

The Greenville-Spartanburg Airport District (District) was on track to begin the construction of the Parking Garage C and Consolidated Rental Car Facility Project (Project) in early 2020. When COVID-19 surfaced, and passenger traffic levels fell this Project was put on hold. Staff would now like to begin the necessary processes to move this project forward.

ISSUES

The Greenville-Spartanburg International Airport (GSP) is now reaching approximately 95% of its 2019 passenger traffic levels. Staff is forecasting that GSP should be fully back to 2019 passenger traffic levels in early to mid-2024.

Parking and rental car demand continue to increase as passenger traffic recovers from the impacts of the pandemic. Currently, on certain days of the week, both existing parking garages reach capacity and must be closed.

The general timeline for this Project is as follows if the Project moves forward in early April 2023:

- General Contractor Selection and receipt of a Guaranteed Maximum Price (GMP) from the Contractor (April 2023 – December 2023)
- Construction (January 2024 – December 2025)
- Commissioning and Move-in (January 2026 – March 2026)



The financial delivery of this Project is being further evaluated. It is no surprise that construction costs have risen significantly since 2020 as well as the cost of financing. The Staff has now met with the rental car companies on two occasions since January of this year. The rental car companies indicated in our last meeting that they do believe that this Project is necessary for their future growth here at GSP. The challenge is balancing the need for the Project versus the financial impacts on rental car companies, the District, and our mutual customers.

If approved to move forward with the Project, Staff will secure a General Contractor and obtain a GMP. During this process, Staff will be working with the rental car companies to develop a mutually acceptable financing plan for the project which will be brought back to the Commission for consideration and approval. Finally, once the GMP is received from the Contractor, it will be brought back to the Commission for review and approval.

ALTERNATIVES

While Staff is recommending that the District proceed with this project, the Commission could elect not to move forward at this time.

FISCAL IMPACT

The Project cost has risen from an estimated amount of \$75 million in 2019 to \$114 million based on a recently completed estimate. Kirk Eickhoff, Senior Vice President/CFO will review the various financial changes and impacts of the Project at the Commission meeting.

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to approve (1) Staff to move forward with the Parking Garage C and Consolidated Rental Car Facility Project as outlined in this memorandum and (2) authorize the President and CEO to execute all necessary documents.



MEMORANDUM

TO: Members of the Airport Commission
 FROM: David Edwards, President/CEO
 DATE: March 27, 2023

ITEM DESCRIPTION – Information Section Item A

January 2023 - Traffic Report

SUMMARY

For January 2023, passenger traffic was 92.0% of 2019 traffic levels. Preliminary passenger numbers for February 2023 are at a 94.8% recovery level. In January 2023 passenger traffic reflects a **27.6%** increase over the same month in 2022. Cargo numbers for January 2023 were down **19.9%** for the same period. Passenger load factors were up **26.9%** for the month, at an average of **74.2%**.

A comparison of the North America National Passenger Traffic Growth Averages for **2023** to GSP’s Passenger Traffic Growth is depicted below.

Month	2022		
	GSP	National Average	Difference
Jan	92.60%	93.10%	-0.50%
Feb	117.70%	123.00%	-5.30%
Mar	83.00%	76.39%	6.61%
April	48.60%	58.30%	-9.70%
May	31.10%	38.40%	-7.30%
June	14.00%	23.04%	-9.04%
July	2.90%	15.09%	-12.19%
August	5.90%	19.22%	-13.32%
September	9.40%	27.43%	-18.03%
October	0.80%	20.40%	-19.60%
November	-0.40%	12.90%	-13.30%
December	-1.30%	10.50%	-11.80%
Average	33.69%	43.15%	-9.46%

Note: BTS statistics for total passengers (domestic and international) utilized for national average.



Attached are copies of the detailed traffic report for January 2023.

Providing a look forward into the service levels for **April 2023** 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 down at 3.6%, and seats are up by 16.6%.

Schedule Monthly Summary Report for Passenger (Air - All) flights from GSP for travel April 2023 vs. April 2022										
<i>All flights, seats, and ASMs given are per month.</i>										
Travel Period		Apr 2023		Apr 2022		Diff		Percent Diff		
Mkt AI	Dest	Flights	Seats	Flights	Seats	Flights	Seats	Flights	Seats	
3M	MCO	13	611	8	376	5	235	62.5%	62.5%	
3M	TPA	13	611	8	376	5	235	62.5%	62.5%	
AA	CLT	200	19,718	210	13,699	(10)	6,019	(4.8%)	43.9%	
AA	DCA	84	6,054	81	5,507	3	547	3.7%	9.9%	
AA	DFW	60	10,224	88	6,402	(28)	3,822	(31.8%)	59.7%	
AA	MIA	30	2,280	50	3,800	(20)	(1,520)	(40.0%)	(40.0%)	
AA	ORD	30	1,905	25	1,625	5	280	20.0%	17.2%	
AA	PHL	57	3,734	59	4,302	(2)	(568)	(3.4%)	(13.2%)	
DL	ATL	197	27,430	197	26,820	0	610	0.0%	2.3%	
DL	DTW	56	5,880	51	4,406	5	1,474	9.8%	33.5%	
DL	LGA	75	5,460	76	5,776	(1)	(316)	(1.3%)	(5.5%)	
G4	FLL	8	1,416	9	1,593	(1)	(177)	(11.1%)	(11.1%)	
G4	PIE	8	1,479	9	1,644	(1)	(165)	(11.1%)	(10.0%)	
G4	SFB	9	1,593	8	1,329	1	264	12.5%	19.9%	
LF	BNA	0	0	21	630	(21)	(630)	(100.0%)	(100.0%)	
UA	DEN	30	2,256	30	2,100	0	156	0.0%	7.4%	
UA	EWR	85	5,966	77	5,018	8	948	10.4%	18.9%	
UA	IAH	30	3,900	30	2,100	0	1,800	0.0%	85.7%	
UA	ORD	60	7,728	60	4,320	0	3,408	0.0%	78.9%	
WN	ATL	63	9,905	56	9,736	7	169	12.5%	1.7%	
WN	BWI	30	5,154	30	4,418	0	736	0.0%	16.7%	
WN	HOU	8	1,304	6	858	2	446	33.3%	52.0%	
	TOTAL	1,146	124,608	1,189	106,835	(43)	17,773	(3.6%)	16.6%	

Attachment

Monthly Traffic Report

Greenville-Spartanburg International Airport

January 2023



Category	Jan 2023	Jan 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change	*MOV12-2023	*MOV12-2022	Percentage Change
Passenger Traffic									
Enplaned	82,995	64,340	29.0%	82,995	64,340	29.0%	1,119,424	936,316	19.6%
Deplaned	<u>82,612</u>	<u>65,455</u>	26.2%	<u>82,612</u>	<u>65,455</u>	26.2%	<u>1,104,272</u>	<u>926,966</u>	19.1%
Total	165,607	129,795	27.6%	165,607	129,795	27.6%	2,223,696	1,863,282	19.3%
Cargo Traffic (Pounds)									
Express and Mail									
Enplaned	584,005	772,975	-24.4%	584,005	772,975	-24.4%	9,021,603	11,147,902	-19.1%
Deplaned	<u>988,530</u>	<u>893,023</u>	10.7%	<u>988,530</u>	<u>893,023</u>	10.7%	<u>13,098,161</u>	<u>13,206,240</u>	-0.8%
Subtotal	1,572,535	1,665,998	-5.6%	1,572,535	1,665,998	-5.6%	22,119,764	24,354,142	-9.2%
Freight									
Enplaned	2,638,928	4,259,091	-38.0%	2,638,928	4,259,091	-38.0%	45,620,366	55,797,310	-18.2%
Deplaned	<u>6,678,770</u>	<u>7,663,598</u>	-12.9%	<u>6,678,770</u>	<u>7,663,598</u>	-12.9%	<u>105,377,104</u>	<u>115,844,397</u>	-9.0%
Subtotal	9,317,698	11,922,689	-21.8%	9,317,698	11,922,689	-21.8%	150,997,470	171,641,707	-12.0%
Total	10,890,233	13,588,687	-19.9%	10,890,233	13,588,687	-19.9%	173,117,234	195,995,849	-11.7%

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

Category	Jan 2023	Jan 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change	*MOV12-2023	*MOV12-2022	Percentage Change
Aircraft Operations									
Airlines	2,211	2,165	2.1%	2,211	2,165	2.1%	27,496	27,048	1.7%
Commuter/Air Taxi	<u>533</u>	<u>702</u>	-24.1%	<u>533</u>	<u>702</u>	-24.1%	<u>7,238</u>	<u>8,644</u>	-16.3%
Subtotal	2,744	2,867	-4.3%	2,744	2,867	-4.3%	34,734	35,692	-2.7%
General Av.	1,163	875	32.9%	1,163	875	32.9%	14,084	11,644	21.0%
Military	<u>242</u>	<u>137</u>	76.6%	<u>242</u>	<u>137</u>	76.6%	<u>2,659</u>	<u>2,369</u>	12.2%
Subtotal	1,405	1,012	38.8%	1,405	1,012	38.8%	16,743	14,013	19.5%
Total	4,149	3,879	7.0%	4,149	3,879	7.0%	51,477	49,705	3.6%
Fuel Gallons									
General Aviation									
100LL	3,115	1,748	78.2%	3,115	1,748	78.2%	30,145	29,185	3.3%
Jet A	<u>183,152</u>	<u>125,579</u>	<u>45.8%</u>	<u>183,152</u>	<u>125,579</u>	<u>45.8%</u>	<u>2,018,607</u>	<u>1,691,271</u>	<u>19.4%</u>
Subtotal	186,267	127,327	46.3%	186,267	127,327	46.3%	2,048,752	1,720,456	19.1%
Commercial Aviation									
Jet A	1,661,937	1,486,211	11.8%	1,661,937	1,486,211	11.8%	21,922,095	21,738,498	0.8%
Total	1,848,204	1,613,538	14.5%	1,848,204	1,613,538	14.5%	23,970,847	23,458,954	2.2%

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

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

January 2023



	Jan 2023	Jan 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change
Allegiant Air						
Enplanements	3,387	2,674	26.7%	3,387	2,674	26.7%
Seats	4,503	4,302	4.7%	4,503	4,302	4.7%
Load Factor	75.2%	62.2%	21.0%	75.2%	62.2%	21.0%
American Airlines						
Enplanements	31,947	22,040	45.0%	31,947	22,040	45.0%
Seats	43,005	34,981	22.9%	43,005	34,981	22.9%
Load Factor	74.3%	63.0%	17.9%	74.3%	63.0%	17.9%
Delta Air Lines						
Enplanements	24,954	22,115	12.8%	24,954	22,115	12.8%
Seats	29,958	36,468	-17.9%	29,958	36,468	-17.9%
Load Factor	83.3%	60.6%	37.4%	83.3%	60.6%	37.4%
Silver Airways						
Enplanements	851	120	609.2%	851	120	609.2%
Seats	1,340	380	252.6%	1,340	380	252.6%
Load Factor	63.5%	31.6%	101.1%	63.5%	31.6%	101.1%

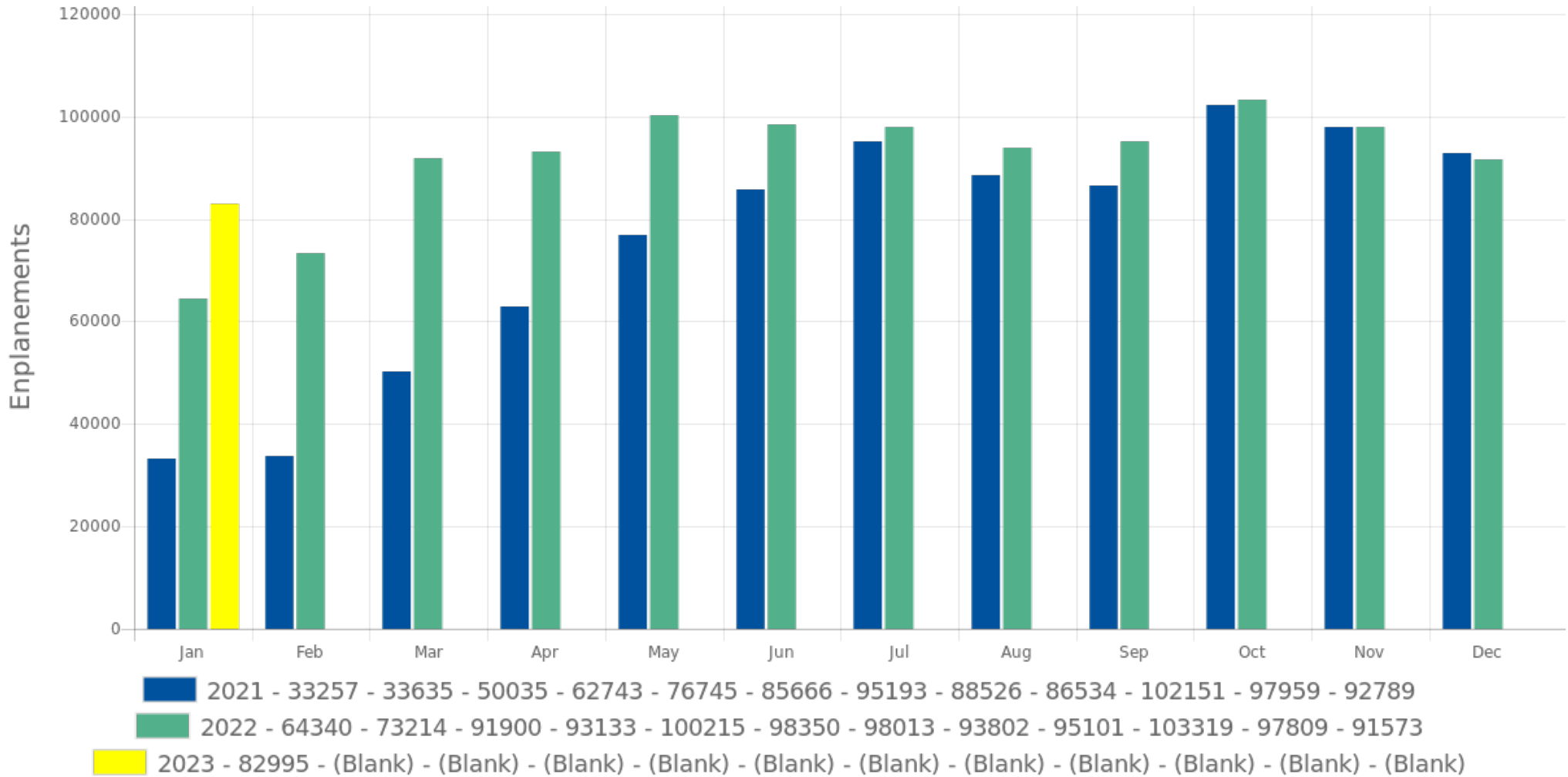
	Jan 2023	Jan 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change
Southwest Airlines						
Enplanements	8,145	6,860	18.7%	8,145	6,860	18.7%
Seats	16,591	17,900	-7.3%	16,591	17,900	-7.3%
Load Factor	49.1%	38.3%	28.1%	49.1%	38.3%	28.1%
United Airlines						
Enplanements	13,195	9,792	34.8%	13,195	9,792	34.8%
Seats	15,812	14,772	7.0%	15,812	14,772	7.0%
Load Factor	83.4%	66.3%	25.9%	83.4%	66.3%	25.9%
Totals						
Enplanements	82,479	63,601	29.7%	82,479	63,601	29.7%
Seats	111,209	108,803	2.2%	111,209	108,803	2.2%
Load Factor	74.2%	58.5%	26.9%	74.2%	58.5%	26.9%

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

Monthly Enplanements By Year

Greenville-Spartanburg International Airport

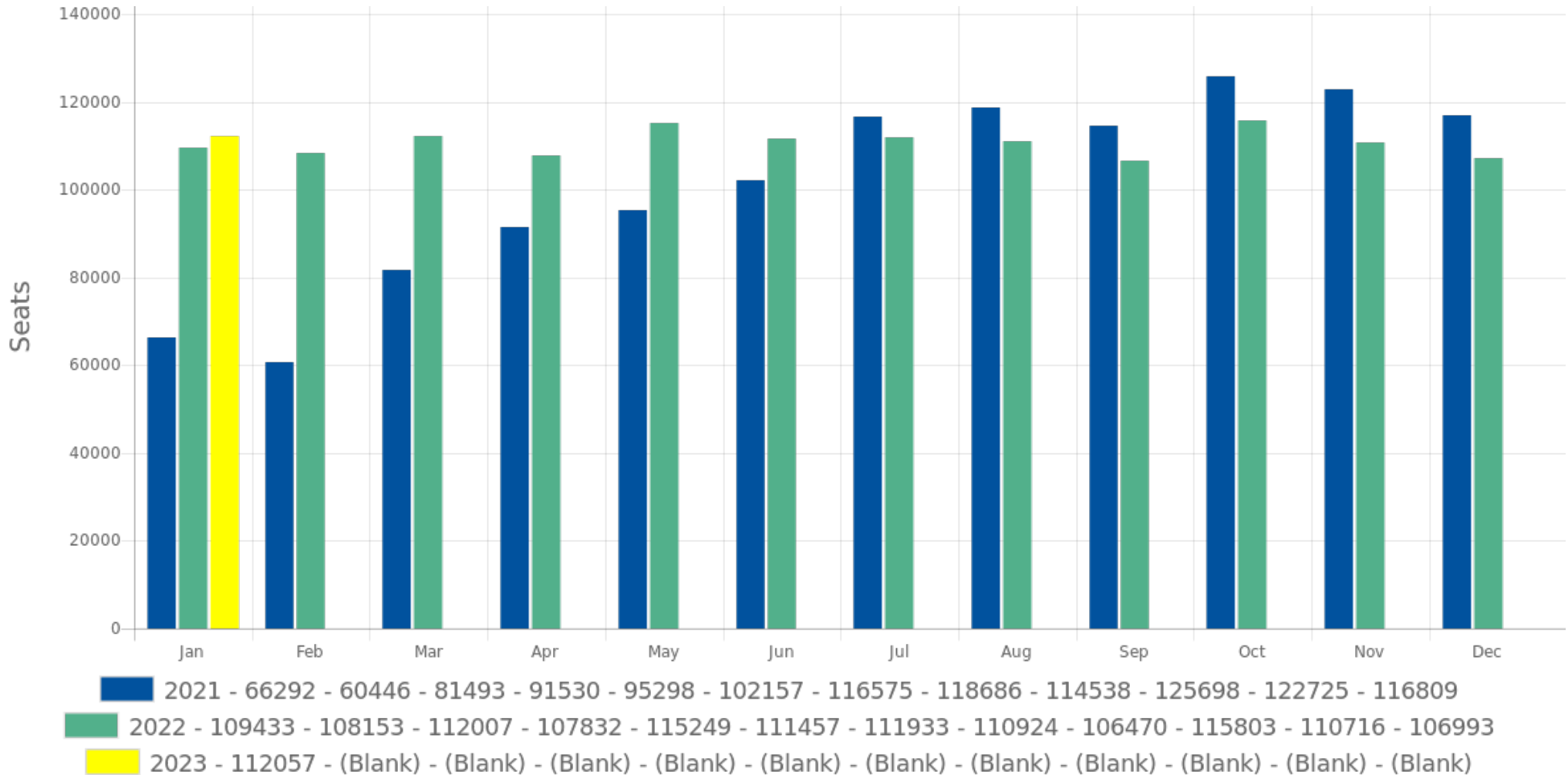
Report Period From January 2021 Through January 2023



Monthly Seats By Year

Greenville-Spartanburg International Airport

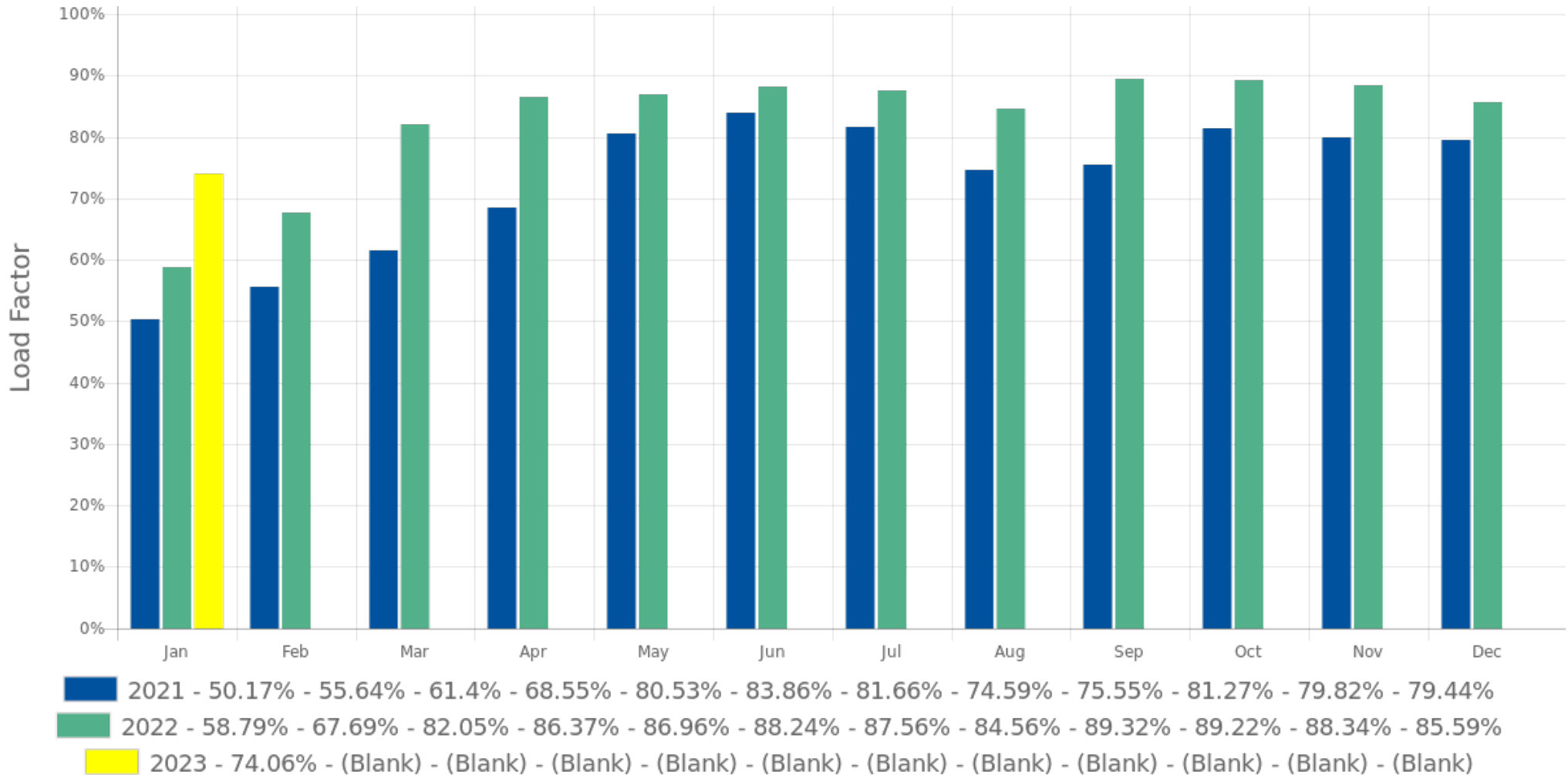
Report Period From January 2021 Through January 2023



Monthly Load Factors By Year

Greenville-Spartanburg International Airport

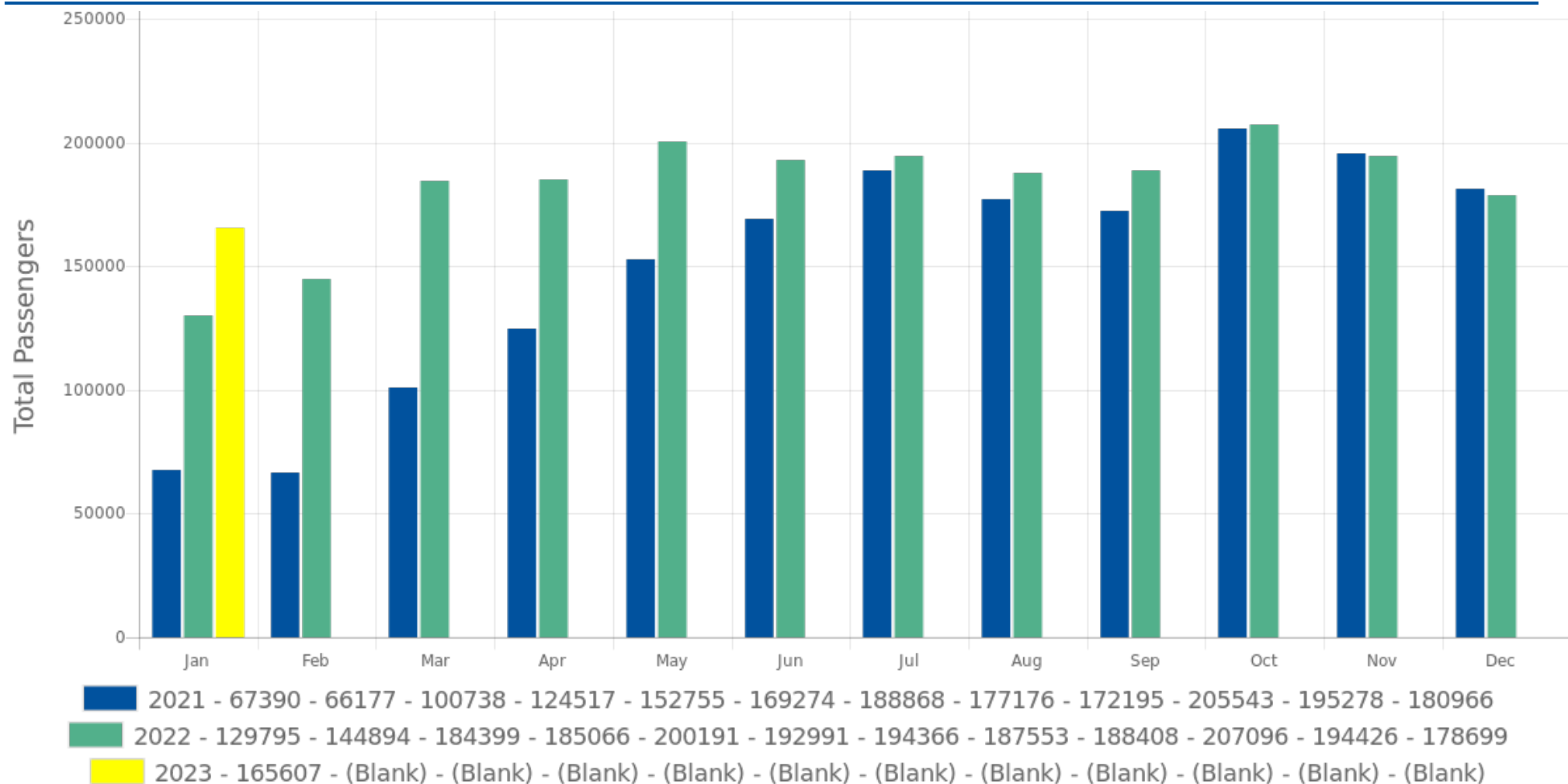
Report Period From January 2021 Through January 2023



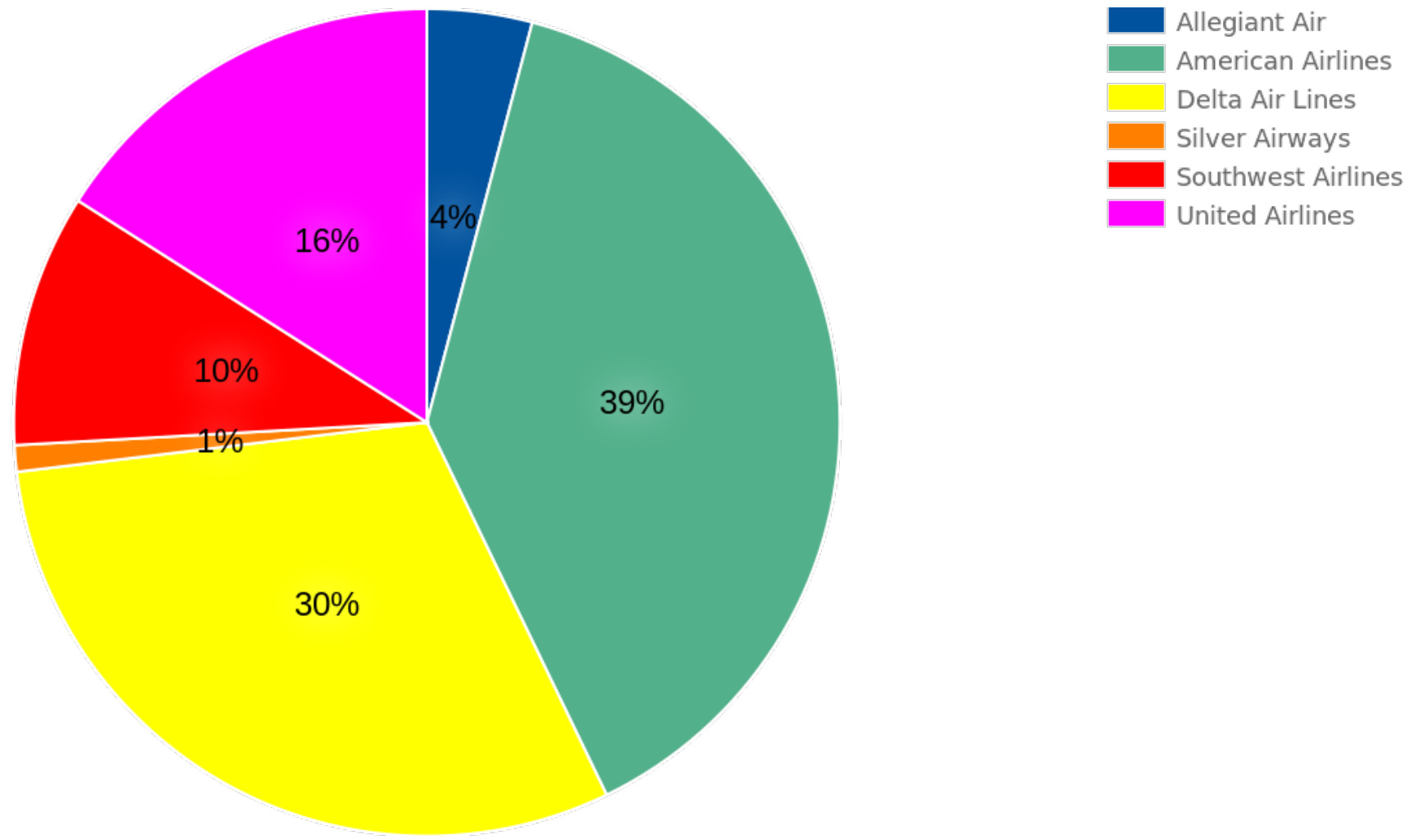
Total Monthly Passengers By Year

Greenville-Spartanburg International Airport

Report Period From January 2021 Through January 2023



Scheduled Airline Market Shares (Enplanements)
Greenville-Spartanburg International Airport
Report Period From January 2023 Through January 2023



Airline Flight Completions

Greenville-Spartanburg International Airport

January 2023



Airline	Scheduled Flights	Cancellations Due To				Total Cancellations	Completed Flights (%)
		Field	Mechanical	Weather	Other		
Aeronaes TSM	1	0	0	0	0	0	100.0%
Air Atlanta Icelandic	13	0	0	0	0	0	100.0%
AIRNET	5	0	0	0	0	0	100.0%
Allegiant Air	27	0	0	0	0	0	100.0%
Allegiant Charter	1	0	0	0	0	0	100.0%
American Airlines	452	7	0	0	0	7	98.7%
Amerijet Intl	7	0	0	0	0	0	100.0%
Ameristar Jet Charter	1	0	0	0	0	0	100.0%
Atlas Air	13	0	0	0	0	0	100.0%
Berry Aviation	1	0	0	0	0	0	100.0%
Breeze Airways	1	0	0	0	0	0	100.0%
Castle Aviation	1	0	0	0	0	0	100.0%
Delta Air Lines	274	2	0	1	0	3	100.0%
Delta Air Lines Charter	6	0	0	0	0	0	100.0%
Federal Express	33	0	0	0	0	0	100.0%
Freight Runners Express	3	0	0	0	0	0	100.0%
Global X Airlines	2	0	0	0	0	0	100.0%
IFL Group	2	0	0	0	0	0	100.0%
Kalitta Charters II	2	0	0	0	0	0	100.0%
MAS Air	16	0	0	0	0	0	100.0%
Mountain Air Car	12	0	0	0	0	0	100.0%

Airline	Scheduled Flights	Cancellations Due To				Total Cancellations	Completed Flights (%)
		Field	Mechanical	Weather	Other		
Priority Air Cargo	4	0	0	0	0	0	100.0%
Royal Air Freight	1	0	0	0	0	0	100.0%
Silver Airways	28	0	0	0	0	0	100.0%
Southwest Airlines	97	0	0	0	0	0	100.0%
Sun Country Airlines	4	0	0	0	0	0	100.0%
United Airlines	226	0	0	0	0	0	100.0%
UPS	33	0	0	0	0	0	100.0%
Total	1,266	9	0	1	0	10	99.5%



MEMORANDUM

TO: Members of the Airport Commission

FROM: Kirk Eickhoff, Senior Vice President/CFO

DATE: March 27, 2023

ITEM DESCRIPTION – Information Section Item B

January 2023 – Monthly Financial Report

SUMMARY

Attached is a copy of the Financial Statement Package (unaudited) for January 2023.

The year-to-date net operating income for the seven months ended January 31, 2023 is \$10.34M, which is \$3.20M or 44.8% favorable to budget. This is largely attributable to lower-than-expected operating expenses, as operating revenue is generally in line with the budget.

Year-to-date operating revenue is tracking closely with the FY 2023 budget, with a relatively small unfavorable variance of \$201,517 or 0.60%. Lower-than-expected income from other aviation services and restaurant sales is largely offset by higher-than-expected revenue from auto parking, space and ground rentals, and rental car.

Operating expenses are \$3,398,026 or 13.00% less than budgeted due to favorable variances from all expense categories. Contractual services, salaries & benefits, supplies and equipment, professional services, and repairs and maintenance produced the largest favorable variances. The salaries & benefits variance is largely attributable to personnel vacancies. Other expense items related to the acquisition of goods and services can be less predictable in their timing and are expected to align more closely with the budget as the fiscal year progresses.

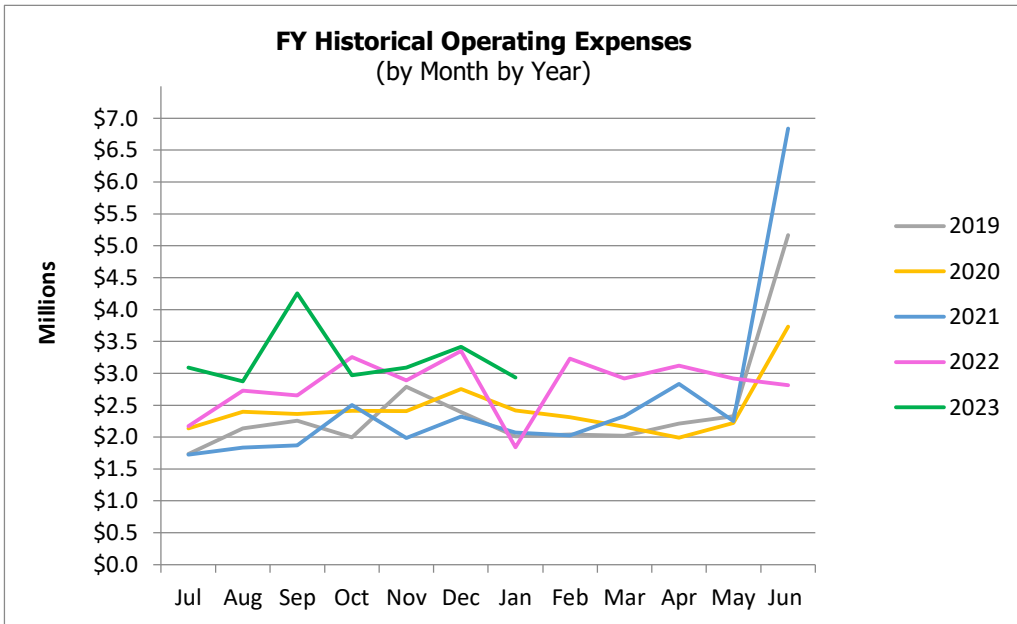
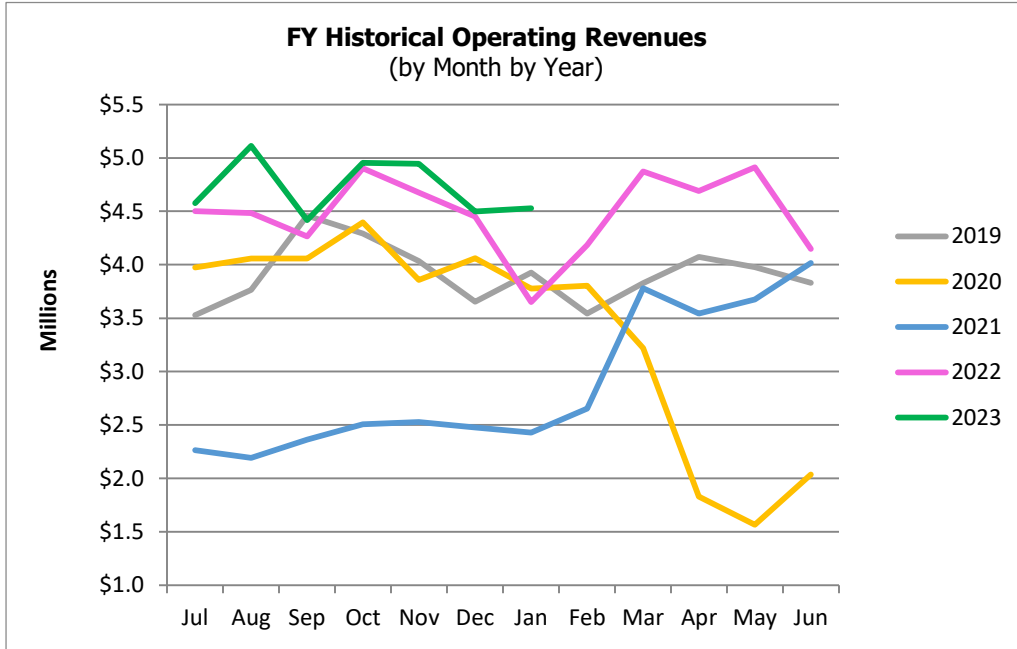
Detailed explanations of the financial statements and are included in the accompanying January 31, 2023 Financial Statement Package.

January 31, 2023 FINANCIAL STATEMENT PACKAGE

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

	Current FY 1/31/2023	Prior FY 1/31/2022	
Assets			
Cash Accounts	51,833,786	52,669,437	
Investments-Airport	35,146,895	38,409,562	
Accounts Receivable	2,496,788	3,004,883	
Less: Reserve for Doubtful Accounts	(149,500)	(149,500)	
Net Accounts Receivable	2,347,288	2,855,383	
Leases Receivable	38,541,080		(bb)
Inventory	822,161	681,997	
Prepaid Insurance	691,258	573,107	
Notes Receivable-RAC District Funds	98,238	360,769	
Lease Assets	1,606,198		
Less: Accumulated Amortization	(308,194)		
Net Lease Assets	1,298,004	0	(bb)
Property, Plant & Equipment (PP&E)	531,344,887	498,928,698	(cc)
Less: Accumulated Depreciation	(199,601,663)	(194,645,050)	
Net PP&E	331,743,223	304,283,648	
TOTAL ASSETS	462,521,934	399,833,901	
 PLUS: Deferred Outflows of Resources			
Deferred Pension, OPEB & Leases	5,100,004	6,822,099	
TOTAL DEFERRED OUTFLOWS OF RESOURCES	5,100,004	6,822,099	
 LESS: Liabilities			
Accounts Payable	8,519,839	5,970,867	(aa)
TD Bank Long Term Debt	30,916,666	32,666,667	
SCRS Pension Liability	19,187,884	24,140,146	
Benefit Liability	4,091,497	4,040,339	
Lease Liabilities	1,320,977		(bb)
TOTAL LIABILITIES	64,036,863	66,818,019	
 LESS: Deferred Inflows of Resources			
Deferred Revenues	42,188,740	1,255,467	
TOTAL DEFERRED INFLOWS OF RESOURCES	42,188,740	1,255,467	
 NET POSITION			
Invested in Capital Assets, Net of Related Debt	300,803,584	271,616,981	
Restricted			
Contract Facility Charge	16,048,118	12,329,174	
Passenger Facility Charges	9,714,075	5,216,357	
Total Restricted:	25,762,193	17,545,530	
Unrestricted	34,830,557.95	49,420,002.83	
TOTAL NET POSITION	361,396,335	338,582,514	

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



Note: The historical spike in June operating expenses is largely attributable to year-end adjustments, Pension Expense being the most significant item.

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

	<-----FISCAL YEAR TO DATE----->				January 31, 2022 Prior YTD
	January 31, 2023 Actual	January 31, 2023 Budget	Actual-Budget	% Change	
Operating Revenue					
Landing Area:					
Landing Fees	1,635,984	1,721,213	(85,229)	(5.0) %	1,730,158 (a)
Aircraft Parking Fees	287,002	249,083	37,919	15.2 %	263,628
Subtotal Landing Area	<u>1,922,986</u>	<u>1,970,296</u>	<u>(47,310)</u>	<u>(2.4) %</u>	<u>1,993,786</u>
Space and Ground Rentals	8,194,144	7,823,178	370,966	4.7 %	7,808,647 (b)
Auto Parking	9,525,979	9,128,951	397,029	4.3 %	8,171,341 (c)
Commercial Ground Transportation	291,936	279,683	12,253	4.4 %	218,760
Concessions:					
Advertising	265,323	309,613	(44,290)	(14.3) %	198,333 (d)
Food & Beverage	178,347	142,587	35,760	25.1 %	107,002
Rental Car	2,600,719	2,348,769	251,950	10.7 %	2,443,880 (e)
Retail	323,144	275,917	47,227	17.1 %	276,634 (f)
Retail - Automated	53,706	34,594	19,112	55.2 %	29,602
Subtotal Concessions	<u>3,421,240</u>	<u>3,111,480</u>	<u>309,760</u>	<u>10.0 %</u>	<u>3,055,452</u>
Expense Reimbursements	1,199,773	1,032,022	167,751	16.3 %	1,170,938 (g)
Other Income	189,580	112,051	77,530	69.2 %	164,985 (h)
Other-Aviation Services	2,960,874	4,185,029	(1,224,155)	(29.3) %	3,155,919 (i)
Gross Profit on Fuel Sales	3,443,193	3,508,457	(65,264)	(1.9) %	3,580,075
Gross Profit on Restaurant Sales	1,875,554	2,075,630	(200,076)	(9.6) %	1,605,661 (j)
Total Operating Revenue	<u>33,025,260</u>	<u>33,226,776</u>	<u>(201,517)</u>	<u>(0.6) %</u>	<u>30,925,564</u>
Operating Expenses					
Salaries & Benefits	13,551,045	14,362,184	(811,139)	(5.6) %	10,945,373 (k)
Professional Services	265,212	519,382	(254,171)	(48.9) %	595,571 (l)
Promotional Activities	277,690	473,322	(195,631)	(41.3) %	305,948 (m)
Administrative	1,870,376	2,099,027	(228,651)	(10.9) %	1,218,480 (n)
Insurance	700,292	700,292	0	0.0 %	609,239
Contractual Services	2,892,775	4,214,439	(1,321,664)	(31.4) %	2,753,595 (o)
Rentals and Leases	239,181	293,354	(54,173)	(18.5) %	226,245 (p)
Repairs and Maintenance	481,926	729,341	(247,416)	(33.9) %	416,935 (q)
Supplies and Equipment	1,129,968	1,391,896	(261,928)	(18.8) %	820,342 (r)
Utilities	1,278,284	1,301,538	(23,253)	(1.8) %	1,001,256
Total Operating Expenses	<u>22,686,749</u>	<u>26,084,775</u>	<u>(3,398,026)</u>	<u>(13.0) %</u>	<u>18,892,984</u>
NET OPERATING INCOME	<u>10,338,511</u>	<u>7,142,001</u>	<u>3,196,509</u>	<u>44.8 %</u>	<u>12,032,581</u>

STATEMENT OF NET POSITION - CURRENT YTD ACTUAL FOOTNOTES

- (aa) **Accounts Payable** Consists of the following:
- | | |
|------------------|---|
| 2,166,581 | Retainage accrual required until the end of contract |
| 2,120,132 | Trade A/P, varies monthly, includes year end accruals |
| 2,146,699 | Year End Payroll, Vacation & Sick Benefits accrual |
| 572,978 | Security Deposits |
| 236,272 | RAC True-up |
| 1,268,235 | Food & Beverage (one month paid in Feb) |
| <u>8,942</u> | Other |
| <u>8,519,839</u> | |
- (bb) **All noted accounts** Beginning in the fiscal year ended 6/30/2022, GSP was required to adopt a new lease accounting standard (GASB 87). This standard requires the District to record lease assets and liabilities for applicable long-term lease agreements. Under the standard, the District also records interest revenue and expenses associated with these regulated leases. The overall impact to the income statement is that a portion of lease revenues and lease payments are reclassified as interest and large offsetting assets and liabilities are reflected on the statement of net position.
- (cc) **Property, Plant & Equip (PP&E)** Completion and capitalization of the surface parking project \$20M, HWY 14 property purchase \$2.1 M, parking revenue equipment replacement \$1.4M, campus signage program \$1.1M, Aviation Parkway rehab \$1M, among others.

STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION -YTD ACTUAL VS YTD BUDGET FOOTNOTES

- (a) **Landing Fees** Charter passenger landings is \$53K unfavorable to budget due to the following:
- Adhoc freighter operations ceased in March of 2022 after revenue budget projections was submitted
 - Adhoc freighter and hotshot operations are tracking well below projections due to downturn in global demand for airfreight services
- (b) **Space & Ground Rentals** Space & Ground Rentals favorable to budget due to the following:
- Rental Car Non Terminal Space is higher than budget
 - Airline Space actual is higher than budget
- (c) **Auto Parking** Auto Parking is favorable to budget due to the following:
- Increase in valet utilization
 - The pre-book system upsells to the Garage from Economy
- (d) **Advertising** - Advertising space \$44K unfavorable to budget due to vacant Ad spaces
- (e) **Rental Car** Rental Car is favorable to budget due to the following:
- AVIS, Enterprise and National \$273K favorable to budget

	<u>Actual YTD</u>	<u>Budget YTD</u>	<u>Diff</u>
AVIS	\$ 442,205	\$ 410,847	\$ 31,358
Budget	424,554	436,268	(11,714)
Enterprise	552,145	433,260	118,885
Hertz	400,027	409,538	(9,511)
National	779,318	656,520	122,798
GA	<u>2,469</u>	<u>2,336</u>	<u>133</u>
TOTAL	\$ 2,600,719	\$ 2,348,769	\$ 251,950

- (f) **Retail** - Retail \$47K favorable to budget
- (g) **Expense Reimbursements** - Shared Tenant Services favorable to budget due to payment in full of \$107K unbudgeted American Ticket kiosk project
- (h) **Other Income** Other Income is favorable to budget due to the following:
- Ground Handling \$34K greater than budgeted
 - GSP PD Parking tickets \$17K not budgeted
 - ID Cards/Fingerprinting \$13K greater than budgeted: concession employee turnovers and non-returned badge fees

STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION -YTD ACTUAL VS YTD BUDGET FOOTNOTES

- (i) **Other-Aviation Services** Other-Aviation Services is unfavorable to budget due to the following:
- Ground A/C Handling Cargo \$12K lower than budgeted due to no freighters and fewer hotshots
 - While the number of Senator freighter operations serviced are close to the number projected for FY 23, the proportion of tech stops (no change of freight) is higher than expected and the unbudgeted down-gauging of aircraft size have negatively impacted warehousing revenue resulting in an unfavorable budget variance of \$1.28M.
 - Reimbursement Service Program \$53K unfavorable to budget on CBP services
- (j) **Gross Profit on Restaurant Sales** Restaurant Sales unfavorable to budget due to the following:
- Thomas Creek's revenues from re-opening returned in August while budgeted to begin in July
 - Underperformance of Qdoba
- (k) **Salary & Benefits** - Less employees (232) than budgeted (251) and under-utilized merit and EIPP
- (l) **Professional Services** Professional Services is favorable to budget due to the following:
- Consulting fees \$195K favorable to budget; \$42K related to financial consultant straight-lined but not used yet; \$25K for hangar and pricing study not done yet, among delays in other consulting projects
 - Legal fees \$47K favorable to budget
 - Audit \$10K favorable to budget due to invoice timing
- (m) **Promotional Activities** Promotional Activities is favorable to budget due to the following:
- Advertising expense \$112K favorable to budget due to timing; American Airlines' new service to NYC advertising campaign begins in March
 - General marketing expenses \$51K favorable to budget due to invoice timing
 - Special Events \$25K favorable to budget due to invoice timing
- (n) **Administrative** Administrative is favorable to budget due to the following:
- Corporate Function \$48K favorable to budget
 - Dues & Subscriptions \$30K favorable to budget
 - Credit Card Processing \$78K unfavorable to budget due to higher than expected parking revenue
 - Uniforms \$33K favorable to budget
 - Payroll Service \$26K unfavorable to budget
 - Recruiting \$140K unfavorable to budget due to the executive staff turnovers
 - Travel/Training \$295K favorable to budget due to executive staff turnovers and vacancies
 - Independent Contractor \$54K favorable to budget due to lesser additional need for cargo operations
- (o) **Contractual Services** Contractual Services is favorable to budget due to the following:
- Centralized Receiving & Distribution \$85K unfavorable to budget
 - Computer-annual contracts \$39K unfavorable to budget
 - Elevator & Escalator \$106K favorable to budget
 - Janitorial Services \$154K favorable to budget due to some budgeted services not yet restarted
 - Both the employee lot and second economy lot shuttle are included in the budget, but not operating yet; \$843K less than budgeted
 - Miscellaneous \$155K favorable to budget, primarily food & beverage contracts and services
 - Radio Service \$20K favorable to budget
 - Snow Removal \$20K favorable to budget as we have had no snow events yet
 - Service Agreements \$87K favorable to budget
 - Reimbursement Service Program \$25K favorable to budget on CBP services (billable)
- (p) **Rentals & Leases** - Equipment \$54K favorable to budget mostly due to ARFF using a donated school bus to burn in their exercise rather than leasing the training aide
- (q) **Repairs & Maintenance** Repair & Maintenance is favorable to budget due to the following:
- Boarding Bridges \$21K favorable to budget
 - Building \$65K favorable to budget
 - Environmental Compliance \$22K favorable to budget
 - Equipment \$62K favorable to budget
 - Fuel Truck \$16K favorable to budget
 - Project Unanticipated \$35K favorable to budget
 - Security System \$19K favorable to budget

STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION -YTD ACTUAL VS YTD BUDGET FOOTNOTES

- (r) **Supplies & Equipment** Supplies & Equipment is favorable to budget due to the following:
- Cleaning/Janitorial \$21K favorable to budget
 - Computer-Equip/Supplies \$36K favorable to budget
 - Computer-Software \$36K favorable to budget due to park assist upgrade not executed until early 2023
 - Fuel-Vehicles \$100K favorable to budget - inventory true up is done at year end
 - Office Supplies \$14K favorable to budget
 - Painting \$19K favorable to budget
 - Paper \$22K unfavorable to budget
 - Tires \$13K favorable to budget
 - Tools & Hardware \$25K favorable to budget
 - Cargo Dunnage \$30K favorable to budget
 - De-Ice Fluid \$16K unfavorable to budget

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

	<u>FY \$ Amount Authorized</u>	<u>Estimated Cost</u>
Emergency Repair/Replacement/Operations Fund	\$ 500,000	
6185 Cerulean Cargo-Multiple ball transfer		\$ 43,405
		<u>\$ 43,405</u>
Uncommitted Balance	\$ 456,595	
 Business Development Obligations/Incentives	\$ 500,000	
		<u>\$ -</u>
Uncommitted Balance	\$ 500,000	
 Contingency Fund (Operational & Capital)	\$ 1,000,000	
		<u>\$ -</u>
Uncommitted Balance	\$ 1,000,000	

GREENVILLE SPARTANBURG AIRPORT DISTRICT

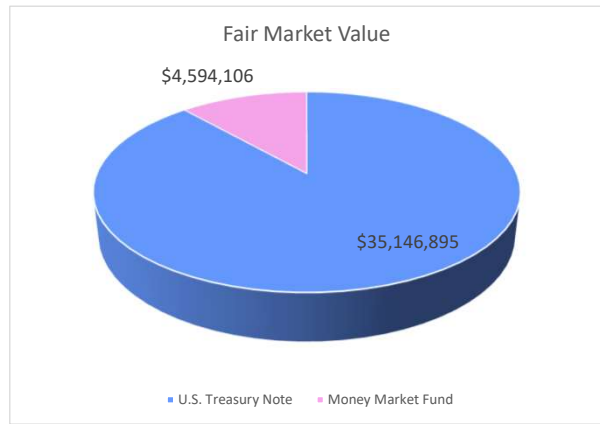
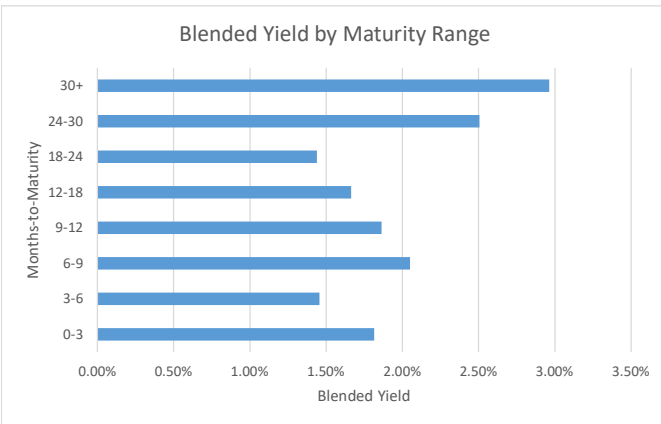
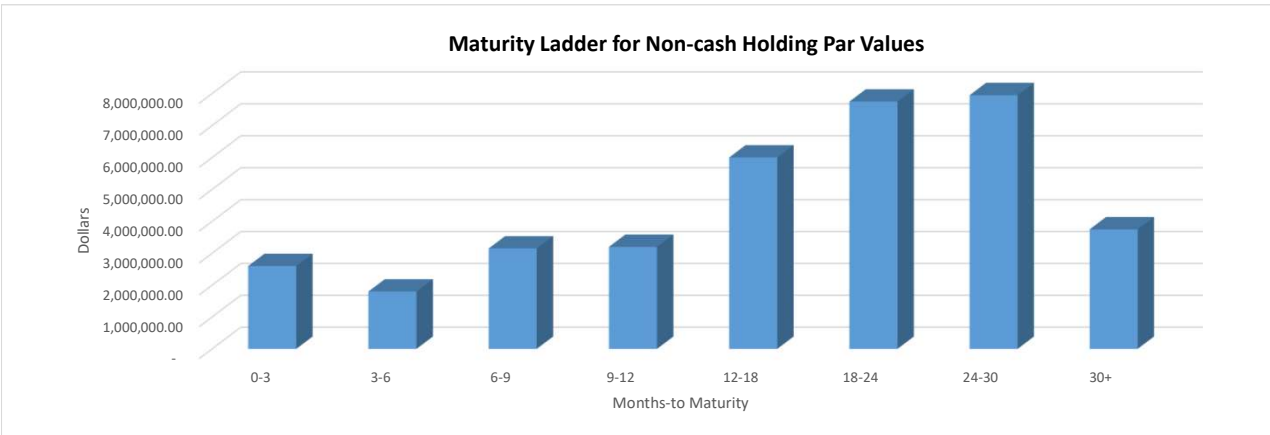
Investment Holdings Summary

The Greenville-Spartanburg Airport District maintains an investment portfolio comprised of debt securities, money market funds, and other securities as permitted by District policy and South Carolina law. All investments are held to maturity and purchased under advisement of TD Bank. The primary goal of the District's investment policy is the preservation of capital, while maximizing portfolio yield. The maturity of the investments is laddered to help ensure that funds are available for planned capital projects, debt service, and operational needs. Please contact Kirk Eickhoff, Senior Vice President/CFO, with any questions about the investment portfolio or strategy at keickhoff@gspairport.com or (864) 868-6283.

	Cost Basis (1)	Par Value (2)	Fair Market Value (2)
Treasury Securities	\$ 37,375,346.06	\$ 36,200,000.00	\$ 35,146,895.00
Money Market Funds	4,594,106.25	4,594,106.25	4,594,106.25
Total	\$ 41,969,452.31	\$ 40,794,106.25	\$ 39,741,001.25

(1) The cost basis for the portfolio exceeds the Par Value due to the purchase of securities at a premium cost. This occurs when the stated yield on the security exceeds the market yield at the time of purchase.

(2) GSP anticipates that all investments will be held to maturity. Therefore, any difference between fair market value and par value for a given security will decrease with time and GSP will realize the full PAR value of bonds as they mature. The fair market value reflects the amount that would be realized if GSP liquidated a security as of the report date.



Company Name: Greenville–Spartanburg Airport District
Report Name: Procurement / Capital Acquisitions
Created On: 2/16/2023

Project Type	Project name	Vendor Name	Date	Amount
Capital Improvement	Fuel Farm Expansion-2021: Construction Administration	Kimley- Horn And Associates	1/31/2023	10,883.25
Capital Improvement	FBO Expansion - Design: Construction	Cantrell Landworx	1/31/2023	12,600.00
Capital Improvement	Airfield Pavement Improvements Program Priority 2 & 4 - Construction: Construction Administration	Wk Dickson	1/25/2023	16,920.00
Capital Improvement	Airfield Pavement Improvements Program Priority 2 & 4 - Construction: RPR	Mcmillan Pazdan Smith	1/25/2023	18,902.47
Capital Improvement	Terminal Landside Roadway Improvements: Design	Kimley- Horn And Associates	1/31/2023	68,616.64
Capital Improvement	Fuel Farm Expansion-2021: Construction	Attaway Services Carolina, Inc.	1/31/2023	335,259.62
Capital Improvement	General Aviation Hangar Facility (Hangar (25,000 s.f.) Office (5,000 s.f.): Construction	Myers & Chapman, Inc.	1/31/2023	475,407.56
Capital Improvement	Cargo Building Expansion (50,000 s.f.): Construction	The Harper Corporation	1/5/2023	496,787.31
Capital Improvement	Airfield Pavement Improvements Program Priority 2 & 4 - Construction: Construction	Hi-Way Paving, Inc.	1/25/2023	689,547.12
Professional Service Project	GIS System Upgrade: Programming	Mcfarland Johnson	1/25/2023	21,727.25
Professional Service Project	Environmental Assessment (EA): Programming	Mcfarland Johnson	1/25/2023	37,109.15
Renewal & Replacement	6-Person EZ Go Golf Cart	Adventure Golf Carts	1/4/2023	15,320.26
Renewal & Replacement	FY2023 FedEx Roof - Removal and Replacement - Priority 1B - Cost Center 41	Rike Roofing Services	1/24/2023	15,536.50
Renewal & Replacement	FY2023 New Kubota RTV - Replace GM91 (Club Car) - Priority 2B - Cost Center 83	Steen Enterprises, Inc.	1/11/2023	23,071.86
Renewal & Replacement	FY2023 New Kubota RTV - Replace GM90 (Club Car) - Priority 2A - Cost Center 83	Steen Enterprises, Inc.	1/11/2023	23,071.87
Renewal & Replacement	FY2023 FedEx Roof - Removal and Replacement - Priority 1B - Cost Center 41	Rike Roofing Services	1/31/2023	182,586.39
Small Capital & Equipment	208 3 Phase Rectifier	Mark C. Pope Associates	1/25/2023	13,904.65
		Embross USA Inc.	1/31/2023	68,355.00
		Embross USA Inc.	1/31/2023	78,784.00
Sum Total				2,604,390.90



MEMORANDUM

TO: Members of the Airport Commission

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

DATE: March 27, 2023

ITEM DESCRIPTION – Information Section Item C

February 2023 – 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 revising the scope to advance this project.

General Aviation Hangar Site 1 Infrastructure Project:

Status – Road and Utilities in Construction Phase; Apron in Pre-Procurement
Project Budget - \$4,700,000
Estimated Completion Date – Infrastructure Substantially Complete; Apron Paving in June 2023

The GA Hangar Site 1 Infrastructure Project includes certain infrastructure necessary for the development of the new hangar sites. 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 completed amongst the IDIQ



contractor pool and Mavin Construction was selected for this work. Mavin is substantially complete with the infrastructure scope of work.

The apron portion of the work was bid. Construction budget was amended at the January 23, 2023 Commission meeting. Webber, LLC is the contractor for the apron paving work. Completion is expected in June.

Access Control/VMS Upgrade Project:

Status – Installation Phase

Project Budget - \$2,000,000

Estimated Completion Date – Spring 2023

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 access control portion of the project is substantially complete. Work on the video and CCTV portion is in the final phases of work. The project is expected to be completed by spring 2023.

Campus Signage Replacement Program - Phase II:

Status – Close Out Phase (campus signage); Design Phase (entry signage)

Project Budget - \$750,000

Estimated Completion Date – Substantially Complete (campus signage); Summer 2023 (I-85 entry signage)

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 directional and wayfinding signage is substantially complete. Design for the new entry sign is underway and construction is expected to be completed in summer 2023.



Terminal Roadway Improvements Program (TRIP):

Status – Mobilization

Project Budget - \$18,600,000

Estimated Completion Date – December 2024

TRIP includes the design and construction of the initial roadway improvements in the Terminal Complex per the Airport Masterplan and Terminal Planning Study. Kimley Horn led the design /engineering phase. Turner was selected to serve as the construction manager for this project and Staff has completed the GMP review. Turner is currently working on phase 1 of the project.

FBO Expansion Project:

Status – Design Phase

Project Budget – \$500,000 (Design Phase); \$7,300,000 (Construction Phase)

Estimated Completion Date – Construction in Spring 2024

Design is in the final phases and is led by McMillan Pazdan Smith. Turner was selected as the construction manager for this project and is currently pricing the work to finalize a GMP (guaranteed maximum price). Construction is expected to start in spring and expected to take approximately 12 months.

Cargo Ramp Phase 2:

Status – Procurement Phase

Project Budget – \$16,500,000

Estimated Completion Date – Fall 2023

This project includes construction of the Phase 2 Cargo Apron at the Center Cargo Facility. The new apron will approximately double the cargo apron capacity at Cerulean to accommodate up to 6 wide body freighters on the ramp simultaneously. WK Dickson is the prime engineer for the project. The project is partially funded with an EDA grant. Bids have been received and the construction budget was amended at the January 23, 2023 Commission meeting. Webber, LLC has been awarded the contract for construction. Construction is expected to start in spring 2023 and be completed in fall 2023.



FedEx Roof Replacement Project:

Status – Construction Phase

Project Budget – \$2,000,000

Estimated Completion Date – Summer 2023

This project will provide a new roof at the FedEx facility. Blount Shepard & Associates provided project specifications and bidding documents and the project was competitively bid. Rike Roofing is the contractor and is expected to be completed before summer.

Airfield Priorities 2 & 4 Project:

Status – Construction Phase

Project Budget – \$6,437,325

Estimated Completion Date – Spring 2023

Airfield Priorities 2 & 4 include concrete joint repairs, slab and spall repairs and miscellaneous concrete repairs on all apron surfaces. WK Dickson was the prime engineer for the project. Hi Way Paving is the contractor. Work is underway and is expected to be completed by spring 2023.

Runway Guard Lights (RGL) Modification Project:

Status – Design Phase

Project Budget – \$175,000

Estimated Completion Date – Design Spring 2023 Construction 2024

This project involves installing new electrical cabling and separating an existing circuit for the runway guard lights (RGL). Kimley-Horn is under contract to provide engineering services. Design documents will be completed in spring 2023. Construction will be budgeted for FY24.

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 27, 2023

ITEM DESCRIPTION – Information Section Item D

February 1 - February 28, 2023 – Communications Status Report

SUMMARY

News Stories ~ Broadcast, Print and Online 2/1/23 through 2/28/23:

Airports press SC lawmakers for nearly \$700M to fund expansion

Post and Courier: [Charleston, Greenville airports ask SC lawmakers for nearly \\$700M to fund expansions \(postandcourier.com\)](https://www.postandcourier.com/news/charleston-greenville-airports-ask-sc-lawmakers-for-nearly-700m-to-fund-expansions/)

SC woman reunited with dog after 7 years at Greenville airport

WYFF, picked up by several affiliated stations across the country: [South Carolina: Woman reunited with dog after 7 years update \(wyff4.com\)](https://www.wyff4.com/news/sc-woman-reunited-with-dog-after-7-years-at-greenville-airport/)

GSP announces United Airlines increases aircraft capacity to three destinations

Fox Carolina: [GSP announces United Airlines increases aircraft capacity to three destinations \(foxcarolina.com\)](https://www.foxcarolina.com/news/gsp-announces-united-airlines-increases-aircraft-capacity-to-three-destinations/)

Reach of GSP Media Coverage

36,922,259

Airport Digital and Social Media 2/1/23-2/28/23:

Website

Sessions – 39,569
New Users –29,452
Page Views –77,861

Facebook

Total followers –15,920
New followers –46
Page Views –9,791
Reach –354,099
Post Engagements –44,041

Instagram

Total Reach –4,694
Total Impressions –2,081
Followers –3,451
New followers – 30

Twitter

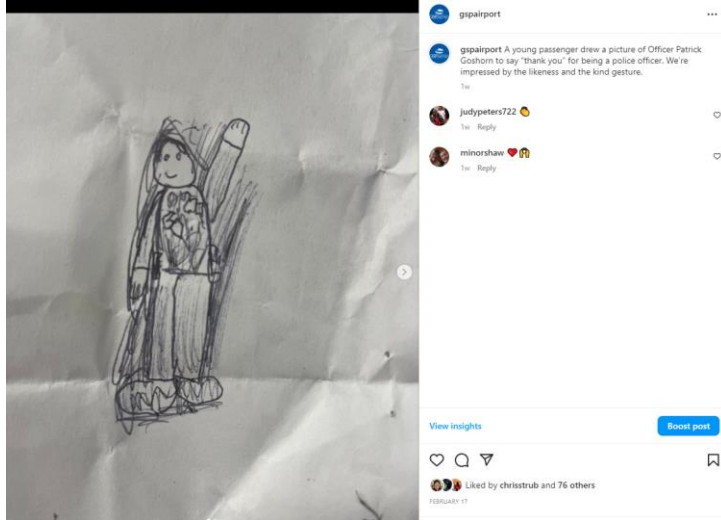
Impressions –48,700
Visits –1,171
Followers –6,629
New followers –13
Mentions –45

Top Performing Social Media Posts

Top Twitter Post



Top Instagram Post



Top Facebook Post:





Marketing Event Summary

Wofford Men's and Women's Basketball Sponsorship

Status – Ongoing

Communications Budget - \$10,000

Completion Date: February 25, 2023

GSP will host a halftime promotion during both Wofford University men's and women's basketball games during the 2022-2023 season. Games begin December 6, 2022 and will continue through February 25, 2023.

Greenville Triumph Soccer

Status – Ongoing

Communications Budget – \$25,000

Completion Date – March 1-September 1, 2023

GSP will host promotions with the Greenville Triumph at Furman's Paladin Stadium during the 2023 season. The sponsorship includes season-long exposure through signage, a special GSP Family Zone seating area, ticket promotions, social media exposure and on-field promotions.

Greenville Drive Baseball

Status – Ongoing

Communications Budget – \$45,000

Completion Date – April 1-September 1, 2023

GSP will host promotions with the Greenville Drive at Fluor Field during the 2023 season. The sponsorship includes season-long exposure through signage, electronic ads, ticket promotions, social media exposure and on-field promotions.

2023 Routes Americas Air Service Conference

Status – Registered to attend

Communications Budget - \$3,000

Completion Date: March 23, 2023

Routes Americas, held in Chicago, IL, will attract airline network planners and airports from across North America. Airports and airlines will meet to discuss air service opportunities and share market research. GSP is expected to meet with at least 10 airlines during the conference.



ACI Jumpstart Air Service Conference

Status – Registered to attend

Communications Budget - \$3,000

Completion Date: March 23, 2023

Routes Americas, held in Milwaukee, WI, will attract airline network planners and airports from across North America. Airports and airlines will meet to discuss air service opportunities and share market research. GSP is expected to meet with at least 8 airlines during the conference.

Air Cargo Americas 2023

Status – Registered to Display

Communications Budget - \$6,000

Completion Date – October 31 – November 2, 2023

Air Cargo Americas, held in Miami, FL, will attract air cargo airlines and suppliers from across North America. Attendees will conduct business meetings in pursuit of new air cargo business at GSP. Members of our Aviation Services and marketing teams will attend the conference.



MEMORANDUM

TO: Members of the Airport Commission

FROM: Deven Judd, Vice President/CCO

DATE: March 27, 2023

ITEM DESCRIPTION – Information Section Item E

February 2023 – Commercial Business Report

Checkpoint Mail Kiosk:

Status – Evaluating term sheets from Flippit Corp. and Airport Mailers, Inc. to determine the best fit for GSP. This is a customer service amenity and is not projected to yield high revenues.

Project Budget – All costs will be covered by the operator.

Estimated Completion Date – June 30, 2023

Checkpoint mail kiosks allow passengers to ship prohibited items which aren't allowed through the TSA security checkpoint. Instead of surrendering the item to TSA or taking it back to their vehicle, they can ship the item to their home, office, or any other location they choose. This is a service that has been requested by the traveling public, as many people don't want to leave behind something of significant monetary or personal value.

SB Acquisitions – Tract A Development Site:

Status – District staff has inspected the site and is working with BMW on addressing discrepancies in order to release the bond and close out the construction project.

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

Estimated Completion Date – Pushed to March 31, 2023

BMW is actively working on the final construction punch list items identified in the joint inspection/walkthrough of the facilities. GSP and BMW touch base weekly to get the status update/report for the remaining items. Several of those items include providing

as-built drawings of the facility, correcting the grading to ensure proper water runoff for the property and correcting the orientation of the light poles.

Palmetto Sites Program:

Status – An executive summary is being prepared by the consultant. Staff will conduct presentation to the Commission on findings and conclusions.

Project Budget – All Phase I costs are being covered by SC Department of Commerce. All Phase II costs are being covered by the Airport District for Tracts A, C, F/H, and G.

Estimated Completion Date – March 2023

Staff is working with our consultant on some challenges related to a recent policy change related to the U.S. Army Corp of Engineers no longer providing Jurisdictional Wetland Determinations (JWD) if a permit is not being requested for a construction project. JWD's are a requirement of the Palmetto Sites Program. In addition, the U.S. Army Corp of Engineers has identified some additional jurisdictional wetland areas that need to be further surveyed and incorporated into the District's wetland map.

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. The Airport District has moved forward with Phase II on Tracts A, C, F/H. and G.

Land Development Design Standards Manual Project:

Status – On Hold.

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.

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

Status – No change in status. Drafting a new lease agreement for T-Mobile that will replace the current Sprint site. The Sprint site with 3G and LTE networks will be decommissioned in summer of 2022.

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

Estimated Completion Date – TBD

T-Mobile has received customer service complaints regarding the 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 signal strength and data transfer speeds around the airport campus.

FedEx Cargo Facility Agreement:

Status – A draft agreement was sent to FedEx for their review and comment in late December. Awaiting comments so final negotiations can be completed.

Project Budget – Not Applicable.

Estimated Completion Date – March 31, 2023

Pursuant to District policy, this lease will be a triple-net lease. Next steps to include a lease discussion with FedEx.



MEMORANDUM

TO: Members of the Airport Commission

FROM: Kelly Dawsey, Vice President/CHRO

DATE: March 27, 2023

ITEM DESCRIPTION – Information Section Item F

February 2023 – OSHA Recordable Injury Report

SUMMARY

Monthly Activity February 28, 2023

- 1 OSHA Recordable Injury

2023 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
2022	213	382,757	9	1	46
2021	206	378,484	12	2	53