



GSP COMMISSION MEETING

May 15, 2023



AGENDA

Greenville-Spartanburg Airport Commission Regular Meeting
Greenville-Spartanburg International Airport Commission Boardroom
Monday, May 15, 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 March 27, 2023 Regular Meeting Minutes ([document](#))
- B. Appointment of a Member to the Airport Environs Planning Commission ([document](#))

III. PRESENTATIONS: None

III. OLD BUSINESS: None

IV. NEW BUSINESS:

- A. Approval of Fiscal Year 2023/2024 Airport District Budget ([document](#))
- B. Approval of Final Rankings for Resident Project Representative (RPR) Services ([document](#))
- C. Approval of Final Rankings for On-Call Project Management (PM) Services Request for Qualifications ([document](#))

VI. PRESIDENT/CEO REPORT:

- A. Aviation Industry Update
- B. Federal and State Legislative Update
- C. Financial Dashboard 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. March 2023 – Traffic Report ([document](#))
- B. March 2023 – Financial Report ([document](#))
- C. April 2023 – Development/Project Status Report ([document](#))
- D. April 2023 – Communications Status Report & Marketing Event Summary ([document](#))
- E. April 2023 – Commercial Business Report ([document](#))
- F. April 2023 – OSHA Reportable Injury Report ([document](#))
- G. April 2023 – Information Technology Status 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

March 27, 2023

The Greenville-Spartanburg Airport Commission met on March 27, 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, Hank Ramella, Leland Burch, Valerie Miller, Jay Beeson, Doug Smith

MEMBERS NOT PRESENT: None

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; Jonathan Sykes, Marketing & Graphic Design Specialist; Kim Davis, Information Center Supervisor; Courtney Myers, Communications Specialist; Cody Bauman, Director of Properties; Jeff Clifton, Director of Design & Construction; Casey Cooperman, Executive Assistant/Recording Secretary

GUESTS PRESENT: John Lummus, Upstate Alliance; Jon McCalmont, Parrish & Partners; Jennifer Mustar, HDR; Shawn Epps, HDR; Eric Rysdon, HDR; Amanda Sheridan, McFarland Johnson; Mark Waller, AVCON, Inc.; Andrew Swift, Pond

CALL TO ORDER: Chair Minor Shaw called the meeting to order at 9:02 a.m.

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

- A. The Greenville-Spartanburg Airport Commission January 23, 2023 Regular Meeting Minutes.

PRESENTATIONS:

A. Upstate Alliance Update

Before the Upstate Alliance Presentation, Dave Edwards, President/CEO ask the Chair for a moment to introduce the Marketing and Communications team for the District as they have been doing a fantastic job. He then introduced Tom Tyra, Vice President of Marketing and Communications to recognize his team and congratulate them for their part in helping to accomplish the ACI-NA ASQ Best Small Airport award.

Dave Edwards, President/CEO, then introduced and welcomed John Lummus from Upstate Alliance.

John Lummus, President/CEO of Upstate Alliance, started his presentation by recognizing the positive impact Greenville-Spartanburg International Airport has on the region.

Mr. Lummus then provided a breakdown of Upstate Alliance partnerships, including public and private sector partners, and state fund matching. He then shared why focusing on the region instead of specific cities or counties is more beneficial to everyone, including the cities, counties, businesses, workforce and public-private partners.

Mr. Lummus went on to describe that the role of Upstate Alliance is to bring awareness of the Upstate to potential companies, the identification of best-fit companies for the area, and recruitment of them to the Upstate area, stressing that Upstate Alliance's focus is on building relationships, with site selectors, international trade offices, industry leaders, and prospect companies. In 2022, Upstate Alliance announced \$3.94 billion in new capital investment and the announcement of 6,476 new jobs. He noted that both Greenville-Anderson-Mauldin and Spartanburg were both recognized as top metros in Site Selection Magazine.

Following that, Mr. Lummus shared five trends that have changed the way we work and live in Upstate South Carolina, noting that change is a constant in global markets. To keep up with the change, Upstate Alliance has implemented a five pillar plan of work. The five pillars are to showcase the Upstate's value proposition, double down on data-driven lead generation, recruit both companies and talent to the region, promote the Upstate as a talent and career destination, and champion economic development and a business-friendly environment. Using these five pillars, Upstate Alliance will target the specific industries of aerospace, mobility, engineered materials, food manufacturing, life sciences, and office and professional. He concluded with more specific information on the demographics represented in the talent pool of the region, and industries most widely represented, such as trade, transportation and utility, manufacturing, and public administration. He also discussed two of the Upstate Alliance's initiatives, Move Up and Skill Up. Mr. Lummus then opened the floor to any questions.

Chair Shaw inquired as to what the Upstate could do better, to which John answered that we should give serious consideration to traffic and transportation plans, affordable housing, and workforce efforts in both manufacturing and technology.

Conversation ensued over the importance for the state to have pad-ready sites to recruit new companies, and discussed how having a pad-ready site would be beneficial for the District as well.

OLD BUSINESS:

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

David Edwards, President/CEO, presented a request for approval to proceed with the Parking Garage C and Consolidated Rental Car Facility (ConRAC) project.

Mr. Edwards provided the background of the project, stating that the Greenville-Spartanburg Airport District (District) was on track to begin the construction of Parking Garage C and Consolidated Rental Car Facility Project (Project) in early 2020. However,

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. 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 continues 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.

Mr. Edwards then provided the general timeline for this Project if the Project moves forward in early April 2023.

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. Mr. Edwards stated that the Staff has now met with the rental car companies on two occasions since January 2023, and they indicated in the last meeting that they do believe that this Project is necessary for their future growth here at GSP. The challenge will be balancing the need for the Project versus the financial impacts on rental car companies, the District, and our mutual customers.

Mr. Edwards went on to say that, 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, Mr. Edwards said that once the GMP is received from the Contractor, it will be brought back to the Commission for review and approval.

Alternatively, the Commission could elect not to move forward at this time. The fiscal impact of this project rose from an estimated \$75 million in 2019 to \$114 million based on a recently completed estimate.

Kirk Eickhoff, Senior Vice President/CFO then presented a review of the various financial changes and impacts of the Project.

The Commission and Staff discussed the staggering increase in cost but agreed that the costs will likely not go back down so decided waiting for a better price isn't feasible. The Commissioners will also look forward to the additional approval process once the GMP is received from the contractor.

Conversation ensued about the prior contractor selected for the Project, how the new rental car facility would change Parking Garage A where the rental car companies currently reside, and if design for Parking Garage C has changed.

There was a motion made by Commissioner Ramella to approve Staff to move forward with the Parking Garage C and Consolidated Rental Car Facility Project as outlined in the memorandum and authorize the President and CEO to execute all necessary documents. The motion was seconded by Commissioner Miller and unanimously approved.

NEW BUSINESS: None.

PRESIDENT/CEO REPORT:

Aviation Industry Update:

Mr. Edwards discussed the recent FAA Aviation Safety Summit held on March 15. The purpose of the summit was to discuss ways to enhance flight safety, focusing on commercial operations, the air traffic system, airport and ground operations, and general aviation operations. The summit was called to focus on the industry following a string of recent safety incidents. Mr. Edwards went on to say airline fares have remained high and that will likely continue through the summer. At the District, business travel is returning and leisure travel is strong. Overall, there has been a general return to normalcy.

Federal and State Legislative Update:

Mr. Edwards provided an update on the recent Washington Legislative Delegation, noting that the House and the Senate intend to get the FAA Reauthorization Bill out early this year, by July 1, which then allows three months for it to be passed by the end of September. There will likely be no significant changes, but they are pushing for increased funding and some regulatory changes.

Regarding state legislation, Mr. Edwards spoke on the state's budget for the SC Aeronautics Commission and what portion the District may receive in non-recurring project funding. Mr. Edwards noted that commercial airports in South Carolina have garnered attention for the importance of aviation and its economic impact.

Financial Update:

Kirk Eickhoff, Senior Vice President/CFO, provided a brief District financial report to the Commission, including FYTD Operating Revenues, Operating Expenses, Gross Margin, Cost Per Enplanement, Airline Revenues, Investment Balance, Fund Balance, and Debt Balance.

Palmetto Sites Program Update:

Deven Judd, Vice President/CCO, provided an update on the Palmetto Sites Program, explaining that the goal of the program is to elevate the state of South Carolina's competitiveness by vetting sites for industrial development and having due diligence items ready for prospects. Participants in the program provide data on the property's availability, developability, zoning, transportation, and utility infrastructure. The South Carolina Department of Commerce initiated the program and has partnered with Site Selection Group (SSG). Mr. Judd went through the program's scope of services, due diligence plan/checklist, findings and conclusions related to the District's developable tracts, as well as an executive summary of SSG's perspectives on GSP, site analysis, workforce, target industries of interest, and execution, with key recommendations and options for a path forward. In conclusion, Mr. Judd asked for no action to be taken at this time but assured that this will be brought back for action by the Commission at a future meeting.

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 Ramella, seconded by Commissioner Miller, and approved to go into Executive Session at 11:11 a.m.

At approximately 11:46 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 Ramella, seconded by Commissioner Burch and unanimous vote received to adjourn meeting. The meeting was adjourned at approximately 11:47 a.m. The next meeting regular, non-emergency Commission meeting is scheduled for Monday, May 15, 2023.

SIGNATURE OF PREPARER:



Casey Cooperman



MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: May 15, 2023

ITEM DESCRIPTION – Consent Agenda Item B

Appointment of a Member to the Airport Environs Planning Commission

BACKGROUND

The Airport Environs Planning Commission is made up of nine Board Members, two from Spartanburg County, two from Greenville County, two from the City of Greer, two appointed from the Airport Commission, and one from the Town of Duncan. Members are appointed for two-year terms.

ISSUES

The Airport Commission is responsible for appointing two Board Members to the Airport Environs Planning Commission. Of these two appointments, one member is required to be from Greenville County and the other member from Spartanburg County.

Historically, one of these two members has been a member of the Airport Commission. At the Airport Commission meeting on May 18, 2021, Mr. Hank Ramella, who resides in Spartanburg County, was reappointed for another two-year term.

His term, however, is set to expire on June 30, 2023. Therefore, the Airport Commission needs to reappoint Mr. Ramella to the Airport Environs Planning Commission.



ALTERNATIVES

The Airport Commission could decide to appoint another individual from Spartanburg County to the Airport Environs Planning Commission.

FISCAL IMPACT

None.

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to reappoint Mr. Hank Ramella to another two-year term on the Airport Environs Planning Commission.



MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: May 15, 2023

ITEM DESCRIPTION - New Business Item A

Approval of Fiscal Year 2023/2024 Airport District Budget

BACKGROUND

Staff has prepared a proposed Fiscal Year 2023/2024 Budget for the Airport Commission's consideration (attachments).

ISSUES

The Airport Commission needs to approve a Fiscal Year 2023/2024 Budget prior to July 1, 2023.

ALTERNATIVES

None recommended

FISCAL IMPACT

Total budgeted revenues are expected to increase to \$62,044,639 in FYE 6-30-2024, a 7.1% increase over FYE 6-30-2023. Total budgeted operating expenses are expected to increase to \$46,779,712 in FYE 6-30-2024, a 5.6% increase over FYE 6-30-2023. Capital projects approved in prior fiscal years and carried forward into FYE 6-30-2024 are projected at \$40.5 million and new FYE 6-30-2024 capital projects of \$36.2 million combine for a total \$76.7 million capital budget.



RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to adopt the attached Fiscal Year 2023/2024 Budget.

Attachments

Greenville-Spartanburg Airport District



**Airport Commission Meeting –
New Business Item A**

Proposed 2023/2024 Budget

May 15, 2023



GSP INTERNATIONAL
AIRPORT
ROGER MILLIKEN FIELD



Introduction/Presentation Outline



- **General Statistics & Historical Overview**
- **Proposed FY 2023/2024 Operating Revenues Budget**
- **Proposed FY 2023/2024 Operating Expenses Budget**
- **Proposed FY 2023/2024 Capital Budget**
- **Other O&M Reserve Funds**
- **Commercial Properties P&L**
- **Cerulean Aviation P&L**
- **Food & Beverage P&L**
- **Investments, Debt, Fund Balance and Forecast**



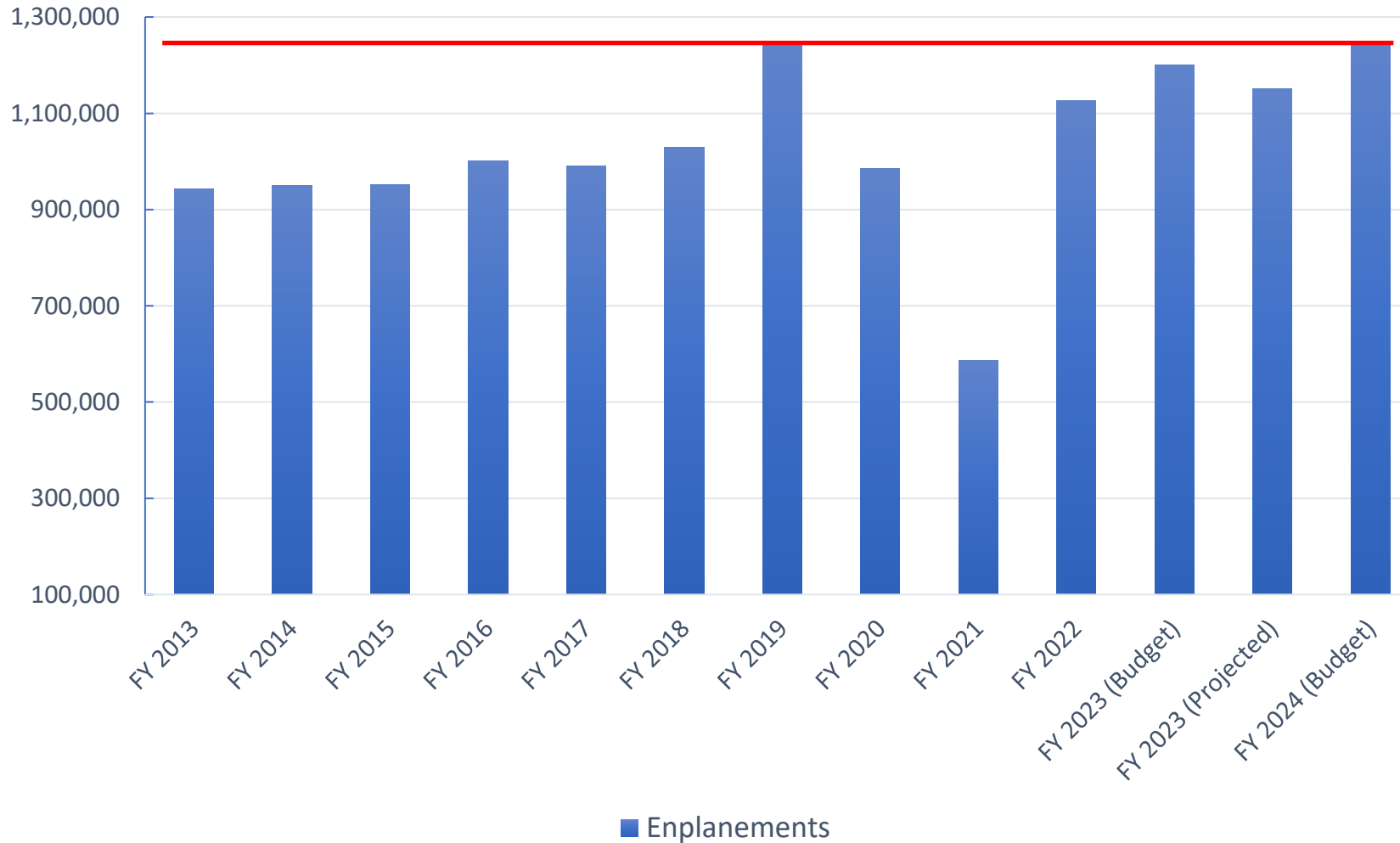
Introduction/Presentation Outline (cont'd)



- **Rates & Charges**
- **Customer Service**
- **Questions and Comments**
- **Appendix A – 2023/2024 Budget Fluctuation**
- **Appendix B – Fees, Rates, and Charges**
- **Appendix C – Capital Improvement Plan, Equipment & Small Capital Outlay, Renewal & Replacement, & Professional Services Description**



Passenger Enplanements



Note: Fiscal Year - July through June



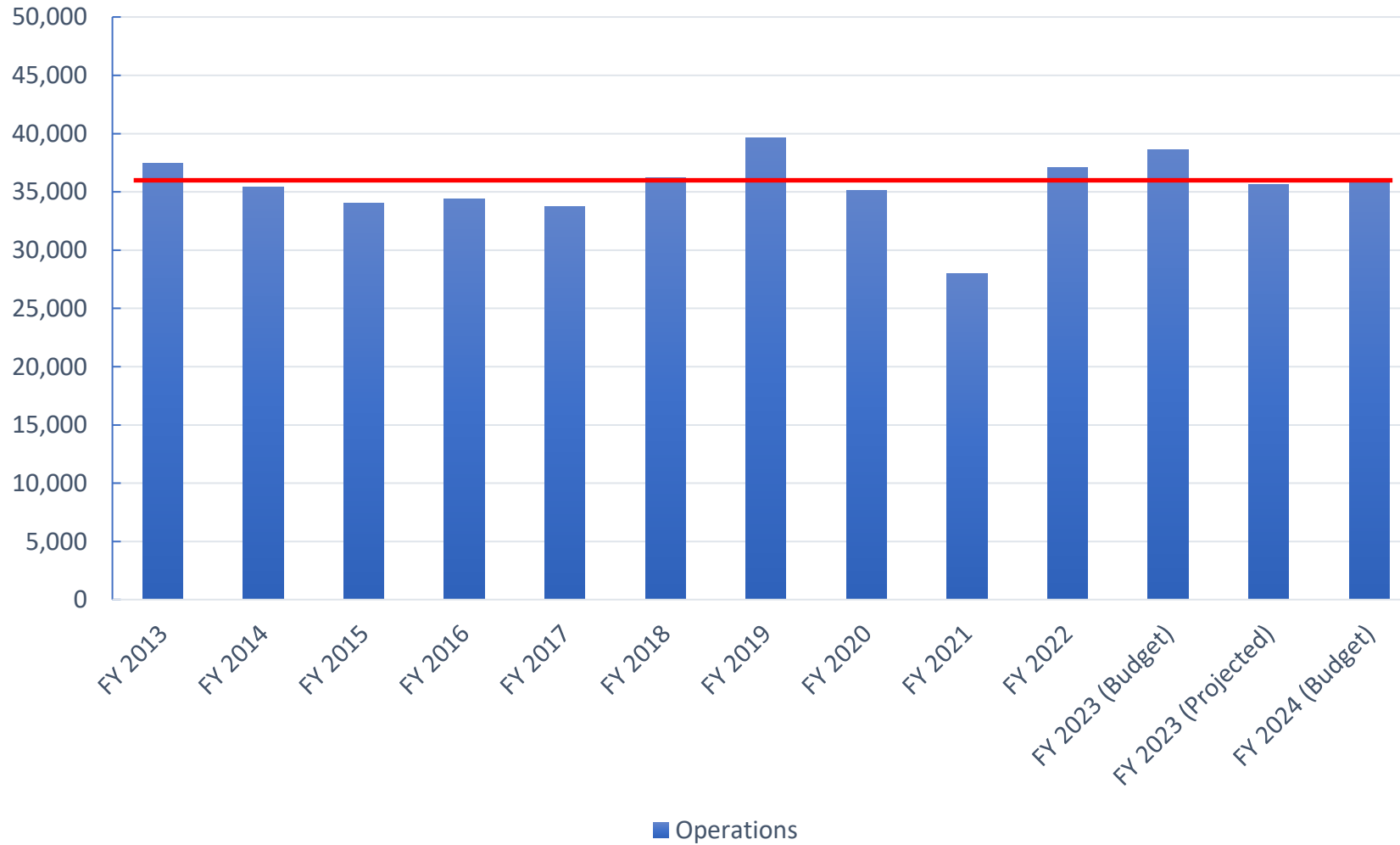
Landed Weights



Note: Fiscal Year - July through June



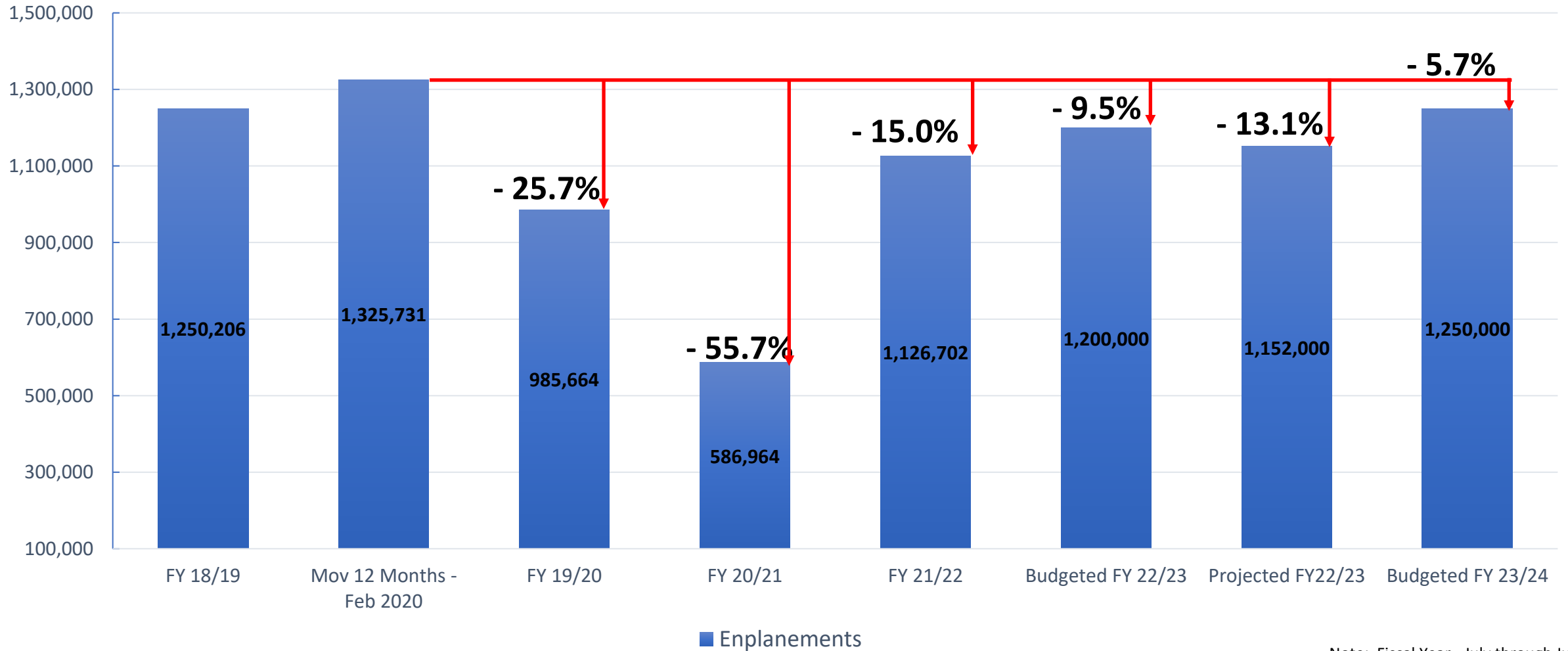
Air Carrier Operations (incl. Air Taxi)



Note: Fiscal Year - July through June



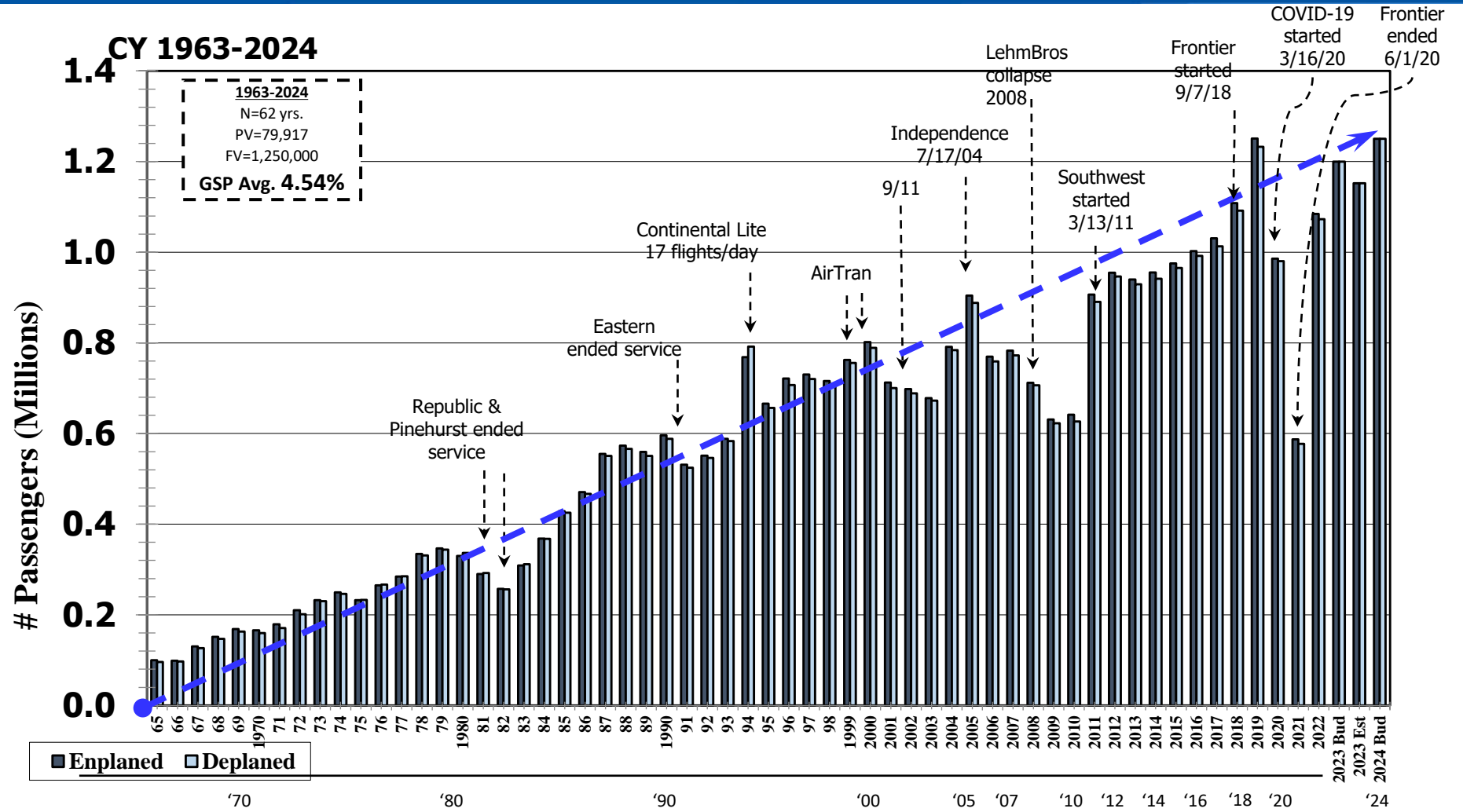
Passenger Enplanements



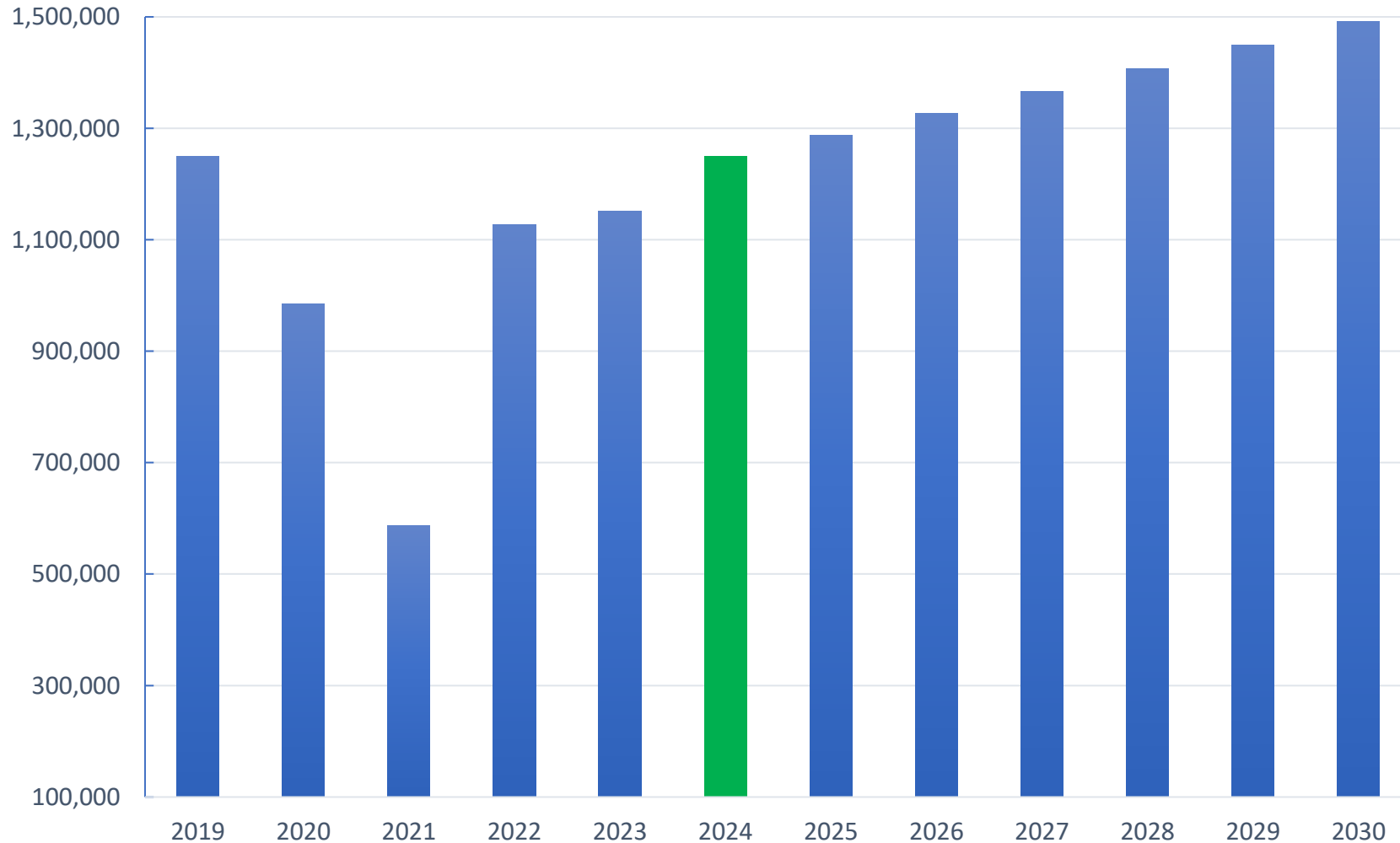
Note: Fiscal Year - July through June



GSP Passenger Growth Since Inception CY 1963 - 2024



Forecasted Recovery - Passenger Enplanements



Recovery Notes

FY2019: 1,250,206
12mos ended Feb 2020: 1,325,731
FY 2024 Bud: 1,250,000

Note: Fiscal Year - July through June



Proposed FY 2023/2024 O&M Budget



Noteworthy O&M Budget Assumptions



- **Passenger Enplanements – 1,250,000** (up 4.2% from FY2022 budget)
- **Landing Fees – Rate moving to \$1.95 from \$1.49**
- **Increase in Space & Ground Rental Revenues – Increase in terminal rental rate combined with higher per turn fees**
- **Increase in Parking Revenues – Rate increase compounded by additional enplaned passengers**
- **Decrease in Aviation Services Revenues – Decreases in cargo services and related services such as warehousing & ground handling**
- **Increase in Fuel Sales Revenues - Increase in FBO operations, associated fuel sales and COGS (cost of goods sold), Into-Plane fees, etc.**
- **Increase in Concession Revenues - Increase in Rental Car, Retail as result of increase in enplaned passengers**



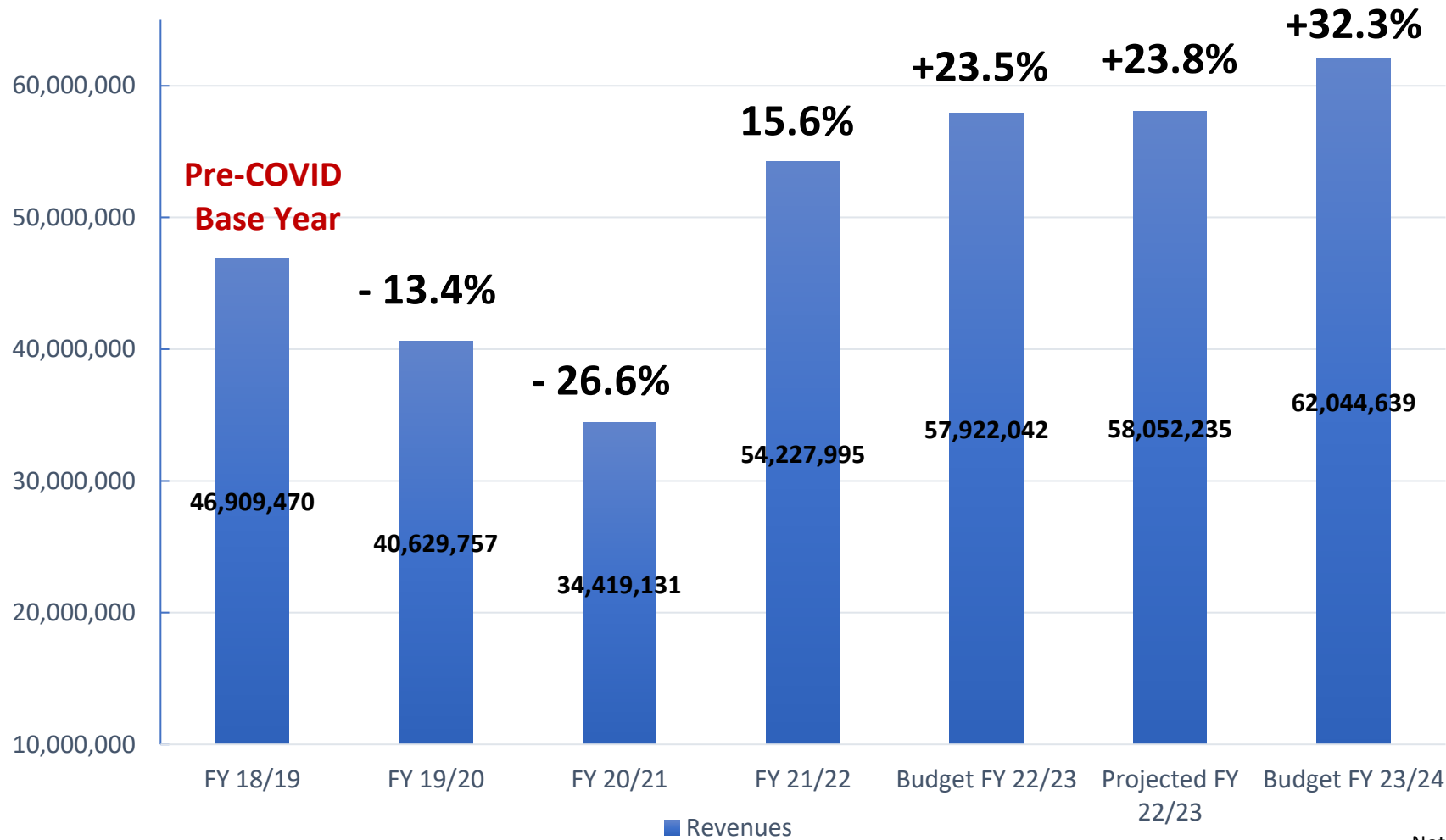
Noteworthy O&M Budget Assumptions (cont'd)



- **Increase in Salaries & Benefits Expenses – Decrease in Annual Merit Increase, Employee Incentive Pay Program (EIPP) payout, Cost of Living Adjustment (COLA), addition of 3 new positions and pension contribution increase of 21.9%**
- **Increase in Contractual Services Expenses – Shift of Metz expenses to this line item and some increases in other items due to inflation**
- **Increase in Repairs and Maintenance - Primarily increases in supplies/parts due to extreme inflation and some stock items for supply chain issues (increased lead times require us to increase stock of some critical parts)**
- **Increase in Supplies & Equipment – Increase to support specialty tools, additional supplies to support new spaces, new parking lots, etc.**
- **Increase in Utilities – Increase primarily due to forecasted electrical rate increase in 2023**
- **Investment Policy – yields averaged 2.34%**



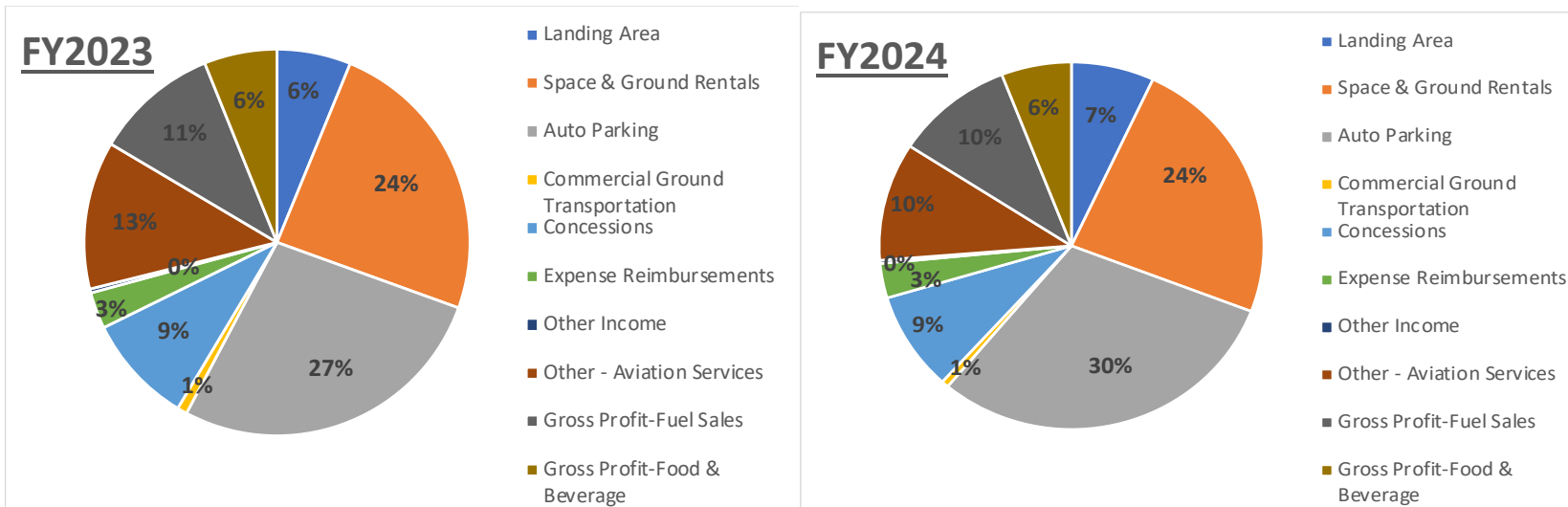
Operating Revenues



Note: Fiscal Year - July through June



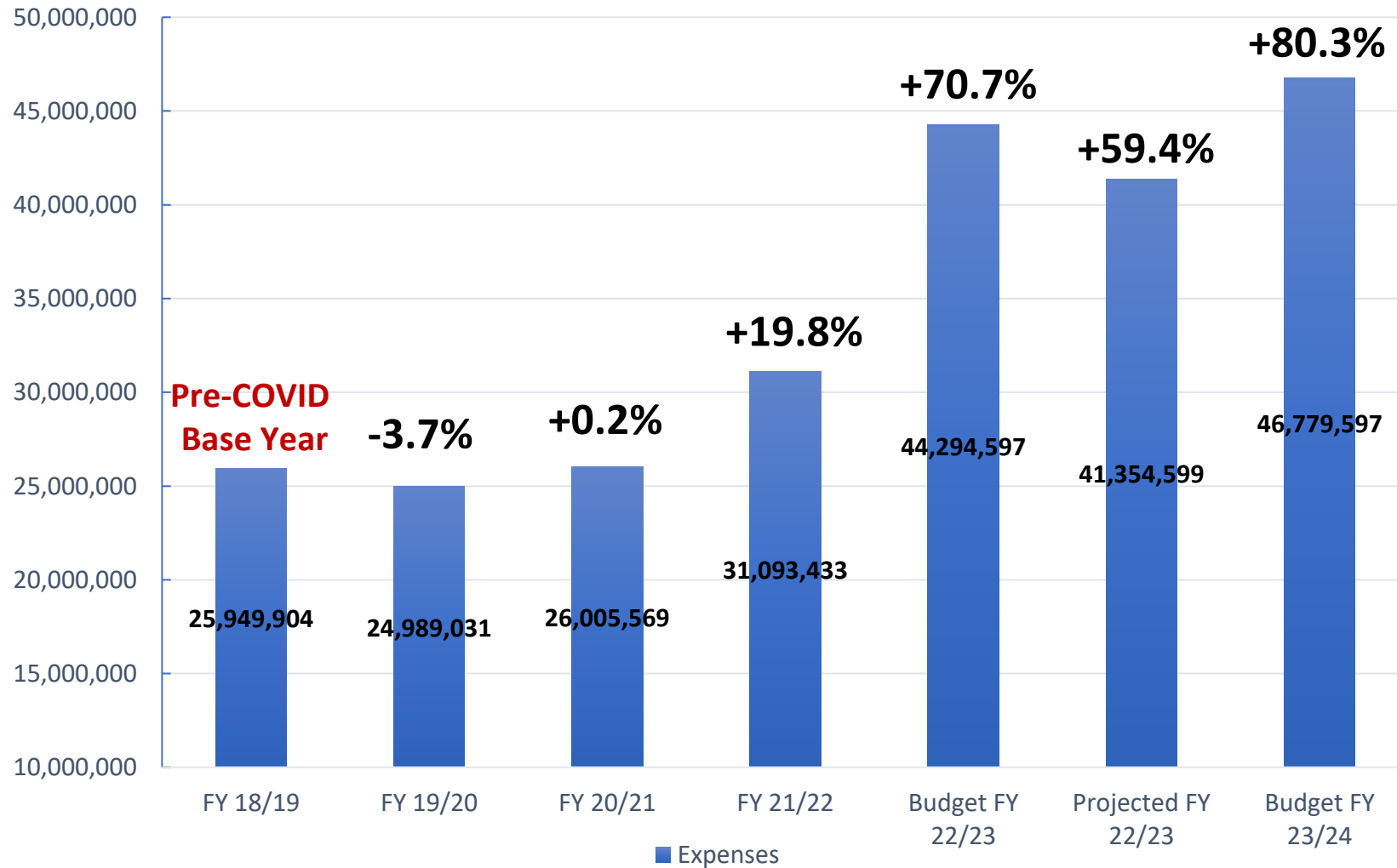
Operating Revenues (cont'd)



| | FYE 2023 BUDGET | FYE 6/30/24 BUDGET | Budget to Budget \$ CHANGE | Budget to Budget % CHANGE | % 2023 BUDGET | % 6/30/24 BUDGET |
|----------------------------------|-----------------------|--------------------------|-------------------------------------|------------------------------------|---------------------|------------------------|
| OPERATING INCOME: | | | | | | |
| Landing Area | 3,587,228 | 4,315,522 | 728,294 | 20.3% | 6.2% | 7.0% |
| Space & Ground Rentals | 14,078,861 | 14,803,942 | 725,081 | 5.2% | 24.3% | 23.9% |
| Auto Parking | 15,796,560 | 18,804,204 | 3,007,644 | 19.0% | 27.3% | 30.3% |
| Commercial Ground Transportation | 479,457 | 377,526 | (101,931) | -21.3% | 0.8% | 0.6% |
| Concessions | 5,293,380 | 5,389,558 | 96,178 | 1.8% | 9.1% | 8.7% |
| Expense Reimbursements | 1,769,180 | 1,886,516 | 117,336 | 6.6% | 3.1% | 3.0% |
| Other Income | 192,087 | 177,352 | (14,735) | -7.7% | 0.3% | 0.3% |
| Other - Aviation Services | 7,174,335 | 6,439,934 | (734,401) | -10.2% | 12.4% | 10.4% |
| Gross Profit-Fuel Sales | 6,014,497 | 6,187,790 | 173,293 | 2.9% | 10.4% | 10.0% |
| Gross Profit-Food & Beverage | 3,536,457 | 3,662,296 | 125,839 | 3.6% | 6.1% | 5.9% |
| TOTAL OPERATING INCOME | \$ 57,922,042 | \$ 62,044,639 | \$ 4,122,597 | 7.1% | 100.0% | 100.0% |



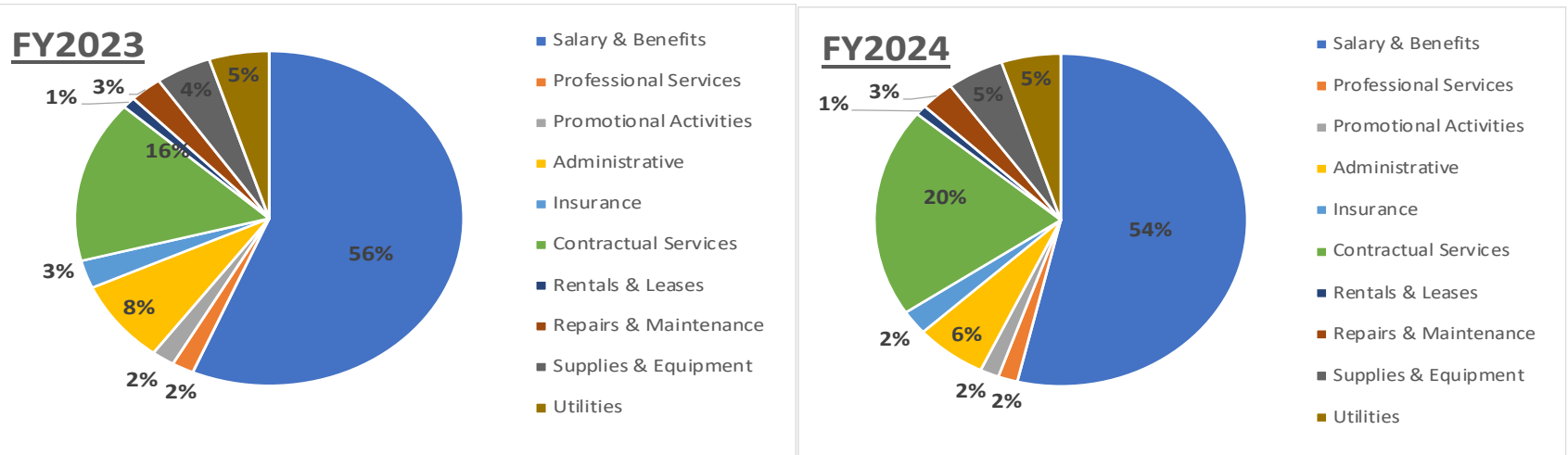
Operating Expenses



Note: Fiscal Year - July through June



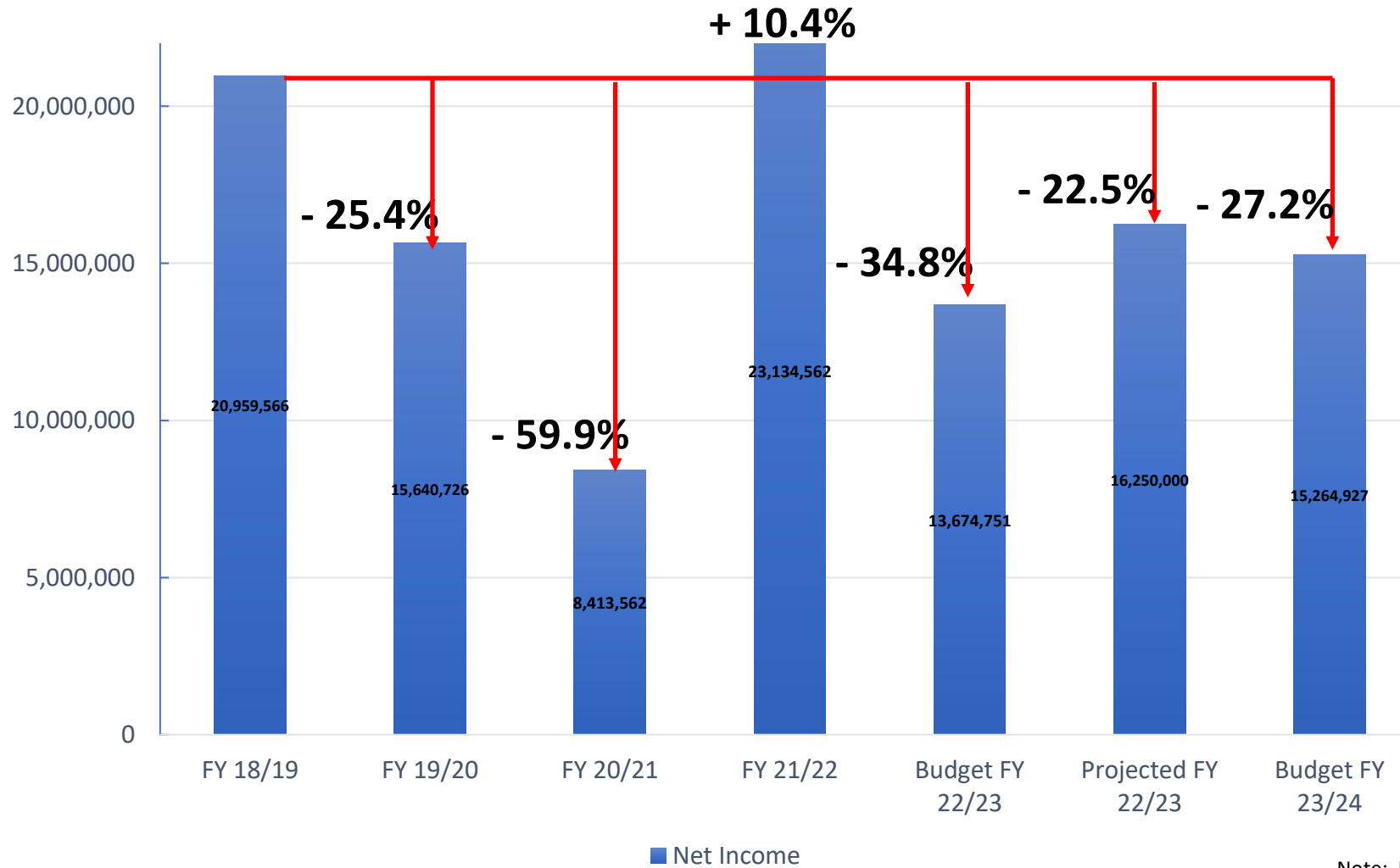
Operating Expenses (cont'd)



| | FYE 2023 BUDGET | FYE 6/30/24 BUDGET | Budget to Budget \$ CHANGE | Budget to Budget % CHANGE | % 2023 BUDGET | % 6/30/24 BUDGET |
|---------------------------------|-----------------------|--------------------------|-------------------------------------|------------------------------------|---------------------|------------------------|
| EXPENSES: | | | | | | |
| Salary & Benefits | 24,995,383 | 25,145,500 | 150,117 | 0.6% | 56.4% | 53.75% |
| Professional Services | 806,204 | 790,150 | (16,054) | -2.0% | 1.8% | 1.69% |
| Promotional Activities | 837,930 | 764,650 | (73,280) | -8.7% | 1.9% | 1.63% |
| Administrative | 3,571,557 | 2,877,580 | (693,977) | -19.4% | 8.1% | 6.15% |
| Insurance | 1,200,500 | 1,115,833 | (84,667) | -7.1% | 2.7% | 2.39% |
| Contractual Services | 6,950,813 | 9,536,327 | 2,585,514 | 37.2% | 15.7% | 20.39% |
| Rentals & Leases | 483,622 | 458,340 | (25,282) | -5.2% | 1.1% | 0.98% |
| Repairs & Maintenance | 1,188,702 | 1,375,850 | 187,148 | 15.7% | 2.7% | 2.94% |
| Supplies & Equipment | 2,047,834 | 2,308,862 | 261,028 | 12.7% | 4.6% | 4.94% |
| Utilities | 2,212,052 | 2,406,620 | 478,591 | 8.8% | 5.0% | 5.14% |
| TOTAL OPERATING EXPENSES | 44,294,597 | 46,779,712 | 2,769,139 | 5.6% | 100.0% | 100.0% |



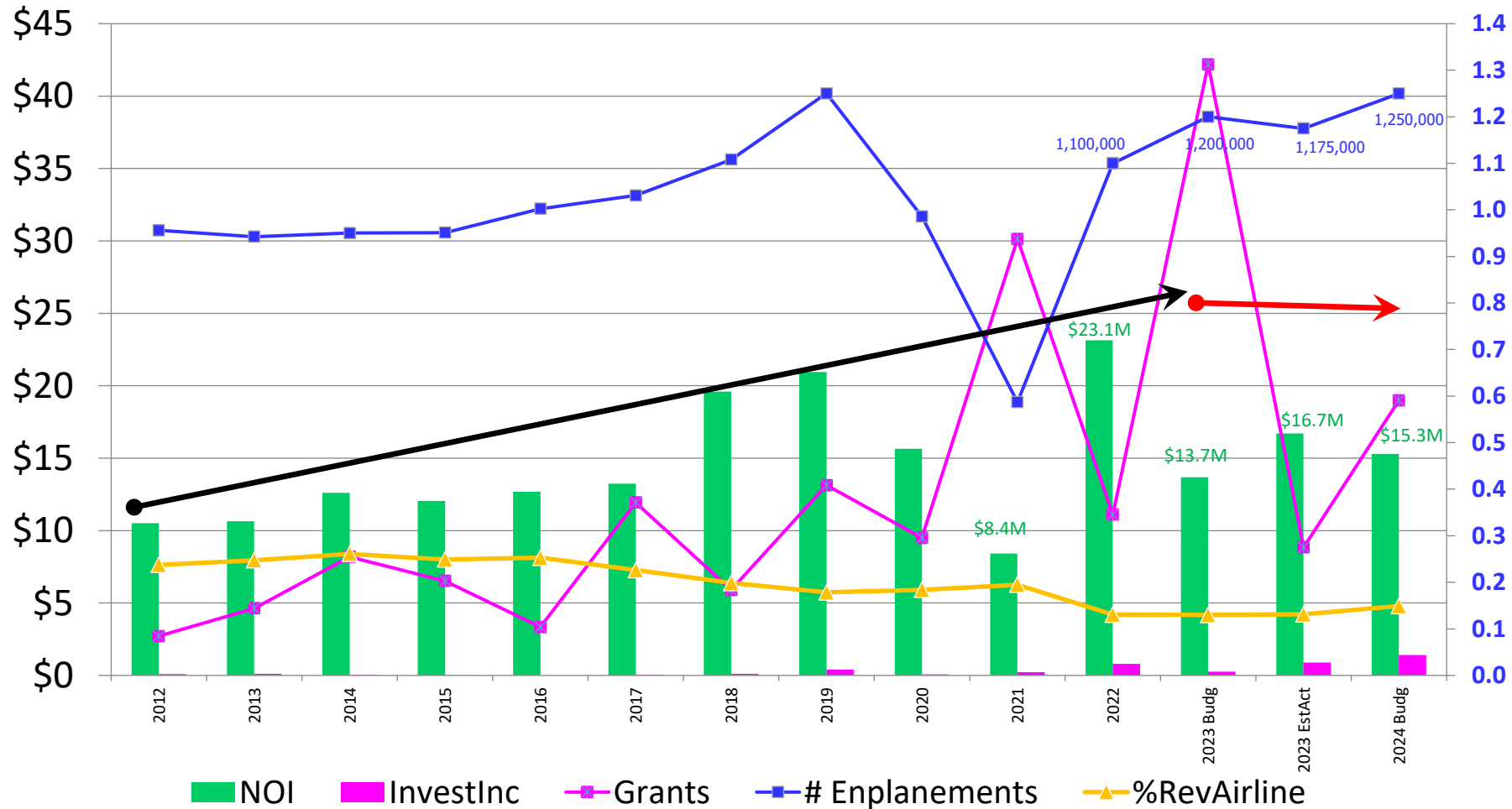
Net Operating Income



Note: Fiscal Year - July through June



Net Operating Income (cont'd) FY2012 through 2024



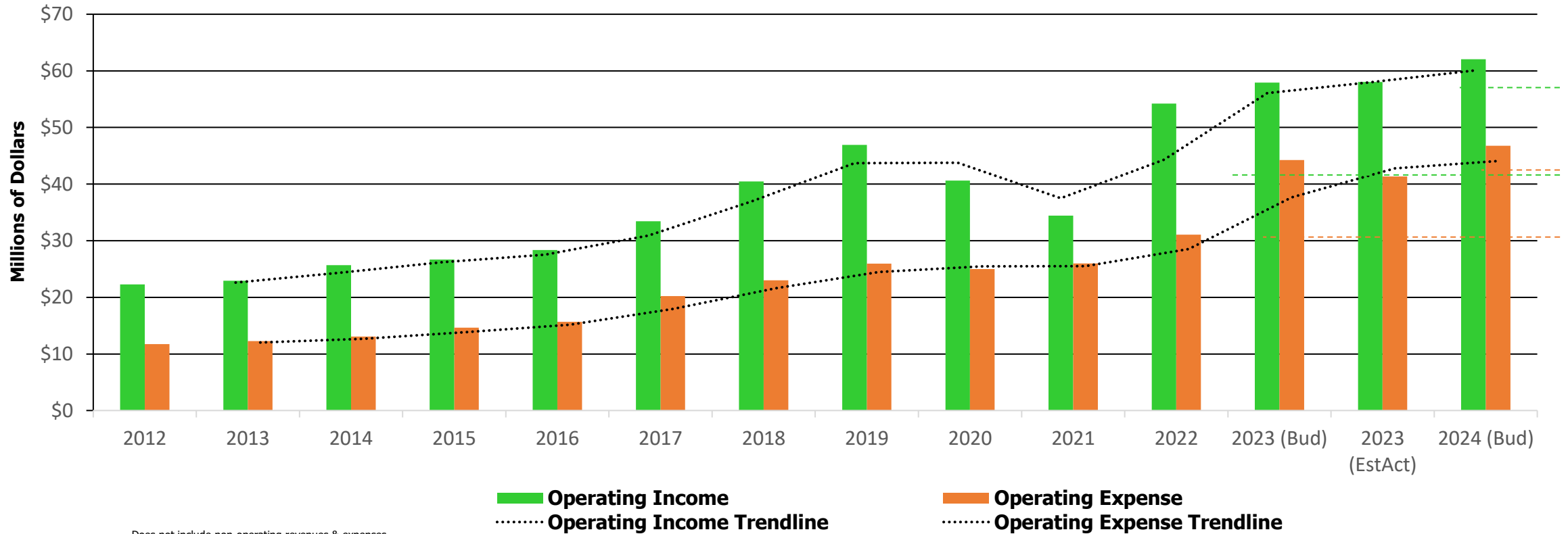
Does not include depreciation & non-operating items



Revenue/Expenses FY 2012 through 2024



Historical Operating Revenues / Expenses (\$)



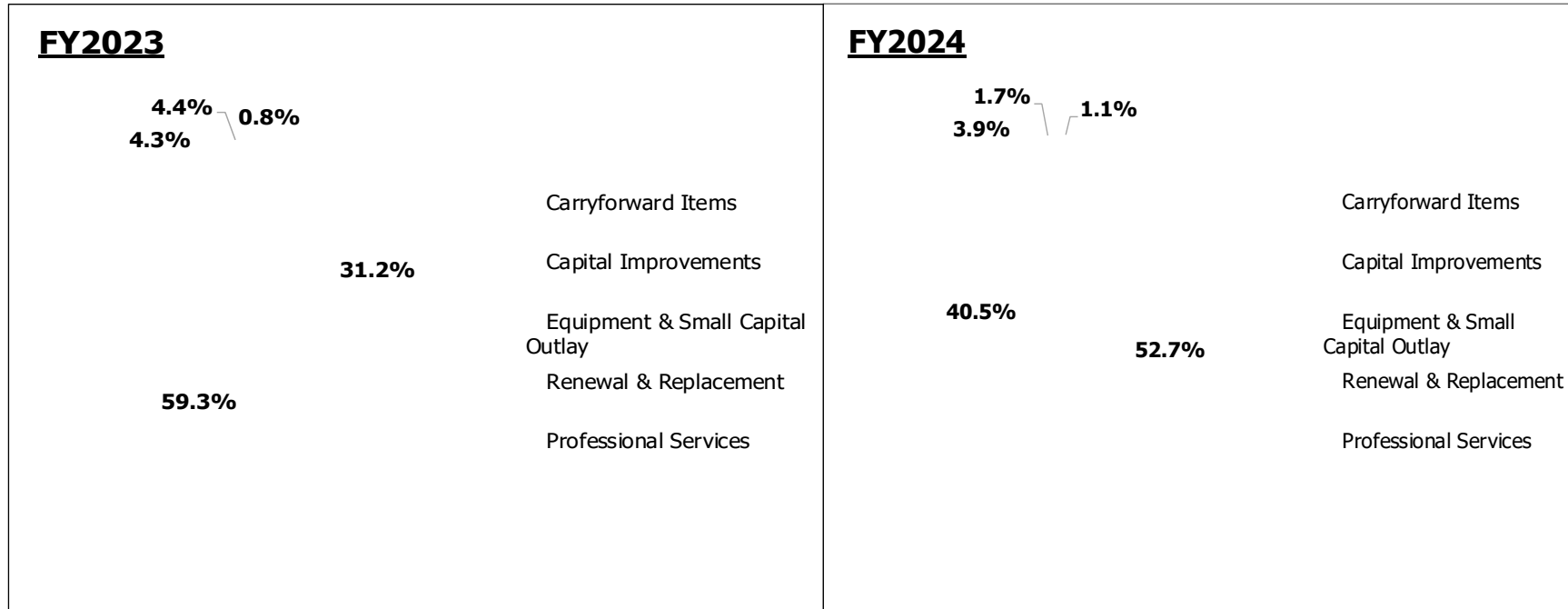
Does not include non-operating revenues & expenses including depr and grant income



Proposed FY 2023/2024 Capital Budget



Proposed FY2023/2024 Capital Budget



| | FYE | FYE | Budget to Budget | Budget to Budget | | |
|----------------------------------|----------------------|----------------------|----------------------|------------------|---------------|---------------|
| | 06/30/23 | 06/30/24 | FYE | FYE | % | % |
| | BUDGET | BUDGET | \$ | % | 06/30/23 | 06/30/24 |
| | | | CHANGE | CHANGE | BUDGET | BUDGET |
| Capital | | | | | | |
| Carryforward Items | \$ 20,590,055 | \$ 40,461,000 | \$ 19,870,945 | 96.5% | 31.2% | 52.7% |
| Capital Improvements | 39,200,480 | 31,105,000 | (8,095,480) | -20.7% | 59.3% | 40.5% |
| Equipment & Small Capital Outlay | 2,825,881 | 2,979,500 | 153,619 | 5.4% | 4.3% | 3.9% |
| Renewal & Replacement | 2,933,000 | 1,308,500 | (1,624,500) | -55.4% | 4.4% | 1.7% |
| Professional Services | 530,000 | 867,500 | 337,500 | 63.7% | 0.8% | 1.1% |
| | \$ 66,079,416 | \$ 76,721,500 | \$ 10,642,084 | 16.1% | 100.0% | 100.0% |



Proposed FY2023 Carryforward Items



| FY2023 Carryforward Items | | | | | | | | | | | | |
|--|----------------------|---------------------|-------------------|------------------|-------------|-------------|-------------|---------------------|---------------------|-------------|----------------------|-------------------------------|
| Top Level Description | Estimated Budget | AIP Entitlements | AIP Discretionary | PFC Capital | CFC | LOC | BIL | EDA Grant | State | Other | Airport Capital | FY2024 Estimated Expenditures |
| 2102 GSP Drive Hangar Renovation | \$ 1,675,000 | | | | | | | | | | \$ 1,675,000 | \$ 1,635,000 |
| Enterprise Resource Planning (ERP) Phases | \$ 1,060,000 | | | | | | | | | | \$ 1,060,000 | \$ 244,000 |
| Customer Experience/Advertising Program - New Ticket Counter Displays, FIDS, Baggage Claim Monitors, Cell Phone Lot (Terminal Flat Display Screen Replacement) | \$ 350,000 | | | | | | | | | | \$ 350,000 | \$ 112,000 |
| IT Master Plan | \$ 175,000 | | | | | | | | | | \$ 175,000 | \$ 130,000 |
| General Aviation Hangar Infrastructure/Site Prep | \$ 1,030,000 | | | | | | | | | | \$ 1,030,000 | \$ 1,030,000 |
| Terminal Landside Roadway Improvements | \$ 18,600,000 | | | | | | | | \$ 8,939,049 | | \$ 9,660,951 | \$ 10,300,000 |
| General Aviation Hangar Facility | \$ 7,200,000 | | | | | | | | | | \$ 7,200,000 | \$ 1,000,000 |
| Chick-fil-A - Ice Cream Machine | \$ 13,000 | | | | | | | | | | \$ 13,000 | \$ 13,000 |
| Tract A - Palmetto Sites Requirement | \$ 57,000 | | | | | | | | | | \$ 57,000 | \$ 20,000 |
| (1) Belt Loader | \$ 77,000 | | | | | | | | | | \$ 77,000 | \$ 77,000 |
| GA Expansion Phase 2 - Design and Permitting | \$ 500,000 | | | | | | | | | | \$ 500,000 | \$ 475,000 |
| Utility Improvements Project Phase 1 - Design and Construction | \$ 1,100,000 | | | | | | | | | | \$ 1,100,000 | \$ 860,000 |
| FBO Terminal Expansion Project - Construction Phase | \$ 7,300,000 | | | | | | | | \$ 500,000 | | \$ 6,800,000 | \$ 3,200,000 |
| Airfield Pavement Improvement Priority 3 - Design Phase (RW 4/22 Asphalt Rehab., Mill and Overlay, Includes Shoulders and Blast Pads) | \$ 800,000 | \$ 720,000 | | \$ 80,000 | | | | | | | \$ - | \$ 100,000 |
| GSP Icon Sign | \$ 250,000 | | | | | | | | | | \$ 250,000 | \$ 250,000 |
| Parking Garage C - Preconstruction Services | \$ 300,000 | | | | | | | | | | \$ 300,000 | \$ 150,000 |
| Landscape Lighting Project | \$ 350,000 | | | | | | | | | | \$ 350,000 | \$ 350,000 |
| ATN Campus Transportation Project | \$ 3,100,000 | | | | | | | | | | \$ 3,100,000 | \$ 1,500,000 |
| GA Apron Paving (Additional Funds) | \$ 1,400,000 | | | | | | | | | | \$ 1,400,000 | \$ 1,200,000 |
| Closure of Stevens Road/Gateway Drive Connector | \$ 500,000 | | | | | | | | | | \$ 500,000 | \$ 450,000 |
| Cargo Phase 2 Apron & Gateway Drive Extension - Construction Phase | \$ 16,500,000 | \$ 2,990,000 | | | | | | \$ 5,215,615 | | | \$ 8,294,385 | \$ 15,000,000 |
| Permitted Excess Material Storage - Design & Construction | \$ 50,000 | | | | | | | | | | \$ 50,000 | \$ 40,000 |
| WH Ball Deck Move and Expansion | \$ 650,000 | | | | | | | | | | \$ 650,000 | \$ 650,000 |
| Cargo Loader | \$ 675,000 | | | | | | | | | | \$ 675,000 | \$ 675,000 |
| Center Cargo Facility Cold Storage | \$ 1,000,000 | | | | | | | | | | \$ 1,000,000 | \$ 1,000,000 |
| Total FY2023 Carryforward Items | \$ 62,387,000 | \$ 3,710,000 | \$ - | \$ 80,000 | \$ - | \$ - | \$ - | \$ 5,215,615 | \$ 9,439,049 | \$ - | \$ 46,267,336 | \$ 40,461,000 |



Proposed FY2023/2024 New Capital Improvements



| New Capital Improvements | | | | | | | | | | | | |
|--|-----------------------|---------------------|-------------------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------------------|-------------------------------|
| Top Level Description | Estimated Budget | AIP Entitlements | AIP Discretionary | PFC Capital | CFC | LOC | BIL | EDA Grant | State | Other | Airport Capital | FY2024 Estimated Expenditures |
| Correct Runway Guard Lights - MOS | \$ 1,400,000 | \$ 1,260,000 | | \$ 140,000 | | | | | | | \$ - | \$ 1,400,000 |
| GA Expansion Area Phase 2 Site Prep - Construction Phase | \$ 11,000,000 | | | | | | | | | | \$ 11,000,000 | \$ 600,000 |
| Parking Garage C & Consolidated Rental Car Facility - Construction Phase | \$ 109,500,000 | | | | | | | | | | \$ 109,500,000 | \$ 26,250,000 |
| Facilities Expansion Project Phase 1 - Design Phase | \$ 500,000 | | | | | | | | | | \$ 500,000 | \$ 500,000 |
| Utility Improvements Project Phase 2 - Design & Construction | \$ 1,100,000 | | | | | | | | | | \$ 1,100,000 | \$ 490,000 |
| GSP Drive connection to Aviation Parkway Round-a-Bout - Construction | \$ 5,500,000 | | | | | | | | | | \$ 5,500,000 | \$ 750,000 |
| Terminal Hotel Infrastructure | \$ 3,000,000 | | | | | | | | | | \$ 3,000,000 | \$ 400,000 |
| Children's Play Area | \$ 15,000 | | | | | | | | | | \$ 15,000 | \$ 15,000 |
| Signage Allowance | \$ 100,000 | | | | | | | | | | \$ 100,000 | \$ 100,000 |
| FBO Expansion Construction - Additional Funds | \$ 7,000,000 | | | | | | | | | | \$ 7,000,000 | \$ - |
| GSP Icon Sign - Additional Funds | \$ 200,000 | | | | | | | | | | \$ 200,000 | \$ 200,000 |
| Closure of Stevens Road/Gateway Drive Connector | \$ 100,000 | | | | | | | | | | \$ 100,000 | \$ 100,000 |
| GA Apron Paving - Additional Funding | \$ 300,000 | | | | | | | | | | \$ 300,000 | \$ 300,000 |
| New Items Capital Improvements Total | \$ 139,715,000 | \$ 1,260,000 | \$ - | \$ 140,000 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 138,315,000 | \$ 31,105,000 |



Proposed FY2023/2024 Equipment & Small Capital Outlay



Equipment & Small Capital Outlay

| Top Level Description | Estimated Budget | AIP Entitlements | AIP Discretionary | PFC Capital | CFC | LOC | BIL | EDA Grant | State | Other | Airport Capital | FY2024 Estimated Expenditures |
|--|---------------------|------------------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------------|-------------------------------|
| 2 Heavy duty buildup stations " slave pallet tables" | \$ 15,000 | | | | | | | | | | \$ 15,000 | \$ 15,000 |
| 40 "Dollies" Caster bed pallet trailer | \$ 300,000 | | | | | | | | | | \$ 600,000 | \$ 600,000 |
| Asset protection locker | \$ 13,000 | | | | | | | | | | \$ 13,000 | \$ 13,000 |
| Core Switch Infrastructure | \$ 1,000,000 | | | | | | | | | | \$ 1,000,000 | \$ 1,000,000 |
| Wireless Refresh | \$ 325,000 | | | | | | | | | | \$ 325,000 | \$ 325,000 |
| FY24 Fiber Expansion | \$ 75,000 | | | | | | | | | | \$ 75,000 | \$ 75,000 |
| Crash Phone System Design and Implementation | \$ 175,000 | | | | | | | | | | \$ 175,000 | \$ 175,000 |
| VxRail Expansion | \$ 200,000 | | | | | | | | | | \$ 200,000 | \$ 200,000 |
| Backup and Recovery | \$ 150,000 | | | | | | | | | | \$ 150,000 | \$ 150,000 |
| FY24 Annual Switch Replacement | \$ 200,000 | | | | | | | | | | \$ 200,000 | \$ 200,000 |
| Paging Server | \$ 65,000 | | | | | | | | | | \$ 65,000 | \$ 65,000 |
| AutoPulse System | \$ 19,000 | | | | | | | | | | \$ 19,000 | \$ 19,000 |
| New Patrol Vehicle | \$ 72,500 | | | | | | | | | | \$ 72,500 | \$ 72,500 |
| Drone & Software | \$ 20,000 | | | | | | | | | | \$ 20,000 | \$ 20,000 |
| Qdoba Construction Costs for Façade/Remodel | \$ 20,000 | | | | | | | | | | \$ 20,000 | \$ 20,000 |
| Qdoba New Equipment for New Operator | \$ 30,000 | | | | | | | | | | \$ 30,000 | \$ 30,000 |
| Equipment & Small Capital Outlay Total | \$ 2,679,500 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 2,979,500 | \$ 2,979,500 |



Proposed FY2023/2024 Renewal & Replacement



| Renewal & Replacement | | | | | | | | | | | | |
|--|---------------------|------------------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------------|-------------------------------|
| Top Level Description | Estimated Budget | AIP Entitlements | AIP Discretionary | PFC Capital | CFC | LOC | BIL | EDA Grant | State | Other | Airport Capital | FY2024 Estimated Expenditures |
| New F-150 Pick-up for PM (PE is assigned the newer Durango) | \$ 48,000 | | | | | | | | | | \$ 48,000 | \$ 48,000 |
| Automated External Defibrillator (AED) | \$ 50,000 | | | | | | | | | | \$ 50,000 | \$ 50,000 |
| Replace the current body cameras and in car cameras. | \$ 110,000 | | | | | | | | | | \$ 110,000 | \$ 110,000 |
| Ford Ranger (replace Ford Explorer) | \$ 45,000 | | | | | | | | | | \$ 45,000 | \$ 45,000 |
| Upgrade EM Gear Monitoring Computer & Software - Priority 1A - T1 | \$ 48,000 | | | | | | | | | | \$ 48,000 | \$ 48,000 |
| Graco RoadLaser - Paint Rig Upgrades - Priority 1A - 10 | \$ 20,000 | | | | | | | | | | \$ 20,000 | \$ 20,000 |
| Asphalt Repairs - Perimeter Road - Priority 1A - 10 | \$ 95,000 | | | | | | | | | | \$ 95,000 | \$ 95,000 |
| New Ford Transit Van - Replace M86 (Mechanical Tech III - Clubcar) - | \$ 41,000 | | | | | | | | | | \$ 41,000 | \$ 41,000 |
| New Ford Transit Van - Re-task M132 (New Electrical Tech III - Clubcar) | \$ 41,000 | | | | | | | | | | \$ 41,000 | \$ 41,000 |
| Replace Canopies on A7, A8, & A9 Boarding Bridges - Priority 1B - T1 | \$ 120,000 | | | | | | | | | | \$ 120,000 | \$ 120,000 |
| Replace Rollers on A6 Boarding Bridges - Priority 1B - T1 | \$ 33,500 | | | | | | | | | | \$ 33,500 | \$ 33,500 |
| Incinerator Replacement - Priority 1B - 10 | \$ 85,000 | | | | | | | | | | \$ 85,000 | \$ 85,000 |
| New Club Car Carryall 550 - Replace GM81 (Club Car) - GOV DEAL | \$ 28,000 | | | | | | | | | | \$ 28,000 | \$ 28,000 |
| Terminal Ramp Lighting Retrofit (90' Poles) - HPS to LED - Priority 2A - | \$ 231,000 | | | | | | | | | | \$ 231,000 | \$ 231,000 |
| South Cargo - Asphalt Parking Lot - Priority 2B - 40 | \$ 75,000 | | | | | | | | | | \$ 75,000 | \$ 75,000 |
| New Kubota Tractor - Replace GM56 (Kubota Tractor) - GOV DEAL GM56 | \$ 45,000 | | | | | | | | | | \$ 45,000 | \$ 45,000 |
| New Club Car Carryall 550 - Retask GM82 (Club Car) to OPS - Priority 2C | \$ 28,000 | | | | | | | | | | \$ 28,000 | \$ 28,000 |
| Rental Home - (Repair & Replace) | \$ 15,000 | | | | | | | | | | \$ 15,000 | \$ 15,000 |
| Repair and Replace Kitchen Equipment for F&B locations | \$ 50,000 | | | | | | | | | q | \$ 50,000 | \$ 50,000 |
| Commercial Property - Repair & Replace | \$ 100,000 | | | | | | | | | | \$ 100,000 | \$ 100,000 |
| Renewal & Replacement Total | \$ 1,308,500 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,308,500 | \$ 1,308,500 |



Proposed FY2023/2024 Professional Services/Total



| Professional Services Projects | | | | | | | | | | | | |
|--|-----------------------|---------------------|-------------------|-------------------|-------------|-------------|-------------|---------------------|---------------------|-------------|-----------------------|-------------------------------|
| Top Level Description | Estimated Budget | AIP Entitlements | AIP Discretionary | PFC Capital | CFC | LOC | BIL | EDA Grant | State | Other | Airport Capital | FY2024 Estimated Expenditures |
| GIS Year 3 Implementation and Maintenance | \$ 220,000 | | | | | | | | | | \$ 220,000 | \$ 75,000 |
| Customer Loyalty Program | \$ 47,500 | | | | | | | | | | \$ 47,500 | \$ 47,500 |
| Concessions Consultant (Program Analysis) | \$ 20,000 | | | | | | | | | | \$ 20,000 | \$ 20,000 |
| Concessions Consultant (Pricing Analysis & Market Basket) | \$ 30,000 | | | | | | | | | | \$ 30,000 | \$ 30,000 |
| Palmetto Sites Program Requirements - Tracts B, D, E, H, I | \$ 120,000 | | | | | | | | | | \$ 120,000 | \$ 120,000 |
| Land Use Master Plan Update | \$ 200,000 | | | | | | | | | | \$ 200,000 | \$ 200,000 |
| Development & Design Standards Manual | \$ 125,000 | | | | | | | | | | \$ 125,000 | \$ 125,000 |
| Terminal Expansion Planning - Phase 1 | \$ 250,000 | | | | | | | | | | \$ 250,000 | \$ 250,000 |
| Professional Services Projects Total | \$ 1,012,500 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,012,500 | \$ 867,500 |
| Total Capital Request | \$ 207,102,500 | \$ 4,970,000 | \$ - | \$ 220,000 | \$ - | \$ - | \$ - | \$ 5,215,615 | \$ 9,439,049 | \$ - | \$ 189,882,836 | \$ 76,721,500 |



Other O&M Reserve Funds



Other O&M Reserve Funds



Such funding will be provided from existing fund balance resources if such expenditures are incurred.

| \$ Amount | Justification |
|------------------|--|
| \$500,000 | Emergency Repair/Replacement/Operations Fund: to fund emergency / unanticipated repairs, replacements to property, plant & equipment and for unanticipated Operational needs (e.g., unusual weather storm damage, icing, ...) |
| \$500,000 | Business Development/Agreement Obligations & Incentives |
| \$1,000,000 | Contingency Fund: to fund unanticipated operational and capital needs |



Commercial Properties P&L



Commercial Properties P&L (FY2023/2024)



| Commercial Properties P&L | |
|--|---------------------|
| | FY 2023-24 |
| Billboard Income | \$ 7,200 |
| Greer CPW Substation | \$ 16,467 |
| National Weather Service | \$ 106,440 |
| Runion Properties & Misc. Leases | \$ 680,399 |
| CenterPoint (Tracks I, II, IIIA, IIIB, IV) | \$ 348,056 |
| EQT Exeter (formerly Panatoni) | \$ 294,694 |
| SB Acquisitions | \$ 168,567 |
| South Cargo Tenants (Majestic, American & Delta) | \$ 205,102 |
| North Cargo Tenants (FedEx & UPS) | \$ 1,320,974 |
| Center Cargo Tenants (Senator Int'l) | \$ 734,848 |
| PSA Airlines | \$ 472,056 |
| Carrols Corp (Burger King) | \$ 102,276 |
| Common Area Maintenance (CAM) Fees | \$ 49,200 |
| Total Operating Revenues | \$ 4,506,279 |
| Less: Direct Operating Expenses | \$ 773,622 |
| Less: Indirect Allocation of District Expenses | \$ 609,288 |
| Total Operating Expenses | \$ 1,382,910 |
| Net Operating Income | \$ 3,123,370 |
| Gross Margin | 69.31% |



Cerulean Aviation P&L



Cerulean Aviation P&L (FY2023/2024)



| Cerulean Aviation P&L | FY 2023-24 | | | | |
|--|---------------------|---------------------|---------------------|--------------------|----------------------|
| | General Aviation | Commercial Fuel | Cargo Services | Passenger Services | Total Aviation |
| Operating Revenues (Excluding Fuel Sales) | \$ 1,557,103 | \$ 78,522 | \$ 6,439,934 | \$ 217,950 | \$ 8,293,509 |
| Operating Revenues (Fuel Sales) | \$ 7,835,162 | \$ 2,921,429 | \$ - | \$ - | \$ 10,756,591 |
| Less Cost of Goods Sold (COGS) | \$ (4,713,866) | \$ - | \$ - | \$ - | \$ (4,713,866) |
| Operating Revenue (Fuel Sales, Net of COGS) | \$ 3,121,296 | \$ 2,921,429 | \$ - | \$ - | \$ 6,042,725 |
| Total Operating Revenues | \$ 4,678,399 | \$ 2,999,951 | \$ 6,439,934 | \$ 217,950 | \$ 14,336,233 |
| Less: Operating Expenses | \$ 2,888,621 | \$ 2,183,959 | \$ 6,073,728 | \$ 157,701 | \$ 11,304,009 |
| Net Operating Income | \$ 1,789,778 | \$ 815,992 | \$ 366,206 | \$ 60,249 | \$ 3,032,224 |
| Gross Margin | 38.26% | 27.20% | 5.69% | 27.64% | 21.15% |



Food & Beverage P&L



Food & Beverage P&L (FY2023/2024)



| Food & Beverage P&L (Metz) | | | | | | |
|---|---------------------|----------------------|--------------|-------------------|---------------------|----------------------------------|
| | FY 2023-24 | | | | | |
| | Chick-fil-A | Wolfgang Puck | Qdoba | RJ Rockers | Thomas Creek | Total Food & Beverage |
| Food & Beverage Sales | \$ 2,034,162 | \$ 2,182,135 | \$ - | \$ 263,297 | \$ 752,258 | \$ 5,231,852 |
| Less Cost of Goods Sold (COGS) | \$ (610,249) | \$ (654,641) | \$ - | \$ (78,989) | \$ (225,677) | \$ (1,569,556) |
| Operating Revenue (Sales, Net of COGS) | \$ 1,423,913 | \$ 1,527,494 | \$ - | \$ 184,308 | \$ 526,581 | \$ 3,662,296 |
| Less: Operating Expenses * | \$ 1,338,928 | \$ 1,442,495 | \$ - | \$ 175,029 | \$ 471,578 | \$ 3,428,030 |
| Net Operating Income | \$ 84,985 | \$ 84,999 | \$ - | \$ 9,279 | \$ 55,003 | \$ 234,266 |
| Gross Margin | 5.97% | 5.56% | | 5.03% | 10.45% | 6.40% |

* Note: Some operating expenses may include costs estimated by Facilities department for maintenance, in addition to the budget provided by Metz



Investments, Debt, and Fund Balance Forecast



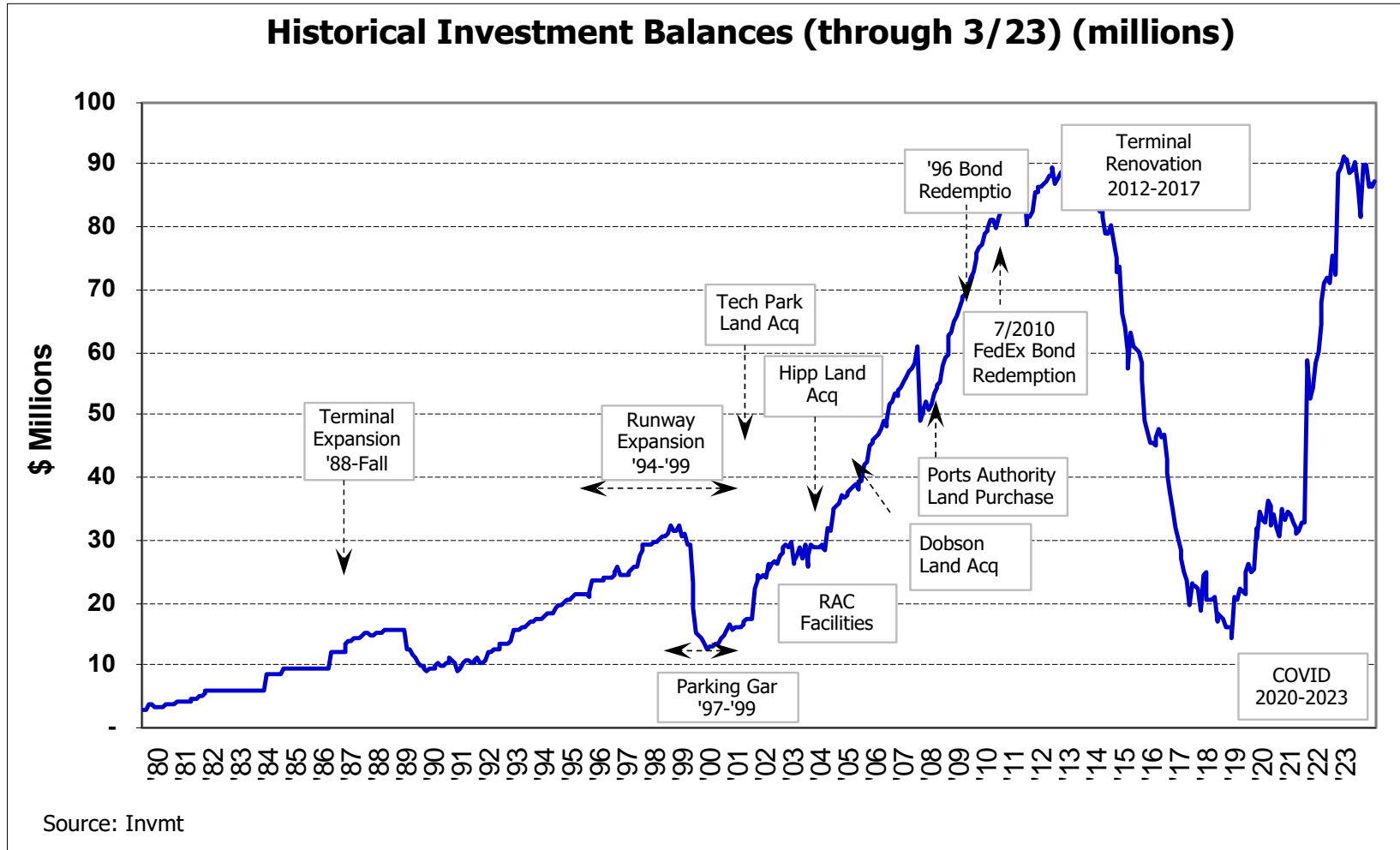
Proposed FY2023/2024 Budget/Investment Plan



| OPERATING FUND SUMMARY | \$ Amount (Estimated) | | | % Change | | |
|---|-----------------------|-------------------|---------------------|---------------|---------------------------|--------------|
| | Budg FY | Budg FY | Difference | | | |
| | 2022-2023 | 2023-2024 | | | | |
| Operating Revenues | 57,922,042 | 62,044,639 | 4,122,597 | 7.1% | | |
| Operating Expenses | 44,294,597 | 46,779,712 | 2,485,115 | 5.6% | | |
| Net Operating Income | 13,674,751 | 15,264,927 | 1,590,176 | 11.6% | | |
| Add: Interest Income | 250,000 | 1,400,000 | 1,150,000 | 460.0% | | |
| Add: RAC CFCs | 500,000 | 2,100,000 | 1,600,000 | 320.0% | | |
| Less: Interest Expense/Other | (606,725) | (455,000) | 151,725 | -25.0% | | |
| Add: Unrealized Investment Gains | (500,000) | (250,000) | 250,000 | -50.0% | | |
| Net Income (Excluding Depr only) | 13,318,026 | 18,059,927 | 4,741,901 | 35.6% | | |
| Investment Fund Summary | | | | | | |
| BOY Cash/Investment Balance (Proj) | 85,000,000 | 85,000,000 | - | 0.0% | | |
| Add: Net Income | 13,318,026 | 18,059,927 | 4,741,901 | 35.6% | | |
| Add: Projected Grant Income (AIP) | 14,470,909 | 4,340,000 | (10,130,909) | -70.0% | | |
| Add: Projected Grant Income (BIL) | 27,983,904 | - | (27,983,904) | -100.0% | | |
| Add: Projected Grant Income (EDA) | 5,215,615 | 5,215,615 | - | 0.0% | | |
| Add: Projected Grant Income (State) | 250,000 | 9,439,049 | 9,189,049 | 3675.6% | | |
| Add: Projected LOC drawdowns | - | - | - | | | |
| Add: PFC Collections | 2,934,574 | 4,315,000 | 1,380,426 | 47.0% | | |
| Add: New Term Loan | - | - | - | | | |
| Less: Prior Yr Items Appr/Carried Forward | 20,590,055 | 40,461,000 | 19,870,945 | 96.5% | | |
| Less: Capital Improvements | 39,200,480 | 31,105,000 | (8,095,480) | -20.7% | | |
| Less: Equip/Small Capital Outlays | 2,825,881 | 2,979,500 | 153,619 | 5.4% | | |
| Less: Renewal & Replacement | 2,933,000 | 1,308,500 | (1,624,500) | -55.4% | | |
| Less: Professional Service Projects | 530,000 | 867,500 | 337,500 | 63.7% | | |
| Less: Bond & Debt Principal Payment | 784,392 | 784,392 | - | 0.0% | | |
| Less: Other O&M Reserve Funds | 2,000,000 | 2,000,000 | - | 0.0% | | |
| EOY Est Cash/Investments | 80,309,220 | 46,863,699 | (33,445,521) | -41.6% | | |
| 3/31/2023 Cash/Inv Balance | 87,123,299 | | | | | |
| Updated Estimated YrEnd Balances | 85,000,000 | | | | | |
| | | | | | Gross Margin | |
| | | | | | FY2023 (Budget) | 23.6% |
| | | | | | FY2023 (Projected) | 28.8% |
| | | | | | FY2024 (Budget) | 24.6% |



Historical Investment Balances



Note: balances include checking, savings, securities



Fund Balance Financial Forecast – 5 Years



| FUND BALANCE FINANCIAL FORECAST - 5 YEARS | Proposed Budget Fiscal Year | FORECAST | | | | |
|---|-----------------------------------|----------------------|----------------------|----------------------|----------------------|--|
| | 1 | 2 | 3 | 4 | 5 | |
| | FY2024 | FY2025 | FY2026 | FY2027 | FY2028 | |
| OPERATING INCOME: | | | | | | |
| Landing Fees | \$ 3,765,596 | \$ 4,085,672 | \$ 4,314,469 | \$ 4,379,186 | \$ 4,444,874 | |
| Aircraft Parking Fees | 549,926 | 596,670 | 630,083 | 639,534 | 649,127 | |
| Space & Ground Rentals | 14,803,942 | 16,062,277 | 16,961,765 | 17,216,191 | 17,474,434 | |
| Auto Parking | 18,804,204 | 20,402,561 | 21,545,105 | 21,868,281 | 22,196,306 | |
| Commercial Ground Transportation | 377,526 | 409,616 | 432,554 | 439,043 | 445,628 | |
| Concessions-Food & Beverage | 286,097 | 310,415 | 327,798 | 332,715 | 337,706 | |
| Concessions-Rental Car | 3,990,150 | 4,329,313 | 4,571,754 | 4,640,331 | 4,709,936 | |
| Concessions-Retail | 622,481 | 675,392 | 713,214 | 723,912 | 734,771 | |
| Concessions-Other | 490,830 | 532,551 | 562,373 | 570,809 | 579,371 | |
| Expense Reimbursements | 1,886,516 | 2,046,870 | 2,161,495 | 2,193,917 | 2,226,826 | |
| Other Income | 177,352 | 192,427 | 203,203 | 206,251 | 209,345 | |
| Other - Aviation Services | 6,439,934 | 6,987,328 | 7,378,619 | 7,489,298 | 7,601,638 | |
| Gross Profit-Fuel Sales | 6,187,790 | 6,713,752 | 7,089,722 | 7,196,068 | 7,304,009 | |
| Gross Profit-Food & Beverage | 3,662,296 | 3,973,591 | 4,196,112 | 4,259,054 | 4,322,940 | |
| TOTAL OPERATING INCOME | \$ 62,044,639 | \$ 67,318,434 | \$ 71,088,266 | \$ 72,154,590 | \$ 73,236,909 | |



Fund Balance Financial Forecast – 5 Years (cont'd)



| FUND BALANCE FINANCIAL FORECAST - 5 YEARS | Proposed Budget Fiscal Year | FORECAST | | | |
|--|-----------------------------|----------------------|----------------------|----------------------|----------------------|
| | 1 FY2024 | 2 FY2025 | 3 FY2026 | 4 FY2027 | 5 FY2028 |
| NON-OPERATING INCOME/(EXPENSES): | | | | | |
| Interest Income | 1,400,000 | 750,000 | 750,000 | 750,000 | 750,000 |
| CFC Collections (partial) | 2,100,000 | 2,550,000 | 3,686,999 | 4,098,000 | 4,159,476 |
| PFC Collections | 4,315,000 | 5,239,642 | 7,575,905 | 8,420,414 | 8,546,732 |
| Interest Expense | (455,000) | (1,050,000) | (1,050,000) | (1,050,000) | (1,050,000) |
| Other Non-Operating (Unrealized Investment Gains) | (250,000) | 35,000 | 35,000 | 35,000 | 35,000 |
| Federal Capital Grant (AIP) Entitlement | 4,340,000 | 4,250,000 | 4,250,000 | 4,250,000 | 4,250,000 |
| Federal Capital Grant (AIP) Discretionary | - | - | - | - | - |
| Federal Capital Grant (BIL) | - | 5,299,452 | 5,299,452 | 5,299,452 | 5,299,452 |
| Special Grant (EDA) | 5,215,615 | - | - | - | - |
| State Grant | 9,439,049 | 10,000,000 | 10,000,000 | 10,000,000 | 10,000,000 |
| TOTAL NON-OPERATING INCOME/(EXPENSES): | 26,104,664 | 27,074,094 | 30,547,355 | 31,802,865 | 31,990,660 |
| NET INCOME (excl Depr) | 41,369,591 | 43,636,540 | 48,037,298 | 49,555,157 | 50,009,236 |
| FUND BALANCE (Cash & Investments) Beginning | \$ 85,000,000 | \$ 46,863,699 | \$ 69,275,742 | \$ 45,778,648 | \$ 43,799,413 |
| Long-Term Debt (Term Loan) | - | 75,000,000 | - | - | - |
| Construction In Progress and Other Small Equipment/Capital C | (76,721,500) | (89,690,105) | (65,000,000) | (45,000,000) | (45,000,000) |
| Term Loan (Pay-off) | - | - | - | - | - |
| Bond & Debt Principal Payment | (784,392) | (4,534,392) | (4,534,392) | (4,534,392) | (4,534,392) |
| Other O&M Reserve Funds | (2,000,000) | (2,000,000) | (2,000,000) | (2,000,000) | (2,000,000) |
| FUND BALANCE (Cash & Investments) Ending | \$ 46,863,699 | \$ 69,275,742 | \$ 45,778,648 | \$ 43,799,413 | \$ 42,274,257 |
| * Future Terminal (\$240M) is excluded | | | | | |



Rates & Charges (“R&C”)



Airline R&C Overview



CALCULATION OF AIRLINE COST PER ENPLANED PASSENGER
Greenville-Spartanburg Airport District
For Fiscal Year ending June 30, 2024

| FY2022/2023 CPEs | Allegiant | American | Contour | Delta | Frontier | Silver | Southwest | United | Total |
|-----------------------------|------------------|--------------------|------------|--------------------|------------|-----------------|------------------|------------------|--------------------|
| ENPLANED PASSENGERS | 43,100 | 459,046 | - | 374,928 | - | 9,917 | 166,571 | 196,437 | 1,250,000 |
| LANDING FEES (a) | | | | | | | | | |
| Landing Fee Rate | \$1.95 | \$1.95 | \$1.95 | \$1.95 | \$1.95 | \$1.95 | \$1.95 | \$1.95 | \$1.95 |
| Landed weight | 43,119 | 553,371 | - | 435,012 | - | 10,371 | 160,387 | 261,915 | 1,464,176 |
| Landing Fees | \$84,082 | \$1,079,074 | \$0 | \$848,274 | \$0 | \$20,224 | \$312,755 | \$510,734 | \$2,855,143 |
| TERMINAL RENTALS (b) | | | | | | | | | |
| Term Bldg Rental Rate | \$59.79 | \$59.79 | \$59.79 | \$59.79 | \$59.79 | \$59.79 | \$59.79 | \$59.79 | \$59.79 |
| Rented space | 140 | 3,564 | - | 5,317 | - | 271 | 4,991 | 3,561 | 17,844 |
| Terminal Rentals | \$8,371 | \$213,092 | \$0 | \$317,903 | \$0 | \$16,203 | \$298,412 | \$212,912 | \$1,066,893 |
| PER TURN FEES (c) | | | | | | | | | |
| Total turns | 306 | 6,676 | - | 3,904 | - | 248 | 1,210 | 2,896 | 15,240 |
| Total Per Turn Fees | \$165,201 | \$1,794,842 | \$0 | \$1,415,410 | \$0 | \$98,547 | \$620,132 | \$767,350 | \$4,861,481 |
| SECURITY FEES (d) | | | | | | | | | |
| Security Fee Rate | \$0.22 | \$0.22 | \$0.22 | \$0.22 | \$0.22 | \$0.22 | \$0.22 | \$0.22 | \$0.22 |
| Enplaned passengers | 43,100 | 459,046 | - | 374,928 | - | 9,917 | 166,571 | 196,437 | 1,250,000 |
| Security Fees | \$9,482 | \$100,990 | \$0 | \$82,484 | \$0 | \$2,182 | \$36,646 | \$43,216 | \$275,000 |



Airline R&C Overview (cont'd)



CALCULATION OF AIRLINE COST PER ENPLANED PASSENGER
 Greenville-Spartanburg Airport District
 For Fiscal Year ending June 30, 2024

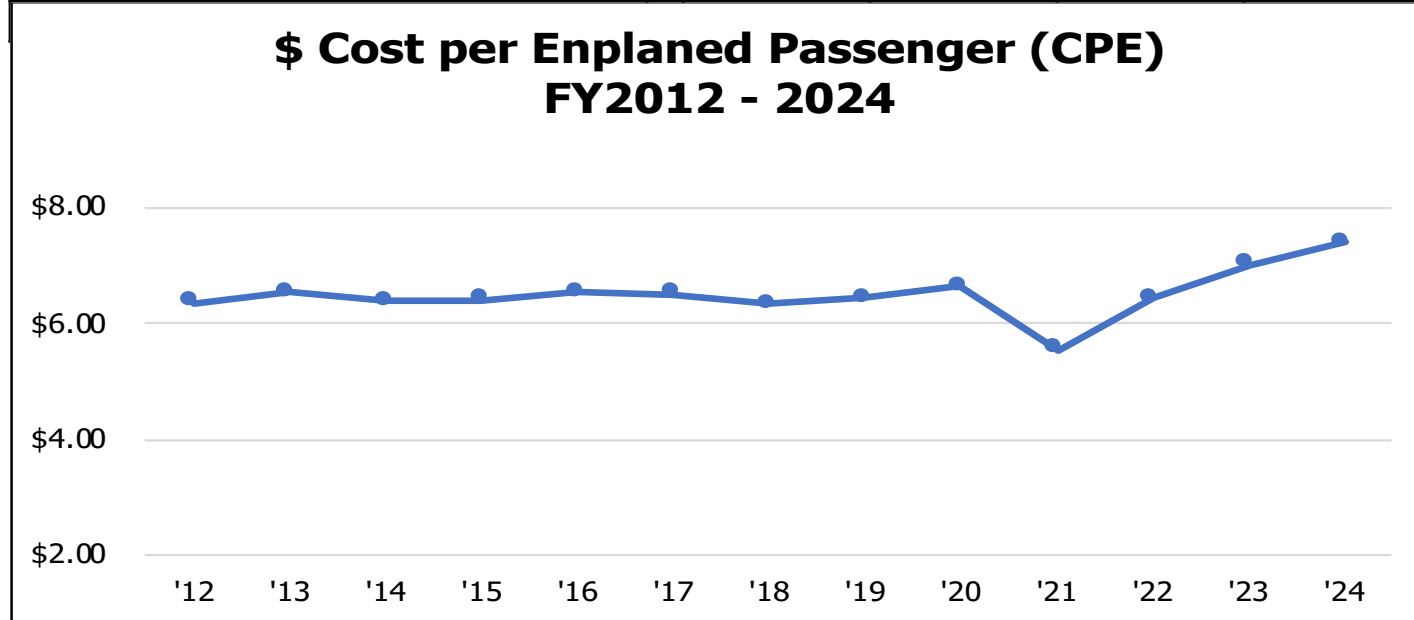
| FY2022/2023 CPEs | Allegiant | American | Contour | Delta | Frontier | Silver | Southwest | United | Total |
|---|------------------|--------------------|----------------|--------------------|------------|------------------|--------------------|--------------------|--------------------|
| ANCILLARY CHARGES | | | | | | | | | |
| Shared Tenant Services Charges | \$4,615 | \$49,153 | \$0 | \$40,146 | \$0 | \$1,062 | \$17,836 | \$21,034 | \$133,845 |
| CUSS Ticketing Stock Fees | | | | | | | | | |
| [CUSS Fee] | | | | | | | | | \$0 |
| [Units] | | | | | | | | | - |
| CUSS Ticketing Stock Fees | 1,610 | 20,661 | - | 16,242 | - | 387 | 5,988 | 9,779 | 54,669 |
| Total Ancillary Charges | \$6,225 | \$69,814 | \$0 | \$56,388 | \$0 | \$1,449 | \$23,824 | \$30,813 | \$188,514 |
| TOTAL AIRLINE PAYMENTS | \$273,360 | \$3,257,811 | \$0 | \$2,720,460 | \$0 | \$138,605 | \$1,291,769 | \$1,565,025 | \$9,247,030 |
| COST PER ENPLANED PASSENGER | \$6.34 | \$7.10 | | \$7.26 | | \$13.98 | \$7.76 | \$7.97 | \$7.40 |
| COST PER ENPLANED PASSENGER (FY2023) | \$6.08 | \$6.49 | \$13.51 | \$6.16 | | \$11.80 | \$8.00 | \$9.12 | \$6.91 |
| CHANGE BTW FY2023/2024 & FY2022/2023 | 4.1% | 8.6% | | 15.1% | | 15.6% | -3.2% | -14.5% | 6.6% |



R&C Overview and their impact on the airlines and the District (cont'd)



| SUMMARY OF AIRLINE RATES AND CHARGES | | | | |
|---|--|---------------|---------------|--|
| Greenville-Spartanburg Airport District | | | | |
| For Fiscal Years ending June 30 | | | | |
| | | Budget | Budget | |
| | | 2023 | 2024 | |
| Base Airline Rates | | | | |
| Landing Fee Rate (per 1,000 pounds) | | \$1.49 | 1.95 | |
| Terminal Building Rental Rate (per square foot) | | 53.03 | 59.79 | |



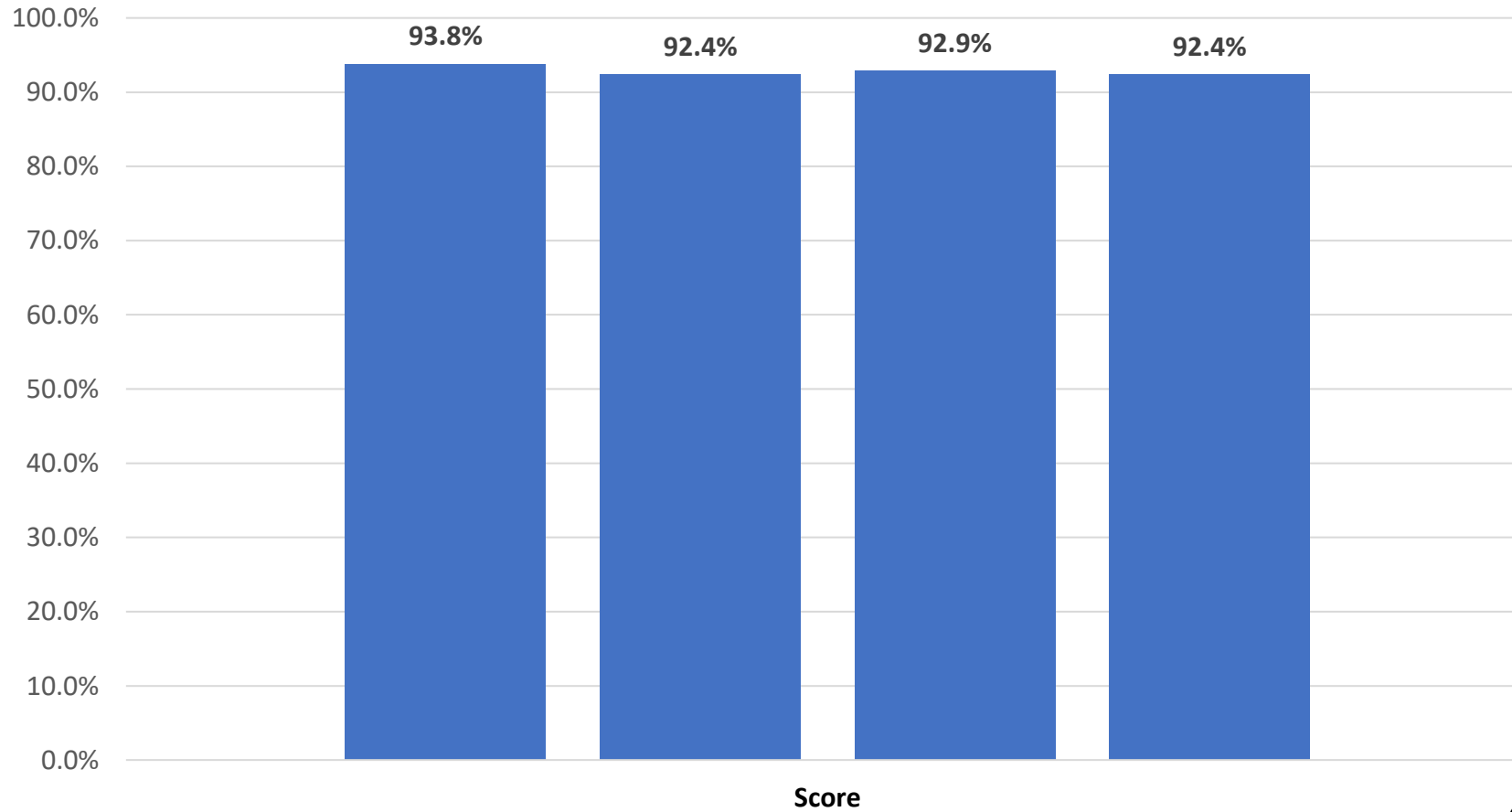
Customer Service



Customer Service Goal



Quarterly ASQ Scores



Goal \geq 89%



Recommended Action



RECOMMENDED ACTION



It is respectfully requested that the Airport Commission resolve to approve the Greenville-Spartanburg Airport District FYE 6-30-2024 Operating, Capital, and Other O&M Reserve Budget to include:

- **Operating Revenues of \$62,044,639;**
- **Operating Expenses of \$46,779,712;**
- **Capital Expenditures of \$76,721,500; and**
- **Other O&M Reserve Funds**
 - **Emergency Repair/Replacement/Operations Fund of \$500,000;**
 - **Business Development/Agreement Obligations & Incentive Fund of \$500,000;**
and
 - **Contingency Fund of \$1,000,000**



Questions and Comments



Appendix A – FY2023/2024 Budget Fluctuation



Appendix A – FY2023-2024 Budget Fluctuation



| FY2023-2024 PROPOSED OPERATING BUDGET | | | | | |
|--|----------------------|----------------------------|----------------------|---------------------|---------------|
| | | (based on 8 months actual) | | | |
| | | Estimated | | Budget to | Budget to |
| | FYE | FYE | FYE | Budget | Budget |
| | 2023 | 2023 | 6/30/24 | \$ | % |
| | BUDGET | ACTUAL | BUDGET | CHANGE | CHANGE |
| OPERATING INCOME: | | | | | |
| Landing Fees | 3,183,890 | 3,024,696 | 3,765,596 | 581,706 | 18.3% |
| Aircraft Parking Fees | 403,338 | 459,805 | 549,926 | 146,588 | 36.3% |
| Space & Ground Rentals | 14,078,861 | 14,642,015 | 14,803,942 | 725,081 | 5.2% |
| Auto Parking | 15,796,560 | 16,902,319 | 18,804,204 | 3,007,644 | 19.0% |
| Commercial Ground Transportation | 479,457 | 671,240 | 377,526 | (101,931) | -21.3% |
| Concessions-Food & Beverage | 244,435 | 281,100 | 286,097 | 41,662 | 17.0% |
| Concessions-Rental Car | 4,026,461 | 4,308,313 | 3,990,150 | (36,311) | -0.9% |
| Concessions-Retail | 532,304 | 606,827 | 622,481 | 90,177 | 16.9% |
| Concessions-Other | 490,180 | 490,180 | 490,830 | 650 | 0.1% |
| Expense Reimbursements | 1,769,180 | 1,910,714 | 1,886,516 | 117,336 | 6.6% |
| Other Income | 192,087 | 288,130 | 177,352 | (14,735) | -7.7% |
| Other - Aviation Services | 7,174,335 | 5,022,035 | 6,439,934 | (734,401) | -10.2% |
| Gross Profit-Fuel Sales | 6,014,497 | 6,014,497 | 6,187,790 | 173,293 | 2.9% |
| Gross Profit-Food & Beverage | 3,536,457 | 3,430,363 | 3,662,296 | 125,839 | 3.6% |
| TOTAL OPERATING INCOME | \$ 57,922,042 | \$ 58,052,235 | \$ 62,044,639 | \$ 4,122,597 | 7.1% |
| EXPENSES: | | | | | |
| Salary & Benefits | 20,988,655 | 20,368,038 | 23,032,710 | 2,044,055 | 9.7% |
| Professional Services | 806,204 | 520,451 | 790,150 | (16,054) | -2.0% |
| Promotional Activities | 830,929 | 683,198 | 764,150 | (66,779) | -8.0% |
| Administrative | 2,656,518 | 2,375,315 | 2,319,097 | (337,421) | -12.7% |
| Insurance | 1,200,500 | 960,400 | 1,115,833 | (84,667) | -7.1% |
| Contractual Services | 12,183,270 | 10,983,270 | 12,504,623 | 321,353 | 2.6% |
| Rentals & Leases | 466,230 | 405,388 | 458,340 | (7,890) | -1.7% |
| Repairs & Maintenance | 1,133,976 | 994,340 | 1,339,450 | 205,474 | 18.1% |
| Supplies & Equipment | 1,892,661 | 1,871,434 | 2,108,269 | 215,608 | 11.4% |
| Utilities | 2,088,348 | 2,192,765 | 2,347,090 | 258,742 | 12.4% |
| TOTAL OPERATING EXPENSES | 44,247,291 | 41,354,599 | 46,779,712 | 2,532,421 | 5.7% |
| NET OPERATING INCOME | 13,674,751 | 16,697,635 | 15,264,927 | 1,590,176 | 11.6% |



Appendix A – FY2023-2024 Budget Fluctuation (cont'd)



| | | (based on 8 months actual) | | | | |
|--|-------------------|-------------------------------|-------------------|---------------------|---------------|---|
| | | Estimated | | Budget to | Budget to | |
| | FYE | FYE | FYE | Budget | Budget | |
| | 2023 | 2023 | 6/30/24 | \$ | % | |
| | BUDGET | ACTUAL | BUDGET | CHANGE | CHANGE | |
| Non-Operating Income/(Loss): | | | | | | |
| Interest Income | 250,000 | 1,100,000 | 1,400,000 | 1,150,000 | 460.0% | |
| Facility Rental (RAC CFC) | 500,000 | 2,093,446 | 2,100,000 | 1,600,000 | 320.0% | |
| PFC Collections | 2,934,574 | 3,886,067 | 4,315,000 | 1,380,426 | 47.0% | P |
| Interest Expense | (606,725) | (453,383) | (455,000) | 151,725 | -25.0% | |
| Other Non-Operating | (500,000) | (226,667) | (250,000) | 250,000 | -50.0% | |
| Federal Capital Grant (AIP) Entitlement | 14,470,909 | 4,524,530 | 4,340,000 | (10,130,909) | -70.0% | |
| Federal Capital Grant (AIP) Discretionary | - | - | - | - | | |
| COVID Relief Grants (CARES, CRRSA, ARPA Act) | - | - | - | - | | |
| Federal Capital Grant (BIL) | 27,983,904 | - | - | (27,983,904) | -100.0% | Q |
| Special Grant (EDA) | 5,215,615 | - | 5,215,615 | - | 0.0% | R |
| State Grant | 250,000 | - | 9,439,049 | 9,189,049 | 3675.6% | S |
| Total Non-Operating | 50,498,277 | 10,923,993 | 26,104,664 | (24,393,613) | -48.3% | |
| NET INCOME (excl Depr) | 64,173,028 | 27,621,629 | 41,369,591 | (22,803,437) | -35.5% | |



Appendix A – FY2023-2024 Budget Fluctuation (cont'd)



FLUX EXPLANATIONS - OPERATING INCOME:

A - Landing Fee rate increased to \$1.95 from \$1.49 in FY 2022 an increase of 30.8%, while anticipated landed weight is down 9.6%.

B - Revenue growth largely attributable to 12.7% increase in terminal rental rate combined with increased in per turn fees ranging from 5% - 11%.

C - Parking revenue growth attributed to the combination of: 1) an anticipated 4.2% growth in passengers compared to prior year budget, and 2) market based parking rate increases in response to demand exceeding capacity. FY 2024 revenue is expected to be 11.6% higher than the FY 2023 estimated revenue.

D - Increased commercial ground transportation revenues from increased enplaned passenger levels and assessment of passenger drop-off fees above and beyond the current pick-up fees.

E - Total concession revenue budgeted to increase 1.8% due to anticipated increase in passenger volume, partially offset by a small decrease in anticipated revenue per contract for Rental Cars (for conservatism).

F - Budgeted revenue is based on current proposed customer schedules. Overall international air cargo demand is down year over year globally and predictors are for this pattern to continue into the next year.



Appendix A – FY2023-2024 Budget Fluctuation (cont'd)



FLUX EXPLANATIONS - OPERATING EXPENSES AND NON-OPERATING:

G - Increase in Salaries & Benefit Expenses due to 3.8% COLA provided in April 2023, 2% Merit budgeted for July 2023, a 5% COLA anticipated for April 2024, and increased overtime expenses (based on FY 2023 actual expense).

H - Decrease in administrative services is due to a lower anticipated need for MAU workers for Cargo Services partially offset by an increase in budgeted banking (credit card) fees relating to the anticipated increase in parking revenue.

I - Insurance budgeted conservatively at \$100k/mo in FY2023. For FY2024, current commercial line estimate is an increase of \$115k (13%) over FY2023 Actual, and Workers Comp is estimated to increase 10% based on budgeted increase in personnel expense.

L - Increase in Contractual Services – Metz full contract now in this line item, restoration of janitorial scope of services and addition of new locations, increased pricing on landscaping contract.

M - Increase in Repairs & Maintenance cost due to increase passenger traffic.

N - Increase in Supplies & Equipment to support specialty tool purchases, additional supplies and inflation.

O - Steady increase in Utilities cost is consistent with increased passenger traffic traveling through the terminal. Also preparing for a rate increase for electrical service.

P - PFC collections continues to grow as enrollment levels grows.

Q - Did not receive any BIL funds.

R - Economic Development Administration (EDA) Grant is designed to establish a foundation for sustainable job growth and the building of durable regional economies.

S - Receiving State Grant Funds in FY24 vs FY23.



Appendix B – Fees, Rates, and Charges



Appendix B - Fees, Rates, and Charges



| Badging Fees | |
|--|-------------------------------------|
| Initial Issue (CHRC and STA) | \$65.00 |
| Initial Issue (STA ONLY = FAA, USDA, Public badge issue) | \$35.00 |
| Badge Renewal | \$30.00 |
| Damaged Badge/Badge Type Change Renewal | \$15.00 |
| Fingerprint Card | \$15.00 |
| Lost Badge Renewal (1 st time) | \$50.00 |
| Lost Badge Renewal (2 nd time) | \$150.00 |
| Lost Badge Renewal (3 rd time) | \$250.00 |
| Badge Not Returned Upon Termination | |
| | per Week \$50.00 |
| | Not to Exceed per Badge \$500.00 |
| Parking Hang Tag Not Returned Upon Termination | |
| | per Week \$50.00 |
| | Not to Exceed per Hang Tag \$500.00 |



Appendix B - Fees, Rates, and Charges (cont'd)



| <u>Parking Rates</u> | |
|--|-------------------|
| <u>Drive-up Rates</u> | |
| Valet (per Day) | \$24.00 |
| Garage (A & B) (per Day) | \$18.00 |
| Daily Lot (per Day) | \$14.00 |
| Economy Lot (per Day) | \$10.00 |
| <u>Pre-book Rates</u> | |
| Valet (per Day) | \$15.00 - \$24.00 |
| Garage (A & B) (per Day) | \$10.00 - \$18.00 |
| Daily Lot (per Day) | \$8.00 - \$14.00 |
| Economy Lot (per Day) | \$5.00 - \$10.00 |
| Premium Garage Pre-book (per Day) | \$18.00 - \$22.00 |
| Pre-book Cancellation Protection Fee (per Transaction) | \$1.00 - \$2.00 |
| Employee (per Month) | \$30.00 |
| Employee Manager (per Month) | \$50.00 |



Appendix B - Fees, Rates, and Charges (cont'd)



| <u>Non-Tenant Type Agreements</u> | | |
|--|--------------------------------|----------|
| Hotel/Motel Courtesy Vehicles | | |
| | Admin Fee (per Year) | \$25.00 |
| | Vehicle Fee (per Year) | \$250.00 |
| | Room Fee (per Transaction)* | \$3.61 |
| Limousines (6 or fewer passengers) | | |
| | Admin Fee (per Year) | \$25.00 |
| | Vehicle Fee (per Year) | \$250.00 |
| | Pick-up Fee (per Transaction)* | \$3.61 |
| Buses (more than 6 passengers) | | |
| | Admin Fee (per Year) | \$25.00 |
| | Vehicle Fee (per Year) | \$250.00 |
| | Pick-up Fee (per Transaction)* | \$8.85 |
| Baggage Transporter | | |
| | N/A | \$0.00 |
| | Vehicle Fee (per Year) | \$250.00 |
| | Pick-up Fee (per Transaction)* | \$1.81 |



Appendix B - Fees, Rates, and Charges (cont'd)



| | | |
|---|---------------------------------------|-----------------|
| RAC Courtesy Vehicles | | |
| | Admin Fee (per Year) | \$25.00 |
| | Vehicle Fee (per Year) | \$250.00 |
| | RAC Fee (per Transaction)* | \$14.79 |
| Parking Lot Courtesy Vehicles | | |
| | Admin Fee (per Year) | \$25.00 |
| | Vehicle Fee (per Year) | \$250.00 |
| | Off-airport Parking | 10% |
| FedEx Fueling (Quick Fleet Fuel) | | |
| | Admin Fee (per Year) | \$25.00 |
| | Vehicle Fee (per Year) | \$250.00 |
| | Fuel Fee (per Gallon)* | \$0.0813 |
| Off-airport catering service | | |
| | Admin Fee (per Year) | \$25.00 |
| | Vehicle Fee (per Year) | \$250.00 |
| | % of Billings | 8% |
| One-time service | | |
| | Admin Fee (per Year) | \$50.00 |
| | Vehicle Fee (per Year) | \$50.00 |
| | N/A | \$0.00 |
| Transportation Network Companies (TNCs) | | |
| | Up to \$4.50 per pick up and drop off | \$3.50 - \$4.50 |
| *These are the current rates, new rates are effective January 1 st | | |



Appendix B - Fees, Rates, and Charges (cont'd)



Non-Tenant Airport Use Agreements for No-Lease Operators

Airline & Cargo Ground Handling and other Commercial Services

% of Billings

3%

Non-Tenant Airport Use Agreements for Small Business Non-Lease Operators

Passenger Experience Concessions

% of Billings

3% - 50%

Labor Rate

Maintenance Department Rate (per Hour)

\$79.48

ARFF Department Rate (per Hour)

\$65.74



Appendix B - Fees, Rates, and Charges (cont'd)



| Shared Tenant Services Rates | | |
|-------------------------------------|---|----------|
| IT Labor Rate (per Hour) | Labor Rate(per Month) | \$125.00 |
| Premise Distribution System (PDS) | Fiber up to 3,000 ft. (per Strand) (per Month) | \$25.00 |
| | Spare Category 6 Copper Cable 0 - 100 meters (per Month) | \$6.00 |
| Phone | Phone PDS Fee, if GSP System is not installed (per Month) | \$40.00 |
| | Voice Extension with DID (includes voicemail) (per Month) | \$50.00 |
| | Analog FAX/Modem Extension with DID | \$50.00 |
| | Extra phone Extension | \$15.00 |
| | Long Distance (US & Canada) | Included |
| Phone Equipment | Telephone ShoreTel IP230G (Standard 3 line Telephone) (per Month) | \$10.00 |
| | Telephone ShoreTel IP655 (High end 6 line Telephone) (per Month) | \$20.00 |
| | Telephone ShoreTel (Wireless Handset Telephone) (per Month) | \$35.00 |



Appendix B - Fees, Rates, and Charges (cont'd)



| Data | |
|--|------------|
| Data PDS, if GSP data is not used (per Month) | \$40.00 |
| Dedicated Internet Bandwidth (3Mb) (per Month) | \$125.00 |
| Dedicated Internet Bandwidth (6Mb) (per Month) | \$200.00 |
| Dedicated Internet Bandwidth (10Mb) (per Month) | \$300.00 |
| Dedicated Internet Bandwidth (20Mb) (per Month) | \$400.00 |
| Dedicated Internet Bandwidth (30Mb) (per Month) | \$450.00 |
| Dedicated Internet Bandwidth (40Mb) (per Month) | \$500.00 |
| Dedicated Internet Bandwidth (50Mb) (per Month) | \$600.00 |
| Dedicated Internet Bandwidth (100Mb) (per Month) | \$800.00 |
| Dedicated Internet Bandwidth (200Mb) (per Month) | \$1,000.00 |



Appendix B - Fees, Rates, and Charges (cont'd)



| <u>Conference Center Rental Rates</u> | | |
|--|-------------------|----------|
| 1 Section (Rental) | | |
| | (per Hour) | \$50.00 |
| | Maximum (per Day) | \$300.00 |
| | Clean-up | \$50.00 |
| 2 Sections (Rental) | | |
| | (per Hour) | \$75.00 |
| | Maximum (per Day) | \$450.00 |
| | Clean-up | \$75.00 |
| 3 Sections (Full Center) (Rental) | | |
| | (per Hour) | \$100.00 |
| | Maximum (per Day) | \$600.00 |
| | Clean-up | \$100.00 |



Appendix B - Fees, Rates, and Charges (cont'd)



| Aviation Services Fees | | |
|---|-----------------------------|-----------------|
| Commercial Aviation Fuel Farm Thru-put Fee | per Gallon | \$0.02 - \$0.05 |
| Based Operator Into-plane Fees (ITP) will be managed to maintain fuel pricing competitive with similar size airports in our region and/or fuel providers in our region with similar levels of service) | (Fees per Gallon | \$0.05 - \$0.50 |
| Non-Tenant Operator Into-plane Fees (ITP) managed to maintain fuel pricing competitive with similar size airports in our region and/or fuel providers in our region with similar levels of service) | (Fees will be per Gallon | \$0.10 - \$1.50 |
| Landing Fee | per 1,000 lbs. | \$1.95 |



Appendix B - Fees, Rates, and Charges (cont'd)



| | | |
|--|-----------|------------------------|
| Ramp Parking Fees (Fees are charged for aircraft parking on the ramp for active ground service [less than 4 hrs.]) | | |
| | per Turn | \$10.00 - \$1,000.00 |
| Remain Over Night (RON) Parking Fees (Fees are charged for aircraft parking on the ramp overnight) | | |
| | per Night | \$50.00 - \$2,000.00 |
| Passenger Aircraft Handling Fees (Fees are charged for passenger and cargo services related to private and public passenger charters) | | |
| | per Turn | \$500.00 - \$10,000.00 |
| Cargo Aircraft Handling Fees (Fees are charged for services related to all cargo charters) | | |
| | per Turn | \$250.00 - \$10,000.00 |



Appendix B - Fees, Rates, and Charges (cont'd)



| | | |
|--|-------------------------------------|-----------------|
| General Aviation Fuel | | |
| | Fuel Flowage Fee (per Gallon) | \$0.0813 |
| | Fuel Farm Thru-put Fee (per Gallon) | \$0.02 - \$0.05 |
| Transient Retail Jet A Discount Rate | | |
| | per Gallon | \$0.10 - \$1.50 |
| Transient Retail 100LL Discount Rate | | |
| | per Gallon | \$0.10 - \$0.75 |
| Transient Contract Fuel Into-Plane Fee | | |
| | per Gallon | \$1.30 - \$4.00 |
| GSP Based Customers Jet A Fuel Fee | | |
| | per Gallon | \$0.75 - \$3.00 |



Appendix B - Fees, Rates, and Charges (cont'd)



| | | |
|---|------------|----------------------|
| Corporate Aviation Association (CAA) Jet Fuel Discount Rate | | |
| | per Gallon | \$0.25 - \$1.30 |
| General Aviation Facility Fees (Fees are charged for aircraft that do not uplift the required minimum gallons of fuel) | | \$10.00 - \$2,000.00 |
| Remain Over Night (RON) Parking Fees (Fees are charged for aircraft parking on the ramp overnight) | | \$5.00 - \$1,000.00 |
| Overnight Hangar Fees (Fees are charged for aircraft parking inside a hangar overnight) | | \$50.00 - \$2,000.00 |



Appendix B - Fees, Rates, and Charges (cont'd)



| <u>Bulk Hangar Storage Rates (per Square Foot)</u> | |
|--|------------------|
| Non-Exclusive Hangar Deck Space (per square foot) | \$6.00 - \$15.00 |
| Exclusive (Dedicated) Bulk Hangar Deck Space (per square foot) | \$7.00 - \$25.00 |
| Office Space (per square foot) | \$6.00 - \$30.00 |
| Shop Space (per square foot) | \$3.00 - \$15.00 |



Appendix C – Capital Improvement Plan, Equipment & Small Capital Outlay, Renewal & Replacement, & Professional Services Description



Appendix C – New Capital Improvement Plan Description



| Top Level Description | Estimated Budget | Detail Description |
|--|------------------|--|
| Correct Runway Guard Lights - MOS | \$ 1,400,000 | FAA requires the recabbling of the runway guard lights to meet current standards. |
| GA Expansion Area Phase 2 Site Prep - Construction Phase | \$ 11,000,000 | Site preparation to expand the general aviation area for future hangars. |
| Parking Garage C & Consolidated Rental Car Facility - Construction Phase , YR #1 | \$ 109,500,000 | Construction of Parking Garage C and CONRAC Facility. |
| Facilities Expansion Project Phase 1 - Design Phase | \$ 500,000 | Design for expansion of buildings to support the Facilities Department. |
| Utility Improvements Project Phase 2 - Design & Construction | \$ 1,100,000 | Design and construction of utility improvements. |
| GSP Drive connection to Aviation Parkway Round-a-Bout - Construction Phase | \$ 5,500,000 | Construction of a new road from GSP Drive to Aviation Parkway. |
| Terminal Hotel Infrastructure | \$ 3,000,000 | Design and construction of utility infrastructure for future hotel. |
| Children's Play Area | \$ 15,000 | Plans for alcove near Concourse A to be developed into a Children's Play Area. |
| Signage Allowance | \$ 100,000 | Allowance for needed changes in wayfinding signage. |
| FBO Expansion Construction - Additional Funds | \$ 7,000,000 | Additional funds needed for expansion of FBO Building. |
| GSP Icon Sign - Additional Funds | \$ 200,000 | Additional funds needed for construction if GSP Icon sign. |
| Closure of Stevens Road/Gateway Drive Connector - Additional Funds | \$ 100,000 | Additional funds needed for Gateway Drive Connector. |
| GA Apron Paving - Additional Funds | \$ 300,000 | Additional funds needed for construction of GA Apron Paving Project. |
| Terminal Expansion Planning - Phase 1 | \$ 250,000 | Based on changes in aircraft fleet mix there is a needed to revisit the next phase of terminal expansion and improvements. |



Appendix C – Equipment & Small Capital Outlay Description



| Top Level Description | Estimated Budget | Detail Description |
|--|------------------|---|
| 2 Heavy duty buildup stations " slave pallet tables" | \$ 15,000 | Purchase of slave pallets to increase safety in the buildup/breakdown of ULDs. |
| 40 "Dollies" Caster bed pallet trailer | \$ 300,000 | Need additional dollies to handle multiple widebody cargo flights. |
| Asset protection locker | \$ 13,000 | Locker to increase security of electroinc devices used by Cerulean Cargo. |
| Core Switch Infrastructure | \$ 1,000,000 | Cisco has announced the end-of-sale and end-of-life dates for the Cisco Nexus 7700 switches, our current core switches. These two switches are the backbone of the entire District network and are critical to the daily operations at the airport. The recommended replacement product for this equipment is the Nexus 9500 series. We will also separate the new switches by placing them in MDF1 and MDF2, thereby creating both redundancy and diversity. |
| Wireless Refresh | \$ 325,000 | The hardware that makes up our wireless system's infrastructure is outdated and in need of a refresh. We currently have two Cisco 5520 Wireless LAN Controllers that support a mixture of 3702, and 3802 Cisco wireless access points. Cisco has announced the end of software maintenance support date of 1/31/23 and an end of security support date of 1/30/25 for the 5520 WLC. It is recommended that we replace our existing wireless hardware and pair the new 9166 access points with a virtual WLC. This implementation would enhance our wireless networks abilities and strengthen our analytics capabilities. |



Appendix C – Equipment & Small Capital Outlay Description (cont'd)



| Top Level Description | Estimated Budget | Detail Description |
|--|------------------|---|
| FY24 Fiber Expansion | \$ 75,000 | Replace multimode fiber with single mode fiber in IDF 13, 14, 16, and 18. Single mode from IDF2 - MDF2 and IDF16 - MDF2, this will complete the fiber ring inside the main terminal. |
| Crash Phone System Design and Implementation | \$ 175,000 | The current crash phone system is well beyond its useful life and it no longer supported or updated. |
| VxRail Expansion | \$ 200,000 | With the recent upgrade to Genetec, Briefcam, and ESRI we have had some unexpected server growth. To maintain an availability level that IT is comfortable with. We recommend to expand each cluster by 1 node. |
| Backup and Recovery | \$ 150,000 | The current backup and recovery appliance was purchased in 2017 and has reached the end of its useful life. We are running into space limitations with both the on prem appliance along with the cloud storage. |
| FY24 Annual Switch Replacement | \$ 200,000 | Switch replacement in the following locations - Gates (10 Switches) IDF15 (1 switch) IDF 8 (1 switch) |
| Paging Server | \$ 65,000 | Replace aging paging server that was put into service in 2015. |



Appendix C – Equipment & Small Capital Outlay Description (cont'd)



| Top Level Description | Estimated Budget | Detail Description |
|---|------------------|--|
| AutoPulse System | \$ 19,000 | On average, FD is dispatched to 20 medical calls a month and half involve cardiac issues. With Country EMS drastic decline in staffing, response times are averaging between 25-35 minutes. In the event a patient needs CPR until advanced lifesaving personnel can arrive (Paramedics), manual CPR must be performed and sustained physically by our firefighters. Additionally, when a passenger has a cardiac event on an aircraft, the airlines move the passenger to the back of the plane, which means CPR must be interrupted to move the passenger. The AutoPulse equipment has a built-in carry system that can be used to remove a patient from the aircraft while continuing CPR, which equates to better survivability. Manual CPR provides 33% of normal cardiac output and oxygenation (when done properly); while the AutoPulse provides 70%. The AutoPulse will provide greater survivability for patients on airport campus during cardiac events until advanced treatment and transport team arrives. |
| New Patrol Vehicle | \$ 72,500 | This will be cost of the vehicle, lights, radios, markings, computer, and the necessary equipment for a patrol vehicle. |
| Drone & Software | \$ 20,000 | Due to a multi-department use and the need for aerial photography (marketing), a drone is requested to support these needed functions to keep pace with the growing aviation business. The drone and associated equipment will cost around \$8k, the remaining funds will be used to purchase a \$7k software solution to analyze imagery as well as training for District staff. |
| Qdoba Construction Costs for Façade/Remodel | \$ 20,000 | Remodel the location dependent upon new concept/brand; Change out sign and painting |
| Qdoba New Equipment for New Operator | \$ 30,000 | Purchase of new equipment dependent upon if new concept occupies location |



Appendix C – Renewal & Replacement Description



| Top Level Description | Estimated Budget | Detail Description |
|---|------------------|---|
| New F-150 Pick-up for PM (PE is assigned the newer Durango) | \$ 48,000 | |
| Automated External Defibrillator (AED) | \$ 50,000 | Current 12 AEDs in Terminal have been discontinued (end of life) so we will not be able obtain replacement parts (i.e., pads and batteries) going forward. In addition to the 12 in the terminal, we propose adding additional units in airport offices that currently have none; i.e., Cargo, Facilities, Admin, etc. Also plan to tie the alarmed cabinets into the access control system so the AOC will know when an AED is pulled for use and can then dispatch Fire (EMT) and Police (and EMS) to the location to render aid. |
| Replace the current body cameras and in car cameras. | \$ 110,000 | This will be cost of 21 body worn cameras, BWC accessories, docking station, 6 dash cameras, bluetooth, integrated technology system, server and access point for offloading, redaction service, on site implementation and training fee, software and and database maintenance fee for 5 years. |
| Ford Ranger (replace Ford Explorer) | \$ 45,000 | The OPS explorer has a failing transmission and is in need of replacement. The Ford Ranger is a more economical option to replace the explorer and cheaper then a full sized truck. |
| Upgrade EM Gear Monitoring Computer & Software - Priority 1A - T1 | \$ 48,000 | Computer is 10 years old (2013); system is obsolete. The computer system takes care of monitoring, logging, and provides the status of EM systems. System is starting to be unreliable; computer has crashed, requiring service support/calls from ASCO. Computer is no longer logging reliably (missing months worth of data). ASCO recommends replacement. If the system fails, we have no way of monitoring EM systems, reviewing events, or viewing alarms. |



Appendix C – Renewal & Replacement Description (cont'd)



| Top Level Description | Estimated Budget | Detail Description |
|--|------------------|--|
| Graco RoadLaser - Paint Rig Upgrades - Priority 1A - 10 | \$ 20,000 | Graco, the manufacturer of the RoadLaser unit used for airfield marking work has introduced upgrades that will enhance our painting quality efforts. Options include upgraded gun arm, steerable carriage, operator's platform seat, green big dot laser pointer, and replacing worn parts. Background - The current paint truck, GM13, will be removed from the fleet and the current dump truck, GM74, will take the place of the current paint truck (this is part of the funded, FY23 CIP FAC budget); this new CIP project for FY24 will also fund the switch over effort which will be done in-house. |
| Asphalt Repairs - Perimeter Road - Priority 1A - 10 | \$ 95,000 | Phase 3 - Asphalt is coming apart in areas on the west side of the airfield; distresses are visible; mostly consisting of alligator cracking. Price is to replace 4 inch depth of asphalt in random areas. Will be looking at the open Design and Construction projects and will pick the lowest unit prices and contractor's pre-bid pricing. |
| New Ford Transit Van - Replace M86 (Mechanical Tech III - Clubcar) - GOV DEAL M86 - Priority 1B - 83 | \$ 41,000 | Phasing out Clubcars for Maintenance Technicians. Clubcars do not allow for the protection of tools, equipment, electronics parts, O&M manuals, etc. from the elements. Currently, technicians put tarps over these items when it rains, which does not add adequate protection. There is no way to secure items such as tools, test equipment, and repair parts on Clubcars. This becomes an issue when working on the public side. We are limited to how much we can carry to a job site in a Clubcar. Vans will allow us to store tools and repair parts securely and provide protection from the elements. More items will be able to be stored in the Vans, eliminating trips to the shop. Technicians will be able to get to job sites safer and much faster, saving man hours. Purchasing 2 more transit vans will complete this multi-year process of getting all Maintenance Technicians into DOT vehicles. |



Appendix C – Renewal & Replacement Description (cont'd)



| Top Level Description | Estimated Budget | Detail Description |
|--|------------------|--|
| New Ford Transit Van - Re-task M132 (New Electrical Tech III - Clubcar) to Grounds Crew - Priority 1B - 83 | \$ 41,000 | Phasing out Clubcars for Maintenance Technicians. Clubcars do not allow for the protection of tools, equipment, electronics parts, O&M manuals, etc. from the elements. Currently, technicians put tarps over these items when it rains, which does not add adequate protection. There is no way to secure items such as tools, test equipment, and repair parts on Clubcars. This becomes an issue when working on the public side. We are limited to how much we can carry to a job site in a Clubcar. Vans will allow us to store tools and repair parts securely and provide protection from the elements. More items will be able to be stored in the Vans, eliminating trips to the shop. Technicians will be able to get to job sites safer and much faster, saving man hours. Purchasing 2 more transit vans will complete this multi-year process of getting all Maintenance Technicians into DOT vehicles. |
| Replace Canopies on A7, A8, & A9 Boarding Bridges - Priority 1B - T1 | \$ 120,000 | Replace canopies on three (3) boarding bridges; A7 (2004), A8 & A9 (2009). Canopies are dry rotting, allowing water to drip on passengers. Original canopies on the bridges have been replaced with a new style which requires a retrofit. The price for a new canopy installed by TKE is \$40,000 for one (1) bridge; the total for three (3) \$120,000. |
| Replace Rollers on A6 Boarding Bridges - Priority 1B - T1 | \$ 33,500 | The boarding bridge is (22) years old (2001); Bearings were last changed in 2019. Bearings are not greaseable; the average life has been 5 years. Bearings are starting to fail due to age and exposure to weather. Parts \$15,500; Rental equipment \$2,000; Labor \$16,000. Work is to be done JBT AeroTech. |



Appendix C – Renewal & Replacement Description (cont'd)



| Top Level Description | Estimated Budget | Detail Description |
|--|------------------|---|
| Incinerator Replacement - Priority 1B - 10 | \$ 85,000 | <p>SPECIAL NOTE: If this project is not funded in the regular GSP CIP program in FY24, we are looking at \$25-30K just to keep the existing unit operational. So, if this \$85K is not approved, we need to convert this request to \$30,000 and change title to "Repair Existing Incinerator". IF buying a new incinerator is rolled into Phase 1 of the FAC building program that is in design for FY24 and would enter construction phase in FY25, and this CIP request is not approved, then we will end up spending this additional \$25-30K. Current Shenandoah incinerator is approx. 30 years old and is in need of replacement. The unit continues to need repairs of the furnace box, stack, and steel plating. Control parts are hard to obtain due to the machine age. Machine is used 3 to 4 times per week due to increasing International trash volumes.</p> |
| New Club Car Carryall 550 - Replace GM81 (Club Car) - GOV DEAL GM81 - Priority 2A - 83 | \$ 28,000 | <p>GM81 is 15 years old now and its engine is knocking and burning oil badly and it has 5,302 hrs on it. We paid \$10,281.00 for it new, we have \$7,119.09 in materials for maintaining it, and \$18,146.95 in employee labor cost for maintaining it. To replace the engine it would cost over \$3,000 and it's not worth the time or money because it has a stressed/worn out frame rails and axles are worn out that has been repaired and patched for many years. The replacement would be a new Club Car 550 Carryall that is the new style and beeper package to support our daily operations and needs.</p> |



Appendix C – Renewal & Replacement Description (cont'd)



| Top Level Description | Estimated Budget | Detail Description |
|---|------------------|--|
| Terminal Ramp Lighting Retrofit (90' Poles) - HPS to LED - Priority 2A - 10 | \$ 231,000 | <p>SPECIAL NOTE: This project was submitted via the FAA BILS grant request in October of 2022 - at \$260,000 plus mark-ups - If NOT funded via BILS, this FY24 project is being requested via the annual GSP CIP request process. Currently, the ramp lighting is +30-year old HPS floodlighting (old technology). Lighting levels do not meet IES and ICAO standards for safe and effective airside operations. The lighting is yellow and light levels drop off quickly from the nose of the aircraft. Existing HPS fixtures are not providing the light levels or uniformity desired by today's tenants for night operations and below-the-wing functions. The lighting causes a considerable amount of glare on the ramp, as well as a significant amount of light pollution. LED lighting would exceed IES and ICAO standards, giving much more uniformity and a "whiter" light with higher light levels. Glare and light pollution would be eliminated. LED would provide a 55% energy savings - approx. \$8,400 yearly. We would also save an additional \$2,000 yearly in HPS maintenance cost. (Fixtures \$100,000; Estimated contractor install price \$121,000; Surge protection \$10,000). This pricing is without a control system (if a control system is desired or needed, then an ADDED estimate to the project cost would be \$75,000 additional). New lighting system would have a 10-year parts and labor warranty (Musco). Possible to utilize Sourcewell for procurement. GSP would have no maintenance cost for 10 years. We believe we have included adequate funding to cover contingency within the breakout costs. Note; Musco price changed; increased labor number by 10% for FY24.</p> |



Appendix C – Renewal & Replacement Description (cont'd)



| Top Level Description | Estimated Budget | Detail Description |
|---|------------------|---|
| South Cargo - Asphalt Parking Lot - Priority 2B - 40 | \$ 75,000 | Remove and replace asphalt parking lot areas - South end of the South Cargo Building and a portion at the north end. Pavement is in bad shape, especially at the current "temporary" Uber/Lyft parking areas (south end) and the Bradford Logistics loading dock area (north end). Will be looking at the open Design and Construction projects and will pick the lowest unit prices and contractor's pre-bid pricing related to FBO expansion or TRIP project. |
| New Kubota Tractor - Replace GM56 (Kubota Tractor) - GOV DEAL GM56 - Priority 2C - 83 | \$ 45,000 | GM56 is 24 years old now and it's starting to show its age and has 2,690.4 hours on it. We paid \$18,808 new for the tractor, we have \$13,996.01 in materials for maintaining the tractor, and \$27,545.76 in employee labor cost for maintaining it. The hydraulics are weak and can't lift heavy loads as it did when it was new, which can be a safety issue. We are budgeting to replace our current L3710 Kubota with an L4060 Kubota, with a front loader and three-point hitch capabilities, to run all our three-point hitch attachments. State Contract purchase. |



Appendix C – Renewal & Replacement Description (cont'd)



| Top Level Description | Estimated Budget | Detail Description |
|--|------------------|---|
| New Club Car Carryall 550 - Retask GM82 (Club Car) to OPS - Priority 2C - 83 | \$ 28,000 | GM82 is 15 years old now and its engine is burning oil, it has 5,872.3 hrs on it. We paid \$10,281.00 for it new, we have \$5,206.27 in materials for maintaining it, and \$16,294.51 in employee labor cost for maintaining it. The rear axles have been repaired several times from worn out and damaged bearing and components. The replacement would be a new Club Car 550 Carryall that is new style and beeper package to support our daily operations and needs. Per Kale, per Chris (OPS), per Cody - OPS wants a vehicle that is in between a truck and being on foot, for higher resolution airfield and apron inspections. |
| Rental Home - (Repair & Replace) | \$ 15,000 | Funding set aside for (3) rental homes for improvements. Some of the house systems (HVAC, Kitchen, Spetic) are fairly old. |
| Repair and Replace Kitchen Equipment for F&B locations | \$ 50,000 | Funding set aside for improvements to the leaseholds and equipment replacements as needed for all F&B locations |
| Commercial Property - Repair & Replace | \$ 100,000 | Funding set aside for improvements to the leaseholds and equipment replacements as needed. |



Appendix C – Professional Services Projects Description



| Top Level Description | Estimated Budget | Detail Description |
|--|------------------|---|
| GIS Year 3 Implementation and Maintenance | \$ 220,000 | |
| Customer Loyalty Program | \$ 47,500 | Digital platform for airports to address customer loyalty and experience, data collection, appeasement and incremental revenue opportunities |
| Concessions Consultant (Program Analysis) | \$ 20,000 | Analysis of the Concessions Program (Performance, SWOT, Gaps, Recommendations) |
| Concessions Consultant (Pricing Analysis & Market Basket) | \$ 30,000 | Analysis of overall airport pricing and establishing consistency across commodity products |
| Palmetto Sites Program Requirements - Tracts B, D, E, H, I | \$ 120,000 | Palmetto Sites Program is managed by the SC Dept. of Commerce and it designates available property that successfully compete the program as "Palmetto Site". This initiative allows the Airport District to better market available property for development since it provides additional information to developers. Requirements include: <ul style="list-style-type: none"> -Phase I ESA -Wetlands Delineation Jurisdiction Determination -Threatened and Endangered Species Survey -Archaeological and Historical Investigation -Geotechnical Assessment |



Appendix C – Professional Services Projects Description (cont'd)



| Top Level Description | Estimated Budget | Detail Description |
|---------------------------------------|------------------|--|
| Land Use Master Plan Update | \$ 200,000 | Update the January Land Use Master Plan |
| Development & Design Standards Manual | \$ 125,000 | Creation of development and design standards for each tract speaking to its highest and best use and minimum lease and financial structure |
| Terminal Expansion Planning - Phase 1 | \$ 250,000 | Based on changes in aircraft fleet mix there is a needed to revisit the next phase of terminal expansion and improvements. |



Greenville-Spartanburg Airport District



**Airport Commission Meeting –
New Business Item A**

Proposed 2023/2024 Budget

May 15, 2023





MEMORANDUM

TO: Members of the Airport Commission

FROM: Jeff Clifton, Director of Design & Construction

DATE: May 15, 2023

ITEM DESCRIPTION - New Business Item B

Approval of Final Rankings for Resident Project Representative (RPR) Services

BACKGROUND

In September 2018, Staff secured on-call architectural/engineering services with three firms. Each of the three firms were contracted to provide a full range of professional design and construction administration services. One element of service each firm provided was Resident Project Representative (RPR) services, which provides observation and inspection services of construction for projects, including both federally funded and non-federally funded projects. With the experience gained over the past five years, Staff has determined the District would be better served by directly holding contracts for RPR services to avoid any and all conflicts of interest. To accomplish this goal a Request for Qualifications (RFQ) was prepared and published. Three submittals were received. Consultants submitting were (listed alphabetically):

Aulick Engineering, LLC
EXP
PSA Management

District Staff reviewed the qualifications from each company and evaluated them per the RFQ/RFP requirements.

ISSUES

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



The recommended final rankings for RPR Services are:

1. Aulick Engineering, LLC
2. EXP
3. PSA Management

Upon approval of the final rankings, Staff will finalize the master agreement with Aulick Engineering, LLC. Future projects will be contracted under individual work authorizations.

ALTERNATIVES

No alternatives are recommended at this time.

FISCAL IMPACT

Approval of the final ranking itself does not have a direct fiscal impact. However, once the contract is executed, projects will proceed per the authorized budgets and the consultant will be compensated per the individual project work authorizations.

RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to (1) approve the final rankings for RPR Services as presented above; (2) authorize Staff to negotiate and finalize agreements with the highest-ranking firm; and (3) authorize the President/CEO to execute all necessary documents.



MEMORANDUM

TO: Members of the Airport Commission

FROM: Jeff Clifton, Director of Design & Construction

DATE: May 15, 2023

ITEM DESCRIPTION - New Business Item C

Approval of Final Rankings for On-Call Project Management (PM) Services Request for Qualifications

BACKGROUND

Staff is committed to delivering high-quality results for each capital project. Based on the current forecast of capital projects, in particular Parking Garage C, Staff is anticipating a need for additional resources to support administering the work. A Request for Qualifications (RFQ) was prepared and published to secure On-Call Project Management (PM) services for staff augmentation when necessary. Nine submittals were received. Consultants submitting were (listed alphabetically):

Clerestory Projects Group, Inc.
EXP
Global Management Partners (GMP)
HPM
ITAC
LCK, LLC
Parrish and Partners, LLC
PMTechnologies
PSA Management



District Staff reviewed the qualifications from each company and evaluated them per the RFQ/RFP requirements. Three firms were shortlisted for presentations/interviews (listed alphabetically):

EXP
HPM
LCK, LLC

Follow-up interviews and presentations were held with the finalists to further evaluate the companies, their team, and their qualifications.

ISSUES

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

The recommended final rankings for the On-Call PM Services RFQ are:

1. LCK, LLC
2. HPM
3. EXP

Upon approval of the final rankings, Staff will finalize a master agreement with LCK, LLC. Future projects will be contracted under individual work authorizations.

ALTERNATIVES

No alternatives are recommended at this time.

FISCAL IMPACT

Approval of the final ranking itself does not have a direct fiscal impact. However, once the contract is executed, projects will proceed per the authorized budgets and the consultant will be compensated per the individual project work authorizations.



RECOMMENDED ACTION

It is respectfully requested that the Airport Commission resolve to (1) approve the final rankings for PM Services as presented above; (2) authorize Staff to negotiate and finalize agreements with the highest ranking firm; if negotiations are not successful with the highest ranking firm, negotiations will cease and negotiations will begin with the second ranked firm; and (3) authorize the President/CEO to execute all necessary documents.



MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: May 15, 2023

ITEM DESCRIPTION – Information Section Item A

March 2023 - Traffic Report

SUMMARY

For March 2023, passenger traffic was 98.9% of 2019 traffic levels. Preliminary passenger numbers for April 2023 are at a **97.6%** recovery level. In March 2023 passenger traffic reflects a **11.7%** increase over the same month in 2022. Cargo numbers for March 2023 were down **13.8%** for the same period. Passenger load factors were down **3.8%** for the month, at an average of **78.4%**.

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

| Month | 2023 | | |
|----------------|---------------|------------------|----------------|
| | GSP | National Average | Difference |
| Jan | 27.60% | 33.39% | -5.79% |
| Feb | 10.10% | No Data to Date | |
| Mar | 11.70% | No Data to Date | |
| April | | | |
| May | | | |
| June | | | |
| July | | | |
| August | | | |
| September | | | |
| October | | | |
| November | | | |
| December | | | |
| Average | 16.47% | #DIV/0! | #DIV/0! |



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

Providing a look forward into the service levels for **June 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 up 2.1%, and seats are up by 17.7%.

| Schedule Monthly Summary Report for Passenger (Air - All) flights from GSP for travel June 2023 vs. June 2022 | | | | | | | | | |
|---|-------|----------|---------|----------|---------|---------|--------|--------------|----------|
| <i>All flights, seats, and ASMs given are per month.</i> | | | | | | | | | |
| Travel Period | | Jun 2023 | | Jun 2022 | | Diff | | Percent Diff | |
| Mkt AI | Dest | Flights | Seats | Flights | Seats | Flights | Seats | Flights | Seats |
| 3M | MCO | 13 | 611 | 9 | 423 | 4 | 188 | 44.4% | 44.4% |
| 3M | TPA | 13 | 611 | 9 | 423 | 4 | 188 | 44.4% | 44.4% |
| AA | CLT | 203 | 19,402 | 230 | 15,728 | (27) | 3,674 | (11.7%) | 23.4% |
| AA | DCA | 85 | 5,855 | 82 | 6,232 | 3 | (377) | 3.7% | (6.0%) |
| AA | DFW | 60 | 10,320 | 90 | 9,678 | (30) | 642 | (33.3%) | 6.6% |
| AA | LGA | 56 | 4,256 | 0 | 0 | 56 | 4,256 | | |
| AA | MIA | 30 | 2,280 | 31 | 2,356 | (1) | (76) | (3.2%) | (3.2%) |
| AA | ORD | 30 | 1,961 | 30 | 1,950 | 0 | 11 | 0.0% | 0.6% |
| AA | PHL | 60 | 3,780 | 60 | 3,832 | 0 | (52) | 0.0% | (1.4%) |
| DL | ATL | 192 | 28,354 | 197 | 26,640 | (5) | 1,714 | (2.5%) | 6.4% |
| DL | DTW | 56 | 6,558 | 47 | 3,718 | 9 | 2,840 | 19.1% | 76.4% |
| DL | LGA | 78 | 5,634 | 78 | 5,766 | 0 | (132) | 0.0% | (2.3%) |
| G4 | FLL | 9 | 1,593 | 8 | 1,416 | 1 | 177 | 12.5% | 12.5% |
| G4 | PIE | 9 | 1,656 | 8 | 1,488 | 1 | 168 | 12.5% | 11.3% |
| G4 | SFB | 9 | 1,548 | 9 | 1,485 | 0 | 63 | 0.0% | 4.2% |
| LF | BNA | 0 | 0 | 22 | 660 | (22) | (660) | (100.0%) | (100.0%) |
| UA | DEN | 30 | 2,226 | 30 | 2,280 | 0 | (54) | 0.0% | (2.4%) |
| UA | EWR | 86 | 6,024 | 86 | 6,368 | 0 | (344) | 0.0% | (5.4%) |
| UA | IAH | 30 | 4,388 | 29 | 2,204 | 1 | 2,184 | 3.4% | 99.1% |
| UA | ORD | 89 | 7,618 | 82 | 6,220 | 7 | 1,398 | 8.5% | 22.5% |
| WN | ATL | 64 | 10,208 | 59 | 10,229 | 5 | (21) | 8.5% | (0.2%) |
| WN | BWI | 30 | 5,154 | 27 | 3,893 | 3 | 1,261 | 11.1% | 32.4% |
| WN | HOU | 8 | 1,272 | 4 | 572 | 4 | 700 | 100.0% | 122.4% |
| XP | HVN | 3 | 447 | 0 | 0 | 3 | 447 | | |
| XP | ILG | 3 | 567 | 0 | 0 | 3 | 567 | | |
| XP | MCO | 7 | 1,323 | 0 | 0 | 7 | 1,323 | | |
| | TOTAL | 1,253 | 133,646 | 1,227 | 113,561 | 26 | 20,085 | 2.1% | 17.7% |

Attachment

Monthly Traffic Report Greenville-Spartanburg International Airport

March 2023



| Category | Mar 2023 | Mar 2022 | Percentage Change | *CYTD-2023 | *CYTD-2022 | Percentage Change | *MOV12-2023 | *MOV12-2022 | Percentage Change |
|-------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|-------------------|
| Passenger Traffic | | | | | | | | | |
| Enplaned | 102,475 | 91,900 | 11.5% | 265,230 | 229,454 | 15.6% | 1,136,545 | 1,017,760 | 11.7% |
| Deplaned | <u>103,506</u> | <u>92,499</u> | 11.9% | <u>265,818</u> | <u>229,634</u> | 15.8% | <u>1,123,299</u> | <u>1,007,900</u> | 11.4% |
| Total | 205,981 | 184,399 | 11.7% | 531,048 | 459,088 | 15.7% | 2,259,844 | 2,025,660 | 11.6% |
| Cargo Traffic (Pounds) | | | | | | | | | |
| Express and Mail | | | | | | | | | |
| Enplaned | 727,153 | 839,174 | -13.3% | 1,893,220 | 2,259,352 | -16.2% | 8,844,441 | 10,289,902 | -14.0% |
| Deplaned | <u>1,062,421</u> | <u>1,188,041</u> | -10.6% | <u>2,983,838</u> | <u>2,979,377</u> | 0.1% | <u>13,007,115</u> | <u>12,930,917</u> | 0.6% |
| Subtotal | 1,789,574 | 2,027,215 | -11.7% | 4,877,058 | 5,238,729 | -6.9% | 21,851,556 | 23,220,819 | -5.9% |
| Freight | | | | | | | | | |
| Enplaned | 3,859,151 | 5,890,064 | -34.5% | 9,596,892 | 15,476,743 | -38.0% | 41,360,678 | 59,086,374 | -30.0% |
| Deplaned | <u>9,691,149</u> | <u>9,875,483</u> | -1.9% | <u>23,050,220</u> | <u>27,033,357</u> | -14.7% | <u>102,378,795</u> | <u>115,340,800</u> | -11.2% |
| Subtotal | 13,550,300 | 15,765,547 | -14.1% | 32,647,112 | 42,510,100 | -23.2% | 143,739,473 | 174,427,174 | -17.6% |
| Total | 15,339,874 | 17,792,762 | -13.8% | 37,524,170 | 47,748,829 | -21.4% | 165,591,029 | 197,647,993 | -16.2% |

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

| Category | Mar 2023 | Mar 2022 | Percentage Change | *CYTD-2023 | *CYTD-2022 | Percentage Change | *MOV12-2023 | *MOV12-2022 | Percentage Change |
|----------------------------|------------------|------------------|-------------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|
| Aircraft Operations | | | | | | | | | |
| Airlines | 2,554 | 2,433 | 5.0% | 6,828 | 6,752 | 1.1% | 27,526 | 27,991 | -1.7% |
| Commuter/Air Taxi | <u>447</u> | <u>666</u> | -32.9% | <u>1,342</u> | <u>2,016</u> | -33.4% | <u>6,733</u> | <u>8,973</u> | -25.0% |
| Subtotal | 3,001 | 3,099 | -3.2% | 8,170 | 8,768 | -6.8% | 34,259 | 36,964 | -7.3% |
| General Av. | 1,300 | 1,346 | -3.4% | 3,444 | 3,071 | 12.1% | 14,169 | 12,077 | 17.3% |
| Military | <u>187</u> | <u>256</u> | -27.0% | <u>586</u> | <u>601</u> | -2.5% | <u>2,539</u> | <u>2,368</u> | 7.2% |
| Subtotal | 1,487 | 1,602 | -7.2% | 4,030 | 3,672 | 9.7% | 16,708 | 14,445 | 15.7% |
| Total | 4,488 | 4,701 | -4.5% | 12,200 | 12,440 | -1.9% | 50,967 | 51,409 | -0.9% |
| Fuel Gallons | | | | | | | | | |
| General Aviation | | | | | | | | | |
| 100LL | 2,945 | 2,261 | 30.3% | 8,681 | 5,889 | 47.4% | 31,570 | 28,606 | 10.4% |
| Jet A | <u>185,854</u> | <u>193,378</u> | <u>-3.9%</u> | <u>506,609</u> | <u>464,593</u> | <u>9.0%</u> | <u>2,003,050</u> | <u>1,773,141</u> | <u>13.0%</u> |
| Subtotal | 188,799 | 195,639 | -3.5% | 515,290 | 470,482 | 9.5% | 2,034,620 | 1,801,747 | 12.9% |
| Commercial Aviation | | | | | | | | | |
| Jet A | 2,081,361 | 2,132,337 | -2.4% | 5,389,285 | 5,201,882 | 3.6% | 21,933,772 | 21,954,312 | -0.1% |
| Total | 2,270,160 | 2,327,976 | -2.5% | 5,904,575 | 5,672,364 | 4.1% | 23,968,392 | 23,756,059 | 0.9% |

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

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

March 2023



| | Mar 2023 | Mar 2022 | Percentage Change | *CYTD-2023 | *CYTD-2022 | Percentage Change |
|--------------------------|----------|----------|-------------------|------------|------------|-------------------|
| Allegiant Air | | | | | | |
| Enplanements | 3,950 | 3,308 | 19.4% | 10,638 | 9,006 | 18.1% |
| Seats | 4,650 | 3,819 | 21.8% | 13,287 | 12,180 | 9.1% |
| Load Factor | 84.9% | 86.6% | -1.9% | 80.1% | 73.9% | 8.3% |
| American Airlines | | | | | | |
| Enplanements | 36,068 | 31,177 | 15.7% | 97,837 | 78,363 | 24.9% |
| Seats | 47,462 | 36,158 | 31.3% | 128,905 | 105,407 | 22.3% |
| Load Factor | 76.0% | 86.2% | -11.9% | 75.9% | 74.3% | 2.1% |
| Delta Air Lines | | | | | | |
| Enplanements | 33,255 | 33,273 | -0.1% | 83,364 | 82,469 | 1.1% |
| Seats | 37,886 | 38,750 | -2.2% | 97,091 | 113,730 | -14.6% |
| Load Factor | 87.8% | 85.9% | 2.2% | 85.9% | 72.5% | 18.4% |
| Silver Airways | | | | | | |
| Enplanements | 722 | 546 | 32.2% | 2,358 | 771 | 205.8% |
| Seats | 828 | 668 | 24.0% | 2,996 | 1,232 | 143.2% |
| Load Factor | 87.2% | 81.7% | 6.7% | 78.7% | 62.6% | 25.8% |

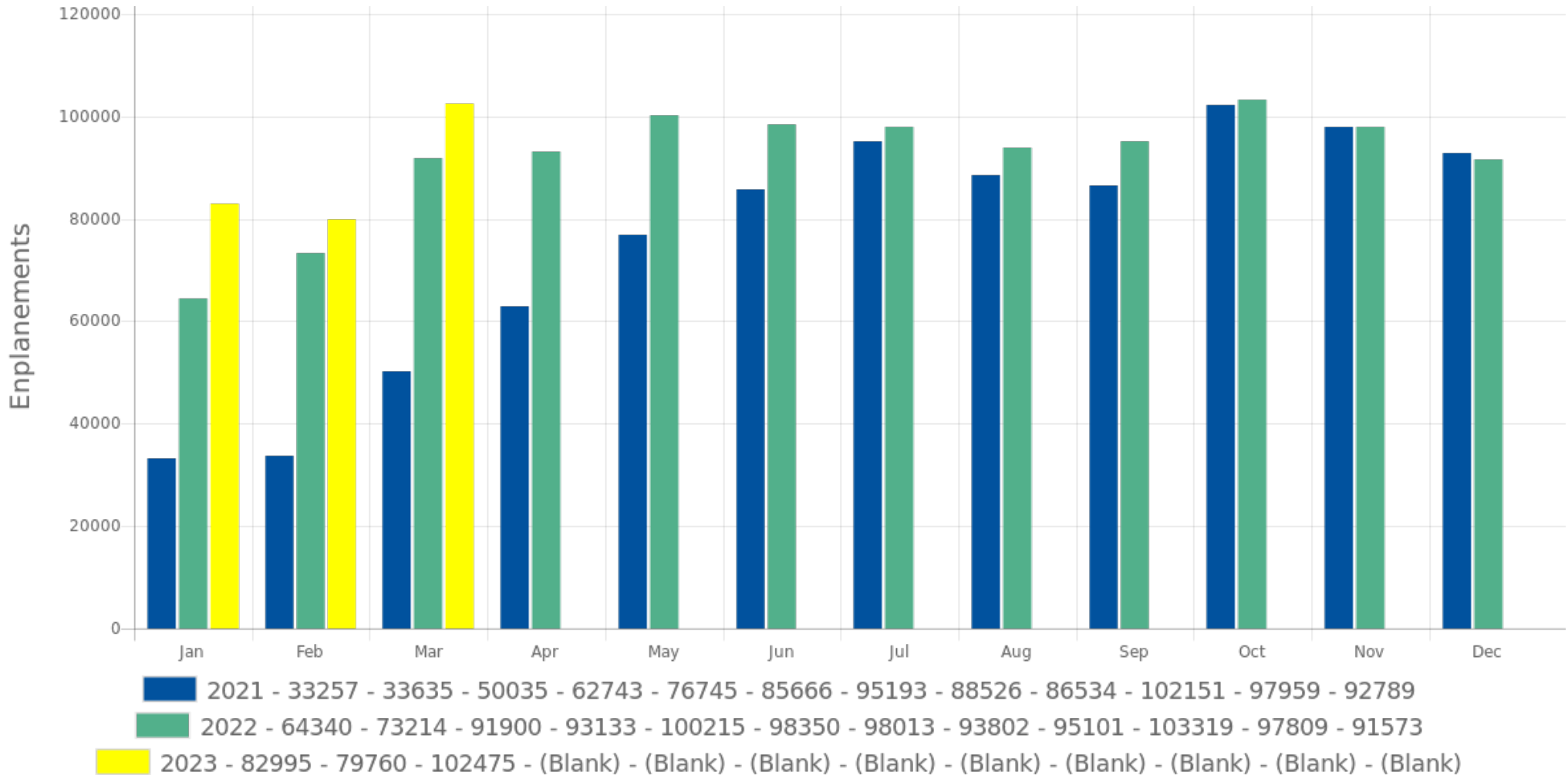
| | Mar 2023 | Mar 2022 | Percentage Change | *CYTD-2023 | *CYTD-2022 | Percentage Change |
|---------------------------|-----------------|-----------------|--------------------------|-------------------|-------------------|--------------------------|
| Southwest Airlines | | | | | | |
| Enplanements | 10,437 | 11,094 | -5.9% | 26,900 | 25,676 | 4.8% |
| Seats | 16,190 | 18,916 | -14.4% | 47,829 | 54,528 | -12.3% |
| Load Factor | 64.5% | 58.6% | 9.9% | 56.2% | 47.1% | 19.4% |
| United Airlines | | | | | | |
| Enplanements | 16,736 | 11,411 | 46.7% | 41,943 | 30,960 | 35.5% |
| Seats | 21,993 | 13,036 | 68.7% | 51,661 | 40,626 | 27.2% |
| Load Factor | 76.1% | 87.5% | -13.1% | 81.2% | 76.2% | 6.5% |
| Totals | | | | | | |
| Enplanements | 101,168 | 90,809 | 11.4% | 263,040 | 227,245 | 15.8% |
| Seats | 129,009 | 111,347 | 15.9% | 341,769 | 327,703 | 4.3% |
| Load Factor | 78.4% | 81.6% | -3.8% | 77.0% | 69.3% | 11.0% |

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

Monthly Enplanements By Year

Greenville-Spartanburg International Airport

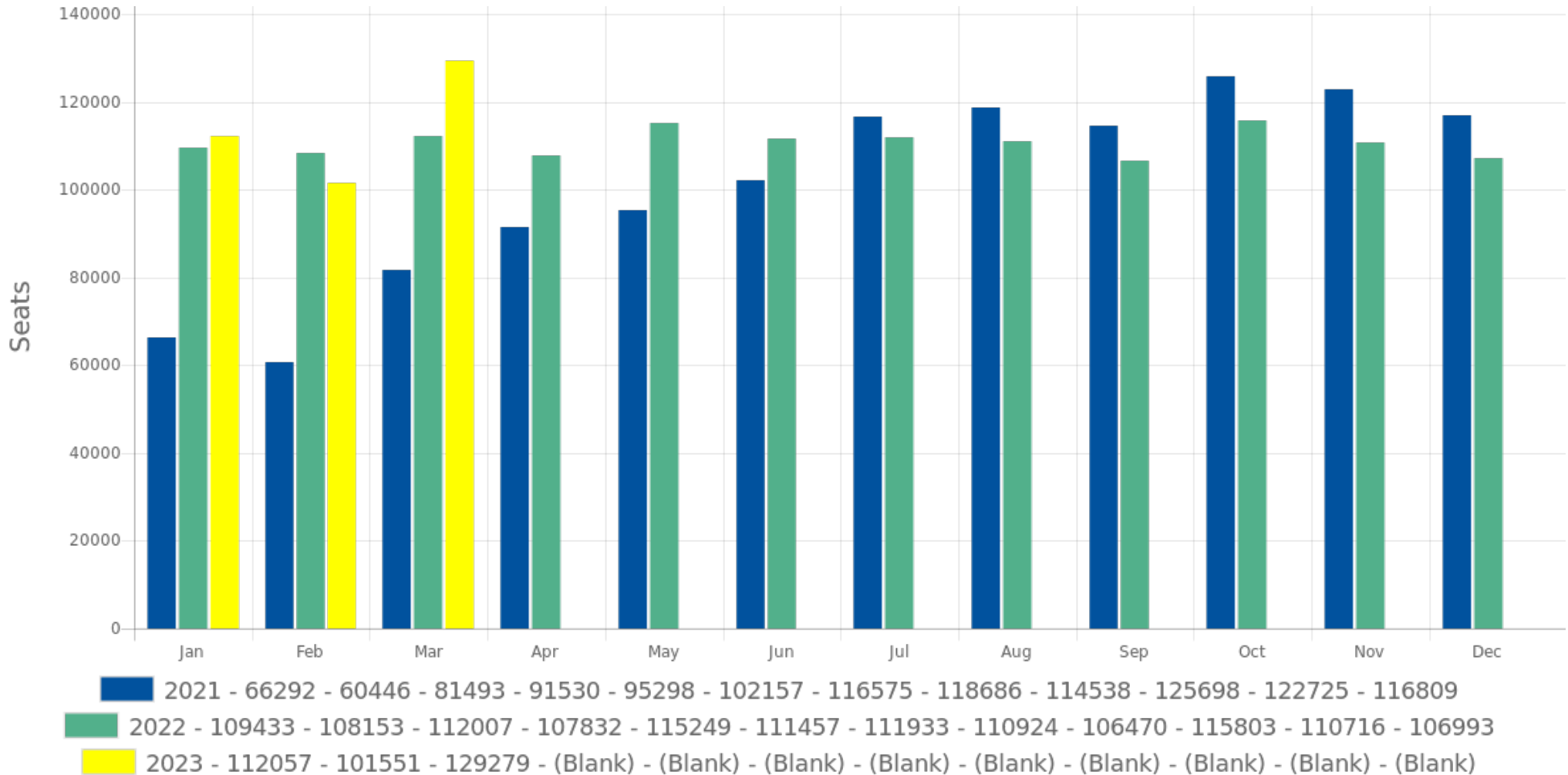
Report Period From January 2021 Through March 2023



Monthly Seats By Year

Greenville-Spartanburg International Airport

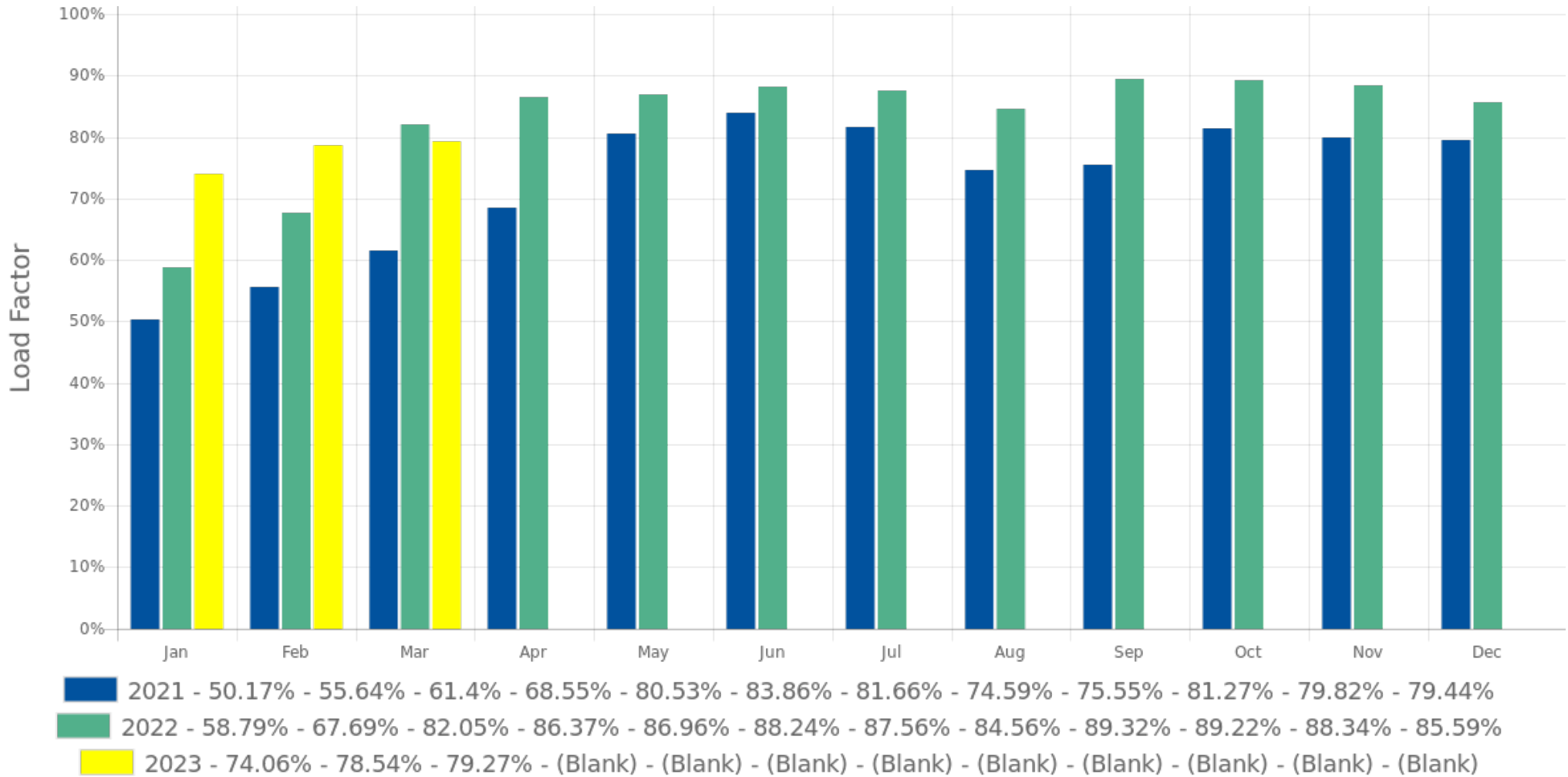
Report Period From January 2021 Through March 2023



Monthly Load Factors By Year

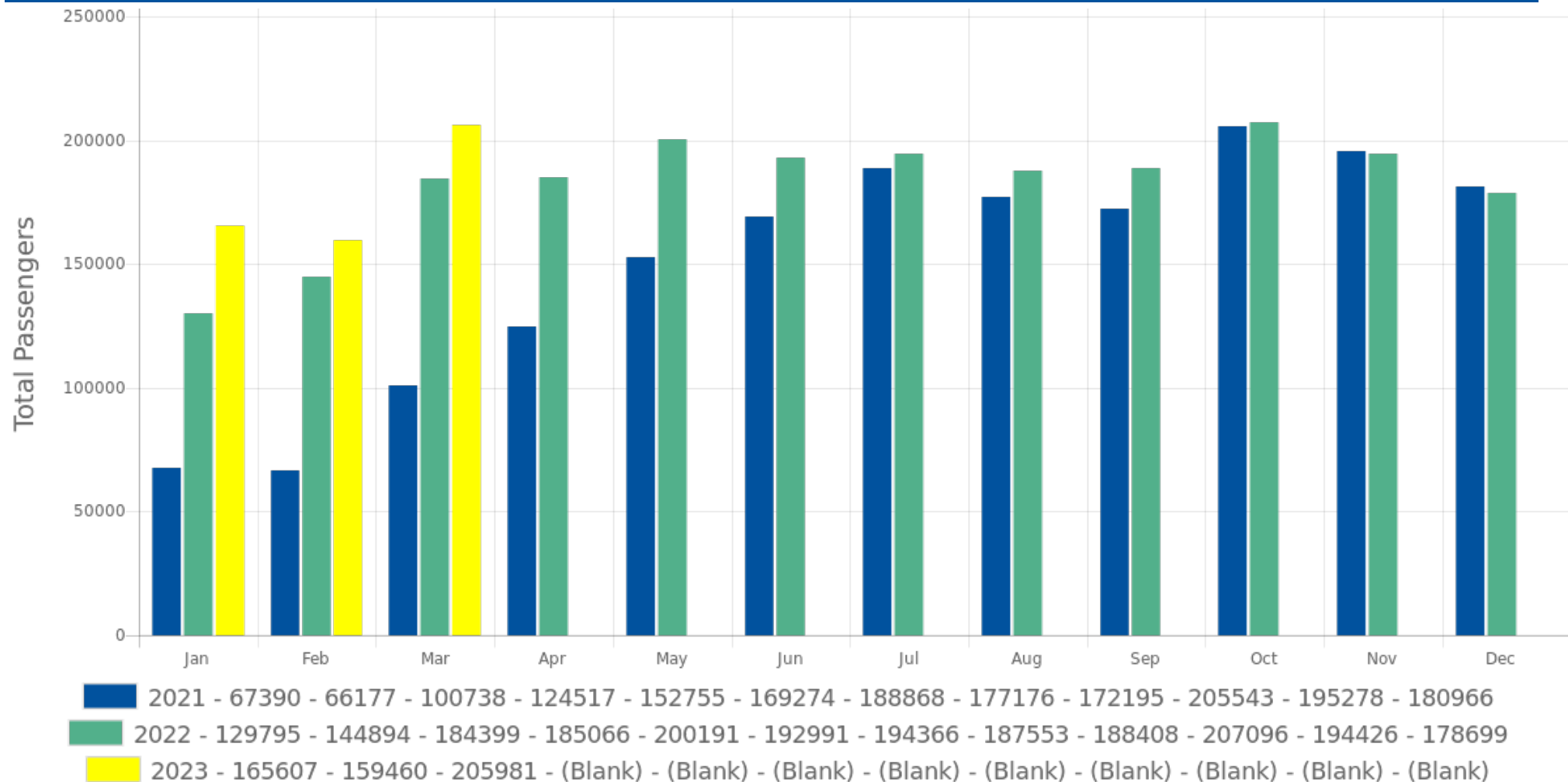
Greenville-Spartanburg International Airport

Report Period From January 2021 Through March 2023

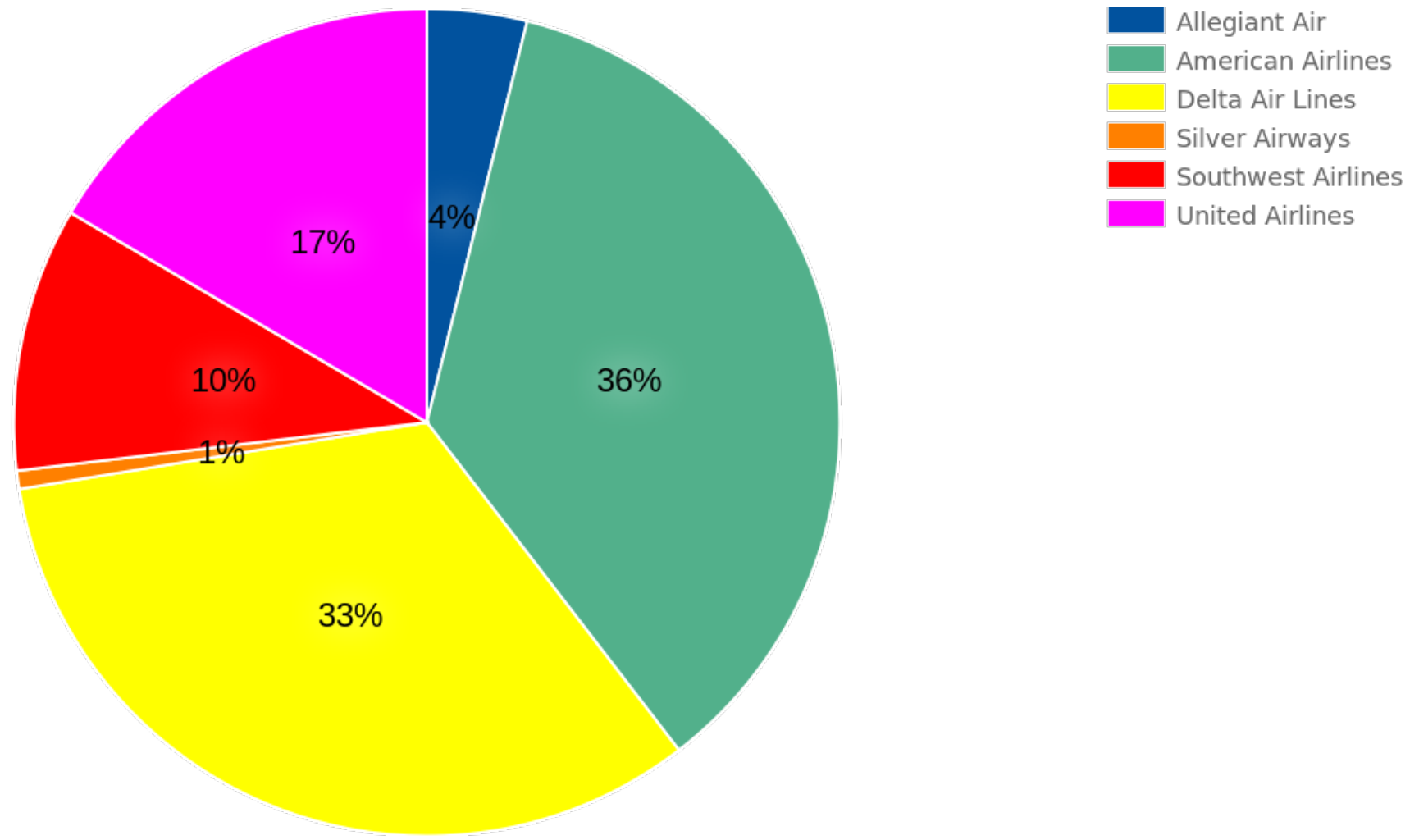


Total Monthly Passengers By Year Greenville-Spartanburg International Airport

Report Period From January 2021 Through March 2023



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



Airline Flight Completions Greenville-Spartanburg International Airport

March 2023



| Airline | Scheduled Flights | Cancellations Due To | | | | Total Cancellations | Completed Flights (%) |
|-------------------------|-------------------|----------------------|------------|---------|-------|---------------------|-----------------------|
| | | Field | Mechanical | Weather | Other | | |
| Air Atlanta Icelandic | 18 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| AIRNET | 2 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Allegiant Air | 26 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Allegiant Charter | 8 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| American Airlines | 498 | 2 | 0 | 0 | 0 | 2 | 100.2% |
| Ameriflight | 1 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Amerijet Intl | 11 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Ameristar Jet Charter | 2 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Atlas Air | 13 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Avelo Charter | 2 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Breeze Airways | 6 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Castle Aviation | 1 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Delta Air Lines | 334 | 0 | 0 | 5 | 0 | 5 | 98.8% |
| Delta Air Lines Charter | 2 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Eastern Airlines | 1 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Federal Express | 42 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Freight Runners Express | 1 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Global X Airlines | 4 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| InterJet West | 1 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Jet Blue | 0 | 0 | 0 | 0 | 0 | 0 | - |
| Kalitta Charters II | 4 | 0 | 0 | 0 | 0 | 0 | 100.0% |

| Airline | Scheduled Flights | Cancellations Due To | | | | Total Cancellations | Completed Flights (%) |
|----------------------|-------------------|----------------------|------------|----------|----------|---------------------|-----------------------|
| | | Field | Mechanical | Weather | Other | | |
| MAS Air | 26 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Royal Air Freight | 1 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Silver Airways | 20 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Southwest Airlines | 98 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Sun Country Airlines | 2 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Swift Air, LLC | 6 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| United Airlines | 211 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| UPS | 38 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| USA Jet | 9 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Total | 1,388 | 2 | 0 | 5 | 0 | 7 | 99.9% |



MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: May 15, 2023

ITEM DESCRIPTION – Information Section Item B

March 2023 – Monthly Financial Report

SUMMARY

Attached is a copy of the detailed financial report for March 2023.

Operating Income was up by **1.3%** when compared to the budget for Year-to-Date March 2023. Operating Expenses were down by **9.0%** when compared to the budgeted amount for the period. Net operating income was up by **39.8%** when compared to the budget through March 2023. For the period ending March 2023, which represents nine (9) months of the fiscal year, a total of about **\$12.46 million** has been returned to the bottom line in operating income.

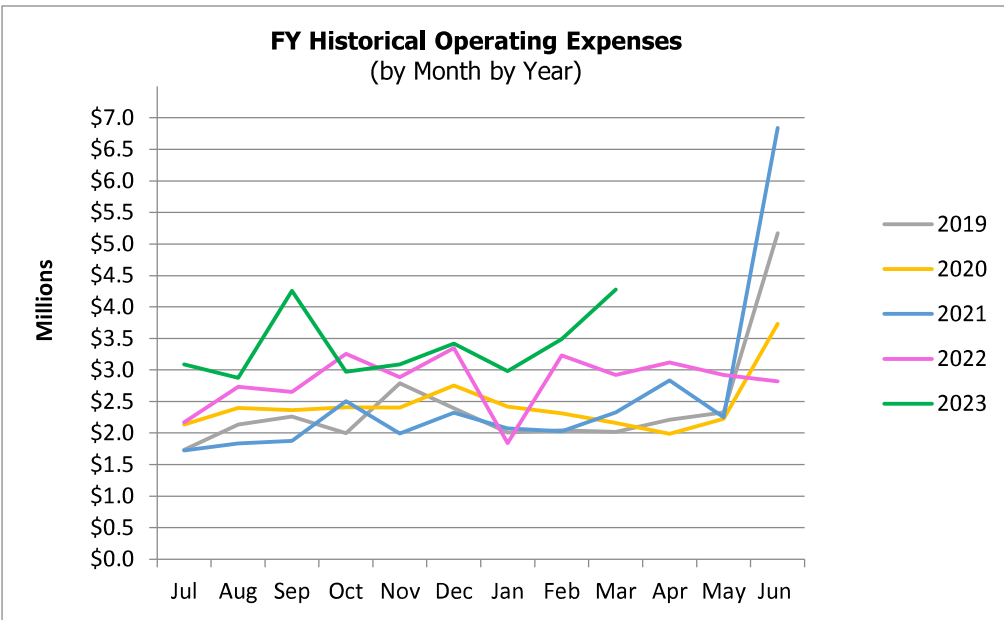
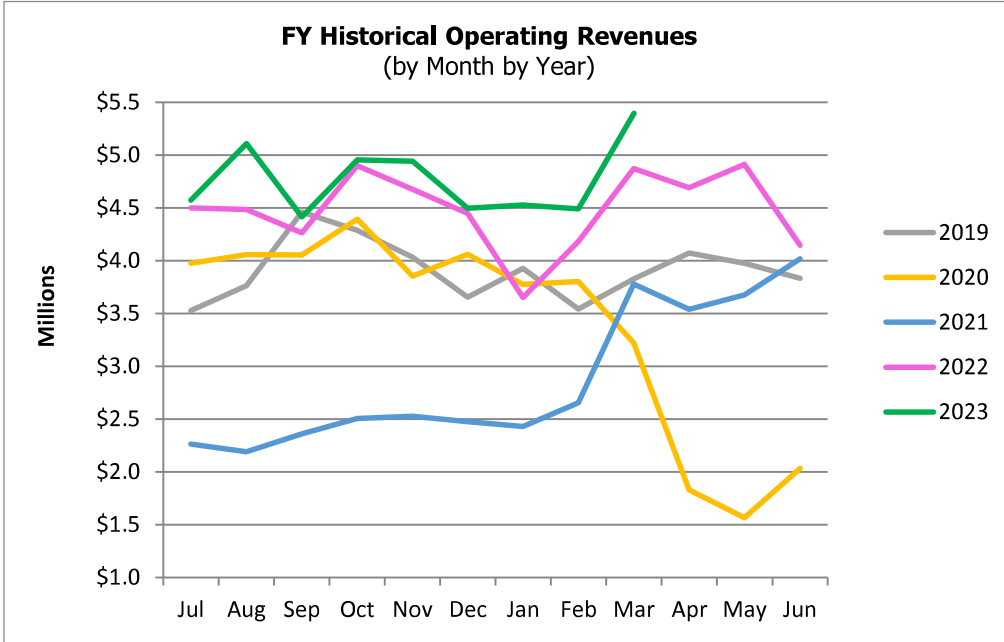
Please recognize that this is a preliminary report, unaudited, and only represents *nine months* of activity resulting in variances from budget which can be quite volatile.

March 31, 2023 FINANCIAL STATEMENT PACKAGE

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

| | Current FY 3/31/2023 | Prior FY 3/31/2022 | |
|---|---------------------------------|-------------------------------|------|
| Assets | | | |
| Cash Accounts | 49,138,680 | 53,133,305 | |
| Investments-Airport | 37,984,619 | 37,808,777 | |
| Accounts Receivable | 2,598,733 | 3,522,593 | |
| Less: Reserve for Doubtful Accounts | (149,500) | (149,500) | |
| Net Accounts Receivable | 2,449,233 | 3,373,093 | |
| | | | |
| Leases Receivable | 38,541,080 | - | (bb) |
| Inventory | 826,625 | 816,872 | |
| Prepaid Insurance | 491,381 | 561,260 | |
| Notes Receivable-RAC District Funds | 58,942 | 310,770 | |
| Lease Assets | 1,606,198 | - | |
| Less: Accumulated Amortization | (308,194) | - | |
| Net Lease Assets | 1,298,004 | - | (bb) |
| Property, Plant & Equipment (PP&E) | 535,719,778 | 502,592,830 | (cc) |
| Less: Accumulated Depreciation | (199,601,663) | (197,313,834) | |
| Net PP&E | 336,118,114 | 305,278,995 | |
| TOTAL ASSETS | 466,906,678 | 401,283,073 | |
| 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 | 9,163,816 | 6,863,737 | (aa) |
| TD Bank Long Term Debt | 30,625,000 | 32,375,000 | |
| SCRS Pension Liability | 19,460,302 | 24,412,564 | |
| Benefit Liability | 4,091,497 | 4,040,339 | |
| Lease Liabilities | 1,320,977 | - | (bb) |
| TOTAL LIABILITIES | 64,661,592 | 67,691,640 | |
| LESS: Deferred Inflows of Resources | | | |
| Deferred Revenues | 42,149,444 | 1,205,468 | |
| TOTAL DEFERRED INFLOWS OF RESOURCES | 42,149,444 | 1,205,468 | |
| NET POSITION | | | |
| Invested in Capital Assets, Net of Related Debt | 305,470,142 | 272,903,995 | |
| Restricted | | | |
| Contract Facility Charge | 16,585,916 | 12,764,330 | |
| Passenger Facility Charges | 10,684,048 | 6,049,058 | |
| Total Restricted: | 27,269,964 | 18,813,387 | |
| Unrestricted | 32,455,541 | 47,490,681.27 | |
| TOTAL NET POSITION | 365,195,646 | 339,208,064 | |

**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
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION**

| | <-----FISCAL YEAR TO DATE-----> | | | | March 31, 2022 Prior YTD |
|----------------------------------|---------------------------------|--------------------------|---------------------------|-----------------------|-----------------------------|
| | March 31, 2023 Actual | March 31, 2023 Budget | Actual-Budget | % Change | |
| Operating Revenue | | | | | |
| Landing Area: | | | | | |
| Landing Fees | 2,107,561 | 2,214,683 | (107,122) | (4.8) % | 2,201,563 (a) |
| Aircraft Parking Fees | 370,298 | 320,250 | 50,048 | 15.6 % | 339,617 (b) |
| Subtotal Landing Area | <u>2,477,859</u> | <u>2,534,933</u> | <u>(57,074)</u> | <u>(2.3) %</u> | <u>2,541,180</u> |
| Space and Ground Rentals | 10,513,700 | 10,037,597 | 476,103 | 4.7 % | 10,074,005 (c) |
| Auto Parking | 12,429,508 | 11,508,799 | 920,709 | 8.0 % | 10,522,574 (d) |
| Commercial Ground Transportation | 376,121 | 359,593 | 16,528 | 4.6 % | 285,973 |
| Concessions: | | | | | |
| Advertising | 342,510 | 381,840 | (39,330) | (10.3) % | 263,810 (e) |
| Food & Beverage | 221,431 | 183,326 | 38,105 | 20.8 % | 135,328 |
| Rental Car | 3,294,181 | 3,019,846 | 274,335 | 9.1 % | 3,100,809 (f) |
| Retail | 413,555 | 354,750 | 58,805 | 16.6 % | 351,910 (g) |
| Retail - Automated | 72,562 | 44,478 | 28,084 | 63.1 % | 38,310 |
| Subtotal Concessions | <u>4,344,239</u> | <u>3,984,240</u> | <u>359,999</u> | <u>9.0 %</u> | <u>3,890,167</u> |
| Expense Reimbursements | 1,504,329 | 1,326,885 | 177,444 | 13.4 % | 1,471,728 (h) |
| Other Income | 248,579 | 144,065 | 104,514 | 72.5 % | 204,635 (i) |
| Other-Aviation Services | 4,019,974 | 5,380,751 | (1,360,777) | (25.3) % | 4,183,271 (j) |
| Gross Profit on Fuel Sales | 4,465,485 | 4,510,873 | (45,387) | (1.0) % | 4,768,213 (k) |
| Gross Profit on Restaurant Sales | 2,531,605 | 2,572,808 | (41,203) | (1.6) % | 2,037,791 (l) |
| Total Operating Revenue | <u>42,911,400</u> | <u>42,360,544</u> | <u>550,855</u> | <u>1.3 %</u> | <u>39,979,538</u> |
| Operating Expenses | | | | | |
| Salaries & Benefits | 18,119,363 | 18,739,980 | (620,617) | (3.3) % | 14,706,502 (m) |
| Professional Services | 329,924 | 615,677 | (285,753) | (46.4) % | 673,034 (n) |
| Promotional Activities | 462,365 | 610,096 | (147,731) | (24.2) % | 420,639 (o) |
| Administrative | 2,398,180 | 2,679,384 | (281,203) | (10.5) % | 1,610,327 (p) |
| Insurance | 900,375 | 900,375 | - | 0.0 % | 783,308 |
| Contractual Services | 3,998,121 | 5,277,022 | (1,278,901) | (24.2) % | 3,452,586 (q) |
| Rentals and Leases | 303,332 | 364,174 | (60,842) | (16.7) % | 324,028 (r) |
| Repairs and Maintenance | 760,831 | 900,468 | (139,636) | (15.5) % | 577,980 (s) |
| Supplies and Equipment | 1,495,479 | 1,707,506 | (212,027) | (12.4) % | 1,136,360 (t) |
| Utilities | 1,687,346 | 1,656,503 | 30,843 | 1.9 % | 1,363,467 |
| Total Operating Expenses | <u>30,455,316</u> | <u>33,451,183</u> | <u>(2,995,867)</u> | <u>(9.0) %</u> | <u>25,048,232</u> |
| NET OPERATING INCOME | <u>12,456,084</u> | <u>8,909,361</u> | <u>3,546,723</u> | <u>39.8 %</u> | <u>14,931,306</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 |
| 2,891,426 | Trade A/P, varies monthly, includes year end accruals |
| 2,382,129 | Year End Payroll, Vacation & Sick Benefits accrual |
| 569,788 | Security Deposits |
| 236,272 | RAC True-up |
| 911,724 | Food & Beverage |
| 5,897 | Other |
| <u>9,163,816</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 \$62K 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) **Aircraft Parking Fees** - Commercial Aviation parking \$48K favorable to budget
- (c) **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
- (d) **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
- (e) **Advertising** - Advertising space \$39K unfavorable to budget due to vacant Ad spaces
- (f) **Rental Car** Rental Car is favorable to budget due to the following:
 - AVIS, Enterprise and National \$321K favorable to budget
- | | <u>Actual YTD</u> | <u>Budget YTD</u> | <u>Diff</u> |
|--------------|-------------------|-------------------|-------------|
| AVIS | \$ 566,897 | \$ 528,232 | \$ 38,665 |
| Budget | 526,806 | 560,916 | (34,110) |
| Enterprise | 694,210 | 557,049 | 137,162 |
| Hertz | 513,669 | 526,549 | (12,880) |
| National | 989,557 | 844,097 | 145,461 |
| GA | <u>3,041</u> | <u>3,004</u> | <u>38</u> |
| TOTAL | \$ 3,294,181 | \$ 3,019,846 | \$ 274,335 |
- (g) **Retail** - Retail \$59K favorable to budget
- (h) **Expense Reimbursements** Expense Reimbursements Income is favorable to budget due to the following:
 - Shared Tenant Services favorable to budget due to payment in full of \$107K unbudgeted American Ticket kiosk project
 - Utility reimbursement \$27K greater than budget

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

- (i) **Other Income** Other Income is favorable to budget due to the following:
- Fuel Admin Fees \$12K favorable to budget: increase in global fuel price per gallon
 - GSP PD Parking tickets \$19K not budgeted
 - ID Cards/Fingerprinting \$24K greater than budgeted: concession employee turnovers and non-returned badge fees
- (j) **Other-Aviation Services** Other-Aviation Services is unfavorable to budget due to the following:
- 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 \$1.6M.
 - Reimbursement Service Program \$93K favorable to budget on CBP services
 - A/C Ground Handling-Pax \$63K favorable to budget
 - Ground A/C Handling Cargo \$90K favorable to budget
 - GSE Lease/Usage \$43K favorable to budget
- (k) **Gross Profit on Fuel Sales** Fuel Sales unfavorable to budget due to the following:
- Commercial Fuel Intoplane fees \$45K unfavorable to budget due to no freighters and fewer hotshots
- (l) **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 which ceased operations January 2023; RJ Rockers opened January 31st.
- (m) **Salary & Benefits** - Less employees (231) than budgeted (251) and under-utilized merit and EIPP
- (n) **Professional Services** Professional Services is favorable to budget due to the following:
- Consulting fees \$227K 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 \$45K favorable to budget
 - Audit \$10K favorable to budget due to invoice timing
- (o) **Promotional Activities** Promotional Activities is favorable to budget due to the following:
- Advertising expense \$64K favorable to budget due to timing; American Airlines' new service to NYC advertising campaign begins in March
 - General marketing expenses \$61K favorable to budget due to invoice timing
 - Special Events \$25K favorable to budget due to invoice timing
- (p) **Administrative** Administrative is favorable to budget due to the following:
- Corporate Function \$67K favorable to budget
 - Credit Card Processing \$91K unfavorable to budget due to higher than expected parking revenue
 - Dues & Subscriptions \$35K favorable to budget
 - Payroll Service \$39K unfavorable to budget
 - Recruiting \$139K unfavorable to budget due to the executive staff turnovers
 - Travel/Training \$324K favorable to budget due to executive staff turnovers and vacancies
 - Pagers & Cell Phones \$23K favorable to budget
 - Uniforms \$30K favorable to budget
 - Independent Contractor \$80K favorable to budget due to lesser additional need for cargo operations
- (q) **Contractual Services** Contractual Services is favorable to budget due to the following:
- Centralized Receiving & Distribution \$105K unfavorable to budget as the regular monthly contract is \$10K higher than the monthly budgeted amount
 - Computer-annual contracts \$25K unfavorable to budget
 - Janitorial Services \$188K 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; \$859K less than budgeted
 - Miscellaneous \$173K favorable to budget, primarily food & beverage contracts and services
 - Radio Service \$12K favorable to budget
 - Snow Removal \$60K favorable to budget as we had no snow events this year
 - Service Agreements \$94K favorable to budget
 - Reimbursement Service Program \$23K unfavorable to budget on CBP services (billable)

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

- (r) **Rentals & Leases** - Equipment \$61K favorable to budget mostly due to ARFF using a donated school bus to burn in their exercise rather than leasing the training aide
- (s) **Repairs & Maintenance** Repair & Maintenance is favorable to budget due to the following:
- Boarding Bridges \$12K favorable to budget
- Building \$44K favorable to budget
- Equipment \$49K favorable to budget
- Fuel Truck \$15K favorable to budget
- Security System \$19K favorable to budget
- (t) **Supplies & Equipment** Supplies & Equipment is favorable to budget due to the following:
- Cleaning/Janitorial \$28K favorable to budget
- Computer-Equip/Supplies \$59K unfavorable to budget
- Computer-Software \$37K favorable to budget due to park assist upgrade not executed until early 2023
- Fuel-Vehicles \$137K favorable to budget - inventory true up is done at year end
- Painting \$18K favorable to budget
- Paper \$42K unfavorable to budget
- Tires \$21K favorable to budget
- Tools & Hardware \$22K favorable to budget
- Cargo Dunnage \$39K favorable to budget
- Office Supplies \$17K favorable to budget

GREENVILLE SPARTANBURG AIRPORT DISTRICT
Other Operating and Maintenance Reserve Funds

| | FY \$ Amount Authorized | Estimated Cost |
|---|------------------------------------|---------------------------|
| Emergency Repair/Replacement/Operations Fund 6185 Cerulean Cargo-Multiple ball transfer | \$ 500,000 | \$ 43,405 |
| | | \$ 43,405 |
| Uncommitted Balance | \$ 456,595 | |
| Business Development Obligations/Incentives 6186 Avelo Air Service | \$ 500,000 | \$ 250,000 |
| | | \$ 250,000 |
| Uncommitted Balance | \$ 250,000 | |
| Contingency Fund (Operational & Capital) | \$ 1,000,000 | |
| | | \$ - |
| Uncommitted Balance | \$ 1,000,000 | |

GREENVILLE SPARTANBURG AIRPORT DISTRICT

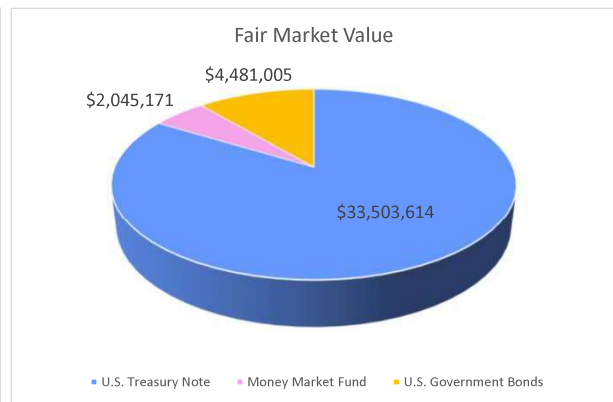
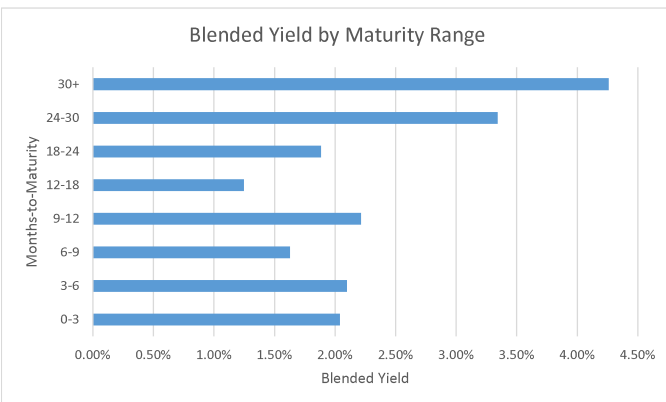
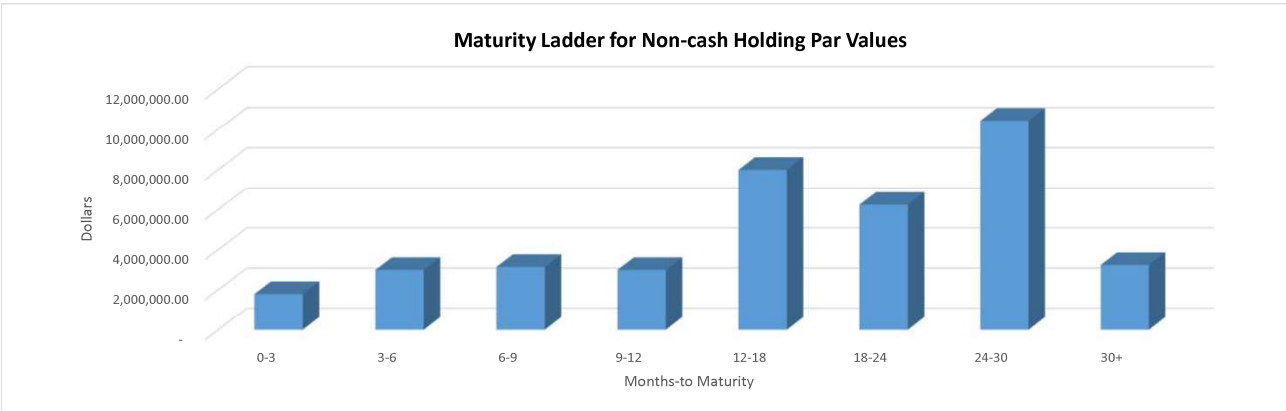
Investment Holdings Summary

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 | \$ 35,531,466 | \$ 34,400,000 | \$ 33,503,614 |
| Government Bonds | \$ 4,503,220 | \$ 4,500,000 | \$ 4,481,005 |
| Money Market Funds | \$ 2,045,171 | \$ 2,045,171 | \$ 2,045,171 |
| Total | \$ 42,079,857 | \$ 40,945,171 | \$ 40,029,789 |

(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: 4/24/2023

| Project Type | Project name | Vendor Name | Date | Amount |
|------------------------------|---|------------------------------|-----------|--------------|
| Capital Improvement | Cargo Apron Phase 2: Construction Administration | Wk Dickson | 3/16/2023 | 10,132.15 |
| Capital Improvement | FY2023 Closure of Stevens Road: Design | Wk Dickson | 3/15/2023 | 12,637.00 |
| Capital Improvement | Airfield Pavement Improvements Program Priority 2 & 4 - Construction: Construction Administration | Wk Dickson | 3/15/2023 | 13,630.00 |
| Capital Improvement | FY2023 Parking Garage C - Preconstruction Services | Aiken Cost Consultants, Inc. | 3/22/2023 | 14,040.00 |
| Capital Improvement | FY2023 Parking Garage C - Preconstruction Services: Construction | Mcmillan Pazdan Smith | 3/31/2023 | 14,850.00 |
| Capital Improvement | Fuel Farm Expansion-2021: Construction | Cely Construction Company | 3/29/2023 | 16,667.00 |
| Capital Improvement | Airfield Pavement Improvements Program Priority 2 & 4 - Construction: RPR | Mcmillan Pazdan Smith | 3/31/2023 | 18,982.07 |
| Capital Improvement | Airfield Pavement Improvements Program Priority 2 & 4 - Construction: RPR | Mcmillan Pazdan Smith | 3/29/2023 | 20,228.87 |
| Capital Improvement | FY2023 FBO Terminal Expansion Project - Construction Phase: Programming | Kimley- Horn And Associates | 3/27/2023 | 23,600.00 |
| Capital Improvement | FY2023 Correct RGL MOS - Design Phase: Design | Kimley- Horn And Associates | 3/29/2023 | 24,375.00 |
| Capital Improvement | Terminal Landside Roadway Improvements: Construction Administration | Kimley- Horn And Associates | 3/22/2023 | 24,795.00 |
| Capital Improvement | FBO Expansion - Design: Design | Mcmillan Pazdan Smith | 3/29/2023 | 26,500.00 |
| Capital Improvement | Campus Signage Program - Phase 2 Construction: Construction | Mavin Construction | 3/31/2023 | 27,097.99 |
| Capital Improvement | Security Access Control Project | A3 Communications, Inc. | 3/31/2023 | 32,562.39 |
| Capital Improvement | General Aviation Hangar Facility (Hangar (25,000 s.f.) Office (5,000 s.f.): Construction | Myers & Chapman, Inc. | 3/31/2023 | 291,505.92 |
| Capital Improvement | General Aviation Hangar Facility (Hangar (25,000 s.f.) Office (5,000 s.f.): Construction | Myers & Chapman, Inc. | 3/30/2023 | 365,710.80 |
| Capital Improvement | Airfield Pavement Improvements Program Priority 2 & 4 - Construction: Construction | Hi-Way Paving, Inc. | 3/22/2023 | 751,095.93 |
| Professional Service Project | GIS System Upgrade: Design | Mcfarland Johnson | 3/22/2023 | 15,404.20 |
| Renewal & Replacement | FY2023 FedEx Roof - Removal and Replacement - Priority 1B - Cost Center 41 | Rike Roofing Services | 3/29/2023 | 222,894.97 |
| Small Capital & Equipment | FY2023 Common Use Equipment | Dell Marketing L.P. | 3/31/2023 | 20,152.80 |
| Sum Total | | | | 1,946,862.09 |



MEMORANDUM

TO: Members of the Airport Commission

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

DATE: May 15, 2023

ITEM DESCRIPTION – Information Section Item C

April 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 Close Out; Apron in Construction Phase
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 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.

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 – Construction Phase

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 – Procurement Phase

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

Estimated Completion Date – Construction in Fall 2024

Design is in the final phases and is led by McMillan Pazdan Smith. Turner was selected as the construction manager for this project. Turner recently submitted a GMP which is significantly over budget. Staff is evaluating next steps to deliver this project.

Cargo Ramp Phase 2:

Status – Construction 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 2023 Commission meeting. Webber, LLC has been awarded the contract for construction. Construction is underway and is expected to 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 competitive bid. Rike Roofing is the contractor and work is wrapping up.

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 in the final stages and will be completed before the end of the fiscal year.

Runway Guard Lights (RGL) Modification Project:

Status – Procurement 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 are complete, and procurement is underway. Construction will be budgeted for FY24.

Parking Garage C & CONRAC Facility:

Status – Procurement Phase

Project Budget – \$114,000,000

Estimated Completion Date – TBD

This project includes the design and construction of a new combined public parking and rental car ready/return garage. The design was led by LS3P. Due to the COVID-19



impacts on the airport and the travel industry, this project was deferred until recently. A RFQ/RFP for a Construction Manager as Constructor was prepared, and procurement is underway.

The following project was put on hold due to COVID-19 and the financial impacts caused by the downturn in passenger traffic. The project is planned to be restarted in FY24.

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 was put on hold due to COVID-19 impacts. The project is proposed to be part of the FY24 capital budget.



MEMORANDUM

TO: Members of the Airport Commission

FROM: Tom Tyra, Vice President/CMCO

DATE: May 15, 2023

ITEM DESCRIPTION – Information Section Item D

April 1 – April 30, 2023 – Communications Status Report

SUMMARY

News Stories ~ Broadcast, Print and Online 4/1/23 through 4/30/23:

A.P. Moller - Maersk launches new US-China air cargo link

Air Freight News: [A.P. Moller - Maersk launches new U.S.-China air cargo link | Air Freight News](#)

UBJ: [A.P. Moller-Maersk Air Cargo introduces two weekly flights between Greenville and China - UPSTATE BUSINESS JOURNAL](#)

WSPA: [GSP Airport continues to add international cargo flights \(wspa.com\)](#)

GSA Business Report: [Maersk to launch air cargo flights from Greenville-Spartanburg to China > SC Biz News](#)

GSP adds Thanks Again

Airport Experience News: [GSP Adds Thanks Again - Airport X \(airportxnews.com\)](#)

Fox Carolina: [Greenville Spartanburg Airport offering rewards with loyalty program \(foxcarolina.com\)](#)

Avelo announces 3rd new route out of GSP Airport

WSPA [Avelo announces 3rd new route out of GSP Airport \(wspa.com\)](#)

Post & Courier: [Greenville-Spartanburg airport adds service to Delaware | Greenville Business | postandcourier.com](#)

Yahoo, and several other media outlets: [South Carolina Airport Named Best Small Airport In North America](#)

GVLtoday: [Customers love GSP, with five awards to prove it](#)



Where are AVs heading next

Forbes: [Where Are AVs Heading Next? \(forbes.com\)](#)

Reach of GSP Media Coverage

322,331,149

Airport Digital and Social Media 4/1/23-4/30/23:

Website

Sessions – 84,037

New Users –61347

Page Views –336,791

Facebook

Total followers –16,132

New followers –180

Page Views –23,431

Reach –984,465

Post Engagements –99,303

Instagram

Total Reach –208,339

Total Impressions –13,907

Followers –3,704

New followers –104

Twitter

Impressions –5,698

Visits –967

Followers –6,644

New followers – -17

Mentions –33

Top Performing Social Media Posts

Top Twitter Post

Top Tweet earned 2,158 impressions

Beginning April 2023! New Nonstop Flights!
Traveling from Greenville to Spartanburg
has never been easier!

#flygsp pic.twitter.com/FILPjkWrtZ



↳ 2 ↻ 2 ❤️ 18

View Tweet activity

View all Tweet activity

Top Instagram Post





Top Facebook Post:

Greenville-Spartanburg International Airport
Published by Courtney Myers · April 1 · 🌐

Beginning April 2023! New Nonstop Flights! Traveling from Greenville to Spartanburg has never been easier!
#flygsp

Now Offering
Nonstop Flights
between
Greenville & Spartanburg
Beginning Monday, April 31



Marketing Event Summary

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.

American Airlines Service Launch

Status – Scheduled

Communications Budget - \$1,000

Completion Date: May 5, 2023

American Airlines will launch new nonstop service to New York’s LaGuardia Airport on May 5. A gate celebration and advertising will accompany this announcement.

South Carolina Vehicle Suppliers Association Conference

Status – Scheduled

Communications Budget - \$500

Completion Date: May 11, 2023

Air Service staff will attend a one-day gathering of vehicle suppliers in Greenville, SC in pursuit of expanded air cargo opportunities.



South Carolina Battery Symposium 2023

Status – Scheduled

Communications Budget - \$200

Completion Date: May 16-17, 2023

Air Service staff will attend this two-day gathering of vehicle battery makers in Greenville, SC in pursuit of expanded air cargo opportunities.

CNS Partnership Conference (Air Cargo)

Status – Scheduled

Communications Budget - \$2,500

Completion Date: June 6, 2023

Air Service staff will attend the CNS Partnership Conference in Miami, FL from June 4-6, 2023. Meetings with airlines and freight forwarders will be arranged in pursuit of expanded cargo opportunities.

Avelo Airlines Service Launch #1

Status – Scheduled

Communications Budget - \$1,000

Completion Date: June 7, 2023

Avelo Airlines will launch new nonstop service to Orlando, FL on June 7, 2023. A gate celebration and advertising will accompany this announcement.

ACI Jumpstart Air Service Conference

Status – Registered to attend

Communications Budget - \$3,000

Completion Date: June 14, 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.



Avelo Airlines Service Launch #2

Status – Scheduled

Communications Budget - \$1,000

Completion Date: June 22, 2023

Avelo Airlines will launch new nonstop service to New Haven, CT and Wilmington, DE on June 22, 2023. A gate celebration and advertising will accompany this announcement.

Greer Arts and Eats Festival 2023

Status – Scheduled

Communications Budget - \$3,000

Completion Date – October 7, 2023

Communications staff will host a display at this annual festival in Greer, SC. We will promote new air service and amenities available at GSP.

Fall for Greenville 2023

Status – Scheduled

Communications Budget - \$7,500

Completion Date – October 13-15, 2023

Communications staff will host a display at this annual festival in Greenville, SC. We will promote new air service and amenities available at GSP.

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: May 15, 2023

ITEM DESCRIPTION – Information Section Item E

April 2023 – Commercial Business Report

Checkpoint Mail Kiosk:

Status – Staff has elected to move forward with Flippit Corp. to provide checkpoint mail services to the travelers of GSP. The next steps include a walkthrough of the airport and checkpoints to determine best locations for kiosks and office space and coordinate with TSA on procedures for the new service. 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 – No change in 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 – TBD according to BMW

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. BMW is negotiating the final cost for additional construction items not in the original scope with the contractor which is impacting the completion of the punch list items.

Palmetto Sites Program:

Status – No Change in status. Presented an overview of the program to the Commission on March 27, 2023

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 – TBD after conversations and planning with SSG and Project Team.

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.

Pursuant to the presentation, the following next steps are being worked on:

1. Complete outstanding items on Due Diligence Plan
 - Boundary Survey for Tracts
 - Title Search*
2. SSG will list our Tracts with Certified Designation on “Locate SC” Website
3. Coordinate assessments/surveys for remaining Tracts B, D, E, H, and I as needed.



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 – Draft agreement has been sent to T-Mobile for review and signature. Three-year term with two one-year options; \$30,000 per year annual fee escalated by 3% each year. No other significant terms and conditions.

T-Mobile will Supplement wireless telecommunication service by installing and operating wireless communications facilities consisting of a Wireless Distributed Radio System ("DRS") with Service Node(s), Radio Nodes, and any necessary LAN equipment required for DRS connectivity.

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 – Negotiations are ongoing with FedEx.

Project Budget – Not Applicable.

Estimated Completion Date – Pushed to June 30, 2023

Pursuant to District policy, this lease will be a triple-net lease. Next steps to include completion of negotiations.



MEMORANDUM

TO: Members of the Airport Commission

FROM: Kelly Dawsey, Vice President/CHRO

DATE: May 15, 2023

ITEM DESCRIPTION – Information Section Item F

April 2023 – OSHA Recordable Injury Report

SUMMARY

Monthly Activity April 30, 2023

- 0 OSHA Recordable Injuries

2023 Calendar Year-to-Date

- 3 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 |



MEMORANDUM

TO: Members of the Airport Commission

FROM: Zach Salvato, Vice President/CIO

DATE: May 15, 2023

ITEM DESCRIPTION – Information Section Item G

April 2023 – Information Technology Status Report

SUMMARY

IT Master Plan

Status – On-Site Interviews

Project Budget - \$160,000

Estimated Completion Date – December 2023

The overall objective of this project is to develop and articulate a strategic plan around emerging technology that is specific to the airport industry and enhances the curb-to-gate passenger experience.

The committee held a final selection meeting on Wednesday April 12, 2023, and agreed to recommend The JW Group as the top candidate to proceed with. Due to the fiscal impact being greater than the approved budget amount, the recommendation was presented to the President/CEO to approve the increase of this CIP item to \$165,000. This increase included a 10% contingency to account for additional travel expenses or unforeseen project costs. President/CEO approved moving forward with the JW Group as recommended and approved a project budget of \$160K with the balance of \$85K being funded from District Contingency funds.

Common-Use Ticket Counter and Self-Service Kiosk

Status – Installation

Project Budget - \$750,000

Estimated Completion Date – June 2023

The objective of this project is to help facilitate overall passenger processing at both the ticket counter and in the ticket lobby area.

All V1 and V4 kiosks have been installed in the lobby and ticket counter area. American, Delta, and Southwest are working in some capacity.

- AA - boarding pass printing only until new cuss applet version rolls out this year
- DL - boarding pass printing only, they are working on getting tagging enabled.
- WN - fully functional
- UA - no show

We will soft launch in the month of May and work with the Communications team to provide an official announcement once the user acceptance testing has been completed.

