



# GSP COMMISSION MEETING

September 11, 2023



## **AGENDA**

Greenville-Spartanburg Airport Commission Regular Meeting  
Greenville-Spartanburg International Airport Commission Boardroom  
Monday, September 11, 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 July 10, 2023 Regular Meeting Minutes ([document](#))
- B. Approval of the Greenville-Spartanburg Airport Commission Meeting Dates and Times for Calendar Year 2024 ([document](#))
- C. Appointment of Dean Hybl as a Member to the Airport Environs Planning Commission ([document](#))

III. PRESENTATIONS:

- A. Landscape Lighting Project ([document](#))
- B. Terminal Planning Review ([document](#))
- C. Passenger Leakage and Air Service Development Update ([document](#))

III. OLD BUSINESS: None

IV. NEW BUSINESS: None

VI. PRESIDENT/CEO REPORT:

- A. Aviation Industry Update
- B. Federal and State Legislative Update
- C. Financial Dashboard Update
- D. 2023 Best Places to Work in South Carolina

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. July 2023 – Traffic Report ([document](#))
- B. July 2023 – Financial Report ([document](#))
- C. August 2023 – Development/Project Status Report ([document](#))
- D. August 2023 – Communications Status Report & Marketing Event Summary ([document](#))
- E. August 2023 – Commercial Business Report ([document](#))
- F. August 2023 – OSHA Reportable Injury Report ([document](#))
- G. August 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**

**July 10, 2023**

The Greenville-Spartanburg Airport Commission met on July 10, 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; Kelly Dawsey, Vice President/CHRO; Deven Judd, Vice President/CCO; Tom Tyra, Director, Communications & Air Service Development; Zach Salvato, Vice President/CIO (via teleconference); Jeff Clifton, Director of Design & Construction; Ryan Clark, Real Estate and Leasing Manager; Tim Juul, Concessions Manager; Trudy Carson, Passenger Development Manager; Ashlyn Martin, Intern; Emma Miller, Intern, Casey Cooperman, Executive Assistant/Recording Secretary

**GUESTS PRESENT:** Ben Barfield, Brassfield & Gorrie; Steve Van Beek, Steer Group; Shawn Epps, HDR; Jeff Kirby, Parrish & Partners; Alex Kovacs; Jon McCalmont, Parrish & Partners; Bob Overby, McFarland Johnson; Mark Waller, AVCON

**CALL TO ORDER:** Chair Minor Shaw called the meeting to order at 9:07 a.m.

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

- A.** The Greenville-Spartanburg Airport Commission May 15, 2023 Regular Meeting Minutes.

### **PRESENTATIONS:**

#### **A. Annual Strategic Business Plan Update**

Before starting the presentation, Tom Tyra and Deven Judd introduced summer interns and new staff members in the District's Communications and Commercial Business departments before handing the floor over to Steve Van Beek.

Dave Edwards welcomed Dr. Steve Van Beek of Steer Group. Dr. Van Beek opened with a presentation on GSP's Strategic Business Plan with updates through May 31, 2023, on GSP's Strategic Goals of safety, service, finance, regional leadership and opportunity, and Cerulean services. Dr. Van Beek shared that the District has experienced success in every category, with only small improvements or opportunities suggested in certain areas.

Following the Strategic Plan Update, Dr. Van Beek went into a presentation on the State of the Industry. Dr. Van Beek shared the Strengths, Weaknesses, Opportunities and Threats that are prevalent in the aviation industry now. The positive story is that all regions in the United States will have recovered to at least 94% of 2019 seat capacity with small hub airports leading the way. Most international destinations have recovered to pre-COVID seat capacity as well, however Asia-Pacific destinations still lag behind.

Dr. Van Beek also provided an update on each domestic airline's seat shares in the market compared to 2019. He noted that the recovery patterns and increase in leisure travel have driven changes in networks.

Specifically regarding GSP, Dr. Van Beek shared that its recovery is at about the midpoint of national benchmarks as leisure-oriented regional benchmarks have recovered the fastest. Regarding cargo, although the trends appear negative when compared to 2022, GSP is still outperforming the U.S. average.

Dr. Van Beek then provided a glimpse into the challenges and choices that airlines and airports face. The trend is for airlines to increase aircraft sizes for each route. Because of this, small hub airports such as GSP will face challenges in filling seat capacity in each aircraft and providing optimal customer service for larger waves of passengers per aircraft. The goal for small hub airports such as GSP will be to continuously strive to align airport infrastructure with the increasing seats per aircraft.

Dr. Van Beek then provided a brief update and look into the future of electric aircraft, or Electric Vertical Take-Off and Landing (e-VTOL) aircraft specifically.

Discussion ensued between the Commission and Dr. Van Beek regarding the DCA Perimeter Rule and how it may affect GSP, a status update on TSA administration at the airport, and the Safety Management System (SMS) requirements that have been passed by the FAA. Following a round of discussion between the Commission, Staff and Dr. Van Beek, the presentation concluded.

**OLD BUSINESS:** None.

**NEW BUSINESS:**

**A. Approval of Final Rankings for Parking Garage C and CONRAC Facility Project – Construction Manager as Constructor**

Jeff Clifton, Director of Design & Construction presented a request to the Commission to approve the final rankings for Parking Garage C and CONRAC Facility Project – Construction Manager as Constructor.

The Parking Garage C and Consolidated Rental Car Facility (CONRAC) Project was designed in 2019 and originally planned for 2020-2021 before being suspended due to the COVID-19 pandemic and its effects on air travel. As GSP passenger traffic has returned to pre-COVID levels, public parking demand is again exceeding current garage capacity, and rental car activity is increasing and outgrowing existing rental car facilities.

Construction of Parking Garage C and CONRAC Project is expected to take approximately 24 months and in order to meet GSP customer demands and prepare for its continued future growth, construction of the third parking garage and new rental car facilities is necessary.

The FY24 District budget includes funding for the Parking Garage and CONRAC Facility Project. In order to meet the planned project timeline, Staff republished the RFQ/RFP solicitation for a Construction Manager as Constructor (CmC) to manage the construction of Parking Garage C and CONRAC Project. Seven submittals were received on May 5, 2023.

District Staff with technical support from LCK Construction Services and LS3P (project architect of record) reviewed the qualifications and proposals from each company and evaluated them per the RFQ/RFP requirements. Three firms were shortlisted and invited for presentations/interviews. Upon completion of the presentation/interview phase, the three shortlisted firms were ranked by the Selection Committee. The Selection Committee's recommended final ranking was, in order: #1) Brassfield & Gorrie, LLC; #2) Harper General Contractors; and #3) Messer Construction Company.

Mr. Clifton noted that the approval of the final ranking itself does not have a direct fiscal impact. However, once the contract is executed, the project will proceed per the approved budget and the CmC will be compensated per the final negotiated agreement(s) for their services. Fees for these services are included in the project budget.

Commissioner Smith inquired about the total cost of the project, to which Mr. Clifton answered \$114 million. Mr. Edwards also shared an update on the status of conversations with the rental car companies and their contribution to the funding of the project. He shared that the avenue for financing and funding the project still needs to be determined. Additional discussion ensued about the proximity of the current baggage claim to the proposed new rental car facility and Parking Garage C, and whether the distance between the two will cause any traffic concerns.

A motion was made by Commissioner Burch to (1) approve the final rankings for the Parking Garage C and CONRAC Facility Project Construction Manager as Constructor as presented above, (2) authorize Staff to negotiate and finalize agreements with the highest ranked company (if an acceptable agreement cannot be reached with the highest ranked company, negotiations will be formally terminated and will then proceed with the next ranked company); and (3) authorize the President/CEO to execute all necessary documents. The motion was seconded by Commissioner Beeson and unanimously approved.

## **B. Approval of Revisions to Greenville-Spartanburg Airport District Rules and Regulations – Alcoholic Beverages**

Mr. Deven Judd, Vice President/Chief Commercial Officer, presented the request to revise Section 9.3 of the Airport District's Rules and Regulations.

Staff is requesting to revise Section 9.3 of the Rules and Regulations to reflect an amendment made to the State of South Carolina Title 55 of the S.C. Code which allows the consumption of alcoholic beverages throughout the sterile area of the six commercial airports in South Carolina, including the Greenville-Spartanburg International Airport. Such alcoholic beverages must be sold by a current license holder and must be consumed within the sterile area. Passengers will not be allowed to exit the sterile area either through exit lanes or by boarding an aircraft with such alcoholic beverages.

The District proposes to amend Item C of the District's Rules and Regulations with the following language, "Alcoholic Beverages purchased from a licensed vendor inside the sterile area may be consumed throughout the sterile area".

The District also proposes to add the following two items to rule 9.3:

- Item D to read, "All alcoholic beverages sold to carry out within the sterile area must be poured into a specially designed cup bearing a "To-Go" logo".
- Item E, to read, "Passengers purchasing alcohol in the sterile area to carry out will not be permitted to exit the sterile area or board an aircraft prior to consuming or disposing of their alcoholic beverage".

Commissioner Ramella made a motion to (1) adopt the revised Greenville-Spartanburg Airport District Rules and Regulations – Alcoholic Beverages, and (2) authorize the President/CEO to execute all necessary documents. The motion was seconded by Commissioner Burch and unanimously approved.

### **PRESIDENT/CEO REPORT:**

#### **Aviation Industry Update:**

Mr. Edwards stated that Dr. Steve Van Beek provided a well-informed update on the aviation industry during his presentation.

#### **State Legislative Update:**

Regarding state legislation, Mr. Edwards provided an update on the South Carolina budget, noting that the original \$50 million that was included for commercial service airports was stripped down to \$20 million coming out of conference committee, noting potential reasons for that determination. Mr. Edwards commented that Staff and Commissioners need to work with local legislators to help raise visibility of commercial airports in the state. In addition, he stated that work also needs to occur with the Governor's office on this issue.

#### **Financial Update:**

Mr. Edwards 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.

Following Mr. Edwards's updates, Staff and Commissioners discussed the Terminal Roadway Improvement Project (TRIP), citing delays due to weather. Discussion ensued about whether

the project would continue during the holiday season or temporarily halt until after the start of 2024. Commissioners and Staff discussed additional efforts to notify the public regarding these updates as they are determined, with social media, texts, emails, and website updates.

**COMMISSIONER'S REPORT:** None.

**EXECUTIVE SESSION:**


The Commission Chair requested that the Commission go into Executive Session for the purpose of discussing certain confidential economic development projects and a confidential personnel matter. The motion was made by Commissioner Burch, seconded by Commissioner Miller, and approved to go into Executive Session at 11:04 a.m.

The public session resumed at approximately 11:28 a.m. 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 a unanimous vote was received to adjourn the meeting. The meeting was adjourned at approximately 11:29 a.m. The next meeting regular, non-emergency Commission meeting is scheduled for Monday, September 11, 2023.

**SIGNATURE OF PREPARER:**

  
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Casey Cooperman





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## MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: September 11, 2023

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### ITEM DESCRIPTION – Consent Agenda Item B

Approval of the Greenville-Spartanburg Airport Commission Meeting Dates and Times for Calendar Year 2024

### BACKGROUND

During Calendar Year 2023, the Airport Commission scheduled regular Commission meetings every other month. The meetings for 2023 was/are as follows:

- Monday, January 23
- Monday, March 27
- Tuesday, May 15
- Monday, July 10
- Monday, September 11
- Tuesday, November 13

### ISSUES

Staff attempted to schedule the regular Airport Commission meetings the 2<sup>nd</sup> Monday of every other month at 9:00 a.m. for Calendar Year 2023. Due to schedule conflicts, Staff was unable to schedule all of the meetings on the 2<sup>nd</sup> Monday of the month.

**Staff recommends scheduling the 2024 Commission meetings on the following dates:**

- Monday, January 22
- Monday, March 4
- Monday, May 13
- Monday, July 8
- Monday, September 16
- Monday, November 18

The GSP Commission Meetings are scheduled to begin at 9:00 a.m.



## **ALTERNATIVES**

None

## **FISCAL IMPACT**

None

## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Commission approve the Greenville-Spartanburg Airport Commission Meeting Dates and Times for Calendar Year 2024 as presented.



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## **MEMORANDUM**

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: September 11, 2023

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### **ITEM DESCRIPTION – Consent Agenda Item C**

Appointment of Deam Hybl as 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 a two-year term. However, Mr. Dean Hybl who represents Greenville County has his term set to expire on September 30, 2023.

Mr. Hybl has indicated that he is willing to continue to serve for another two-year term on the Airport Environs Planning Commission.

### **ALTERNATIVES**

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



## **FISCAL IMPACT**

None.

## **RECOMMENDED ACTION**

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



## **MEMORANDUM**

TO: Members of the Airport Commission

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

DATE: September 11, 2023

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### **ITEM DESCRIPTION - Presentation Item A**

#### Landscape Lighting Project

The approved FY24 capital budget includes funding for a Landscape Lighting Project. The project's primary focus is landscape lighting improvements along Aviation Parkway between I-85 and GSP Drive as well as Terminal Parkway from Aviation Parkway to Economy Parking. A brief presentation will be provided to discuss the project recommendations for Commission member feedback.



## **MEMORANDUM**

TO: Members of the Airport Commission

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

DATE: September 11, 2023

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### **ITEM DESCRIPTION - Presentation Item B**

#### Terminal Planning Review

A Terminal Area Planning Study (TAP) was started in 2019 just prior to the COVID-19 pandemic. After several delays, the TAP was completed in the summer of 2021. The FY23 capital budget included \$18.3M to start the next phase of terminal improvements and the terminal program was ultimately deferred due to decreased passenger activity and changes in longer range passenger forecasting.

Staff continued to work with our planning consultants to evaluate and revise passenger forecasts and refine the GSP capital development program based on these changes. Staff will provide a briefing on the current passenger forecast and the anticipated plans and timeline for future terminal and capital development.



## **MEMORANDUM**

TO: Members of the Airport Commission

FROM: Tom Tyra, VP, Chief Marketing & Communications Officer

DATE: September 11, 2023

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### **ITEM DESCRIPTION – Presentation Item C**

Passenger Leakage and Air Service Development Update

### **BACKGROUND**

The District has recently completed an updated Passenger Leakage Report and significantly expanded its air service marketing efforts. This update will give an overview of our current air service development efforts and present information on the airport's passenger leakage to other airports in the region. This presentation will also provide insight into efforts to address current needs and increase utilization of existing service.



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## MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: September 11, 2023

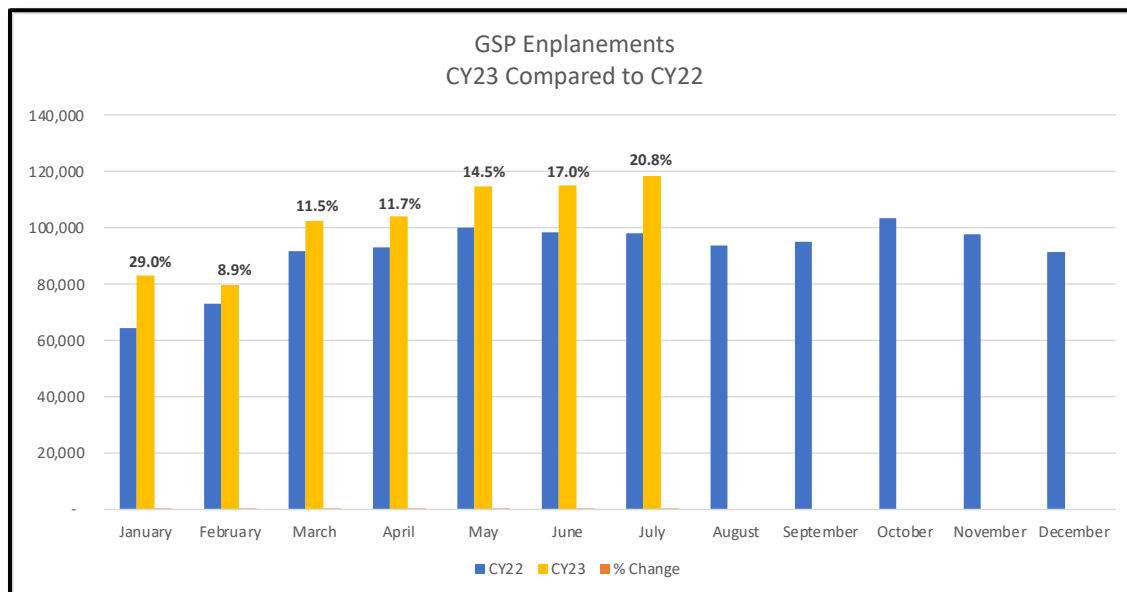
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### ITEM DESCRIPTION – Information Section Item A

July 2023 - Traffic Report

#### SUMMARY

For July 2023, passenger traffic was up **20.7%** and load factors were down **3.5%** at an average of **84.4%** over July 2022. Below is a comparison of our passenger traffic numbers for CY2023 versus CY2022:







Cargo traffic experienced a decrease of **22.1%** for July 2023 versus July 2022. Our fuel volumes experienced an increase of **5.7%** for July 2023 versus July 2022.

A comparison of the North America Passenger Traffic Growth Averages for 2023 to GSP's Passenger Traffic Growth is depicted below:

	<b>2023</b>		
<b>Month</b>	<b>GSP</b>	<b>National Average</b>	<b>Difference</b>
Jan	27.60%	33.39%	-5.79%
Feb	10.10%	22.19%	-12.09%
Mar	11.70%	12.96%	-1.26%
April	11.70%	16.39%	-4.69%
May	14.00%	9.86%	4.14%
June	17.90%	No Data to Date	
July	20.70%	No Data to Date	
August			
September			
October			
November			
December			
<b>Average</b>	<b>16.24%</b>	<b>13.13%</b>	<b>3.12%</b>

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



Providing a look forward into service levels for **October 2023** is a schedule comparison for the month versus the same month last year, including flights and seats by airline and non-stop markets served. Currently, in the schedules, GSP flights are up at 12.8%, and seats are up significantly at 19.8%.

Schedule Monthly Summary Report for Passenger (Air - All) flights from GSP for travel October 2023 vs. October 2022									
<i>All flights, seats, and ASMs given are per month.</i>									
Travel Period		Oct 2023		Oct 2022		Diff		Percent Diff	
Mkt AI	Dest	Flights	Seats	Flights	Seats	Flights	Seats	Flights	Seats
3M	MCO	14	658	9	423	5	235	55.6%	55.6%
3M	TPA	18	846	9	423	9	423	100.0%	100.0%
AA	CLT	235	18,100	209	18,250	26	(150)	12.4%	(0.8%)
AA	DCA	89	6,676	88	6,600	1	76	1.1%	1.2%
AA	DFW	88	12,640	74	9,012	14	3,628	18.9%	40.3%
AA	LGA	58	4,408	0	0	58	4,408		
AA	MIA	4	304	0	0	4	304		
AA	ORD	50	3,283	32	1,756	18	1,527	56.3%	87.0%
AA	PHL	89	5,880	80	4,780	9	1,100	11.2%	23.0%
DL	ATL	191	28,455	193	27,870	(2)	585	(1.0%)	2.1%
DL	DTW	50	4,746	47	3,572	3	1,174	6.4%	32.9%
DL	LGA	80	5,894	78	5,775	2	119	2.6%	2.1%
G4	PIE	9	1,674	9	1,674	0	0	0.0%	0.0%
G4	SFB	9	1,530	9	1,509	0	21	0.0%	1.4%
LF	BNA	0	0	16	480	(16)	(480)	(100.0%)	(100.0%)
UA	BOS	0	0	1	76	(1)	(76)	(100.0%)	(100.0%)
UA	DEN	31	2,176	31	2,356	0	(180)	0.0%	(7.6%)
UA	EWR	93	8,559	89	6,422	4	2,137	4.5%	33.3%
UA	IAH	31	5,014	31	2,356	0	2,658	0.0%	112.8%
UA	ORD	79	5,646	88	6,506	(9)	(860)	(10.2%)	(13.2%)
WN	ATL	67	11,341	67	10,733	0	608	0.0%	5.7%
WN	BWI	36	6,268	31	4,593	5	1,675	16.1%	36.5%
WN	HOU	5	875	0	0	5	875		
XP	HVN	9	1,341	0	0	9	1,341		
XP	ILG	9	1,701	0	0	9	1,701		
	TOTAL	1,344	138,015	1,191	115,166	153	22,849	12.8%	19.8%

Attachments

# Monthly Traffic Report

## Greenville-Spartanburg International Airport

July 2023



Category	Jul 2023	Jul 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change	*MOV12-2023	*MOV12-2022	Percentage Change
<b>Passenger Traffic</b>									
Enplaned	118,393	98,013	20.8%	717,901	619,165	15.9%	1,199,505	1,087,124	10.3%
Deplaned	<u>116,268</u>	<u>96,353</u>	20.7%	<u>710,197</u>	<u>612,537</u>	15.9%	<u>1,184,775</u>	<u>1,075,736</u>	10.1%
<b>Total</b>	<b>234,661</b>	<b>194,366</b>	<b>20.7%</b>	<b>1,428,098</b>	<b>1,231,702</b>	<b>15.9%</b>	<b>2,384,280</b>	<b>2,162,860</b>	<b>10.2%</b>
<b>Cargo Traffic (Pounds)</b>									
<b>Express and Mail</b>									
Enplaned	610,590	846,549	-27.9%	4,823,182	5,425,358	-11.1%	8,608,397	9,434,957	-8.8%
Deplaned	<u>873,273</u>	<u>1,070,492</u>	-18.4%	<u>6,799,861</u>	<u>7,298,473</u>	-6.8%	<u>12,504,042</u>	<u>12,930,396</u>	-3.3%
<b>Subtotal</b>	<b>1,483,863</b>	<b>1,917,041</b>	<b>-22.6%</b>	<b>11,623,043</b>	<b>12,723,831</b>	<b>-8.7%</b>	<b>21,112,439</b>	<b>22,365,353</b>	<b>-5.6%</b>
<b>Freight</b>									
Enplaned	3,404,880	3,278,749	3.8%	24,540,650	32,695,712	-24.9%	39,085,467	54,989,636	-28.9%
Deplaned	<u>6,037,314</u>	<u>8,836,670</u>	-31.7%	<u>50,946,226</u>	<u>62,334,883</u>	-18.3%	<u>94,973,275</u>	<u>114,316,990</u>	-16.9%
<b>Subtotal</b>	<b>9,442,194</b>	<b>12,115,419</b>	<b>-22.1%</b>	<b>75,486,876</b>	<b>95,030,595</b>	<b>-20.6%</b>	<b>134,058,742</b>	<b>169,306,626</b>	<b>-20.8%</b>
<b>Total</b>	<b>10,926,057</b>	<b>14,032,460</b>	<b>-22.1%</b>	<b>87,109,919</b>	<b>107,754,426</b>	<b>-19.2%</b>	<b>155,171,181</b>	<b>191,671,979</b>	<b>-19.0%</b>

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

Category	Jul 2023	Jul 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change	*MOV12-2023	*MOV12-2022	Percentage Change
<b>Aircraft Operations</b>									
Airlines	2,565	2,251	13.9%	16,781	16,192	3.6%	28,039	28,454	-1.5%
Commuter/Air Taxi	<u>539</u>	<u>632</u>	-14.7%	<u>3,260</u>	<u>4,479</u>	-27.2%	<u>6,188</u>	<u>8,347</u>	-25.9%
<b>Subtotal</b>	<b>3,104</b>	<b>2,883</b>	<b>7.7%</b>	<b>20,041</b>	<b>20,671</b>	<b>-3.0%</b>	<b>34,227</b>	<b>36,801</b>	<b>-7.0%</b>
General Av.	1,347	1,093	23.2%	8,648	7,940	8.9%	14,504	12,998	11.6%
Military	<u>368</u>	<u>206</u>	78.6%	<u>1,730</u>	<u>1,412</u>	22.5%	<u>2,872</u>	<u>2,469</u>	16.3%
<b>Subtotal</b>	<b>1,715</b>	<b>1,299</b>	<b>32.0%</b>	<b>10,378</b>	<b>9,352</b>	<b>11.0%</b>	<b>17,376</b>	<b>15,467</b>	<b>12.3%</b>
<b>Total</b>	<b>4,819</b>	<b>4,182</b>	<b>15.2%</b>	<b>30,419</b>	<b>30,023</b>	<b>1.3%</b>	<b>51,603</b>	<b>52,268</b>	<b>-1.3%</b>
<b>Fuel Gallons</b>									
<b>General Aviation</b>									
100LL	3,242	2,681	20.9%	19,654	17,357	13.2%	31,075	28,281	9.9%
Jet A	<u>152,599</u>	<u>142,823</u>	<u>6.8%</u>	<u>1,089,236</u>	<u>1,140,257</u>	<u>-4.5%</u>	<u>1,910,013</u>	<u>1,858,918</u>	<u>2.7%</u>
<b>Subtotal</b>	<b>155,841</b>	<b>145,504</b>	<b>7.1%</b>	<b>1,108,890</b>	<b>1,157,614</b>	<b>-4.2%</b>	<b>1,941,088</b>	<b>1,887,199</b>	<b>2.9%</b>
<b>Commercial Aviation</b>									
Jet A	1,819,796	1,723,197	5.6%	12,376,231	12,641,115	-2.1%	21,481,485	21,870,205	-1.8%
<b>Total</b>	<b>1,975,637</b>	<b>1,868,701</b>	<b>5.7%</b>	<b>13,485,121</b>	<b>13,798,729</b>	<b>-2.3%</b>	<b>23,422,573</b>	<b>23,757,404</b>	<b>-1.4%</b>

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

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

July 2023



	Jul 2023	Jul 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change
<b>Allegiant Air</b>						
Enplanements	4,427	4,306	2.8%	26,847	24,977	7.5%
Seats	4,788	4,683	2.2%	31,629	29,829	6.0%
Load Factor	92.5%	91.9%	0.6%	84.9%	83.7%	1.4%
<b>American Airlines</b>						
Enplanements	41,924	33,529	25.0%	257,210	215,544	19.3%
Seats	51,715	37,956	36.2%	327,506	261,652	25.2%
Load Factor	81.1%	88.3%	-8.2%	78.5%	82.4%	-4.7%
<b>Avelo</b>						
Enplanements	3,664	0	-	5,321	0	-
Seats	4,725	0	-	7,014	0	-
Load Factor	77.5%	-	-	75.9%	-	-
<b>Delta Air Lines</b>						
Enplanements	36,829	32,570	13.1%	229,152	214,114	7.0%
Seats	40,678	35,165	15.7%	256,919	256,674	0.1%
Load Factor	90.5%	92.6%	-2.2%	89.2%	83.4%	6.9%

	Jul 2023	Jul 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change
<b>Silver Airways</b>						
Enplanements	977	695	40.6%	6,201	3,501	77.1%
Seats	1,220	828	47.3%	8,002	4,384	82.5%
Load Factor	80.1%	83.9%	-4.6%	77.5%	79.9%	-3.0%
<b>Southwest Airlines</b>						
Enplanements	13,028	11,450	13.8%	77,679	69,588	11.6%
Seats	17,025	15,759	8.0%	115,279	116,277	-0.9%
Load Factor	76.5%	72.7%	5.3%	67.4%	59.8%	12.6%
<b>United Airlines</b>						
Enplanements	17,314	14,776	17.2%	112,184	86,301	30.0%
Seats	19,830	16,882	17.5%	133,437	102,748	29.9%
Load Factor	87.3%	87.5%	-0.2%	84.1%	84.0%	0.1%
<b>Totals</b>						
Enplanements	118,163	97,326	21.4%	714,594	614,025	16.4%
Seats	139,981	111,273	25.8%	879,786	771,564	14.0%

Load Factor	84.4%	87.5%	-3.5%	81.2%	79.6%	2.1%
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**\*CYTD = Calendar Year to Date and \*Mov12 = Moving Twelve Months.**

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**Totals**

Enplanements	118,163	97,326	21.4%	714,594	614,025	16.4%
Seats	139,981	111,273	25.8%	879,786	771,564	14.0%

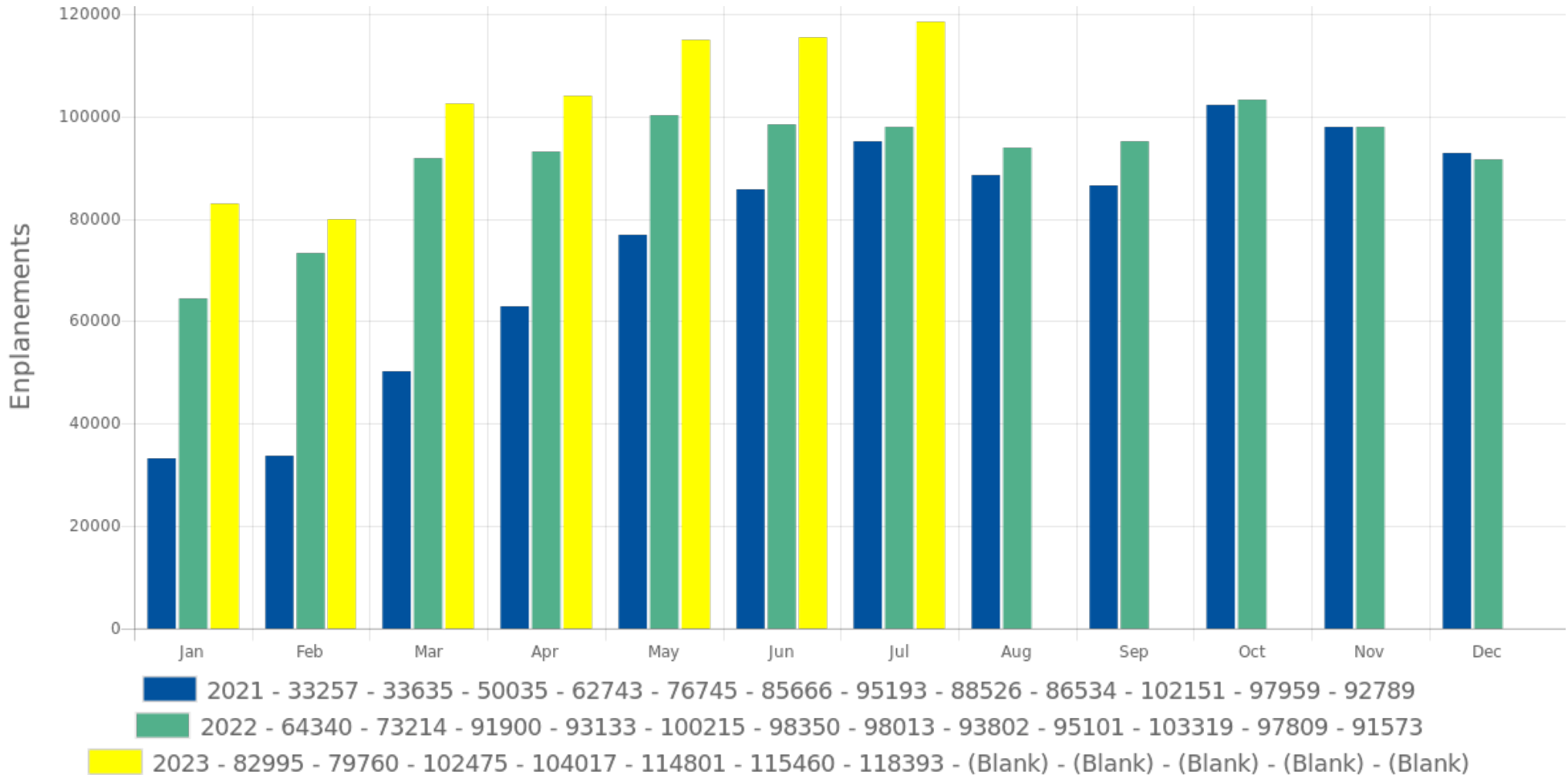
Load Factor	84.4%	87.5%	-3.5%	81.2%	79.6%	2.1%
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**\*CYTD = Calendar Year to Date and \*Mov12 = Moving Twelve Months.**

# Monthly Enplanements By Year

## Greenville-Spartanburg International Airport

Report Period From January 2021 Through July 2023

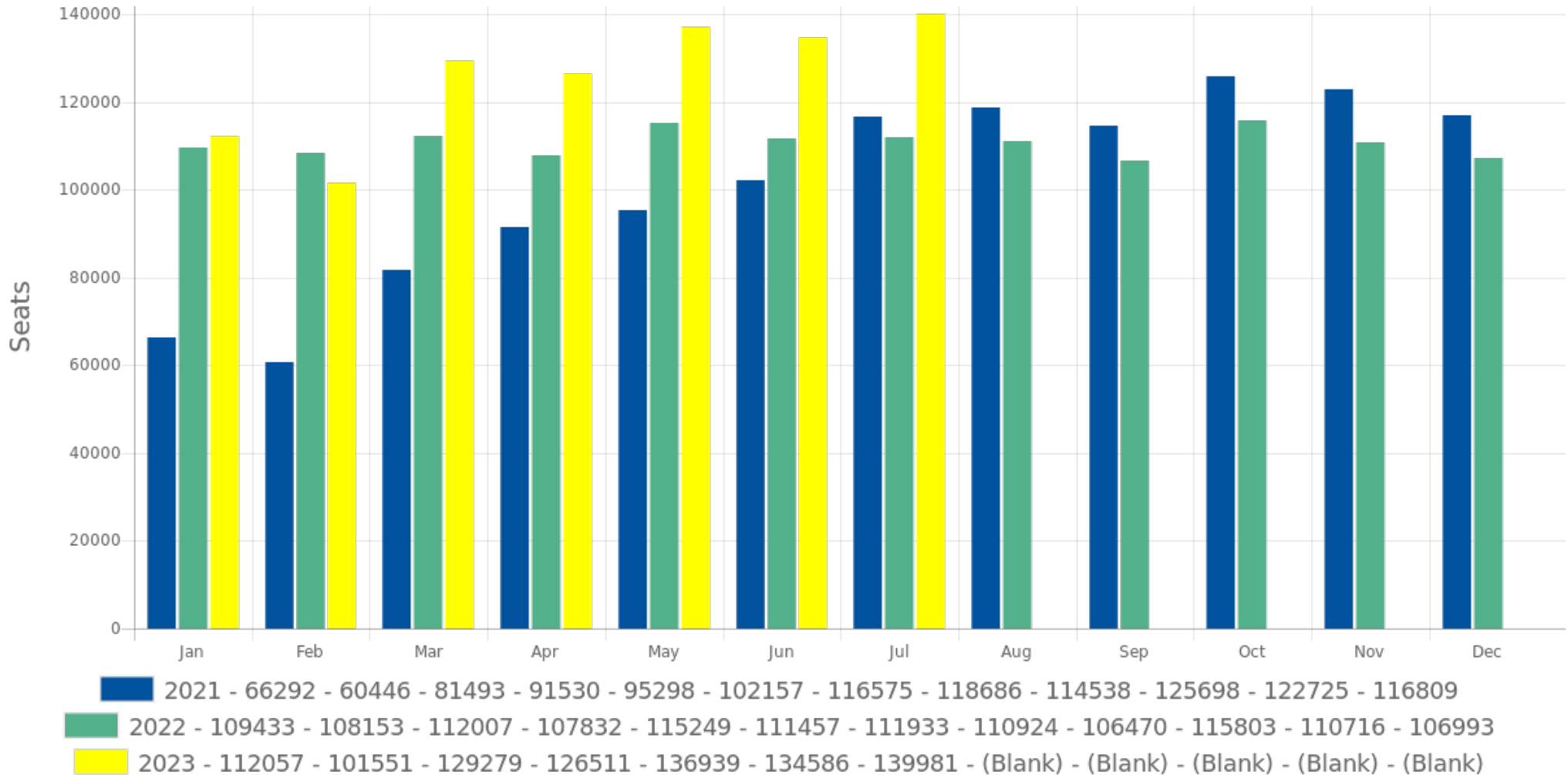




# Monthly Seats By Year

## Greenville-Spartanburg International Airport

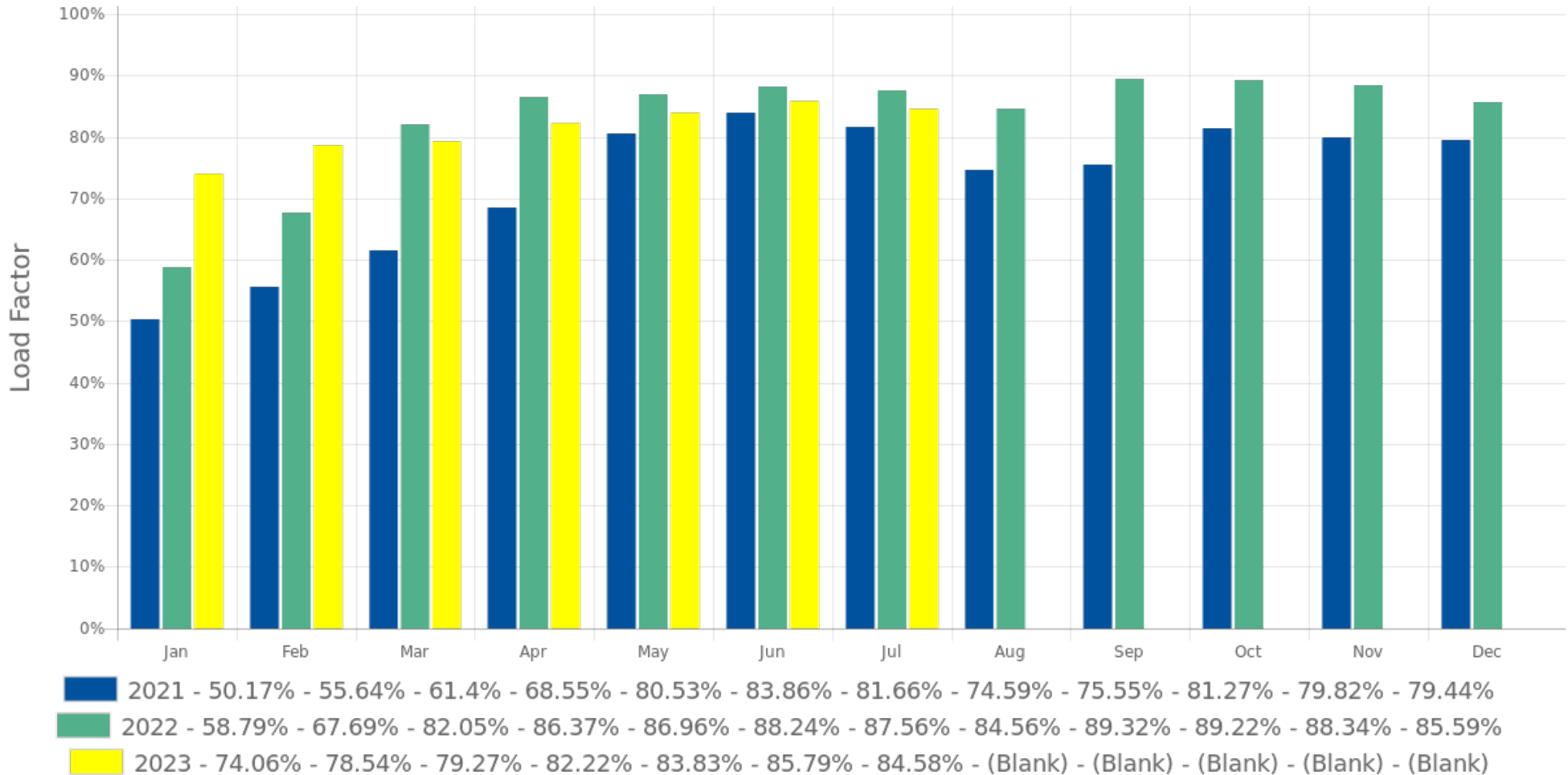
Report Period From January 2021 Through July 2023



# Monthly Load Factors By Year

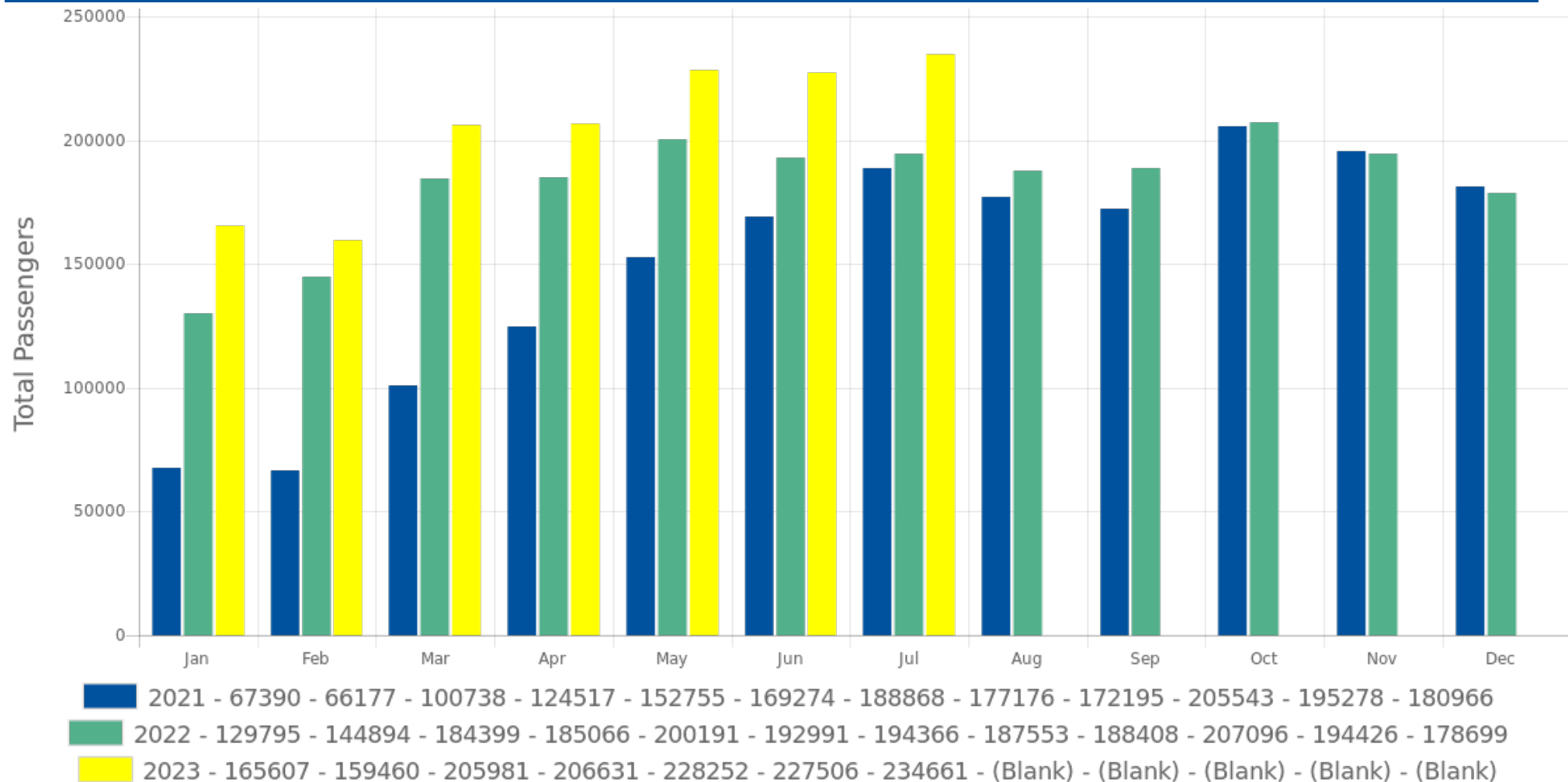
## Greenville-Spartanburg International Airport

Report Period From January 2021 Through July 2023

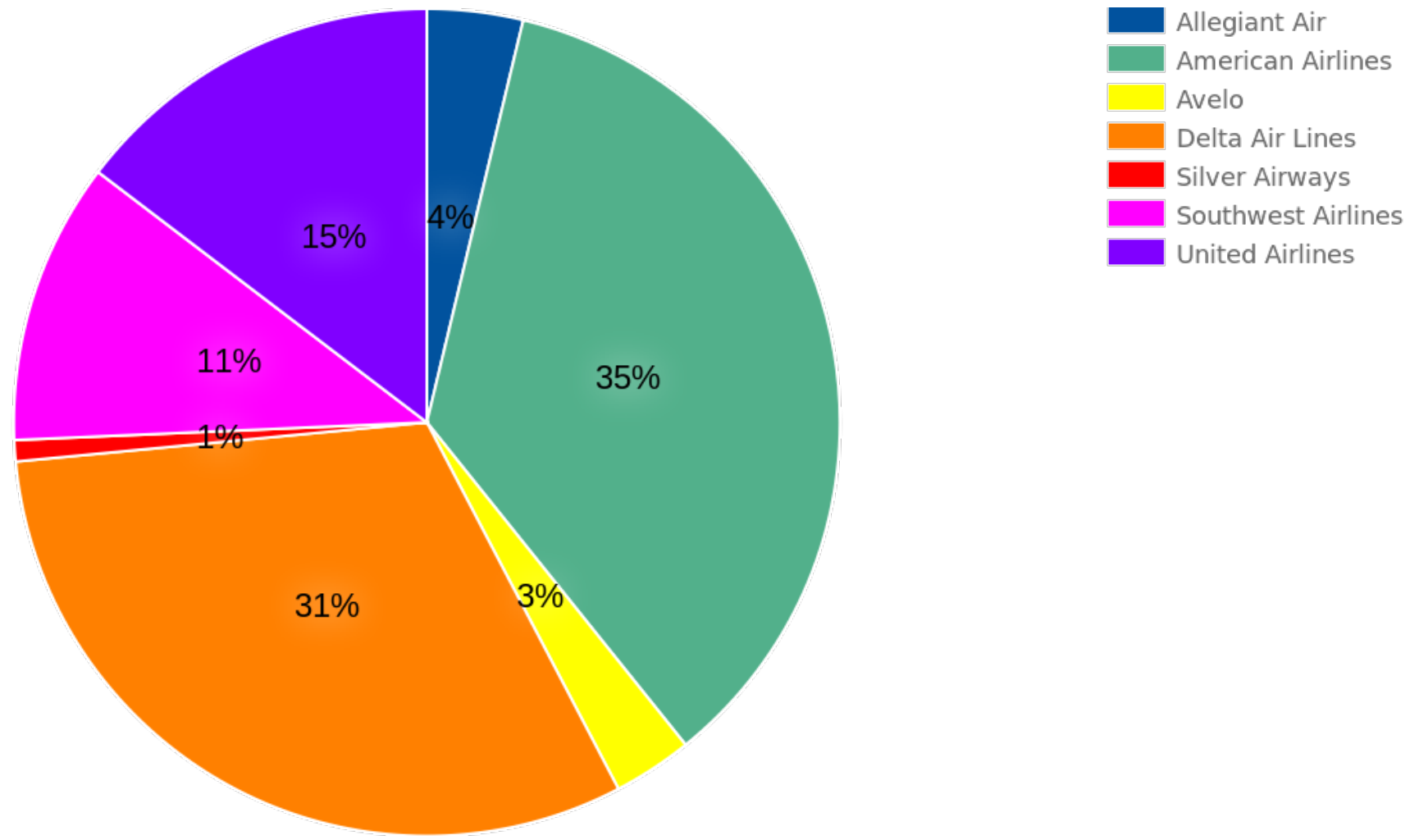


# Total Monthly Passengers By Year Greenville-Spartanburg International Airport

Report Period From January 2021 Through July 2023



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



# Airline Flight Completions

## Greenville-Spartanburg International Airport

July 2023



Airline	Scheduled Flights	Cancellations Due To				Total Cancellations	Completed Flights (%)
		Field	Mechanical	Weather	Other		
Air Atlanta Icelandic	16	0	0	0	0	0	100.0%
Air Cargo Carriers	1	0	0	0	0	0	100.0%
AIRNET	5	0	0	0	0	0	100.0%
Allegiant Air	27	0	0	0	0	0	100.0%
American Airlines	584	18	0	0	0	18	98.5%
Amerijet Intl	13	0	0	0	0	0	100.0%
Antonov Airlines	1	0	0	0	0	0	100.0%
Avelo	27	0	0	0	0	0	100.0%
Berry Aviation	1	0	0	0	0	0	100.0%
Chrono Aviation	1	0	0	0	0	0	100.0%
Delta Air Lines	335	1	1	7	1	10	98.2%
Everts Air Cargo	1	0	0	0	0	0	100.0%
Federal Express	35	0	0	0	0	0	100.0%
Kalitta Charters II	1	0	0	0	0	0	100.0%
MAS Air	17	0	0	0	0	0	100.0%
National Air Cargo Airlines	1	0	0	0	0	0	100.0%
Royal Air Freight	1	0	0	0	0	0	100.0%
Sierra Pacific LLC	1	0	0	0	0	0	100.0%
Silver Airways	26	0	0	0	0	0	100.0%
Southwest Airlines	111	0	0	0	0	0	100.0%
Southwest Charter	2	0	0	0	0	0	100.0%

Airline	Scheduled Flights	<u>Cancellations Due To</u>				Total Cancellations	Completed Flights (%)
		Field	Mechanical	Weather	Other		
Sun Country Airlines	4	0	0	0	0	0	100.0%
TAG Airlines (Trump)	1	0	0	0	0	0	100.0%
United Airlines	229	0	0	0	0	0	100.0%
UPS	30	0	0	0	0	0	100.0%
<b>Total</b>	<b>1,471</b>	<b>19</b>	<b>1</b>	<b>7</b>	<b>1</b>	<b>28</b>	<b>99.0%</b>



## MEMORANDUM

TO: Members of the Airport Commission

FROM: Thomas Brooks, Vice President/CFO

DATE: September 11, 2023

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### ITEM DESCRIPTION – Information Section Item B

July 2023 – Monthly Financial Report

#### SUMMARY

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

Operating Income was up by **6.6%** when compared to the budget for July 2023. Operating Expenses were down by **3.3%** when compared to the budgeted amount for the same period. Net operating income was up by **39.5%** when compared to the July 2023 budget. For the period ending July 2023, which represents one (1) month of the fiscal year, a total of **\$1,664,727** has been returned to the bottom line in operating income.

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

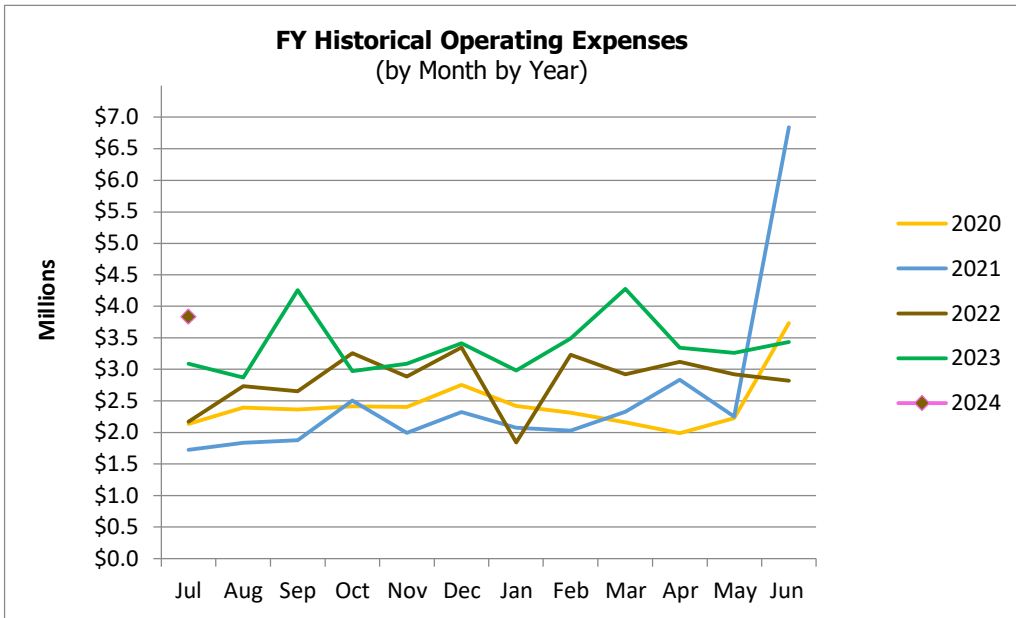
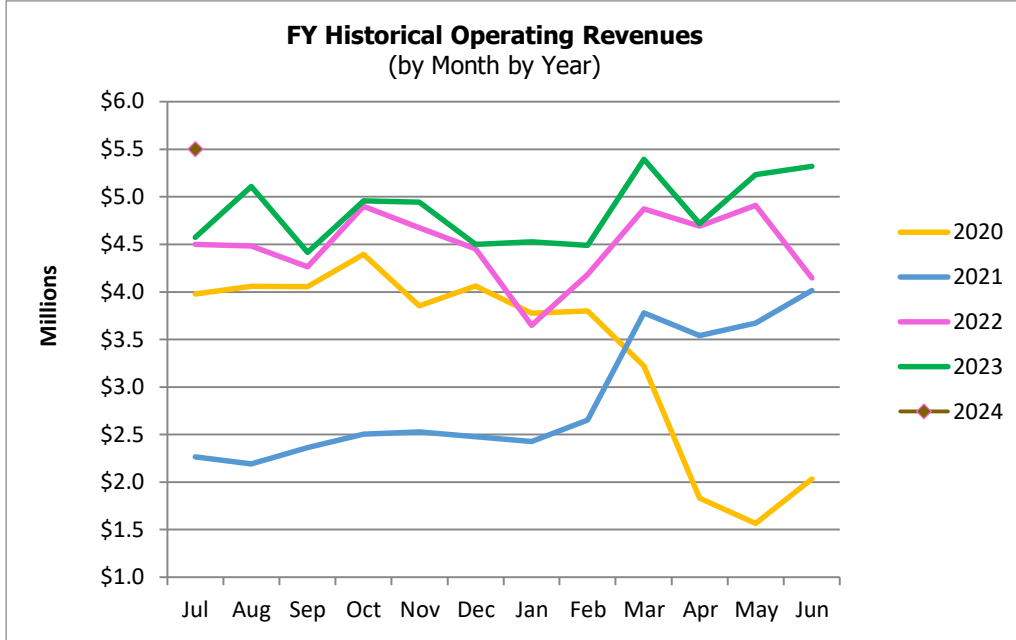
**July 31, 2023 FINANCIAL STATEMENT PACKAGE**



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

	<b>Current FY 7/31/2023</b>	<b>Prior FY 7/31/2022</b>	
<b>Assets</b>			
Cash Accounts	53,162,706	48,301,737	
Investments-Airport	39,102,590	38,421,183	
Accounts Receivable	3,568,587	9,382,324	
Less: Reserve for Doubtful Accounts	(149,500)	(149,500)	
Net Accounts Receivable	<b>3,419,087</b>	<b>9,232,824</b>	
Leases Receivable	38,541,080	38,541,080	(bb)
Inventory	807,015	783,247	
Prepaid Insurance	1,153,582	1,073,357	
Notes Receivable-RAC District Funds	0	216,125	
Lease Assets	1,606,198	1,606,198	
Less: Accumulated Amortization	(308,194)	(308,194)	
Net Lease Assets	<b>1,298,004</b>	<b>1,298,004</b>	(bb)
Property, Plant & Equipment (PP&E)	549,270,292	516,014,291	(cc)
Less: Accumulated Depreciation	(213,743,872)	(199,601,663)	
Net PP&E	<b>335,526,420</b>	<b>316,412,628</b>	
<b>TOTAL ASSETS</b>	<b>473,010,483</b>	<b>454,280,185</b>	
<b>PLUS: Deferred Outflows of Resources</b>			
Deferred Pension, OPEB & Leases	6,489,167	5,100,004	
<b>TOTAL DEFERRED OUTFLOWS OF RESOURCES</b>	<b>6,489,167</b>	<b>5,100,004</b>	
<b>LESS: Liabilities</b>			
Accounts Payable	12,429,050	11,820,529	(aa)
TD Bank Long Term Debt	30,041,666	31,791,667	
SCRS Pension Liability	23,915,034	18,779,257	
Benefit Liability	4,542,881	4,091,497	
Lease Liabilities	1,320,977	1,320,977	(bb)
<b>TOTAL LIABILITIES</b>	<b>72,249,608</b>	<b>67,803,926</b>	
<b>LESS: Deferred Inflows of Resources</b>			
Deferred Revenues	39,041,909	42,306,627	
<b>TOTAL DEFERRED INFLOWS OF RESOURCES</b>	<b>39,041,909</b>	<b>42,306,627</b>	
<b>NET POSITION</b>			
Invested in Capital Assets, Net of Related Debt	305,461,781	284,597,988	
Restricted			
Contract Facility Charge	18,139,089	14,020,405	
Passenger Facility Charges	12,562,860	7,652,862	
Total Restricted:	30,701,949	21,673,267	
Unrestricted	32,044,404	42,998,380	
<b>TOTAL NET POSITION</b>	<b>368,208,133</b>	<b>349,269,635</b>	

**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----->				July 31, 2022 Prior YTD
	July 31, 2023 Actual	July 31, 2023 Budget	Actual-Budget	% Change	
<b>Operating Revenue</b>					
Landing Area:					
Landing Fees	333,091	313,800	19,291	6.1 %	227,363
Aircraft Parking Fees	38,620	45,827	(7,207)	(15.7) %	35,939
Subtotal Landing Area	<u>371,711</u>	<u>359,627</u>	<u>12,084</u>	<u>3.4 %</u>	<u>263,302</u>
Space and Ground Rentals	1,297,821	1,229,222	68,598	5.6 %	1,163,619 (a)
Auto Parking	1,760,108	1,544,475	215,633	14.0 %	1,389,783 (b)
Commercial Ground Transportation	58,518	31,461	27,057	86.0 %	36,560
Concessions:					
Advertising	37,308	46,848	(9,540)	(20.4) %	35,310
Food & Beverage	24,947	23,841	1,105	4.6 %	33,086
Rental Car	409,874	332,513	77,361	23.3 %	406,726 (c)
Retail	61,795	40,972	20,823	50.8 %	52,068
Retail - Automated	9,461	10,993	(1,533)	(13.9) %	4,850
Subtotal Concessions	<u>543,385</u>	<u>455,167</u>	<u>88,217</u>	<u>19.4 %</u>	<u>532,040</u>
Expense Reimbursements	191,553	157,210	34,344	21.8 %	160,930 (d)
Other Income	27,294	14,779	12,515	84.7 %	22,386
Other-Aviation Services	399,150	536,245	(137,095)	(25.6) %	378,229 (e)
Gross Profit on Fuel Sales	503,464	508,921	(5,457)	(1.1) %	433,311
Gross Profit on Restaurant Sales	347,382	322,295	25,087	7.8 %	194,013
<b>Total Operating Revenue</b>	<b><u>5,500,385</u></b>	<b><u>5,159,402</u></b>	<b><u>340,984</u></b>	<b><u>6.6 %</u></b>	<b><u>4,574,174</u></b>
<b>Operating Expenses</b>					
Salaries & Benefits	2,096,501.46	1,846,244.54	250,257	13.6 %	1,630,171 (f)
Professional Services	21,528.05	86,108.03	(64,580)	(75.0) %	24,621 (g)
Promotional Activities	70,452.15	83,621.63	(13,169)	(15.7) %	19,555
Administrative	212,471.94	235,250.74	(22,779)	(9.7) %	343,271
Insurance	92,944.38	92,986.38	(42.00)	(0.0) %	100,042
Contractual Services	810,066.62	1,038,003.06	(227,936)	(22.0) %	543,605 (h)
Rentals and Leases	30,567.50	40,305.22	(9,738)	(24.2) %	38,009
Repairs and Maintenance	106,328.59	104,803.64	1,525	1.5 %	45,452
Supplies and Equipment	173,648.81	232,756.96	(59,108)	(25.4) %	121,871 (i)
Utilities	221,148.98	205,625.74	15,523	7.5 %	226,690
<b>Total Operating Expenses</b>	<b><u>3,835,658</u></b>	<b><u>3,965,706</u></b>	<b><u>(130,047)</u></b>	<b><u>(3.3) %</u></b>	<b><u>3,093,286</u></b>
<b>NET OPERATING INCOME</b>	<b><u>1,664,727</u></b>	<b><u>1,193,696</u></b>	<b><u>471,031</u></b>	<b><u>39.5 %</u></b>	<b><u>1,480,888</u></b>

**STATEMENT OF NET POSITION - CURRENT YTD ACTUAL FOOTNOTES**

- (aa) **Accounts Payable** Consists of the following:
- |                   |   |
|-------------------|---|
| 1,127,108         | Retainage accrual required until the end of contract  |
| 7,783,796         | Trade A/P, varies monthly, includes year end accruals |
| 2,219,688         | Year End Payroll, Vacation & Sick Benefits accrual    |
| 462,943           | Security Deposits                                     |
| 375,827           | RAC True-up   |
| 453,790           | Food & Beverage                                       |
| 5,897             | Other   |
| <u>12,429,050</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. The current fiscal year balances will change upon completion of the FY2023 lease analysis.
- (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) **Space & Ground Rentals** Space & Ground Rentals favorable to budget due to the following:  
- Airline Per Turn per turn rates are higher than budgeted
- (b) **Auto Parking** Auto Parking is favorable to budget due to the following:  
- Public parking \$194K favorable to budget due to 15K more enplanements than projected
- (c) **Rental Car** Rental Car is favorable to budget due to the following:  
- AVIS, Enterprise and National \$69K favorable to budget

	<u>Actual YTD</u>	<u>Budget YTD</u>	<u>Diff</u>
AVIS	\$ 75,122	\$ 59,714	\$ 15,408
Budget	62,237	58,123	4,114
Enterprise	88,158	71,941	16,216
Hertz	45,583	40,451	5,132
National	138,774	101,842	36,932
GA	-	442	(442)
<b>TOTAL</b>	<b>\$ 409,874</b>	<b>\$ 332,513</b>	<b>\$ 77,361</b>

- (d) **Expense Reimbursements** Expense Reimbursements Income is favorable to budget due to the following:  
- O&M Reimbursement \$31K favorable to budget
- (e) **Other-Aviation Services** Other-Aviation Services is unfavorable to budget due to the following:  
- Unmaterialized, budgeted cargo revenues
- (f) **Salary & Benefits** Salaries and Benefits are unfavorable to budget due to the unbudgeted monthly pension accrual
- (g) **Professional Services** Professional Services is favorable to budget due to the following:  
- Consulting fees \$63K favorable to budget due to timing

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

- (h)                    **Contractual Services** Contractual Services is favorable to budget primarily due to timing:
- Automatic Doors 14K favorable to budget
  - Computer-annual contracts \$123K favorable to budget
  - Janitorial Services \$19K favorable to budget
  - The employee lot shuttle is included in the budget but expected to begin operating October; \$39 favorable to budget
  - Service Agreements \$16K favorable to budget
- (i)                    **Supplies & Equipment** Supplies & Equipment is favorable to budget primarily due to timing:
- Computer-Equip/Supplies \$13K favorable to budget
  - Computer-Software \$12K favorable to budget
  - Fuel-Vehicles \$22K favorable to budget
  - Tires \$8K favorable to budget

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

	FY \$ Amount Authorized	Estimated Cost
<b>Emergency Repair/Replacement/Operations Fund</b>	<b>\$ 500,000</b>	
Terminal HVAC Trane		\$ 40,000
Terminal underground fuel storage tank decommissioning		\$ 35,000
		<b>\$ 75,000</b>
<b>Uncommitted Balance</b>	<b>\$ 425,000</b>	
 <b>Business Development Obligations/Incentives</b>	 <b>\$ 500,000</b>	
		<b>\$ -</b>
<b>Uncommitted Balance</b>	<b>\$ 500,000</b>	
 <b>Contingency Fund (Operational &amp; Capital)</b>	 <b>\$ 1,000,000</b>	
Legal Services		\$ 25,000
		<b>\$ 25,000</b>
<b>Uncommitted Balance</b>	<b>\$ 975,000</b>	

## GREENVILLE SPARTANBURG AIRPORT DISTRICT

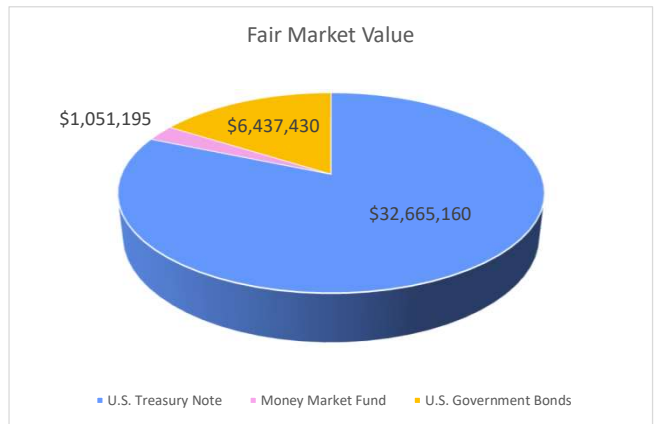
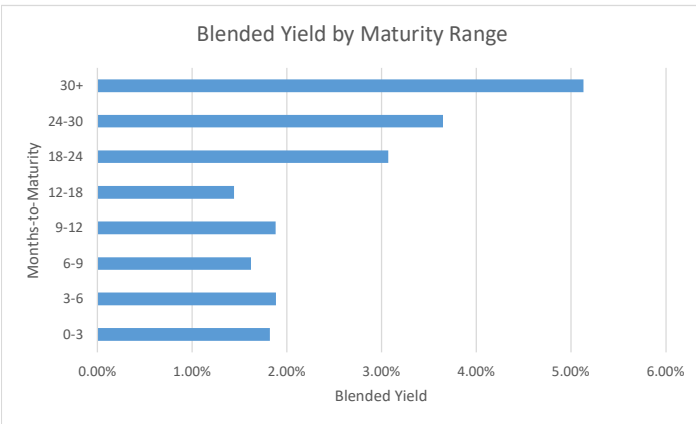
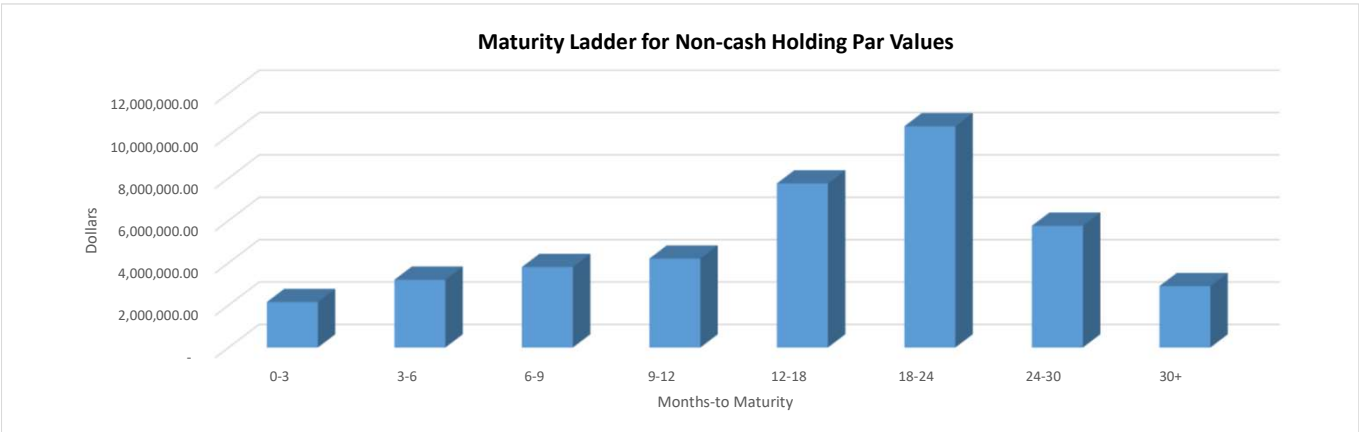
### Investment Holdings Summary

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 Kristie Weatherly, Director of Finance, with any questions about the investment portfolio or strategy at [kweatherly@gspairport.com](mailto:kweatherly@gspairport.com) or (864) 848-6274.

	Cost Basis (1)	Par Value (2)	Fair Market Value (2)
Treasury Securities	\$ 33,730,401	\$ 32,800,000	\$ 31,765,583
Government Bonds	\$ 6,526,110	\$ 6,500,000	\$ 6,437,430
Money Market Funds	\$ 1,051,195	\$ 1,051,195	\$ 1,051,195
<b>Total</b>	<b>\$ 41,307,707</b>	<b>\$ 40,351,195</b>	<b>\$ 39,254,208</b>

(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:** 8/21/2023

Project Type	Project name	Vendor Name	Date	Amount
Capital Improvement	General Aviation Site 1a Paving	Bagwell Fence Co, Inc	7/31/2023	10,050.00
Capital Improvement	Terminal Landside Roadway Improvements: Construction	Way Sine LLC	7/31/2023	13,139.60
Capital Improvement	Terminal Landside Roadway Improvements: Construction	LAZ KARP Associates LLC	7/26/2023	22,460.10
Capital Improvement	FY2023 Fiber Core Expansion	Network Controls & Electric, Inc	7/31/2023	33,153.82
Professional Service Project	FY2023 Develop a framework around airport centric technologies (IT MasterPlan Update)	The JW Group, Inc.	7/31/2023	18,815.00
Renewal & Replacement	FY2023 Customer Experience/Advertising Program - New Ticket Counter Displays, FIDS, Baggage Claim Monitors, Cell Phone Lot (Terminal Flat Display Screen Replacement)	Bluum of Minnesota, LLC	7/31/2023	14,703.00
Renewal & Replacement	FY2024 Graco RoadLaser - Paint Rig Upgrades - Priority 1A - 10	Sherwin-Williams Co.	7/31/2023	14,876.04
Renewal & Replacement	FY2024 New Ford Transit Van - Replace M86 (Mechanical Tech III - Clubcar) - GOV DEAL M86 - Priority 1B - 83	Fairway Ford	7/5/2023	32,337.00
Renewal & Replacement	FY2024 New Ford Transit Van - Re-task M132 (New Electrical Tech III - Clubcar) to Grounds Crew - Priority 1B - 83	Vic Bailey Ford	7/25/2023	35,847.00
Sum Total				195,381.56





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## MEMORANDUM

TO: Members of the Airport Commission

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

DATE: September 11, 2023

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### ITEM DESCRIPTION – Information Section Item C

August 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 Close Out  
**Project Budget** - \$4,700,000  
**Estimated Completion Date** – Infrastructure Substantially Complete; Apron Paving Substantially Complete

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. Concrete paving is substantially complete. Contractor is working on project close out.

### **Campus Signage Replacement Program - Phase II:**

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

**Project Budget** - \$750,000

**Estimated Completion Date** – Campus Wayfinding Signage is Complete; I-85 Entry Signage - Spring 2024

This project included 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 is assisting with final construction documents for the I-85 entry monument sign and Mavin Construction is leading the construction sign. The campus directional and wayfinding signage is complete. A partial sign mockup for the I-85 entry sign was recently delivered and reviewed onsite. Comments were provided to the sign manufacturer for incorporation into the final product. Sign completion is expected by next spring.

### **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. Components include front curb reconfiguration to 4 inside lanes and 2 outside lanes, traffic circulation improvements on GSP Drive and Terminal Parkway with terminal curb front traffic ultimately routed to the north of the future Garage C site and 2 new roundabouts on GSP Drive for improved traffic flow per the GSP Master Plan. Kimley Horn is the designer / engineer of record for the project. Turner is the construction manager for this project. Turner is currently working on phase 1 of the project. The project is currently approximately 2-3 months behind schedule. Sub-phase 1A was partially turned over and work is underway on Phase 1B. 1B is expected to be completed in November.



### **FBO Expansion Project:**

**Status** – Procurement Phase

**Project Budget** – \$14,300,000 (Procurement Phase)

**Estimated Completion Date** – TBD

Design is complete and was led by McMillan Pazdan Smith. Project budget was adjusted in the FY24 capital budget. Staff is preparing for the procurement. Construction is expected to start in early 2024.

### **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 double the cargo apron capacity at Cerulean to accommodate up to 6 wide body freighters on the ramp. WK Dickson is the prime engineer for the project. The project is partially funded with an EDA grant. The construction budget was amended based on bids at the January 2023 Commission meeting. Webber, LLC is the contractor for the project. Construction is underway and is expected to be completed in fall 2023.

### **Runway Guard Lights (RGL) Modification Project:**

**Status** – Contracting

**Project Budget** – \$175,000

**Estimated Completion Date** – Design Complete; Construction – Spring 2023

This project involves installing new electrical cabling and separating an existing circuit for the runway guard lights (RGL). Kimley-Horn is leading the engineering effort. The project was recently bid, and the apparent low bidder is Southeast Site Services. Contract documents are being finalized and work is expected to start later this fall. The project schedule is expected to take approximately 90 days.



### **Parking Garage C & CONRAC Facility:**

**Status** – GMP / Procurement Phase

**Project Budget** – \$114,000,000

**Estimated Completion Date** – Summer 2026

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. LCK is providing program management and support services for the project. Brasfield & Gorrie (B&G) has been selected as the Construction Manager for the project. B&G will be preparing a GMP this fall. Construction start is expected in spring 2024 and be completed by summer 2026.

### **Facilities Department Building Expansion Project (Design Phase):**

**Status** – Design Phase

**Project Budget** – \$500,000

**Estimated Completion Date** – Spring 2024

Planning for the Facilities Department Building Expansion Project was completed in FY20, but the Phase 1 Project was put on hold due to COVID-19. This initial project is part of a master development plan for the Facilities Department and includes an expansion of the existing shop and storage building to provide 2 new large equipment maintenance bays, the addition of a new drive-in service bay door to the existing building, relocation of incinerator equipment and relocation / installation of a new triturator system. This project will provide much needed maintenance space for large equipment such as fuel trucks, fire equipment and other large vehicles as well as prepare the facility for the additional future expansion projects. Design is being led by on-call engineer WK Dickson and DP3 as their architectural partner. Design will be completed in spring 2024. Construction will be budgeted in the FY25 budget.

### **Utility Improvements Project Phases 1 & 2:**

**Status** – Construction and Design Phases Underway

**Project Budget** – \$2,200,000 (FY23 and FY24 budgets combined)

**Estimated Completion Date** – Spring 2024

A Utility Master Plan was completed in FY22 outlining several improvements projects necessary to replace aging infrastructure on the GSP campus and prepare the airport for future expansion and development. The highest priority of the improvements includes waterline upgrades from Hwy to the Terminal Complex. Replacement of a



section of waterline along GSP Drive within the TRIP project limits is being addressed as part of that project while the road and adjacent area is already being impacted. Design is also underway for waterline improvements from CPW at Highway 14 down GSP Drive. Once construction documents are complete, the project work will be bid, and work scheduled for spring 2024.

### **Landscape Lighting Project:**

**Status** – Design Phase

**Project Budget** – \$350,000

**Estimated Completion Date** – Design Fall 2023; Construction TBD

This project includes improvements to the landscape lighting along Aviation Parkway to the Terminal Complex and Terminal Parkway to the P1 and P2 Economy Parking Lots. Design phase work is being led by WK Dickson with Seamon Whiteside as their landscape architecture sub consultant. Staff is currently reviewing recommendations for lighting. Design is expected to be completed this fall and construction will be planned for spring 2024 completion.

### **GA Expansion Area Phase 2 Site Prep:**

**Status** – Design Phase

**Project Budget** – \$11,000,000

**Estimated Completion Date** – Design Fall 2023; Construction TBD

This project includes site prep and grading to prepare the development area planned for General Aviation Complex expansion. WK Dickson is leading the engineering effort and plans will be submitted for permitting later this fall. Permitting is expected to take several months and construction may be able to start in spring 2024 and carry into FY25.



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## MEMORANDUM

TO: Members of the Airport Commission

FROM: Tom Tyra, VP, Chief Marketing & Communications Officer

DATE: September 11, 2023

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### **ITEM DESCRIPTION – Information Section Item D** August 2023 – Communications Status Report

#### **SUMMARY**

#### **News Stories ~ Broadcast, Print and Online 8/1/23 through 8/28/23:**

##### **Top Stories for August 2023**

GSP Welcomes New VP and CFO  
GSP Airport Named Best Places to Work in SC  
Airports with the Best Amenities in North America Expanded  
Fuel Farm Meets Heavy Demand at GSP Avelo Airlines  
Offers Fall Deals  
Dedicated Air Cargo Airports Outperform

[Click here](#) for full report of August 2023 media mentions.

**Reach of GSP Media Coverage: 110,059,719**

#### **Airport Digital and Social Media 8/1/23-8/28/23:**

##### **Website**

Sessions – 87,753  
New Users –66,111  
Page Views –344,721

##### **Facebook**

Total followers –16,467  
New followers –54  
Page Views –4,584

Reach —808,711  
Post Engagements —57,326

### Instagram

Total Reach —173,812  
Total Impressions —277,760  
Followers —3,975  
New followers —30

### Twitter

Impressions — 1,587  
Followers —6,749  
New followers — 22  
Mentions —26

## Top Performing Social Media Posts

### Top Twitter Post



**GSP Airport** @GSPAairport · Aug 19

Happy National Aviation Day! 🇺🇸✈️ Today, we celebrate the incredible journey of passengers and cargo that take to the skies every day, connecting us to the world.



5



409



### Top Instagram Post



**gspairport**



[View insights](#)

[Boost post](#)




Liked by **destinationdarcy** and **135 others**

**gspairport** Happy National Aviation Day! 🛫✈️ Today, we celebrate the incredible journey of passengers and cargo that take to the skies every day, connecting us to the world.

[View all 4 comments](#)





### Top Facebook Post:



**Greenville-Spartanburg International Airport**  
Published by Courtney Myers · August 19 at 10:00 AM · 🌐

Happy National Aviation Day! ✈️ Today, we celebrate the incredible journey of passengers and cargo that take to the skies every day, connecting us to the world.



[See insights and ads](#) [Boost post](#)

👍❤️ 118      4 comments 11 shares



## **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 Palladin 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.

### **Blue Brews and BBQ 2023**

**Status** – Scheduled

**Communications Budget** - \$1,500

**Completion Date** – September 18, 2023

Communications staff will partner with Ten at the Top to host this outreach event. GSP will have a trade show display and meet hundreds of attendees from the regional business community.

### **Wings for All Airport Familiarization 2023**

**Status** – Scheduled

**Communications Budget** - \$1,000

**Completion Date** – September 23, 2023

Communications staff will partner with the ARC of the Upstate to host an airport familiarization event for people with disabilities and those on the autism scale. This allows prospective passengers to feel more comfortable about using our airport and for



airport staff to be more aware of passengers with special needs. Delta Air Lines will donate use of an aircraft and staff to assist with the event.

### **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 Service Event Summary**

### **Global Upstate Conference 2023**

**Status** – Registered to attend

**Communications Budget** - \$1,500

Completion Date – October 3-4, 2023

Upstate International is hosting a global trade conference in Greer, SC. GSP will participate as a sponsor and take advantage of speaking opportunities at this high-profile conference.

### **South Carolina Manufacturing Conference (Air Cargo)**

**Status** – Scheduled

**Communications Budget** - \$2,500

Completion Date – October 4-6, 2023

Air Service staff will attend SC Manufacturing Conference in Charleston, SC from October 4-6, 2023. GSP will have discussions with current and prospective air cargo clients from the manufacturing sector.



### **South Carolina International Trade Conference 2023**

**Status** – Registered to attend

**Communications Budget** - \$2,000

Completion Date – October 16-18, 2023

Communications staff will attend this annual conference in Charleston, SC. This gathering of shippers, importers, exporters and manufacturers has been useful in supporting business at our Cerulean Commercial Aviation division.

### **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.

### **ACI Marketing & Communications Conference 2023**

**Status** – Registered to attend

**Communications Budget** - \$3,000

Completion Date – November 12-14, 2023

Communications staff will attend this industry conference that has a focus on communications, public relations, and customer service disciplines. This conference will be held in Atlanta, GA.

## Sections

- [GSP Names VP and CFO \(6\)](#)
- [Best Places to Work SC \(6\)](#)
- [Airports with the Best Amenities in North America \(1\)](#)
- [Expanded Fuel Farm Meets Heavy Demand at GSP \(1\)](#)
- [Avelo Offers Fall Deals \(1\)](#)
- [Dedicated Air Cargo Airports Outperform \(2\)](#)

Total Number of Clips 17

## GSP Names VP and CFO

Mentions 6



### [Greenville-Spartanburg Airport District Welcomes New VP and Chief Financial Officer](#) 1

**Date Collected** Aug 1, 2023 9:09 AM EDT  
**Category** Digital News  
**Source** [OneSpartanburg Inc.](#)

**Market** United States  
**Language** English

The **Greenville-Spartanburg Airport** District welcomes Thomas Brooks as its new Vice President and Chief Financial Officer. As CFO, Mr. Brooks will be responsible for developing and executing the District's fiscal strategy, as well as overseeing the Finance, Accounting, Internal Audit, Risk Management, Disadvantaged Business Programs ... "I believe that by fostering a culture of innovation and collaboration, we can drive sustainable growth and deliver exceptional value to our passengers and stakeholders."

Mr. Brooks earned his bachelor's degree in accounting from Clemson University. He is a Certified Public Accountant (CPA).

**Greenville-Spartanburg International Airport** (GSP) is served by seven major airlines transporting millions of passengers each year to their favorite destinations. In 2022, GSP was recognized by its customers and Airports Council International as the Best Airport in North America based on its level of customer satisfaction, terminal ...



### [Greenville-Spartanburg Airport District Welcomes New VP and Chief Financial Officer](#) 2

**Date Collected** Aug 1, 2023 3:05 PM EDT  
**Category** Digital News  
**Source** [Airport Improvement](#)

**Market** United States  
**Language** English

GREER, S.C.— The **Greenville-Spartanburg Airport** District welcomes Thomas Brooks as its new Vice President and Chief Financial Officer. As CFO, Mr. Brooks will be responsible for developing and executing the District's fiscal strategy, as well as overseeing the Finance, Accounting, Internal Audit, Risk Management, Disadvantaged Business Programs ... I believe that by fostering a culture of innovation and collaboration, we can drive sustainable growth and deliver exceptional value to our passengers and stakeholders."

Mr. Brooks earned his bachelor's degree in accounting from Clemson University. He is a Certified Public Accountant (CPA).

About **Greenville-Spartanburg International Airport**

**Greenville-Spartanburg International Airport** (GSP) is served by seven major airlines transporting millions of passengers each year to their favorite destinations. In 2022, GSP was recognized by its customers and Airports Council International as the Best Airport in North America ...



### [Brooks Named VP, CFO at GSP](#) 3



**Date Collected** Aug 1, 2023 4:38 PM EDT  
**Category** Digital News  
**Source** [AirportXNews.com](https://airportxnews.com)  
**Author** David Ward

**Market** United States  
**Language** English

The **Greenville-Spartanburg Airport** District has named Thomas Brooks to the position of vice president and chief financial officer. As CFO, Brooks is responsible for developing and executing the **Greenville-Spartanburg Airport** (GSP) fiscal strategy, as well as overseeing the finance, accounting, internal audit, risk management, disadvantaged business programs, and procurement departments.

Brooks brings more than ten years of financial experience to GSP, most recently serving as controller at Renewable Water Resources. ...



**Greenville-Spartanburg Airport District appoints new VP and CFO**

4

**Date Collected** Aug 3, 2023 12:34 AM EDT  
**Category** Digital News  
**Source** [Centre for Asia Pacific Aviation](https://www.capamember.com)

**Market** Australia  
**Language** English

CAPA publishes more than 1,000 global News Briefs every week, covering all aspects of the aviation and travel industry. It's the most comprehensive source of market intelligence in the world, with around 50 per cent of content translated from non-English sources. The breadth of our coverage means you won't need any other news sources to monitor competitors and stay informed about the latest developments in the wider aviation sector.

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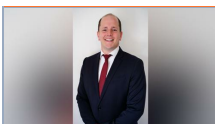
**The Greenville-Spartanburg Airport District Names Thomas Brooks as Vice President and Chief Financial Officer**

5

**Date Collected** Aug 4, 2023 10:11 AM EDT  
**Category** Digital News  
**Source** [Airport Improvement](https://www.airportimprovement.com)

**Market** United States  
**Language** English

GREER, SC – The **Greenville-Spartanburg Airport** District welcomes Thomas Brooks as its new Vice President and Chief Financial Officer. As CFO, Mr. Brooks will be responsible for developing and executing the District's fiscal strategy, as well as overseeing the Finance, Accounting, Internal Audit, Risk Management, Disadvantaged Business Programs ...



**The Greenville-Spartanburg Airport District Names Thomas Brooks as Vice President and Chief Financial Officer**

6

**Date Collected** Aug 7, 2023 9:04 AM EDT  
**Category** Digital News  
**Source** [Aviation Pros](https://www.aviationpros.com)

**Market** United States  
**Language** English

The **Greenville-Spartanburg Airport** District welcomes Thomas Brooks as its new Vice President and Chief Financial Officer. As CFO, Mr. Brooks will be responsible for developing and executing the District's fiscal strategy, as well as overseeing the Finance, Accounting, Internal Audit, Risk Management, Disadvantaged Business Programs ...

## Best Places to Work SC

Mentions 6



**ANNOUNCING: 2023 Best Places to Work in South Carolina RANKED**

7

**Date Collected** Aug 10, 2023 11:29 PM EDT  
**Category** Digital News  
**Source** [Columbia Regional Business Report](https://www.columbia.bizreport.com)  
**Author** Jason Thomas

**Market** United States  
**Language** English

... Bank

31. Connectivity Point Design & Installation

- 32. CUI
  - 33. Wasserman Next Gen
  - 34. CPM Federal Credit Union
  - 35. Infinity Marketing
  - 36. Mankiewicz Coatings LLC
  - 37. Renewable Water Resources
  - 38. Rhythmink
  - 39. Carolina Foothills Federal Credit Union
  - 40. LIMRIC PLUMBING HEATING & AIR
  - 41. **Greenville-Spartanburg International Airport**
  - 42. Brittain Resorts & Hotels
  - 43. Brandon
  - 44. South Carolina Education Lottery
  - 45. Greenville Country Club
- SMALL CATEGORY
- 1. SYSTEMTEC Inc.
  - 2. South Carolina Student Loan Corp.
  - 3. Cognito Forms
  - 4. Air Compressor Services
  - 5. Isomer Project Group
  - 6. Crawford
  - 7. The Brand Leader Inc.
  - 8. ...



**ANNOUNCING: 2023 Best Places to Work in South Carolina RANKED**



**Date Collected** Aug 10, 2023 11:07 PM EDT  
**Category** Digital News  
**Source** [SC Biz News](#)  
**Author** Jason Thomas

**Market** United States  
**Language** English

- ... Bank
- 31. Connectivity Point Design & Installation
  - 32. CUI
  - 33. Wasserman Next Gen
  - 34. CPM Federal Credit Union
  - 35. Infinity Marketing
  - 36. Mankiewicz Coatings LLC
  - 37. Renewable Water Resources
  - 38. Rhythmink
  - 39. Carolina Foothills Federal Credit Union
  - 40. LIMRIC PLUMBING HEATING & AIR
  - 41. **Greenville-Spartanburg International Airport**
  - 42. Brittain Resorts & Hotels
  - 43. Brandon

44. South Carolina Education Lottery

45. Greenville Country Club

SMALL CATEGORY

1. SYSTEMTEC Inc.

2. South Carolina Student Loan Corp.

3. Cognito Forms

4. Air Compressor Services

5. Isomer Project Group

6. Crawford

7. The Brand Leader Inc.

8. ...



### [Upstate airport named 'Best Places to Work in SC'](#)



9

**Date Collected** Aug 15, 2023 11:28 AM EDT

**Market** United States

**Category** News & Politics

**Source** [FOX Carolina News](#)

**Greenville-Spartanburg International Airport** has been named one of the Best Places to Work in South Carolina.

For more Local News from WHNS: <https://www.foxcarolina.com/>

For more YouTube Content: <https://www.youtube.com/channel/UCEm0gdukLif9P-LzLy2DIQ>



### [Upstate airport named 'Best Places to Work in SC'](#)



10

**Date Collected** Aug 15, 2023 9:31 AM EDT

**Market** Charleston, SC

**Category** Digital News

**Language** English

**Source** [Live 5 WCSC](#)

**Greenville-Spartanburg International Airport** has been named one of the Best Places to Work in South Carolina.



### [The Morning News at 8](#)



11

**Time** Aug 15, 2023 8:50 AM EDT

**Local Broadcast Time** 8:50 AM EDT

**Category** News

**Call Sign** WHNS (Fox)

**Market** DMA: 37 Greenville, SC

**Language** English

up. you want to check them out at 11 17 woodruff road in greenville. and if you've got a new business you like for me to share, please let us know on our website. that's fox carolina .com. here's what else working on for you some new details. now the **greenville spartanburg international airport**, is being named one of the best places to work in the palmetto state. yeah, they were honored with an award by the best companies group in partnership with s c biz news program was designed to recognize the best employers in south carolina, benefiting the state's economy, workforce and businesses. gsp is president and ceo says the achievement is a testament to the incredible dedication of their team. it is a 15. let's do some birthday shout outs. happy birthday to david and anderson. happy birthday to brandon and easily happy birthday to paula and simpsonville and happy happy anniversary to david and kathy and anderson. they're celebrating 38 years of marriage . a big congrats to y'all. now, if you would like for us to mention your special day on the air, you can find the submission



### [Upstate airport named 'Best Places to Work in SC'](#)



12





**Date Collected** Aug 14, 2023 2:18 PM EDT  
**Category** Digital News  
**Source** FOX Carolina

**Market** Greenville, SC  
**Language** English

SPARTANBURG, S.C. (FOX Carolina) - **Greenville-Spartanburg International Airport** has been named one of the Best Places to Work in South Carolina.

The airport was honored with the award by the Best Companies Group in partnership with SC BIZ News.

The survey-and-awards program was designed to identify, recognize and honor the best employers in South Carolina benefiting the ... state's economy, workforce and businesses.

"It is a great honor to be named to the Best Places to Work in South Carolina list," said Dave Edwards, President and CEO of **Greenville-Spartanburg International Airport** in a release. "This achievement is a testament to the incredible dedication of our exceptional team, whose dedication and talent drive our success."

Companies from across the state entered the two-part survey process to determine the Best Places to Work in South Carolina.

The first part evaluated ...

## Airports with the Best Amenities in North America

Mentions 1



### [These Airports have the Best Amenities in North America](#)

13

**Date Collected** Aug 11, 2023 8:50 AM EDT  
**Category** Online News  
**Source** <http://msn.com>  
**Language** English

Being stranded away from home — even if it's by choice — can leave travelers longing for comfort. Some airports are better at providing that than others.

The Airports Council International recently gave out Airport Service Quality Awards to airports around the world for the best customer experience. They specifically called out the most enjoyable airports — the one with the best restaurants, shops, entertainment and other comforts available while you're otherwise twiddling your thumbs waiting for a flight.

The awards were based on more than 465,000 live surveys of travelers in 2022. Following are the North American winners, followed by those in the rest of the world

## Expanded Fuel Farm Meets Heavy Demand at GSP

Mentions 1



### [Expanded Fuel Station Meets Heavy Demand at Greenville-Spartanburg Int'l](#)

14

**Date Collected** Aug 11, 2023 8:58 AM EDT  
**Category** Online News  
**Source** Airport Improvement  
**Language** English

Three years ago, officials at Greenville-Spartanburg International Airport (GSP) had a big challenge that needed to be addressed relatively quickly. The South Carolina airport had an ever-increasing demand for fuel, and its existing storage tanks could no longer meet that demand. An expanded fuel station was imperative.

## Avelo Offers Fall Deals

Mentions 1



### [Get 50% off base fares with Avelo's fall deal](#)

15

**Date Collected** Aug 24, 2023 5:45 PM EDT  
**Category** Digital News  
**Source** [The Points Guy](#)  
**Market** United States  
**Language** English

... the majority of Avelo's network falls under this discount.

The only routes that don't qualify are Hollywood Burbank Airport (BUR) to Glacier Park International Airport (FCA), Charleston International Airport

(CHS) to Tweed New Haven Airport (HVN), Daytona Beach International Airport (DAB) to HVN, **Greenville-Spartanburg International Airport** (GSP) to HVN, GSP to Orlando International Airport (MCO), HVN to Myrtle Beach International Airport (MYR), and Memphis International Airport (MEM) to Raleigh-Durham International Airport (RDU).

So, you could fly to Orlando or Las Vegas if you're looking for a quick getaway, or if you're planning ...

## Dedicated Air Cargo Airports Outperform

Mentions 2



### **Cargo-focused airports outpace peers with passenger traffic**

 16

**Date Collected** Aug 18, 2023 7:09 AM EDT

**Market** United States

**Category** Digital News

**Language** English

**Source** [Yahoo! Finance](#)

**Author** Eric Kulisch

... highs for the past 16 months, with global demand down more than 8% in that time.

, which relied on data from the U.S. Bureau of Transportation Statistics and was led by Professor Joseph Schwieterman, focused on domestic cargo traffic at 16 airports. Many of those, and other smaller airports like **Greenville-Spartanburg International Airport** in South Carolina, are also becoming frequent destinations for international cargo jets for the same reasons. Kuehne+Nagel, the world's largest airfreight forwarder, in April , which plans to build a permanent facility for the operation. DSV, another global logistics company, to provide more direct ...



### **Cargo-focused airports outpace peers with passenger traffic**

 17

**Date Collected** Aug 18, 2023 7:27 AM EDT

**Market** United States

**Category** Digital News

**Language** English

**Source** [FreightWaves](#)

**Author** Eric Kulisch

... the past 16 months, with global demand down more than 8% in that time.

The report, which relied on data from the U.S. Bureau of Transportation Statistics and was led by Professor Joseph Schwieterman, focused on domestic cargo traffic at 16 airports. Many of those, and other smaller airports like **Greenville-Spartanburg International Airport** in South Carolina, are also becoming frequent destinations for international cargo jets for the same reasons. Kuehne+Nagel, the world's largest airfreight forwarder, in April began private cargo service from Germany to Birmingham-Shuttlesworth International Airport in Alabama, which plans to build ...

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[www.criticalmention.com](http://www.criticalmention.com)





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## MEMORANDUM

TO: Members of the Airport Commission

FROM: Deven Judd, Vice President/CCO

DATE: September 11, 2023

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

August 2023 – Commercial Business Report

#### **Checkpoint Mail Kiosk:**

**Status** – Agreement with FlippIt Corporation has been signed. Anticipated start date of the service is October 2023. Term is for one year with one additional option period of one year. They will pay a percentage of gross receipts of 10%

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

**Estimated Completion Date** – October 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** – The overall list of deficiencies for which additional budget is needed has been captured, compiled and presented to BMW management for additional funding allocation. BMW is working with the electrical contractor to correct deficiencies.

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

**Estimated Completion Date** – Pushed to November 30, 2023

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



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

### **Palmetto Sites Program:**

**Status** – The Department of Commerce has waived the Title Search requirement of the Palmetto Sites program given that the property is for lease only. The general purpose of the title work is to identify things that would hold up a real estate transaction from a sale perspective. However, DOC will require the boundary survey that is to be completed on the property be an ALTA survey. The ALTA survey is the “gold-standard” of surveys and will ensure we’re protecting against these concerns. Staff will proceed with an ALTA Survey of just Tract A.

**Project Budget** – Survey cost to be responsibility of the District.

**Estimated Completion Date** – Survey Work for Tract A is December 2023; Tract A Certified 1<sup>st</sup> Quarter 2024.

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.

### **Land Development Design Standards Manual Project:**

**Status** – Scope of work for Land Development Design Standards Manual has been signed

**Project Budget** – \$125,000

**Estimated Completion Date** – 1<sup>st</sup> Quarter 2024

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.



### **FedEx Cargo Facility Agreement:**

**Status** – FedEx has agreed to the financial structure of the lease. FedEx is routing the lease through its internal process and relevant departments.

**Project Budget** – TBD

**Estimated Completion Date** – Execute Lease is October 2023

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

### **Children’s Play Area:**

**Status** – Staff has met with Plus-Plus USA to discuss building an indoor children's play area in a post security location to cater to parents/guardians of children traveling through the airport. Staff is looking at locations within the airport that will be easily accessible. Staff is also exploring the potential to partner with the Children’s Museum of the Upstate to help mitigate the cost to design and build the play area.

**Project Budget** – \$15,000

**Estimated Completion Date** – June 2024

There are a number of airports in the U.S. with children play areas and even more with entertainment options for young travelers. Airports with play areas tend to rank higher in customer service rankings because they are perceived to offer activities to help children stay engaged and occupied while traveling. Additionally, this will give children and families the opportunity to create lifelong memories traveling through GSP.

### **Re-Brand Thomas Creek Restaurant to Greenville Triumph Soccer Club Theme:**

**Status** – Staff has worked with the Greenville Triumph Soccer Club to re-brand the Thomas Creek Restaurant location on Concourse A, adjacent to gate A4. These conversations and agreement occurred when there was uncertainty about the Thomas Creek brand continuing to be operational.

**Project Budget** – All costs to be incurred by the Greenville Triumph Soccer Club

**Estimated Completion Date** – TBD

Branding airport restaurants with local themes creates a uniqueness to the concession program as well as a sense of pride in the community that reflects positively on the airport. For out-of-market travelers, branded restaurants provide a sense of place and creates cross marketing opportunities for both the District and the Greenville Triumph. The restaurant will continue to serve Thomas Creek beer and drinks.



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## MEMORANDUM

TO: Members of the Airport Commission

FROM: Kelly Dawsey, Vice President/CHRO

DATE: September 11, 2023

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### ITEM DESCRIPTION – Information Section Item F

August 2023 – OSHA Recordable Injury Report

#### SUMMARY

Monthly Activity August 31, 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, VP, Chief Information Officer

DATE: August 29, 2023

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### ITEM DESCRIPTION – Information Section Item G

August 2023 – Information Technology Status Report

### SUMMARY

#### IT Master Plan

**Status** – Future State Assessment

**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.

#### Phase Three

The objective of the Future State Definition phase is to establish the upcoming state of IT at GSP. This will be achieved through interviews and input from District stakeholders. The main focus will be on harmonizing business and operational objectives, recognizing IT implications within the District's business context, and outlining the scope of the future IT strategy. Additionally, this phase involves crafting the IT vision, mission statement, and guiding principles, identifying IT goals in alignment with business objectives, and assessing the potential future IT maturity and capabilities of the District's IT organization.

Key tasks in this phase encompass hosting Vision & Mission Workshops/Interviews, performing Industry Benchmarking to gauge upcoming industry trends, crafting the

Future State Definition, and finally generating the Future State Definition Report for subsequent review and approval.

**Activities Performed:**

Future State Focus Group Interviews: Conducted on 8/14/2023 and 8/15/2023

To gain deeper insights into what the future state of the airport should or could look like as it pertains to business process optimization, passenger journey support, policies, and procedures, as well as the utilization of technology and innovation throughout the District, interviews were conducted with District staff. These interviews were organized based on functional groups, allowing us to gather comprehensive information and perspectives.

## PROJECT OVERVIEW

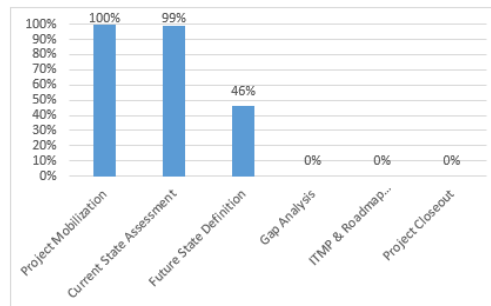
MON 5/8/23 - FRI 3/1/24



**MILESTONES DUE**  
Milestones that are coming soon.

Name	Finish

**% COMPLETE**  
Status for all top-level tasks. To see the status for subtasks, click on the chart and update the outline level in the Field List.



**LATE TASKS**  
Tasks that are past due.

Name	Start	Finish	Duration	% Complete	Resource Names
Finalize Current State Summary Report	Wed 8/2/23	Fri 8/25/23	18 days	90%	
Conduct Industry Benchmarking	Wed 8/16/23	Tue 9/5/23	15 days	50%	



## **VxRail Cluster Expansion**

**Status** – Started

**Project Budget** - \$200,000

**Estimated Completion Date** – October 2023

### **Project Description:**

The VxRail Cluster Expansion project aims to increase the computing and storage capacity of our existing VxRail cluster to meet the growing demands of District's IT infrastructure. This expansion is crucial to ensure optimal performance, scalability, and resource availability for our critical applications and services.

Project Objectives:

1. **Capacity Enhancement:** The primary goal of this project is to expand the existing VxRail cluster's capacity by adding new nodes. This will increase the cluster's processing power, memory, and storage resources, allowing us to accommodate current workloads more efficiently and plan for future growth.
2. **Performance Optimization:** By increasing the cluster's capacity, we aim to enhance the overall performance of applications and services that rely on the VxRail infrastructure. This will lead to reduced latency, faster response times, and improved user experiences.
3. **Scalability:** The project will ensure that our IT environment is ready to scale as the District expands. The added nodes will provide a foundation for seamless scalability, allowing us to easily accommodate additional workloads or new applications without major disruptions.
4. **High Availability:** The expansion will also contribute to improved high availability. The distributed nature of the VxRail cluster ensures that in the event of a node failure, workloads are automatically shifted to healthy nodes, minimizing downtime, and ensuring business continuity.
5. **Simplified Management:** The new nodes will integrate seamlessly with the existing VxRail cluster, maintaining a single management interface. This will simplify the administration, monitoring, and maintenance of the entire cluster, reducing operational complexities.

### **Budget:**

The budget for this project includes costs for procuring new nodes, installation, configuration, any required software licenses, and vendor services.

### **Benefits:**

The successful completion of the VxRail Cluster Expansion project will provide the District with an IT infrastructure that is well-equipped to handle current and future demands. It will lead to improved performance, scalability, and resource availability, ultimately contributing to enhanced business operations and growth.