



**GSP COMMISSION MEETING**  
**November 13, 2023**



## **AGENDA**

Greenville-Spartanburg Airport Commission Regular Meeting  
Greenville-Spartanburg International Airport Commission Boardroom  
Monday, November 13, 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 September 11, 2023 Regular Meeting Minutes ([document](#))
- B. Acceptance of the Greenville-Spartanburg Audit Committee November 2, 2023 Audit Committee Meeting Minutes ([document](#))

III. PRESENTATIONS: None

III. OLD BUSINESS: None

IV. NEW BUSINESS:

- A. Approval of Rental Car Customer Facility Charge (CFC) Increase ([document](#))
- B. Approval of a Budget Amendment for Purchase of 1.5 Acres and 15,712 SF industrial/flex building located at 2125 Airport Rd. ([document](#))
- C. Approval of Lease Terms/Agreement for Federal Express Corporation ([document](#))
- D. Approval of Final Rankings for On-Call Professional Consulting Services ([document](#))

V. PRESIDENT/CEO REPORT:

- A. Aviation Industry Update
- B. Federal and State Legislative Update
- C. Financial Dashboard Update
- D. 2023 Best in Business Award - Best Regional Airport in SC

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

**September 11, 2023**

The Greenville-Spartanburg Airport Commission met on September 11, 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, Jay Beeson, Doug Smith

**MEMBERS NOT PRESENT:** Valerie Miller

**STAFF AND LEGAL COUNSEL PRESENT:** David Edwards, President/CEO; Betty O. Temple, WBD; Kevin Howell, Senior Vice President/COO; Thomas Brooks, Vice President/CFO; Kelly Dawsey, Vice President/CHRO; Deven Judd, Vice President/CCO; Zach Salvato, Vice President/CIO; Tom Tyra, Vice President, CMCO; Cody Bauman, Director of Properties; Jeff Clifton, Director of Design & Construction; Trudy Carson, Passenger Development Manager; Ryan Clark, Real Estate & Leasing Manager; Bobby Welborn, Police Chief; Casey Cooperman, Executive Assistant/Recording Secretary

**GUESTS PRESENT:** Jon McCalmont, Parrish + Partners; Amanda Sheridan, McFarland Johnson; Eric Rysdor, HDR; Alex Cabe, Seamon Whiteside; Daniel Merritt, Seamon Whiteside; Matt Irwin, Messer Construction

**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 July 10, 2023 Regular Meeting Minutes.
- B. The Greenville-Spartanburg Airport Commission Meeting Dates and Times for Calendar Yes 2024.
- C. The appointment of Dean Hybl as a Member to the Airport Environs Planning Commission.

### **PRESENTATIONS:**

Prior to the presentation, Mr. Edwards introduced Thomas Brooks, who recently started as Vice President/CFO at the District.

#### **A. Landscape Lighting Project**

Kevin Howell, Senior Vice President/COO, introduced the Landscape Lighting Project. The approved FY24 capital budget includes funding for this Landscape Lighting Project and 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. Mr. Howell then introduced and welcomed Daniel Merritt

from Seamon Whiteside to provide a presentation of the landscape lighting plan including pricing.

Mr. Merritt then proceeded to present the challenges with the existing, outdated landscape lighting, stating that additional lighting is needed to provide vehicular safety, that additional uplighting will not provide the necessary amount of light, and because of this, they have proposed an alternative lighting solution that still maintains the general aesthetic of the parking.

The proposed solution includes the removal of existing landscape uplighting along Aviation Parkway, reserving uplighting for key nodes along the roadway, implementing streetlights and providing additional uplighting on wayfinding signs and distinctive elements along the parkway.

Mr. Merritt then provided an estimate of the costs for the project, including soft costs, electrical installation costs, fixture costs (installed), uplighting/accent lighting, along with a contingency of 15%. This concluded the presentation.

Discussion ensued between the Commissioners and Staff regarding the phased timing of the project. The Commission overall was in support of the project.

## **B. Terminal Planning Review**

Kevin Howell, Senior Vice President/COO, provided background information on the Terminal Planning Review. He stated that 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. Mr. Howell explained that Staff continued to work with the District's planning consultants to evaluate and revise passenger forecasts and refine the GSP capital development program based on these changes. Mr. Howell then provided a presentation on the current passenger forecast and the anticipated plans and timeline for future terminal and capital development.

Mr. Howell presented a comparison of the baseline enplanement and peak activity forecast for 2019 vs. 2023 as well as the revised implementation plan. He then provided a list of immediate and near-term projects, to be completed between 2023-2025, enabling projects, and phase 1-3 projects followed by the timeline of completion and cost estimate for each project.

Discussion ensued between the Commission and Staff regarding inflation, TSA checkpoint peak times and delays, and baggage claim delays before moving to the next presentation.

### **C. Passenger Leakage and Air Service Development Update**

Tom Tyra, Vice President/Chief Marketing & Communications Officer, provided a presentation on the recently updated Passenger Leakage Report which significantly expanded its air service marketing efforts. His update gave an overview of the District's current air service development efforts and presented information on the airport's passenger leakage to other airports in the region. The presentation also provided insight into efforts to address current needs and increase utilization of existing services.

Marketing strategies to reduce passenger leakage include, 1) expanding existing service by adding larger aircraft and additional frequencies, 2) attracting new nonstop service to high-demand destinations, 3) collaborating with the Tourism Community to promote Upstate SC as a destination, 4) targeting primary catchment areas with information about GSP offerings (corporate community and residents), 5) targeting new residents to the area early before bad habits take root, and 6) continuing to add and promote customer amenities and conveniences to set GSP apart from the competition (Charlotte and Atlanta).

Mr. Burch noted that leakage must also be affected by a higher-than-average ticket price. Mrs. Shaw inquired about what leakage rate is acceptable, to which Mr. Tyra said that 30-35% is acceptable. The District is experiencing 41% leakage to other airports in the region which is why there will be a continuous priority to ensure GSP improves their air service marketing effort with airlines and passengers alike.

**NEW BUSINESS:** None.

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

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

Mr. Edwards thanked Mr. Tyra for providing a comprehensive air service update. The airlines have reported that they performed well in the first quarter of 2023 and that cancellations are better even though weather conditions continue to create problems. Regardless, airlines had a positive summer season. Projections for the fall seem to be weaker, as advanced bookings are off, but GSP continues to grow capacities in the fall. Mr. Edwards noted that the balance between business and leisure may normalize at GSP, as leisure travel seems to be slowing down and business travel is picking up.

##### **Federal and State Legislative Update:**

Regarding federal legislation, Congress is back from recess, and the FAA reauthorization is looking to continue towards a resolution to keep funding available, however there are other parts of the bill that need to align, such as pilot hours, simulator training, and the age of retirement. Additionally, the Airport Improvement Program (AIP) is up to \$4B from \$3.5B, which had not been adjusted for inflation since 2000.

Regarding state legislation, SCAA held an all airports meeting, where they discussed the funding strategy going into the next legislative session. GSP is looking to host an Upstate South Carolina Legislative Luncheon. The goal is to share with local legislators the total economic impact the airport has on the upstate. Casey Cooperman will provide the date of this luncheon once available.

**Financial Update:**

Thomas Brooks, 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. Mr. Brooks noted that the Capital Improvement Plan (CIP) slide has been updated to show the total for capital improvements broken down by new capital improvement projects, professional service projects, renewal and replacement, small capital and equipment, and carryforward items from last fiscal year.

**2023 Best Places to Work in South Carolina**

Mr. Edwards recognized the District for receiving the award for being one of South Carolina's Best Places to Work, also noting that there are still areas of potential improvement based on the survey results received from District employees.

**COMMISSIONER'S REPORT:** None.

**EXECUTIVE SESSION:**

The Commission Chair requested that the Commission go into Executive Session for the purpose of discussing a confidential contract matter, economic development, and a personnel matter. The motion was made by Commissioner Ramella, seconded by Commissioner Burch, and approved to go into Executive Session at 11:23 a.m.

At approximately 12:17 p.m. public session resumed with no action being taken in Executive Session. A motion was made by Commissioner Burch, seconded by Commissioner Ramella and unanimous approval was received for the purchase of 2125 Airport Road.

**ADJOURNMENT:**

There being no further business, a motion was made by Commissioner Beeson, seconded by Commissioner Smith and unanimous vote received to adjourn meeting. The meeting was adjourned at approximately 12:37 p.m. The next meeting regular, non-emergency Commission meeting is scheduled for Monday, November 13, 2023.

**SIGNATURE OF PREPARER:**

  
\_\_\_\_\_  
Casey Cooperman



## **MEMORANDUM**

TO: Members of the Airport Commission

FROM: Thomas Brooks, VP, Chief Financial Officer

DATE: November 13, 2023

---

### **CONSENT AGENDA – Item B**

Acceptance of the Greenville-Spartanburg Audit Committee November 1, 2023 Meeting Minutes

### **BACKGROUND**

The Greenville-Spartanburg Airport District's Audit Committee met on Wednesday, November 1 at 1:00pm.

The minutes will be drafted and sent to the members of the Airport Commission, to be accepted at the November 13<sup>th</sup> Commission meeting.





---

## MEMORANDUM

TO: Members of the Airport Commission

FROM: Deven Judd, VP, Chief Commercial Officer

DATE: November 13, 2023

---

### ITEM DESCRIPTION – New Business Item A

Approval of Rental Car Customer Facility Charge (CFC) Increase

### BACKGROUND

The Customer Facility Charge (CFC) is a rental car transaction fee (per day) that is used to pay unimproved land rentals, capital project expenses, O&M and CAM expenses related to rental car operations.

Due to the escalated projection of construction costs for the new Garage C/Rental Car Facility, the proposed increase to the rental car Customer Facility Charge (CFC) is necessary to cover both the Land/O&M costs as well as the debt service of the new Garage C/Rental Car Facility.

### ISSUES

The Airport District has examined the construction of the new Garage/Rental Car Facility and the below represents the cost allocation:

- Rental Car Facility/CONRAC \$76,400,000 (67% of total)
- Public Parking \$37,600,000 (33% of total)

The current CFC fee of \$6.00 per day is not sufficient to adequately cover the associated costs of the new Garage C/Rental Car Facility.

### ALTERNATIVES

No alternatives recommended at this time.



## **FISCAL IMPACT**

The new Parking Garage C with rental car facility option, is projected to cost \$114,000,000 to construct. However, as noted above, this cost is split between public parking and the rental car facility. The rental car facility portion is CFC eligible and would be covered by CFC funds.

To help defray the costs associated with the rental car facility portion of the project, a CFC increase from the current \$6.00 per day to \$9.00 per day is proposed. This will produce an additional \$2,392,407 in annual revenue.

See enclosed Exhibit A – *Projected CFC Revenues at \$9.00 per Day.*

## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Commission (1) approve the recommendation to increase the CFC to \$9.00 per day, and (2) authorize the President/CEO to execute all required documents.

**Attached is EXHIBIT A – Projected CFC Revenues at \$9.00 per Day.**

## GSP Projected CFC Revenue and Funding and Capacity 30 Year Debt, Fiscal Years Ending June 30

### Projected CFC Revenues at \$9.00 per Transaction Day

	Total Enplaned Passengers <sup>1/</sup>	Enplaned Passenger and Rental Car Transaction Annual Growth Rates	Total Rental Car Transaction Days	CFC Rate (per transaction day)	Annual CFC Revenues
<b>ACTUAL</b>					
2023	1,186,030	5.27%	685,829	\$6.00	<b>\$4,080,558</b>
<b>PROJECTED</b>					
2024	1,243,771	4.87%	719,218	\$9.00	<b>\$6,472,965</b>
2025	1,285,172	3.33%	743,159	\$9.00	<b>\$6,688,429</b>
2026	1,320,933	2.78%	763,838	\$9.00	<b>\$6,874,540</b>
2027	1,356,670	2.71%	784,503	\$9.00	<b>\$7,060,523</b>
2028	1,392,422	2.64%	805,176	\$9.00	<b>\$7,246,587</b>
2029	1,428,289	2.58%	825,917	\$9.00	<b>\$7,433,254</b>
2030	1,464,290	2.52%	846,735	\$9.00	<b>\$7,620,613</b>
2035	1,645,623	2.27%	951,592	\$9.00	<b>\$8,564,328</b>
2040	1,830,286	2.08%	1,058,374	\$9.00	<b>\$9,525,366</b>
2045	2,019,827	1.94%	1,167,977	\$9.00	<b>\$10,511,796</b>
2046	2,058,670	1.92%	1,190,439	\$9.00	<b>\$10,713,949</b>



## **MEMORANDUM**

TO: Members of the Airport Commission

FROM: Deven Judd, VP, Chief Commercial Officer

DATE: November 13, 2023

---

### **ITEM DESCRIPTION - New Business Item B**

Approval of a Budget Amendment for Purchase of 1.5 Acres and 15,712 SF industrial/flex building located at 2125 Airport Rd.

### **BACKGROUND**

In September 2023, the Commission approved the purchase of 1.5 acres and a 15,712 SF industrial/flex building located at 2125 Airport Rd., Greer, SC. After negotiations, the owner has agreed to a purchase price of \$1,950,000, which is the appraised value of the property.

### **ISSUES**

While the property located at 2125 Airport Rd. was identified in the Airport Master Plan as future property to be acquired, the purchase price of the property was not included in the FY2024 Capital Budget as the property became available for purchase after the annual budgeting process was complete.

### **ALTERNATIVES**

No alternatives recommended at this time.

### **FISCAL IMPACT**

The capital improvement plan budget will be amended by \$1,950,000.00 for the purchase of 2125 Airport Rd resulting in a total FY24 capital improvement budget of \$78,671,500.00, an increase of 2.5%.



## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Commission resolve to approve the budget amendment in the amount of \$1,950,000.00 for the purchase of 2125 Airport Rd.



---

## MEMORANDUM

TO: Members of the Airport Commission

FROM: Deven Judd, VP, Chief Commercial Officer

DATE: November 13, 2023

---

### ITEM DESCRIPTION – New Business Item C

Approval of Lease Terms/Agreement and Budget Amendment for Federal Express Corp. (FedEx) Lease

### BACKGROUND

FedEx currently leases 104,307 square foot office and warehouse facility on 10.65 acres of land at the GSP North Cargo Facility. This property is located directly adjacent to the runway north of the terminal. See attached reference map and proposed facility layout drawing.

### ISSUES

Staff has negotiated lease renewal terms with FedEx. A summary of the primary business terms of the agreement are as follows:

1. **Base Term** – Ten (10) years.
2. **Option Terms** – Two Five (5) year options at FedEx’s discretion.
3. **Lease Premises** – Approximately 104,307 SF office and warehouse and 10.65 acres of Aircraft Apron and paved parking/storage area.
4. **Annual Rent** – \$1,910,652.98 in base rent annually for the Lease Premises. Employee Parking and Common Areas will have an annual rental of \$114,715.40 for a total annual rental of \$2,025,368.38. Rents shall be adjusted annually by the lesser of 3.6% or CPI.
5. **District Improvements** – \$2,001,250.00 in various building improvements/renovations.
6. **Lessee Improvements** – None.
7. **Maintenance** – Lessee shall be responsible for maintenance of the Premises.

8. **Utilities** – Lessee is responsible for the cost of all utilities and usage charges on the Premises.
9. **Insurance** – Lessee will be required to provide hazard insurance, liability insurance, workers' compensation insurance, and employer's liability insurance.
10. **Taxes and Assessments** – Lessee is responsible.
11. **Subleasing** – Lessee must obtain written approval of the District to sublet the lease, which shall not unreasonably be withheld.
12. **Assignment** – Lessee must obtain written approval of the District to assign the lease, which shall not unreasonably be withheld.

Budget Amendment: The office and warehouse space currently leased by Federal Express is over 20 years old. After an inspection of the premises, Staff developed a scope of work to address necessary improvements that include replacing flooring, renovating the main restroom, new ceiling tiles, gutters for the canopy, improving the lighting throughout the premises and paving & striping truck and customer lots. This work is estimated to cost \$2,001,250. The cost of renovations was not included in the FY2024 Capital Budget as the negotiations have recently concluded.

## **ALTERNATIVES**

No alternatives recommended at this time.

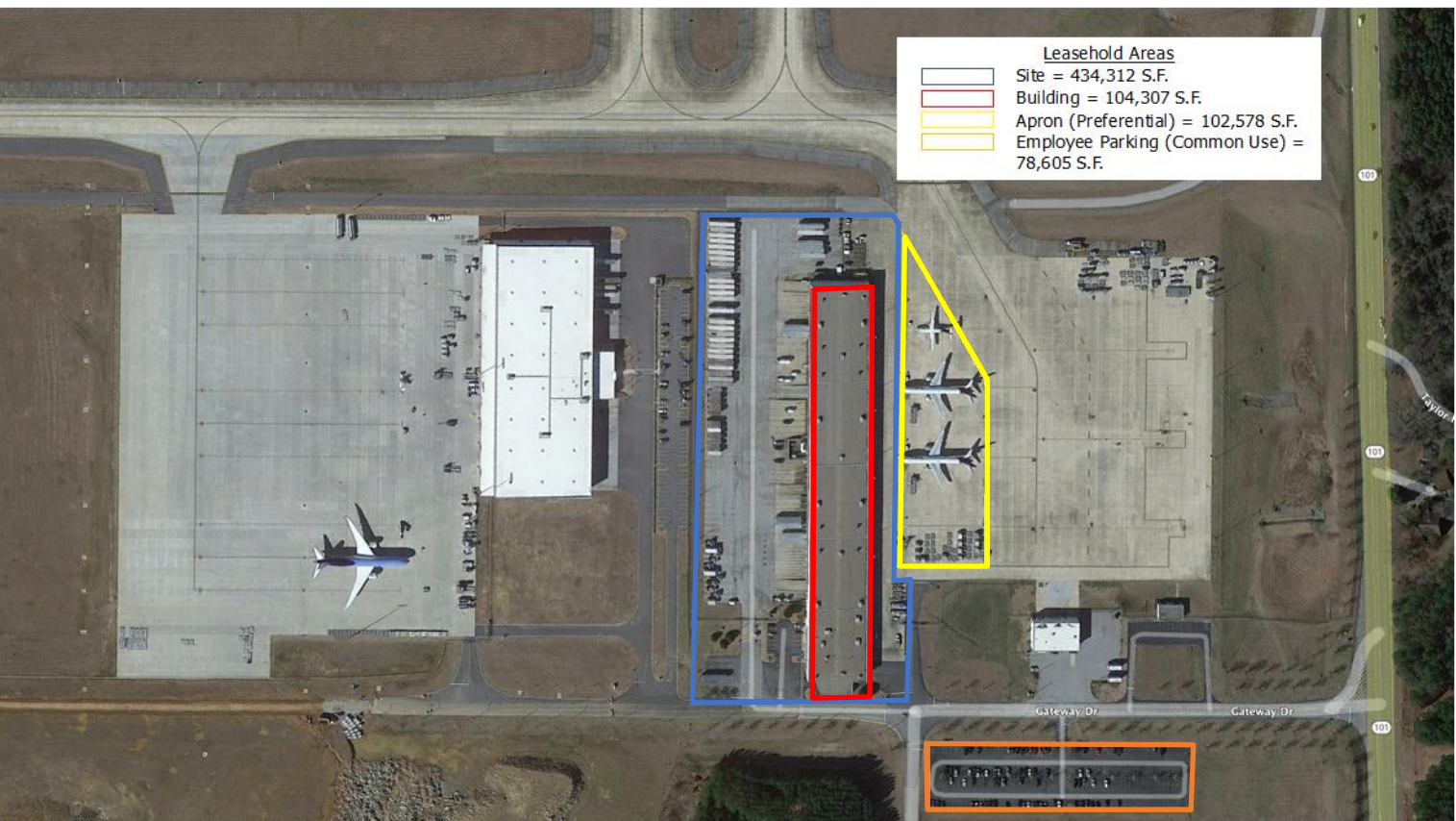
## **FISCAL IMPACT**

Staff has negotiated a first-year annual lease amount of \$2,025,368.38. FedEx is responsible for all other expenses associated with this building as this is a "triple net lease". Each subsequent year, throughout the term of the agreement, the annual lease rate escalates by the lesser of 3.6% or CPI.

The capital improvement plan budget will be amended by \$2,001,250 to complete the improvements to the premises resulting in a total FY24 capital improvement budget of \$80,672,750.00, an increase of 2.5%.

## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Commission (1) approve the lease terms/agreement as outlined above, (2) approve the budget amendment in the amount of \$2,001,250 for the improvements to the premises and (3) authorize the President/CEO to execute a lease agreement with Federal Express Corporation.







## **MEMORANDUM**

TO: Members of the Airport Commission

FROM: Kevin Howell, Senior Vice President/COO

DATE: November 13, 2023

---

### **ITEM DESCRIPTION - New Business Item D**

Approval of Final Rankings for On-Call Architectural/Engineering (AE) Professional Consulting Services and On-Call Planning/Environmental (PE) Professional Consulting Services.

### **BACKGROUND**

The Greenville-Spartanburg Airport District last selected On-Call AE and PE professional service consultants in 2018. The Federal Aviation Administration (FAA) strongly recommends airports conduct regular solicitations for general consulting services every 5 years.

Staff prepared a Request for Qualifications (RFQ) for On-Call AE Professional Consulting Services and an RFQ for On-Call PE Professional Consulting Services. The RFQ's were advertised per policy. Ten (10) Submittals of Qualifications (SOQs) were received for On-Call AE Professional Consulting Services and two (2) SOQ's for On-Call PE Professional Consulting Services, on the September 19, 2023 due date. Three (3) AE firms are being selected to perform work to support the District for the new five (5) year term.

Architectural/engineering firms/teams submitting SOQs were (Prime firms listed below alphabetically):

ADC Engineering  
AVCON, Inc.  
C Design / exp  
Goodwyn, Mills and Cawood (GMC), Inc.  
HDR  
Holt Consulting Company



Kimley-Horn  
LS3P  
Parrish & Partners  
WK Dickson & Co., Inc.

Planning/environmental firms/teams submitting SOQs were (Prime firms listed below alphabetically):

Ardurra Group, Inc.  
McFarland Johnson, Inc.

The Selection Committee reviewed the AE SOQs and evaluated them in accordance with the evaluation criteria as outlined in the RFQ. Five (5) AE firms/teams were short-listed for the second phase of the selection process, which included presentations and interviews with the Selection Committee.

Short-listed architectural/engineering firms/teams (Prime firms listed below alphabetically):

AVCON, Inc.  
HDR  
Holt Consulting Company  
Kimley-Horn  
Parrish & Partners

Presentations and interviews were held with the short-listed firms/teams the week of October 23, 2023. The evaluation of presentations/interviews for the shortlisted firms/teams was based on the following categories: team/firm and key personnel experience, project management approach, team organizational structure, experience with the District and overall staffing plan. Also, as part of the presentation, each team was asked to describe their project approach to a specific GSP project and address any issues or challenges anticipated with their "project" and discuss how their team would ensure a successful project for the Airport District. At the conclusion of each presentation, the Committee conducted a question and answer session with each team on several project management and general consultancy issues to learn more about their firm/team and assist the Committee in determining the final rankings.



## **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 Selection Committee's recommended final ranking for On-Call architectural/engineering professional services is:

1. Kimley-Horn
2. Parrish & Partners
3. AVCON, Inc.

The Selection Committee reviewed the PE SOQs and evaluated them in accordance with the evaluation criteria as outlined in the RFQ including past/current project experience, resumes of key personnel, project planning approach, ability to meet project goals, firm/team organizational structure, responsiveness to RFQ requirements and experience with GSP Airport District.

The Selection Panel unanimously selected McFarland Johnson, Inc. as the highest ranked firm/team and determined an interview/presentation was not necessary.

The unanimous determination was driven by McFarland Johnson's exceptional team, experience in planning/environmental support of like-sized airports, individuals who have deep knowledge of the aviation industry from a planning/environmental perspective and demonstrated ability to deliver services within project parameters. Additionally, McFarland Johnson has supported the District in planning/environmental needs over the past five (5) years in which they have performed admirably.

Upon approval of the final rankings, Staff will attempt to negotiate an agreement with the three (3) highest ranked architectural/engineering firm/teams and McFarland Johnson, Inc. In the event an agreement cannot be reached with the highest ranked firms/teams, Staff will formally terminate the negotiations and proceed to negotiate with the next highest ranked firms/teams.

There are projects underway with firms chosen in the 2018 selection process who were not selected in the current procurement process. Contract extensions will be executed allowing the consultant to complete on-going work for the specific projects.



## **ALTERNATIVES**

No alternatives are recommended at this time.

## **FISCAL IMPACT**

Approval of the final ranking itself does not have a direct fiscal impact. Once the On-Call AE Professional Consulting Firms and On-Call PE Professional Consulting Firms are under contract, the selected On-Calls will be providing professional services for future capital projects and consulting services as needed. All project expenses will be budgeted and funded from the appropriate capital project/ program or applicable budget line item.

## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Commission resolve to (1) approve the final rankings for On-Call Professional Consulting Services as presented above; (2) authorize Staff to negotiate and finalize agreements with the three (3) highest ranked architectural/engineering firms/teams and highest ranked planning/environmental firm/team (if an acceptable agreement cannot be reached with the highest ranked firms/teams, negotiations will be formally terminated and will then proceed with the next ranked firm/team); and (3) authorize the President/CEO to execute all necessary documents.



## MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

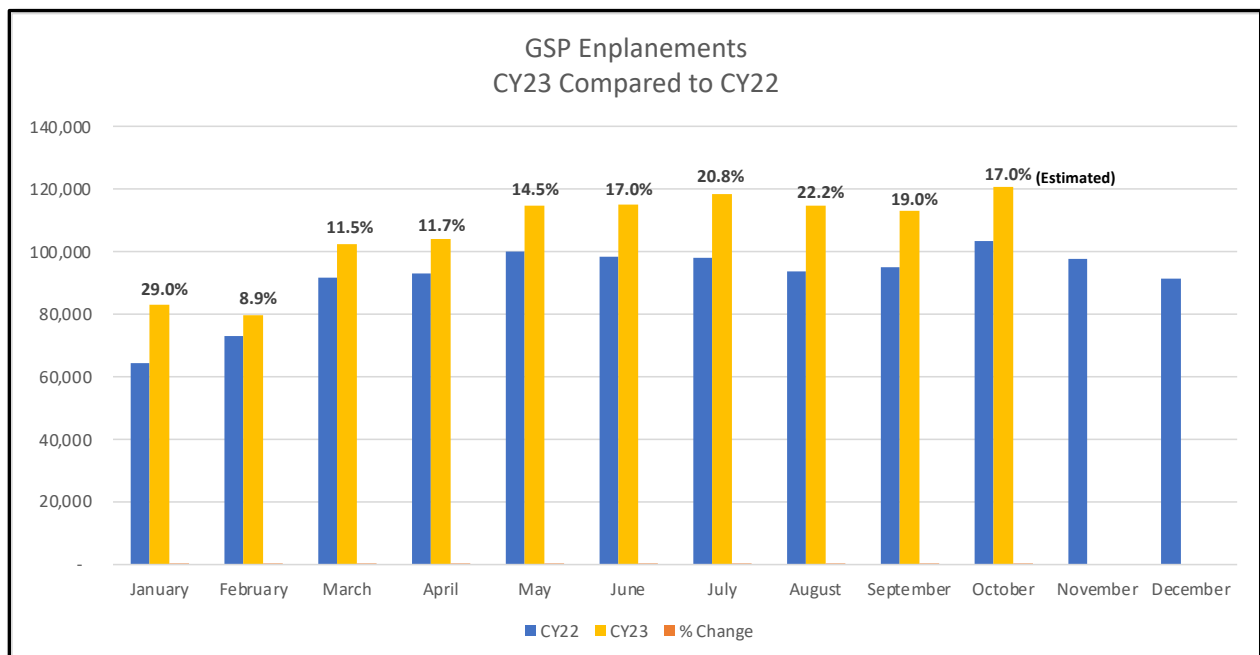
DATE: November 13, 2023

## ITEM DESCRIPTION – Information Section Item A

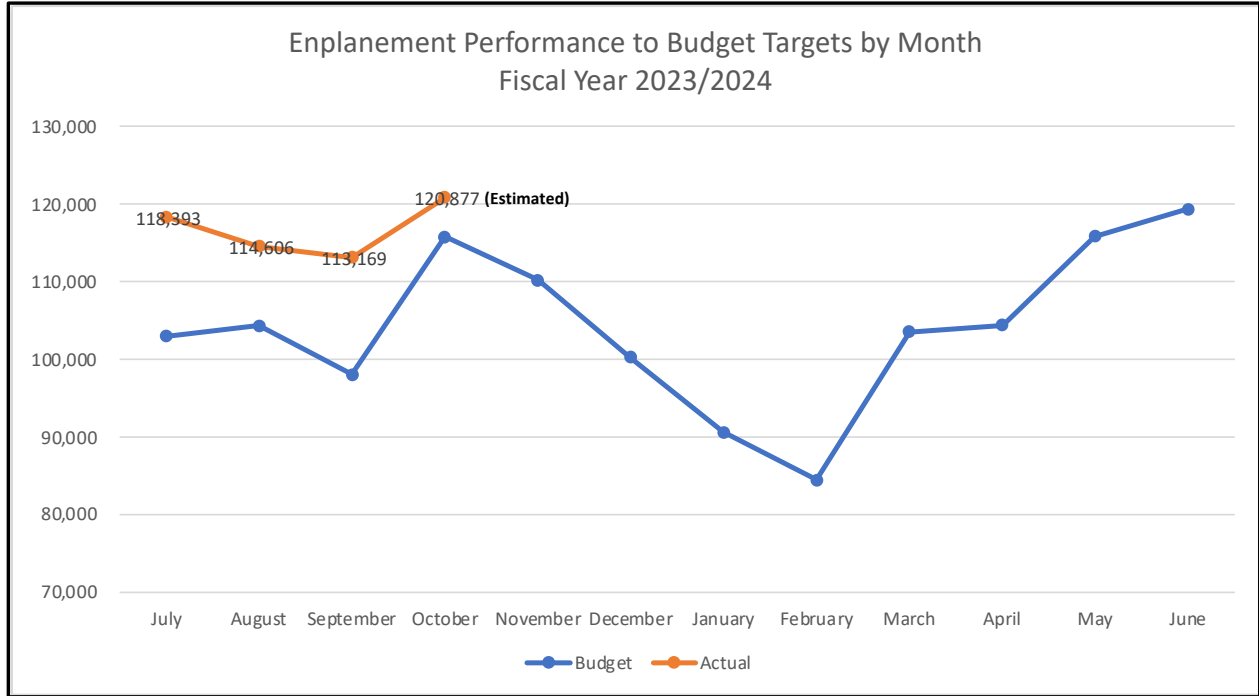
September 2023 - Traffic Report

### SUMMARY

For September 2023, passenger traffic was up **18.9%** and load factors were down **3.6%** at an average of **85.6%** over September 2022. Below is a comparison of our passenger traffic numbers for CY2023 versus CY2022:



Below is a comparison of our actual passenger traffic numbers to the budget for FY2024:



Cargo traffic experienced an increase of **6.4%** for September 2023 versus September 2022. Our fuel volumes experienced an increase of **7.0%** for September 2023 versus September 2022.

A comparison of the North America 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%	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%	9.90%	8.00%
July	20.70%	10.40%	10.30%
August	21.70%	No Data to Date	
September	18.90%	No Data to Date	
October			
November			
December			
<b>Average</b>	<b>17.14%</b>	<b>11.64%</b>	<b>5.51%</b>



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

Providing a look forward into service levels for **December 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 20.2%, and seats are up significantly at 18.8%.

Schedule Monthly Summary Report for Passenger (Air - All) flights from GSP for travel December 2023 vs. December 2022										
<i>All flights, seats, and ASMs given are per month.</i>										
Travel Period		Dec 2023		Dec 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	18	846	9	423	9	423	100.0%	100.0%	
AA	CLT	230	17,633	181	17,500	49	133	27.1%	0.8%	
AA	DCA	82	5,814	84	6,054	(2)	(240)	(2.4%)	(4.0%)	
AA	DFW	89	13,730	60	10,320	29	3,410	48.3%	33.0%	
AA	LGA	45	3,420	0	0	45	3,420			
AA	MIA	31	2,356	32	2,432	(1)	(76)	(3.1%)	(3.1%)	
AA	ORD	31	2,257	30	1,864	1	393	3.3%	21.1%	
AA	PHL	66	4,288	31	2,356	35	1,932	112.9%	82.0%	
DL	ATL	176	24,793	178	23,620	(2)	1,173	(1.1%)	5.0%	
DL	DTW	23	2,286	26	1,976	(3)	310	(11.5%)	15.7%	
DL	LGA	90	6,582	68	4,982	22	1,600	32.4%	32.1%	
G4	FLL	11	1,947	11	1,947	0	0	0.0%	0.0%	
G4	PIE	9	1,524	11	1,896	(2)	(372)	(18.2%)	(19.6%)	
G4	SFB	9	1,575	9	1,488	0	87	0.0%	5.8%	
LF	BNA	0	0	9	270	(9)	(270)	(100.0%)	(100.0%)	
UA	DEN	31	2,236	31	2,356	0	(120)	0.0%	(5.1%)	
UA	EWR	72	5,962	60	4,458	12	1,504	20.0%	33.7%	
UA	IAH	31	3,954	31	2,330	0	1,624	0.0%	69.7%	
UA	ORD	81	5,320	90	5,566	(9)	(246)	(10.0%)	(4.4%)	
WN	ATL	90	14,470	62	9,858	28	4,612	45.2%	46.8%	
WN	BWI	33	5,071	31	5,265	2	(194)	6.5%	(3.7%)	
WN	HOU	2	286	5	875	(3)	(589)	(60.0%)	(67.3%)	
XP	HVN	9	1,701	0	0	9	1,701			
TOTAL		1,272	128,662	1,058	108,259	214	20,403	20.2%	18.8%	

## Attachments

# Monthly Traffic Report

## Greenville-Spartanburg International Airport

September 2023



Category	Sep 2023	Sep 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change	*MOV12-2023	*MOV12-2022	Percentage Change
<b>Passenger Traffic</b>									
Enplaned	113,088	95,101	18.9%	945,595	808,068	17.0%	1,238,296	1,100,967	12.5%
Deplaned	<u>110,851</u>	<u>93,307</u>	18.8%	<u>934,680</u>	<u>799,595</u>	16.9%	<u>1,222,200</u>	<u>1,088,483</u>	12.3%
<b>Total</b>	<b>223,939</b>	<b>188,408</b>	<b>18.9%</b>	<b>1,880,275</b>	<b>1,607,663</b>	<b>17.0%</b>	<b>2,460,496</b>	<b>2,189,450</b>	<b>12.4%</b>
<b>Cargo Traffic (Pounds)</b>									
<b>Express and Mail</b>									
Enplaned	680,173	778,509	-12.6%	6,316,913	7,010,714	-9.9%	8,516,772	9,348,503	-8.9%
Deplaned	<u>952,980</u>	<u>1,204,900</u>	-20.9%	<u>8,800,100</u>	<u>9,662,850</u>	-8.9%	<u>12,139,904</u>	<u>13,026,258</u>	-6.8%
<b>Subtotal</b>	<b>1,633,153</b>	<b>1,983,409</b>	<b>-17.7%</b>	<b>15,117,013</b>	<b>16,673,564</b>	<b>-9.3%</b>	<b>20,656,676</b>	<b>22,374,761</b>	<b>-7.7%</b>
<b>Freight</b>									
Enplaned	3,563,643	2,820,275	26.4%	32,103,740	38,490,863	-16.6%	40,853,406	52,126,395	-21.6%
Deplaned	<u>8,369,335</u>	<u>7,943,321</u>	5.4%	<u>68,224,782</u>	<u>80,257,232</u>	-15.0%	<u>94,329,482</u>	<u>112,577,014</u>	-16.2%
<b>Subtotal</b>	<b>11,932,978</b>	<b>10,763,596</b>	<b>10.9%</b>	<b>100,328,522</b>	<b>118,748,095</b>	<b>-15.5%</b>	<b>135,182,888</b>	<b>164,703,409</b>	<b>-17.9%</b>
<b>Total</b>	<b>13,566,131</b>	<b>12,747,005</b>	<b>6.4%</b>	<b>115,445,535</b>	<b>135,421,659</b>	<b>-14.8%</b>	<b>155,839,564</b>	<b>187,078,170</b>	<b>-16.7%</b>

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



Category	Sep 2023	Sep 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change	*MOV12-2023	*MOV12-2022	Percentage Change
<b>Aircraft Operations</b>									
Airlines	2,381	2,302	3.4%	21,831	20,821	4.9%	28,460	28,265	0.7%
Commuter/Air Taxi	<u>568</u>	<u>534</u>	6.4%	<u>4,348</u>	<u>5,531</u>	-21.4%	<u>6,224</u>	<u>7,775</u>	-19.9%
<b>Subtotal</b>	<b>2,949</b>	<b>2,836</b>	<b>4.0%</b>	<b>26,179</b>	<b>26,352</b>	<b>-0.7%</b>	<b>34,684</b>	<b>36,040</b>	<b>-3.8%</b>
General Av.	1,192	1,156	3.1%	11,317	10,475	8.0%	14,638	13,580	7.8%
Military	<u>280</u>	<u>236</u>	18.6%	<u>2,250</u>	<u>1,876</u>	19.9%	<u>2,928</u>	<u>2,534</u>	15.5%
<b>Subtotal</b>	<b>1,472</b>	<b>1,392</b>	<b>5.7%</b>	<b>13,567</b>	<b>12,351</b>	<b>9.8%</b>	<b>17,566</b>	<b>16,114</b>	<b>9.0%</b>
<b>Total</b>	<b>4,421</b>	<b>4,228</b>	<b>4.6%</b>	<b>39,746</b>	<b>38,703</b>	<b>2.7%</b>	<b>52,250</b>	<b>52,154</b>	<b>0.2%</b>
<b>Fuel Gallons</b>									
<b>General Aviation</b>									
100LL	2,776	2,587	7.3%	24,925	22,027	13.2%	31,676	29,361	7.9%
Jet A	<u>169,072</u>	<u>163,237</u>	<u>3.6%</u>	<u>1,402,606</u>	<u>1,438,466</u>	<u>-2.5%</u>	<u>1,925,174</u>	<u>1,887,770</u>	<u>2.0%</u>
<b>Subtotal</b>	<b>171,848</b>	<b>165,824</b>	<b>3.6%</b>	<b>1,427,531</b>	<b>1,460,493</b>	<b>-2.3%</b>	<b>1,956,850</b>	<b>1,917,131</b>	<b>2.1%</b>
<b>Commercial Aviation</b>									
Jet A	1,828,867	1,703,688	7.3%	16,303,152	16,274,503	0.2%	21,775,018	21,724,576	0.2%
<b>Total</b>	<b>2,000,715</b>	<b>1,869,512</b>	<b>7.0%</b>	<b>17,730,683</b>	<b>17,734,996</b>	<b>-0.0%</b>	<b>23,731,868</b>	<b>23,641,707</b>	<b>0.4%</b>

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

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

September 2023



	Sep 2023	Sep 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change
<b>Allegiant Air</b>						
Enplanements	2,278	2,408	-5.4%	32,106	30,844	4.1%
Seats	2,868	2,865	0.1%	38,100	36,576	4.2%
Load Factor	79.4%	84.0%	-5.5%	84.3%	84.3%	-0.1%
<b>American Airlines</b>						
Enplanements	39,414	32,580	21.0%	338,913	279,454	21.3%
Seats	46,861	37,059	26.4%	429,025	336,892	27.3%
Load Factor	84.1%	87.9%	-4.3%	79.0%	83.0%	-4.8%
<b>Avelo</b>						
Enplanements	2,444	0	-	10,880	0	-
Seats	3,066	0	-	14,574	0	-
Load Factor	79.7%	-	-	74.7%	-	-
<b>Delta Air Lines</b>						
Enplanements	35,010	31,642	10.6%	298,771	278,611	7.2%
Seats	37,809	34,737	8.8%	334,738	327,186	2.3%
Load Factor	92.6%	91.1%	1.7%	89.3%	85.2%	4.8%

	Sep 2023	Sep 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change
<b>Silver Airways</b>						
Enplanements	992	594	67.0%	7,982	4,682	70.5%
Seats	1,266	828	52.9%	10,096	6,040	67.2%
Load Factor	78.4%	71.7%	9.2%	79.1%	77.5%	2.0%
<b>Southwest Airlines</b>						
Enplanements	12,339	11,816	4.4%	101,343	92,296	9.8%
Seats	16,348	14,547	12.4%	147,811	146,122	1.2%
Load Factor	75.5%	81.2%	-7.1%	68.6%	63.2%	8.5%
<b>United Airlines</b>						
Enplanements	20,096	14,925	34.6%	151,454	115,462	31.2%
Seats	23,217	15,774	47.2%	179,326	134,762	33.1%
Load Factor	86.6%	94.6%	-8.5%	84.5%	85.7%	-1.4%
<b>Totals</b>						
Enplanements	112,573	93,965	19.8%	941,449	801,349	17.5%
Seats	131,435	105,810	24.2%	1,153,670	987,578	16.8%

Load Factor	85.6%	88.8%	-3.6%	81.6%	81.1%	0.6%
-------------	-------	-------	-------	-------	-------	------

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

---

**Totals**

Enplanements	112,573	93,965	19.8%	941,449	801,349	17.5%
Seats	131,435	105,810	24.2%	1,153,670	987,578	16.8%

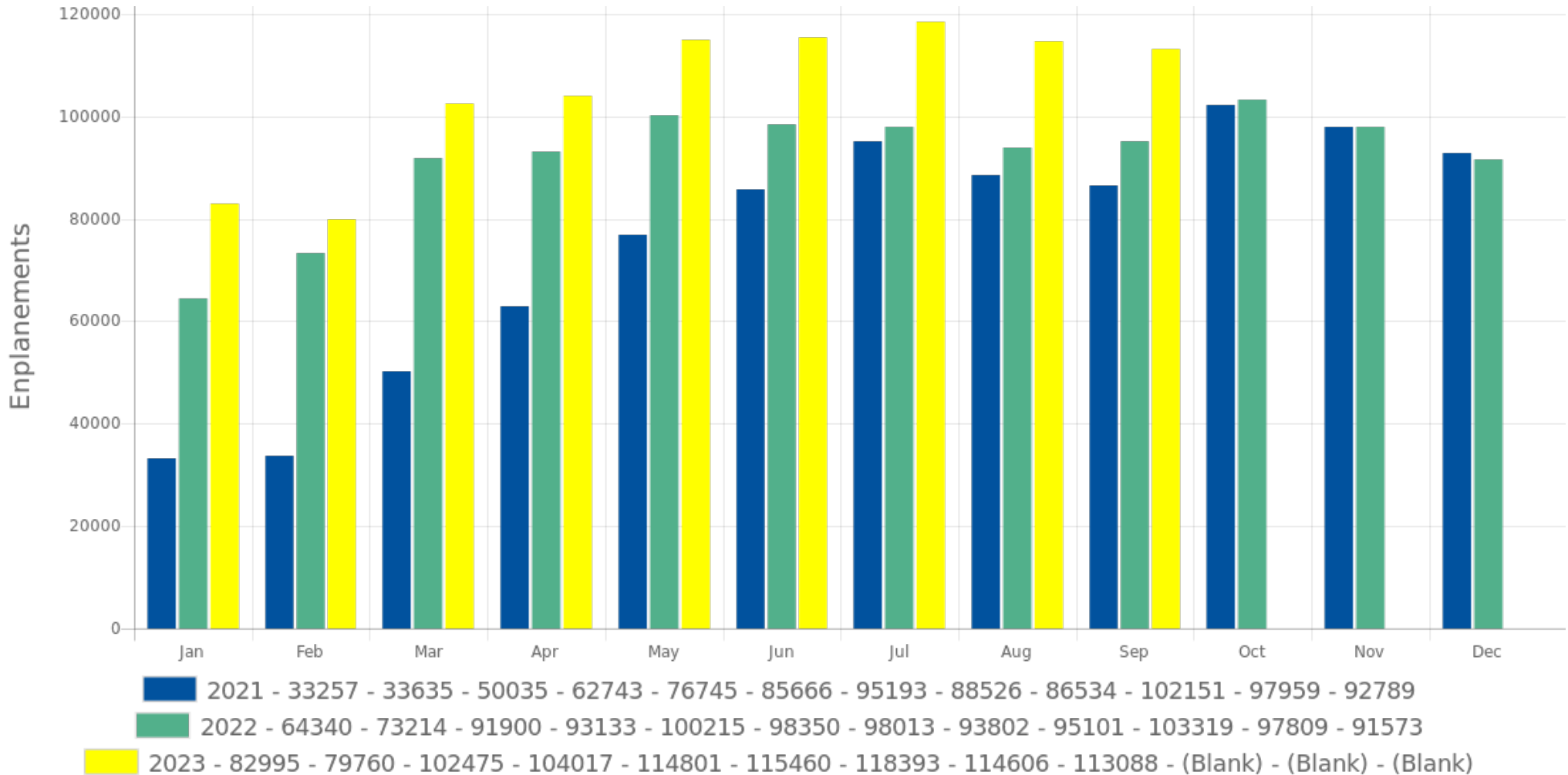
Load Factor	85.6%	88.8%	-3.6%	81.6%	81.1%	0.6%
-------------	-------	-------	-------	-------	-------	------

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

# Monthly Enplanements By Year

## Greenville-Spartanburg International Airport

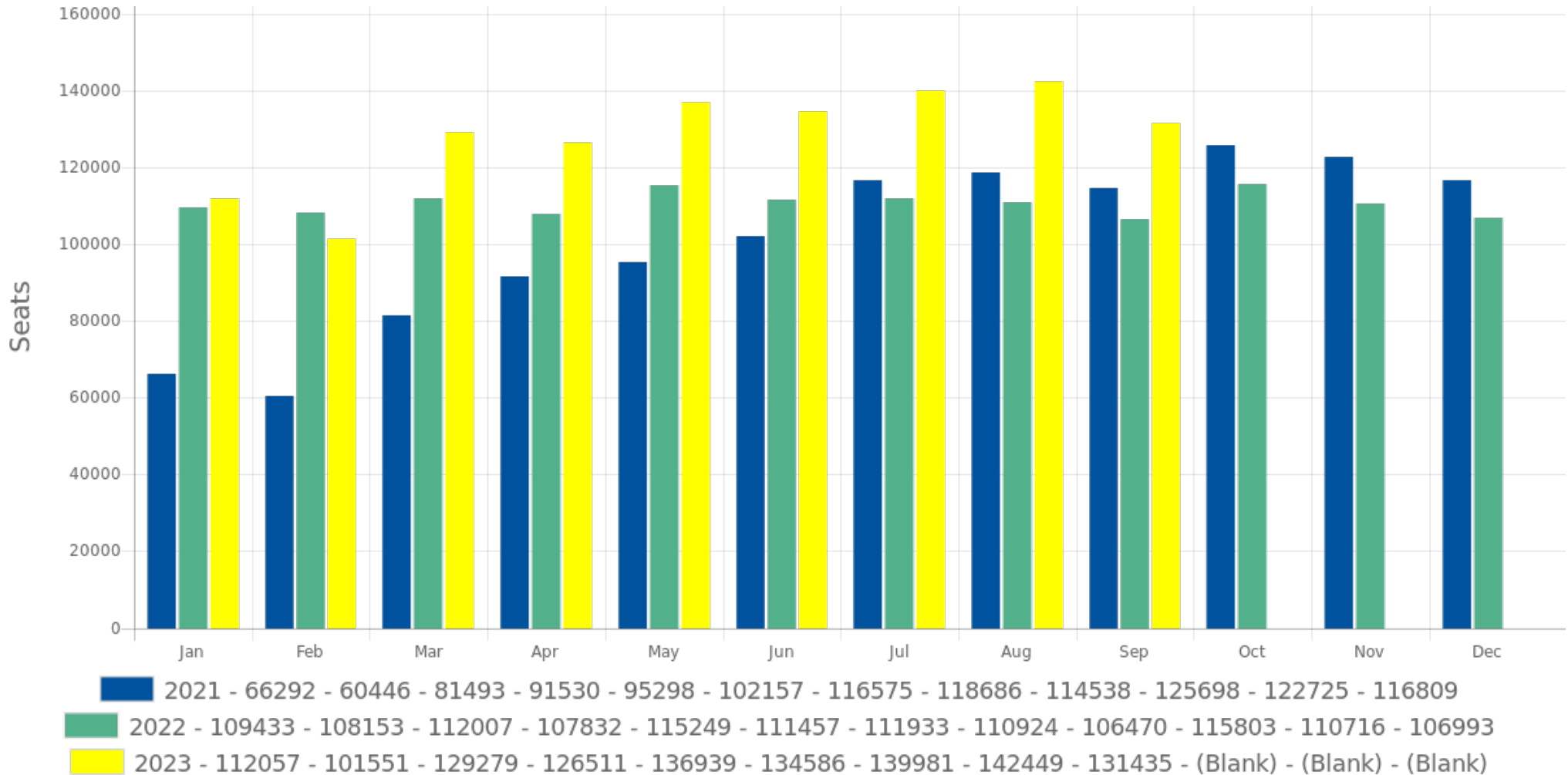
Report Period From January 2021 Through September 2023



# Monthly Seats By Year

## Greenville-Spartanburg International Airport

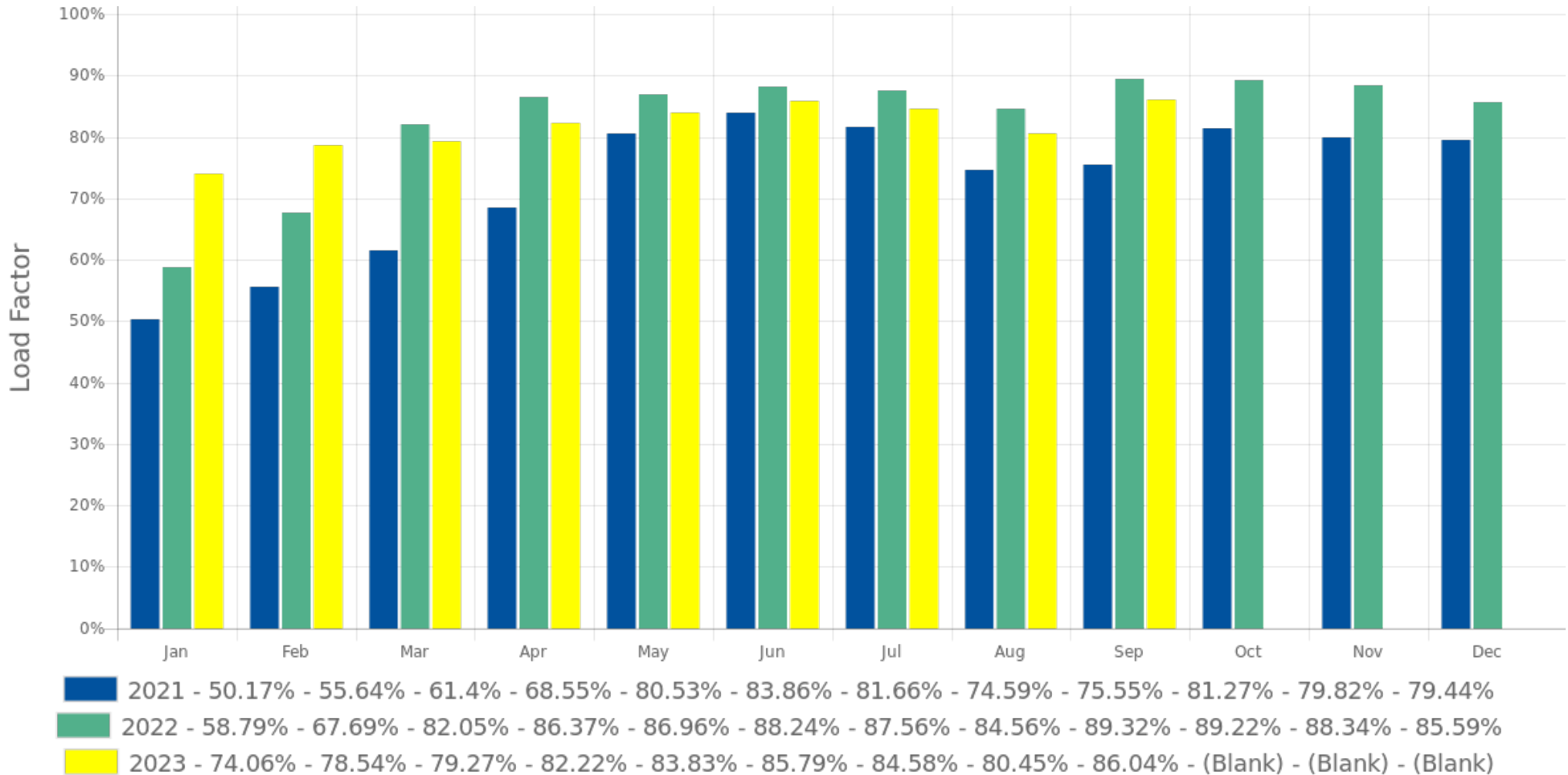
Report Period From January 2021 Through September 2023



# Monthly Load Factors By Year

## Greenville-Spartanburg International Airport

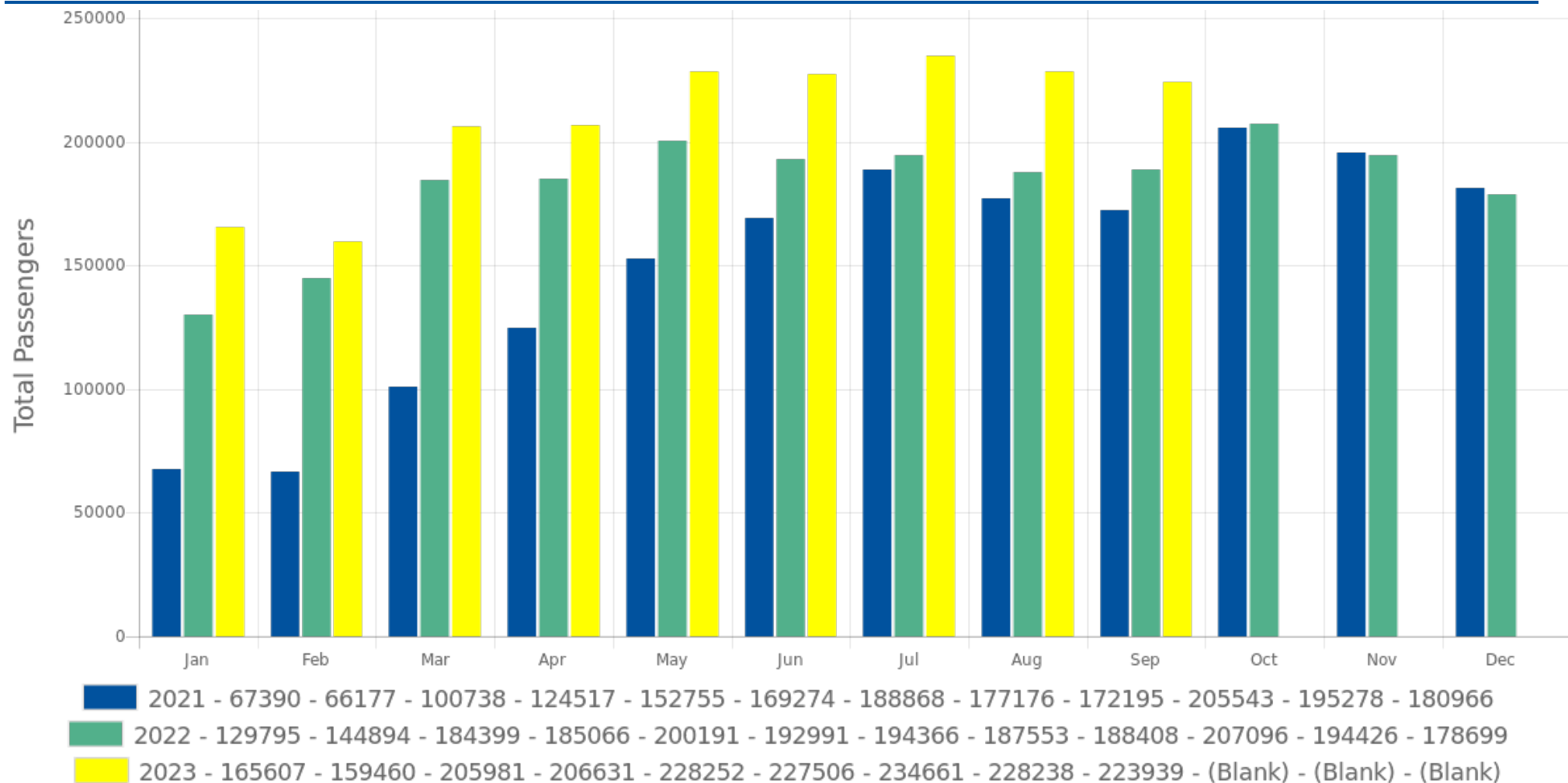
Report Period From January 2021 Through September 2023



# Total Monthly Passengers By Year

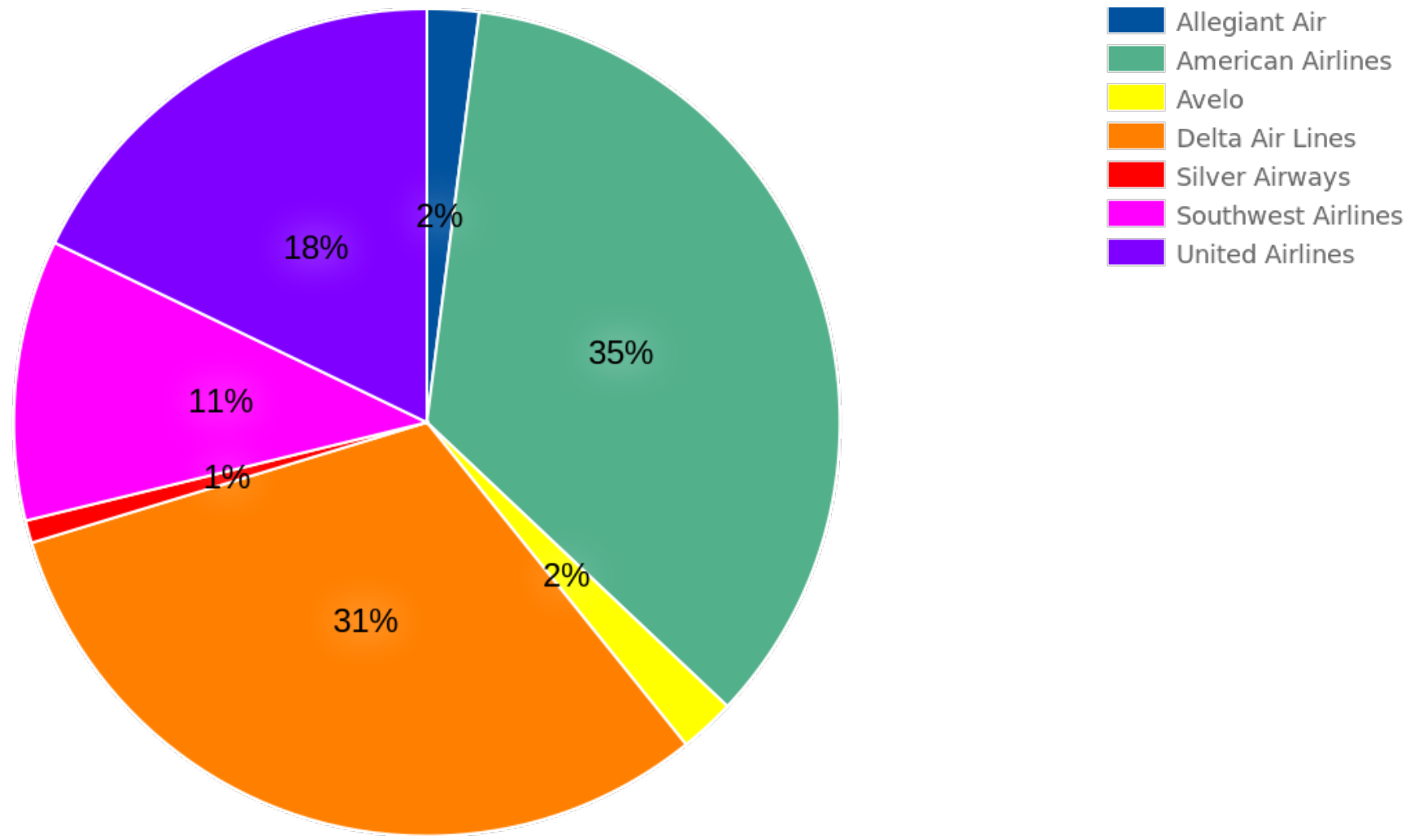
## Greenville-Spartanburg International Airport

Report Period From January 2021 Through September 2023





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



# Airline Flight Completions

## Greenville-Spartanburg International Airport

September 2023



Airline	Scheduled Flights	Cancellations Due To				Total Cancellations	Completed Flights (%)
		Field	Mechanical	Weather	Other		
Air Atlanta Icelandic	13	0	0	0	0	0	100.0%
Air Belgium	9	0	0	0	0	0	100.0%
AirNet II	2	0	0	0	0	0	100.0%
Allegiant Air	17	0	0	0	0	0	100.0%
Allegiant Charter	4	0	0	0	0	0	100.0%
Alpine Air Express	1	0	0	0	0	0	100.0%
American Airlines	530	6	8	0	0	14	98.1%
Ameriflight	2	0	0	0	0	0	100.0%
Amerijet Intl	25	0	0	0	0	0	52.0%
Ameristar Jet Charter	2	0	0	0	0	0	50.0%
Avelo	18	0	0	0	0	0	100.0%
Berry Aviation	36	0	0	0	0	0	50.0%
Delta Air Lines	319	1	0	7	0	8	97.8%
Everts Air Cargo	2	0	0	0	0	0	50.0%
Federal Express	38	0	0	0	0	0	100.0%
IFL Group	10	0	0	0	0	0	50.0%
InterJet West	2	0	0	0	0	0	50.0%
Kalitta Charters II	2	0	0	0	0	0	50.0%
Lynden Air Cargo	2	0	0	0	0	0	50.0%
Maersk Air Cargo	2	0	0	0	0	0	50.0%
MAS Air	20	0	0	0	0	0	50.0%

Airline	Scheduled Flights	Cancellations Due To				Total Cancellations	Completed Flights (%)
		Field	Mechanical	Weather	Other		
Mountain Air Car	16	0	0	0	0	0	100.0%
PAK West Airlines/Sierra West	2	0	0	0	0	0	50.0%
Royal Air Freight	6	0	0	0	0	0	50.0%
Silver Airways	27	0	0	0	0	0	100.0%
Southwest Airlines	100	0	0	0	0	0	100.0%
Sun Country Airlines	8	0	0	0	0	0	50.0%
United Airlines	225	0	0	0	0	0	100.0%
UPS	33	0	0	0	0	0	100.0%
<b>Total</b>	<b>1,473</b>	<b>7</b>	<b>8</b>	<b>7</b>	<b>0</b>	<b>22</b>	<b>94.8%</b>



---

## MEMORANDUM

TO: Members of the Airport Commission

FROM: Thomas Brooks, VP, Chief Financial Officer

DATE: November 13, 2023

---

### ITEM DESCRIPTION – Information Section Item B

September 2023 – Monthly Financial Report

### SUMMARY

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

Operating Income was up by **10.8%** when compared to the budget for September 2023. Operating Expenses were down by **9.2%** when compared to the budgeted amount for the same period. Net operating income was up by **88.3%** when compared to the September 2023 budget. For the period ending September 2023, which represents three (3) months of the fiscal year, a total of **\$5,987,171** has been returned to the bottom line in operating income.

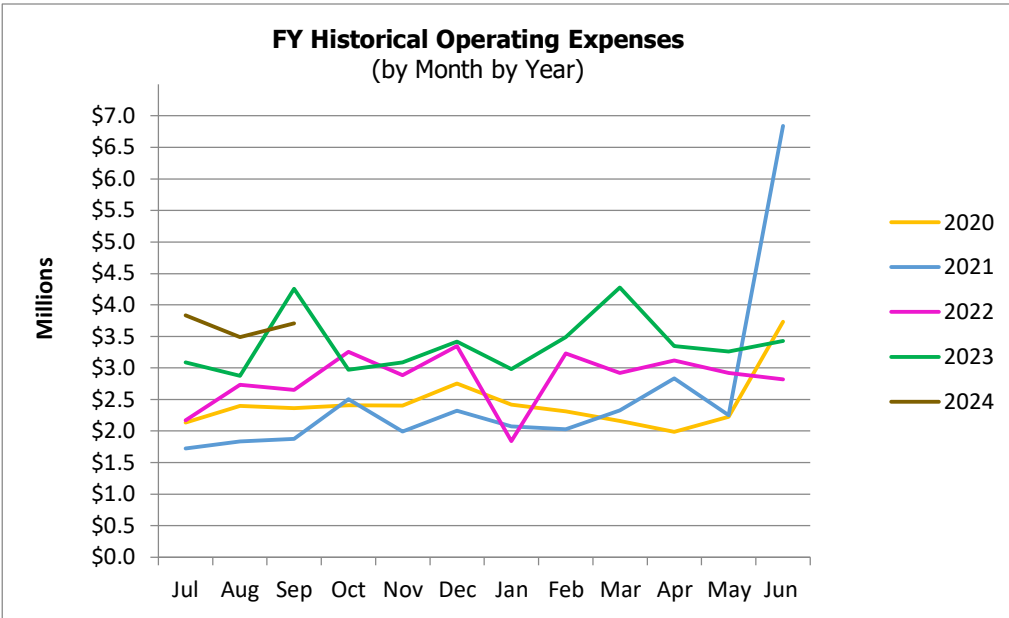
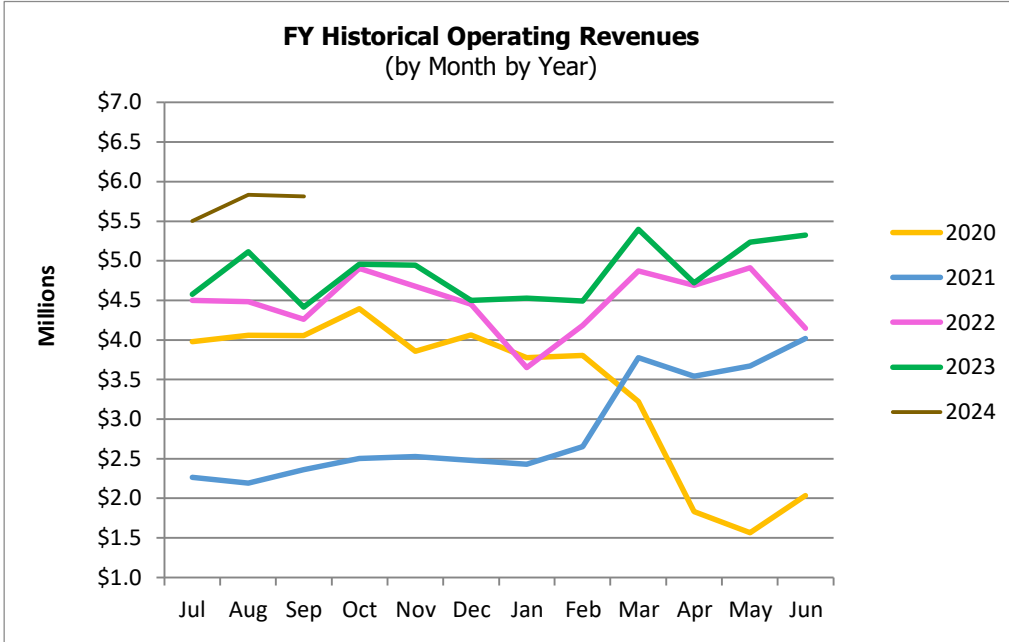
Please recognize that this is a preliminary report, unaudited, and only represents *three months* of activity resulting in variances from budget which can be quite volatile.

**September 30, 2023 FINANCIAL STATEMENT PACKAGE**

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

	<b>Current FY 9/30/2023</b>	<b>Prior FY 9/30/2022</b>
<b>Assets</b>		
Cash Accounts	30,244,149	46,185,913
Investments-Airport	59,827,153	36,710,334 (aa)
Accounts Receivable	9,653,810	9,877,000
Less: Reserve for Doubtful Accounts	(149,500)	(149,500)
Net Accounts Receivable	<b>9,504,310</b>	<b>9,727,500</b>
Leases Receivable	34,658,779	38,541,080 (bb)
Inventory	324,573	806,030
Prepaid Insurance	972,285	873,590
Notes Receivable-RAC District Funds	0	176,829
Lease Assets	1,606,198	1,606,198
Less: Accumulated Amortization	(616,388)	(308,194)
Net Lease Assets	<b>989,810</b>	<b>1,298,004</b> (bb)
Property, Plant & Equipment (PP&E)	559,871,727	519,973,274 (cc)
Less: Accumulated Depreciation	(215,772,179)	(199,601,663)
Net PP&E	<b>344,099,548</b>	<b>320,371,611</b>
<b>TOTAL ASSETS</b>	<b>480,620,607</b>	<b>454,690,892</b>
<b>PLUS: Deferred Outflows of Resources</b>		
Deferred Pension, OPEB & Leases	6,379,431	5,100,004
<b>TOTAL DEFERRED OUTFLOWS OF RESOURCES</b>	<b>6,379,431</b>	<b>5,100,004</b>
<b>LESS: Liabilities</b>		
Accounts Payable	15,772,787	9,014,851 (dd)
TD Bank Long Term Debt	29,750,000	31,500,000
SCRS Pension Liability	23,778,825	18,915,466
Benefit Liability	4,289,364	4,091,497
Lease Liabilities	1,009,173	1,320,977 (bb)
<b>TOTAL LIABILITIES</b>	<b>74,600,149</b>	<b>64,842,790</b>
<b>LESS: Deferred Inflows of Resources</b>		
Deferred Revenues	<b>34,647,333</b>	<b>42,267,331</b>
<b>TOTAL DEFERRED INFLOWS OF RESOURCES</b>	<b>34,647,333</b>	<b>42,267,331</b>
<b>NET POSITION</b>		
Invested in Capital Assets, Net of Related Debt	314,330,185	288,848,638
Restricted		
Contract Facility Charge	5,958,235	14,716,054
Passenger Facility Charges	13,120,003	8,415,298
Total Restricted:	19,078,238	23,131,352
Unrestricted	44,344,133	40,700,784
<b>TOTAL NET POSITION</b>	<b>377,752,556</b>	<b>352,680,775</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----->				September 30, 2022 Prior YTD
	September 30, 2023 Actual	September 30, 2023 Budget	Actual-Budget	% Change	
<b>Operating Revenue</b>					
Landing Area:					
Landing Fees	1,014,833	941,399	73,434	7.8 %	697,252
Aircraft Parking Fees	151,726	137,481	14,245	10.4 %	114,021
Subtotal Landing Area	<u>1,166,559</u>	<u>1,078,880</u>	<u>87,678</u>	<u>8.1 %</u>	<u>811,272</u>
Space and Ground Rentals	3,880,276	3,687,867	192,409	5.2 %	3,488,220 (a)
Auto Parking	5,460,597	4,629,671	830,926	17.9 %	4,138,393 (b)
Commercial Ground Transportation	223,098	94,382	128,716	136.4 %	116,407 (c)
Concessions:					
Advertising	110,275	139,545	(29,270)	(21.0) %	154,430
Food & Beverage	74,592	71,524	3,068	4.3 %	87,160
Rental Car	1,230,044	997,538	232,507	23.3 %	1,186,117 (d)
Retail	175,181	122,715	52,466	42.8 %	144,166
Retail - Automated	29,209	32,980	(3,771)	(11.4) %	20,512
Subtotal Concessions	<u>1,619,301</u>	<u>1,364,302</u>	<u>254,999</u>	<u>18.7 %</u>	<u>1,592,384</u>
Expense Reimbursements	563,314	471,629	91,685	19.4 %	573,259 (e)
Other Income	82,601	44,338	38,263	86.3 %	69,630
Other-Aviation Services	1,419,163	1,608,734	(189,571)	(11.8) %	1,218,404 (f)
Gross Profit on Fuel Sales	1,595,957	1,526,764	69,193	4.5 %	1,340,489
Gross Profit on Restaurant Sales	1,129,398	958,511	170,887	17.8 %	752,462 (g)
<b>Total Operating Revenue</b>	<b><u>17,140,263</u></b>	<b><u>15,465,077</u></b>	<b><u>1,675,185</u></b>	<b><u>10.8 %</u></b>	<b><u>14,100,920</u></b>
<b>Operating Expenses</b>					
Salaries & Benefits	6,280,309.22	6,345,305.79	(64,997)	(1.0) %	5,783,833
Professional Services	127,036.98	243,340.76	(116,304)	(47.8) %	118,631 (h)
Promotional Activities	197,416.65	208,064.89	(10,648)	(5.1) %	102,415
Administrative	637,693.54	731,112.60	(93,419)	(12.8) %	844,336 (i)
Insurance	278,833.14	278,958.46	(125.32)	(0.0) %	300,125
Contractual Services	2,142,070.43	2,588,683.78	(446,613)	(17.3) %	1,314,207 (j)
Rentals and Leases	99,324.54	119,902.80	(20,578)	(17.2) %	107,623
Repairs and Maintenance	326,507.28	384,244.26	(57,737)	(15.0) %	165,910
Supplies and Equipment	466,171.38	770,108.07	(303,937)	(39.5) %	520,721 (k)
Utilities	597,728.77	614,920.45	(17,192)	(2.8) %	623,828
<b>Total Operating Expenses</b>	<b><u>11,153,092</u></b>	<b><u>12,284,642</u></b>	<b><u>(1,131,550)</u></b>	<b><u>(9.2) %</u></b>	<b><u>9,881,628</u></b>
<b>NET OPERATING INCOME</b>	<b><u>5,987,171</u></b>	<b><u>3,180,436</u></b>	<b><u>2,806,735</u></b>	<b><u>88.3 %</u></b>	<b><u>4,219,291</u></b>



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

- (aa) **Investment** In August, \$21M was invested with a 3-year maturity ladder. These funds were pulled primarily from CFC cash and other cash held for operating and capital expenses.
- (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.
- (dd) **Accounts Payable** Consists of the following:
- |                   |  |
|-------------------|--|
| 1,127,108         | Retainage accrual required until the end of contract                               |
| 10,029,446        | Trade A/P, and year end accruals that will remain until year end                   |
| 2,775,574         | Year End Payroll, Vacation & Sick Benefits accrual that will remain until year end |
| 478,923           | Security Deposits  |
| 375,827           | RAC True-up  |
| 980,462           | Food & Beverage  |
| 5,447             | Other  |
| <u>15,772,787</u> |  |

**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 fees are favorable to budget as the budgeted revenue calculations utilized the prior year per turn rates while the current year actuals reflect the approved budgeted per turn rates
- (b) **Auto Parking** Auto Parking is favorable to budget due to the following:  
- Public parking \$817K favorable to budget due to more enplanements than projected
- (c) **Commercial Ground Transportation** - TNC (Uber/Lyft) activity trending higher than budget due to new contracts, requiring additional fees
- (d) **Rental Car** Rental Car is favorable to budget due to the following:  
- AVIS, Enterprise, Hertz and National \$236K favorable to budget

	<u>Actual YTD</u>	<u>Budget YTD</u>	<u>Diff</u>
AVIS \$	229,737	\$ 179,141	\$ 50,596
Budget	172,374	174,368	(1,993)
Enterprise	261,289	215,824	45,465
Hertz	134,048	121,354	12,694
National	432,596	305,526	127,070
GA	-	1,325	(1,325)
<b>TOTAL \$</b>	<b>1,230,044</b>	<b>\$ 997,538</b>	<b>\$ 232,507</b>

- (e) **Expense Reimbursements** Expense Reimbursements Income is favorable to budget due to the following:  
- O&M Reimbursement \$78K favorable to budget  
- Security Reimbursement \$27K favorable to budget
- (f) **Other-Aviation Services** Other-Aviation Services is unfavorable to budget due to the following:  
- Unmaterialized, budgeted cargo revenues
- (g) **Gross Profit on Restaurant Sales** Restaurant Sales favorable to budget due to the following:  
- Chick-fil-A and Thomas Creek is outperforming budgeted net sales while Thomas Creek is slightly underperforming as compared to budget

	<u>Actual YTD</u>	<u>Budget YTD</u>	<u>Diff</u>
Chick-fil-A \$	519,529	\$ 388,819	\$ 130,710
Wolfgang Puck	414,543	383,336	31,207
RJ Rockers	69,685	48,315	21,370
Thomas Creek	125,641	138,042	(12,401)
<b>TOTAL \$</b>	<b>1,129,398</b>	<b>\$ 958,511</b>	<b>\$ 170,887</b>

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

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

- (h)                   **Professional Services** Professional Services is favorable to budget due to the following:  
- Consulting fees \$68K favorable to budget due to timing  
- Audit \$45K favorable to budget due to invoice timing
- (i)                   **Administrative** Administrative is favorable to budget primarily due to timing:  
- Administrative Budget Adjustment \$52K  
- Credit Card Processing \$33K unfavorable to budget due to higher than expected parking revenue  
- Dues & Subscriptions \$29K favorable to budget  
- Independent Contractor \$29K favorable to budget due to lesser additional need for cargo operations  
- Moving \$24K not budgeted  
- Travel/Training \$128K favorable to budget  
- Uniforms \$37K favorable to budget
- (j)                   **Contractual Services** Contractual Services is favorable to budget primarily due to timing:  
- Computer-annual contracts \$153K favorable to budget  
- Fire Alarm \$13K favorable to budget  
- Heating & Air \$12K favorable to budget  
- Janitorial Services \$75K favorable to budget  
- The employee lot shuttle is included in the budget, began operating late in September; \$143K favorable to budget  
- Service Agreements \$25K favorable to budget
- (k)                   **Supplies & Equipment** Supplies & Equipment is favorable to budget primarily due to timing:  
- Computer-Equip/Supplies \$93K favorable to budget  
- Computer-Software \$16K favorable to budget  
- Equipment \$21 favorable to budget  
- Fuel-Vehicles \$44K favorable to budget, true up done at year end  
- Office Supplies \$17K favorable to budget  
- Painting \$59K favorable to budget  
- Paper \$16K unfavorable to budget  
- Tires \$16K favorable to budget  
- Tools & Hardware \$26K favorable to budget  
- ID Supplies \$14K favorable to budget  
- Lamps \$15K favorable to budget

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

	<b>FY \$ Amount Authorized</b>	<b>Estimated Cost</b>
<b>Emergency Repair/Replacement/Operations Fund</b>	<b>\$ 500,000</b>	
Terminal HVAC - Trane		\$ 40,000
Terminal underground fuel storage tank decommissioning		\$ 35,000
RAC fire hydrants		\$ 20,000
Waterfall feature liner floating problem		assessing
		<u><b>\$ 95,000</b></u>
<b>Uncommitted Balance</b>	<b>\$ 405,000</b>	
 <b>Business Development Obligations/Incentives</b>	 <b>\$ 500,000</b>	
Avelo Air Service ~		\$ 129,262
		<u><b>\$ 129,262</b></u>
<b>Uncommitted Balance</b>	<b>\$ 370,738</b>	
 <b>Contingency Fund (Operational &amp; Capital)</b>	 <b>\$ 1,000,000</b>	
Legal Services		\$ 25,000
IT Master Plan *		\$ 85,000
Title VI Initiative		\$ 18,361
TSA Lane 5 Project		\$ 200,000
		<u><b>\$ 328,361</b></u>
<b>Uncommitted Balance</b>	<b>\$ 671,639</b>	

**Notes:**

~ Up to \$250K was approved from Business Development Incentive Fund for Avelo marketing. The amount shown on this page is what remains.

\* The IT Master plan is using \$85,000 of Contingency Funds that was shown on last fiscal year's report; however, almost all payments to the vendor will be in this fiscal year.

## GREENVILLE SPARTANBURG AIRPORT DISTRICT

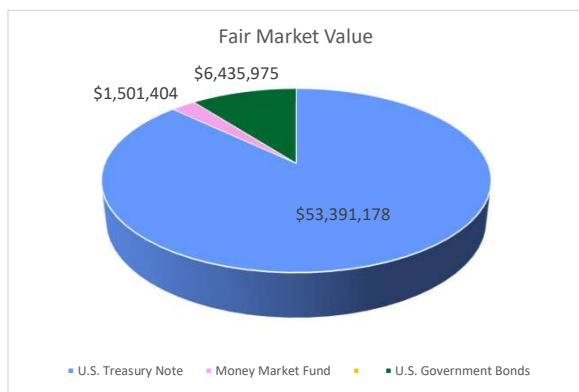
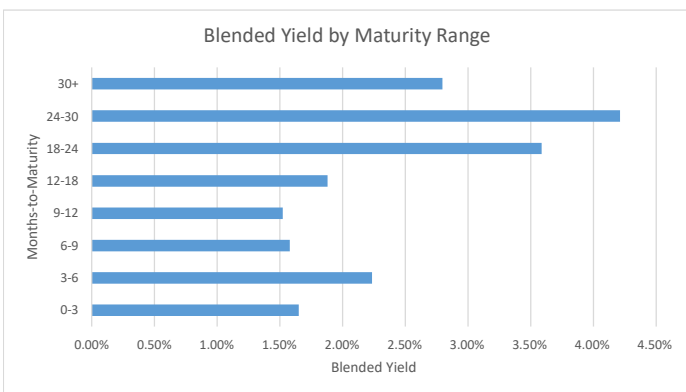
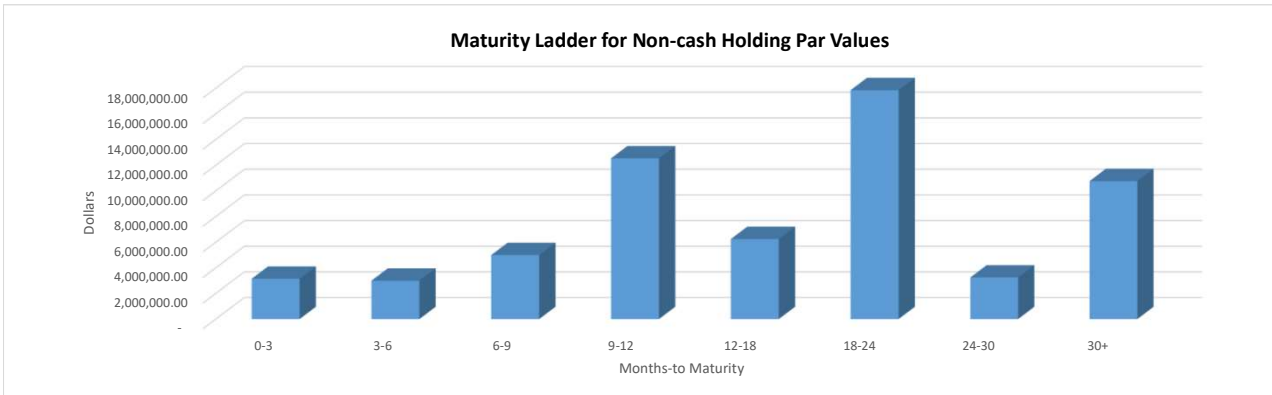
### Investment Holdings Summary

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	\$ 55,263,652	\$ 55,310,000	\$ 53,391,178
Government Bonds	\$ 6,526,110	\$ 6,500,000	\$ 6,435,975
Total Investments	\$ 61,789,762	\$ 61,810,000	\$ 59,827,153
Money Market Funds	\$ 1,501,404	\$ 1,501,404	\$ 1,501,404
<b>Total Investments + MMFs</b>	<b>\$ 63,291,166</b>	<b>\$ 63,311,404</b>	<b>\$ 61,328,556</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:** 10/25/2023

Project type	Project name	Vendor Name	Date	Amount
Capital Improvements	FY2024 Correct Runway Guard Lights - MOS	Cooper Crouse-Hinds Llc	9/30/2023	14,040.00
Carryforward	FY2024 Customer Experience/Advertising Program - New Ticket Counter Displays, FIDS, Baggage Claim Monitors, Cell Phone Lot (Terminal Flat Display Screen Replacement)	Dell Marketing L.P.	9/13/2023	10,030.30
Carryforward	FY2024 Cargo Phase 2 Apron & Gateway Drive Extension - Construction Phase: Construction Administration	Wk Dickson	9/30/2023	11,057.50
Carryforward	FY2024 Terminal Landside Roadway Improvements: RPR	Aulick Engineering LLC	9/30/2023	14,975.22
Carryforward	FY2024 Terminal Landside Roadway Improvements: RPR	LAZ KARP Associates LLC	9/27/2023	15,330.53
Carryforward	FY2024 GA Expansion Phase 2 - Design and Permitting: Design	Wk Dickson	9/30/2023	17,975.00
Carryforward	FY2024 Parking Garage C - Preconstruction Services: Design	LCK, LLC	9/30/2023	21,767.50
Carryforward	FY2024 Terminal Landside Roadway Improvements: Construction Administration	Kimley- Horn And Associates	9/30/2023	23,178.00
Carryforward	FY2024 Parking Garage C - Preconstruction Services: Design	Ls3P Associates Ltd.	9/30/2023	41,450.31
Carryforward	FY2024 Cargo Phase 2 Apron & Gateway Drive Extension - Construction Phase: RPR	Aulick Engineering LLC	9/30/2023	42,514.95
Carryforward	FY2024 Customer Experience/Advertising Program - New Ticket Counter Displays, FIDS, Baggage Claim Monitors, Cell Phone Lot (Terminal Flat Display Screen Replacement)	Bluum of Minnesota, LLC	9/30/2023	43,105.70
Carryforward	FY2024 Cargo Phase 2 Apron & Gateway Drive Extension - Construction Phase	S&Me, Inc	9/21/2023	44,820.50
Carryforward	FY2024 Parking Garage C - Preconstruction Services: Design	Ls3P Associates Ltd.	9/30/2023	73,555.00
Carryforward	FY2024 General Aviation Site 1a Paving	Webber, LLC	9/30/2023	198,963.54
Carryforward	FY2024 WH Ball Deck move and expansion	Air Tech Innovations	9/21/2023	204,912.27
Carryforward	FY2024 Terminal Landside Roadway Improvements: Construction	Turner Construction Company	9/25/2023	954,977.41
Carryforward	FY2024 Cargo Phase 2 Apron & Gateway Drive Extension - Construction Phase: Construction	Webber, LLC	9/30/2023	2,159,449.78
Carryforward	FY2024 Cargo Phase 2 Apron & Gateway Drive Extension - Construction Phase: Construction	Webber, LLC	9/30/2023	4,983,618.18
Renewal & Replacement	FY2024 Repair and Replace Kitchen Equipment for F&B locations	Hubert Company	9/18/2023	10,530.41
Renewal & Replacement	FY2024 New Club Car Carryall 550 - Replace GM81 (Club Car) - GOV DEAL GM81 - Priority 2A - 83	Carolina Golf Carts	9/30/2023	22,940.85
Renewal & Replacement	FY2024 New Club Car Carryall 550 - Retask GM82 (Club Car) to OPS - Priority 2C - 83	Carolina Golf Carts	9/30/2023	22,940.86
Renewal & Replacement	FY2024 New Kubota Tractor - Replace GM56 (Kubota Tractor) - GOV DEAL GM56 - Priority 2C - 83	Steen Enterprises, Inc.	9/27/2023	39,637.08
Sum Total				8,971,770.89



---

## MEMORANDUM

TO: Members of the Airport Commission

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

DATE: November 13, 2023

---

### ITEM DESCRIPTION – Information Section Item C

October 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 taxi lane, 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 of the sign. The campus directional and wayfinding signage is complete. The new I-85 entry sign is expected to be completed 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 and IC. 1B is expected to be completed in November. Phase 2 is expected to start in December.



### **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. The RFQ/RFP process is currently underway for CMR selection. Construction is expected to start in early 2024.

### **Cargo Ramp Phase 2:**

**Status** – Close Out Phase

**Project Budget** – \$16,500,000

**Estimated Completion Date** – Substantially Complete

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 substantially complete, and the contractor is working on close out items.

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

**Status** – Construction Phase

**Project Budget** – \$175,000

**Estimated Completion Date** – Spring 2024

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 bid, and a contract was awarded to Southeast Site Services. The project will start after January 2024 and 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 to start 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 of a master development plan for the Facilities Department 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 14 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** –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. 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.



---

## MEMORANDUM

TO: Members of the Airport Commission

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

DATE: November 13, 2023

---

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

October 2023 – Communications Status Report

### **SUMMARY**

#### **[News Stories ~ Broadcast, Print and Online 10/1/23 through 10/31/23:](#)**

#### **Top Stories for October 2023**

Southwest Adds New Route to Denver  
GSP Enters New Construction Phase  
Greenville Leaders Speak Out on Their Visions for the Area's Future  
GSP Welcomes Home Capt. Fred Hall  
GSP Restaurant Best Grab-and-Go

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

**Reach of GSP Media Coverage: 52,396,610**

#### **Airport Digital and Social Media 10/1/23-10/31/23:**

##### **Website**

Sessions – 108,034  
New Users –74,976  
Page Views –584,665

##### **Facebook**

Total followers –16,543  
New followers –42  
Page Views –4,457  
Reach –378,623

## Instagram

Total Reach –4,655

Total Impressions –8,721

Followers –4,125

New followers –59

## Twitter

Impressions – 3,847

Followers –6,776

New followers – 18

Mentions –17

## Top Performing Social Media Posts

### Top Twitter Post



GSP Airport @GSPAirport · Oct 26

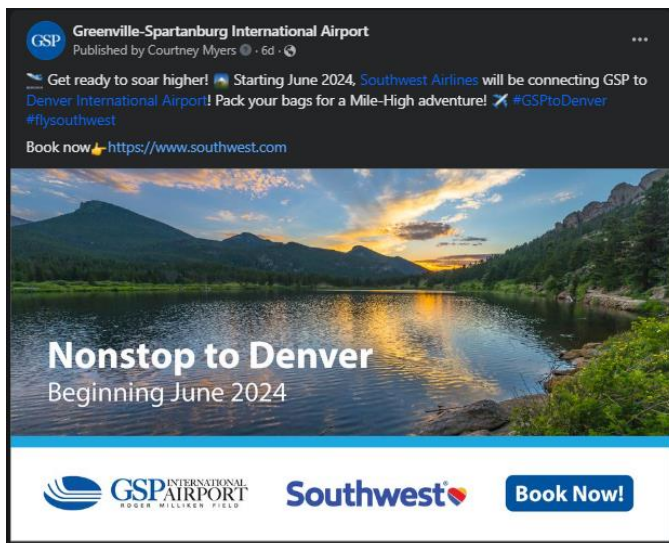
Nature, adventure, and memories await. Your journey out West starts in Denver! 🌲🏔️✈️ @SouthwestAir is adding nonstop service to @DENAirport beginning June 2024!



### Top Instagram Post



**Top Facebook Post:**





## **Marketing Event Summary**

### **Greenville Swamp Rabbits Hockey**

**Status** – On-Going

**Communications Budget** – \$10,000

**Completion Date** – 2023-2024 Hockey Season

GSP will host promotions with the Greenville Swamp Rabbits during the 2023-24 season at the Bon Secours Wellness Arena. The sponsorship includes season-long exposure through signage, social media exposure and intermission promotions.

### **Greenville Triumph Soccer**

**Status** – Completed

**Communications Budget** – \$25,000

**Completion Date** – March 1- November 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.

### **Greer Arts and Eats Festival 2023**

**Status** – Completed

**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** – Completed

**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** – Completed

**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** – Completed

**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** – Completed

**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** – Scheduled

**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.

### **European-American Chamber of Commerce- Logistics Focus 2023**

**Status** – Hosting at GSP.

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

Completion Date – November 30, 2023

Communications staff will host this influential group to highlight the airport's important role in logistics and export trade.

### **Annual Kids Holiday Event in partnership with the Salvation Army Boys & Girls Club**

**Status** – Scheduled

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

Completion Date – December 19, 2023

GSP will continue its long-standing tradition with our annual community outreach event in partnership with the Salvation Army Boys and Girls Club. GSP departments and tenants will sponsor up to 25 kids who will be invited to the airport for a holiday celebration and pizza party with presents and a special visit from Santa.



## Sections

- [Southwest Adds New Route to Denver \(4\)](#)
- [GSP Enters New Construction Phase \(2\)](#)
- [Greenville Leaders Speak Out on Their visions for the Area's Future \(1\)](#)
- [GSP Welcomes Home Capt. Fred Hall \(4\)](#)
- [GSP Restaurant Best Grab-and-Go Food \(1\)](#)

Total Number of Clips 12

## Southwest Adds New Route to Denver



### **Southwest adding flights from GSP to Denver in 2024**



**Date Collected** Oct 26, 2023 2:26 PM EDT

**Category** Digital News

**Source** [WSPA.com](#)

**Author** Robert Cox

**Sentiment** Positive

**Market** Spartanburg, SC

**Language** English

GREER, S.C. (WSPA) - Southwest Airlines announced plans Thursday to add nonstop flights from **Greenville-Spartanburg International Airport** to Colorado's capital city beginning in 2024.

The new flight between **GSP Airport** and Denver International Airport will begin June 8.

Flights to Denver will operate on Saturdays and Sundays.

"We are thrilled that Southwest Airlines continues to invest in the Upstate SC region," said **GSP Airport** President and CEO Dave Edwards. "This expansion will provide ...



### **Southwest Airlines Expands Service at GSP**



**Date Collected** Oct 26, 2023 3:09 PM EDT

**Category** Digital News

**Source** [OneSpartanburg Inc.](#)

**Sentiment** Positive

**Market** United States

**Language** English

Southwest Airlines announces an expansion of its presence at **Greenville-Spartanburg International Airport** (GSP) with the addition of new nonstop service to Denver International Airport (DEN) beginning June 8, 2024.

The new flights will operate on Saturdays and Sundays and will provide GSP travelers with more convenient and affordable travel options to the Mile High City and beyond. Southwest currently ... Hartsfield International Airport (ATL) and Baltimore/Washington International Thurgood Marshall Airport (BWI) and weekend service to Houston P. Hobby Airport (HOU).

"We are thrilled that Southwest Airlines continues to invest in the Upstate SC region," said Dave Edwards, President and CEO of the **Greenville-Spartanburg International Airport**. "This expansion will provide our community with more choices for their travel needs and allow more visitors to experience our tremendous tourism assets. We believe this demonstrates the airline's confidence in the strength of our region and the potential for future growth at GSP."

Southwest ... and cost-effective air travel options for area travelers. The addition of nonstop service to Denver expands connectivity to numerous destinations in the western U.S. through Southwest's vast network from Denver.

The new flights begin June 8, 2024. Tickets can be purchased at southwest.com.

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



### **Southwest Airlines announces non-stop service from GSP to major cities, officials say**

 3

**Date Collected** Oct 26, 2023 4:37 PM EDT  
**Category** Digital News  
**Source** [WYFF4.com](http://WYFF4.com)  
**Author** A.J. Davis  
**Sentiment** Positive

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

Southwest Airlines announced that they will be expanding their services at **Greenville-Spartanburg International Airport**, according to a news release from **Greenville-Spartanburg International Airport**. (Video above: WYFF News 4 Morning Headlines 10/26) Officials say on June 8, 2024, Southwest Airlines will be adding a new nonstop service to Denver International Airport. According to officials, new flights will operate on Saturdays and Sundays, providing GSP travelers with more convenient and ... service to Atlanta Hartsfield International Airport, Baltimore/Washington International Thurgood Marshall Airport, and Houston P. Hobby Airport on weekends, according to officials. "We are thrilled that Southwest Airlines continues to invest in the Upstate SC region," said President and CEO of the **Greenville-Spartanburg International Airport** Dave Edwards. "This expansion will provide our community with more choices for their travel needs and allow more visitors to experience our tremendous tourism assets. We believe this demonstrates the airline's confidence in the strength of our region and the potential for future growth at GSP." ... Officials say tickets can be purchased at southwest.com.

GREER, S.C. —

Southwest Airlines announced that they will be expanding their services at **Greenville-Spartanburg International Airport**, according to a news release from **Greenville-Spartanburg International Airport**.

(Video above: WYFF News 4 Morning Headlines 10/26)

Officials say on June 8, 2024, Southwest Airlines will be adding a new nonstop service to Denver International Airport.

According to officials, new flights will operate on Saturdays and Sundays, providing GSP travelers with more convenient and ... service to Atlanta Hartsfield International Airport, Baltimore/Washington International Thurgood Marshall Airport, and Houston P. Hobby Airport on weekends, according to officials.

"We are thrilled that Southwest Airlines continues to invest in the Upstate SC region," said President and CEO of the **Greenville-Spartanburg International Airport** Dave Edwards. "This expansion will provide our community with more choices for their travel needs and allow more visitors to experience our tremendous tourism assets. We believe this demonstrates the airline's confidence in the strength of our region and the potential for future growth at GSP." ...



### **Southwest adds flights to Denver from Greenville-Spartanburg International Airport**

 4

**Date Collected** Oct 26, 2023 4:42 PM EDT  
**Category** Digital News  
**Source** [Upstate Business Journal](http://Upstate Business Journal)  
**Sentiment** Positive

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

Southwest Airlines will add flights to Denver from **Greenville-Spartanburg International Airport** beginning June 8, 2024, airport officials announced on Oct. 26.

The flights will be on Saturdays and Sundays. With the addition, Southwest will serve four destinations from GSP. It currently offers flights to Atlanta, Baltimore and Houston.

Southwest has flown from the airport, located north of ... of our region and the potential for future growth at GSP."

Get ready to soar higher! Starting June 2024, @SouthwestAir will be connecting GSP to @DENAirport! Pack your bags for a Mile-High adventure! → #GSPtoDenver #flysouthwest

Book now <https://t.co/0gfTNanZ0g> [pic.twitter.com/aELDI9V6BK](https://pic.twitter.com/aELDI9V6BK)

— **GSP Airport (@GSPAairport)** October 26, 2023

## GSP Enters New Construction Phase



### **GSP flyer alert: Change coming that will impact all holiday travel**

 5

**Date Collected** Oct 23, 2023 8:29 PM EDT  
**Category** Digital News  
**Source** [WYFF4.com](http://WYFF4.com)  
**Author** Stephanie Trotter  
**Sentiment** Positive

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

... SEE MAPS THAT WILL SHOW YOU EACH PART OF THE PROJECT. STEP BY STEP AND HELP YOU FIGURE OUT WHERE TO PLAN TO DRIVE AND PARK WHEN YOU GET HERE. REPORTING LIVE A

GSP alerts South Carolina flyers that change coming that will impact all holiday travel

Updated: 8:27 PM EDT Oct 23, 2023

Construction at **Greenville-Spartanburg International Airport** (GSP) is entering a new phase that will impact everyone flying in and out of the facility through late winter and early spring. When complete, the \$18-million project will alleviate congestion out front of the terminal, but it could create delays across all holiday travel. (Above video was published ... to be a real improvement," says Chad Brightwell. One area flyers may save time: security. GSP is creating one additional, permanent T.S.A. lane before the holidays. Travelers can click here to view maps on the new traffic routes during various phases of construction

GREER, S.C. —

Construction at **Greenville-Spartanburg International Airport** (GSP) is entering a new phase that will impact everyone flying in and out of the facility through late winter and early spring.

When complete, the \$18-million project will alleviate congestion out front of the terminal, but it could create delays across all holiday travel.

(Above video was ...



### **New phase of construction at GSP Airport will impact holiday travelers**



6

**Date Collected** Oct 26, 2023 9:04 PM EDT

**Language** English

**Category** News & Politics

**Source** [WSPA 7News](#)

**Sentiment** Neutral

New phase of construction at **GSP Airport** will impact holiday travelers

## Greenville Leaders Speak Out on Their visions for the Area's Future



### **Greenville Leaders Speak Out On Their Visions For Area's Future**



7

**Date Collected** Oct 4, 2023 5:29 PM EDT

**Market** United States

**Category** Digital News

**Language** English

**Source** [Greenville Business Magazine](#)

**Author** John C. Stevenson

**Sentiment** Positive

... bright young talent, and our mission is to provide them with the highest quality education and prepare them to contribute to their communities. In addition, our faculty members are experts in fields that offer deep analysis and creative ideas that advance solutions.

David Edwards

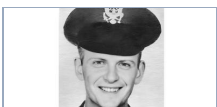
President/CEO, **GSP Airport** District

What is your vision for Greenville County over the next 10-30 years?

I see Greenville County being a vibrant, inclusive community that welcomes new ideas and is a model that other communities desire to emulate.

What do you feel is Greenville's biggest challenge and what strategies need ...

## GSP Welcomes Home Capt. Fred Hall



### **Welcome Capt. Fred Hall home**



8



**Date Collected** Oct 4, 2023 1:19 PM EDT  
**Category** Digital News  
**Source** [Smoky Mountain News](#)  
**Sentiment** Neutral

**Market** Waynesville, NC  
**Language** English

... will return home for a memorial service and burial next week.

All of the events are open to the public, but times could change depending on weather and traffic. If you'd like to pay your respects to Hall and his family, here's how you can do so:

Sunday, Oct. 8

Hall's arrival will take place at **Greenville-Spartanburg International Airport** in South Carolina around 1:30 p.m. before escort back to his hometown via motorcade. Under normal conditions, the drive takes about two hours. Those who wish to welcome him home are encouraged to gather near Wells Funeral Home.

Tuesday, Oct. 10

A memorial service will be held at Hall's church, ...



**News 13 Sunday at 6pm**

9

**Time** Oct 8, 2023 6:10 PM EDT  
**Local Broadcast Time** 6:10 PM EDT  
**Category** News  
**Call Sign** WLOS (ABC)  
**Market** DMA: 37 Greenville, SC  
**Language** English  
**Sentiment** Negative

>>the remains of a waynesville vietnam pilot are finally home with his family. more than 50 years after his death news. 13 was at the **greenville spartanburg international airport** this afternoon when air force captain frederick. calls remains arrived on a delta, flight officials say. halls plane went down in 1969. the site wasn't located until 1995, and it wasn't until this past march. when he was identified through dna analysis >>i was just talking to my brother's here. how proud we were standing locked in attention? this the family went by just let him know. we're with them and that we know what it means to lose. someone in combat. house remains are being taken to a waynesville funeral home. a funeral is set to take place



**Vietnam War veterans remains return home after 54 years**

10

**Date Collected** Oct 8, 2023 8:31 PM EDT  
**Category** Digital News  
**Source** [WSPA.com](#)  
**Author** Scarlett Lisjak  
**Sentiment** Negative

**Market** Spartanburg, SC  
**Language** English

... from South Carolina, North Carolina, Tennessee, and Kentucky." Guest said. "Rolling Thunder is an organization whose primary mission is to educate the public about the fact that we still have prisoners of war and missing in action, M-I-A's that are unaccounted for."

Veterans gathered at the **Greenville-Spartanburg International Airport** to welcome home a fallen brother.

"Solidarity, we're here to show support and love," Guest said. "As a veteran that served as a year or two in Vietnam, towards the end of that tour, you consider yourself, it was called 'being sure,' in other words, you got down to a certain number of days before ...



**Vietnam pilot's remains return home after 50 years**

11

Copyright 2023 Cable News Network All Rights Reserved

Powered by

**Date Collected** Oct 9, 2023 11:17 AM EDT  
**Category** Digital News  
**Source** [CNN Wire](#)  
**Author** By Joel Seymour  
**Sentiment** Neutral

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

[Click here for updates on this story](#)

GREENVILLE, South Carolina (WLOS) -- The remains of a Waynesville Vietnam pilot are finally home with his family, more than 50 years after his death when his plane went down in 1969.

News 13 was at the **Greenville-Spartanburg International Airport** Sunday afternoon, Oct. 8, when Air Force Capt. Frederick Hall's remains arrived on a Delta flight.

Although Hall's plane went down in 1969, it wasn't until 1995 that the site was located, and it wasn't until this past March that he was identified

through DNA analysis.

"I was just talking to my ...

[LexisNexis Terms & Conditions](#) | [Privacy Policy](#) | © 2023 LexisNexis

## GSP Restaurant Best Grab-and-Go Food



### The Morning News at 8

 12

**Time** Oct 2, 2023 8:24 AM EDT  
**Local Broadcast Time** 8:24 AM EDT  
**Category** News  
**Call Sign** WHNS (Fox)  
**Market DMA:** 37 Greenville, SC  
**Language** English  
**Sentiment** Positive

circa 1886 restaurant-- peniinsula grill-- and grill 225. the award is presented to restaurants with above and beyond reviews over a 12-month period. speaking of top notch restaurants-- a restaurant in the **greenville-spartanburg international airport** is in the running to be named the "best airport grab-and-go food on usa today s 10-best list. the kitchen by wolfgang puck offers up signature cuisine in a fast-casual setting, and at an affordable price. today is the last day to cast your vote. we have a link on our website at fox carolina dot com. after seven years in business-- an upstate brewery is officially closing its doors. we re talking about birds fly south ale project along hampton avenue in greenville. the brewery made the announcement on facebook. they re now asking for customers to continue to stop by

NOTE: This report contains copyrighted material and may be used for internal review, analysis or research only. Any editing, reproduction, or publication is prohibited. Please visit our website for full terms of use. For complete coverage, please login to your Critical Mention account. Estimated audience data provided by Nielsen. Estimated publicity value data provided by Nielsen and SQAD.

Visit us at  
[www.criticalmention.com](http://www.criticalmention.com)





---

## MEMORANDUM

TO: Members of the Airport Commission

FROM: Deven Judd, VP, Chief Commercial Officer

DATE: November 13, 2023

---

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

October 2023 – Commercial Business Report

#### **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. BMW has changed Project Managers which requires the District to meet with him to bring him up to speed on the Districts issues and position to ensure that he gets the work completed in a timely manner moving forward.

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

**Estimated Completion Date** – Pushed to December 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 Commercial Business Team has issued a notice to proceed to OnPoint Abstractors, LLC and Thomas & Hutton to begin title work and survey and

**Project Budget** – \$100,000

**Estimated Completion Date** – Survey and Title work for Tract A is completed by 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 and notice to proceed was given.

**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 provided redline comments to the agreement. Staff is currently reviewing the document. FedEx has agreed to the financial structure of the lease.

**Project Budget** – TBD

**Estimated Completion Date** – Execute Lease is 4<sup>th</sup> Quarter 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 has selected an empty space downstairs from Concourse A and next to the exit corridor. Plus-Plus USA has partnered with the Children’s Museum of the Upstate.

**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** – The Greenville Triumph has provided the design and plans for the new signage. Staff is reviewing the design.

**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 create cross marketing opportunities for both the District and the Greenville Triumph. The restaurant will continue to serve Thomas Creek beer and drinks.





---

## MEMORANDUM

TO: Members of the Airport Commission

FROM: Kelly Dawsey, VP, Chief Human Resources Officer

DATE: November 13, 2023

---

### ITEM DESCRIPTION – Information Section Item F

October 2023 – OSHA Recordable Injury Report

#### SUMMARY

Monthly Activity October 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: November 13, 2023

---

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

October 2023 – Information Technology Status Report

### **SUMMARY**

#### **IT Master Plan**

**Status** – Future State Assessment  
**Project Budget** - \$160,000  
**Estimated Completion Date** – March 2024

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 Continued – Future State Definition**

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:**

IT Maturity Model Assessment.

An IT Maturity Model Assessment is a structured evaluation of an organization's information technology (IT) capabilities, practices, and processes to determine its level of maturity in managing and leveraging IT for business purposes. The assessment typically follows a maturity model framework (e.g., like the Capability Maturity Model Integration - CMMI), and it helps identify areas for improvement and chart a path toward increased maturity.

Future State Passenger Experience Survey was sent out to Greenville, Spartanburg, and Greer chamber members to receive input from the community.

[GSP - Future State of Passenger Experience \(surveysparrow.com\)](https://surveysparrow.com)

## Phase Four Started – Gap Analysis Workshop

### PROJECT OVERVIEW

MON 5/8/23 - MON 3/18/24

% COMPLETE

71%

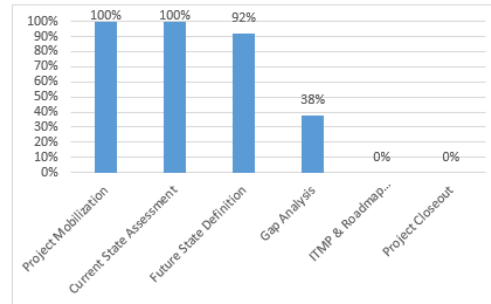
#### MILESTONES DUE

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
District Review of Future State Definition Report	Fri 9/22/23	Tue 10/3/23	8 days	90%	
Finalize Future State Definition Report	Wed 10/4/23	Fri 10/6/23	3 days	0%	
Conduct Gap Analysis Workshop	Wed 10/11/23	Wed 10/11/23	1 day	0%	
Establish Gap Areas of Priorities	Wed 10/11/23	Wed 10/11/23	1 day	0%	
Draft IT Gap Analysis (Findings) Summary Report	Thu 10/12/23	Fri 10/20/23	7 days	0%	
Submit to District for Review	Mon 10/23/23	Tue 10/31/23	7 days	0%	

## New Backup and Recovery Solution

**Status** – Implementation

**Project Budget** - \$150,000

**Estimated Completion Date** – December 2023

I am excited to announce the implementation of our new backup and recovery solution, powered by Cohesity. This comprehensive system comprises a primary and secondary on-premises solution, coupled with a cloud backup component.

### **Key Features:**

- **Primary Backup:** The primary on-premises solution provides real-time data protection and fast recovery, ensuring minimal downtime in case of data loss or system failure.
- **Secondary Backup:** Our secondary on-premises system acts as a redundant backup, safeguarding against any unexpected disruptions in the primary environment.
- **Cloud Backup:** To bolster our data resiliency, we have integrated a cloud backup solution that securely stores our critical data offsite, offering additional protection against unforeseen events.

### **Benefits:**

- Enhanced data protection and security
- Improved recovery times
- Seamless scalability to accommodate our growing needs
- Cost-effective cloud storage options

The new backup and recovery solution is a significant step forward in safeguarding our data and ensuring business continuity. It reflects our commitment to maintaining the highest levels of data integrity and availability.