



# GSP COMMISSION MEETING

January 22, 2024



## **AGENDA**

Greenville-Spartanburg Airport Commission Regular Meeting  
Greenville-Spartanburg International Airport Commission Boardroom  
Monday, January 22, 2024  
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 November 13, 2023 Regular Meeting Minutes ([document](#))
- III. PRESENTATIONS: None
- III. OLD BUSINESS: None
- IV. NEW BUSINESS:
  - A. Approval of Final Rankings for On-Call Topographical / Underground Utility Surveying Professional Consulting Services and On-Call Geotechnical /Quality Assurance Testing Professional Consulting Services ([document](#))
  - B. Approval of a Project Budget for the Passenger Boarding Bridge Project ([document](#))
  - C. Approval of Revised Program Budget and GMP (Guaranteed Maximum Price) for Parking Garage C & Consolidated Rental Car Facility ([document](#))
  - D. Approval of Automated Shuttle Airport Project ([document](#))
- V. PRESIDENT/CEO REPORT:
  - A. Aviation Industry Update
  - B. Federal and State Legislative Update
  - C. Financial Dashboard Update

VII. INFORMATION SECTION:

(Staff presentations will not be made on these items. Staff will be available to address any questions the Commission may have.)

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

**November 13, 2023**

The Greenville-Spartanburg Airport Commission met on November 13, 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 (via teleconference), Leland Burch, Valerie Miller, Jay Beeson, Doug Smith

**MEMBERS NOT PRESENT:** None.

**STAFF AND LEGAL COUNSEL PRESENT:** David Edwards, President/CEO; Betty O. Temple, WBD; Kevin Howell, Senior Vice President/COO; 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; Jeff Clifton, Director of Design & Construction; 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; John Mafera, McFarland Johnson; Zach Nelson, Ardurra; Jeff Kirby, Parrish & Partners; David Sparkes, Kimley-Horn; Justin Gobhel, Kimley-Horn; Mark Waller, AVCON, Inc.; Jonathan Chasteen, HDR

**CALL TO ORDER:** Chair Minor Shaw called the meeting to order at 9:11 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 September 11, 2023 Regular Meeting Minutes.
- B. The Greenville-Spartanburg Airport Audit Committee November 1, 2023 Regular Meeting Minutes.

**PRESENTATIONS:** None

**OLD BUSINESS:** None

### **NEW BUSINESS**

#### **A. Approval of Rental Car Customer Facility Charge (CFC) Increase**

Deven Judd, Vice President/Chief Commercial Officer, provided an overview of the Rental Car Facility Charge and the request for approval to increase it. 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 construction costs for the new Garage C/Rental Car Facility, the proposed increase to the rental car 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.

Mr. Judd provided a brief breakdown of the construction cost allocation for the new Garage C/Rental Car Facility, with 67% allocated to the Rental Car Facility/CONRAC. Because of this majority, 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. The total cost of the new Parking Garage C with rental car facility option is projected to cost \$114M to construct, which as noted is split between public parking and the rental car facility. If the CFC charge is increased, the cost of the rental car facility portion would be covered by these funds.

Mr. Judd proposed a CFC increase from the current \$6.00 per day to \$9.00 per day. The increase would produce approximately \$2.4M in annual revenue. Exhibit A was provided to show GSP's projected CFC revenues at \$9.00 per transaction day through 2046.

Commissioner Beeson inquired as to how long the District is guaranteed to have the \$9.00 CFC charge in place, to which Mr. Judd answered that it would be guaranteed for 20 years minimum, 30 years maximum, based on the rental car contracts. Conversation ensued regarding CFC projected annual revenue increase over the life of the rental car contract.

Commissioner Beeson made a motion to (1) approve the recommendation to increase the CFC to \$9.00 per day, and (2) authorize the President/CEO to execute all required documents. Commissioner Burch seconded the motion, and unanimous approval was received.

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

Deven Judd, Vice President/Chief Commercial Officer provided details on events surrounding this request which results in Staff pulling this item for consideration by the Commission.

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

Deven Judd, Vice President/Chief Commercial Officer, provided an overview of the request to approve the lease terms/agreement and budget amendment for Federal Express Corp. (FedEx) lease.

Mr. Judd explained that FedEx currently leases a 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. A reference map was provided to the Commission.

Mr. Judd stated that Staff has been working on negotiating the lease renewal with FedEx. He provided a summary of primary business terms on the agreement, including base term, option term, lease premises, annual rent, District improvements, lessee improvements, maintenance, utilities, insurance, taxes and assessments, subleasing, and assignment.

Mr. Judd shared that during an inspection of the premises, Staff developed a scope of work for renovation needed to address necessary improvements. The cost of these renovations was not included in the FY2024 Capital Budget, as negotiations with FedEx have recently concluded. Mr. Judd went on to say that Staff has negotiated a first-year annual lease amount of \$2,001,250. Furthermore, FedEx is responsible for all other expenses associated with the building as it is a triple-net lease. Additionally, each subsequent year throughout the term of the agreement, the annual lease rate escalates by the lesser of 3.6% or CPI.

Mr. Judd requested that the capital improvement budget be amended by \$2,001,250 to complete renovations on the premises which will result in a total FY24 capital improvement budget of \$80,672,750, an increase of 2.5%.

A motion was made by Commissioner Burch to (1) approve the lease terms/agreement as outlined; (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. Commissioner Miller seconded the motion and unanimous approval was received.

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

Jeff Clifton, Director of Design and Construction, presented the request to approve the final rankings of Architectural/Engineering (AE) Professional Consulting Services and On-Call Planning/Environment (PE) Professional Consulting Services.

Mr. Clifton provided background information on this item, stating that the Greenville-Spartanburg Airport District last selected on-call AE and PE professional service consultants in 2018, and noted that the Federal Aviation Administration (FAA) strongly recommends airports conduct regular solicitations for general consulting services every five (5) years.

Mr. Clifton went on to say that Staff prepared a Request for Qualifications (RFQ) for both on-call professional services, which resulted in ten Submittal of Qualifications (SOQ) for AE services, and two SOQ's for PE services.

For the new five-year term, Mr. Clifton and Staff are seeking to select three (3) AE firms/teams to perform work to support the District. Mr. Clifton provided the names of the ten firms/teams that submitted SOQ's for AE services and from those, he presented the process by which the Selection Committee narrowed those down to the final ranking of three firms/teams. In order of ranking, these firms/teams are Kimley-Horn, Parrish & Partners, and AVCON, Inc.

Additionally, of the SOQ's received for PE services, the Selection Committee unanimously selected McFarland Johnson as the highest ranked firm/team.

Mr. Clifton stated that following approval of the final rankings, Staff will attempt to negotiate an agreement with the three (3) highest ranked AE firms/teams and McFarland Johnson for PE services. Accordingly, there is no fiscal impact associated with the approval of the final rankings and no alternatives were recommended.

Commissioner Miller made a motion to (1) approve the final rankings for On-Call Professional Consulting Services as presented; (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. The motion was seconded by Commissioner Burch and unanimous approval was received.

## **PRESIDENT/CEO REPORT:**

### **A. Aviation Industry Update**

David Edwards, President/CEO provided an aviation industry update, noting that there has been some decline in leisure travel, and although business travel is increasing slowly, it still bodes well for the District which historically has a majority of passengers traveling for business.

Mr. Edwards provided a District comparison of 2023 versus 2022 enplanement numbers. The District has had a 20% increase year over year. It also appears that the industry will see the busiest Thanksgiving in air travel on record. It is projected that 3 million passengers will be traveling over the holiday weekend. Overall, Mr. Edwards says that the aviation industry is very healthy.

### **B. Federal and State Legislative Update**

Regarding federal legislation, Mr. Edwards said that if there is a partial government shutdown that grant funding will be affected, but operationally essential employees such as the Transportation Security Administration (TSA) agents and air traffic controllers will still be required to come to work.

Regarding state legislation, Mr. Edwards noted that the District is hosting a Legislative Delegation Luncheon on Friday, November 17. Mr. Edwards is looking to present economic impact analysis results, Mr. Tyra an air service development update, and Mr. Howell a capital improvement plan update and a review of the last five years.

### **C. 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. He also provided a brief update on the capital improvement programs.

### **D. 2023 Best in Business Award – Best Regional Airport in SC**

Mr. Edwards congratulated the District and tenant staff for being honored with the 2023 Best in Business Award – Best Regional Airport in South Carolina.

Discussion ensued about the Upstate Mobility Alliance, which is evaluating transit opportunities and public transportation to and from the airport, from Greenville and



Spartanburg, Mrs. Shaw noted that traffic on I-85 is a problem. Mr. Smith suggested having Kristie Hall from the DOT attend one of the Commission meetings.

Mr. Howell also provided a brief update on the Terminal Roadway Improvement Plan.

**COMMISSIONER'S REPORT:** None

**EXECUTIVE SESSION:**


The Commission Chair requested that the Commission go into Executive Session for the purpose of discussing economic development, contracts, and personnel matters. The motion was made by Commissioner Beeson, seconded by Commissioner Miller, and approved to go into Executive Session at 10:21 a.m.

At approximately 11:39 a.m. public session resumed with no action being taken in Executive Session. A motion was made by Commissioner Burch, seconded by Commissioner Miller and unanimous approval was received for the purchase of 801 and 823 Highway 101.

**ADJOURNMENT:**

There being no further business, a motion was made by Commissioner Beeson, seconded by Commissioner Smith and unanimous vote received to adjourn the meeting. The meeting was adjourned at approximately 11:40 a.m. The next meeting regular, non-emergency Commission meeting is scheduled for Monday, January 22, 2024.

**SIGNATURE OF PREPARER:**

  
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Casey Cooperman



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## MEMORANDUM

TO: Members of the Airport Commission

FROM: Jeff Clifton, Director of Design & Construction

DATE: January 22, 2024

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### ITEM DESCRIPTION - New Business Item A

Approval of Final Rankings for On-Call Topographical / Underground Utility Surveying Professional Consulting Services and On-Call Geotechnical / Quality Assurance Testing Professional Consulting Services.

### BACKGROUND

The Greenville-Spartanburg Airport District last selected On-Call Surveying and Geotechnical professional services 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 Topographical / Underground Utility Surveying Professional Consulting Services and an RFQ for On-Call Geotechnical / Quality Assurance Testing Professional Consulting Services. The RFQ's were advertised regionally and nationally through local media and various industry trade organizations and publications. Six (6) Submittals of Qualifications (SOQs) were received for On-Call Topographical / Underground Utility Surveying Professional Consulting Services and three (3) SOQ's for On-Call Geotechnical / Quality Assurance Testing Professional Consulting Services, were delivered on November 8, 2023. date.

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

Bateman Civil Survey Company  
CES Group Engineers, LLP (CES)  
DRMP NC, Inc.  
Johnson, Mirmiran & Thompson, Inc (JMT)  
McKim & Creed  
Stewart Inc.



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

ECS Southeast, LLP  
S&ME, Inc.  
Terracon Consultants, Inc.

The Selection Committee reviewed the Topographical / Underground Utility Surveying SOQ's and evaluated them in accordance with the evaluation criteria as outlined in the RFQ. Four (4) firms/teams were short-listed for the second phase of the selection process, which included presentations and interviews with the Selection Committee.

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

CES  
JMT  
McKim & Creed  
Stewart

Presentations and interviews were held with the short-listed firms/teams the weeks of December 4<sup>th</sup> and 11<sup>th</sup>, 2023. The evaluation of presentations/interviews for the shortlisted firms/teams was based on the following categories:

Past/current project experience  
Resumes of key personnel  
Project planning approach  
Ability to meet project goals  
Firm/team organizational structure  
Responsiveness to RFQ requirements  
Experience with GSP Airport District.

At the conclusion of each presentation, the Committee conducted a questions and answers session with each team on 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 Topographical / Underground Utility Surveying professional services is:

1. CES
2. JMT
3. McKim & Creed
4. Stewart

The Selection Committee reviewed the Geotechnical 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
- Experience with GSP Airport District.

The Selection Panel unanimously selected S&ME as the highest ranked firm/team and determined an interview/presentation was not necessary.

The unanimous determination was driven by S&ME's exceptional team, experience in geotechnical, quality assurance, and CEPSI support at like-sized airports, and demonstrated ability to deliver services within project parameters. Additionally, S&ME has supported the District in geotechnical/quality assurance 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 CES and S&ME. 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.



## **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 Topographical/Underground Utility Surveying Consulting Firms and On-Call Geotechnical/Quality Assurance 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 highest ranked firms for Topographical/Underground Utility Survey and Geotechnical firms/teams (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: Kevin E. Howell, Senior Vice President/COO

DATE: January 22, 2024

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

Approval of a project budget for the Passenger Boarding Bridge Project.

### **BACKGROUND**

The commercial terminal is currently served by nine passenger boarding bridges (PBBs) at Concourse A and four bridges at Concourse B. 11 of the existing PBBs were replaced with new Thyssen Krupp bridges in 2014. There are two aircraft parking positions that do not have contact boarding bridges. "A.5" is located between A1 and the airside garden and "B4.5" is located north of B4. Per District policy, unless there are extraordinary circumstances airlines are not allowed to board or deplane passengers to/from an aircraft without a boarding bridge. Airlines use the A.5 and B4.5 positions as hard-stand parking only. Per the 2021 Terminal Area Planning Study, adding passenger boarding bridges at these two locations is necessary to accommodate projected growth and will enable the airport to delay the planned expansion of the B concourse for a few more years.

Based on current and projected growth, Staff feels is important to expedite this Passenger Boarding Bridge Project to support increased enplanements and potential new airlines. The FY24 capital budget did not include funding for this project. Lead time for new boarding bridges is running approximately 24 weeks from time of order. Due to the long lead time, Staff would like to start this project as soon as practicable.

### **ISSUES**

Project budget approval is required before the project can proceed.



## **ALTERNATIVES**

While not recommended at this time, the Commission could elect to not proceed with the project at this time.

## **FISCAL IMPACT**

The requested project budget is \$5,300,000 and will be funded with PFC funds. Currently, the District has been approved to use \$4,815,000 in PFC "pay-go" funding for the PBB project. Staff will apply for an amendment to the PFC approval to cover the full project cost.

## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Commission resolve to (1) approve the Passenger Boarding Bridge Gates Project with a construction budget of \$5,300,000; and (2) authorize the President/CEO to execute all necessary documents.



## **MEMORANDUM**

TO: Members of the Airport Commission

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

DATE: January 22, 2024

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

Approval of revised program budget and GMP (guaranteed maximum price) for Parking Garage C & Consolidated Rental Car Facility.

### **BACKGROUND**

The Greenville-Spartanburg Airport District originally planned to start construction of a third parking garage and a new consolidated rental car (CONRAC) facility in 2020. Design was completed in 2019 and contractor selection was initiated in early 2020. The project was suspended due to the Covid-19 pandemic.

The Commission authorized Staff to proceed with the Parking Garage C and CONRAC Project in March 2023 and the final rankings for the Construction Manager (CM) were approved in July 2023. A CM contract was finalized with Brassfield & Gorrie (B&G) and they provided preconstruction services during the fall of 2023. B&G competitively bid the sub-contractor work for the project and submitted a guaranteed maximum price proposal (GMP) in December.

A programmatic estimate of \$109,500,000 was included in the FY24 capital budget with a projected FY24 spend of \$26,250,000.

### **ISSUES**

Staff and the project consultant team have reviewed B&G's GMP proposal and associated program costs for the Parking Garage C & Consolidated Rental Car Facility.





A summary of program costs are as follows:

<b>Item Description</b>	<b>Forecasted Cost</b>
Direct Cost of Construction and Construction Management Services	\$84M
Project Soft Costs	\$4.5M
GSP/Owner's Management Reserve	\$8.5M
<b>Total</b>	<b>\$97,000,000</b>

Pending approval of the revised program budget and GMP, construction is planned to start in early February 2024.

## **ALTERNATIVES**

No alternatives are recommended at this time.

## **FISCAL IMPACT**

The Program was estimated in 2022-2023 at \$109,500,000 with \$26,250,000 in anticipated expenditures for FY24. The Program is now forecasted at \$97,000,000 with a forecast of approximately \$15,000,000 in expenditures in FY24. Staff may look to finance up to 100% of the cost of the Parking Garage C and CONRAC Project. As approved at the November 13th GSP Commission Meeting, Customer Facility Charges increased to \$9.00 per day on January 1, 2024 in anticipation of the financing of the Parking Garage C and CONRAC Project.

## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Commission resolve to (1) approve the revised Program budget of \$97,000,000 for the Parking Garage C and Consolidated Rental Car Facility as presented; (2) authorize Staff to negotiate and finalize agreements with all firms; (3) authorize Staff to engage with all necessary consultants, advisors, and professional service firms to produce a final financing arrangement for the Parking Garage C and CONRAC project. The final financing arrangement will be subject to GSP Commission approval; and (4) authorize the President/CEO to execute all necessary documents.



## **MEMORANDUM**

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

DATE: January 22, 2024

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

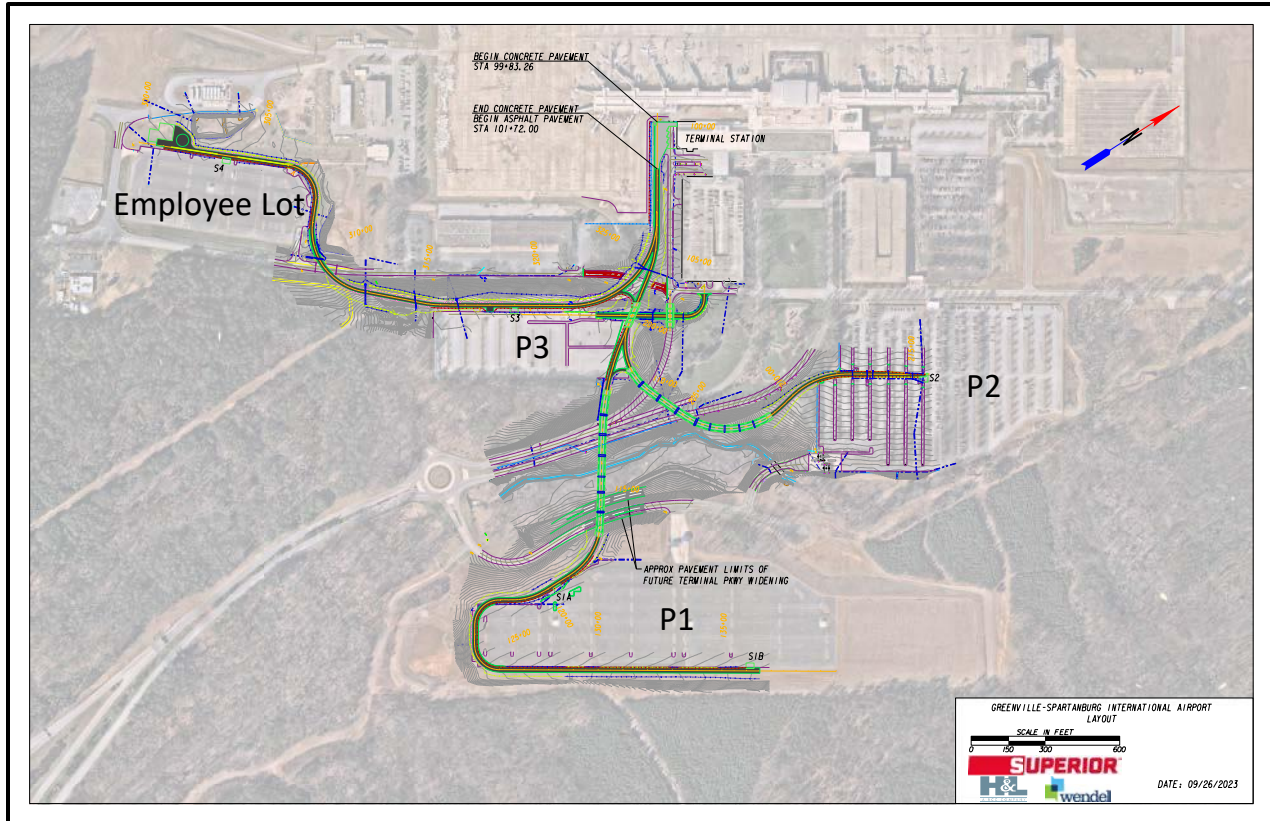
Approval of Automated Shuttle Airport Project

### **BACKGROUND**

In 2015, the District conducted a feasibility study evaluating the benefits of an automated shuttle airport system versus a typical shuttle bus operation. The study indicated that there were significant benefits to the automated system in cost and customer service levels. In 2016, the District solicited proposals for an automated shuttle system project that would have initially connected the P2 economy lot to the terminal and 2getthere was selected as the preferred system provider. In 2019, the Plenary Group ("Plenary") partnered with 2getthere and Oceaneering to develop the capability to deliver the project under a P3 arrangement.

In 2022, the Commission approved Staff engaging with Plenary under a Project Development Agreement to further design and cost the system. This has been a 16-month process. In December 2023, Plenary delivered its final version of Milestone #3 of the project, which incorporated system capital cost, design assumptions, operational guidelines, O&M costs, a financial model, and other supporting documentation. In December 2023, Plenary also delivered some alternative "pilot" options versus undertaking the entire project as originally envisioned.

If the entire project is implemented the system will connect P1, P2, P3 and the employee lot to the terminal. Option 1 will only connect P3 and the employee lot to the terminal. Option 2 will only connect P1 to the terminal.



A full presentation of the project and options will be provided at the Commission meeting.

## ISSUES

A decision needs to be made on whether the time is right to move this project forward in its entirety, in a phased approach, or not at all.

Below is a quick summary of the project costs:

Option	Capital Cost	Annual O&M Cost
Entire Project	\$95.8 million	\$2.95 million
Option 1	\$39.5 million	\$1.75 million
Option 2	\$50.2 million	\$1.99 million

Unique grant funding to help offset the capital cost has been sought, but we have not been successful to date in our efforts.

Plenary has provided a turn-key approach to the project that would have them financing the project in total. In this case the District would make payments to Plenary for the debt component of the project and for the ongoing operations and maintenance cost of the system.

Another option would be for the District to finance the project by including the capital requirement in its upcoming bond issue for Parking Garage C/CONRAC, with Plenary still providing an equity investment and operating and maintaining the system.

At this juncture, there is not a recommendation to move the entire project forward due to the lack of available grant funding.

However, it is recommended that Option 1 be implemented as it will provide immediate benefits and then a phased approach can be taken for the connections to P1 and P2.

Benefits from implementing Option 1:

- Better headway times for employees
- Ability to create P3 as a premium economy lot with improved customer service
- Reduced shuttle bus costs
- Phases the cost of implementing the project
- Provides an opportunity to pilot the system before full implementation
- Establishes the District as a leader in this space

## **ALTERNATIVES**

There are five (5) alternatives identified by Staff:

1. Implement the entire project at \$95.8 million
2. Implement Option 1 at \$39.5 million
3. Implement Option 2 at \$50.2 million
4. Put the project on the shelf and continue to seek additional grant funding to implement one or more of the above options
5. Abandon the project entirely



## **FISCAL IMPACT**

The following is the general fiscal impact for the project:

- For the recommended Option 1 the total capital cost is \$39.5 million.
- The amount can be funded in several ways, with Plenary having a \$10 million equity investment, it leaves \$29.5 million left to fund.
- The \$29.5 million could be entirely bonded as a part of our upcoming bond issue for Parking Garage C/CONRAC.
- The District could fund an amount out of District Funds and the balance could be borrowed
- The District could look to Plenary to finance the entire project.

Additional details will be provided at the Commission meeting.

## **RECOMMENDED ACTION**

It is respectfully requested that the Airport Commission resolve to (1) approve Option 1 of the Automated Shuttle Airport Project as presented above; (2) authorize Staff to finalize a Project Agreement with the Plenary Airports GSP, LLC ("Plenary") for the development, operation and maintenance of an automated shuttle system at GSP; (3) approve funding the project through a combination of District cash, District financing, and equity/financing through Plenary in the amount of \$40 million; and (4) authorize the President/CEO to execute all necessary documents.



## MEMORANDUM

TO: Members of the Airport Commission

FROM: David Edwards, President/CEO

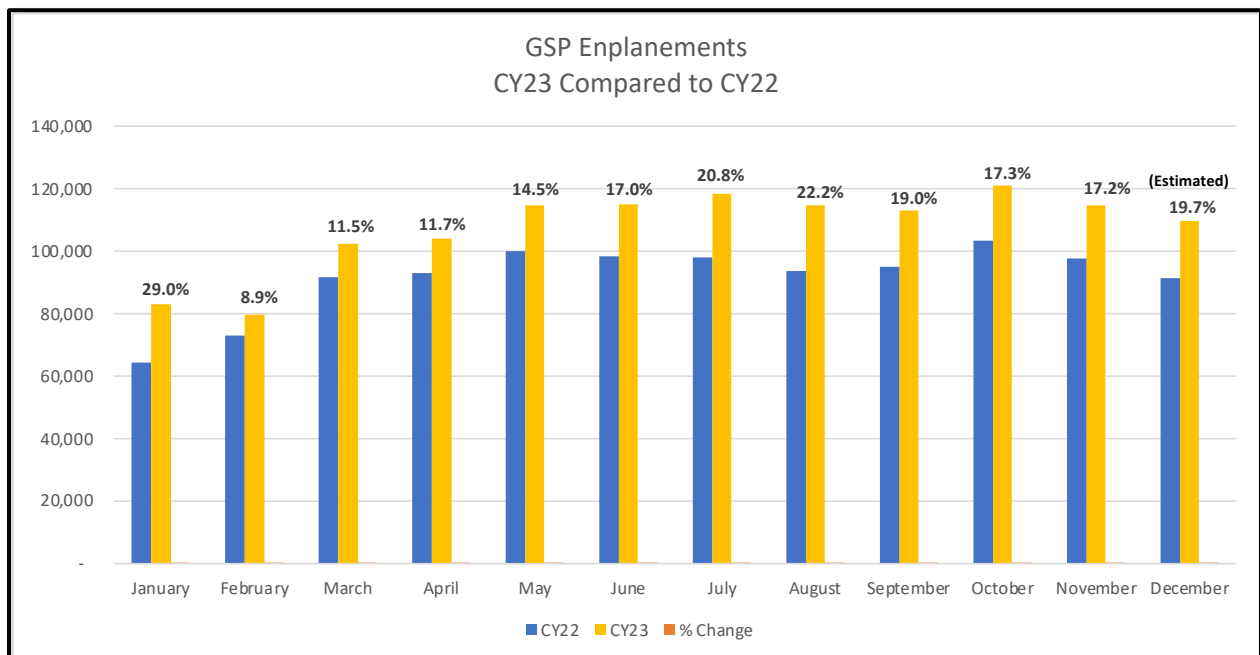
DATE: January 22, 2024

### ITEM DESCRIPTION – Information Section Item A

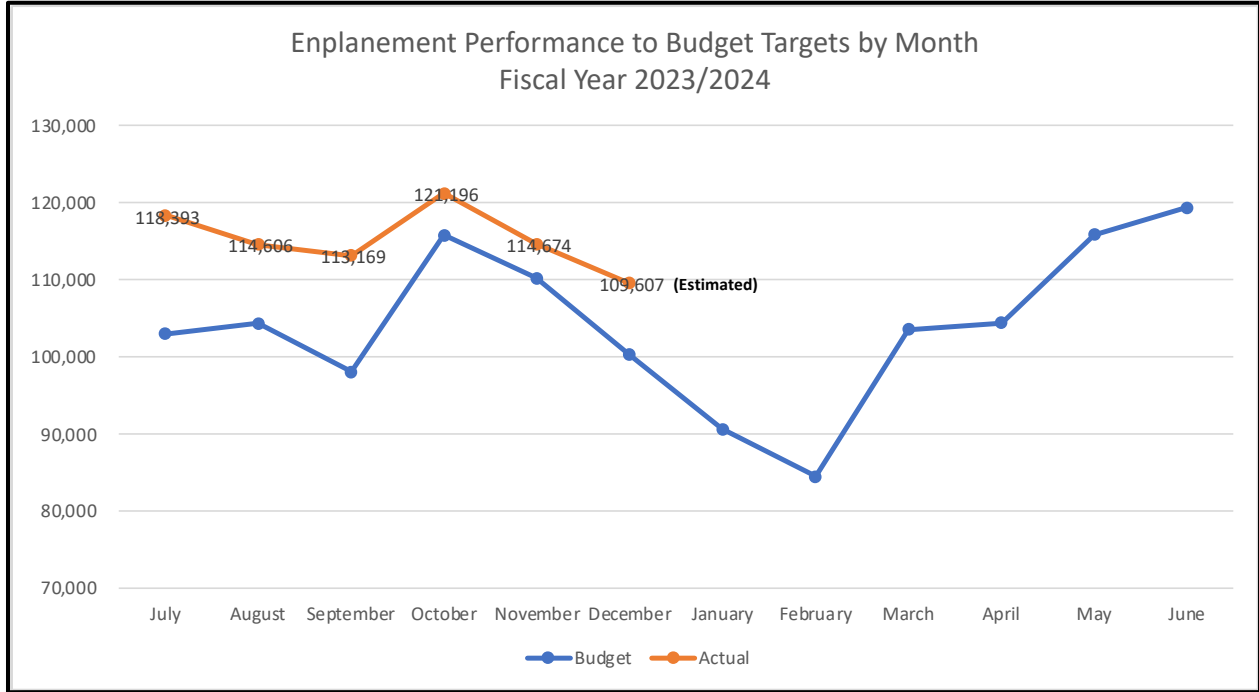
November 2023 - Traffic Report

#### SUMMARY

For November 2023, passenger traffic was up **17.6%** and load factors were down **3.4%** at an average of **84.6%** over November 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 **14.5%** for November 2023 versus November 2022. Our fuel volumes experienced an increase of **2.6%** for November 2023 versus November 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%	8.50%	13.20%
September	18.90%	8.10%	10.80%
October	17.30%	9.20%	8.10%
November	17.60%	No Data to Date	
December			
<b>Average</b>	<b>17.20%</b>	<b>10.34%</b>	<b>6.86%</b>

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



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

Providing a look forward into service levels for **February 2024** 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 22.8%, and seats are up significantly at 15.5%.

Schedule Monthly Summary Report for Passenger (Air - All) flights from GSP for travel February 2024 vs. February 2023									
<i>All flights, seats, and ASMs given are per month.</i>									
Travel Period		Feb 2024		Feb 2023		Diff		Percent Diff	
Mkt AI	Dest	Flights	Seats	Flights	Seats	Flights	Seats	Flights	Seats
3M	MCO	9	423	12	564	(3)	(141)	(25.0%)	(25.0%)
3M	TPA	9	423	12	564	(3)	(141)	(25.0%)	(25.0%)
AA	CLT	246	20,398	162	16,436	84	3,962	51.9%	24.1%
AA	DCA	78	5,345	77	5,566	1	(221)	1.3%	(4.0%)
AA	DFW	83	9,984	56	9,632	27	352	48.2%	3.7%
AA	LGA	54	4,104	0	0	54	4,104		
AA	MIA	29	2,204	28	2,128	1	76	3.6%	3.6%
AA	ORD	29	2,138	28	1,820	1	318	3.6%	17.5%
AA	PHL	52	3,744	30	2,228	22	1,516	73.3%	68.0%
DL	ATL	184	24,797	168	22,370	16	2,427	9.5%	10.8%
DL	DTW	21	1,470	22	1,672	(1)	(202)	(4.5%)	(12.1%)
DL	LGA	78	5,460	72	5,184	6	276	8.3%	5.3%
G4	FLL	8	1,416	8	1,416	0	0	0.0%	0.0%
G4	PIE	8	1,428	8	1,368	0	60	0.0%	4.4%
G4	SFB	9	1,557	8	1,332	1	225	12.5%	16.9%
UA	DEN	29	2,030	28	2,122	1	(92)	3.6%	(4.3%)
UA	EWR	84	5,976	56	3,968	28	2,008	50.0%	50.6%
UA	IAH	29	3,654	28	2,128	1	1,526	3.6%	71.7%
UA	ORD	58	5,296	84	5,736	(26)	(440)	(31.0%)	(7.7%)
WN	ATL	58	8,678	56	9,672	2	(994)	3.6%	(10.3%)
WN	BWI	29	4,531	28	4,900	1	(369)	3.6%	(7.5%)
WN	HOU	8	1,272	4	700	4	572	100.0%	81.7%
XP	HVN	5	945	0	0	5	945		
TOTAL		1,197	117,273	975	101,506	222	15,767	22.8%	15.5%

Attachments



# Monthly Traffic Report Greenville-Spartanburg International Airport

November 2023



Category	Nov 2023	Nov 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change	*MOV12-2023	*MOV12-2022	Percentage Change
<b>Passenger Traffic</b>									
Enplaned	114,674	97,809	17.2%	1,181,465	1,009,196	17.1%	1,273,038	1,101,985	15.5%
Deplaned	<u>113,990</u>	<u>96,617</u>	18.0%	<u>1,170,302</u>	<u>999,989</u>	17.0%	<u>1,257,428</u>	<u>1,088,166</u>	15.6%
<b>Total</b>	<b>228,664</b>	<b>194,426</b>	<b>17.6%</b>	<b>2,351,767</b>	<b>2,009,185</b>	<b>17.1%</b>	<b>2,530,466</b>	<b>2,190,151</b>	<b>15.5%</b>
<b>Cargo Traffic (Pounds)</b>									
<b>Express and Mail</b>									
Enplaned	698,083	689,953	1.2%	7,738,070	8,378,613	-7.6%	8,570,030	9,249,949	-7.4%
Deplaned	<u>954,589</u>	<u>1,052,805</u>	-9.3%	<u>10,718,997</u>	<u>11,819,661</u>	-9.3%	<u>11,901,990</u>	<u>13,150,952</u>	-9.5%
<b>Subtotal</b>	<b>1,652,672</b>	<b>1,742,758</b>	<b>-5.2%</b>	<b>18,457,067</b>	<b>20,198,274</b>	<b>-8.6%</b>	<b>20,472,020</b>	<b>22,400,901</b>	<b>-8.6%</b>
<b>Freight</b>									
Enplaned	4,752,197	2,736,718	73.6%	39,675,652	42,175,123	-5.9%	42,498,023	46,263,935	-8.1%
Deplaned	<u>8,869,625</u>	<u>8,860,896</u>	0.1%	<u>83,438,820</u>	<u>93,537,226</u>	-10.8%	<u>91,829,067</u>	<u>102,854,766</u>	-10.7%
<b>Subtotal</b>	<b>13,621,822</b>	<b>11,597,614</b>	<b>17.5%</b>	<b>123,114,472</b>	<b>135,712,349</b>	<b>-9.3%</b>	<b>134,327,090</b>	<b>149,118,701</b>	<b>-9.9%</b>
<b>Total</b>	<b>15,274,494</b>	<b>13,340,372</b>	<b>14.5%</b>	<b>141,571,539</b>	<b>155,910,623</b>	<b>-9.2%</b>	<b>154,799,110</b>	<b>171,519,602</b>	<b>-9.7%</b>

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

Category	Nov 2023	Nov 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change	*MOV12-2023	*MOV12-2022	Percentage Change
<b>Aircraft Operations</b>									
Airlines	2,667	2,135	24.9%	27,207	25,289	7.6%	29,368	27,648	6.2%
Commuter/Air Taxi	<u>469</u>	<u>679</u>	-30.9%	<u>5,347</u>	<u>6,865</u>	-22.1%	<u>5,889</u>	<u>7,644</u>	-23.0%
<b>Subtotal</b>	<b>3,136</b>	<b>2,814</b>	<b>11.4%</b>	<b>32,554</b>	<b>32,154</b>	<b>1.2%</b>	<b>35,257</b>	<b>35,292</b>	<b>-0.1%</b>
General Av.	1,329	1,106	20.2%	14,013	12,798	9.5%	15,011	13,780	8.9%
Military	<u>250</u>	<u>311</u>	-19.6%	<u>2,825</u>	<u>2,408</u>	17.3%	<u>2,971</u>	<u>2,639</u>	12.6%
<b>Subtotal</b>	<b>1,579</b>	<b>1,417</b>	<b>11.4%</b>	<b>16,838</b>	<b>15,206</b>	<b>10.7%</b>	<b>17,982</b>	<b>16,419</b>	<b>9.5%</b>
<b>Total</b>	<b>4,715</b>	<b>4,231</b>	<b>11.4%</b>	<b>49,392</b>	<b>47,360</b>	<b>4.3%</b>	<b>53,239</b>	<b>51,711</b>	<b>3.0%</b>
<b>Fuel Gallons</b>									
<b>General Aviation</b>									
100LL	2,395	2,388	0.3%	29,653	26,910	10.2%	31,521	29,048	8.5%
Jet A	<u>151,159</u>	<u>180,132</u>	<u>-16.1%</u>	<u>1,780,191</u>	<u>1,807,805</u>	<u>-1.5%</u>	<u>1,933,420</u>	<u>1,949,273</u>	<u>-0.8%</u>
<b>Subtotal</b>	<b>153,554</b>	<b>182,520</b>	<b>-15.9%</b>	<b>1,809,844</b>	<b>1,834,715</b>	<b>-1.4%</b>	<b>1,964,941</b>	<b>1,978,321</b>	<b>-0.7%</b>
<b>Commercial Aviation</b>									
Jet A	1,845,902	1,766,469	4.5%	19,862,647	20,006,510	-0.7%	21,602,506	21,811,314	-1.0%
<b>Total</b>	<b>1,999,456</b>	<b>1,948,989</b>	<b>2.6%</b>	<b>21,672,491</b>	<b>21,841,225</b>	<b>-0.8%</b>	<b>23,567,447</b>	<b>23,789,635</b>	<b>-0.9%</b>

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

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

November 2023



	Nov 2023	Nov 2022	Percentage Change	*CYTD-2023	*CYTD-2022	Percentage Change
<b>Allegiant Air</b>						
Enplanements	3,415	3,127	9.2%	38,333	36,421	5.2%
Seats	4,050	3,924	3.2%	45,315	43,410	4.4%
Load Factor	84.3%	79.7%	5.8%	84.6%	83.9%	0.8%
<b>American Airlines</b>						
Enplanements	41,780	35,438	17.9%	425,509	351,633	21.0%
Seats	49,810	40,812	22.0%	531,407	419,254	26.8%
Load Factor	83.9%	86.8%	-3.4%	80.1%	83.9%	-4.5%
<b>Avelo</b>						
Enplanements	1,014	0	-	14,432	0	-
Seats	1,176	0	-	18,774	0	-
Load Factor	86.2%	-	-	76.9%	-	-
<b>Delta Air Lines</b>						
Enplanements	34,935	32,515	7.4%	368,924	343,437	7.4%
Seats	40,190	36,216	11.0%	413,896	400,593	3.3%
Load Factor	86.9%	89.8%	-3.2%	89.1%	85.7%	4.0%

	<b>Nov 2023</b>	<b>Nov 2022</b>	<b>Percentage Change</b>	<b>*CYTD-2023</b>	<b>*CYTD-2022</b>	<b>Percentage Change</b>
<b>Silver Airways</b>						
Enplanements	874	540	61.9%	9,909	5,951	66.5%
Seats	1,312	828	58.5%	12,720	7,696	65.3%
Load Factor	66.6%	65.2%	2.1%	77.9%	77.3%	0.7%
<b>Southwest Airlines</b>						
Enplanements	14,520	12,464	16.5%	130,987	118,013	11.0%
Seats	18,444	15,170	21.6%	184,739	176,618	4.6%
Load Factor	78.7%	82.2%	-4.2%	70.9%	66.8%	6.1%
<b>United Airlines</b>						
Enplanements	17,460	12,627	38.3%	187,936	144,368	30.2%
Seats	19,703	13,370	47.4%	220,186	165,650	32.9%
Load Factor	88.6%	94.4%	-6.2%	85.4%	87.2%	-2.1%
<b>Totals</b>						
Enplanements	113,998	96,711	17.9%	1,176,030	999,823	17.6%
Seats	134,685	110,320	22.1%	1,427,037	1,213,221	17.6%

Load Factor	84.6%	87.7%	-3.4%	82.4%	82.4%	-0.0%
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**\*CYTD = Calendar Year to Date and \*Mov12 = Moving Twelve Months.**

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**Totals**

Enplanements	113,998	96,711	17.9%	1,176,030	999,823	17.6%
Seats	134,685	110,320	22.1%	1,427,037	1,213,221	17.6%

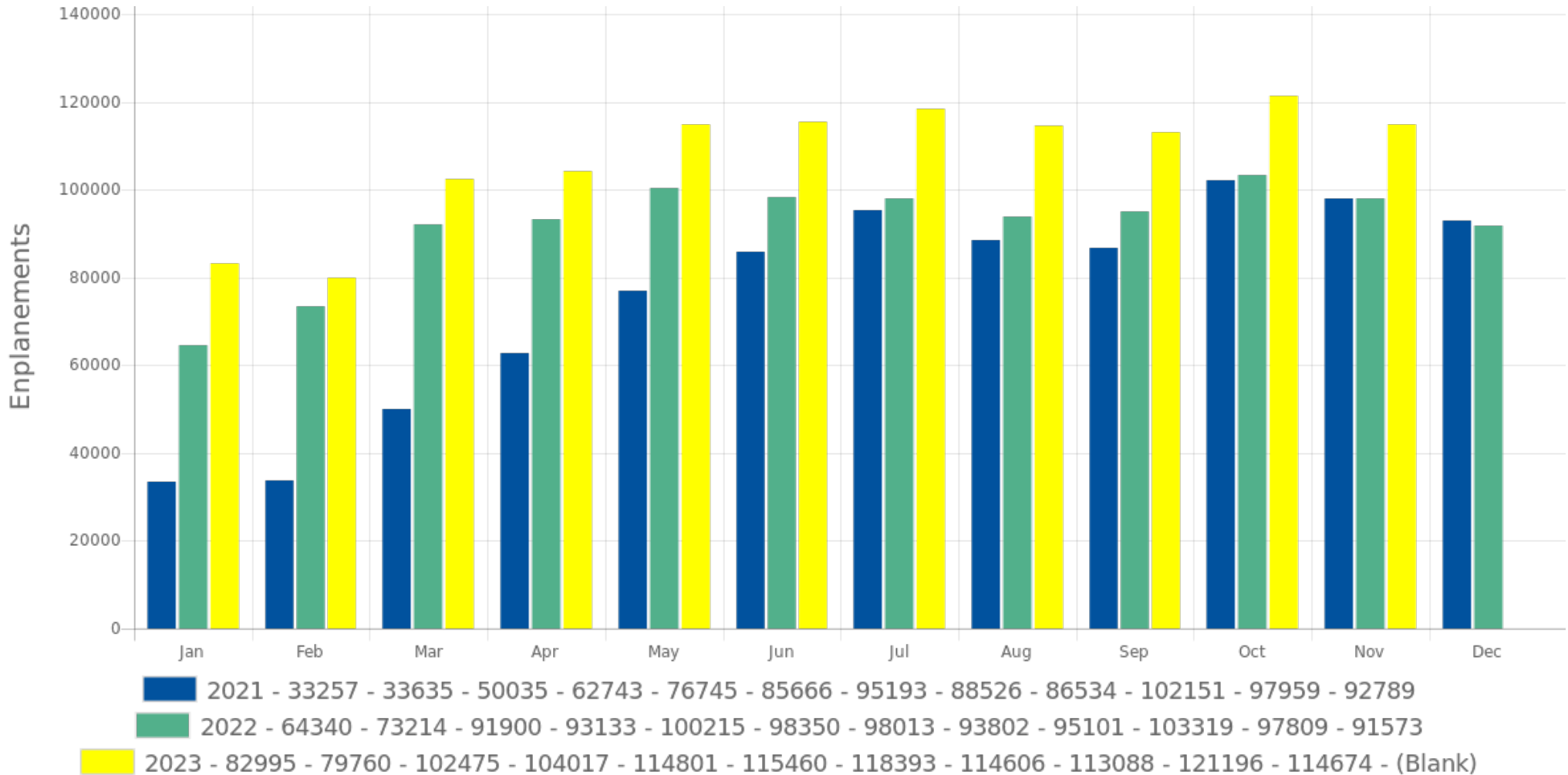
Load Factor	84.6%	87.7%	-3.4%	82.4%	82.4%	-0.0%
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**\*CYTD = Calendar Year to Date and \*Mov12 = Moving Twelve Months.**

# Monthly Enplanements By Year

## Greenville-Spartanburg International Airport

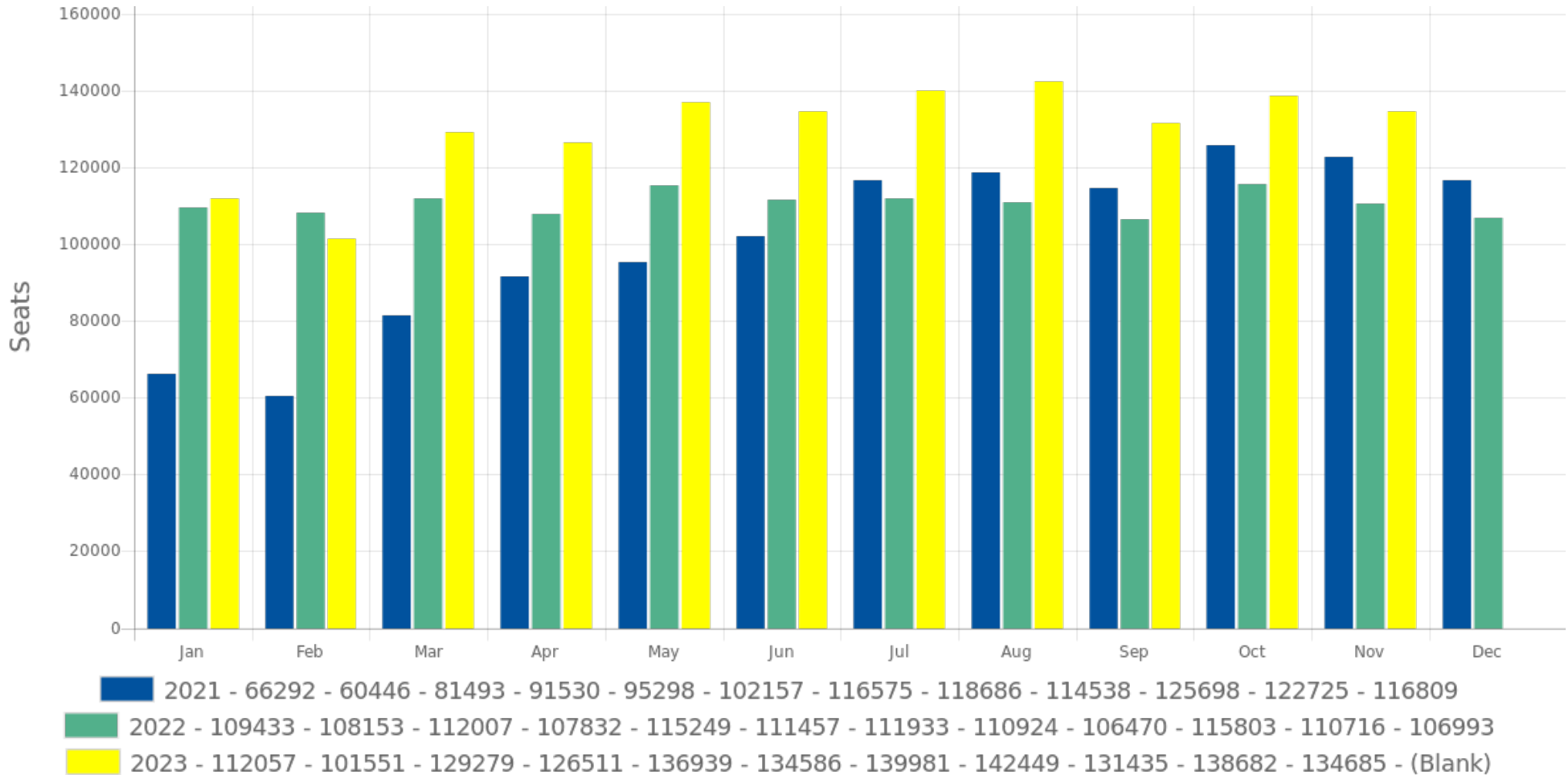
Report Period From January 2021 Through November 2023



# Monthly Seats By Year

## Greenville-Spartanburg International Airport

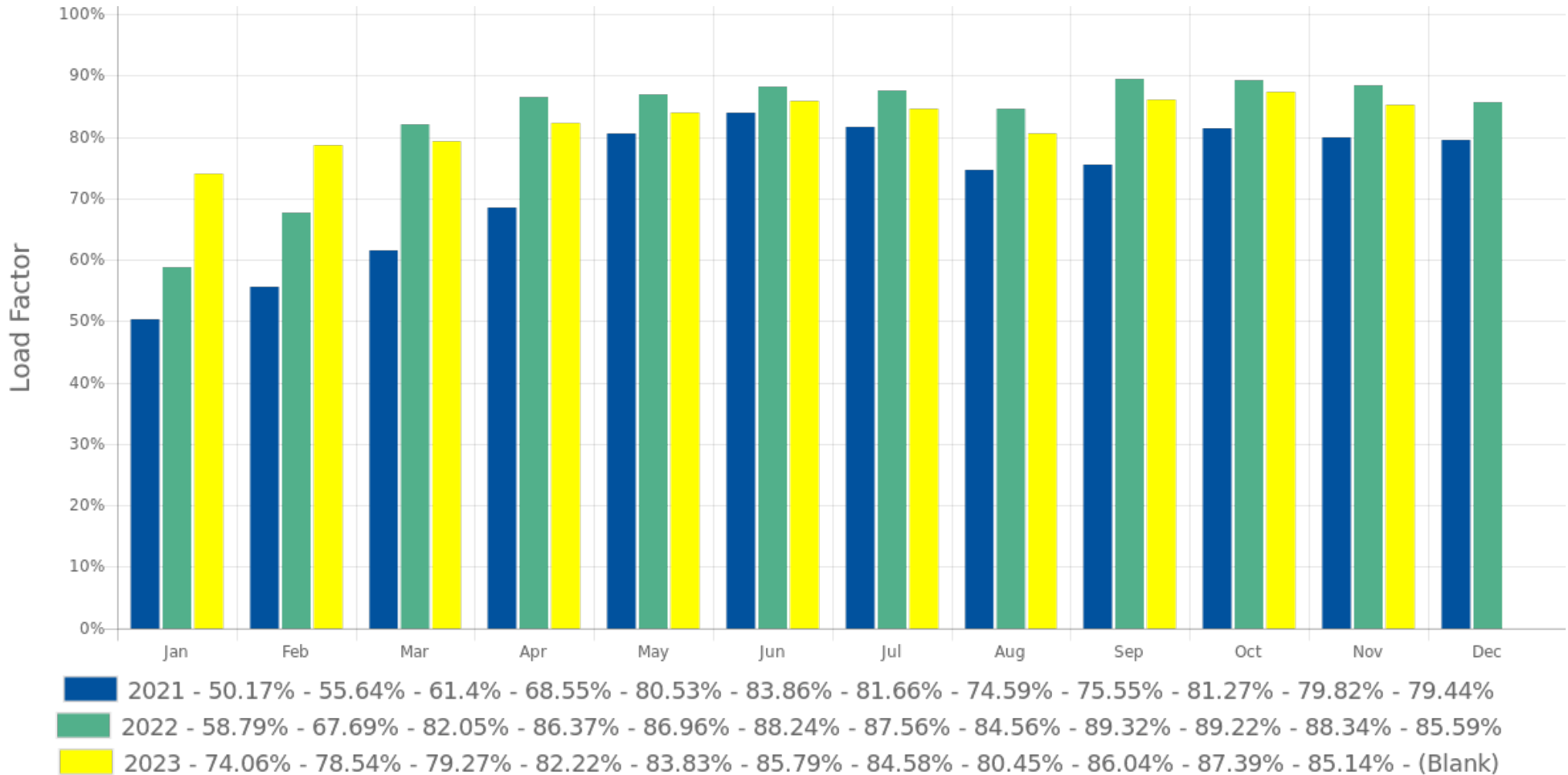
Report Period From January 2021 Through November 2023



# Monthly Load Factors By Year

## Greenville-Spartanburg International Airport

Report Period From January 2021 Through November 2023

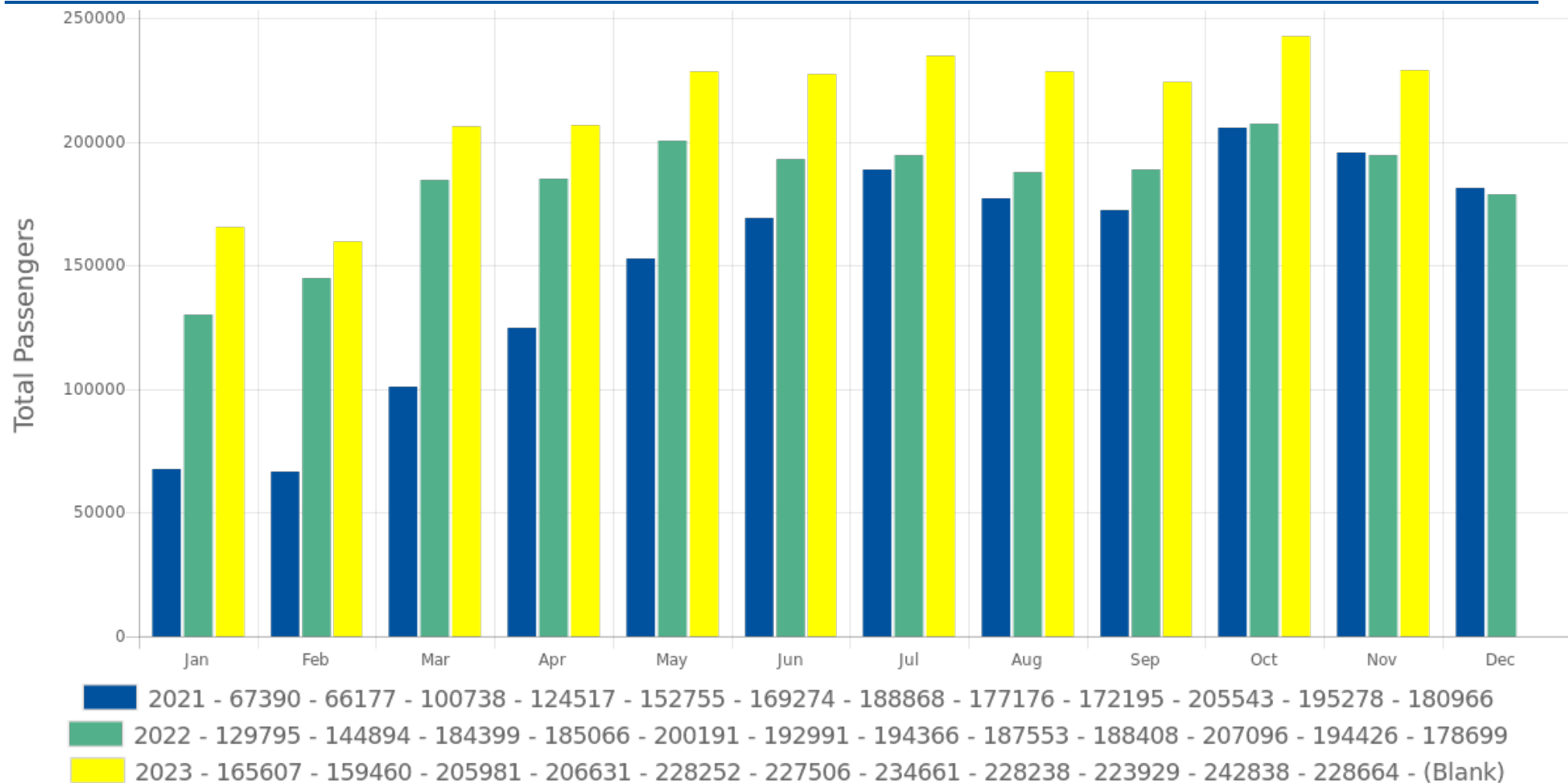




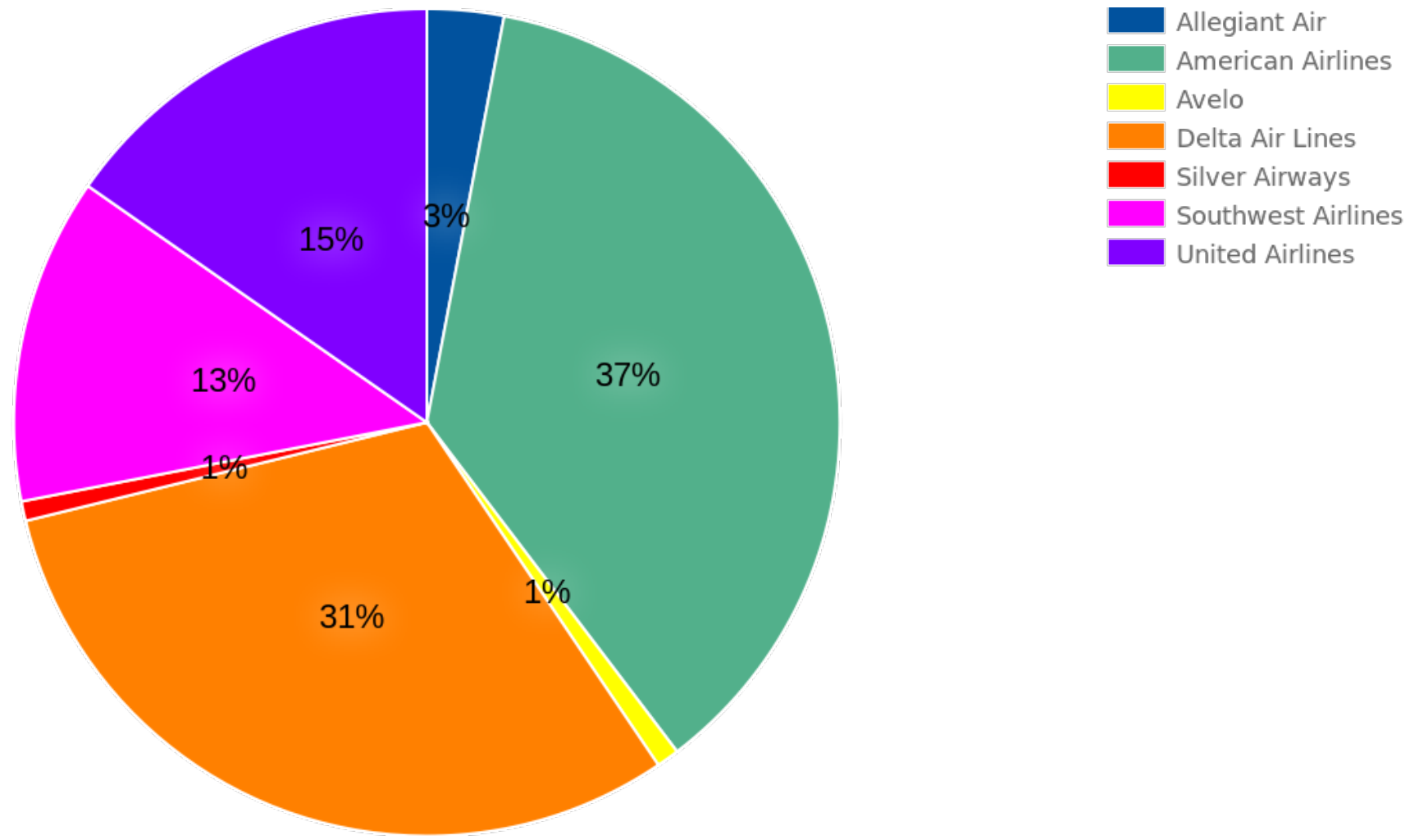
# Total Monthly Passengers By Year

## Greenville-Spartanburg International Airport

Report Period From January 2021 Through November 2023



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



# Airline Flight Completions

## Greenville-Spartanburg International Airport

November 2023



Airline	Scheduled Flights	Cancellations Due To				Total Cancellations	Completed Flights (%)
		Field	Mechanical	Weather	Other		
Air Atlanta Icelandic	22	0	0	0	0	0	100.0%
Allegiant Air	23	0	0	0	0	0	100.0%
Allegiant Charter	2	0	0	0	0	0	100.0%
American Airlines	588	0	0	0	0	0	101.0%
Amerijet Intl	12	0	0	0	0	0	100.0%
ASL Airlines Belgium	4	0	0	0	0	0	100.0%
Avelo	8	0	0	0	0	0	100.0%
Berry Aviation	1	0	0	0	0	0	100.0%
Delta Air Lines	327	0	0	0	0	0	100.3%
Delta Air Lines Charter	3	0	0	0	0	0	100.0%
Federal Express	38	0	0	0	0	0	100.0%
McNeely Charter Service	1	0	0	0	0	0	100.0%
Mountain Air Car	18	0	0	0	0	0	100.0%
Priority Air Cargo	1	0	0	0	0	0	100.0%
Royal Air Freight	1	0	0	0	0	0	100.0%
Silver Airways	28	0	0	0	0	0	100.0%
SkyTaxi	1	0	0	0	0	0	100.0%
Southwest Airlines	116	0	0	0	0	0	100.0%
Sun Country Airlines	4	0	0	0	0	0	100.0%
United Airlines	238	0	0	0	0	0	100.0%
UPS	34	0	0	0	0	0	100.0%

Airline	Scheduled Flights	<u>Cancellations Due To</u>				Total Cancellations	Completed Flights (%)
		Field	Mechanical	Weather	Other		
USA Jet	1	0	0	0	0	100.0%	
<b>Total</b>	<b>1,471</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>100.5%</b>	



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## MEMORANDUM

TO: Members of the Airport Commission

FROM: Thomas Brooks, VP, Chief Financial Officer

DATE: January 22, 2024

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### ITEM DESCRIPTION – Information Section Item B

November 2023 – Monthly Financial Report

### SUMMARY

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

Operating Revenue was up by **11.1%** when compared to the budget for November 2023. Operating Expense was down by **6.1%** when compared to the budgeted amount for the same period. Net operating income was up by **61.1%** when compared to the November 2023 budget. For the period ending November 2023, which represents five (5) months of the fiscal year, a total of **\$10,699,710** has been returned to the bottom line in operating income.

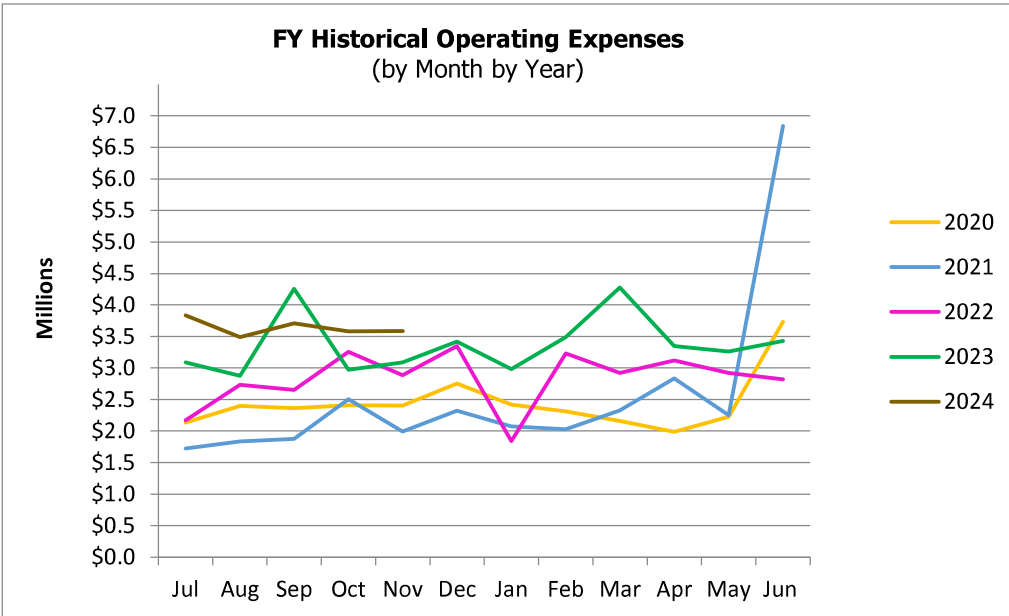
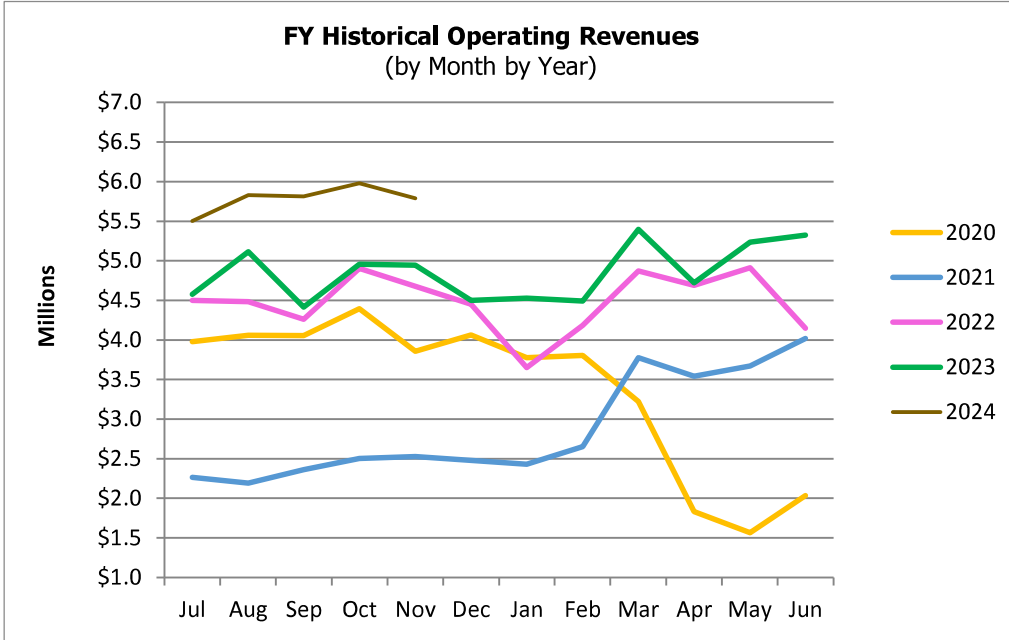
Please recognize that this is a preliminary report, unaudited, and only represents *five months* of activity resulting in variances from budget which can be quite volatile.

**November 30, 2023 FINANCIAL STATEMENT PACKAGE**

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

	<b>Current FY 11/30/2023</b>	<b>Prior FY 11/30/2022</b>	
<b>Assets</b>			
Cash Accounts	26,916,079	53,386,594	
Investments-Airport	57,115,890	36,769,689	(aa)
Accounts Receivable	8,963,695	3,317,651	(bb)
Less: Reserve for Doubtful Accounts	(149,500)	(149,500)	
Net Accounts Receivable	<b>8,814,195</b>	<b>3,168,151</b>	
Leases Receivable	34,658,779	38,541,080	(cc)
Inventory	302,108	866,298	
Prepaid Insurance	788,430	673,633	
Notes Receivable-RAC District Funds	0	137,533	
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>	(cc)
Property, Plant & Equipment (PP&E)	566,177,139	523,866,755	(dd)
Less: Accumulated Depreciation	(215,772,179)	(199,601,663)	
Net PP&E	<b>350,404,960</b>	<b>324,265,092</b>	
<b>TOTAL ASSETS</b>	<b>479,990,251</b>	<b>459,106,073</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	8,136,987	8,442,319	(ee)
TD Bank Long Term Debt	29,458,333	31,208,333	
SCRS Pension Liability	23,778,825	19,051,675	
Benefit Liability	4,289,364	4,091,497	
Lease Liabilities	1,009,173	1,320,977	(cc)
<b>TOTAL LIABILITIES</b>	<b>66,672,682</b>	<b>64,114,801</b>	
<b>LESS: Deferred Inflows of Resources</b>			
Deferred Revenues	<b>34,647,333</b>	<b>42,228,035</b>	
<b>TOTAL DEFERRED INFLOWS OF RESOURCES</b>	<b>34,647,333</b>	<b>42,228,035</b>	
<b>NET POSITION</b>			
Invested in Capital Assets, Net of Related Debt	320,927,264	293,033,786	
Restricted			
Contract Facility Charge	6,519,009	15,419,366	
Passenger Facility Charges	11,111,942	9,165,904	
Total Restricted:	17,630,951	24,585,270	
Unrestricted	46,491,452	40,244,185	
<b>TOTAL NET POSITION</b>	<b>385,049,667</b>	<b>357,863,240</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----->				November 30, 2022 Prior YTD
	November 30, 2023 Actual	November 30, 2023 Budget	Actual-Budget	% Change	
<b>Operating Revenue</b>					
Landing Area:					
Landing Fees	1,681,997	1,568,998	112,999	7.2 %	1,174,137 (a)
Aircraft Parking Fees	261,490	229,136	32,354	14.1 %	194,158
Subtotal Landing Area	<u>1,943,487</u>	<u>1,798,134</u>	<u>145,353</u>	<u>8.1 %</u>	<u>1,368,295</u>
Space and Ground Rentals	6,504,678	6,147,379	357,299	5.8 %	5,860,342 (b)
Auto Parking	9,181,810	8,045,004	1,136,806	14.1 %	7,014,458 (c)
Commercial Ground Transportation	420,542	157,303	263,239	167.3 %	212,912 (d)
Concessions:					
Advertising	185,151	219,242	(34,091)	(15.5) %	188,167
Food & Beverage	130,096	119,207	10,889	9.1 %	135,404
Rental Car	2,084,262	1,662,563	421,699	25.4 %	1,989,366 (e)
Retail	288,306	204,458	83,848	41.0 %	241,700 (f)
Retail - Automated	48,472	54,967	(6,495)	(11.8) %	37,960
Subtotal Concessions	<u>2,736,287</u>	<u>2,260,436</u>	<u>475,851</u>	<u>21.1 %</u>	<u>2,592,597</u>
Expense Reimbursements	941,736	786,048	155,687	19.8 %	890,056 (g)
Other Income	146,004	73,897	72,108	97.6 %	117,867 (h)
Other-Aviation Services	2,547,962	2,681,223	(133,260)	(5.0) %	2,135,538 (i)
Gross Profit on Fuel Sales	2,584,734	2,544,948	39,786	1.6 %	2,467,776
Gross Profit on Restaurant Sales	1,898,196	1,531,346	366,850	24.0 %	1,339,279 (j)
<b>Total Operating Revenue</b>	<b><u>28,905,436</u></b>	<b><u>26,025,718</u></b>	<b><u>2,879,718</u></b>	<b><u>11.1 %</u></b>	<b><u>23,999,122</u></b>
<b>Operating Expenses</b>					
Salaries & Benefits	9,805,463	10,022,101	(216,638)	(2.2) %	9,243,567 (k)
Professional Services	290,812	332,855	(42,043)	(12.6) %	184,666
Promotional Activities	302,016	299,458	2,558	0.9 %	210,311
Administrative	1,044,294	1,181,262	(136,968)	(11.6) %	1,435,346 (l)
Insurance	464,722	464,931	(209)	(0.0) %	500,208
Contractual Services	3,812,875	4,009,070	(196,195)	(4.9) %	2,098,652 (m)
Rentals and Leases	162,401	194,556	(32,155)	(16.5) %	170,980
Repairs and Maintenance	546,407	678,533	(132,126)	(19.5) %	296,513 (n)
Supplies and Equipment	803,618	1,185,871	(382,252)	(32.2) %	879,416 (o)
Utilities	973,118	1,016,145	(43,027)	(4.2) %	926,637
<b>Total Operating Expenses</b>	<b><u>18,205,726</u></b>	<b><u>19,384,780</u></b>	<b><u>(1,179,054)</u></b>	<b><u>(6.1) %</u></b>	<b><u>15,946,295</u></b>
<b>NET OPERATING INCOME</b>	<b><u>10,699,710</u></b>	<b><u>6,640,937</u></b>	<b><u>4,058,773</u></b>	<b><u>61.1 %</u></b>	<b><u>8,052,827</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) **Accounts Receivable** This balance includes \$5.7M in EDA and SC Aeronatics grants, on top of the usual activity, which should be reimbursed in December as we are actively pursuing.
- (cc) **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.
- (dd) **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.
- (ee) **Accounts Payable** Consists of the following:
- |           |  |
|-----------|--|
| 1,127,108 | Retainage accrual required until the end of contract                               |
| 3,384,743 | Trade A/P, and year end accruals that will remain until year end                   |
| 2,252,737 | Year End Payroll, Vacation & Sick Benefits accrual that will remain until year end |
| 478,923   | Security Deposits  |
| 375,827   | RAC True-up  |
| 512,201   | Food & Beverage  |
| 5,447     | Other  |
| 8,136,987 |  |

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

- (a) **Landing Fees** Landing Area is favorable to budget due to the following:  
Legacy passenger and cargo airlines is favorable to budget as landing rates are higher than those used to calculate the budgeted landing fees
- (b) **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  
- Airline Space actual is \$42K favorable to budget  
- Rental Car Non Terminal Space is \$52K favorable to budget  
- Rental Car Ground Rental Space is \$62K favorable to budget
- (c) **Auto Parking** Auto Parking is favorable to budget due to the following:  
- Public parking \$1.1M favorable to budget due to more enplanements than projected and higher stay durations (and utilization) in our premium parking products (Garage, Valet), which is driving higher revenue and higher RPE
- (d) **Commercial Ground Transportation** - TNC (Uber/Lyft) activity trending higher than budget due to new contracts, requiring additional fees
- (e) **Rental Car** Rental Car is favorable to budget due to the following:  
- AVIS, Enterprise, Hertz and National \$430K favorable to budget
- |              | <u>Actual YTD</u>   |           | <u>Budget YTD</u> |           | <u>Diff</u>    |
|--------------|---------------------|-----------|-------------------|-----------|----------------|
| AVIS         | \$ 390,737          | \$        | 298,569           | \$        | 92,169         |
| Budget       | 284,399             |           | 290,613           |           | (6,213)        |
| Enterprise   | 451,711             |           | 359,706           |           | 92,005         |
| Hertz        | 220,728             |           | 202,256           |           | 18,472         |
| National     | 736,686             |           | 509,210           |           | 227,476        |
| GA           | -                   |           | 2,208             |           | (2,208)        |
| <b>TOTAL</b> | <b>\$ 2,084,262</b> | <b>\$</b> | <b>1,662,563</b>  | <b>\$</b> | <b>421,699</b> |
- (f) **Retail** - Retail \$84K favorable to budget as traffic has increased at a higher rate than the 3% budgeted increase in retail sales

(g) **Expense Reimbursements** Expense Reimbursements Income is favorable to budget due to the following:  
 - O&M Reimbursement, primarily RAC, \$132K favorable to budget as the rates used for reimbursement calculations in the budget is lower than actual recalculated  
 - Share Tenant Services Reimbursement \$59K unfavorable to budget due to budgeting American Ticket kiosk project that was paid in full FY23  
 - Security Reimbursement \$48K favorable to budget

(h) **Other Income** Other Income is favorable to budget due to the following:  
 - Ground Handling \$46K favorable to budget  
 - ID Cards/Fingerprinting \$17K favorable to budget: concession employee turnovers and non-returned badge fees

(i) **Other-Aviation Services** Other-Aviation Services is unfavorable to budget due to the following:  
 - Unmaterialized, budgeted cargo revenues

(j) **Gross Profit on Restaurant Sales** Restaurant Sales favorable to budget due to the following:  
 - All concepts, especially Chick-fil-A, are outperforming budgeted net sales

	<u>Actual YTD</u>	<u>Budget YTD</u>	<u>Diff</u>
Chick-fil-A	\$ 853,214	\$ 615,289	\$ 237,924
Wolfgang Puck	703,605	625,016	78,589
RJ Rockers	114,297	75,455	38,842
Thomas Creek	227,081	215,585	11,495
<b>TOTAL</b>	<b>\$ 1,898,196</b>	<b>\$ 1,531,346</b>	<b>\$ 366,850</b>

(k) **Salary & Benefits** Salaries and Benefits are favorable to budget due to 13 less positions currently employed than budgeted (236 vs 252).

(l) **Administrative** Administrative is favorable to budget primarily due to timing:  
 - Credit Card Processing \$58K unfavorable to budget due to higher than expected parking revenue  
 - Dues & Subscriptions \$24K favorable to budget  
 - Independent Contractor \$79K favorable to budget due to lesser additional need for cargo operations  
 - Moving \$24K not budgeted  
 - Recruiting \$16K unfavorable to budget  
 - Travel/Training \$185K favorable to budget  
 - Uniforms \$45K favorable to budget

(m) **Contractual Services** Contractual Services is favorable to budget primarily due to timing:  
 - Computer-annual contracts \$108K favorable to budget  
 - Fire Alarm \$17K favorable to budget  
 - Heating & Air \$12K favorable to budget  
 - Janitorial Services \$147K favorable to budget  
 - The employee lot shuttle is included in the budget, began operating late in September; \$137K unfavorable to budget  
 - Service Agreements \$32K favorable to budget

(n) **Repairs & Maintenance** Repair & Maintenance is favorable to budget due to the following:  
 - Building \$56K favorable to budget  
 - Conveyor Belt \$32K favorable to budget  
 - Electrical/Lighting \$19K favorable to budget  
 - Environmental Compliance \$32K unfavorable to budget  
 - Fuel Farm \$13K favorable to budget  
 - Heating & Air \$42K unfavorable to budget  
 - Security System \$11K favorable to budget  
 - Project Unanticipated \$16K favorable to budget  
 - Radio \$12K favorable to budget  
 - Streets & Roads \$25K favorable to budget

- (o) **Supplies & Equipment** Supplies & Equipment is favorable to budget primarily due to timing:
- Computer-Equip/Supplies \$148K favorable to budget
  - Computer-Software \$17K favorable to budget
  - First Aid & Safety \$20K unfavorable to budget
  - Fuel-Vehicles \$76K favorable to budget, true up done at year end
  - ID Supplies \$12K favorable to budget
  - Office Supplies \$30K favorable to budget
  - Painting \$53K favorable to budget
  - Paper \$22K unfavorable to budget
  - Plumbing \$16K unfavorable to budget
  - Snow Removal \$34K favorable to budget
  - Tires \$19K favorable to budget
  - Tools & Hardware \$33K favorable to budget
  - De-Ice Fluid \$16K favorable to budget
  - Lamps \$12K favorable to budget

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

	<b>FY \$ Amount Authorized</b>	<b>Estimated Cost</b>	<b>\$ Amount Used YTD</b>
<b>Emergency Repair/Replacement/Operations Fund</b>	<b>\$ 500,000</b>		
Terminal HVAC - Trane		\$ 40,000	\$ 39,813
Terminal underground fuel storage tank decommissioning		\$ 35,000	\$ 39,000
RAC fire hydrants		\$ 20,000	\$ 19,807
Waterfall feature liner floating problem		assessing	
		<b>\$ 95,000</b>	<b>\$ 98,620</b>
<b>Uncommitted Balance</b>	<b>\$ 405,000</b>		
 <b>Business Development Obligations/Incentives</b>	 <b>\$ 500,000</b>		
Avelo Air Service ~		\$ 129,262	\$ 31,685
		<b>\$ 129,262</b>	<b>\$ 31,685</b>
<b>Uncommitted Balance</b>	<b>\$ 370,738</b>		
 <b>Contingency Fund (Operational &amp; Capital)</b>	 <b>\$ 1,000,000</b>		
Legal Services		\$ 25,000	\$ 25,000
IT Master Plan *		\$ 85,000	\$ 92,130
Title VI Initiative		\$ 18,361	
TSA Lane 5 Project		\$ 200,000	\$ 181,991
		<b>\$ 328,361</b>	<b>\$ 299,121</b>
<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

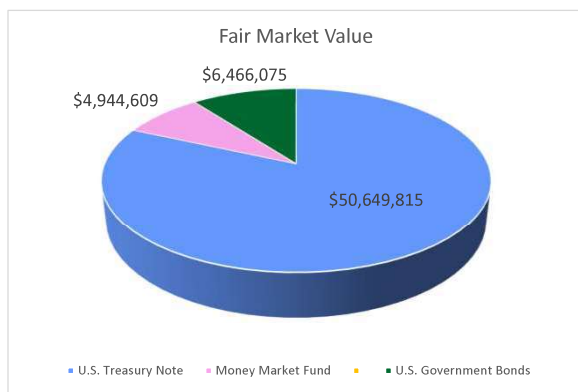
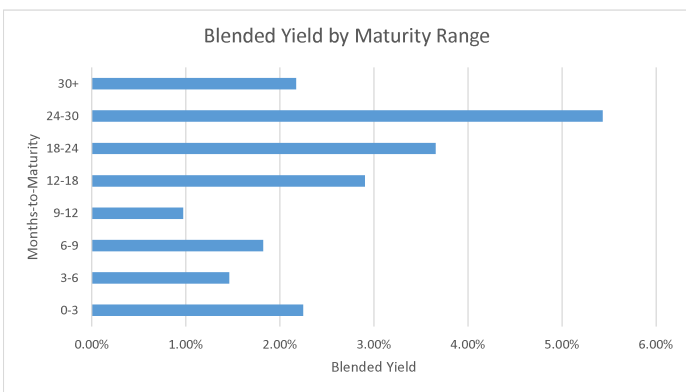
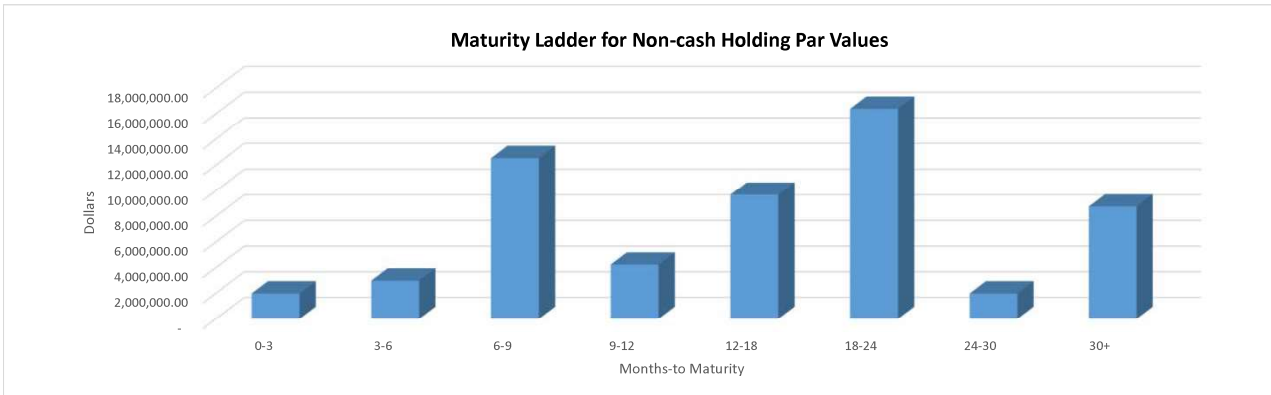
### Investment Holdings Summary

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	\$ 52,014,269	\$ 52,160,000	\$ 50,649,815
Government Bonds	\$ 6,526,110	\$ 6,500,000	\$ 6,466,075
<b>Total Investments</b>	<b>\$ 58,540,379</b>	<b>\$ 58,660,000</b>	<b>\$ 57,115,890</b>
Money Market Funds	\$ 4,944,609	\$ 4,944,609	\$ 4,944,609
<b>Total Investments + MMFs</b>	<b>\$ 63,484,987</b>	<b>\$ 63,604,609</b>	<b>\$ 62,060,498</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: 12/21/2023

Project type	Project name	Vendor Name	Date	Amount
Capital Improvements	FY2024 GSP Drive connection to Aviation Parkway Round-a-Bout - Construction Phase: Construction Administration	Mcfarland Johnson	11/30/2023	48,500.00
Carryforward	FY2024 Terminal Landside Roadway Improvements: QA	S&Me, Inc	11/24/2023	10,603.60
Carryforward	FY2024 Terminal Landside Roadway Improvements: RPR	Aulick Engineering LLC	11/30/2023	10,689.55
Carryforward	FY2024 GA Expansion Phase 2 - Design and Permitting	S&Me, Inc	11/24/2023	11,215.94
Carryforward	FY2024 Terminal Landside Roadway Improvements: RPR	LAZ KARP Associates LLC	11/29/2023	18,489.94
Carryforward	FY2024 GA Expansion Phase 2 - Design and Permitting: Design	Wk Dickson	11/24/2023	20,475.90
Carryforward	FY2024 Tract A - Palmetto Sites Requirement	OnPoint Abstractors, LLC	11/29/2023	45,250.00
Carryforward	FY2024 GA Expansion Phase 2 - Design and Permitting: Design	Wk Dickson	11/24/2023	54,241.86
Carryforward	FY2024 WH Ball Deck move and expansion	Air Tech Innovations	11/15/2023	143,643.43
Carryforward	FY2024 ATN Campus Transportation Project: Geotechnical	Plenary Americas USA Ltd.	11/15/2023	1,122,295.77
Contingency Fund	FY2024 TSA Lane 5	A3 Communications, Inc.	11/30/2023	10,650.50
Contingency Fund	FY2024 Administrative Office project: Construction	Cely Construction Company	11/24/2023	114,860.00
Professional Service Project	FY2024 Development & Design Standards Manual	Mcfarland Johnson	11/29/2023	16,108.50
Renewal & Replacement	FY2024 Terminal Ramp Lighting Retrofit (90' Poles) - HPS to LED - Priority 2A - 10	Walker & Whiteside, Inc	11/30/2023	55,370.75
Small Capital & Equipment	FY2024 Annual Switch Replacement	Internetwork Engineering	11/29/2023	12,202.15
Small Capital & Equipment	FY2024 Annual Switch Replacement	Internetwork Engineering	11/29/2023	12,770.38
Small Capital & Equipment	FY2024 Annual Switch Replacement	Internetwork Engineering	11/29/2023	14,473.76
Small Capital & Equipment	FY2024 Annual Switch Replacement	Internetwork Engineering	11/29/2023	16,247.54
Small Capital & Equipment	FY2024 Annual Switch Replacement	Internetwork Engineering	11/29/2023	19,425.42
Small Capital & Equipment	FY2024 Annual Switch Replacement	Internetwork Engineering	11/29/2023	98,781.90
Sum Total				1,856,296.89



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## MEMORANDUM

TO: Members of the Airport Commission

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

DATE: January 22, 2024

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### ITEM DESCRIPTION – Information Section Item C

December 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. Staff has engaged an engineer and contractor to scope and construct the project within the approved Project Budget.

#### **General Aviation Hangar Site 1 Infrastructure Project:**

**Status** – Road and Utilities in Close Out; Apron in Close Out  
**Project Budget** - \$4,700,000  
**Estimated Completion Date** – Infrastructure Substantially Complete; Apron Paving Substantially Complete

The GA Hangar Site 1 Infrastructure Project includes certain infrastructure necessary for the development of the new hangar sites. Work includes taxiway, apron, road, utilities, and other related site work. WK Dickson is the engineer of record for this project. The





utility, roadway and retaining wall work for the project was completed amongst the IDIQ contractor pool and Mavin Construction was selected for this work.

Work is complete and project is being closed.

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

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

**Project Budget** - \$950,000

**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. Final shop drawings are being finalized for the new I-85 Gateway Entry sign. 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** – Spring 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. Sub-phases 1A and 1B are complete. Sub-phase 1c is being completed. Turner is constructing phase 2 of the project which includes the lanes immediately in front of the terminal. Phase 2 expected to be completed in April, 2024.



### **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.

Work is complete and project is being closed.

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

**Status** – Construction Phase

**Project Budget** – \$1,400,000

**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 mid-February 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 is finalizing the guaranteed maximum price. The full program cost is being finalized and will be submitted to the Commission at the January 22, 2024 Commission meeting. Construction start is expected to start by March 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 and includes an expansion of the existing shop and storage building to provide 2 new large equipment maintenance bays, the addition of a new drive-in service bay door to the existing building, relocation of incinerator equipment and relocation / installation of a new triturator system. This project will provide much needed maintenance space for large equipment such as fuel trucks, fire equipment and other large vehicles as well as prepare the facility for the additional future expansion projects. Design is being led by on-call engineer WK Dickson and DP3 as their architectural partner. Design will be completed in spring 2024. Construction will be budgeted in the FY25 budget.

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

**Status** – Construction and Design Phases Underway

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

**Estimated Completion Date** – Summer 2024

A Utility Master Plan was completed in FY22 outlining several improvement 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 include waterline upgrades from Hwy 14 through the Terminal Complex. Replacement of a section of the 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. The 60% design milestone has been achieved.

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 Spring 2024; Construction TBD

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



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## MEMORANDUM

TO: Members of the Airport Commission

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

DATE: January 22, 2024

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### ITEM DESCRIPTION – Information Section Item D

December 2023 – Communications Status Report

### SUMMARY

#### **News Stories ~ Broadcast, Print and Online 12/1/23 through 12/31/23:**

##### **Top Stories for December 2023**

GSP enters the next phase of construction.  
GSP releases results of new economic impact study.  
Passengers traffic at GSP grew in 2023.  
Grant announced for rails development with a potential stop at GSP.  
American Airlines adds additional flights to DFW.  
Dave Edwards named on list of 50 most influential in South Carolina.  
Holiday travel at GSP.  
Maersk adds GSP to Cologne, Germany route.

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

**Reach of GSP Media Coverage: 368,930,987**

#### **Airport Digital and Social Media 12/1/23-12/31/23:**

##### **Website**

Sessions – 88,893  
New Users –62,392  
Page Views –508,475

### Facebook

Total followers –16,645  
New followers –95  
Page Views –6,275  
Reach –391,947

### Instagram

Total Reach –2,363  
Total Impressions –6,079  
Followers –4,208  
New followers –73

### X (formerly known as Twitter)

Impressions – 3,134  
Followers –6,798  
New followers – 3  
Mentions –15

## Top Performing Social Media Posts

### Top X (formerly known as Twitter) Post



🚧 Terminal Roadway Improvement Project (TRIP) Phase 2 is underway!  
🚧


Here's what you need to know:


🚗 Drop off and pick up passengers using the newly constructed roadway and EXIT near Garage B.

(continued in thread 🧵)








### Top Instagram Post


 **GSPAIRPORT**  
**Posts**








[View insights](#) [Boost post](#)

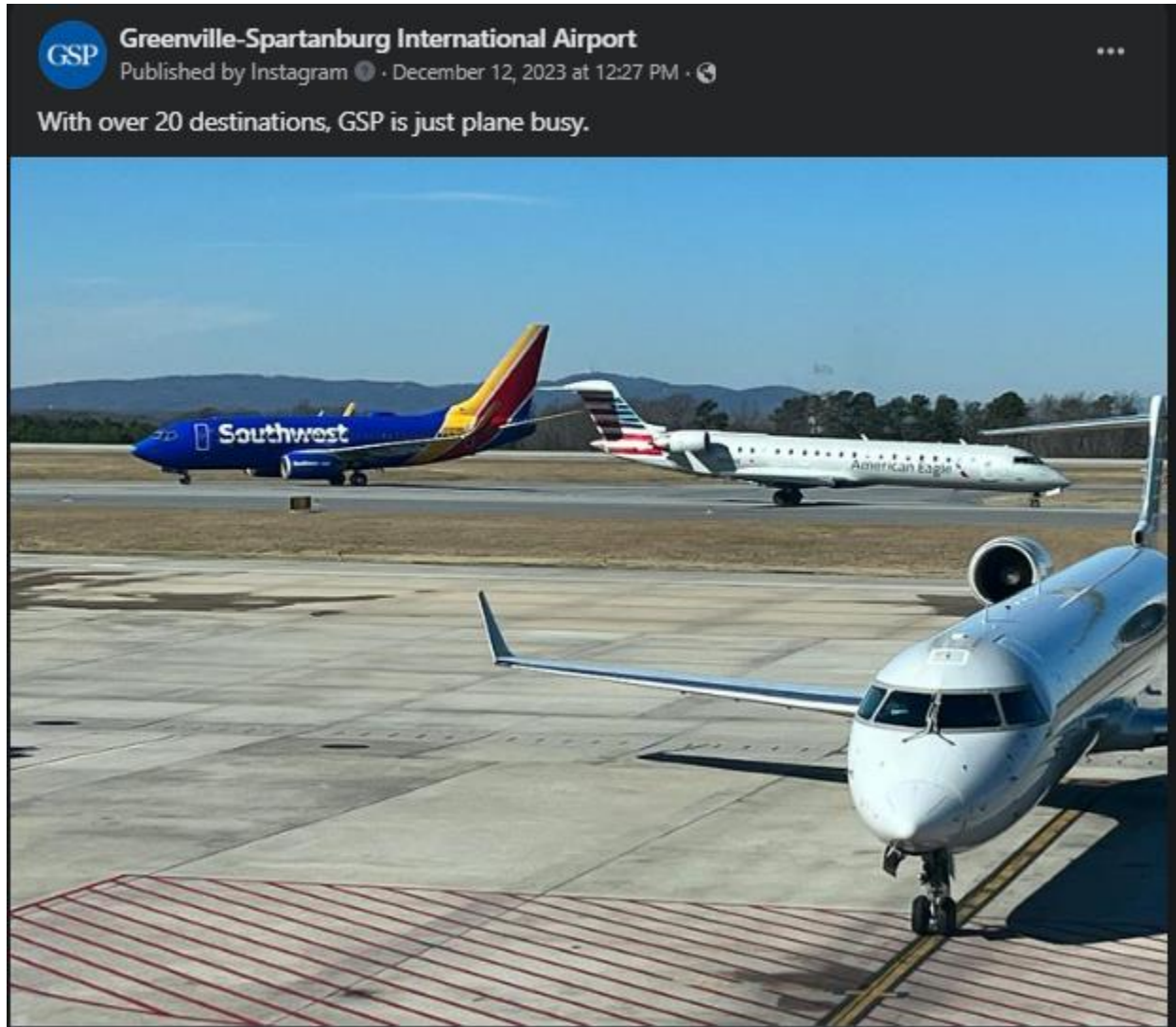
   

 Liked by greerchamber and 70 others

**gspairport**  Heads up! Our passenger pick-up/drop-off zone has moved! We've relocated everything near the entrance of Garage B on the newly... [more](#)

### 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.

## **Air Service Event Summary**

### **ACI Air Service Data Seminar**

**Status** – Planned

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

**Completion Date** – January 24, 2024

GSP staff will speak at this industry conference on the topic of air cargo development. The seminar will be held in Austin, TX from January 22-January 24, 2024.

### **Air Cargo 2024**

**Status** – Planned

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

**Completion Date** – February 13, 2024

GSP staff will attend this industry trade show focusing on air cargo development. The conference will be held in Louisville, KY from February 11-February 23, 2024.

### **South Carolina Automotive Summit**

**Status** – Planned

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

**Completion Date** – February 15, 2024



GSP staff will attend this industry trade show focusing on air cargo development. The conference will be held in Greenville, SC from February 11-February 23, 2024.

# December 2023



## Sections

- [Maersk strengthens network with new GSP-Cologne route \(1\)](#)
- [Holiday Travel at GSP \(6\)](#)
- [Dave Edwards listed on 50 most influential in South Carolina \(1\)](#)
- [American Airlines adds additional flights to DTW \(1\)](#)
- [Grant announced for NC rail development with a potential stop at GSP \(4\)](#)
- [GSP passenger traffic grew in 2023 \(1\)](#)
- [GSP Economic Impact Study \(6\)](#)
- [GSP enters next phase of construction \(3\)](#)

 <b>Total National TV Audience</b> 112,922	<b>Total National TV Publicity</b> USD \$18,770	<b>Total Local TV Audience</b> 112,922	<b>Total Local TV Publicity</b> USD \$18,770
 <b>Total Online + Print Audience</b> 14,314,538	<b>Total Online + Print Publicity</b> USD \$235,973		

Total Number of Clips 23

## Maersk strengthens network with new GSP-Cologne route

Mentions 1

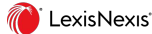


### **Maersk Strengthens Global Cargo Network with New Route Connecting Cologne Bonn and Greenville-Spartanburg**

 1

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(Requires Critical Mention login)

**Date Collected** Dec 26, 2023 3:54 AM EST

**Market** United Arab Emirates

**Category** Print

**Language** English

**Source** [Air Cargo Update \(Online\)](#)

Danish logistics company A.P. Moller-Maersk is now connecting Cologne Bonn Airport with **Greenville-Spartanburg Airport** in the USA. Twice a week - on Thursdays and Sundays - aeroplanes bring cargo to the region in the US state of South Carolina. They mainly transport products for the automotive and healthcare industries.

"With Maersk, we have been able to gain an internationally active logistics company as a strong ...

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## Holiday Travel at GSP

Mentions 6



### **WYFF News 4 at 5:30am**

 2

**Time** Dec 27, 2023 5:43 AM EST  
**Local Broadcast Time** 5:43 AM EST  
**Category** News  
**Call Sign** WYFF (NBC)  
**Market DMA:** 37 Greenville, SC  
**Language** English

**Est. National Audience** 19,738  
**Est. National Publicity Value** USD \$3,786  
**Est. Local Audience** 19,738  
**Est. Local Publicity Value** USD \$3,786

this holiday season, wyff for is partnering with the greenville news for the holiday sunshine fund, and so far you've helped us raise more than \$47,000. a huge thank you. if you've already donated, if you haven't yet and you'd like to, there are several ways to do so. you can mail a check to the address on your screen. you can go online to our website, wyff 4.com, or you can text hcsf two 3 to 9 1999. the christmas day is behind us. we're still in the middle of the busiest travel season of the year. officials with **greenville spartanburg international airport** say they estimate about 32,000 people traveled through gsp over the holiday weekend. we're told that's about an 18.5% increase from last year. i'll tell you what else is an increase from last year? the temperatures, if you all remember last year's christmas eve, where we got down to a balmy seven degrees in greenville, none of that is in sight, but it is going to be kind of below freezing for friday. saturday and sunday with upper 20s and low 30s on the way.



### **WYFF News 4 at 11pm**

 3

**Time** Dec 26, 2023 11:10 PM EST  
**Local Broadcast Time** 11:10 PM EST  
**Category** News  
**Call Sign** WYFF (NBC)  
**Market DMA:** 37 Greenville, SC  
**Language** English

**Est. National Audience** 22,629  
**Est. National Publicity Value** USD \$4,418  
**Est. Local Audience** 22,629  
**Est. Local Publicity Value** USD \$4,418

passengers make their way to their final destinations for some, it's a return home. for others, it's travel for upcoming vacations. it's crowded, parking is crowded. to drive, ins crowded. but we're willing to bear it so we can get into the sun for a couple of days. officials with **greenville spartanburg international airport** say they estimate about 32,000 people traveled through gsp over the holiday weekend. we are told that is about an 18.5% increase from last year. to have some familiar. relation with the crews that work here in savage, i think that goes a long way straight ahead tonight. on with news four at 11. a fire departments video is bringing holiday cheer to people across the country, and it was all inspired by a christmas classic. and rain continues to fall across the area, moderate at times across greenville and spartanburg. our very own doppler picking up on that minute by minute coming



### **WYFF News 4 at 6am**

 4

**Time** Dec 22, 2023 6:35 AM EST  
**Local Broadcast Time** 6:35 AM EST  
**Category** News  
**Call Sign** WYFF (NBC)  
**Market DMA:** 37 Greenville, SC  
**Language** English

**Est. National Audience** 27,554  
**Est. National Publicity Value** USD \$4,269  
**Est. Local Audience** 27,554  
**Est. Local Publicity Value** USD \$4,269

and if you're planning to drive this holiday season, you're traveling time could increase up to 20% longer this year. live at **gsp airport** jamya reed wyff news four gymea. thanks and safe travels to everyone out traveling this weekend. south carolina is one of the fastest growing states in the country. that's according to u.s. census data that was released this week. it found that south carolina's population increased by 90,600 from july of 2022 to july of 2023, behind georgia, north carolina, florida and texas. but by population, percent, south carolina came in first place, growing by 1.7%. so, so obviously huge growth for south carolina in this latest census data. what are you hearing from people in terms of why they're moving to south carolina? so i, i get families who are relocating often. um, and i hear several things over and over again. so typically i hear that people are coming down because, um, they just love the weather.



### **The Morning News at 6**

 5

**Time** Dec 22, 2023 6:00 AM EST  
**Local Broadcast Time** 6:00 AM EST  
**Category** News  
**Call Sign** WHNS (Fox)  
**Market DMA:** 37 Greenville, SC  
**Language** English

**Est. National Audience** 16,755  
**Est. National Publicity Value** USD \$2,595  
**Est. Local Audience** 16,755  
**Est. Local Publicity Value** USD \$2,595

it s the friday december 22-nd-- and christmas is just on the other side of the weekend. millions of people are traveling both on the roads and in the skies. this is a live look at the **greenville spartanburg international airport** here in the upstate. things right now are looking calm but they re expected to pick up. if you re getting ready to head out-- we have you covered



### **Traveling for the holidays? Griffin Hardy has the latest on what to expect during your trip**

 6

**Date Collected** Dec 21, 2023 8:41 AM EST  
**Category** Digital News  
**Source** [WYFF4.com](http://WYFF4.com)  
**Author** Griffin Hardy

**Est. Audience** 54,343  
**Est. Publicity Value** USD \$616  
**Market** Greenville, SC  
**Language** English

Millions of travelers are getting ready to head out of town for Christmas weekend. Winter means a wide range of weather across the U.S., and this

weekend looks no different. Meteorologist Griffin Hardy went to **GSP Airport** in Greer Wednesday to get an idea of how this year's holiday travel is going, plus a look at your holiday travel forecasts for destinations out of GSP: "It went better than expected," said Ryan, one traveler coming in from New York. "We had great service on the way up — on the way back. No delays, ... bit tighter by delays." "I just came back from Rochester, and there was a bit of a delay due to people needing to sleep for legal reasons," she said. "So my flight was delayed two hours. But I had a layover of three hours, so I had just enough time to sprint across LaGuardia to get to my plane today." **GSP Airport** officials said they are expecting this Friday, Dec. 22, and next Friday, Dec. 29, to be the busiest days for travel for this year's holiday season.

U.S. —

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**GSP Airport** officials said they are expecting this Friday, Dec. 22, and next Friday, Dec. 29, to be the busiest days for travel for this year's holiday season.



### **Traveling for the holidays? Griffin Hardy has the latest on what to expect during your trip.**

 7

**Date Collected** Dec 20, 2023 6:26 PM EST

**Category** Digital News

**Source** [WYFF4.com](http://WYFF4.com)

**Author** Griffin Hardy

**Est. Audience** 54,343

**Est. Publicity Value** USD \$699

**Market** Greenville, SC

**Language** English

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**GSP Airport** officials said they are expecting this Friday, Dec. 22, and next Friday, Dec. 29, to be the busiest days for travel for this year's holiday season.

## Dave Edwards listed on 50 most influential in South Carolina

Mentions 1

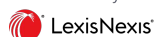


### **ANNOUNCING: Meet the 50 Most Influential in South Carolina honorees**

 8

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(Requires Critical Mention login)

**Date Collected** Dec 8, 2023 2:18 AM EST  
**Category** Print  
**Source** [GSA Business](#)

**Est. Audience** 8,500  
**Est. Publicity Value** USD \$3  
**Market** United States  
**Language** English

... will continue its positive economic momentum if... As I said earlier, it is vital that we are able to provide the workforce necessary to support incoming industries to our state. We also desperately need to fix our road systems.

David N. Edwards Jr.

Title: President/CEO

Company/organization: **Greenville-Spartanburg Airport** District

Years at your current position: 14+

What is your greatest career achievement/accomplishment? I will always point to the ongoing development of the next generation of leaders in the airport industry as my greatest accomplishment and generally leaving things better than when I found ... them.

What is South Carolina's biggest strength? Its desirability for business and individual relocations.

What is its biggest challenge? Population growth/developing and maintaining infrastructure.

How do you think your work has benefited South Carolina? I can point to the growth of the **Greenville-Spartanburg International Airport** and its overall annual economic impact of \$2.9 billion.

Finish this sentence: South Carolina will continue its positive economic momentum if it meets the infrastructure needs of a growing population.

David Ginn

Title: President and CEO

Organization: Charleston Regional Development Alliance ...

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## American Airlines adds additional flights to DTW

Mentions 1



(Requires Critical Mention login)

### **Airline adds flights from Greenville-Spartanburg airport to this Texas city**

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**Date Collected** Dec 7, 2023 2:20 AM EST  
**Category** Print  
**Source** [GSA Business](#)

**Est. Audience** 8,500  
**Est. Publicity Value** USD \$336  
**Market** United States  
**Language** English

The Fort Worth, Texas-based carrier American Airlines is expanding service from its hometown airport, Dallas-Fort Worth International Airport (DFW), which includes increased service on 30 domestic and international routes including flights from **Greenville-Spartanburg International Airport**.

Greenville/Spartanburg flights to Dallas-Fort Worth will increase to three daily departures.

American highlights that this additional service will combine to offer travelers more than 10,000 connecting flight options around the world via DFW.

The third flight to Dallas Fort Woth is on the ... schedule starting June 5, said Tiffany Cherry, **Greenville-Spartanburg International Airport** communications manager. In addition to the increased frequency of American Airlines' DFW route, the airline is also adding a second Miami (MIA) flight to its schedule starting May 6, she added.

Just last month, Southwest Airlines announced its expansion of its nonstop service from the Upstate to ... the western U.S.

The airline is expanding its presence at **Greenville-Spartanburg International Airport** with the addition of new nonstop service to Denver International Airport beginning June 8.

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9



## 🌐 [Thom Tillis Announces \\$3.5 Million In Grants For NC Rail Identification And Development](#)

10

**Date Collected** Dec 5, 2023 5:36 PM EST  
**Category** Digital News  
**Source** [WCCB Charlotte](#)  
**Author** Jack Hale

**Est. Audience** 11,956  
**Est. Publicity Value** USD \$180  
**Market** Charlotte, NC  
**Language** English

... Rocky Mount, NC, potentially shaving more than an hour off the end-to-end travel time. Charlotte to Atlanta, Georgia Corridor The proposed Corridor would provide new service on a new high speed rail alignment between Charlotte, NC and Atlanta, GA, with potential intermediate stops including **Greenville-Spartanburg International Airport** in South Carolina and Augusta and Athens, GA, then serving a downtown Atlanta station and terminating at Atlanta's Hartsfield-Jackson International Airport, the world's busiest airport. Charlotte to Kings Mountain Corridor The proposed Corridor would connect Kings Mountain, North Carolina to ...



## 🌐 [Charlotte to Atlanta at up to 220 mph? High-speed rail is among NC transit proposals.](#)

11

**Date Collected** Dec 11, 2023 3:33 PM EST  
**Category** Digital News  
**Source** [Yahoo! News](#)  
**Author** Catherine Muccigrosso

**Est. Audience** 13,913,761  
**Est. Publicity Value** USD \$229,505  
**Market** United States  
**Language** English

... , it's an investment in our future mobility."

Charlotte proposals awarded

Three of the seven corridors are in Charlotte, according to a news release last week from U.S. Sen. Thom Tillis, R-NC. The local proposals are:

- High-speed rail connecting Charlotte to Atlanta. It could have stops at **Greenville-Spartanburg International Airport** in South Carolina, as well as Augusta and Athens, Georgia. The line would end at Hartsfield-Jackson International Airport in Atlanta.

The trip would take just over two hours with the train reaching speeds of 125 mph up to 220 mph, The Charlotte Observer previously reported. The over 250-mile car ...



## 🌐 [Proposed high-speed rail connecting Atlanta and Charlotte to potentially include Upstate stop](#)

12

**Date Collected** Dec 11, 2023 4:50 PM EST  
**Category** Digital News  
**Source** [FOX Carolina](#)  
**Author** Freeman Stoddard

**Est. Audience** 20,650  
**Est. Publicity Value** USD \$886  
**Market** Greenville, SC  
**Language** English

... a new planning framework for future investments.

According to the White House, Among the projects that are a part of the Corridor Identification and Development program is a high-speed rail connecting Atlanta, Georgia, to Charlotte, North Carolina, which could potentially have a stop at **Greenville-Spartanburg International Airport** in South Carolina. They added that other stops could include Augusta and Athens, Georgia.

Plans for the project state that the funding would allow crews to enter step one of the process and begin creating a plan for the development of the railroad.

Those interested can read more about the ...



## 📺 [High speed rail project would connect Greenville, Charlotte, Atlanta areas](#)

13

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**Date Collected** Dec 12, 2023 1:37 AM EST  
**Category** Digital News  
**Source** [CBS - 7 WSPA \(Greenville-Spartanburg, South Carolina\)](#)  
**Author** Dustin George

**Est. Audience** 19,020  
**Est. Publicity Value** USD \$821  
**Market** Spartanburg, SC  
**Language** English

... passenger rail projects around the country. Among those is a rail corridor from Charlotte to Atlanta.

According to the plan: "The proposed corridor would provide new service on a new high-speed rail alignment between Charlotte, NC, and Atlanta, GA, with potential intermediate stops including **Greenville-Spartanburg International Airport** in South Carolina and Augusta and Athens, GA, then serving a downtown Atlanta station and terminating at Atlanta's Hartsfield-Jackson International Airport, the world's busiest airport. The corridor sponsor would enter Step 1 of the program to develop a scope, schedule, and cost estimate for ...

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## GSP passenger traffic grew in 2023

Mentions 1



### **GSP passenger traffic grew in 2023, a trend expected to continue**

 14

**Date Collected** Dec 5, 2023 5:13 AM EST  
**Category** Digital News  
**Source** [Spartanburg Herald-Journal](#)  
**Author** Bob Montgomery

**Est. Audience** 7,065  
**Est. Publicity Value** USD \$84  
**Market** Spartanburg, SC  
**Language** English

**Greenville-Spartanburg International Airport** has experienced monthly gains in passenger air traffic this year. It is a trend that airport officials expect to continue in 2024.

Compared to July 2022, there were 15,074 more passengers in July 2023. In August 2023, there were 16,798 more passengers than in August 2022, and in September 2023, 21 ... Carolina by SC Biz News for its employee recruitment and retention. Rankings were published in the August 2023 issue of SCBIZ magazine. GSP has more than 250 employees.

"It is a great honor to be named to the Best Places to Work in South Carolina list," stated Dave Edwards, president and CEO of **GSP Airport**. "This achievement is a testament to the incredible dedication of our exceptional team, whose dedication and talent drive our success."

In March, the Airports Council International named GSP the best airport with 2 million to 5 million passengers, and the airport with the most dedicated staff in ...

## GSP Economic Impact Study

Mentions 6



### **GSP International Airport Drives Economic Growth, Supporting Nearly 20,000 Jobs and \$4 Billion in Local Output**

 15

**Date Collected** Dec 4, 2023 2:09 PM EST  
**Category** Digital News  
**Source** [OneSpartanburg Inc.](#)

**Est. Audience** 380  
**Est. Publicity Value** USD \$5  
**Market** United States  
**Language** English

The **Greenville-Spartanburg International Airport** generates nearly 20,000 jobs and contributes \$4 billion in annual economic output to the Upstate South Carolina region, according to the facility's latest economic impact study.

The study found that GSP's \$4 billion total economic impact is 40% greater than the \$2.9 billion impact in 2018 and ... 2009.

The study surveyed GSP's involvement in commercial development, general aviation, air cargo and passenger services, which have all increased significantly in recent years.

"When we invest in the airport, we are investing in the entire Upstate region," said Dave Edwards, President and CEO of **Greenville-Spartanburg International Airport**. "Our substantial growth contributes to and reflects the growth we are witnessing in our area. As a vital economic engine, GSP is proud to play a pivotal role in enhancing the prosperity of Upstate South Carolina."

Highlights from the study:

#### **GSP Airport** Economic Impact

2023 ... 112.5 million

\$46.9 million

Economic Output

\$4 billion

\$2.9 billion

\$817 million

\$377.5 million

In recent years, GSP has significantly expanded its economic profile through the expansion of air cargo and passenger services, commercial development and prudent facility planning.

In 2017, the **Greenville-Spartanburg Airport** District began **Cerulean Aviation** to provide fixed-base operator services, fueling and air cargo support. Since then, GSP's cargo numbers have increased nearly 78% and the airport now offers scheduled cargo flights to Belgium, China, Denmark, Germany, and Korea. To meet growing ... year. The study tracked Airport District operations, air cargo, fixed-base operator (FBO) services, commercial development and visiting airline passengers.

The complete Economic Impact report is available at <https://gspairport.com/gsp-international-airport-2023-economic-impact-analysis/>.

About **Greenville-Spartanburg International Airport**

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



## **New economic impact study shows importance of Greenville-Spartanburg**

 16

**Date Collected** Dec 4, 2023 11:27 AM EST  
**Category** Digital News  
**Source** [Airport World](#)

**Est. Audience** 2,174  
**Est. Publicity Value** USD \$38  
**Market** United Kingdom  
**Language** English

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"Our substantial growth contributes to and reflects the growth we are witnessing in our area. As a vital economic engine, GSP is proud to play a pivotal role in enhancing the prosperity of Upstate South Carolina."

**GSP Airport** Economic Impact

2023  
2018  
2012  
2009

Jobs  
19,860  
14 ... \$112.5 million  
\$46.9 million

Economic Output  
\$4 billion  
\$2.9 billion  
\$817 million  
\$377.5 million

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To meet growing ...



## **Greenville-Spartanburg International Airport Drives Economic Growth, Supporting Nearly 20,000 Jobs and \$4 Billion in Local Output**

 17

**Date Collected** Dec 4, 2023 10:02 AM EST  
**Category** Digital News  
**Source** [Aviation Pros](#)

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

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## **GSP Airport supports 20,000 jobs, pumps \$4 billion into area economy**

 18

**Date Collected** Dec 18, 2023 5:21 AM EST

**Category** Digital News

**Source** [Spartanburg Herald-Journal](#)

**Author** Bob Montgomery

**Est. Audience** 7,065

**Est. Publicity Value** USD \$91

**Market** Spartanburg, SC

**Language** English

The ever-expanding **Greenville-Spartanburg International Airport** supports 19,860 jobs and contributes an estimated \$4 billion to the Upstate economy, according to a study released recently.

The study, using an input-output model, was performed by SYNEVA Economics LLC of Asheville, North Carolina. It used information from the 2022 calendar year. It found that ... invest in the airport, we are investing in the entire Upstate region," Edwards said. "Our substantial growth contributes to and reflects the growth we are witnessing in our area. GSP is proud to play a pivotal role in enhancing the prosperity of Upstate South Carolina."

He noted that in 2017, the **GSP Airport** District began **Cerulean Aviation** to provide field-based operator services, fueling and air cargo support. Since then, GSP's cargo traffic has increased nearly 78%.

In 2019, a 110,000-square-foot cargo facility opened, and in 2022, it expanded to 160,000 square feet.

In 2023, the ... 800 local jobs each year from 2024 to 2029 will be supported by GSP.

Edwards noted that commercial passenger activity has rebounded from the effects of COVID-19 and GSP now offers nonstop flights to 21 destinations by seven airlines.

Further study findings include:

Activities generated from **GSP Airport** add \$381.4 million in annual tax revenues, \$81.7 million in municipal/county revenues, \$103.3 million in state revenues; and \$196.3 million in federal revenues.

Visiting GSP passengers spent an estimated \$841.1 million annually in the Upstate. The analysis does not include the spending of resident ...



## **Upstate gets lift from GSP: Study: Airport's economic impact grows to \$4 billion after expansion**

 19

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**Date Collected** Dec 27, 2023 9:44 AM EST

**Category** Print

**Source** [The Greenville News \(South Carolina\)](#)

**Author** By, Bob Montgomery, USA TODAY NETWORK

**Est. Audience** 45,601

**Est. Publicity Value** USD \$468

**Market** Greenville, SC

**Language** English

"The effective and efficient movement of cargo is critical to our local economy, and

GSP has met and exceeded the challenge of the growing demand."

Allen Smith

OneSpartanburg president and CEO

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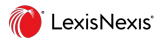
(Requires Critical Mention login)

## **GSP nets \$50 million in tax revenue for local economies. RaceTrac announces SC entry**

 20

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**Date Collected** Dec 26, 2023 3:23 PM EST

**Category** Print

**Source** [The Post and Courier \(Charleston, SC\)](#)

**Author** Emily Garcia ; egarcia@postandcourier.com

**Est. Audience** 87,817

**Est. Publicity Value** USD \$1,047

**Market** Charleston, SC

**Language** English

A recent study found that on average each passenger coming through the **Greenville Spartanburg Airport** leaves a \$1,700 economic footprint in the surrounding community.

Syneva Economics, an Asheville-based research firm, found that a regular GSP passenger generates \$367.72 worth of additional local income and raises local output by \$1,205.73.

Each passenger creates about \$139.71 in tax ... s upcoming improvement projects, which include terminal expansion, pavement improvements and an additional parking garage, are expected to support 800 jobs annually over a six-year period.

"When we invest in the airport, we are investing in the entire Upstate region," said Dave Edwards, CEO of **Greenville-Spartanburg International Airport**, in a press release. "Our substantial growth contributes to and reflects the growth we are witnessing in our area."

GSP commissioned Syneva Economics to study the impact of the airport on Greenville and Spartanburg's economies. The study looked at data collected in 2022 and 2023.

Upcoming ...

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## GSP enters next phase of construction

Mentions 3



## **Construction to change traffic pattern again at GSP Airport**

 21

**Date Collected** Dec 4, 2023 3:10 PM EST

**Category** Digital News

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

**Author** Robert Cox

**Est. Audience** 19,020

**Est. Publicity Value** USD \$853

**Market** Spartanburg, SC

**Language** English

GREER, S.C. (WSPA) - Drivers headed to **Greenville-Spartanburg International Airport** will have a different experience Tuesday when picking up or dropping off passengers.

Beginning at 9 a.m. Tuesday, the road and curb directly in front of the passenger terminal will be closed for construction.

Loading and unloading of passengers will continue along a newly constructed stretch ... near Parking Garage B.

Vehicles will not be permitted to park or wait at the front curb. Anyone needing to wait will be directed to the airport's free Cell Phone Lot on GSP Drive.

There will be pedestrian walkways provided for passengers to access the parking garages.

The work is part of **GSP Airport's** \$18 million Terminal Roadway Improvement Project. The project aims to improve traffic flow around the terminal and allow for future growth of the airport.

This new phase of construction will last until April 2024.

A later phase of the project will add two roundabouts on GSP Drive.



## **WYFF News 4 at 6am**

 22



**Time** Dec 6, 2023 6:33 AM EST  
**Local Broadcast Time** 6:33 AM EST  
**Category** News  
**Call Sign** WYFF (NBC)  
**Market DMA:** 37 Greenville, SC  
**Language** English

**Est. National Audience** 26,246  
**Est. National Publicity Value** USD \$3,702  
**Est. Local Audience** 26,246  
**Est. Local Publicity Value** USD \$3,702

event to raise money to help support his family. it's 632 and a new phase of construction at the **greenville spartanburg international airport** means a new spot to drop off and pick up travelers. this current project is meant to improve traffic flow both in and out of the airport. the project just started phase two, which means anyone dropping off or picking up people have to follow signs to a new designated area near the terminal. the old drop off curb is closed right now. drivers also have to follow signs for a new route out of the airport. and there are also designated walkways to get to parking garages. now, these new changes are expected to last until april, when the next phase starts onto a new seven year plan to help prepare students for the classroom and beyond all the way into a career. that plan is called movement 2030, and it's through the spartanburg academic movement. it focuses on supporting current groups to help advance new initiatives with help from public and private donations. the plan includes getting more kids ready for school and also increasing the number of students seeking a college degree. what it's allowing us to do is



**Changes announced for travelers at GSP Airport in South Carolina as phase 2 of construction begins**

23

**Date Collected** Dec 5, 2023 10:06 AM EST  
**Category** Digital News  
**Source** [WYFF4.com](http://WYFF4.com)  
**Author** Stephanie Moore

**Est. Audience** 54,343  
**Est. Publicity Value** USD \$341  
**Market** Greenville, SC  
**Language** English

FOR THE COMMUNITY. IF YOU PLAN TO FLY OUT OF GREENVILLE, SPARTANBURG INTERNATIONAL AIRPORT IN THE COMING MONTHS, YOU CAN EXPECT TO SEE SOME BIG CHANGES. RASHAD WILLIAMS IS LIVE AT GSP WITH A LOOK AT WHY AIRPORT OFFICIALS SAY A NEW PROJECT WILL MAKE THE TRAVEL EXPERIENCE A LOT SMOOTHER. WELL, IT IS A CALM AND PEACEFUL EVENING HERE AT GSP. TRAFFIC IS FLOWING WELL. WE'VE GOT A BIRD'S EYE VIEW FOR YOU TO SHOW YOU EXACTLY WHAT I MEAN. WE DID SEE SOME CONGESTION IN THIS AREA EARLIER TODAY, BUT THIS PROJECT IS CALLED TRIP AND IT'S SET TO BE COMPLETED BY THE FALL OF NEXT YEAR. BUT YOU WON'T NOTICE ...

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## MEMORANDUM

TO: Members of the Airport Commission

FROM: Deven Judd, VP, Chief Commercial Officer

DATE: January 22, 2024

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

December 2023 – Commercial Business Report

#### **SB Acquisitions – Tract A Development Site:**

**Status** – BMW has informed us that they have received funding to complete the list of projects identified on the punch list inspection. Through meetings and inspections, Staff has verified that BMW has begun working and is making progress.

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

**Estimated Completion Date** – BMW Project Managers estimate they will be complete with the punch list items in the first quarter of 2024.

BMW is actively working on the final construction punch list items identified in the joint inspection/walkthrough of the facilities. 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** – OnPoint Abstractors, LLC has completed the title work for Tract A with all properties coming back with clear titles. Thomas & Hutton has completed a survey of Tract A.

**Project Budget** – \$100,000

**Estimated Completion Date** – Tract A Certified as a Palmetto Site first quarter of 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** – Staff has provided comments back to McFarland Johnson. The next draft is due this January with completion of the Design Standards Manual in March 2024.

**Project Budget** – \$125,000

**Estimated Completion Date** – First quarter of 2024.

The Airport District has 2,500 acres of land identified for development. The design standards manual will provide a guide for Staff to share with developers to use as they plan and develop design and planning 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** –The agreement is with Fedex for signature. Upon signature, the District will complete the execution of the contract. Rent is being charged at the new rates beginning January 1, 2024.

**Project Budget** – \$2,001,250 in various building improvements/renovations to be performed by the District.

**Estimated Completion Date** – Execution of the Lease is 4<sup>th</sup> Quarter 2023; Completion of District improvements in 2024.

Pursuant to District policy, this lease will be a triple-net lease.

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

**Status** – The Greenville Triumph has completed the design for the signage. District staff will be replacing the soffit where the Thomas Creek sign was.

**Project Budget** – Costs for design and installation of the sign and décor to be incurred by the Greenville Triumph Soccer Club. The District will be responsible for taking down the Thomas Creek signage and repairing the soffit.



## **Estimated Completion Date – First Quarter of 2024**

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.

### **Children’s Play Area:**

**Status** – Plus-Plus submitted renderings of the new space for District Comments. Plus-Plus’s investment is estimated to be approximately \$50k. The District has committed to installing carpet and other aesthetic features.

**Project Budget** – \$15,000

**Estimated Completion Date** – First Half of 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.



**MEMORANDUM**

TO: Members of the Airport Commission

FROM: Kelly G. Dawsey, VP, Chief Human Resources Officer

DATE: January 22, 2024

**ITEM DESCRIPTION – Information Section Item F**

December 2023 – OSHA Recordable Injury Report

**SUMMARY**

Monthly Activity December 31, 2023

- 0 OSHA Recordable Injuries

2023 Calendar Year-to-Date

- 5 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
2023	236	467,747	5	1	142
2022	213	382,757	9	1	46



## **MEMORANDUM**

TO: Members of the Airport Commission

FROM: Zach Salvato, VP, Chief Information Officer

DATE: January 22, 2024

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

December 2023 – Information Technology Status Report

### **SUMMARY**

#### **IT Master Plan**

**Status** – Task 4 Gap Analysis  
**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 curbside passenger experience.

**No significant status updates on this project for the month of December.**



# PROJECT OVERVIEW

MON 5/8/23 - TUE 3/26/24



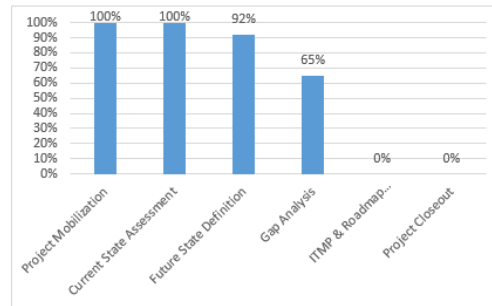
### MILESTONES DUE

Milestones that are coming soon.

Name	Finish

### % COMPLETE

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



### LATE TASKS

Tasks that are past due.

Name	Start	Finish	Duration	% Complete	Resource Names
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%	
Submit to District for Review	Thu 11/9/23	Fri 11/17/23	7 days	0%	
Finalize Gap Analysis (Findings) Summary Report	Mon 11/20/23	Fri 11/24/23	5 days	0%	
Conduct SWOT Analysis of Gap Areas	Thu 11/9/23	Fri 11/17/23	7 days	0%	
SWOT Analysis Report	Thu 11/9/23	Fri 11/17/23	7 days	0%	
Define Strategic Initiatives (Recommendations)	Mon 11/20/23	Fri 12/1/23	10 days	0%	

## Core Switch Infrastructure

**Status** – Reviewing RFP Submissions

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

**Estimated Completion Date** – May 2024

The overall objective for a core switch replacement is to enhance the performance, reliability, scalability, and security of the datacenter network infrastructure while minimizing disruptions to ongoing operations. This process involves replacing existing core datacenter switches with newer and more advanced equipment. Here is a comprehensive overview of the key objectives:

- **Improved Performance:** Upgrade the core datacenter switches to provide higher throughput, reduced latency, and increased bandwidth to meet the growing demands of applications and services hosted within the datacenter.
- **Enhanced Reliability and Redundancy:** Ensure the new switches are highly reliable and include built-in redundancy mechanisms to minimize downtime due to hardware failures. Implement technologies such as Rapid Spanning Tree Protocol (RSTP), Link Aggregation (LAG), and Virtual Port Channel (VPC) for redundancy. New switches must be installed in geographically separated locations on campus.
- **Scalability:** Switch hardware and software must accommodate future growth and expansion of the datacenter network. This includes support for additional ports, virtual LANs (VLANs), and routing capabilities.
- **Security:** Implement advanced security features such as Access Control Lists (ACLs), and Network Access Control (NAC) to protect the datacenter from unauthorized access and cyber threats.
- **Simplified Network Management:** Provide a centralized and user-friendly management interface for ease of configuration, monitoring, software updates, and troubleshooting. This can include using Software-Defined Networking (SDN) solutions.
- **Energy Efficiency:** Consider energy-efficient switches that comply with environmental standards and reduce power consumption in the datacenter, leading to cost savings and a reduced carbon footprint.
- **Compatibility and Interoperability:** Ensure that the new core switches are compatible with the existing network infrastructure, including servers, storage, and access switches. Verify interoperability with other datacenter components, hardware, and applications.
- **Eliminate Downtime:** Plan the replacement carefully to eliminate service disruptions. This may involve implementing a phased migration strategy, conducting the replacement during off-peak hours, or leveraging redundant components during the transition.
- **Data Migration:** Safely migrate existing data and configurations from the old switches to the new ones, ensuring data integrity and minimal downtime.
- **Documentation and Training:** Document the new network architecture, configurations, and procedures. Provide training for IT staff to effectively manage and maintain the new core switches.
- **Testing and Validation:** Rigorously test the new core switches and configurations before deployment to ensure they meet performance and security requirements.

- **Compliance:** Ensure that the new switches comply with relevant industry standards and regulations, in order to protect sensitive or regulated data.
- **Monitoring and Performance Tuning:** Implement continuous monitoring and performance tuning to optimize the core datacenter switch infrastructure over time.
- **Cost Management:** Analyze the total cost of ownership (TCO) of the new switches, considering both upfront costs and ongoing operational expenses.
- **Futureproofing:** Switches must have a clear upgrade path and a long lifecycle to protect investment and reduce the frequency of replacements.