

GREENVILLE-SPARTANBURG AIRPORT COMMISSION

MINUTES

May 12, 2025

The Greenville-Spartanburg Airport Commission met on May 12, 2025, at 9:00 a.m. in the Greenville-Spartanburg District Office Board Room located at 500 Aviation Parkway Greer, South Carolina 29651. The public and media were given proper notice of this meeting, under applicable law. This was a regular, non-emergency meeting.

MEMBERS PRESENT: Minor Shaw, Leland Burch, Valerie Miller (via teleconference), Jay Beeson, Doug Smith, Hunter Cuthbertson

MEMBERS NOT PRESENT: None

STAFF AND LEGAL COUNSEL PRESENT: David Edwards, President/CEO; Betty O. Temple, WBD; Kevin Howell, Executive 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; Ryan Clark, Real Estate & Leasing Manager; Cody Bauman, Director of Properties; Matthew Hall, Procurement Manager

GUESTS PRESENT: John McAlmont, Parrish + Partners; Amanda Sheridan, McFarland Johnson; Mark Waller, AVCON, Inc.

CALL TO ORDER: Chair Minor Shaw called the meeting to order at 9:06 a.m.

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

- A.** Approval of the Greenville-Spartanburg Airport March 10, 2025 Regular Meeting Minutes
- B.** Approval of the Greenville-Spartanburg Airport April 21, 2025 Audit Committee Meeting Minutes

PRESENTATIONS: None

OLD BUSINESS: None

NEW BUSINESS:

A. Approval of Fiscal Year 2026 Airport District Budget

Thomas Brooks, VP/Chief Financial Officer, presented the Fiscal Year 2026 Budget for the Airport Commission's consideration. The budget presentation, along with Appendix A, B, and C were included in the Commission Package provided to the Commission.

Mr. Brooks then respectfully requested that the Airport Commission resolve to adopt the FY 2026 budget: total budgeted revenues of \$80,225,886, total budgeted operating expenses of \$56,471,250, and a capital improvement project budget of \$87,000,000.

Commissioner Burch made a motion to adopt the Fiscal Year 2026 budget as presented. The motion was seconded by Commissioner Cuthbertson and unanimously approved.

B. Approval of Final Rankings for CONRAC Management Services

Kevin Howell, Executive Vice President/COO, presented the final rankings for the Consolidated Rental Car Facility (CONRAC) Management Services contract, with CONRAC Solutions ranked first, followed by CBRE and MVI. The selected firm will manage the CONRAC and Quick Turnaround facilities in Garage C under a five-year base contract with up to five one-year extensions. Annual costs are estimated to be between \$1M and \$1.3M, fully reimbursed by rental car companies.

Commissioner Miller made a motion to (1) approve the final rankings for CONRAC Management Services as presented; (2) authorize Staff to negotiate and finalize a contract with the highest ranked offeror, (if an acceptable contract cannot be executed with the highest ranked company, negotiations will be formally terminated and will then proceed with the next ranked offeror); (3) authorize Staff to enter into a multi-year contract; and (4) authorize the President/CEO to execute all necessary document. Commissioner Burch seconded. The motion was unanimously approved.

C. Approval of 5-Year Strategic Business Plan

Kevin Howell, Executive Vice President/COO presented the proposed 5-Year Strategic Business Plan for Fiscal Year 2026 through Fiscal Year 2030. The plan builds upon the previous strategic plan adopted in 2020 and includes updated performance metrics to help measure District performance moving forward.

Commissioner Beeson made a motion to approve the new 5-year Strategic Business Plan for the Greenville-Spartanburg Airport District. Commissioner Burch seconded. The motion was unanimously approved.

PRESIDENT/CEO REPORT:

A. Aviation Industry Update

David Edwards, President/CEO shared that there is continued focus, and federal funding support, for modernizing the air traffic control system, following delays in major hubs like Newark and Atlanta.

While some markets are seeing softer summer demand and reduced service, GSP's traffic and fares remain steady. Reduction of American Airlines service in places like Newark and Charlotte have not impacted GSP operations.

Staff is pursuing new routes, including a potential American Airlines flight to Boston, which is not expected to affect Breeze Airways' Providence service.

B. Federal and State Legislative Update

David Edwards, President/CEO reported that the federal earmark for runway rehabilitation was not approved for FY25 but has been resubmitted for FY26 with support from Senator Graham's staff.

At the state level, the House budget includes \$80 million for commercial airports, up from \$30 million in the Senate. While the Senate's allocation method benefits GSP, the higher House total is preferred. If passed, GSP could receive \$9–20 million. The budget heads to conference soon.

Staff continues to monitor state bills, including energy and pension legislation.

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.

COMMISSIONER'S REPORT: None

EXECUTIVE SESSION:

The Commission Chair requested that the Commission go into Executive Session for the purpose of receiving the advice of legal counsel, discussing contracts, certain confidential economic development projects, and a personnel matter. The motion was made by Commissioner Burch, seconded by Commissioner Beeson, and approved to go into Executive Session at 10:36 a.m.

At approximately 11:14 a.m. public session resumed with no action being taken in Executive Session.

ADJOURNMENT:

There being no further business, a motion was made by Commissioner Beeson, seconded by Commissioner Burch and unanimous vote received to adjourn the meeting. The meeting was adjourned at approximately 11:15 a.m. The next regular, non-emergency Commission meeting is scheduled for Monday, July 14, 2025.

SIGNATURE OF PREPARER:



Casey Cooperman