

Austin Bergstrom International Airport

South Terminal ULCC P3 Development

ACRP July 10th and 11th 2019



THE AIRPORT OF CHOICE
FOR CENTRAL TEXAS

PRESENTATION TOPICS

Airport Facilities

Airport Market & Growth

3P Delivery Model at ABIA

Challenges After Signature



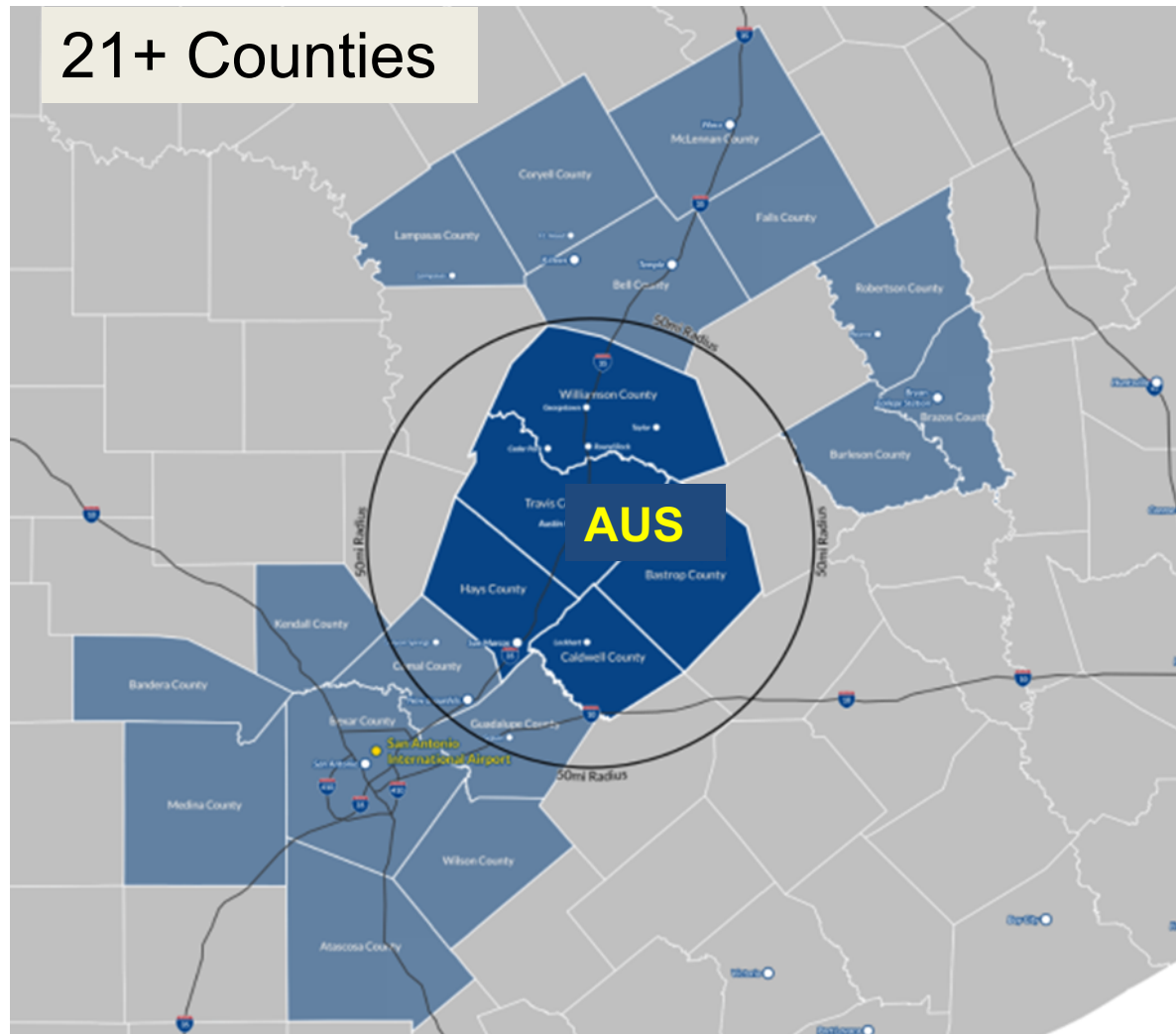
ABIA Facilities



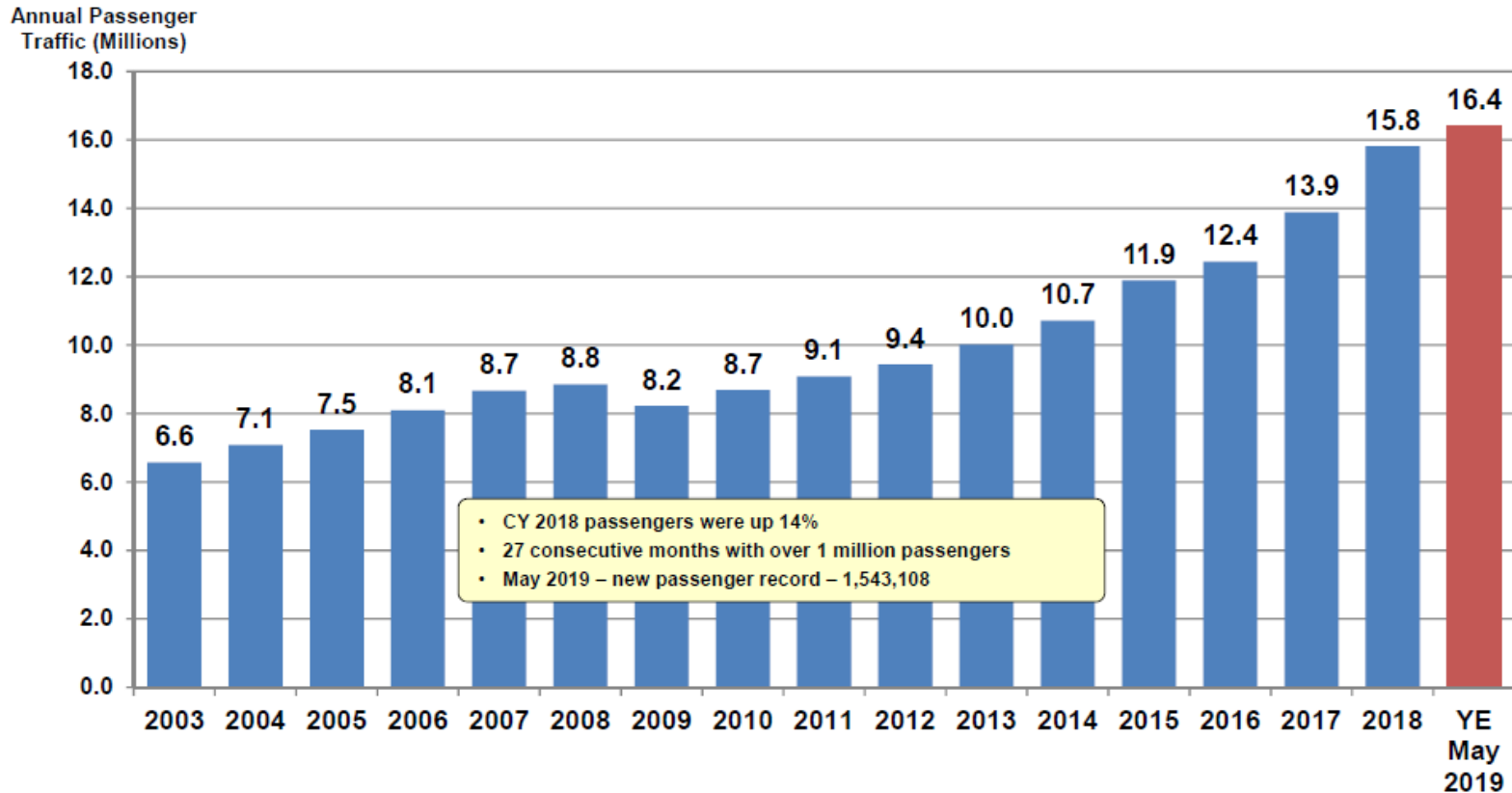
- 4,242 acres owned by the City
- 2 wide spaced parallel runways simultaneous landings and takeoffs
 - 17L-35R-9,000 ft. CAT IIIb runway
 - 17R-35L-12,250 ft.
- 25 Gate Pax Terminal – 750,000+ s.f.
- **3 Gate Ultra Low Cost Terminal**
- **1.6M S.F. Car Rental Facility -CONRAC**
- Three FBOs: 200+ based aircraft
- 25 acre cargo apron
- Hilton Hotel – 262 rooms
- **Hyatt Hotel – 139 rooms**

Air Service Market Area

21+ Counties



Passenger Activity Performance



FYTD thru May 2019: +9.5%

ABIA Public Privation Partnerships

TX State Law House Bill 2729: City may contract with a private entity to act as the city's agent in the design, development, financing, maintenance, operation, or construction of a civil works project or an improvement to real property.

- Shifting of typical governmental-city functions and responsibilities to the private sector
- Use long term ground/building lease and concession agreement

3P Goals at ABIA

- **2008 South Terminal Development-**

- Enhance Competitiveness and Growth (emergence of ULCCs)
- Accommodate new international service to Mexico (Viva Aerobus)
- Encourage non-legacy and legacy airlines to expand their air service

2016 South Terminal Development-

- **Add capacity**

- Expand air carrier service options in Austin
- Focused on Specific Customer and Experience for Competitiveness
- Offers differentiated product to community

SERVE EVERY AIRLINE BUSINESS MODEL

ULCC



LCC



Network



Hybrid



ULTRA LOW COST TERMINAL

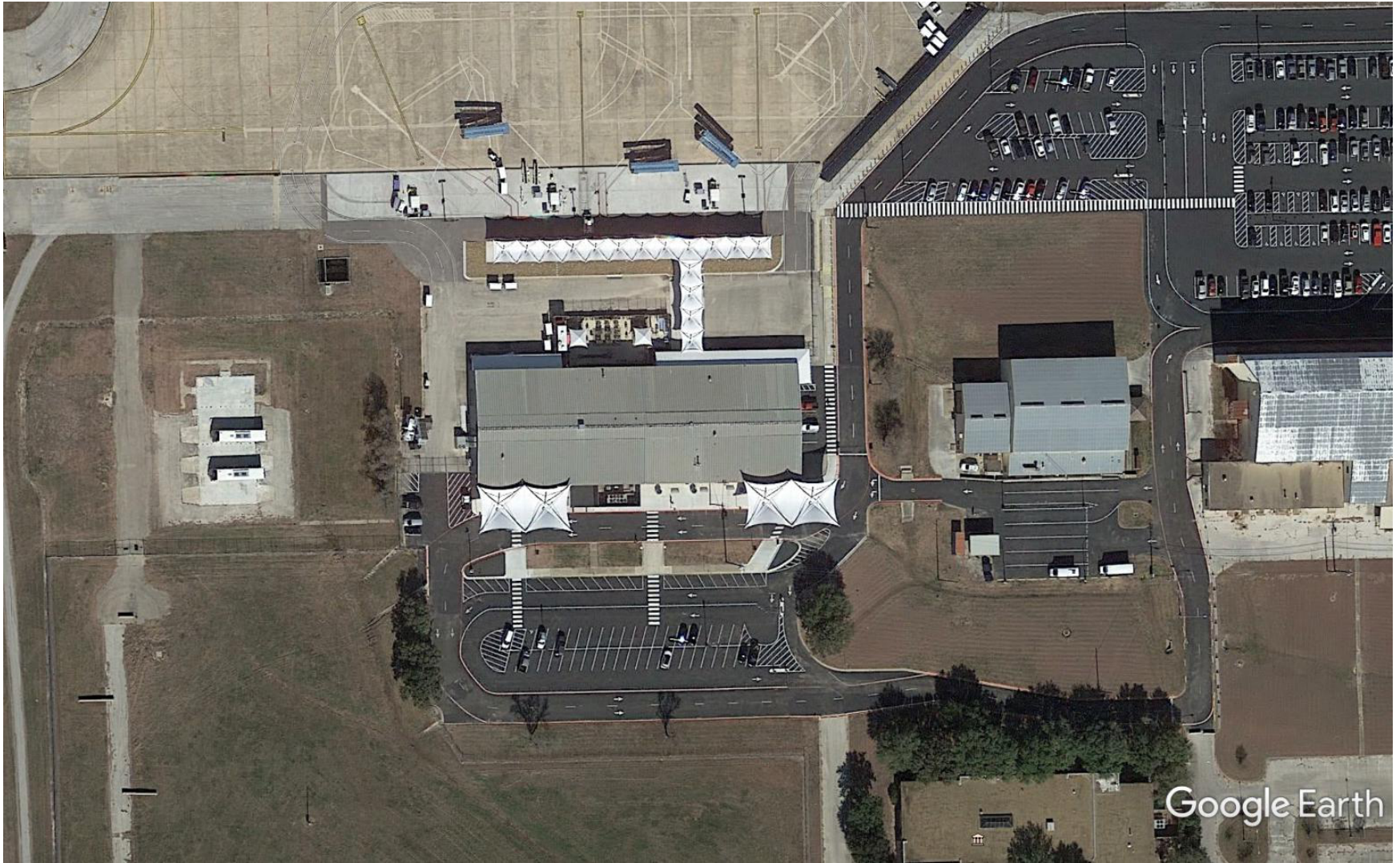


South Terminal

- \$11M-\$12M budget
- 30 Year term
 - (Two-5 year extensions)
 - Oaktree Capital
 - HighStar ABIA LoneStar Airport Holdings
- Capital Recovery
 - First 6 years Seek Capital Recover
 - PAX Enplanement falls below 200,000 over a 12 month period
 - City Chooses to Close the South Terminal
- 25,000 SF Terminal
- 3+ ground load gates
- 3 airlines 2018
- 1,100+ parking spaces

South Terminal





Google Earth

ST Airline Agreement

Airlines Operating out of the ST Execute Two Agreements

1. Agreement with City

- Pay published landing fees
 - City Maintains Airfield and Part 139 Requirements
 - City Maintains Access Roads

2. Agreement with HighStar

- Pay Terminal Fees on an enplanement basis and based on activity

Former Air Force Base Building



Apron Parking and Ground Load





Airline Check-In Counter



Interior Views

Hold Room



Baggage Claim



Outdoor Patio Hold Room with Food Truck



Curbside



statesman.com

Public-Government Partnership

- Separate Entrance
- Way Finding
 - Highway Signage-State TXDOT
 - GPS Coordination
 - Social Media
 - Media
 - Airline Reservation/Booking
- Ground Transportation
- Shuttle Connectivity



3P Challenges

- 3Ps Developments does not equal free money to the airport
 - Requires Public Investment and Participation
- Long Detailed & Demanding Negotiations Period (Brain Draining)
- Shared Utilities (Water, Electric, Drainage, Roadways, Signage)
- Agreement on Airport Value and Value of Airport Services
- Determine Level and Allocation Human/Staff Resources

Management Regular Meetings

- Discuss General Airport Affairs
- Staffing and Operations
- Necessary Capital Projects, Maintenance, and Repair Expenses
- Items Related to South Terminal Operations
- Determine mutually Agreeable Air Service Development Marketing Plans
- Enhancement Opportunities for South Terminal and Airport Operations

Monthly Airline Reports

Carrier Name: _____

Month of
Activity: _____

(Enter activity date above in mm/yyyy format)

Please select Terminal:

Barbara
Jordan:

South
Terminal:

PASSENGER ACTIVITY:	DOMESTIC		INTERNATIONAL		PRE-CLEARED		Total
	REVENUE	NON-REVENUE	REVENUE	NON-REVENUE	REVENUE	NON-REVENUE	
Enplaned							-
Deplaned							-
Through							-
Total Passengers:	-	-	-	-	-	-	-

CARGO and AIRMAIL ACTIVITY:	DOMESTIC		INTERNATIONAL		Total
	ENPLANED (pounds)	DEPLANED (pounds)	ENPLANED (pounds)	DEPLANED (pounds)	
Air Freight (lbs)					-
Airmail (lbs):					-

Print Name of Airline Representative	Signature of Airline Representative	Date	Phone No. Including Area Code

REMIT TO:

Austin Bergstrom International Airport
Attn: Accounts Receivable
3600 Presidential Blvd., Suite 411
Austin, Texas 78719
Phone: 512-530-7555
Fax: 512-530-6440
Email: reports.abia@austintexas.gov

template last
revised 11/2016

Participation in Value Engineering



Shuttle OPS Between Terminals

Barbara Jordan Terminal Shuttle Stop



South Terminal Shuttle Stop

