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%

- CY 2018 passengers were up 14%
- 27 consecutive months with over 1 million passengers
- May 2019 – new passenger record – 1,543,108
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**
  - Sun Country Airlines
  - Volaris
  - Allegiant
  - Frontier Airlines

- **LCC**
  - Southwest Airlines

- **Network**
  - Aeromexico
  - Air Canada
  - British Airways
  - United Airlines
  - American Airlines
  - Delta Airlines

- **Hybrid**
  - Condor
  - Alaska Airlines
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
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
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:

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<th>Activity</th>
<th>Domestic</th>
<th>International</th>
<th>Pre-Cleared</th>
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<td>Non-Revenue</td>
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<td>Through</td>
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<tr>
<td>Total Passengers</td>
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### CARGO and AIRMAIL ACTIVITY:

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<tr>
<td>Airmail (lbs)</td>
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**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