



**REGULAR MEETING of the
AIRPORT ADVISORY COMMISSION (AAC)
NOVEMBER 8, 2022 3:00 PM
2800 SPIRIT OF TEXAS DRIVE
AIRPORT CAREER AND DEVELOPMENT CENTER
GRAND CANYON CONFERENCE ROOM
AUSTIN, TEXAS 78719**

Some members of the Commission may be participating via videoconference.

Live audio of the meeting will be available as an alternative to attending in person. Please email Ammie Calderon at ammie.calderon@flyaustin.com by Noon of the day of the meeting for dial-in details.

Public comment will be allowed in-person or remotely via telephone. Speakers may only register to speak on an item once either in-person or remotely and will be allowed up to three minutes to provide their comments. Registration no later than Noon the day before the meeting is required for remote participation by telephone. To register to speak remotely, email Ammie Calderon at ammie.calderon@flyaustin.com.

CURRENT BOARD MEMBERS

Eugene Sepulveda, Chair
Wendy Price Todd, Vice-Chair
Jeremy Hendricks, Secretary
Scott Madole

Ernest Saulmon
Jonathan Coon
Billy Owens
Bakari Brock

Vicky Sepulveda
Chad Ennis
Raymond Young

AGENDA

CALL TO ORDER

PUBLIC COMMUNICATION: GENERAL

Speakers signed up prior to the meeting being called to order will each be allowed a three minute allotment to address their concerns regarding items not posted on the agenda. Please see further instructions on registration above.

APPROVAL OF MINUTES

1. Approve the minutes of the AAC regular meeting on October 11, 2022.

STAFF BRIEFINGS

2. September 2022 Financial Results presented by Rajeev Thomas, Deputy Chief Finance Officer.
3. Air Service Update presented by Jamy Kazanoff, Air Service Development.
4. Airport data related to the operations during the Formula One Race weekend presented by Jacqueline Yaft, Chief Executive Officer.
5. Journey with AUS (AUS Capital Improvement Program) presented by Somer Shindler, Chief Development Officer.

DISCUSSION AND ACTION ITEMS

6. Review actions of City Council at the October 27, 2022 meeting.
 - Approve a resolution finding the use of the Construction Manager at Risk method of contracting, as authorized by Subchapter F, Chapter 2269 of the Texas Government Code, is the project delivery method that provides the best value to the City for the Barbara Jordan Terminal Optimization – Phase 2 project.
Item 10. [Approved on Consent]
7. Discussion regarding Airport ASQ Survey Results presented by Ghizlane Badawi, Chief Operations Officer.
8. Discussion of the AUS Advertising Request for Proposal presented by Mookie Patel, Chief Business and Finance Officer.
9. Discussion of FY2023 AUS Grant Application under Bipartisan Infrastructure Law – Airport Terminals Program presented by Rajeev Thomas, Deputy Chief Financial Officer and Somer Shindler, Chief Development Officer.
10. Discussion of the September 7, 2022 Power Outage at the Barbara Jordan Terminal presented by Brian Long, Deputy Chief Officer – Infrastructure Management, Ghizlane Badawi, Chief Operating Officer, and Lisa Martin, Vice President, Electric System Engineering & Technical Services, Austin Energy.
11. Review of Commission recommendations and actions to discuss with appointing City Council Member.

FUTURE AGENDA ITEMS

NEXT REGULAR MEETING

The next regular meeting of the AAC is scheduled for December 13, 2022 at 3:00 PM.

ADJOURNMENT

The City of Austin is committed to compliance with the Americans with Disabilities Act. Reasonable modifications and equal access to communications will be provided upon request. Meeting locations are planned with wheelchair access. If requiring Sign Language Interpreters or alternative formats, please give notice at least 2 days before the meeting date. Please call Ammie Calderon, Aviation Department, at (512) 530-6605 for additional information; TTY users route through Relay Texas at 711.

For more information on the Airport Advisory Commission, please contact Tracy Thompson at tracy.thompson@flyaustin.com.



AIRPORT ADVISORY COMMISSION

ITEM 1 - APPROVAL OF MINUTES

October 11, 2022 Regular Meeting





**AIRPORT ADVISORY COMMISSION (AAC)
REGULAR MEETING
MINUTES
OCTOBER 11, 2022**

The Airport Advisory Commission convened in a regular meeting on October 11, 2022 at 2800 Spirit of Texas Drive in Austin, Texas.

Chair E. Sepulveda called the regular meeting to order at 3:04 p.m.

Commissioners in Attendance:

Eugene Sepulveda, Chair
Jeremy Hendricks, Secretary
Billy Owens

Raymond Young
Ernest Saulmon
Vicky Sepulveda

Commissioners in Attendance Remotely:

Wendy Price Todd, Vice Chair
Bakari Brock

Jonathan Coon
Scott Madole

Commissioners Absent:

Chad Ennis

PUBLIC COMMUNICATION: GENERAL

None

APPROVAL OF MINUTES

1. Approve the minutes of the AAC regular meeting on September 13, 2022.

The minutes from the meeting of September 13, 2022 were approved on Commissioner Hendricks motion and Commissioner Saulmon seconds on a 10-0-0-1 vote. Commissioner Ennis was absent.

STAFF BRIEFINGS

2. August 2022 Financial Results presented by Rajeev Thomas, Deputy Chief Finance Officer.
3. Air Service Update presented by Jamy Kazanoff, Air Service Development.
4. Verbal briefing on airport data related to the August 10, 2022 Terminal Evacuation and update to preparations for the 2022 ACL and F1 passenger traffic presented by Ghizlane Badawi, Chief Operating Officer.

5. **CONSENT AGENDA**

Approve a resolution finding the use of the Construction Manager at Risk method of contracting, as authorized by Subchapter F, Chapter 2269 of the Texas Government Code, is the project delivery method that provides the best value to the City for the Barbara Jordan Terminal Optimization – Phase 2 project.

(Note: MBE/WBE or DBE goals will be established prior to issuance of this solicitation.)

Consent item was approved on Commissioner Hendricks motion and Commissioner Saulmon seconds on a 10-0-0-1 vote. Commissioner Ennis was absent.

REVIEW OF CITY COUNCIL AND COMMISSION ACTIONS

6. Review actions of City Council on item #17 at the September 29, 2022 meeting.
 - Authorize negotiation and execution of a cooperative contract with Presidio Networked Solutions Inc. d/b/a Presidio Networked Solutions Group LLC to provide web application firewall products and support services, for a term of three years for a total contract amount not to exceed \$400,000.
Approved on Consent
7. Commission request for November briefing on the September 7, 2022 Power Outage at the Barbara Jordan Terminal.
8. Commission request for November briefing of the airport advertising contract.

Review of topics to discuss with appointing City Council Member. Commissioners were reminded to routinely speak to their appointing City Council Member.

- a. The August 2022 financial results were exceptional, hoping to see financial results in a breakdown of route and growth, as well as connecting passengers.
- b. Preparations for ACL and F1 are well underway with airlines, concessioners, and security.
- c. Recommendation of approval for the CMR during phase 2 of the Barbara Jordan Terminal.
- d. Austin Energy was to give a report during the October AAC which will now be presented during the November meeting.
- e. Commissioner Todd has expressed concern and has asked to address the concern of the airport advertising contract.

FUTURE AGENDA ITEMS

NEXT REGULAR MEETING

The next regular meeting of the AAC is scheduled for November 8, 2022 at 3:00 p.m.

Chair E. Sepulveda adjourned the meeting at 3:45 p.m. without objection.



AIRPORT ADVISORY COMMISSION

ITEM 2 – STAFF BRIEFINGS

September 2022 Financial Results, presented by
Rajeev Thomas, Deputy Chief Finance Officer



MEMORANDUM

TO: Airport Advisory Commissioners

FROM: Rajeev Thomas, Deputy Chief - Finance, Aviation Department

DATE: November 8, 2022

SUBJECT: Austin-Bergstrom International Airport (AUS) Update

September 2022 Financial Results

Total passenger traffic increased 46.48% in September 2022 compared to September 2021 (which was in the midst of the aviation industry recovery from the impacts of the COVID-19 pandemic) and 25.4% compared to September 2019 (see below chart). Passenger enplanements totaled 883,790 in September 2022, an increase of 25.6% or 180,020 passengers compared to September 2019. Average daily departures have increased from 193 in September 2019 to 260 in September 2022, an increase of 67 daily departures or 34.7%.

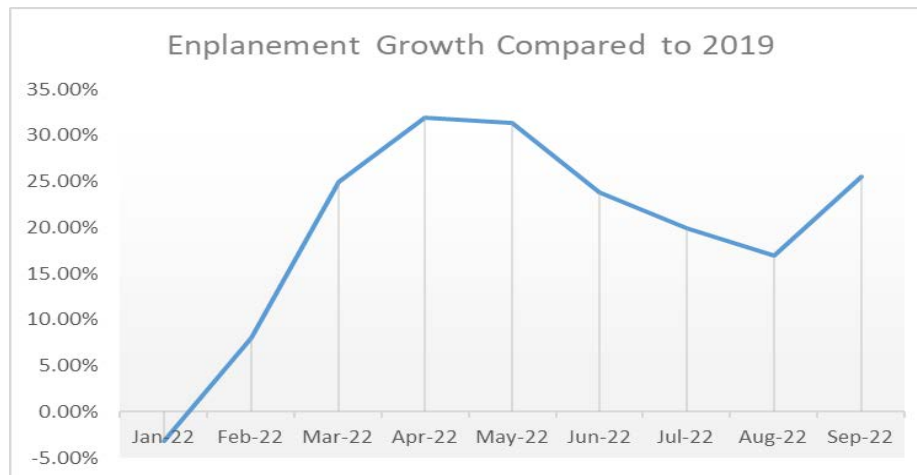


Table #1	FY 2022 September	FY 2021 September	Variance Fav (Unfav)	FY 2022 YTD	FY 2021 YTD	YTD Variance Fav (Unfav)
Enplanements	883,790	601,732	46.9%	10,133,735	5,207,769	94.6%
Landing Weights	1,121,689,899	867,079,407	29.4%	12,645,193,574	7,195,387,954	75.7%
Cargo Tonnage	13,037	10,738	21.4%	154,750	116,633	32.7%
Operating Revenue	\$23,074,053	\$16,161,875	\$6,912,178	\$248,148,460	\$153,260,451	\$94,888,009
Airport OPEX	\$17,891,780	\$14,778,724	(\$3,113,055)	\$107,384,497	\$90,183,729	(\$17,200,768)
Total Requirements	\$23,402,804	\$22,325,968	(\$1,076,835)	\$172,307,779	\$153,135,844	(\$19,171,935)
Net Income Before Federal Relief	(\$328,751)	(\$6,164,093)	\$5,835,343	\$75,840,681	\$124,607	\$75,716,074
Federal Relief Reimbursement	\$473,770	\$833,934	(\$360,164)	\$36,476,926	\$29,872,172	\$6,604,754
Net Income After Federal Relief	\$145,019	(\$5,330,159)	\$5,475,179	\$112,317,606	\$29,996,778	\$82,320,828

Table #1 illustrates September 2022's enplanements totaled 883,790 which is 46.9% higher than September 2021, serving an additional 282,058 enplaned passengers. Landing weights totaled 1,122 million pounds in September 2022 representing an increase of 29.4% compared to September 2021. Cargo volume totaled 13,037 tons in September 2022 representing an increase of 21.4% compared to September 2021.

Monthly operating revenues increased 42.8% or \$6.9M compared to September 2021. Totalling \$23.1M, September 2022 operating revenues reflect the impact of the strong passenger traffic in the month. September 2022 operating revenue is composed of 44% airline revenue and 55% non-airline revenue. Airport operating expenses totaled \$17.9M for the month, an increase of 21.1% or \$3.1M compared to September 2021. The elevated operating expenses in the month of September is primarily the result of year end expenses charged in the final month of the fiscal year, remaining encumbrance balances not yet posted charging in full in the month, health insurance sweep, and three pay periods occurring in the month. As a result, AUS reported \$0.3M deficit (before federal relief funding) in September 2022 compared to deficit of \$6.2M in September 2021.

Fiscal Year 2022 Financial Results

As shown in Table #1, FY2022 enplanements totaled 10.1M compared to 5.2M in FY2021; 94.6% increase over FY2021 and 19.7% over FY2019. FY2022 Landed Weights were 75.7% higher than FY2021 and 27.7% higher than FY2019. AUS delivered strong financial performance in Fiscal Year 2022 (FY2022) when compared to Fiscal Year 2021 (FY2021). FY2022 Operating Revenue totals \$248.1M compared to \$153.3M in FY2021 (before airline reconciliation), a 61.9% increase. Airport Operating Expenses totaled \$107.4M in FY2022 compared to \$90.2M in FY2021, a 19.1% increase. Net income before federal relief funding totals \$75.8M in FY2022 compared to \$0.1M in FY2021, an increase of \$75.7M.

Table #2	FY 2022 Approved Budget - Seasonalized	FY 2022 CYE - Seasonalized	FY 2022 YTD	Budget vs. YTD Variance \$ Fav (Unfav)	Budget vs. YTD Variance % Fav (Unfav)	CYE vs. YTD Variance \$ Fav (Unfav)	CYE vs. YTD Variance \$ Fav (Unfav)
Operating Revenue	\$163,210,843	\$217,910,382	\$248,148,460	\$84,937,617	52.0%	\$30,238,078	13.9%
Airport OPEX	\$105,883,471	\$109,639,361	\$107,384,497	(\$1,501,026)	(1.4%)	\$2,254,864	2.1%
Total Requirements	\$170,639,172	\$175,080,264	\$172,307,779	(\$1,668,607)	(1.0%)	\$2,772,485	1.6%
Net Income for Debt Service	\$45,777,070	\$96,078,412	\$129,087,995	(\$83,310,925)	(182.0%)	(\$33,009,583)	(34.4%)
Net Income Before Federal Relief	(\$7,428,329)	\$42,830,118	\$75,840,681	\$83,269,010	1121.0%	\$33,010,563	77.1%
Federal Relief Reimbursement	\$18,180,605	\$36,543,280	\$36,476,926	\$18,296,321	100.6%	(\$66,354)	(0.2%)
Net Income After Federal Relief	\$10,752,276	\$79,373,398	\$112,317,606	\$101,565,331	944.6%	\$32,944,209	41.5%

AUS delivered favorable financial performance compared to FY2022 budget and current year estimate (CYE) on a seasonalized basis due to increased revenue, operating expense savings, and federal relief funding. As presented in Table #2, FY2022 revenues exceed budgeted revenues by 52.0% or \$84.9M and exceeded CYE by 13.9% or \$30.2M. The increased revenues are driven by the strong passenger traffic and higher daily flight activity in the fiscal year. Airport operating expenses are 1.4% or \$1.5M above budgeted expenses due primarily to elevated need associated with higher than anticipated passenger traffic in the year and rising cost of goods and services. The anticipated elevated expenses were factored into preparation of the FY2022 CYE, as such operating expenses are 2.1% or \$2.3M below CYE as a result of higher than anticipated personnel vacancy rates. Before federal relief funding application, AUS reports net income of \$75.8M, which exceeds the seasonalized budget estimate by \$83.3M and CYE by \$33.0M.

Attachments:

September 2022 - AAC Financial Report

CITY OF AUSTIN
AUSTIN-BERGSTROM INTERNATIONAL AIRPORT
Airport Operating Fund 5070
Income Statement - For Internal Use Only
Fiscal Year to Date for 12 Month(s) ended September 30, 2022

	FY 2022	Budget	FY 2022	CYE	Year to Date	Y-T-D to Budget		Y-T-D to CYE	
	Budget	Seasonalized 12 month(s)	CYE	Seasonalized 12 month(s)	w/ Accruals	Variance Fav (Unfav)	% Variance Fav (Unfav)	Variance Fav (Unfav)	% Variance Fav (Unfav)
REVENUE									
AIRLINE REVENUE									
Landing Fees	26,030,400	26,030,400	37,444,308	37,444,308	43,080,567	17,050,167	65.5%	5,636,259	15.1%
Terminal Rental & Other Fees	48,629,418	48,629,418	62,477,517	62,477,517	70,840,509	22,211,091	45.7%	8,362,992	13.4%
TOTAL AIRLINE REVENUE	74,659,818	74,659,818	99,921,825	99,921,825	113,921,076	39,261,258	52.6%	13,999,251	14.0%
NON-AIRLINE REVENUE									
Parking	38,325,261	38,325,261	54,063,848	54,063,848	58,743,027	20,417,766	53.3%	4,679,179	8.7%
Ground Transportation for Hire	4,983,334	4,983,334	7,256,248	7,256,248	8,387,495	3,404,161	68.3%	1,131,247	15.6%
Rental Cars	11,586,297	11,586,297	16,719,839	16,719,839	19,901,229	8,314,932	71.8%	3,181,390	19.0%
Food & Beverage	10,613,694	10,613,694	13,077,336	13,077,336	15,647,057	5,033,363	47.4%	2,569,721	19.7%
Retail	5,097,925	5,097,925	5,739,902	5,739,902	6,739,256	1,641,331	32.2%	999,354	17.4%
Advertising	2,059,095	2,059,095	2,679,243	2,679,243	3,390,230	1,331,135	64.6%	710,987	26.5%
Other Concessions, Rentals & Fees	15,532,040	15,532,040	18,390,238	18,390,238	20,485,812	4,953,772	31.9%	2,095,574	11.4%
TOTAL NON-AIRLINE REVENUE	88,197,646	88,197,646	117,926,654	117,926,654	133,294,106	45,096,460	51.1%	15,367,452	13.0%
Interest Income	353,379	353,379	61,903	61,903	933,278	579,899	164.1%	871,375	1407.6%
TOTAL REVENUE	163,210,843	163,210,843	217,910,382	217,910,382	248,148,460	84,937,617	52.0%	30,238,078	13.9%
OPERATING REQUIREMENTS									
Fac Mgmt, Ops and Airport Security	62,598,260	62,598,260	62,579,105	62,579,105	61,999,478	598,782	1.0%	579,627	0.9%
Airport Planning and Development	6,445,332	6,445,332	8,182,246	8,182,246	7,530,632	(1,085,300)	(16.8%)	651,614	8.0%
Support Services	30,703,982	30,703,982	29,451,911	29,451,911	28,542,333	2,161,649	7.0%	909,578	3.1%
Business Services	6,135,897	6,135,897	9,426,099	9,426,099	9,312,054	(3,176,157)	(51.8%)	114,045	1.2%
TOTAL OPERATING EXPENSES	105,883,471	105,883,471	109,639,361	109,639,361	107,384,497	(1,501,026)	(1.4%)	2,254,864	2.1%
Debt Service									
2013 Prosperity Bank Loan	5,411,891	5,411,891	5,411,891	5,411,891	5,412,100	(209)	(0.0%)	(209)	(0.0%)
2014 Bond Issuance	6,654,005	6,654,005	6,654,005	6,654,005	6,653,728	277	0.0%	277	0.0%
2017 Bond Issuance	9,698,969	9,698,969	9,698,969	9,698,969	9,698,649	320	0.0%	320	0.0%
2019 Refunding Bonds	14,520,686	14,520,686	14,520,686	14,520,686	14,520,371	316	0.0%	316	0.0%
2019 New Money	16,919,848	16,919,848	16,919,848	16,919,848	16,919,567	281	0.0%	281	0.0%
2022 New Money	0	0	42,895	42,895	42,900	(42,900)	N/A	(5)	(0.0%)
TOTAL Net Debt Service	53,205,399	53,205,399	53,248,294	53,248,294	53,247,315	(41,915)	(0.1%)	980	0.0%
OTHER REQUIREMENTS									
Workers' Compensation	448,220	448,220	448,220	448,220	448,220	0	0.0%	0	0.0%
Citywide Administrative Support	6,154,467	6,154,467	6,154,467	6,154,467	6,154,467	0	0.0%	0	0.0%
Communications & Technology Mgmt	1,790,090	1,790,090	1,790,090	1,790,090	1,790,090	0	0.0%	0	0.0%
Accrued Payroll	342,887	342,887	342,887	342,887	342,887	0	0.0%	0	0.0%
27th Payroll	0	0	0	0	125,665	(125,665)	N/A	(125,665)	N/A
Operating Reserve	0	0	88,004	0	0	0	N/A	0	N/A
CTECC	332,077	332,077	332,077	332,077	332,077	0	0.0%	0	0.0%
Trunked Radio Allocation	353,120	353,120	353,120	353,120	353,120	0	0.0%	0	0.0%
Public Works Capital Projects Mgmt Fund	2,129,441	2,129,441	2,129,441	2,129,441	2,129,441	0	0.0%	0	0.0%
Compensation Adjustment	427,505	0	642,307	642,307	0	0	N/A	642,307	100.0%
Trf to Subordinate Obligation	3,392,000	0	0	0	0	0	N/A	0	N/A
TOTAL OTHER REQUIREMENTS	15,369,807	11,550,302	12,280,613	12,192,609	11,675,967	(125,665)	(1.1%)	516,642	4.2%
TOTAL REQUIREMENTS	174,458,677	170,639,172	175,168,268	175,080,264	172,307,779	(1,668,607)	(1.0%)	2,772,485	1.6%
EXCESS (DEFICIT) OF TOTAL AVAILABLE FUNDS OVER TOTAL REQUIREMENTS	(11,247,834)	(7,428,329)	42,742,114	42,830,118	75,840,681	83,269,010	1121.0%	33,010,563	77.1%
Federal Relief Reimbursement (Parking)	(3,569,365)	(3,569,365)	(6,897,750)	(6,897,750)	(6,831,395)	3,262,030	91.4%	(66,355)	(1.0%)
Federal Relief Reimbursement (Debt Service)	(14,611,240)	(14,611,240)	(29,645,530)	(29,645,530)	(29,645,530)	15,034,290	102.9%	0	0.0%
TOTAL FEDERAL RELIEF REIMBURSEMENT	(18,180,605)	(18,180,605)	(36,543,280)	(36,543,280)	(36,476,926)	18,296,321	100.6%	(66,354)	(0.2%)
EXCESS (DEFICIT) OF TOTAL AFTER FEDERAL RELIEF	6,932,771	10,752,276	79,285,394	79,373,398	112,317,606	101,565,331	944.6%	32,944,209	41.5%

**CITY OF AUSTIN
AUSTIN-BERGSTROM INTERNATIONAL AIRPORT
INCOME STATEMENT COMPARISON THIS YEAR VS. LAST YEAR**

	This month - This Year vs. Last Year FY22 (Sep 22) vs FY21 (Sep 21)				Fiscal YTD - This Year vs. Last Year FY22 (Oct 21 - Sep 22) vs FY21 (Oct 20 - Sep 21)			
	FY22 Sep-22	FY21 Sep-21	Fav (Unfav) \$ Variance	Fav (Unfav) % Variance	FY22 YTD Sep-22	FY21 YTD Sep-21	Fav (Unfav) \$ Variance	Fav (Unfav) % Variance
<u>Airline Revenue</u>								
Landing Fees	3,865,617	2,833,227	1,032,390	36.4%	43,080,567	25,286,933	17,793,633	70.4%
Terminal Rental & Other Fees	6,191,044	5,284,167	906,877	17.2%	70,840,509	53,139,416	17,701,093	33.3%
Total Airline Revenue	10,056,661	8,117,393	1,939,267	23.9%	113,921,076	78,426,350	35,494,726	45.3%
<u>Non-Airline Revenue</u>								
Parking	5,422,426	3,878,093	1,544,334	39.8%	58,743,027	27,942,020	30,801,007	110.2%
Ground Transportation for Hire	834,739	514,770	319,969	62.2%	8,387,495	3,628,632	4,758,863	131.1%
Rental Cars	1,566,163	215,864	1,350,299	625.5%	19,901,229	12,850,788	7,050,441	54.9%
Food & Beverage	1,190,009	565,805	624,204	110.3%	15,647,057	7,344,348	8,302,709	113.0%
Retail	441,113	384,330	56,783	14.8%	6,739,256	5,610,468	1,128,787	20.1%
Advertising	360,881	79,225	281,656	355.5%	3,390,230	1,897,783	1,492,447	78.6%
Other Concessions, Rentals & Fees	2,913,773	2,402,275	511,498	21.3%	20,485,812	15,447,082	5,038,730	32.6%
Total Non-Airline Revenue	12,729,105	8,040,362	4,688,743	58.3%	133,294,106	74,721,121	58,572,985	78.4%
Interest Income	288,287	4,120	284,167	6897.1%	933,278	112,980	820,299	726.1%
Total Operating Revenue	23,074,053	16,161,875	6,912,178	42.8%	248,148,460	153,260,451	94,888,009	61.9%
<u>Operating Requirements</u>								
Fac Mgmt, Ops and Airport Security	9,868,009	8,161,235	(1,706,773)	(20.9%)	61,999,478	56,378,182	(5,621,296)	(10.0%)
Airport Planning and Development	1,677,819	890,659	(787,161)	(88.4%)	7,530,632	4,798,319	(2,732,313)	(56.9%)
Support Services	5,390,606	5,016,598	(374,008)	(7.5%)	28,542,333	24,300,072	(4,242,261)	(17.5%)
Business Services	955,345	710,232	(245,113)	(34.5%)	9,312,054	4,707,156	(4,604,898)	(97.8%)
Total Operating Expense	17,891,780	14,778,724	(3,113,055)	(21.1%)	107,384,497	90,183,729	(17,200,768)	(19.1%)
<u>Debt Service</u>								
GO Debt Service Fund	0	39	39	100.0%	0	504	504	100.0%
2013 Prosperity Bank Loan	451,180	451,036	(144)	(0.0%)	5,412,100	5,412,800	700	0.0%
2014 Bond Issuance	554,223	593,301	39,077	6.6%	6,653,728	7,081,300	427,572	6.0%
2017 Bond Issuance	807,928	844,159	36,231	4.3%	9,698,649	10,042,648	343,999	3.4%
2019 Refunding Bonds	1,209,239	1,276,439	67,200	5.3%	14,520,371	15,457,870	937,499	6.1%
2019 New Money	1,463,729	1,092,532	(371,197)	(34.0%)	16,919,567	8,471,700	(8,447,867)	(99.7%)
2022 New Money	9,537	0	(9,537)	N/A	42,900	0	(42,900)	N/A
Total Debt Service	4,495,837	4,257,506	(238,331)	(5.6%)	53,247,315	46,466,822	(6,780,492)	(14.6%)
<u>Other Requirements</u>								
Workers' Compensation	42,025	36,308	(5,717)	(15.7%)	448,220	435,740	(12,480)	(2.9%)
Citywide Administrative Support	512,872	527,370	14,498	2.7%	6,154,467	6,328,330	173,863	2.7%
Communications & Technology Mgmt	167,828	156,604	(11,224)	(7.2%)	1,790,090	1,879,259	89,169	4.7%
Accrued Payroll	28,574	13,844	(14,730)	(106.4%)	342,887	166,126	(176,761)	(106.4%)
27th Payroll	0	0	0	N/A	125,665	0	(125,665)	N/A
CTECC	31,148	25,657	(5,491)	(21.4%)	332,077	307,939	(24,138)	(7.8%)
Trunked Radio Allocation	33,105	25,094	(8,011)	(31.9%)	353,120	301,150	(51,970)	(17.3%)
Public Works Capital Projects Mgmt Fund	199,636	316,130	116,494	36.9%	2,129,441	3,793,554	1,664,113	43.9%
Trf to Subordinate Obligation	0	2,188,732	2,188,732	100.0%	0	3,273,194	3,273,194	100.0%
Total Other Requirements	1,015,187	3,289,738	2,274,551	69.1%	11,675,967	16,485,292	4,809,325	29.2%
Total Requirements	23,402,804	22,325,968	(1,076,835)	(4.8%)	172,307,779	153,135,844	(19,171,935)	(12.5%)
SURPLUS (DEFICIT) OF TOTAL AVAILABLE FUNDS OVER TOTAL REQUIREMENTS	(328,751)	(6,164,093)	5,835,343	94.7%	75,840,681	124,607	75,716,074	60764.0%
Federal Relief Reimbursement (Parking)	(473,770)	(833,934)	(360,164)	(0.43)	(6,831,395)	(2,742,648)	4,088,747	1.49
Federal Relief Reimbursement (Debt Service)	0	0	0	N/A	(29,645,530)	(27,129,523)	2,516,007	9.3%
Total Federal Relief	(473,770)	(833,934)	(360,164)	(43.2%)	(36,476,926)	(29,872,172)	6,604,754	22.1%
TOTAL SURPLUS (DEFICIT) AFTER FEDERAL RELIEF	145,019	(5,330,159)	5,475,179	102.7%	\$ 112,317,606	\$ 29,996,778	\$ 82,320,828	274.4%

Note: Columns may not add to totals shown because of rounding



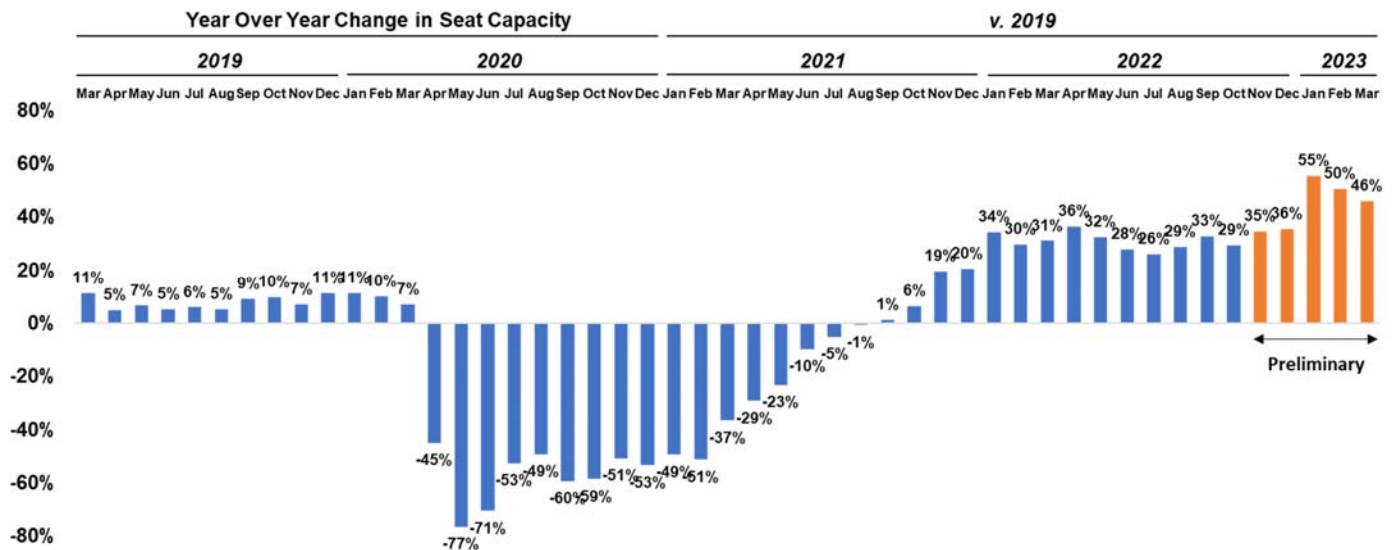
AIRPORT ADVISORY COMMISSION

ITEM 3 – STAFF BRIEFINGS

Air Service Update, by Jamy Kazanoff, Air
Service Development

November 2022 Air Service Snapshot

AUS monthly seat comparisons to 2019:



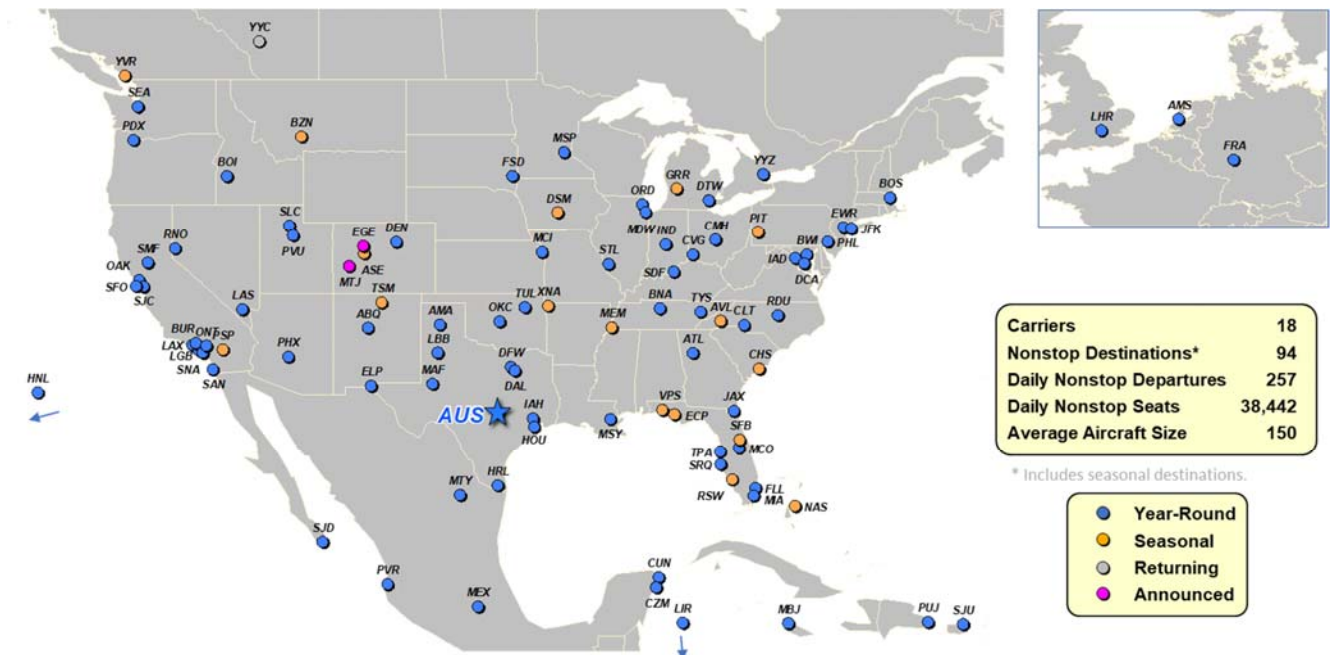
Highlights of recent air service announcements/developments include:

- **Alaska** dropped all planned PSP service and will discontinue LAX eff. Jan. 10; several BOI suspensions throughout Fall and Winter – no service in Oct, Feb & Mar & weekends only in Nov-Jan; will serve LAS for Consumer Electronics Show in January with one roundtrip
- **American** will serve EGE, PSP, RSW & SRQ this Winter season; IAD suspended Jan-Apr; MCI reduced 2x→1x Jan-Apr; STL reduced 2x→1x from Jan onwards; MEM service starts 1x on Jan 10; PSP will be served daily Jan-Apr; SJU discontinued in Nov; SJD will be served daily from February onwards; additional RNO flights in Dec & Jan; OKC increased 1x→2x in Jan but CVG, DEN & IND reduced 2x→1x; note: AA's RSW service will not start until February at the earliest due to Hurricane Ian and SRQ was only served in November
- **Spirit** started new daily service to MTY on October 5; increased MCO from 1x→2x for Jan; new daily MIA service starts on Jan. 1
- **Virgin Atlantic** started nonstop service to London (Heathrow) on May 25 with four weekly flights; daily service is scheduled for May-July 2023
- **Air Canada** increased YYZ to two daily flights for Summer 2022 on June 1 and started nonstop service to YVR; YYZ reverts to 1x eff. Nov. 1; AC suspended YVR for Oct-April
- **Allegiant** has discontinued service to ABQ, AMA, PBI, PGD, SGF & TUL; IND suspended Sept-Feb, MEM suspended Nov onwards
- **Delta** will serve LAS for Consumer Electronics Show in January with two roundtrips
- **JetBlue** has indefinitely suspended EWR & LAX service, FLL suspended until November but suspended again February onwards
- **KLM** started AMS service on March 28, 2022 with three weekly flights and extended service year-round
- **Lufthansa** reinstated FRA service on April 8, 2022 with three weekly flights
- **Southwest** will serve BOS, MTJ, PIT & SRQ this Winter season

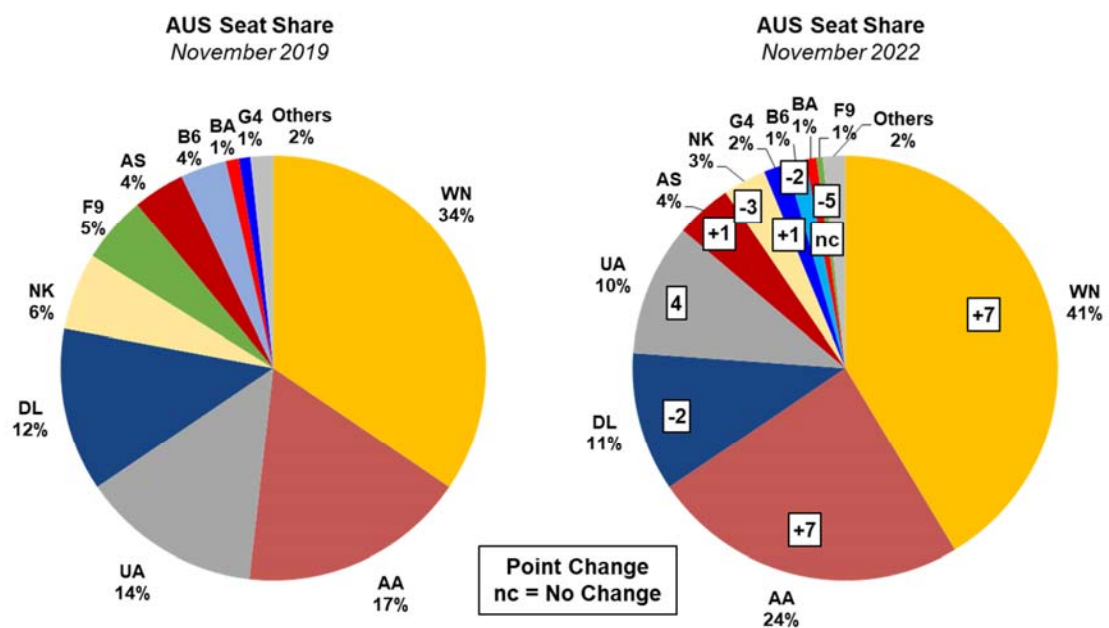
November 2022 v. 2019 air service comparison:

Average Daily	Nov. 2019	Nov. 2022	Change	Change %
Nonstop Destinations	56	83	+27	+48%
Carriers	18	18	n.c.	n.c.
Nonstop Departures	189	257	+68	+36%
Nonstop Seat Departures	28,547	38,442	+9,895	+35%
Average Seats/Aircraft	151	150	-2	-1%

Current AUS air service for sale to customers:



November 2022 v. 2019 carrier seat share comparison:



WN: Southwest; AA: American; DL: Delta; UA: United; AS: Alaska; NK: Spirit; G4: Allegiant; B6: JetBlue; BA: British Airways; F9: Frontier

Connecting markets:

Based on U.S. DOT O&D Passenger Survey, Cirium *FM Traffic* and ABIA statistics: 16% of ABIA passengers in Q2 2022 were connecting between flights at AUS. The following is a list of the top ten domestic and international AUS connecting markets for Q2 2022:

Domestic		International	
Market	Carrier	Market	Carrier
MSY-SAN	Southwest	LAX-PUJ	American
PHX-TPA	Southwest	LAX-CUN	American
DAL-HRL	Southwest	LAS-CUN	Southwest
MSY-PHX	Southwest	LAS-CUN	American
LAS-MSY	Southwest	ORD-CUN	American
PHX-TPA	American	BNA-CUN	Southwest
LAX-MCO	American	LAX-CUN	Southwest
LAX-MSY	Southwest	SAN-CUN	Southwest
BWI-SAN	Southwest	LAX-LIR	American
LAX-SJU	American	MSY-CUN	Southwest



AIRPORT ADVISORY COMMISSION

ITEM 5 – STAFF BRIEFINGS

Journey with AUS – Capital Improvement Program, presented by Lyn Estabrook, Division Manager Planning and Development and Somer Shindler, Chief Development Officer

Journey With AUS

Exciting Experiences Ahead

The City of Austin Airport Capital Program Update



Airport Advisory Commission

Lyn Estabrook
October 25, 2022

Agenda:

AUS Capital Projects Update
Airport Expansion Development
Solicitations Update



Presenter Name
ate

Journey With AUS

Exciting Experiences Ahead

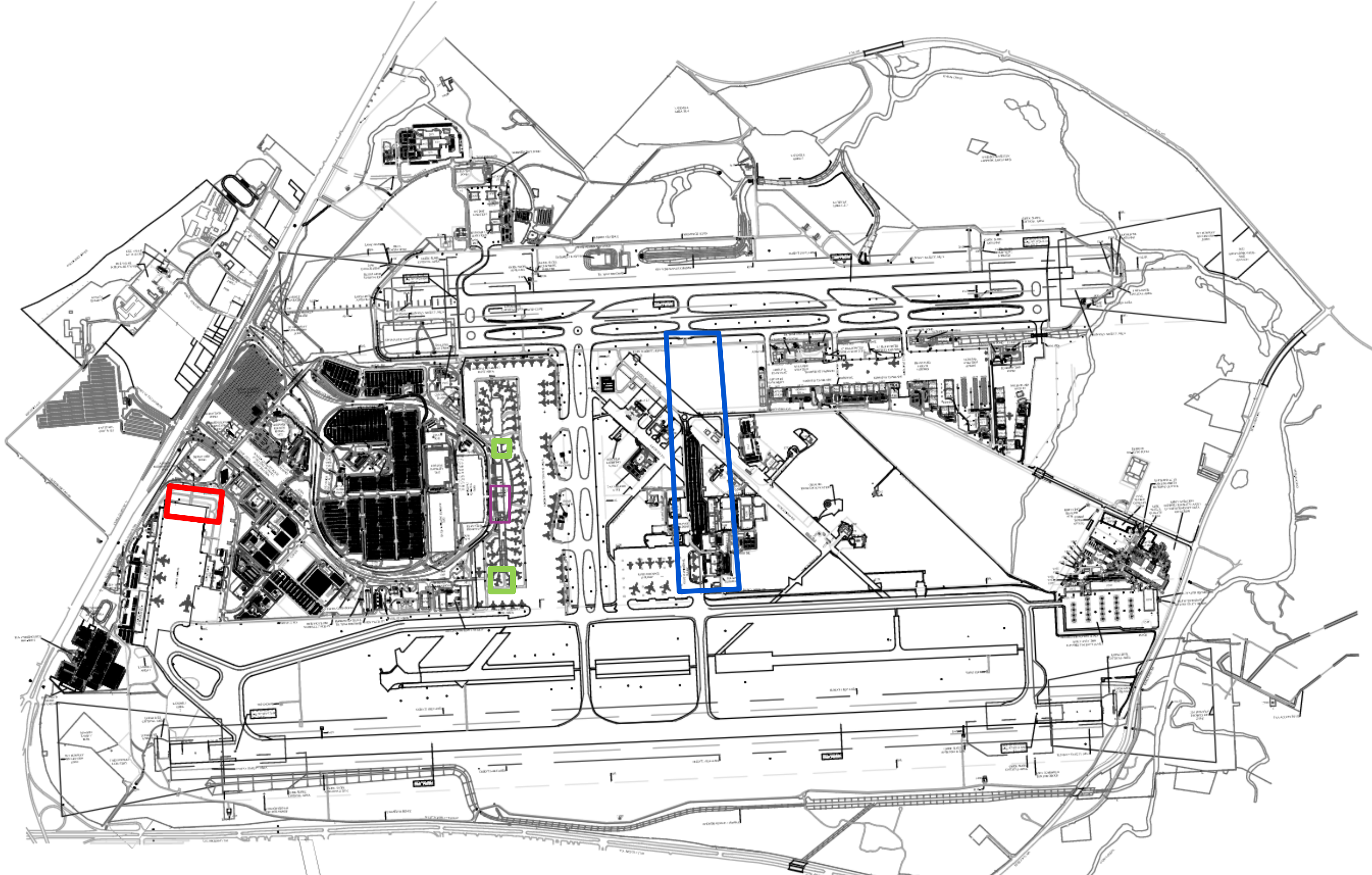
AUS Capital Projects Update

Active Projects



Project Legend

- **Cargo Development East**
- **West Gates Expansion / Gate 13**
- **AEDP Airfield Infrastructure - Midfield Taxiways**
- **BHS project**



Austin-Bergstrom International Airport Campus Map



13188.003 AEDP Airfield Infrastructure-Midfield Taxiway

EnvisionDesignBuildActivate

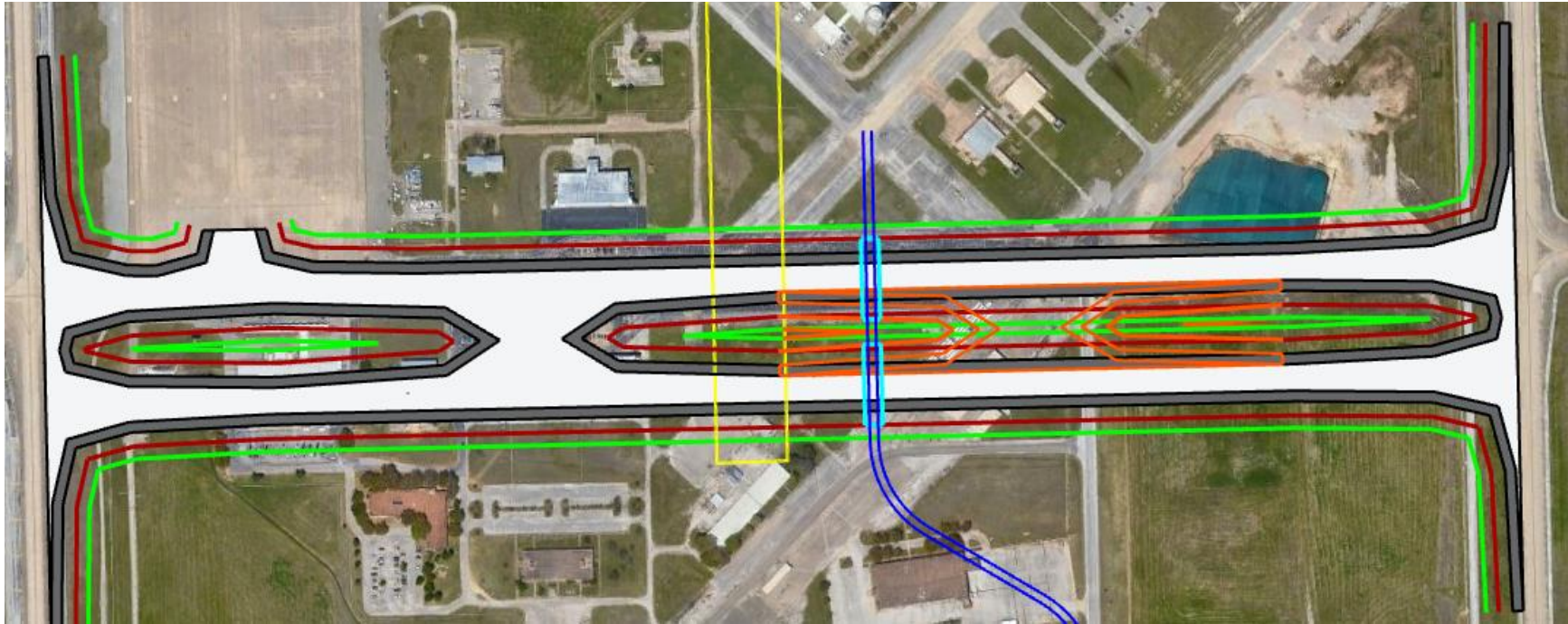
Sponsor – Ghizlane Badawi
AUS Project Manager – Ellen Brunjes-Brandt

Status:

- Preliminary Design Phase - Preliminary Engineering Report (PER)
- Survey, Geotechnical investigation, and Subsurface Utility Engineering
- CMAR in Contract Development for Preconstruction Services

Risk	Mitigation	%DBE
Schedule delays due to South Terminal Determination	Proceeding with preliminary engineering and coordination with stakeholders.	Prof Svs: 17.00% Precon Svs: 11.12%

Delivery Methods:	Project Costs:
Design – Professional Services – RS&H	To-Date – \$170,700
Construction – CMAR – Contracting Phase – Austin Bridge and Road	Obligated – \$3,189,693
	Total Budget – \$203,280,000



Description – Design and construct two parallel Midfield Taxiways with connectors and access to the maintenance ramp. The project includes bridges for vehicle access to the midfield, utility relocation, drainage improvements, demolition of existing pavements and infrastructure, new fencing, service roads and modifications to Emma Browning.

Other Notes –This project will provide connectivity between the east and west side of the airport when the existing midfield taxiways are removed to build a second concourse.

Project Schedule:

FY22				FY23				FY24				FY25				FY26				FY27			
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
02/01/2022 - 12/31/2022 Solicitation Phase																							
		09/01/2022 - 04/30/2023 Preliminary Engineering																					
				5/1/2023- 5/1/2024 Design Phase																			
								8/1/2023- 9/30/2024 Permitting Phase															
												10/1/2024 - 10/1/2026 Construction Phase											
																				10/01/2026 - 9/31/2026 Post-Construction Phase			

13189.012 AEDP Building Demolition

Sponsor – Ghizlane Badawi
AUS Project Manager – Ellen Brunjes-Brandt

- Status:
- 90% Design – Finalizing Bid Documents
 - Site Plan Exemption Permit – In Progress
 - Advertise to bid 12-5-2022, NTP Construction 4- 2023

Risk	Mitigation
Schedule delays due to South Terminal Determination	Adjust Bid Date as necessary

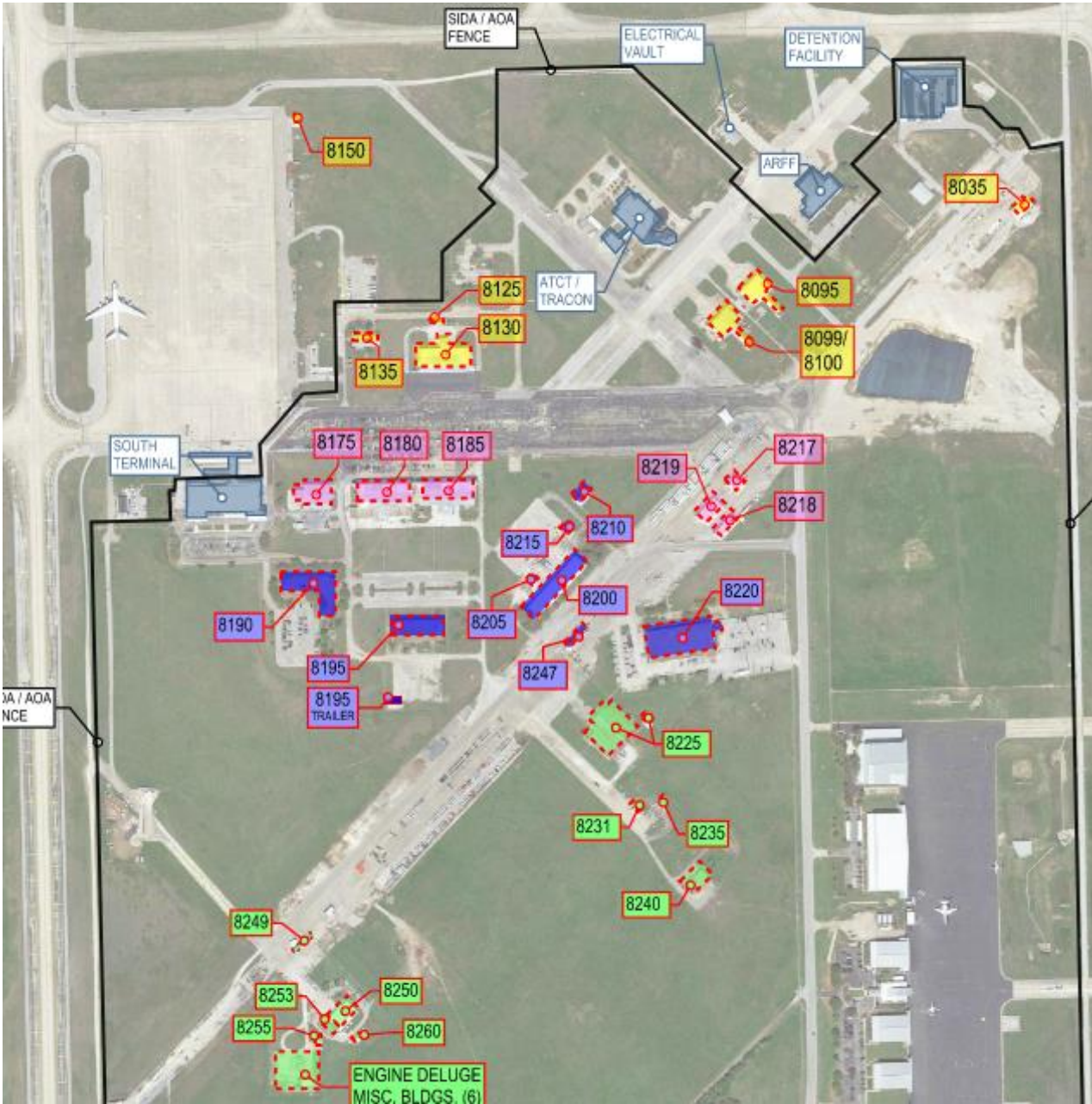
%DBE
Design: 15.8%
Construction: TBD%

Delivery Methods: Design – Rotation List– Corgan Construction – IFB –TBD	Project Costs: To-Date – \$159,982 Obligated- \$1,379,855 Total Budget – \$14,108,000
---	---

Project Schedule:

FY21				FY22				FY23				FY24			
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
		07/21/2021 - 2/28/2022													
		Prelim. Phase													
				03/01/2022 - 11/30/2022											
				Design Phase											
							12/05/2022- 5/01/2023								
							Bid/Award/Execution Phase								
								05/01/2023 - 03/01/24							
								Construction Phase							
												03/01/2024- 12/31/2024			
												Post-Construction Phase			

Envision | **Design** | Build | Activate



Description – Demolish 30+ Buildings on South Campus to remove unused and unsafe buildings and make way for future Development
Other Notes –



13189.026 – AUS Cargo Development East

Sponsor – Mookie Patel
AUS Project Manager – Robert Mercado

- Status:
- Phase 1: Site work, building pad and fencing near complete.
 - Phase 2: Building piers & foundation underway PEMB parts arriving November 2022.
 - Budget currently on track for Completion August 2023.

Risk	Mitigation
Schedule delays due to material delays or weather until dry-in.	Ordering long-lead materials early and tracking delivery and install times.

%MWBE
Anticipated: 7.36%
Contract Goal: 7.40%

Delivery Methods:	Project Costs:
Design: Rotation List A/E Prof Services (Atkins)	To-Date: \$13,196,472
Construction: Phase 1: CSP Change Order (JE Dunn) Phase 2: Low Bid Proposal (Flintco)	Total Budget: \$33,358,000



Description – A 90,000 SF facility for operators/tenants with room to expand to 99,000 SF. Includes tenant improvement, employee parking, truck staging, drainage infrastructure, 3 aircraft parking positions and AEGB 3-Star rating.

Project Schedule:

FY22				FY23				FY24				FY25			
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2022 - 12/30/2022														
	Construction Phase 1														
				8/29/2022 - 8/24/2023											
				Construction Phase 2											
								10/1/2023 - 8/31/2024							
								Post-Construction Phase							

Design | Build | Activate

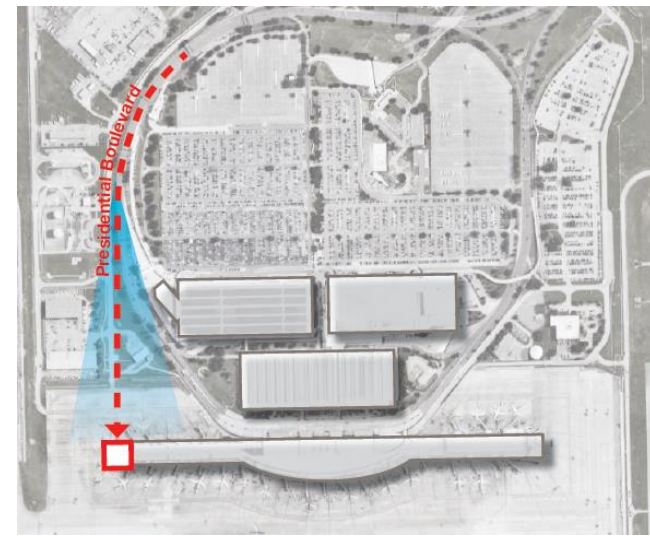
AUS Project Manager – Robert Mercado

Status:

- Contractor bidding First Package
- 100% CDs due end of January 2023.
- Budget Reconciliation/ Value Engineering underway

Risk	Mitigation
Schedule delays due to construction cost escalation.	Verify scope of work, value engineer and funding source to move forward.

<u>Delivery Methods:</u>	<u>Project Costs:</u>
Design: Rotation List A/E Prof Services (Page Architects)	To-Date: \$2,564,592
Construction: CMR Selection (Hensel Phelps)	Current Budget: \$113,685,000
	Projected Est. Total Project Cost (TPC): \$148M



Anticipated: 40.24%
Contract Goal: 31.60%



Description – The main expansion project will design and build an addition of 3 Gates to the west end of the Barbara Jordan Terminal (BJT) and replace 12 aging boarding gates. This project will provided infrastructure needed for passenger growth, comfort, health and safety.

[illegible]

13184.014 – Barbara Jordan Terminal Optimization (Gate 13 Renovation)

Sponsor – Ghizlane Badawi
AUS Project Manager – Robert Mercado

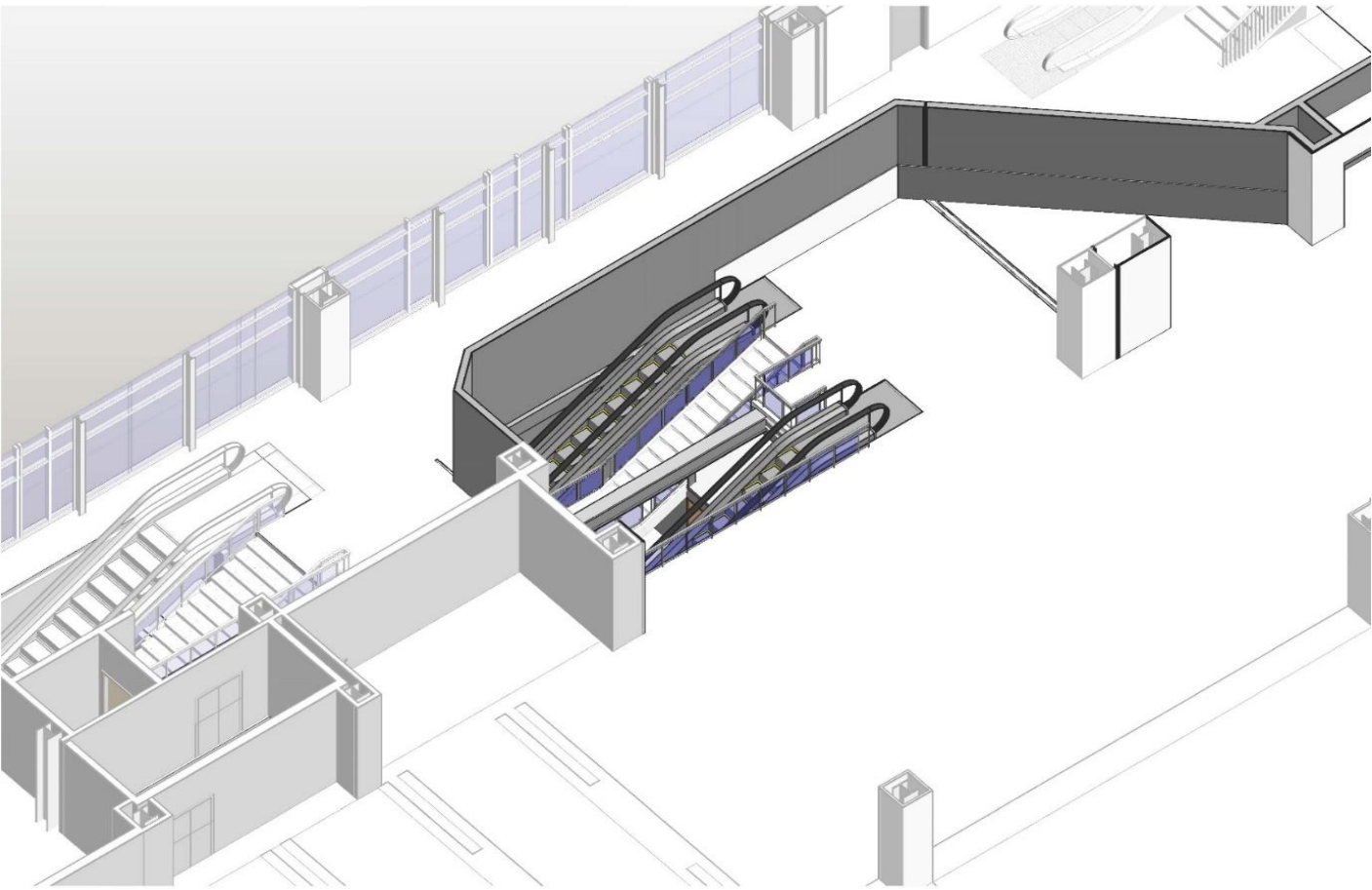
- Status:
- Interior work is under construction to be complete March 2023
 - Enhanced work is being priced to be added to project.
 - Exterior Work CDs being completed to allow bus operation.
 - Escalators to arrive early December 2022

Risk	Mitigation
Schedule delays due to availability of labor and materials.	Verify scope of work to include non long-lead materials.

%MWBE (design)
Anticipated: 20.46%
Contract Goal: 3.15%

Delivery Methods:	
Design: Rotation List A/E Prof Services (Page Architects)	Project Costs: To-Date: \$622,790
Construction: JOC Rotation / CMR (Alpha Bldg. and Hensel Phelps)	Current Budget: \$7,000,000

Description – The renovation of existing Gate 13 in the east end of the Barbara Jordan Terminal (BJT) to allow for more efficient bus operation and ground loading of planes on the Apron. Scope includes the installation of 2 escalators and a central stairway.



Project Schedule:

FY22				FY23				FY24			
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	12/01/2021 - 11/1/2022										
	Design Phase			9/7/2022 - 3/1/2023							
				Construction Phase			03/01/2023 - 3/1/2024				
							Post-Construction Phase				



6000.121–Midfield Investigations and Vehicle Checkpoints

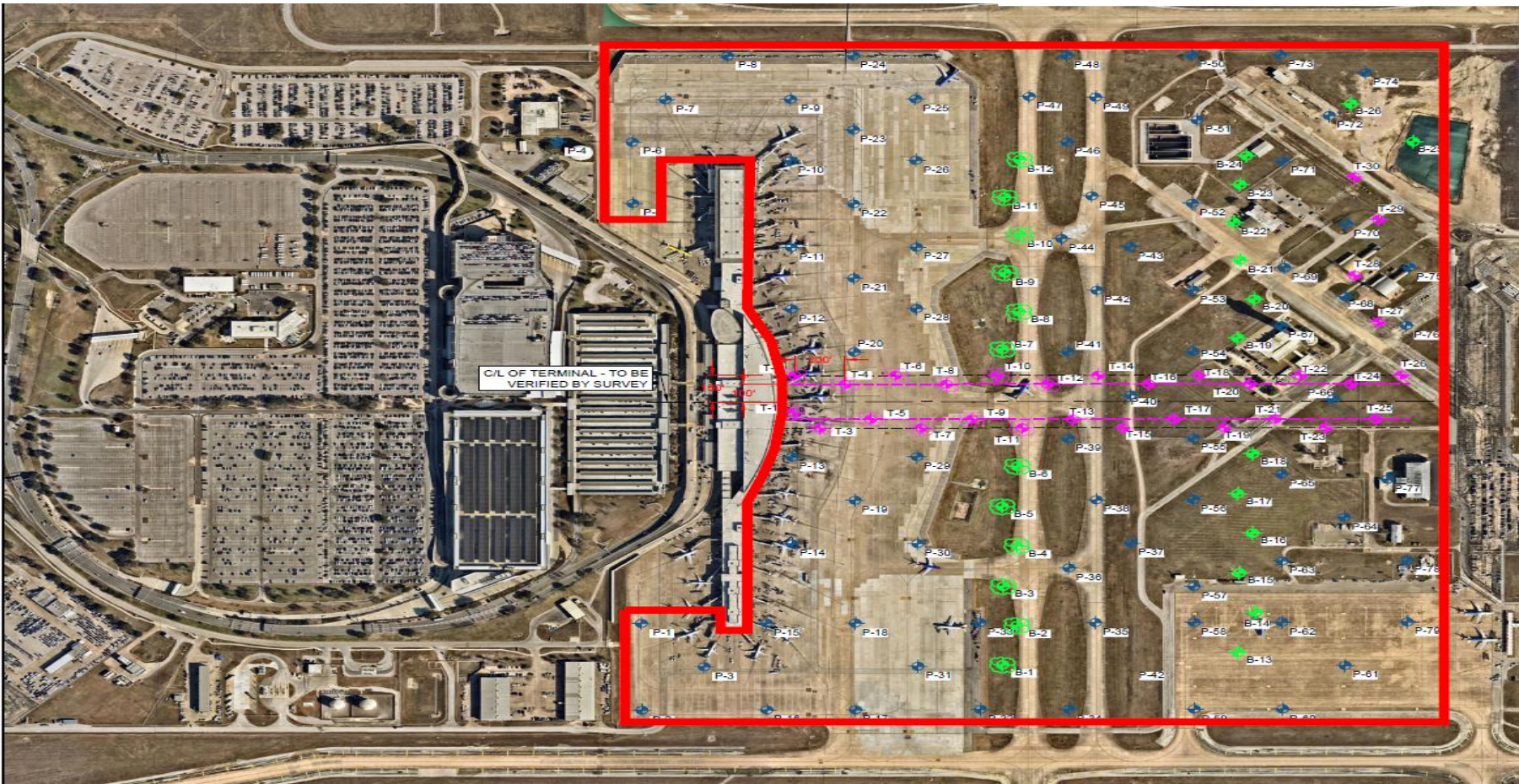
Sponsor – TBD
Project Manager – Torrey Henson

- Status:
- Notice to proceed issued for Consultant.
 - Project schedule expected week of October 24.
 - First Phase of Midfield survey due Nov 11.
 - Remaining survey information due Feb, 2023.
 - Checkpoint Design to begin by Nov 15.
 - **Budget:** Design delayed due to contracting and subcontractor contract finalization.

Risk	Mitigation
Schedule delays due to change in subcontractors contract executions; Entire survey scope will take place during during overnight hours.	Have begun coordinating with Airlines and Operations for expected aircraft/equipment relocations, and Taxiway/RON/APRON closures.

Delivery Methods:	Project Costs:
Design Bid Build – Rotation List	To-Date – [TBD]
(existing) Construction – TBD	Total Budget – \$6,500,000

%MWBE
Anticipated: TBD%
Contract Goal: TBD%



5415.112 – Existing Terminal Centralized Baggage Handling System Upgrades

Sponsor – Ghizlane Badawi
AUS Project Manager – Rohini Kumarage

- Status:
- Phase 1 – 100% Baggage Handling System Design Approved by TSA
 - Tenant/Enabling – North Side Tenant Demolition has begun
 - West Infill Phase 2 – 60% Design submitted to AUS
 - Budget: Phase 1 on track, Phase 2 pending 100% drawings

Risk	Mitigation
Construction Material shortage and lead/delivery times	Ordering all equipment and materials early, tracking material pricing and procurement/delivery times

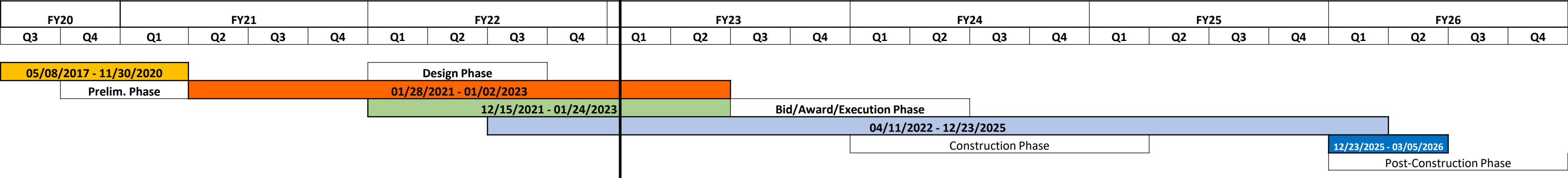
%MWBE
Anticipated: 10%
Contract Goal: 5.52%



Description – Design and build a new centralized baggage handling system (BHS) to increase screening capacity, address existing operational concerns, and upgrade to 30 Million Annual Passengers processed.

Delivery Methods:	Project Costs:
Design-Build Contractor: Whiting-Turner	To-Date – \$21,631,376.97 Total Budget – \$236,782,920

Project Schedule:



AEDP Element Programming

Sponsor – Somer Shindler
AUS Lead – Jennifer Williams

- Status:
- **DDFS and Planning Assumptions** – Finalized by end of November
 - **BJT Optimization** – Working on analysis SSCP, Ticket Counter needs to match BHS Project capacity
 - **CUP** - Location determined; analyzing technology solutions
 - **Tunnel** – Kicked off series of scope workshops for cell sizing: APM, BHS, Utilities
 - **Design Standards** – Reviewing outline; benchmarking completed
 - **Sustainability Goals Definition** - Subconsultant contract being executed
 - **Horizontal and Vertical Control** – Survey and Geotech underway; updated final ALP due in February

<u>%MWBE</u>
Anticipated: 34.3%
Contract Goal: 31.6%

Risk	Mitigation
1. Output can change current project scopes 2. Schedule of current service 3. Cost	1. Coordinating daily with PMs and EPM 2. Focus on BJT Optimization while working on larger Program 3. Thorough analysis and complete scope definition to limit scope creep during construction; risk analysis performed during programming; analyzing delivery methods to minimize cost and schedule impacts

<u>Delivery Methods:</u> tbd	<u>Project Costs:</u> To-Date – \$1.17M Total Budget – \$25M (current authority)	<u>Description</u> – Initial tasks may include campus-wide programming for facilities and infrastructure and will include the airside, terminal, landside, and utility improvements necessary to support AUS's Airport Expansion and Development Program (AEDP) through 2030. Deliverables from the Airport Principal A/E consultant include multiple planning studies, project definition documents and schematic design packages for use by AUS to solicit design and construction services for the implementation of specific projects within the AEDP.
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Project Milestones:

- **DDFS and Planning Assumptions** – November 30
- **BJT Optimization** – Outline for PDDs April 2023; Complete December 2023
- **CUP** - Utility Programming – March 2023
- **Tunnel** – Anticipate Survey and Geotech January 2023; Cell Decision December 2023
- **Design Standards** – Complete by December 2023
- **Sustainability Goals Definition** - Workshops with Stakeholders Dec – February; Est Completion April 2023
- **Horizontal and Vertical Control** – Facility Requirements received 9/30/2022; Final H + V Control Plan January 2023; Cost estimates in April 2023



Indicative Schedule of Future AUS Action Items

<i>Project Name/Scope</i>	<i>Airport Advisory Commission*</i>	<i>Austin City Council*</i>
<i>BJT Optimization (3-Gate Expansion) – CMR Construction - 2nd Vendor (H-P)</i>	<i>6/14/2022</i>	<i>6/16/2022 Passed</i>
<i>AEDP Airfield Infrastructure - Design Consultant</i>	<i>6/14/2022</i>	<i>6/16/2022 Passed</i>
<i>Program Management Support Consultants (PMSC)</i>	<i>7/12/2022</i>	<i>7/28/2022 Passed</i>
<i>Gate 13 - JOC Authorization Increase \$3M>\$4M (Alpha)</i>	<i>6/14/2022</i>	<i>7/28/2022 Passed</i>
<i>AEDP Airfield Infrastructure – CMR Construction Contract</i>	<i>8/9/2022</i>	<i>9/1/2022 Passed</i>
<i>BTJ Optimization Phase II – Alternative Delivery Approval</i>	<i>10/11/2022</i>	<i>10/27/2022</i>
<i>Central Utility Plant - Alternative Delivery Approval</i>	<i>TBD</i>	<i>TBD</i>
<i>Existing BHS - RCA for Full BHS/West Infill Construction - Package 2</i>	<i>TBD</i>	<i>TBD</i>
<i>Concourse B - Alternative Delivery Approval</i>	<i>TBD</i>	<i>TBD</i>

Staff Notes:

- Contract for Communications and Marketing Support for AEDP resolicited.
- Baggage Handling System – Seeking Authority for next phase of facility improvements

Journey With AUS

Exciting Experiences Ahead

Thank You!
Questions?

Follow progress of the program at
AustinTexas.gov/AEDP

AEDP Contracting & Business Opportunities
AustinTexas.gov/AEDP-Business





AIRPORT ADVISORY COMMISSION

ITEM 7 – STAFF BRIEFINGS

Discussion regarding Airport ASQ Survey
Results, presented by Ghizlane Badawi, Chief
Operating Office

The
voice of the
world's **airports**



ASQ Departures

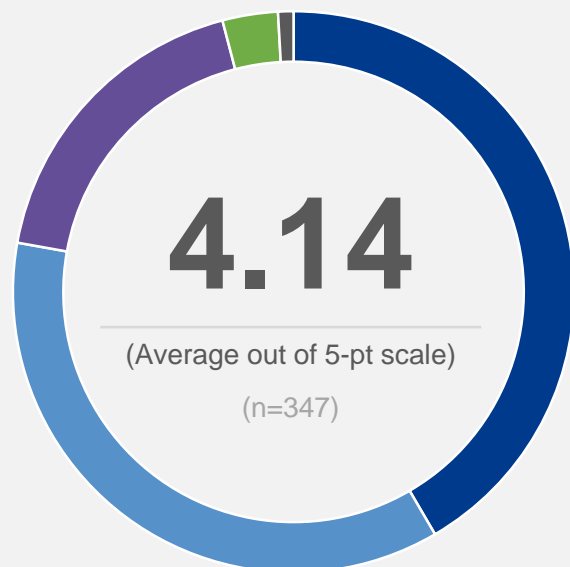
Passenger Satisfaction Report

AUS – Airport Performance
Q3 2022

AUS – Airport Performance

Satisfaction: Overall & by Segments – Q3 2022

Overall Satisfaction



Score Distribution

Excellent	Very Good	Good	Fair	Poor
42%	36%	18%	3%	1%

Overall Satisfaction by:



Main Reason for Travel

Business	n=98	4.06
Leisure	n=125	4.09
Personal	n=124	4.27



Traffic Type

Domestic	n=342	4.14
International	^	



Connection

Direct Flight	n=271	4.13
Connecting PAX	n=76	4.20



Group Composition

Alone	n=196	4.10
In Group	n=151	4.20



Flight Status

On Time	n=282	4.18
Delayed	n=59	3.89



Perception of Crowd*

Not crowded (T2)	n=142	4.35
Crowded (B2)	n=89	3.96

Base (n): Respondents providing a valid response ^ Results cannot be presented due to the very small sample (<10)

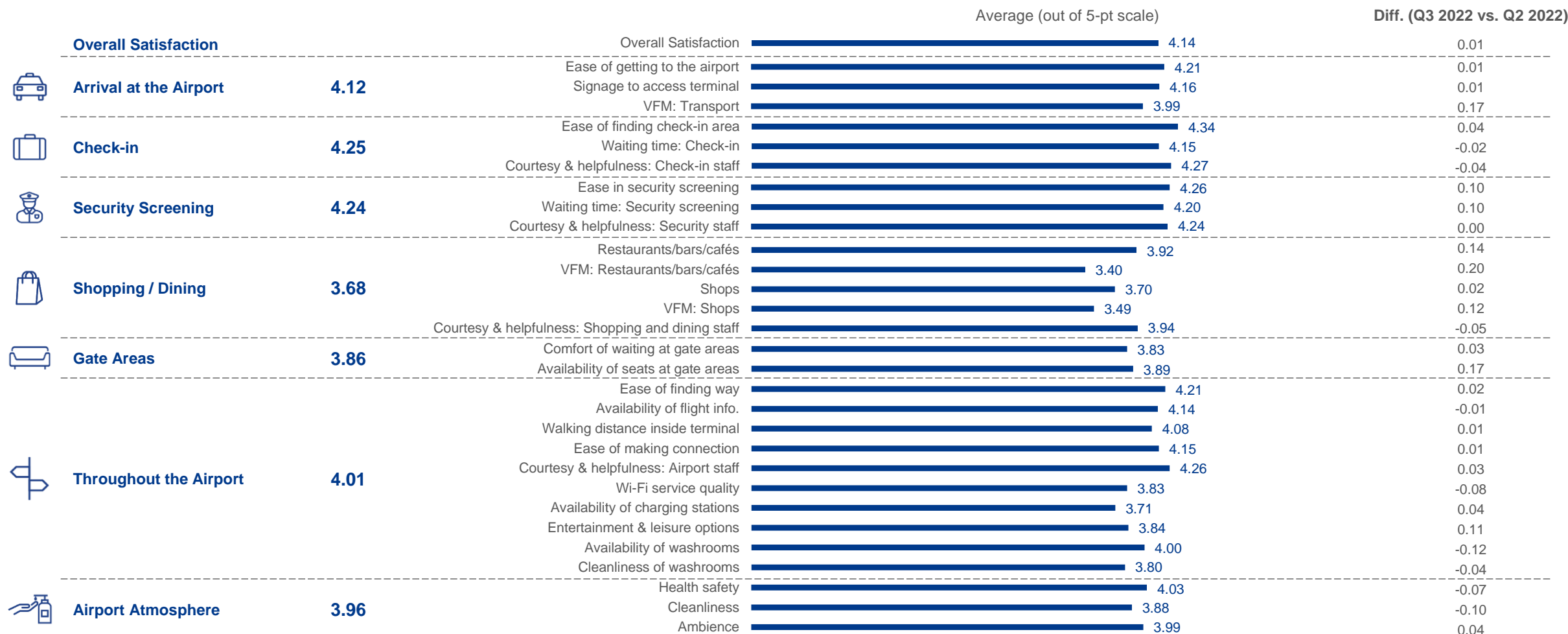
Q10. Based on your experience today, please rate THIS airport – Overall Satisfaction

Note: The green and red values indicate that the segment's performance is **higher** or **lower** at a statistically significant level (95%). Each segment's performance is compared to that of the rest of the groups, i.e., TOTAL others (excluding their own segment).

*T2 and B2 respectively refer to respondents who selected the top 2 boxes (Not at all crowded, Not crowded) and the bottom 2 boxes (Crowded, Very crowded) on the 5-pt scale.

AUS – Airport Performance

Satisfaction by Category & Service Quality Items – Q3 2022



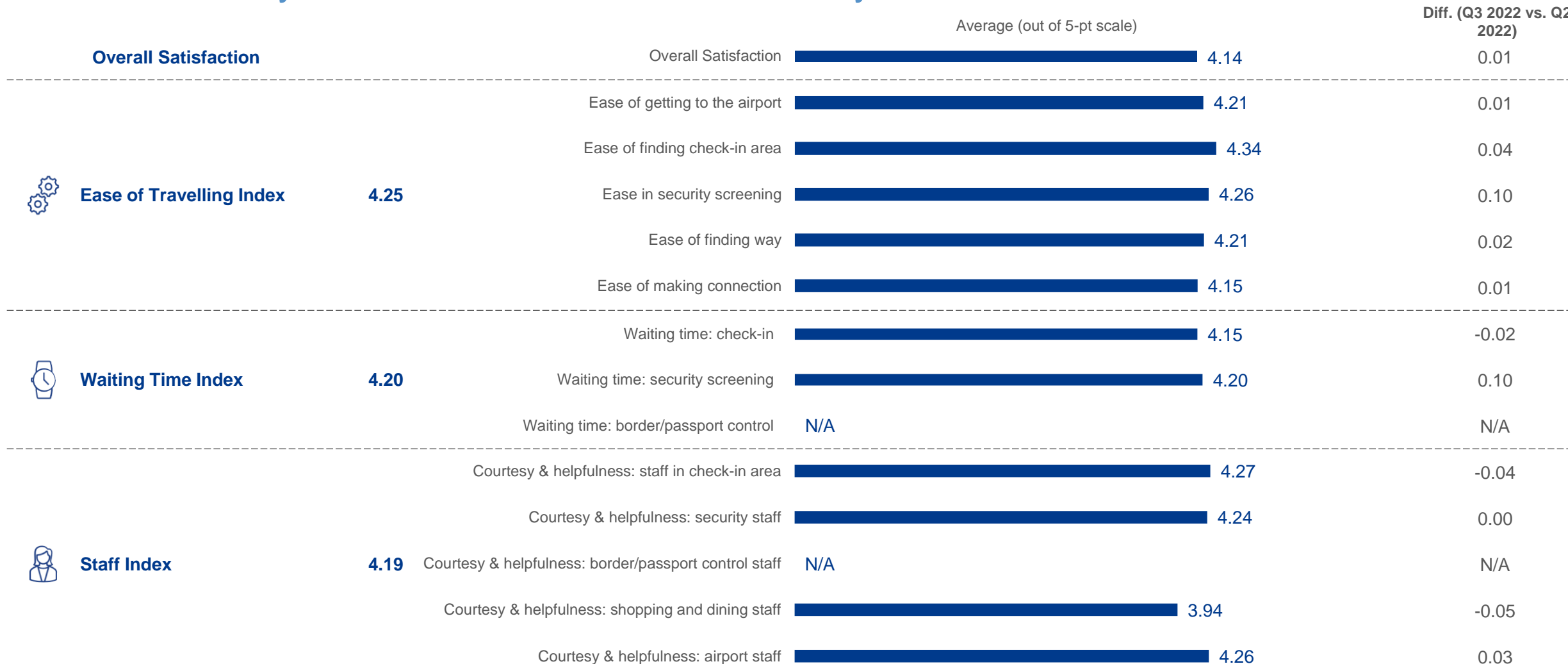
Average scores by category are based on the average scores of all items within the category, weighted by their number of respondents. All items have the same importance as there are no additional weights applied.

Q10. Based on your experience today, please rate THIS airport on each service item.

Note: The green and red values indicate that the segment's performance is **higher** or **lower** at a statistically significant level (95%) compared to previous quarter.

AUS – Airport Performance

Satisfaction by ASQ Indexes & Service Quality Items – Q3 2022



Average scores by category are based on the average scores of all items within the category, weighted by their number of respondents. All items have the same importance as there are no additional weights applied.

Q10. Based on your experience today, please rate THIS airport on each service item.

Note: The green and red values indicate that the segment's performance is **higher** or **lower** at a statistically significant level (95%) compared to previous quarter.

AUS – Airport Performance

Most Important Service Quality Items & Satisfaction – Q3 2022

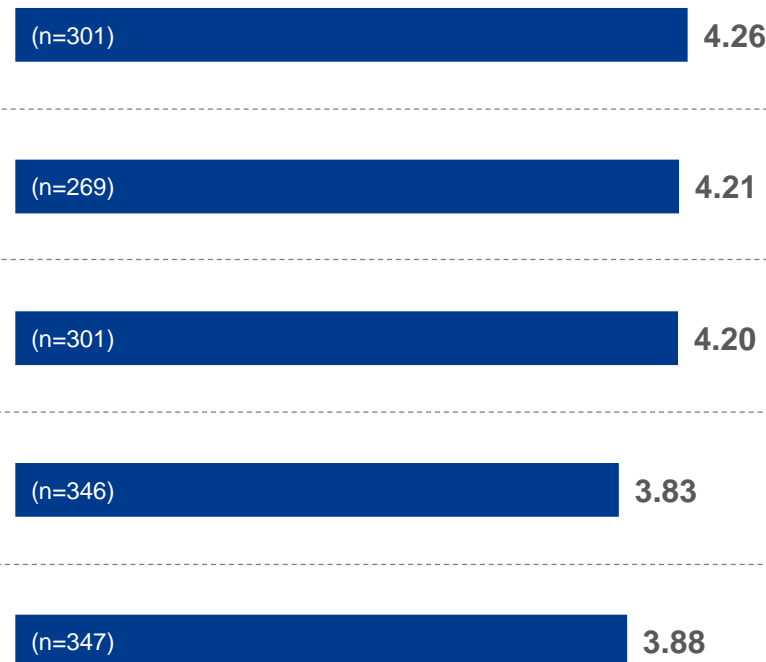
Top 5 Most Important Items

(n=347)

1	Ease of going through security screening	39%
2	Ease of getting to the airport	32%
3	Waiting time at the security screening	25%
4	Comfort of waiting at the gate areas	20%
5	Cleanliness	17%

The figure presents the proportion (%) of respondents who mentioned the item amongst the most important items based on their experience at your airport. Because respondents were able to select several items, the total of mentions may exceed 100%.

Satisfaction with these Service Items



The figure presents the average (out of 5-pt scale) for the items identified as important amongst all of the respondents who have rated the item.

Base (n): Respondents providing a valid response

Q11. Based on your experience at THIS airport, write the letters of your 3 most IMPORTANT items from question 10.

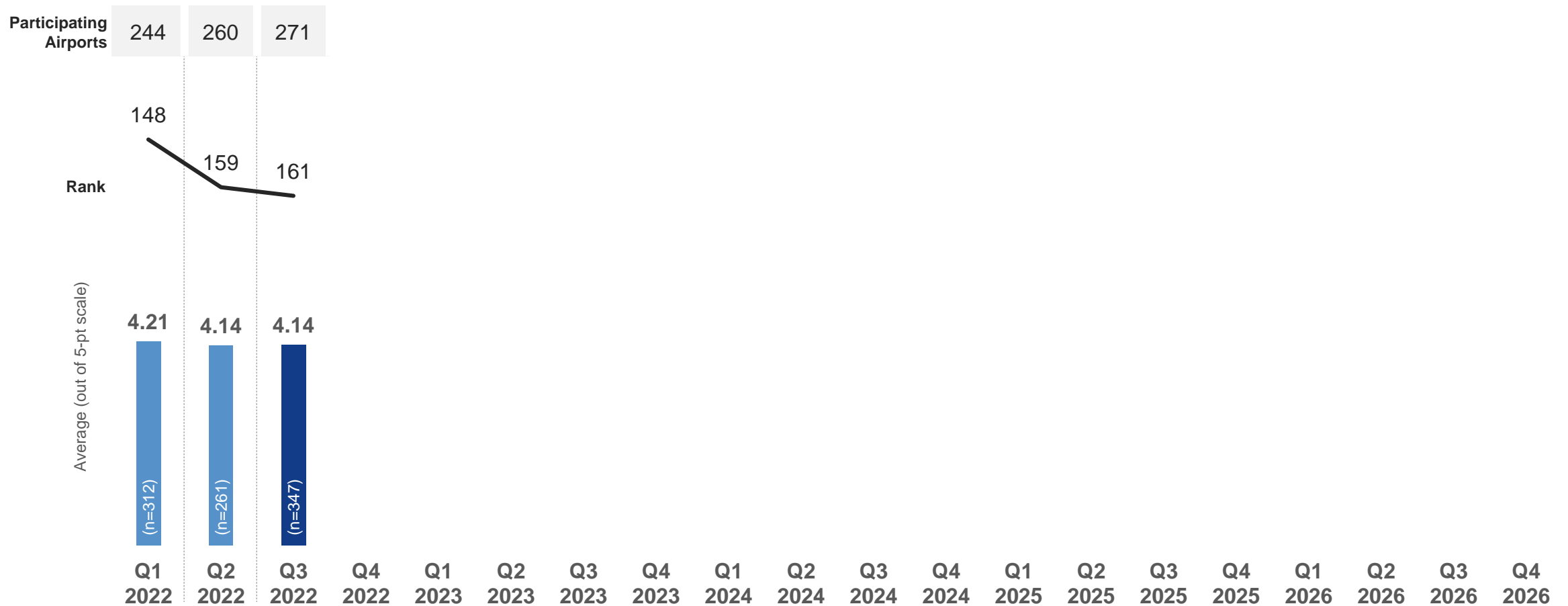


AUS – Trend Over Time

Q3 2022 Compared to Previous Quarters

AUS – Trend Over Time

Overall Satisfaction Score & Rank



Base (n): Respondents providing a valid response

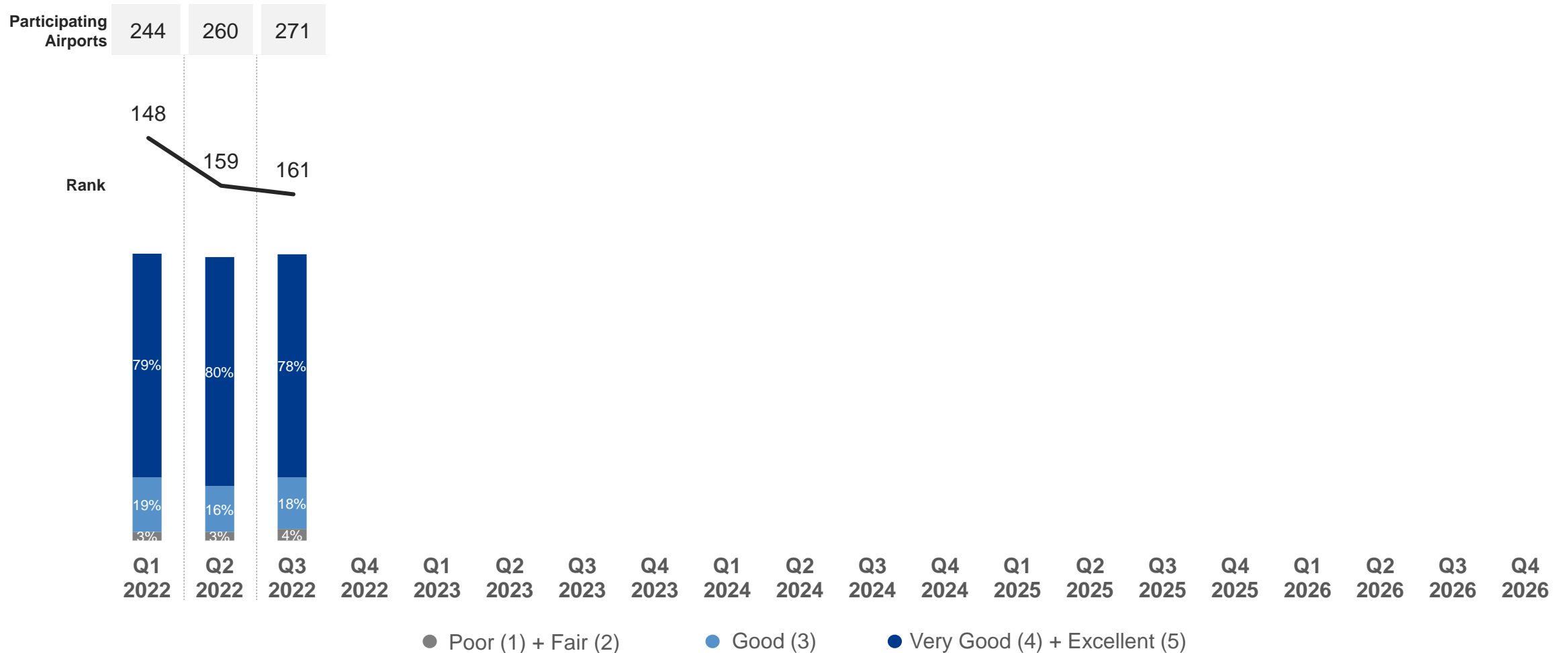
Q10. Based on your experience today, please rate THIS airport – Overall Satisfaction

Rank is based on all ASQ participating airports for each quarter.

Note: The green and red values indicate that the performance is **higher** or **lower** at a statistically significant level (95%) compared to previous quarter.

AUS – Trend Over Time

Overall Satisfaction Score Distribution & Rank

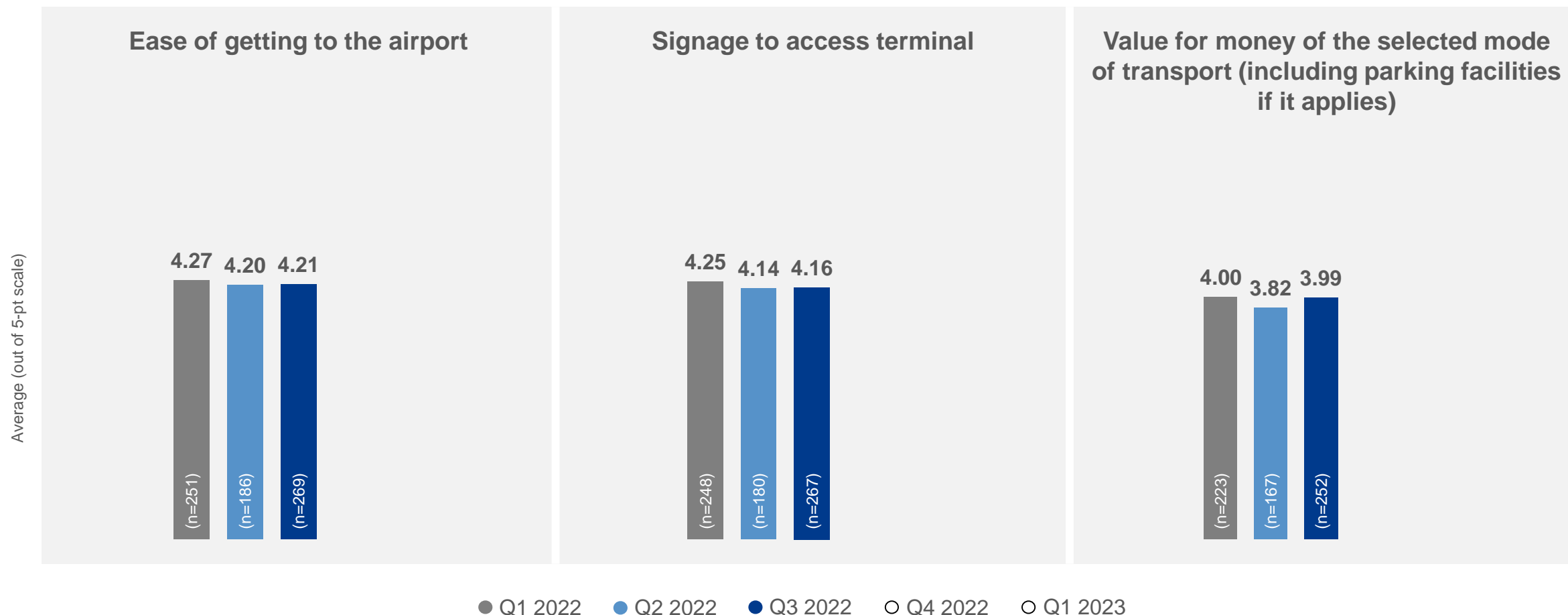


Q10. Based on your experience today, please rate THIS airport – Overall Satisfaction
Rank is based on all ASQ participating airports for each quarter.



AUS – Trend Over Time

Satisfaction by Service Quality Items: Arrival at the Airport



Base (n): Respondents providing a valid response.

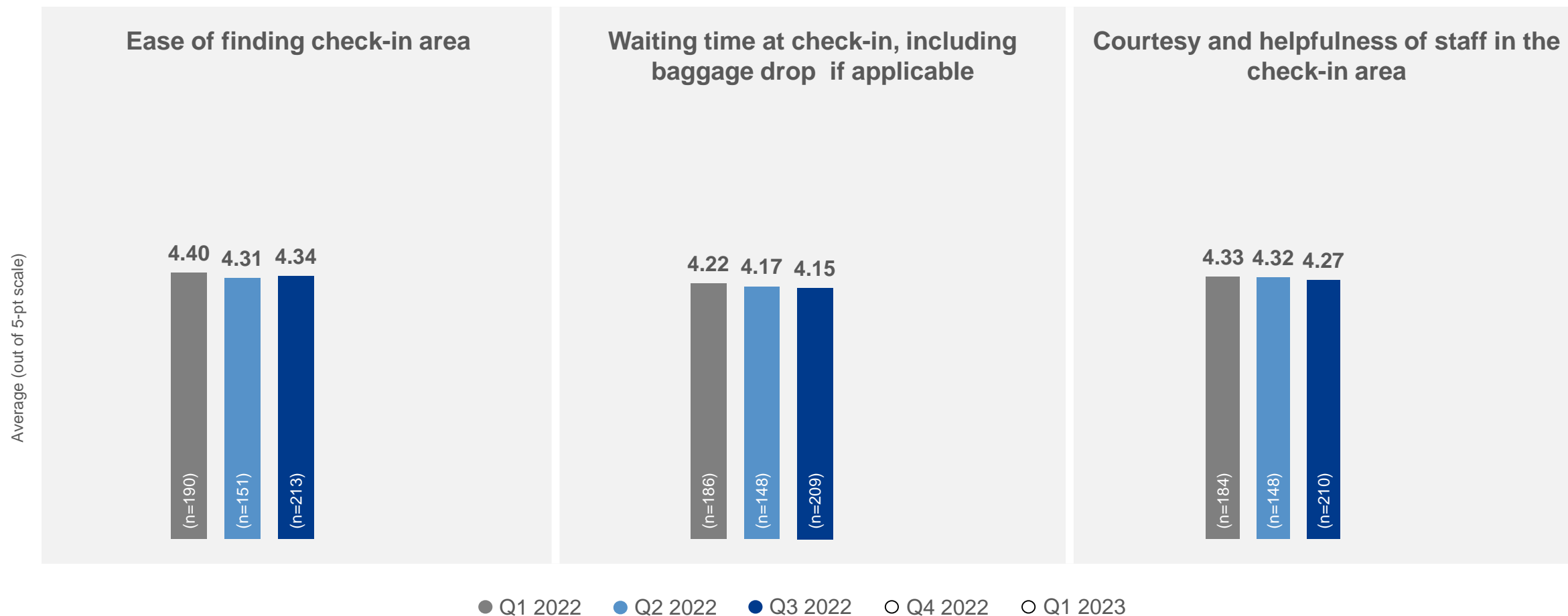
Q10. Based on your experience today, please rate THIS airport on each service item.

Note: The green and red values indicate that the performance is **higher** or **lower** at a statistically significant level (95%) compared to previous quarter.



AUS – Trend Over Time

Satisfaction by Service Quality Items: Check-In



Base (n): Respondents providing a valid response.

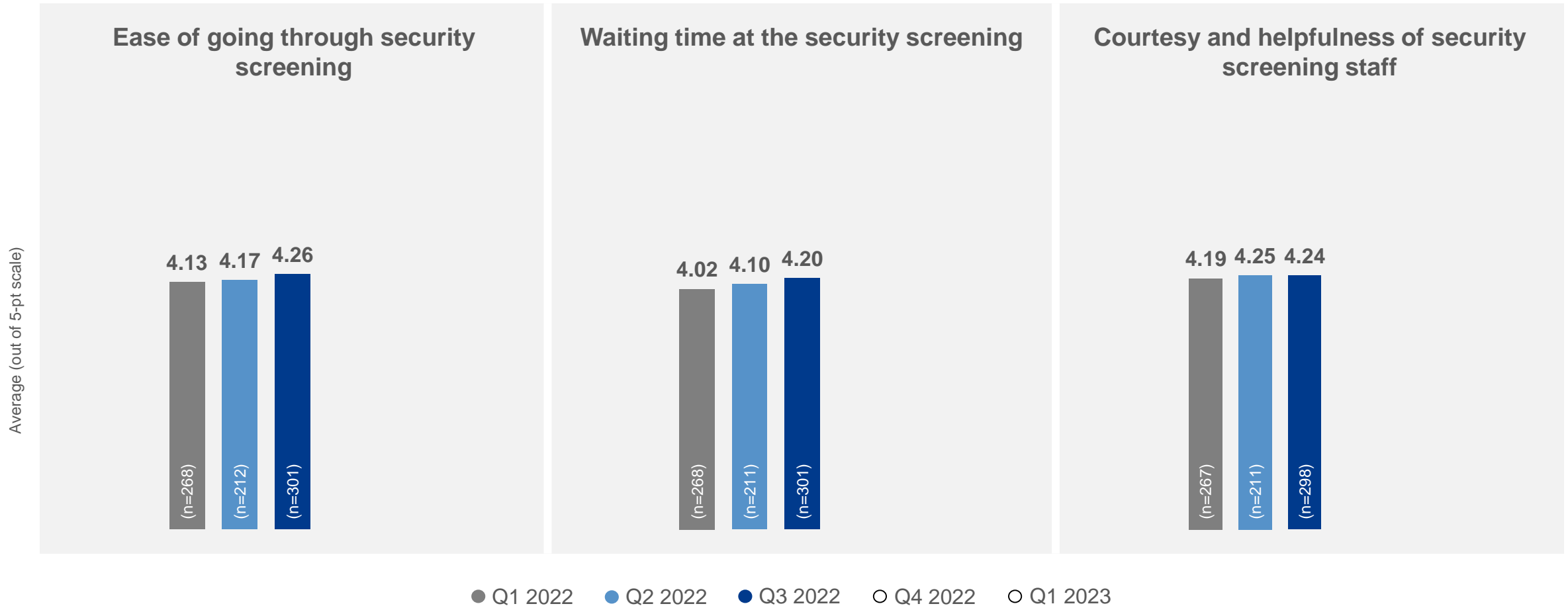
Q10. Based on your experience today, please rate THIS airport on each service item.

Note: The green and red values indicate that the performance is **higher** or **lower** at a statistically significant level (95%) compared to previous quarter.



AUS – Trend Over Time

Satisfaction by Service Quality Items: Security Screening



Base (n): Respondents providing a valid response.

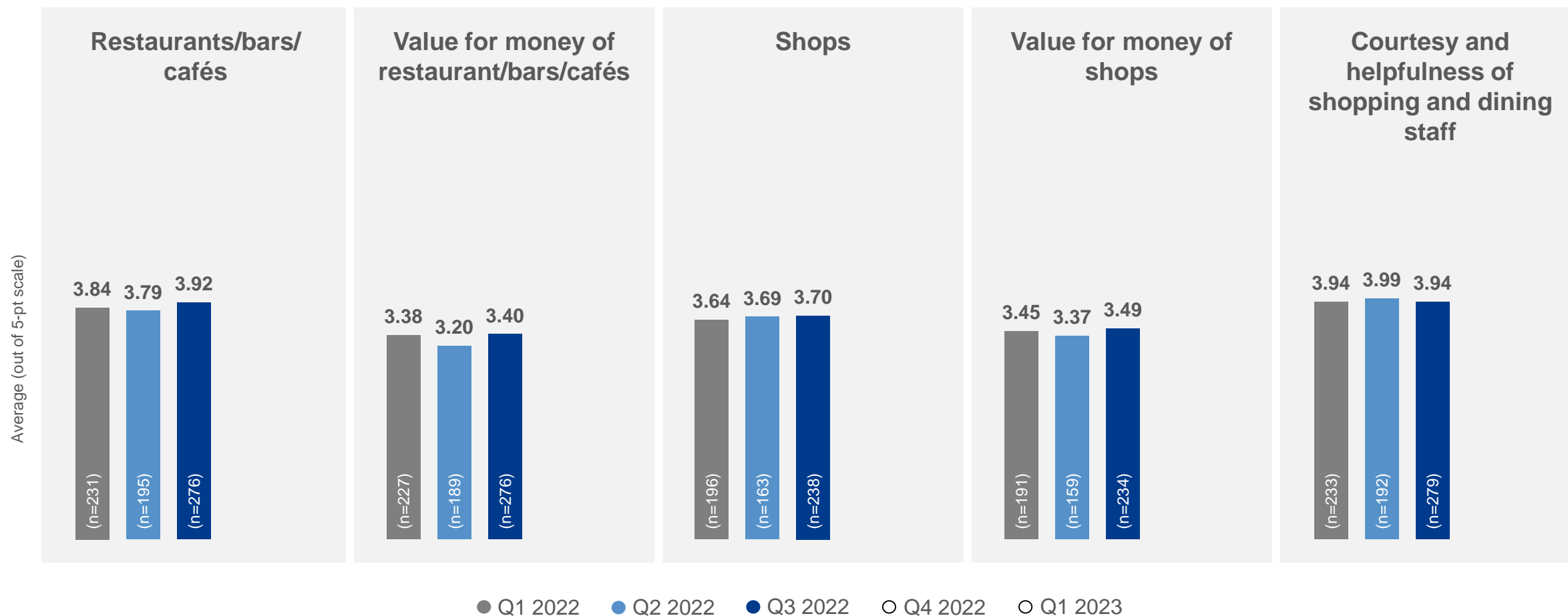
Q10. Based on your experience today, please rate THIS airport on each service item.

Note: The green and red values indicate that the performance is **higher** or **lower** at a statistically significant level (95%) compared to previous quarter.



AUS – Trend Over Time

Satisfaction by Service Quality Items: Shopping/Dining



Base (n): Respondents providing a valid response.

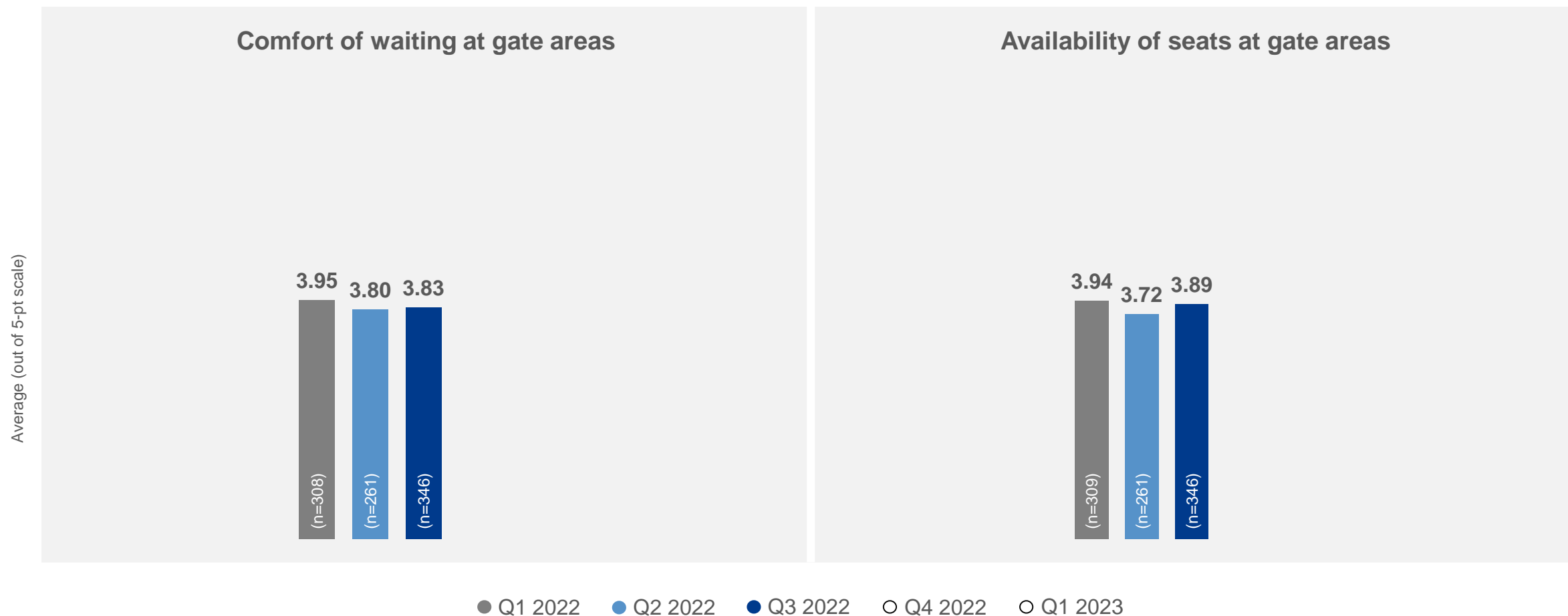
Q10. Based on your experience today, please rate THIS airport on each service item.

Note: The green and red values indicate that the performance is **higher** or **lower** at a statistically significant level (95%) compared to previous quarter.



AUS – Trend Over Time

Satisfaction by Service Quality Items: Gate Areas



Base (n): Respondents providing a valid response.

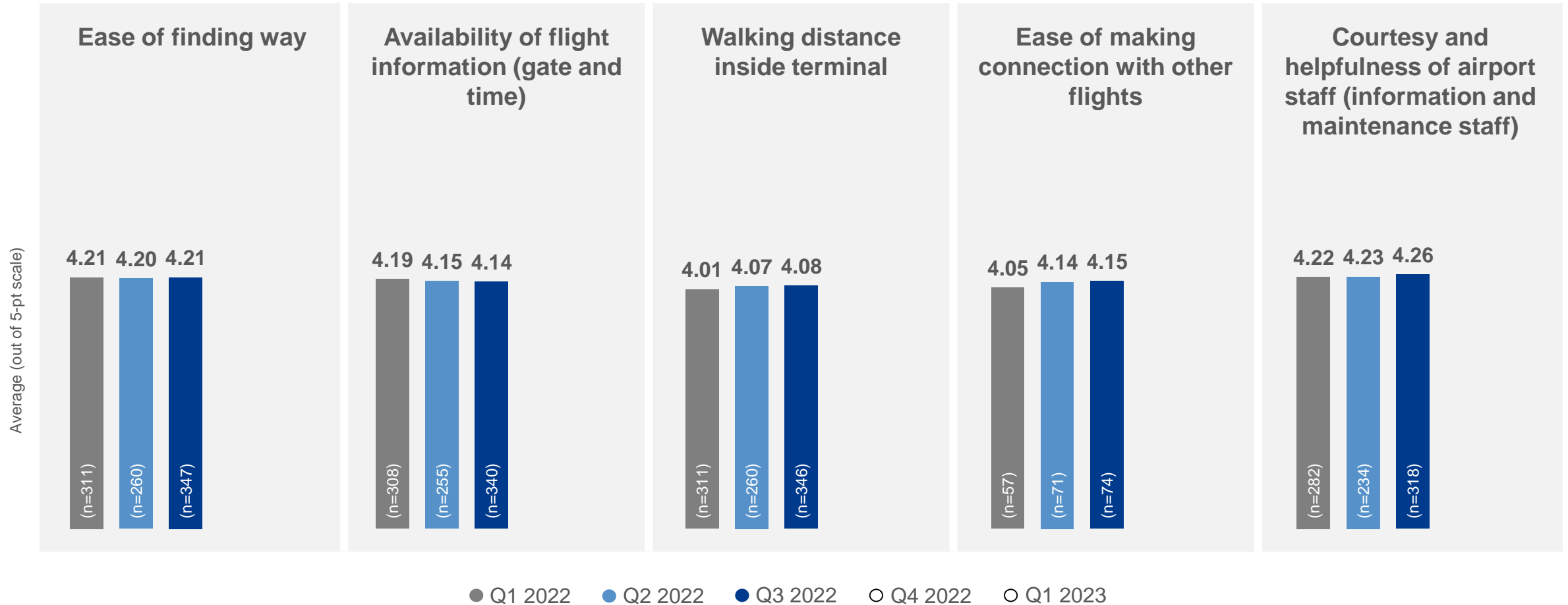
Q10. Based on your experience today, please rate THIS airport on each service item.

Note: The green and red values indicate that the performance is **higher** or **lower** at a statistically significant level (95%) compared to previous quarter.



AUS – Trend Over Time

Satisfaction by Service Quality Items: Throughout the Airport (1/2)



Base (n): Respondents providing a valid response.

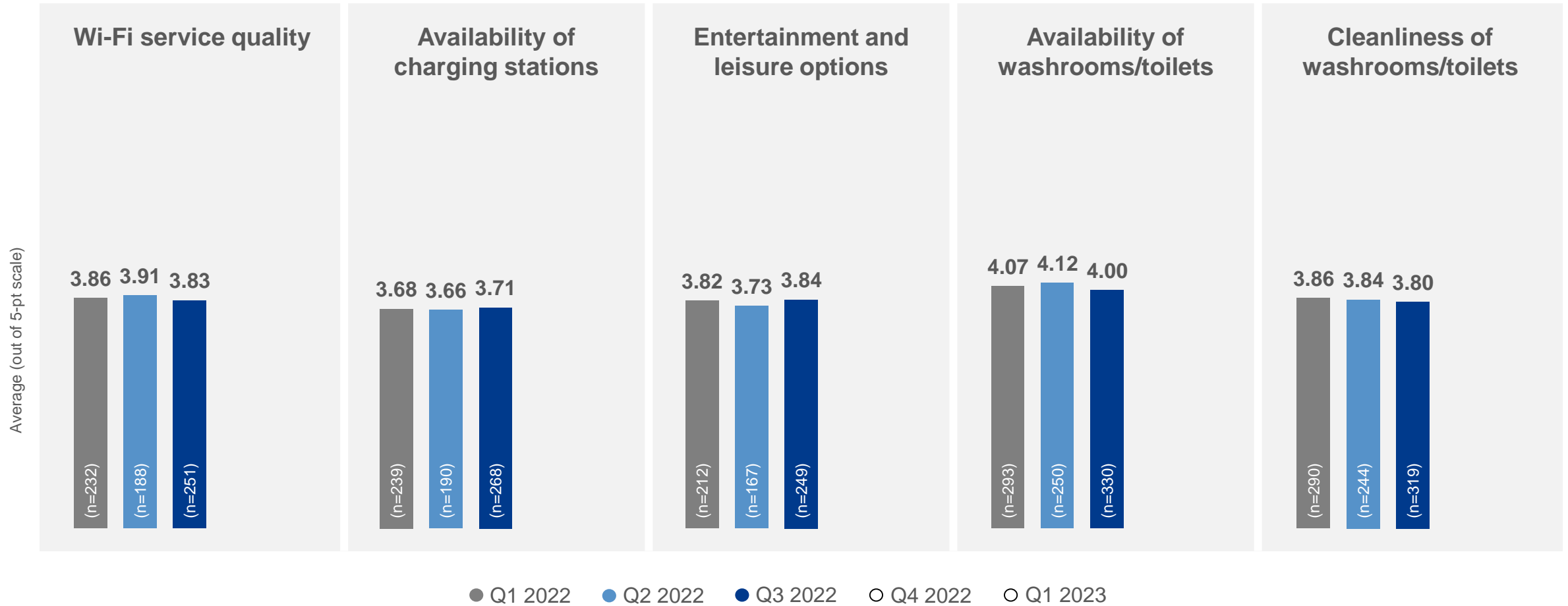
Q10. Based on your experience today, please rate THIS airport on each service item.

Note: The green and red values indicate that the performance is **higher** or **lower** at a statistically significant level (95%) compared to previous quarter.



AUS – Trend Over Time

Satisfaction by Service Quality Items: Throughout the Airport (2/2)



Base (n): Respondents providing a valid response.

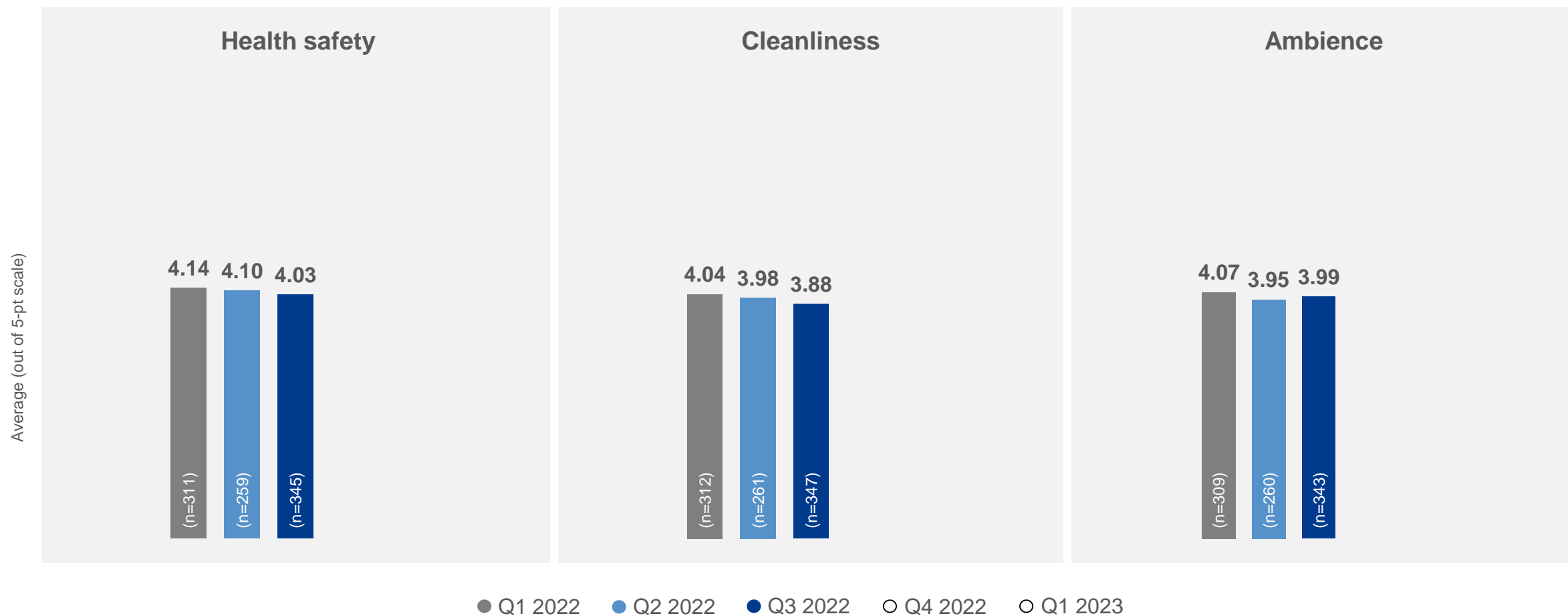
Q10. Based on your experience today, please rate THIS airport on each service item.

Note: The green and red values indicate that the performance is **higher** or **lower** at a statistically significant level (95%) compared to previous quarter.



AUS – Trend Over Time

Satisfaction by Service Quality Items: Airport Atmosphere



Base (n): Respondents providing a valid response.

Q10. Based on your experience today, please rate THIS airport on each service item.

Note: The green and red values indicate that the performance is **higher** or **lower** at a statistically significant level (95%) compared to previous quarter.



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AIRPORT ADVISORY COMMISSION

ITEM 8 – STAFF BRIEFINGS

Discussion of the AUS Advertising Request for
Proposal, presented by Mookie Patel, Chief
Business and Finance Officer

AUS Advertising RFP Discussion



Austin-Bergstrom
International Airport



Mookie Patel
November 8, 2022

Airport Advertising Program

Airport Advertising Programs are a traditional source of Non-Airline Revenue for airports throughout the country. The Airport Advertising program is comprised of indoor terminal advertising in the Barbara Jordan Terminal and outdoor advertising in the parking garage and adjacent spaces.

Goals for the AUS Advertising Program:

- Create a positive travel experience by utilizing innovative, eye-catching and dynamic displays with creative artwork
- Create an attractive and inviting environment that amplifies a sense of place for the traveling public
- Provide a high level of customer service aligned with the City's values
- Create a sense of pride in the community by reflecting it in the advertising program
- Showcase AUS as a Partner in the local community
- Create opportunities that encourage Airport Concessions Disadvantaged Business Enterprises ("ACDBE") in all aspects of the Concession Program

Why is it Important?

- Expected to produce over \$50 million in revenue over the life of the contract
- Partner will enhance the terminal experience and drive value to the Airport and Community by showcasing a mix of local, national and international brands, using the most up to date and engaging technologies
- Partner will help design the new advertising program for the new terminal



Austin-Bergstrom
International Airport



Advertising Policies and Guidelines

- Displays, equipment and other advertising materials provided by the Concessionaire will be suitable and of a proper grade and quality, and to the satisfaction of the Airport. They should be maintained and kept neat and clean at all times.
- Displays and equipment should meet ADA standards as prescribed by the Airport
- Advertising creatives should be formulated and designed to be suitable for the airport setting in respect all age groups, genders, cultures, business partners, government agencies, city, state and federal laws.
- Advertising creatives for larger displays like spectaculars or large LED displays must respect the aesthetics and working environment in the terminal through muted backgrounds and softer messaging.
- Advertising creatives that offer entertainment, or that support, or foster objectives promoted from time to time at the Airport (such as, for example, a “sense of place”) are encouraged.
- The Advertising Program will be in line with the City’s Sign ordinance and any exterior signage will be reviewed by the Law Department to ensure that the ads are in compliance with City regulations.

RFP Timeline & Selection

- Pre Issuance Prep and Guidance with SMBR began February 10, 2022
- Program Compliance Coordinator from Purchasing added to the team on March 14, 2022
- RFP Issuance on April 21, 2022
- Pre Proposal Meeting and Tour of the Facility held on April 28, 2022
- For those unable to attend the previous Tour, a Second Tour was held on May 13, 2022
- Proposals were due July 14, 2022
- Four proposals were submitted for review.
- Evaluation and Scoring Meeting took place on August 11, 2022

		Clear Channel Airports	Intersection Media	JCDecaux Airport	Lamar Airports
Evaluation Criteria	Max Points				
Experience and Qualifications of the Offeror	10	8	3	7	8
Financial Responsibility of the Offeror	10	7	3	5	10
Management and Operations	20	17	7	17	13
Design and Quality of Advertising Program Facilities	30	25	10	15	25
Financial Projections and Return to the City	30	25	5	25	20
Total	100	82	28	69	76

Airport Advertising

Proposed Program

- 34 digital displays vs 36 print displays; 49% of locations/assets digital vs 51% locations/assets as printed media. The current program has 31 digital displays vs 26 print displays; 54% of locations/assets digital vs 46% locations/assets as printed media.
- All Clear Channel advertising displays' have independent power runs to each display and power is drawn from an independent circuit which is not connected to any of the airport's critical circuits or functions.
- Clear Channel will use industry-leading vendors to obtain the lowest power consumption commercial grade assets available. Direct View LED products (DVLED) with auto-dimming ambient light sensors set at certain percentage of brightness of the terminal environment; monitors can remotely adjust to AUS preference through a digital Content Management System (CMS). Additionally, printed lit assets use 40 to 50 percent less energy and last 2.5 times longer than traditional light boxes.
- All Clear Channel digital signage adheres with ADA compliance for motion graphics in terms of distance clearance from the beginning and end of moving walkways (20 feet), as well as any leading edge / depth compliance for protrusion into pedestrian walkways (no more than 4" depth). Digital content restrictions are not applicable for advertising (only wayfinding & directional is included in these ADA requirements); however our client advertising specifications encourage light to moderate transitions for digital ads and the brightness of the displays

Airport Advertising

Proposed Program – ACDBE Partners/Requirements

- *The ACDBE participation goal was set at 2% of the amount of gross receipts generated from the actual performance plus eligible amounts expended by the operator for the procurement of goods and services from ACDBEs.*
 - Over the 10 year contract the projected amount to ACDBEs could be between \$2,058,000-\$2,234,000 based on forecasted sales
- Clear Channel will continue to use two of their current ACDBE partners.
- Gates Aviation Consulting Services who will serve as the local General Manager, support the full-time airport manager and provide sales and compliance support
- Chivas Engineering & Consulting will provide general and electrical contractor services, maintenance and operations support
- A new third partner will be TES Concessions, Inc., to add additional sales and operations support as well as quality control for weekly on site inspections



CCA's Local ACDBE Team



Austin-Bergstrom
International Airport



Business Terms

*As Outlined in the RFP

- **Term:** 9 years, plus 1 one year option, in full or in part, at the discretion of the Airport.
- **Fee:** Minimum Annual Guaranteed Concession Fee ("MAGCF") or Percentage Rent.
 - MAGCF for the Initial Contract Year of no less than \$1,750,000.
 - MAGCF for subsequent Contract Years shall be the greater of the Initial Contract Year's MAGCF or 85% of Concession Fees payable to the City in the Contract Year immediately preceding.
 - In no event shall the MAGCF fall below that set for the Initial Contract Year.
 - Percentage Rent shall be at a minimum of 60% of annual Gross Receipts in years 1 – 4 and 65% in years 5 – 9.
- **Investment:** Capital investment of \$2.5 Million over the life of the contract, of which two thirds (66%) to be expended in the **first year** of the contract. The remaining capital investment must be expended by the end of year 5 to include a mid-term refurbishment.
- **Marketing Funds:** Annual 0.5% Concession Marketing Funds fee

Business Terms

* As Proposed by Clear Channel

- **The following terms were offered by Clear Channel in their proposal.**
- **Term:** 9 years, plus 1 one year option, in full or in part, at the discretion of the Airport.
- **Fee:** Minimum Annual Guaranteed Concession Fee ("MAGCF") or Percentage Rent.
 - MAGCF for the Initial Contract Year of no less than \$3,720,000.
 - Percentage Rent shall be 65% of annual Gross Receipts in years 1 – 4 and 66.25% in years 5 – 9.
- **Investment:** Capital investment of \$6.3-8.3 Million over the life of the contract
 - Initial Capital Investment of \$4.2 million
 - \$2 million in capital reserves for proper advertising as *Journey with AUS* progresses
 - \$2.1 million in mid-term capital refurbishment

Airport Advertising

Proposed Program – Community Benefits

- Clear Channel reserved funds to off-set the carbon impact of up to 50 annual round trip flights between their corporate headquarters and AUS through the Good Traveler Program
- Clear Channel through TreeFolks.org, will plant one new grove of trees in and around Austin each year, offer a scholarship donation of \$1,000.00, and pledge to promote #KeepAustinRooted's awareness campaign to combat the loss of tree canopy via their digital PSA filler program at AUS
- Through a collaboration with Hope Gallery, Clear Channel will feature art exhibits within their digital program and will be promoting the #1 recycling project in Austin as their sculptures utilize recycled materials.



Proposed Concepts

* These are only proposed and have not been agreed upon



Dynamic Digital Gateway



Zeus Guitar Upgrade & LED



Welcome to ATX LED



Parking Sponsorship



Event Welcome Center



Heart of Austin Tower



Austin-Bergstrom
International Airport



Questions?



Austin-Bergstrom
International Airport

