



**REGULAR MEETING of the  
AIRPORT ADVISORY COMMISSION (AAC)  
March 13, 2024 3:00 PM  
6310 WILHELMINA DELCO DR., ROOM 1405  
AUSTIN, TEXAS 78752**

*Some members of the Commission may be participating via videoconference.*

Livestream of the meeting will be available at ATXN1  
<https://www.austintexas.gov/watch-atxn-live>

Audio of the meeting will be available as an alternative to attending in person. Please email Ammie Calderon at [ammie.calderon@flyaustin.com](mailto:ammie.calderon@flyaustin.com) by Noon of the day of the meeting for dial-in details.

Public comment for general communication and for specific agenda items will be allowed in-person or remotely via telephone.

In person registration is available for speakers who sign up at the meeting location prior to the meeting being called to order. Registration to speak remotely is available for speakers who have provided an email to Ammie Calderon at [ammie.calderon@flyaustin.com](mailto:ammie.calderon@flyaustin.com), no later than Noon of the day before the meeting.

**CURRENT BOARD MEMBERS**

Wendy Price Todd, Chair  
Bakari Brock, Vice-Chair  
Patrick Rose, Secretary

Raymond Young  
Jeremy Hendricks  
Jonathan Coon

Chad Ennis  
Scott Madole  
Doyle Valdez

Fang Fang  
Jeff Eller

**AGENDA**

**CALL TO ORDER**

**PUBLIC COMMUNICATION: GENERAL**

Public communication for items not on the agenda.

The first 5 registered speakers will each be allowed a three minute allotment to address the Airport Advisory Commission on an item that is not posted on the agenda. Please see further instructions on registration above.

Public communication for items included in the agenda as a Discussion/Action item.

Registered speakers will each be allowed a three minute allotment to address the Airport Advisory

Commission on an item that is posted as a Discussion/Action item, but may not address the Airport Advisory Commission on an item posted as a Briefing. Please see further instructions on registration above.

### **APPROVAL OF MINUTES**

1. Approve the minutes of the AAC regular meeting on February 14, 2024

### **STAFF BRIEFINGS**

2. January 2024 Financial Results presented by Rajeev Thomas, Chief Financial Officer
3. Air Service Update provided by Jamy Kazanoff, AUS Air Service Development
4. Journey with AUS (AUS AEDP/Capital Improvement Program) Active Projects Update provided by Lyn Estabrook, Deputy Chief Development Officer
5. Fiscal Year 2024 Grant Plan Update presented by Rajeev Thomas, Chief Financial Officer
6. AUS Wayfinding Update presented by Jennifer Williams, Planning and Design Management Officer
7. Update on Fixed Based Operations at AUS presented by John Gallo, Commercial Management Division Manager

### **DISCUSSION/ACTION ITEMS**

8. Authorize negotiation and execution of a contract for AirportIQ airport management platform software support, maintenance, and related services with GCR, Inc. d/b/a Tadera, for a term of five years in an amount not to exceed \$1,600,000. [Note: Sole source contracts are exempt from the City Code Chapter 2-9B (Minority-Owned and WomenOwned Business Enterprise Procurement Program); therefore, no subcontracting goals were established].
9. Authorize negotiation and execution of a contract for landing fee management software with Passur Aerospace, Inc., for a term of five years in an amount not to exceed \$650,000. [Note: Sole source contracts are exempt from the City Code Chapter 2-9B (Minority-Owned and WomenOwned Business Enterprise Procurement Program); therefore, no subcontracting goals were established].

### **DISCUSSION ITEMS**

10. Discussion on the Airport Advisory Commission officer election process

**11.** Review City Council action at the February 29, 2024 meeting – [Item 29] Authorize negotiation and execution of a contract for radio frequency engineering support with Booz Allen Hamilton, Inc., for a term of five years in an amount not to exceed \$1,625,000. [Note: This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9B (Minority-Owned and Women-Owned Business Enterprise Procurement Program). For the services required for this solicitation, there were no subcontracting opportunities; therefore, no subcontracting goals were established]. *Approved on consent.*

**12.** Review City Council action at the February 29, 2024 meeting – [Item 99] Authorize negotiation and execution of a contract for pre-construction and construction services for the Barbara Jordan Terminal Optimization - Phase 2 project with The Whiting-Turner Contracting Company, in an amount not to exceed \$150,000,000. [Note: This contract will be awarded in compliance with the requirements of 49 CFR Part 26 (Disadvantaged Business Enterprise Program) and City Code Chapter 2-9A (Minority-Owned and Women-Owned Business Enterprise Procurement Program) by meeting the goals with 10.41% DBE participation.] *Approved on consent.*

### **FUTURE AGENDA ITEMS**

### **NEXT REGULAR MEETING**

The next regular meeting of the AAC is currently scheduled for Wednesday, April 10, 2024.

### **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 Jason Alexander at [jason.alexander@flyaustin.com](mailto:jason.alexander@flyaustin.com).



# **AIRPORT ADVISORY COMMISSION**

## **ITEM 1 - APPROVAL OF MINUTES**

February 14, 2024 Regular Meeting



**AIRPORT ADVISORY COMMISSION (AAC)  
REGULAR MEETING  
MINUTES  
FEBRUARY 14, 2024**

The Airport Advisory Commission convened in a regular meeting on February 14, 2024 at 6310 Wilhelmina Delco Dr. Room 1405 Austin, Texas.

**Chair Wendy Todd called the regular meeting to order at 3:04 p.m.**

**Commissioners in Attendance:**

|                         |              |
|-------------------------|--------------|
| Wendy Price Todd, Chair | Scott Madole |
| Bakari Brock            | Fang Fang    |
| Chad Ennis              | Jeff Eller   |
| Raymond Young           |              |

**Commissioners in Attendance Remotely:**

Patrick Rose  
Jonathan Coon

**Commissioners Absent:**

Jeremy Hendricks  
Doyle Valdez

**PUBLIC COMMUNICATION: GENERAL**

Willy Gonzalez – Unite Here Local23 – Living Wage

Lucia Momtanez – Delaware North – Living Wage

Barbara Dunmore – HMS Host – Living Wage

Hope Landing – Paradies – Living Wage

Shakeel Ahmed – Journey of DBE sub consultant becoming a prime

## **APPROVAL OF MINUTES**

1. Approve the minutes of the regular AAC meeting on January 10, 2024.

A motion to approve was made by Commissioner Ennis; Commissioner Young seconded. Motion passed on a 9-0-0-2 vote. Commissioners Hendricks and Valdez were absent at this vote.

## **STAFF BRIEFINGS**

2. December 2023 Financial Results presented by Rajeev Thomas, Deputy Chief, Finance.
3. Air Service Update provided by Jamy Kazanoff, AUS Air Service Development.
4. Journey with AUS (AUS AEDP/Capital Improvement Program) Active Projects Update provided by Lyn Estabrook, Division Manager, Planning and Development.
5. City of Austin FY2025 Budget Timeline and Deliverables presented by Rajeev Thomas, Chief Financial Officer.
6. AUS Special Events Response and Operations presented by Sam Haynes, Public Information and Marketing Division Manager.
7. Recognition of recent leadership staff promotions and reassignments.

## **DISCUSSION/ACTION ITEMS**

8. Discussion and possible action on a recommendation by the Airport Advisory Commission supporting improved roadway safety measures.

A motion to approve was made by Commissioner Fang Fang; Commissioner Eller seconded. Motion passed on a 9-0-0-2 vote. Commissioners Hendricks and Valdez were absent at this vote.

9. Authorize negotiation and execution of a contract for preconstruction and construction services for the Barbara Jordan Terminal (BJT) Optimization – Phase 2 (Area 2) project with The Whiting-Turner Contracting Company, in an amount not to exceed \$150,000,000. [Note: This contract will be awarded in compliance with City Code Chapter 2-9A (Minority Owned and Women Owned Business Enterprise Procurement Program) by meeting the goals with 10.41% DBE participation.].

A motion to approve was made by Commissioner Todd; Commissioner Ennis seconded. Motion passed on a 9-0-0-2 vote. Commissioners Hendricks and Valdez were absent at this vote.

10. Authorize negotiation and execution of a contract for radio frequency engineering support with Booz Allen Hamilton Inc., for a term of five years in an amount not to exceed \$1,625,000. [Note: This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2- 9B (Minority-Owned and Women-Owned Business Enterprise Procurement Program). For the services required for this solicitation, there were no subcontracting opportunities; therefore, no subcontracting goals were established].

A motion to approve was made by Commissioner Brock; Commissioner Young seconded. Motion passed on a 9-0-0-2 vote. Commissioners Hendricks and Valdez were absent at this vote.

### **WORKING GROUP UPDATES**

11. Update from the Acceleration Working Group – *Recommendations forthcoming*
12. Update from the Opportunity Working Group – *Recommendation expected at the April Airport Advisory Commission meeting.*

### **FUTURE AGENDA ITEMS**

### **NEXT REGULAR MEETING**

The next regular meeting of the AAC is scheduled for Wednesday, March 13, 2024.

## **ADJOURNMENT**

**Chair Wendy Price Todd adjourned the meeting at 4:18 p.m. without objection.**

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](mailto:tracy.thompson@flyaustin.com).

**The minutes were approved at the 3/13/2024 meeting on Commissioner motion, Commissioner seconded on an 0-0-0-0 vote with Commissioners absent.**





# **AIRPORT ADVISORY COMMISSION**

## **ITEM 2 – STAFF BRIEFINGS**

January 2024 Financial Results presented by  
Rajeev Thomas, Airport Chief Financial Officer.



## MEMORANDUM

TO: Airport Advisory Commissioners

FROM: Rajeev Thomas, Chief Financial Officer, Aviation Department

DATE: March 13, 2024

SUBJECT: Austin-Bergstrom International Airport (AUS) Update

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### January 2024 Financial Results

Passenger traffic totaled 1,483,372 in January 2024, a decrease of 1.6% compared to January 2023. Average daily departures have decreased from 242 in January 2023 to 224 in January 2024, a decrease of 18 daily departures or 7.4%. The decline in activity in the period results primarily from changes in service offered by air carriers starting in January 2024.

| Table #1                         | FY 2024<br>January | FY 2023<br>January | Variance<br>Fav (Unfav) | FY 2024<br>YTD | FY 2023<br>YTD | YTD Variance<br>Fav (Unfav) |
|----------------------------------|--------------------|--------------------|-------------------------|----------------|----------------|-----------------------------|
| Enplanements                     | 725,594            | 742,726            | (2.3%)                  | 3,617,713      | 3,544,910      | 2.1%                        |
| Landing Weights                  | 1,005,631,458      | 1,082,486,235      | (7.1%)                  | 4,603,871,850  | 4,447,068,625  | 3.5%                        |
| Cargo Tonnage                    | 11,579             | 11,871             | (2.5%)                  | 49,187         | 50,320         | (2.3%)                      |
| Operating Revenue                | \$23,599,287       | \$20,615,661       | \$2,983,626             | \$103,080,908  | \$88,464,857   | \$14,616,051                |
| Airport OPEX                     | \$11,939,946       | \$9,053,257        | (\$2,886,689)           | \$47,947,655   | \$36,338,774   | (\$11,608,881)              |
| Total Requirements               | \$18,726,328       | \$14,962,587       | (\$3,763,741)           | \$75,101,742   | \$59,984,572   | (\$15,117,170)              |
| Net Income Before Federal Relief | \$4,872,958        | \$5,653,073        | (\$780,115)             | \$27,979,166   | \$28,480,284   | (\$501,119)                 |
| Federal Relief Reimbursement     | \$0                | \$5,668,284        | (\$5,668,284)           | \$0            | \$21,664,065   | (\$21,664,065)              |
| Net Income After Federal Relief  | \$4,872,958        | \$11,321,357       | (\$6,448,399)           | \$27,979,166   | \$50,144,349   | (\$22,165,183)              |

Table #1 illustrates January 2024's enplanements totaled 725,594, a decrease of 2.3% compared to January 2023. Landing weights totaled 1 billion pounds in January 2024 representing a decrease of 7.1% compared to January 2023. Cargo volume totaled 11,579 tons in January 2024 representing a decrease of 2.5% compared to January 2023. The decline in cargo volume YTD compared to the prior year is the result of declines in mail cargo and tonnage carried from major cargo carriers.

January 2024 operating revenue totals \$23.6M, an increase of 14.5% or \$3.0M compared to January 2023. The increase in operating revenue primarily results from updated airline rates for FY24 and changes to the parking rate structure from prior year. January 2024 operating revenue is composed of 49.2% airline revenue, 49.2% non-airline revenue, and 1.6% interest income.

Airport operating expenses totaled \$11.9M for the month, an increase of 31.9% or \$2.9M compared to January 2023. The increase in operating expenses results from higher personnel costs from increased headcount and wage adjustments, and contractual costs including parking services, consulting contracts, and baggage handling system maintenance. AUS reported a \$4.9M surplus in January 2024 compared to a surplus of \$5.7M (before federal relief funding) in January 2023.

## **Fiscal Year 2024 Financial Results**

FY2024 Year to Date (YTD) Operating Revenue totals \$103.1M compared to \$88.5M in FY2023, a 16.5% increase. Airport Operating Expenses totaled \$47.9M YTD in FY2024 compared to \$36.3M in FY2023, a 31.9% increase. Net income before federal relief funding totals \$28.0M YTD in FY2024 compared to \$28.5M in FY2023, a 1.8% decrease.

| Table #2                         | FY 2024<br>Approved Budget<br>- Seasonalized | FY 2024<br>YTD | Budget vs. YTD<br>Variance<br>\$ Fav (Unfav) | Budget vs. YTD<br>Variance<br>% Fav (Unfav) |
|----------------------------------|--|----------------|--|---|
| Operating Revenue                | \$93,929,907                                 | \$103,080,908  | \$9,151,001                                  | 9.7%  |
| Airport OPEX                     | \$45,388,465                                 | \$47,947,655   | (\$2,559,190)                                | (5.6%)                                      |
| Total Requirements               | \$72,526,180                                 | \$75,101,742   | (\$2,575,562)                                | (3.6%)                                      |
| Net Income Before Debt Service   | \$41,861,917                                 | \$48,437,355   | \$6,575,438                                  | 15.7%                                       |
| Net Income Before Federal Relief | \$21,403,727                                 | \$27,979,166   | \$6,575,438                                  | 30.7%                                       |
| Federal Relief Reimbursement     | \$0  | \$0            | \$0  | 0.0%  |
| Net Income After Federal Relief  | \$21,403,727                                 | \$27,979,166   | \$6,575,438                                  | 30.7%                                       |

Through January 2024, AUS delivered favorable YTD financial performance compared to FY2024 budget on a seasonalized basis due to increased operating revenues. As presented in Table #2, FY2024 revenues exceed budgeted revenues by 9.7% or \$9.2M. Airport operating expenses are 5.6% or \$2.6M above seasonalized budgeted expenses due to higher personnel costs from faster than anticipated filling of vacant positions, increased overtime worked during periods of high passenger traffic, and increased parking operations cost. Before federal relief, AUS reports net income of \$28.0M, which exceeds the seasonalized budget estimate by 30.7% or \$6.6M.

Attachments: January 2024 - 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 4 Month(s) ended January 31, 2024**

|  | FY 2024            | Budget                     | Year to Date       | Y-T-D to Budget         |                           |
|--|--------------------|----------------------------|--------------------|-------------------------|---------------------------|
|  | Budget             | Seasonalized<br>4 month(s) | w/ Accruals        | Variance<br>Fav (Unfav) | % Variance<br>Fav (Unfav) |
| <b>REVENUE</b>   |                    |                            |                    |                         |                           |
| <b>AIRLINE REVENUE</b>   |                    |                            |                    |                         |                           |
| Landing Fees   | 47,227,041         | 16,236,080                 | 17,657,270         | 1,421,190               | 8.8%                      |
| Terminal Rental & Other Fees   | 91,892,750         | 31,736,805                 | 30,770,085         | (966,719)               | (3.0%)                    |
| <b>TOTAL AIRLINE REVENUE</b>   | <b>139,119,791</b> | <b>47,972,884</b>          | <b>48,427,355</b>  | <b>454,471</b>          | <b>0.9%</b>               |
| <b>NON-AIRLINE REVENUE</b>   |                    |                            |                    |                         |                           |
| Parking  | 67,567,206         | 20,987,445                 | 23,758,534         | 2,771,089               | 13.2%                     |
| Ground Transportation for Hire   | 8,940,600          | 2,478,552                  | 3,526,433          | 1,047,882               | 42.3%                     |
| Rental Cars  | 20,911,887         | 6,749,823                  | 7,387,609          | 637,786                 | 9.4%                      |
| Food & Beverage  | 16,357,880         | 4,955,172                  | 6,577,881          | 1,622,709               | 32.7%                     |
| Retail   | 6,920,612          | 1,986,793                  | 2,181,782          | 194,988                 | 9.8%                      |
| Advertising  | 4,906,850          | 1,591,255                  | 1,870,864          | 279,609                 | 17.6%                     |
| Other Concessions, Rentals & Fees  | 21,992,777         | 6,377,635                  | 7,789,365          | 1,411,730               | 22.1%                     |
| <b>TOTAL NON-AIRLINE REVENUE</b>   | <b>147,597,812</b> | <b>45,126,676</b>          | <b>53,092,468</b>  | <b>7,965,793</b>        | <b>17.7%</b>              |
| Interest Income  | 2,491,042          | 830,347                    | 1,561,085          | 730,737                 | 88.0%                     |
| <b>TOTAL REVENUE</b>   | <b>289,208,645</b> | <b>93,929,907</b>          | <b>103,080,908</b> | <b>9,151,001</b>        | <b>9.7%</b>               |
| <b>OPERATING REQUIREMENTS</b>  |                    |                            |                    |                         |                           |
| Fac Mgmt, Ops and Airport Security                                       | 85,141,445         | 25,667,217                 | 28,417,518         | (2,750,301)             | (10.7%)                   |
| Airport Planning and Development   | 8,161,976          | 2,310,619                  | 2,028,301          | 282,318                 | 12.2%                     |
| Support Services   | 46,218,424         | 13,053,800                 | 11,971,024         | 1,082,775               | 8.3%                      |
| Business Services  | 14,238,156         | 4,356,830                  | 5,530,812          | (1,173,982)             | (26.9%)                   |
| <b>TOTAL OPERATING EXPENSES</b>  | <b>153,760,001</b> | <b>45,388,465</b>          | <b>47,947,655</b>  | <b>(2,559,190)</b>      | <b>(5.6%)</b>             |
| <b>Debt Service</b>  |                    |                            |                    |                         |                           |
| 2013 Prosperity Bank Loan  | 5,414,978          | 1,804,278                  | 1,804,278          | 0                       | 0.0%                      |
| 2014 Bond Issuance   | 7,077,844          | 2,359,281                  | 2,359,281          | 0                       | 0.0%                      |
| 2017 Bond Issuance   | 10,034,715         | 3,344,905                  | 3,344,905          | 0                       | 0.0%                      |
| 2019 Refunding Bonds   | 14,366,313         | 4,795,672                  | 4,795,672          | 0                       | 0.0%                      |
| 2019 New Money   | 17,724,531         | 5,907,698                  | 5,907,698          | 0                       | 0.0%                      |
| 2022 New Money   | 12,016,000         | 2,246,355                  | 2,246,355          | 0                       | 0.0%                      |
| <b>TOTAL Net Debt Service</b>  | <b>66,634,383</b>  | <b>20,458,190</b>          | <b>20,458,190</b>  | <b>0</b>                | <b>0.0%</b>               |
| <b>OTHER REQUIREMENTS</b>  |                    |                            |                    |                         |                           |
| Workers' Compensation  | 619,900            | 206,633                    | 206,633            | 0                       | 0.0%                      |
| Citywide Administrative Support  | 6,654,530          | 2,218,177                  | 2,218,177          | 0                       | 0.0%                      |
| Communications & Technology Mgmt   | 2,154,703          | 718,234                    | 718,234            | 0                       | 0.0%                      |
| Accrued Payroll  | 202,049            | 67,350                     | 67,350             | 0                       | 0.0%                      |
| Additional Retirement Contribution                                       | 3,773,716          | 1,161,143                  | 1,161,143          | 0                       | 0.0%                      |
| Operating Reserve  | 4,670,043          | 1,556,681                  | 1,573,054          | (16,373)                | (1.1%)                    |
| CTECC  | 527,737            | 175,912                    | 175,912            | 0                       | 0.0%                      |
| Trunked Radio Allocation   | 457,471            | 152,490                    | 152,490            | 0                       | 0.0%                      |
| Public Works Capital Projects Mgmt Fund                                  | 1,268,713          | 422,904                    | 422,904            | 0                       | 0.0%                      |
| Compensation Adjustment  | 16,359             | 0                          | 0                  | 0                       | N/A                       |
| <b>TOTAL OTHER REQUIREMENTS</b>  | <b>20,345,221</b>  | <b>6,679,525</b>           | <b>6,695,898</b>   | <b>(16,373)</b>         | <b>(0.2%)</b>             |
| <b>TOTAL REQUIREMENTS</b>  | <b>240,739,605</b> | <b>72,526,180</b>          | <b>75,101,742</b>  | <b>(2,575,562)</b>      | <b>(3.6%)</b>             |
| <b>EXCESS (DEFICIT) OF TOTAL AVAILABLE FUNDS OVER TOTAL REQUIREMENTS</b> | <b>48,469,040</b>  | <b>21,403,727</b>          | <b>27,979,166</b>  | <b>6,575,438</b>        | <b>30.7%</b>              |

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

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

|   | This month - This Year vs. Last Year<br>FY24 (Jan 24) vs FY23 (Jan 23) |                   |                            |                           | Fiscal YTD - This Year vs. Last Year<br>FY24 (Oct 23 - Jan 24) vs FY23 (Oct 22 - Jan 23) |                       |                            |                           |
|---|--|-------------------|----------------------------|---------------------------|--|-----------------------|----------------------------|---------------------------|
|   | FY24<br>Jan-24   | FY23<br>Jan-23    | Fav (Unfav)<br>\$ Variance | Fav (Unfav)<br>% Variance | FY24<br>YTD<br>Jan-24  | FY23<br>YTD<br>Jan-23 | Fav (Unfav)<br>\$ Variance | Fav (Unfav)<br>% Variance |
| <b><u>Airline Revenue</u></b>   |  |                   |                            |                           |  |                       |                            |                           |
| Landing Fees  | 3,857,062  | 3,768,653         | 88,409                     | 2.3%                      | 17,657,270   | 15,393,873            | 2,263,397                  | 14.7%                     |
| Terminal Rental & Other Fees  | 7,757,837  | 5,980,322         | 1,777,516                  | 29.7%                     | 30,770,085   | 24,151,332            | 6,618,753                  | 27.4%                     |
| Total Airline Revenue   | 11,614,899   | 9,748,975         | 1,865,924                  | 19.1%                     | 48,427,355   | 39,545,205            | 8,882,150                  | 22.5%                     |
| <b><u>Non-Airline Revenue</u></b>   |  |                   |                            |                           |  |                       |                            |                           |
| Parking   | 5,286,084  | 4,809,530         | 476,553                    | 9.9%                      | 23,758,534   | 21,181,089            | 2,577,445                  | 12.2%                     |
| Ground Transportation for Hire  | 746,948  | 668,758           | 78,190                     | 11.7%                     | 3,526,433  | 3,170,150             | 356,283                    | 11.2%                     |
| Rental Cars   | 1,516,146  | 1,463,636         | 52,511                     | 3.6%                      | 7,387,609  | 7,259,108             | 128,500                    | 1.8%                      |
| Food & Beverage   | 1,422,189  | 1,257,896         | 164,294                    | 13.1%                     | 6,577,881  | 5,809,689             | 768,193                    | 13.2%                     |
| Retail  | 436,975  | 479,272           | (42,297)                   | (8.8%)                    | 2,181,782  | 2,363,058             | (181,276)                  | (7.7%)                    |
| Advertising   | 311,328  | 254,267           | 57,061                     | 22.4%                     | 1,870,864  | 1,782,472             | 88,392                     | 5.0%                      |
| Other Concessions, Rentals & Fees   | 1,892,349  | 1,686,705         | 205,644                    | 12.2%                     | 7,789,365  | 6,546,316             | 1,243,049                  | 19.0%                     |
| Total Non-Airline Revenue   | 11,612,020   | 10,620,064        | 991,956                    | 9.3%                      | 53,092,468   | 48,111,882            | 4,980,587                  | 10.4%                     |
| Interest Income   | 372,367  | 246,622           | 125,746                    | 51.0%                     | 1,561,085  | 807,770               | 753,314                    | 93.3%                     |
| <b>Total Operating Revenue</b>  | <b>23,599,287</b>  | <b>20,615,661</b> | <b>2,983,626</b>           | <b>14.5%</b>              | <b>103,080,908</b>   | <b>88,464,857</b>     | <b>14,616,051</b>          | <b>16.5%</b>              |
| <b><u>Operating Requirements</u></b>                                      |  |                   |                            |                           |  |                       |                            |                           |
| Fac Mgmt, Ops and Airport Security  | 7,075,924  | 5,067,993         | (2,007,930)                | (39.6%)                   | 28,417,518   | 20,561,522            | (7,855,995)                | (38.2%)                   |
| Airport Planning and Development  | 446,425  | 494,906           | 48,481                     | 9.8%                      | 2,028,301  | 2,163,563             | 135,262                    | 6.3%                      |
| Support Services  | 3,029,254  | 2,392,971         | (636,282)                  | (26.6%)                   | 11,971,024   | 9,459,211             | (2,511,813)                | (26.6%)                   |
| Business Services   | 1,388,344  | 1,097,387         | (290,957)                  | (26.5%)                   | 5,530,812  | 4,154,478             | (1,376,334)                | (33.1%)                   |
| Total Operating Expense   | 11,939,946   | 9,053,257         | (2,886,689)                | (31.9%)                   | 47,947,655   | 36,338,774            | (11,608,881)               | (31.9%)                   |
| <b><u>Debt Service</u></b>  |  |                   |                            |                           |  |                       |                            |                           |
| 2013 Prosperity Bank Loan   | 451,338  | 450,623           | (715)                      | (0.2%)                    | 1,804,278  | 1,803,014             | (1,265)                    | (0.1%)                    |
| 2014 Bond Issuance  | 589,820  | 589,820           | 0                          | 0.0%                      | 2,359,281  | 2,359,281             | 0                          | 0.0%                      |
| 2017 Bond Issuance  | 836,226  | 836,226           | 0                          | 0.0%                      | 3,344,905  | 3,344,905             | 0                          | 0.0%                      |
| 2019 Refunding Bonds  | 1,196,331  | 1,203,298         | 6,967                      | 0.6%                      | 4,795,672  | 4,822,297             | 26,625                     | 0.6%                      |
| 2019 New Money  | 1,477,104  | 1,476,625         | (479)                      | (0.0%)                    | 5,907,698  | 5,905,594             | (2,104)                    | (0.0%)                    |
| 2022 New Money  | 561,589  | 9,694             | (551,894)                  | (5693.0%)                 | 2,246,355  | 38,535                | (2,207,820)                | (5729.4%)                 |
| Total Debt Service  | 5,112,408  | 4,566,287         | (546,121)                  | (12.0%)                   | 20,458,190   | 18,273,626            | (2,184,564)                | (12.0%)                   |
| <b><u>Other Requirements</u></b>  |  |                   |                            |                           |  |                       |                            |                           |
| Workers' Compensation   | 51,658   | 38,955            | (12,704)                   | (32.6%)                   | 206,633  | 155,818               | (50,815)                   | (32.6%)                   |
| Citywide Administrative Support   | 554,544  | 555,489           | 945                        | 0.2%                      | 2,218,177  | 2,221,956             | 3,779                      | 0.2%                      |
| Communications & Technology Mgmt  | 179,559  | 144,843           | (34,715)                   | (24.0%)                   | 718,234  | 579,373               | (138,861)                  | (24.0%)                   |
| Accrued Payroll   | 16,837   | 15,996            | (842)                      | (5.3%)                    | 67,350   | 63,982                | (3,368)                    | (5.3%)                    |
| Additional Retirement Contributor   | 290,286  | 0                 | (290,286)                  | N/A                       | 1,161,143  | 0                     | (1,161,143)                | N/A                       |
| Operating Reserve   | 393,263  | 379,949           | (13,314)                   | (3.5%)                    | 1,573,054  | 1,519,796             | (53,258)                   | (3.5%)                    |
| CTECC   | 43,978   | 38,755            | (5,223)                    | (13.5%)                   | 175,912  | 155,020               | (20,892)                   | (13.5%)                   |
| Trunked Radio Allocation  | 38,123   | 37,730            | (392)                      | (1.0%)                    | 152,490  | 150,921               | (1,569)                    | (1.0%)                    |
| Public Works Capital Projects Mgmt Fund                                   | 105,726  | 131,326           | 25,600                     | 19.5%                     | 422,904  | 525,306               | 102,401                    | 19.5%                     |
| Total Other Requirements  | 1,673,975  | 1,343,043         | (330,931)                  | (24.6%)                   | 6,695,898  | 5,372,172             | (1,323,726)                | (24.6%)                   |
| <b>Total Requirements</b>   | <b>18,726,328</b>  | <b>14,962,587</b> | <b>(3,763,741)</b>         | <b>(25.2%)</b>            | <b>75,101,742</b>  | <b>59,984,572</b>     | <b>(15,117,170)</b>        | <b>(25.2%)</b>            |
| <b>SURPLUS (DEFICIT) OF TOTAL AVAILABLE FUNDS OVER TOTAL REQUIREMENTS</b> | <b>4,872,958</b>   | <b>5,653,073</b>  | <b>(780,115)</b>           | <b>(13.8%)</b>            | <b>27,979,166</b>  | <b>28,480,284</b>     | <b>(501,119)</b>           | <b>(1.8%)</b>             |
| Federal Relief Reimbursement (Parking)                                    | 0  | (1,111,631)       | (1,111,631)                | (100.0%)                  | 0  | (3,429,616)           | (3,429,616)                | (100.0%)                  |
| Federal Relief Reimbursement (Debt Service)                               | 0  | (4,556,653)       | (4,556,653)                | (100.0%)                  | 0  | (18,234,448)          | (18,234,448)               | (100.0%)                  |
| Total Federal Relief  | 0  | (5,668,284)       | (5,668,284)                | (100.0%)                  | 0  | (21,664,065)          | (21,664,065)               | (100.0%)                  |
| <b>TOTAL SURPLUS (DEFICIT) AFTER FEDERAL RELIEF</b>                       | <b>4,872,958</b>   | <b>11,321,357</b> | <b>(6,448,399)</b>         | <b>(57.0%)</b>            | <b>\$ 27,979,166</b>   | <b>\$ 50,144,349</b>  | <b>\$ (22,165,183)</b>     | <b>(44.2%)</b>            |

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



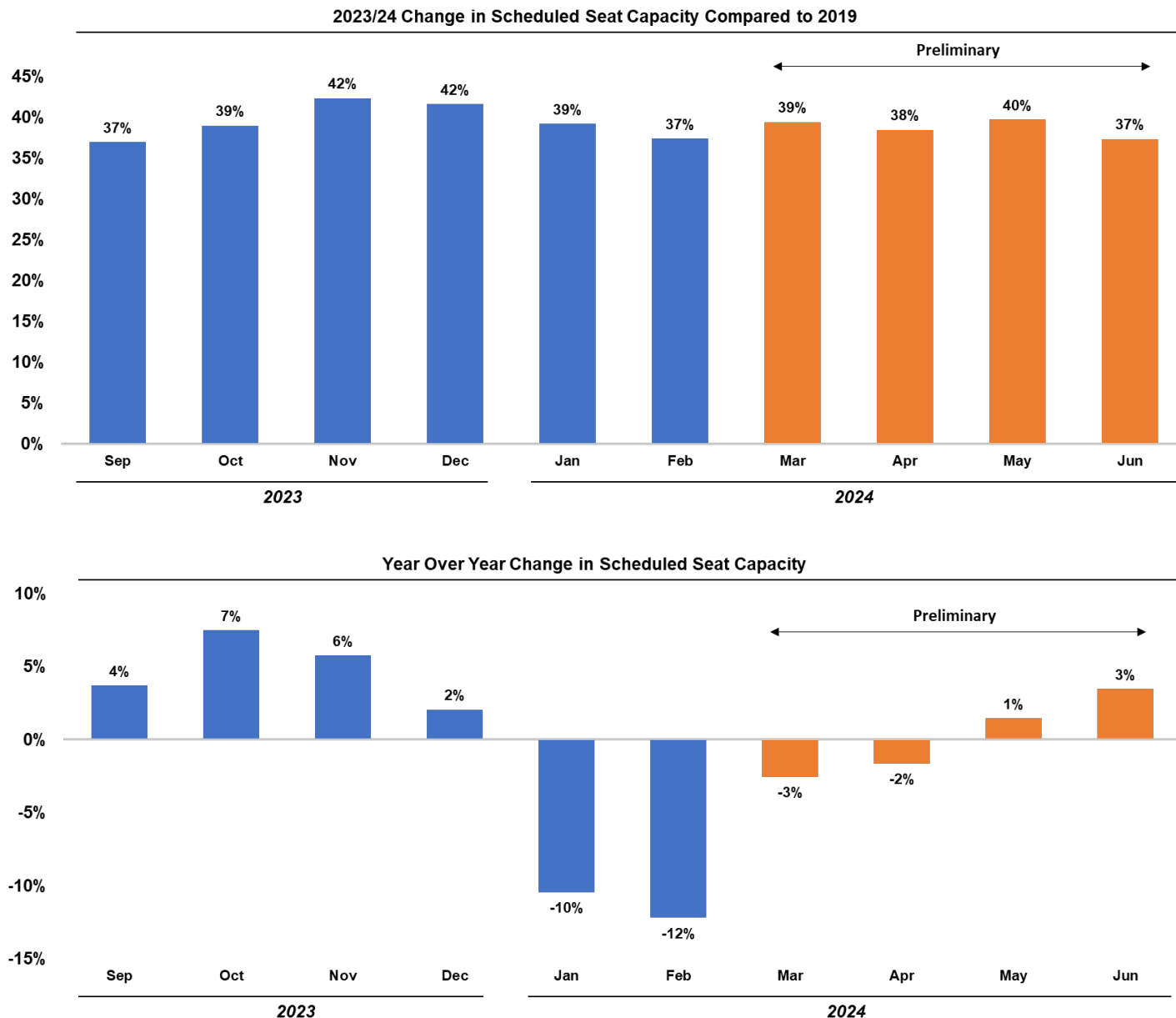
# **AIRPORT ADVISORY COMMISSION**

## **ITEM 3 – STAFF BRIEFINGS**

Air Service Update presented by Jamy Kazanoff, Air Service Development.

## March 2024 Air Service Snapshot

AUS monthly seat comparisons, September '23 – June '24, compared to 2019 (pre-Covid) (chart one) and compared to previous year (chart two):



Highlights of recent air service announcements/developments include:

- **Aeromexico** upgauged MEX service from 99-seat E190 to 160-seat B737-800 eff. June 21
- **Air Canada** will resume service to YVR on May 1 with 3/Wk; added 4th weekly YVR for June 6-Oct 25; dropped YVR flights on Thursdays in October; will start new nonstop service to YUL eff. May 3 with 4 weekly flights on A220-300 (137 seats); AC downgauged YYZ from 169-seat 737 MAX8 to 137-seat A220-300 from June 15 – July 31, and will switch back on Aug 1 with the 169 seat 737 MAX8
- **Alaska** dropped plans for seasonal BOI service from May 16 – Aug 19; BOI is now discontinued; suspended SJC from Mar 14 – April 1; discontinued SJC after April 11

- **Allegiant** extended schedules for May 15 '24 – Aug. 13 '24 and will serve 18 markets; new 2/Wk service to EUG starts May 31 '24; G4 extended schedules for Aug. 14 '24 – Nov. 12 '24 and will serve 10 markets
- **American** summary of 2024 service pulldown:
  - Discontinued ABQ, BZN, CVG, CZM, EGE, ELP, IAD, JAX, MBI, MCI, MEM, OKC, RSW, SMF, TPA & TUL
  - PUJ – last flight Mar. 30; LIR – last flight April 2
  - NAS – will operate in Mar. but April-Aug. flights dropped
  - PVR – last flight April 3; RNO – will resume May 6
  - Suspended RDU from Feb 1 through April 4; suspended IND, MSY & PSP for March
  - Added Saturday only service to ECP and VPS for June 8 – August 3
  - Will end ASE service this Summer on August 5 instead of September 3
  - Added 3 roundtrips to AGS in April for the Masters and 2 roundtrips to SDF in May for the Kentucky Derby
- **Delta** will add BNA 3x MAF 3x & MFE 3x eff. April '24; also increase CVG 1x→2x & RDU 2x→3 same day; added AGS roundtrips on April 10 & 15 for the Masters golf tournament
- **Frontier** extended schedules for April 10-Aug 12 and will serve DEN 1x LAS 5/Wk; loaded new CLE service for May 16 - Aug 11
- **Hawaiian** added HNL 4<sup>th</sup> weekly flight for May 25 – Sept 2
- **KLM** will use the 318-seat B787-10 for April 1 – June 1 instead of the 275-seat B787-9 (16% increase in seats) and the B777-200ER (288 seats) from June 3 – October 26
- **Lufthansa** brought back the B787-9 (294 seat) starting Jan. 15 and will increase service to 5/Wk on June 5
- **Southwest** Saturday only service to SJU starts Mar 9; extended schedules for June 4 – Aug. 4 with YOY increase to BUR, CUN, DEN, MCO, PHX, SMF, TPA; BOS service returns; DAL, FLL & STL slightly reduced ; no VPS service in '24; extended schedules for Aug 5-Oct 2; will reduce from 118 peak day (Mon/Thur/Fri) trips in June to 111 trips in August schedule with seasonal reductions in primarily leisure destinations; loaded SDF flights on May 2 & 5 for Kentucky Derby; extended schedules for Oct 3 – Nov 2 and will be up from 118 departures in Oct'23 to 125 departures Oct'24
- **Spirit** extended schedules for May 8 – Aug 6 and will serve EWR 1x FLL 1x LAS 1x LAX 1x MCO 1x; suspended EWR & LAX from Mar 20 – April 10
- **VivaAerobus** will start new MTY service eff. Mar 22 with 4/Wk; upgauged MTY in May from 186-seat A320 to 240-seat A321 (same as March & April); dropped MTY flights on Wednesdays in April
- **WestJet** will resume YYC service on Apr 28
- **March '24 v March '23 (down 8 destinations):**
  - + destinations: OMA, PIT, PTY & SJU
  - – destinations: BZN, EGE, JAX, MBI, MEM, MTY, PSP, RNO, RSW, SDF, SRQ, VPS



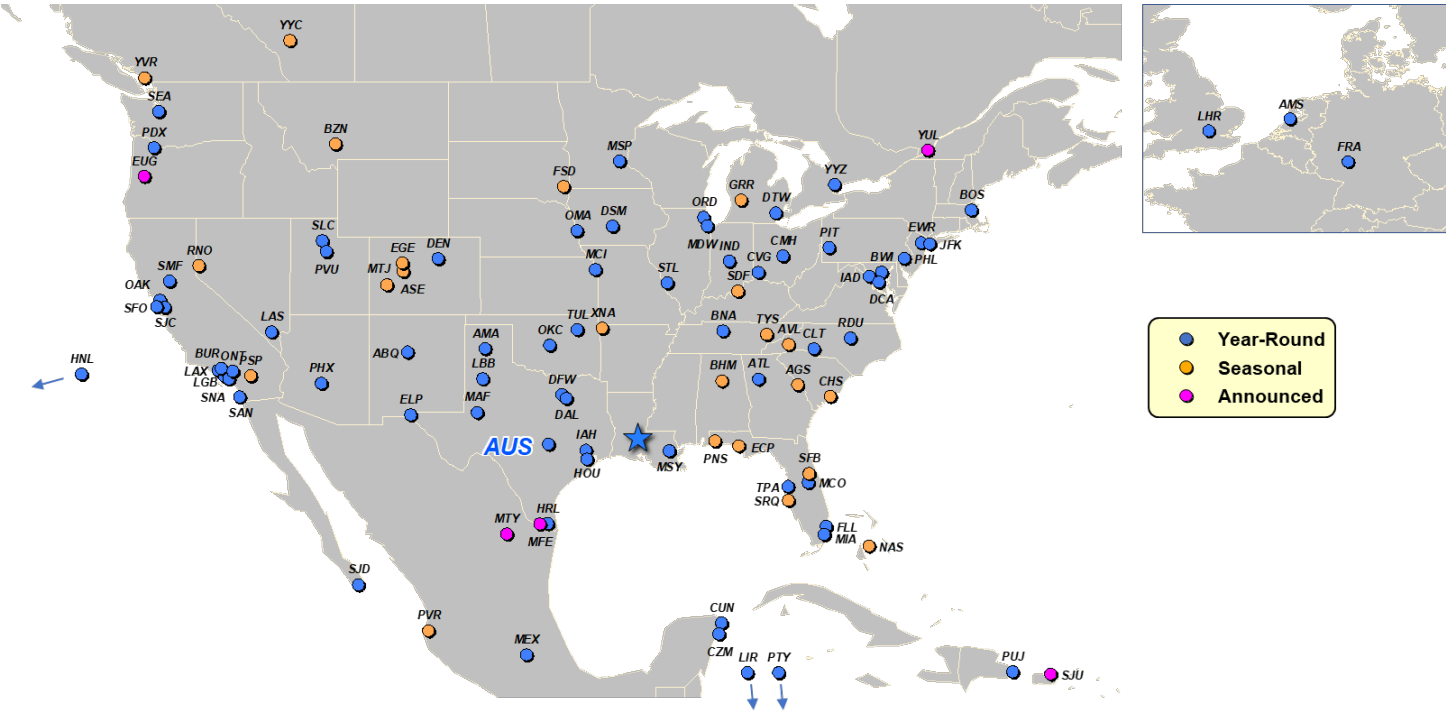
New AUS Nonstop Service for 2024

| Destination              | Airline     | Start Date | Type       | Other Airlines Serving the Route |
|--------------------------|-------------|------------|------------|----------------------------------|
| San Juan, PR (SJU)       | Southwest   | 3/9/24     | Seasonal   | New Route                        |
| Monterrey, Mexico (MTY)  | VivaAerobus | 3/22/24    | Year-round | New Route                        |
| McAllen, TX (MFE)        | Delta       | 4/22/24    | Year-round | New Route                        |
| Midland/Odessa, TX (MAF) | Delta       | 4/22/24    | Year-round | Southwest                        |
| Nashville, TN (BNA)      | Delta       | 4/22/24    | Year-round | American & Southwest             |
| Montreal, Canada (YUL)   | Air Canada  | 5/3/24     | Seasonal   | New Route                        |
| Cleveland, OH (CLE)      | Frontier    | 5/16/24    | Seasonal   | New Route                        |
| Eugene, OR (EUG)         | Allegiant   | 5/31/24    | Seasonal   | New Route                        |
| Boston, MA (BOS)         | Southwest   | 6/8/24     | Seasonal   | American, Delta & JetBlue        |

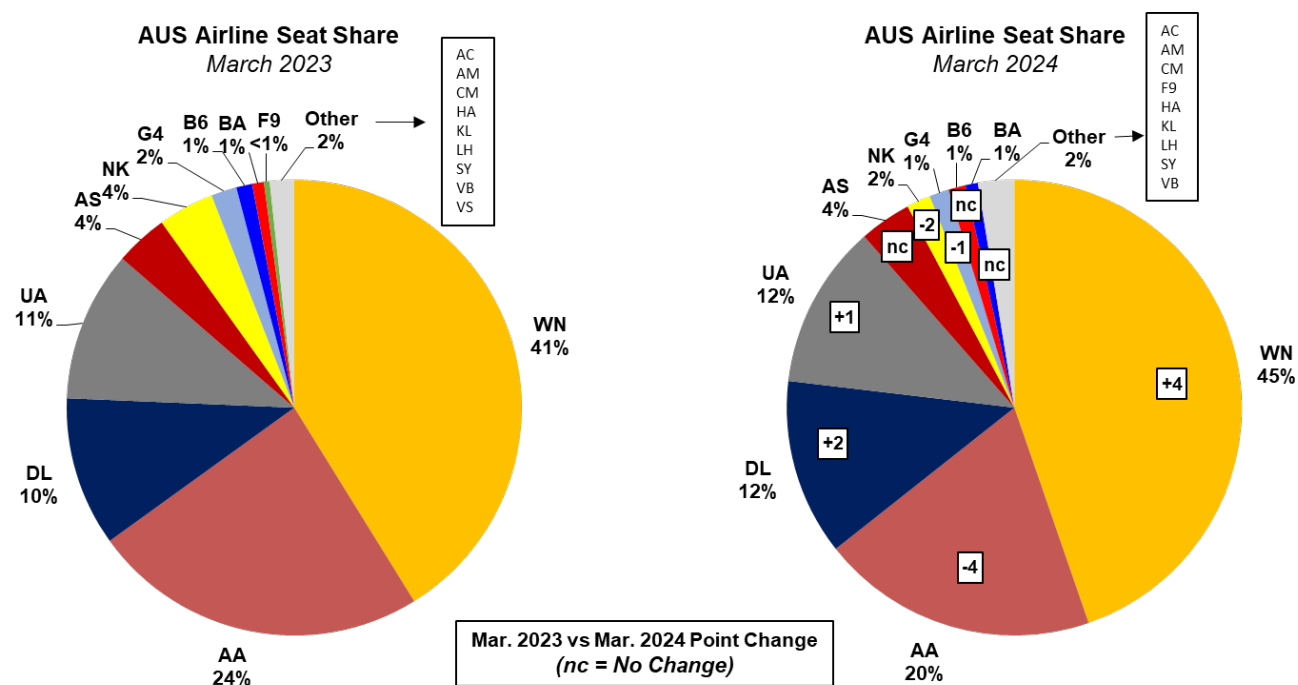
March 2024 v. 2023 air service comparison:

| Average Daily           | March 2023 | March 2024 | Change | Change % |
|-------------------------|------------|------------|--------|----------|
| Nonstop Destinations    | 89         | 81         | -8     | -9%      |
| Carriers                | 17         | 20         | +3     | +17%     |
| Nonstop Departures      | 268        | 254        | -14    | -5%      |
| Nonstop Seat Departures | 40,196     | 39,175     | -1,021 | -3%      |
| Average Seats/Aircraft  | 150        | 154        | +4     | +3%      |

Current AUS air service:



March 2024 v. 2023 carrier seat share comparison:



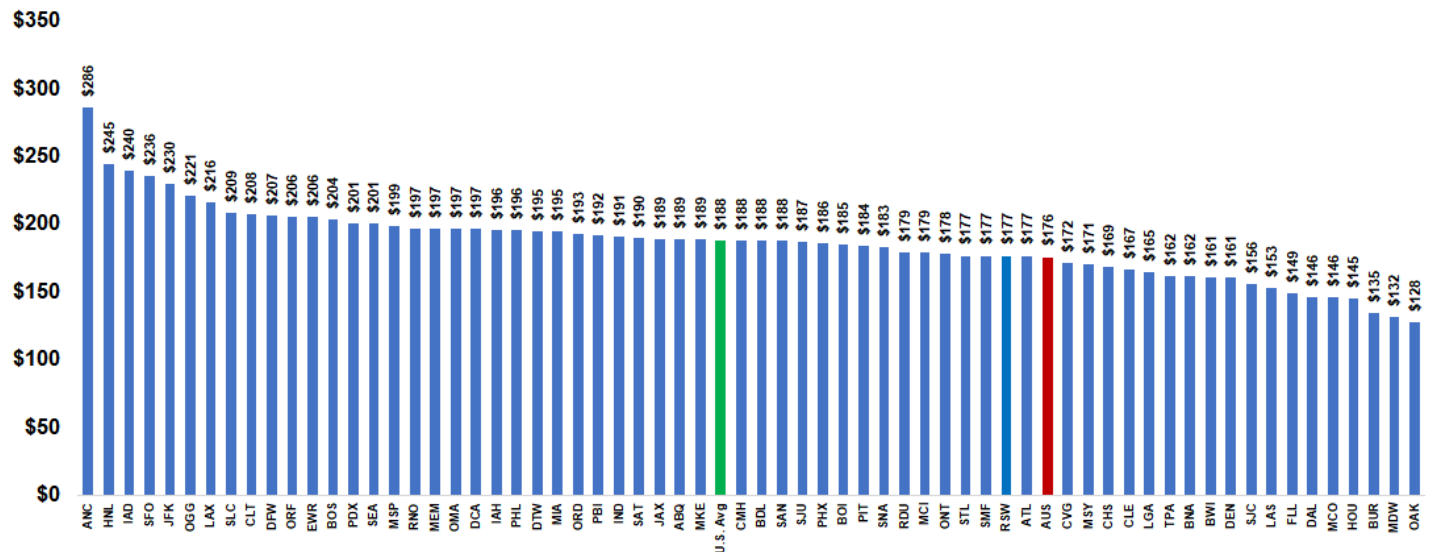
AUS Connections data:

Based on U.S. DOT O&D Passenger Survey, Cirium, *FM Traffic* and ABIA statistics: 15.8% of ABIA passengers in Q3 2023 were connecting between flights at the Airport. The following is a list of the top ten domestic and international AUS connecting markets for Q3 2023:

| Domestic                            |           | International                                |           |
|-------------------------------------|-----------|--|-----------|
| Market                              | Carrier   | Market                                       | Carrier   |
| Atlanta (ATL) - Los Angeles (LAX)   | Southwest | Cancun (CUN) - Chicago-Midway (MDW)          | Southwest |
| Dallas-Love (DAL) - Harlingen (HRL) | Southwest | Baltimore (BWI) - Los Cabos (SJD)            | Southwest |
| Las Vegas (LAS) - Orlando (MCO)     | Southwest | Cancun (CUN) - Las Vegas (LAS)               | Southwest |
| San Diego (SAN) - Tampa (TPA)       | Southwest | Nashville (BNA) - Cancun (CUN)               | Southwest |
| El Paso (ELP) - Orlando (MCO)       | Southwest | Los Cabos (SJD) - St. Louis (STL)            | Southwest |
| New Orleans (MSY) - San Diego (SAN) | Southwest | Chicago-O'Hare (ORD) - Puerto Vallarta (PVR) | American  |
| Orlando (MCO) - San Diego (SAN)     | Southwest | Cancun (CUN) - Denver (DEN)                  | Southwest |
| Orlando (MCO) - San Jose (SJC)      | Southwest | Cancun (CUN) - Las Vegas (LAS)               | American  |
| Orlando (MCO) - Oklahoma City (OKC) | Southwest | Cancun (CUN) - Indianapolis (IND)            | Southwest |
| Newark (EWR) - Los Angeles (LAX)    | Spirit    | Albuquerque (ABQ) - Cancun (CUN)             | American  |

## One-Way Domestic Fares for U.S. Medium & Large Hub Airports

(Source: U.S. DOT, O&D Survey, YE Q3 2023):



### List of AUS Airline Codes:

|    |                        |    |                           |
|----|------------------------|----|---------------------------|
| AA | American Airlines      | HA | Hawaiian Airlines         |
| AC | Air Canada             | KL | KLM-Royal Dutch Airlines  |
| AM | Aeromexico             | LH | Lufthansa German Airlines |
| AS | Alaska Airlines        | NK | Spirit Airlines           |
| B6 | JetBlue Airways        | SY | Sun Country Airlines      |
| BA | British Airways        | UA | United Airlines           |
| CM | Copa Airlines          | VB | VivaAerobus               |
| DL | Delta Air Lines        | VS | Virgin Atlantic Airways   |
| F9 | Frontier Airlines Inc. | WN | Southwest Airlines        |
| G4 | Allegiant Air          | WS | WestJet                   |

### List of AUS Airport Codes:

|     |                        |     |                          |
|-----|------------------------|-----|--------------------------|
| ABQ | Albuquerque, NM        | MEM | Memphis, TN              |
| AMA | Amarillo, TX           | MEX | Mexico City, Mexico      |
| AMS | Amsterdam, Netherlands | MFE | McAllen, TX              |
| ANC | Anchorage              | MIA | Miami, FL                |
| ATL | Atlanta, GA            | MKE | Milwaukee, WI            |
| AVL | Asheville, NC          | MSP | Minneapolis/St. Paul, MN |
| BDL | Hartford, CT           | MSY | New Orleans, LA          |
| BHM | Birmingham, AL         | MTY | Monterrey, Mexico        |
| BNA | Nashville, TN          | NAS | Nassau, Bahamas          |
| BOI | Boise, ID              | OAK | Oakland, CA              |
| BOS | Boston, MA             | OGG | Kahului – Maui, HI       |
| BUR | Burbank, CA            | OKC | Oklahoma City, OK        |
| BWI | Baltimore, MD          | OMA | Omaha, NE                |
| CHS | Charleston, SC         | ONT | Ontario, CA              |
| CLE | Cleveland, OH          | ORD | Chicago O'Hare, IL       |
| CLT | Charlotte, NC          | ORF | Norfolk, VA              |

|     |                              |     |                            |
|-----|------------------------------|-----|----------------------------|
| CMH | Columbus, OH                 | PBI | Palm Beach, FL             |
| CUN | Cancun, Mexico               | PDX | Portland, OR               |
| CVG | Cincinnati, OH               | PHL | Philadelphia, PA           |
| CZM | Cozumel, Mexico              | PHX | Phoenix, AZ                |
| DAL | Dallas, TX                   | PIT | Pittsburgh, PA             |
| DCA | Washington Reagan, DC        | PSP | Palm Springs, CA           |
| DEN | Denver, CO                   | PUJ | Punta Cana, Dominican Rep. |
| DFW | Dallas/Ft. Worth, TX         | PTY | Panama City, Panama        |
| DSM | Des Moines, IA               | PVR | Puerto Vallarta, Mexico    |
| DTW | Detroit, MI                  | PVU | Provo, UT                  |
| ECP | Panama City, FL              | RDU | Raleigh-Durham, NC         |
| ELP | El Paso, TX                  | RNO | Reno, NV                   |
| EUG | Eugene, OR                   | RSW | Ft. Myers, FL              |
| EWR | Newark, NJ                   | SAN | San Diego, CA              |
| FLL | Ft. Lauderdale, FL           | SAT | San Antonio, TX            |
| FRA | Frankfurt, Germany           | SDF | Louisville, KY             |
| FSD | Sioux Falls, SD              | SEA | Seattle, WA                |
| GRR | Grand Rapids, MI             | SFB | Sanford, FL                |
| HNL | Honolulu, HI                 | SFO | San Francisco, CA          |
| HOU | Houston Hobby, TX            | SGF | Springfield, MO            |
| HRL | Harlingen, TX                | SJC | San Jose, CA               |
| IAD | Washington Dulles, DC        | SJD | San Jose del Cabo, Mexico  |
| IAH | Houston Intercontinental, TX | SJU | San Juan, Puerto Rico      |
| IND | Indianapolis, IN             | SLC | Salt Lake City, UT         |
| JAX | Jacksonville, FL             | SMF | Sacramento, CA             |
| JFK | New York JFK, NY             | SNA | Orange County, CA          |
| LAS | Las Vegas, NV                | SRQ | Sarasota, FL               |
| LAX | Los Angeles, CA              | STL | St. Louis, MO              |
| LBB | Lubbock, TX                  | TPA | Tampa, FL                  |
| LGA | New York – LaGuardia, NY     | TSM | Taos                       |
| LGB | Long Beach, CA               | TUL | Tulsa, OK                  |
| LHR | London, UK                   | TYS | Knoxville, TN              |
| LIR | Liberia, Costa Rica          | VPS | Valparaiso, FL             |
| MAF | Midland/Odessa, TX           | XNA | Fayetteville, AR           |
| MBJ | Montego Bay, Jamaica         | YUL | Montreal, Canada           |
| MCI | Kansas City, MO              | YVR | Vancouver, Canada          |
| MCO | Orlando, FL                  | YYC | Calgary, Canada            |
| MDW | Chicago Midway, IL           | YYZ | Toronto, Canada            |



## **AIRPORT ADVISORY COMMISSION**

### **ITEM 4 – STAFF BRIEFINGS**

Journey with AUS AEDP/Capital Improvement Program) Active Projects Update provided by Lyn Estabrook, Division Manager, Planning and Development.



# **AIRPORT ADVISORY COMMISSION**

## **ITEM 5 – STAFF BRIEFINGS**

Fiscal Year 2024 Grant Plan Update  
presented by Rajeev Thomas, Chief Financial  
Officer

# FY24 Grant Plan Updates

AAC Meeting: 03/13/24



Austin-Bergstrom  
International Airport





# FY24 Planned Grants

## Project Grant Type Amounts

|                  |     |              |
|------------------|-----|--------------|
| Atrium Infill    | ATP | \$25,260,000 |
| Midfield Taxiway | ATP | \$14,250,000 |
| Year 3 Total     | ATP | \$39,510,000 |

This award was the third highest amount for Year 3 among the airports.



# BIL ATP Year 3 Investments (FY24)

- **Atrium Infill \$25,260,000** : The Barbara Jordan Terminal Atrium Infill project will increase public space in the central area of the terminal with the construction of a slab in the existing atrium on the ticketing/concourse level of the terminal building. The additional space will allow for general circulation space. The project also includes fire/life safety systems, mechanical, electrical and plumbing work, and enhancement of structural capacity to allow for floor construction on the apron level.
- **Midfield Taxiway \$14,250,000** : The dual parallel Midfield Taxiways need to be demolished and rebuilt in a new location to make way for a new 20 - 40 gate concourse. This is an enabling project for the new concourse. This project will design and construct two parallel Midfield Taxiways with connectors and access to the maintenance ramp. It includes bridges for vehicle access to the midfield and FAA Tower, utility relocation, drainage improvements, demolition of existing pavements and infrastructure, new fencing, modifications to service roads, and provides connectivity between the east and west side of the airfield.

# Bipartisan Infrastructure Law (BIL)

The annual AIG allocation is based on the AIP primary and cargo entitlement formulas. Thus the percentages by HUB description are:

- Large HUB 41.6%
- Medium HUB 14.4%
- Small HUB 13%
- Non-HUB/Non-primary 31%

The annual ATP competitive process is broken up by HUB as well, with dollar value maximums by HUB:

- Large HUB 55%
- Medium HUB 15%
- Small HUB 20%
- Non-HUB/Non-primary 10%

# FAA BIL Grants

- **Bipartisan Infrastructure Law – Airport Infrastructure Grant (AIG):** funds are specific, annual allocations to each eligible airport. This law has a 5 year rollout plan that distributes roughly \$3B a year to airports based on formula allocations.
- **Bipartisan Infrastructure Law – Airport Terminal Program(ATP):** funds are awarded annually through a competitive Notice of Funding Opportunity (NOFO) process specifically for airport terminal improvements. This law has a 5 year rollout plan that distributes roughly \$1B a year to airports based on competitive application.
- **The FAA adopted the BABA (Buy American Build American) Act via an executive order as of November 10, 2022 which narrows our eligible project pool in terms of use of these dollars.**



# **AIRPORT ADVISORY COMMISSION**

## **ITEM 6 – STAFF BRIEFINGS**

AUS Wayfinding Update presented by  
Jennifer Williams, Planning and Design  
Management Officer

# Austin-Bergstrom International Airport Wayfinding Presentation

Airport Advisory Commission, March 2024  
Jennifer Williams, P.E. – Planning and Design Management Officer



# Signage + Wayfinding Standards



# Signage + Wayfinding Study

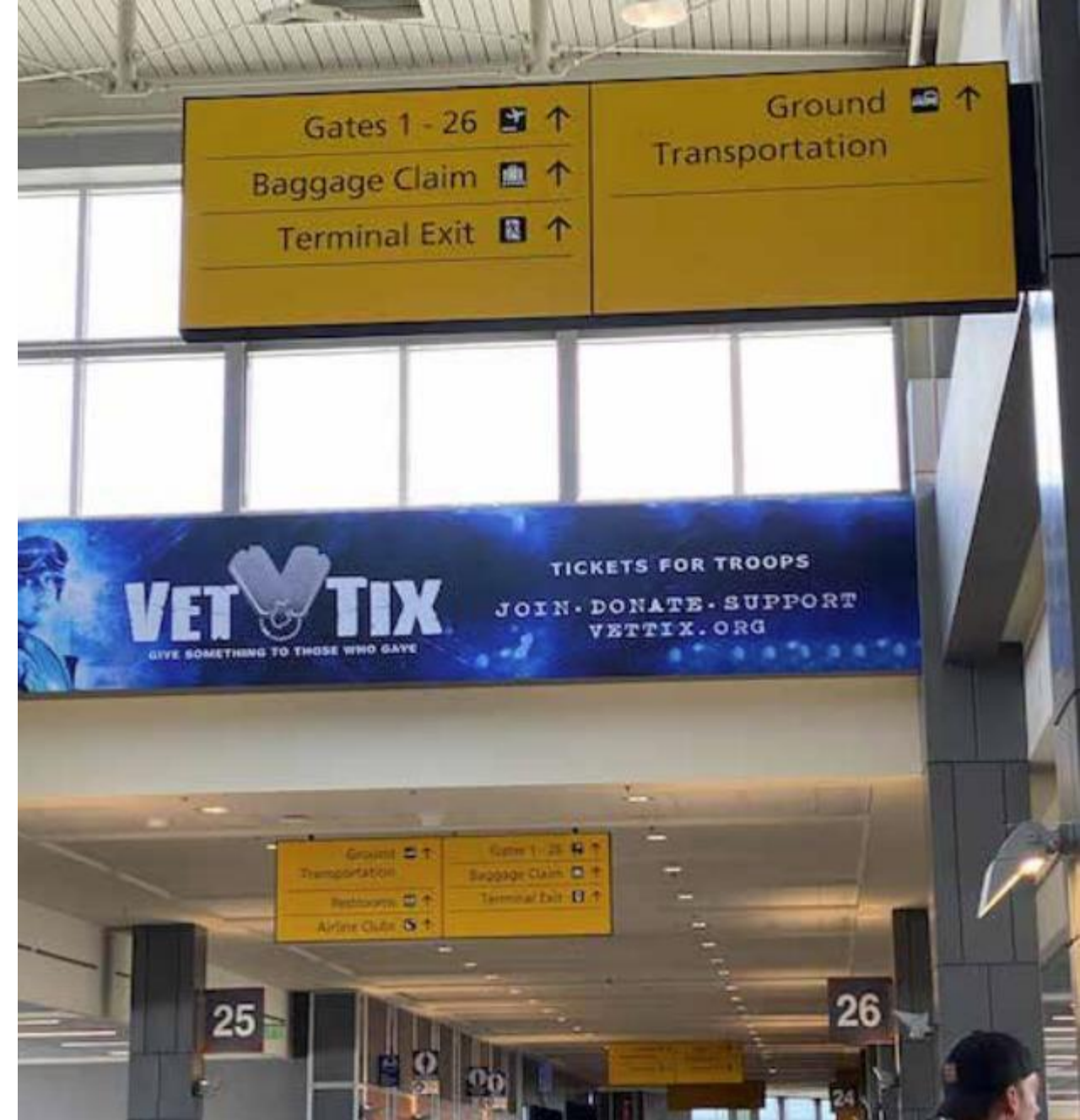
Purpose: To provide standards for more streamlined, consistent, and clear messaging to meet the needs of all passengers.

## Analysis of current signage shows:

- Inconsistent lighting
- No hierarchy of sign information
- Regular weight of font used
- Symbols and Arrows are too small
- Inconsistent terminology
- Too much information per sign panel
- Conflicting placement with surrounding environment

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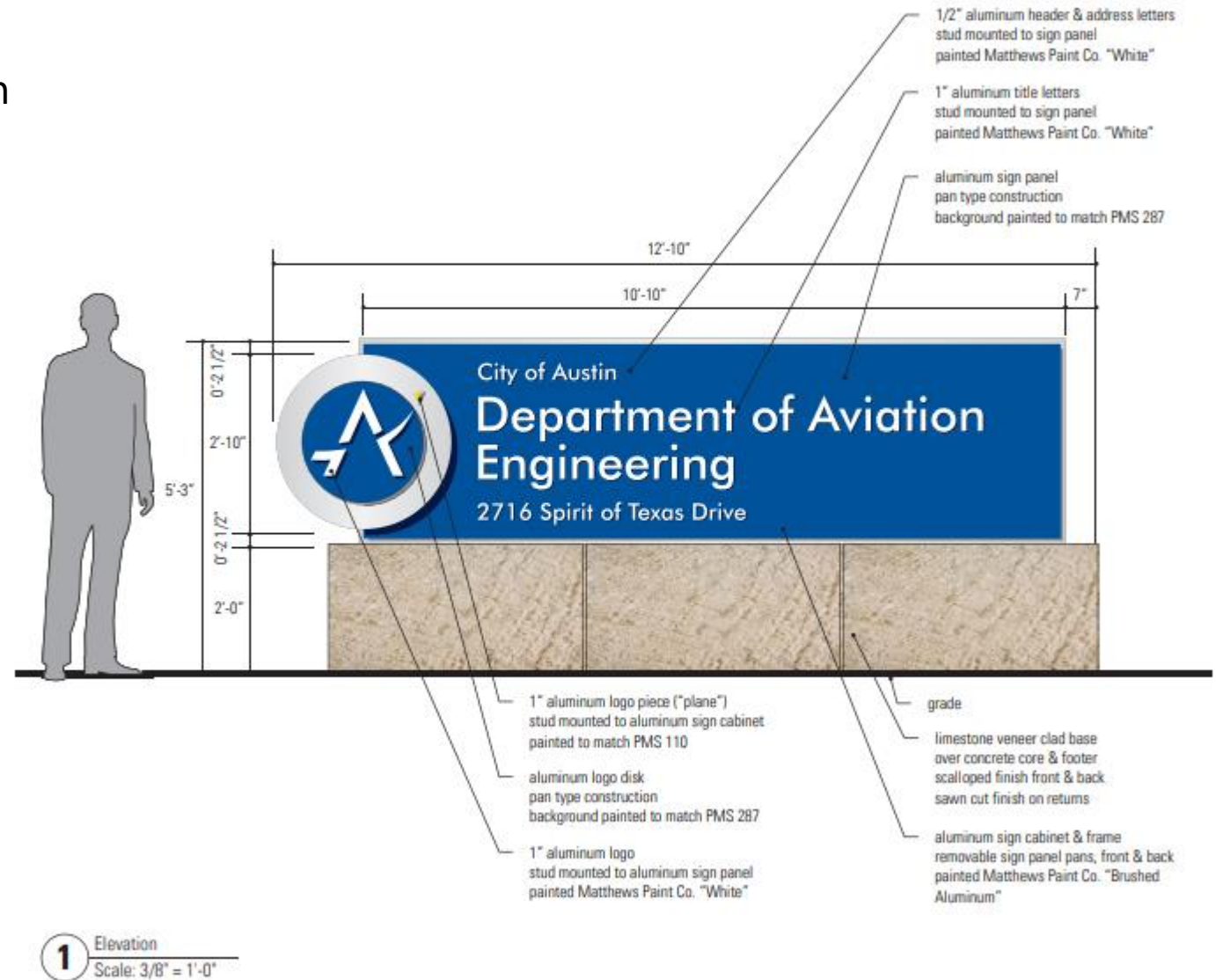
Results upon completion will be posted:  
[austintexas.gov/page/construction-and-design-resources-airport](http://austintexas.gov/page/construction-and-design-resources-airport)



# Types of Signage

These signage types will be included in the Signage + Wayfinding Guidelines:

- Internal
- External
- Wayfinding
- Campus Signage

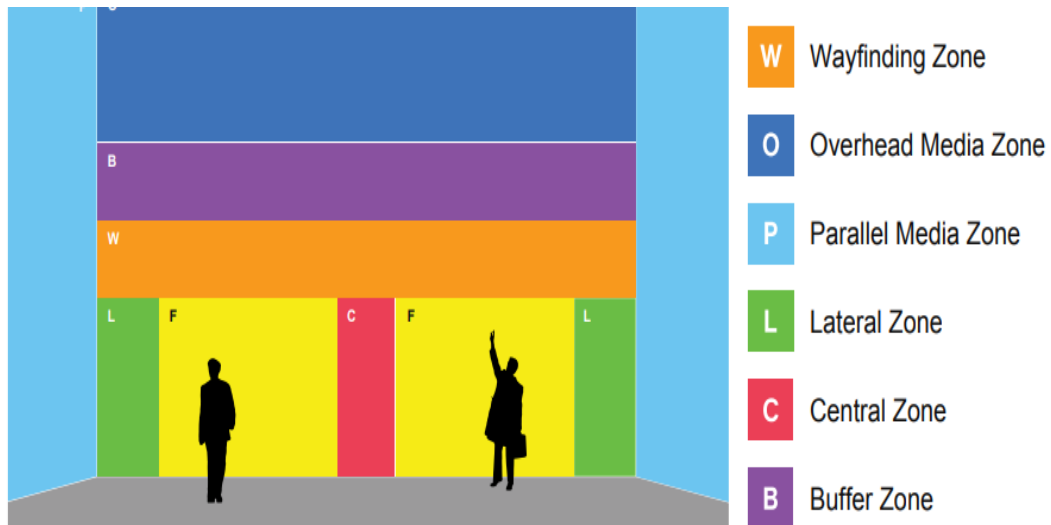




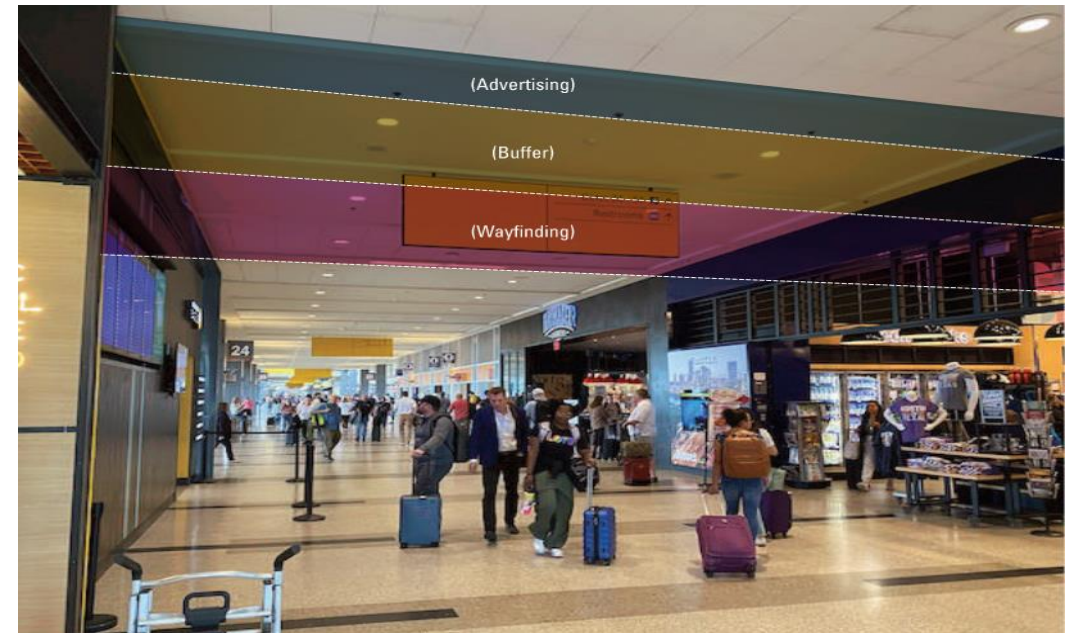
# Example of Visual Zoning Diagram

New guidelines will address:

- ADA Requirements
- Visibility
- Lighting
- Signage Placement



Credit – PANYNJ Sign Standards - Mijksenaar



# Bike Path Wayfinding from SH71 to Barbara Jordan Terminal

## The Events to Date:

- Shared Use Path was installed in 2016 from SH71 to Barbara Jordan Terminal to support Imagine Austin initiative.
- City of Austin Transportation Public Works Department (TPW) & Aviation Department (DOA) Joint Effort
  - Planners from TPW and DOA created plan with DOA Maintenance to fabricate and deploy wayfinding on the bike path to and from the Airport that meets consistent bike signage throughout Austin.
- TPW provided signage templates consistent with Texas Manual on Uniform Traffic Control Devices (TMUTCD) to DOA to fabricate signage.
- February 2024: Signage “blanks” were sourced through a City vendor and the sign-making process was initiated.
- March 2024: Sign installation currently underway.






Austin Bergstrom  
International Airport



# **AIRPORT ADVISORY COMMISSION**

## **ITEM 7 – STAFF BRIEFINGS**

Update on Fixed Based Operations at AUS  
presented by John Gallo, Commercial  
Management Division Manager



# Fixed Base Operators at AUS

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Airport Advisory Commission, March 13, 2024

John Gallo, C.M., ACE

Division Manager - Commercial Management



# Fixed Base Operators - FBO

An FBO is a fixed-base operator, which is a company that is given permission by an airport to operate on its premises to provide aeronautical services for aircraft, passengers, and crew. Generally, FBOs are the main providers of services in general aviation, corporate aviation and recreational flying.

## **What Services Does an FBO Provide?**

- An FBO provides a wide variety of services that usually focus on the maintenance of the aircraft. Depending on the size of the airport, there may be more than just basic services for crew and passengers. Some of these additional services may include: Aerial photography, aircraft rental and sales, private jet charter, pilot instruction, vehicle services, conference facilities, pilot's lounges, sightseeing flights and tours, aerial advertising and surveying.

## **What Services Are Available for the Aircraft?**

- The services that are available for the aircraft can vary depending on the size of the airport, but can include: Aircraft storage services, Parking, Tie-down, Hangar, Fueling and Maintenance and Repair.





# Fixed Base Operators - AUS

## Austin-Bergstrom International Airport has three FBOs that operate pursuant to leases:

- Atlantic Aviation, Signature Flight Support and Million Air
- Each FBO currently has 7 hangars with more being planned for development
- Over 50 acres of apron space to service aircraft during daily operations and special events like Formula1, NASCAR and SXSW
- Around 45,000-50,000 General Aviation operations annually





# Fixed Base Operators



# April AAC Meeting

MillionAir Lease RCA

- MillionAir is the 2<sup>nd</sup> largest FBO operator at AUS with 1.7 million square feet of leasehold and has provided FBO services since 2016. In 2023 they contributed \$386,000 in fuel flowage fees to the airport.
- MillionAir has requested a restatement and extension of their current lease to provide for an expansion of their current facility at AUS. MillionAir will be investing 50-55 million dollars for additional hangars, ramp and operational areas.
- An RCA to authorize the negotiation and execution of a Restated Lease with MillionAir will be presented at the April AAC Meeting. City Council action is scheduled for April 18, 2024.



A busy airport terminal with people walking. In the background, there are signs for "SALESFORCE ESSENTIALS", "GROUND TRANSPORT", "19", and "EXIT". A man in a cowboy hat is in the foreground.

# Thank You!

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Austin-Bergstrom  
International Airport





## **AIRPORT ADVISORY COMMISSION**

### **ITEM 8 – DISCUSSION/ACTION ITEM**

Authorize negotiation and execution of a contract for AirportIQ airport management platform software support, maintenance, and related services with GCR, Inc. d/b/a Tadera, for a term of five years in an amount not to exceed \$1,600,000. [Note: Sole source contracts are exempt from the City Code Chapter 2-9B (Minority-Owned and WomenOwned Business Enterprise Procurement Program); therefore, no subcontracting goals were established].



# City of Austin

## Recommendation for Action

**File #: 24-4154, Agenda Item #:**

**4/4/2024**

### **Posting Language**

Authorize negotiation and execution of a contract for AirportIQ airport management platform software support, maintenance, and related services with GCR, Inc. d/b/a Tadera, for a term of five years in an amount not to exceed \$1,600,000.

[Note: Sole source contracts are exempt from the City Code Chapter 2-9B (Minority-Owned and Women-Owned Business Enterprise Procurement Program); therefore, no subcontracting goals were established].

### **Lead Department**

Financial Services Department.

### **Client Department(s)**

Department of Aviation.

### **Fiscal Note**

Funding in the amount of \$69,259 is available in the Fiscal Year 2023-2024 Operating Budget of the Department of Aviation. Funding for the remaining contract term is contingent upon available funding in future budgets.

### **Purchasing Language:**

Sole Source.

### **For More Information:**

Direct questions regarding this Recommendation for Council Action to the Financial Services Department - Central Procurement at: [FSDCentralProcurementRCAs@austintexas.gov](mailto:FSDCentralProcurementRCAs@austintexas.gov) or 512-974-2500.

### **Council Committee, Boards and Commission Action:**

March 13, 2024 - To be reviewed by the Airport Advisory Commission.

### **Additional Backup Information:**

The contract will provide software support, maintenance, and related services for the AirportIQ platform and its component software systems. The AirportIQ platform is designed to manage and integrate various critical, operational, and business software and processes under a single system. AirportIQ software supports multiple divisions of the Department of Aviation by managing all aspects of tenant financial compliance and airport operations including reporting, tracking, correction, and analysis of operational compliance issues such as safety and security violations at Austin-Bergstrom International Airport. Additionally, the system provides unified safety risk management as required by Federal Aviation Administration Order 8000.369. The contract will combine two existing contracts into one.

GCR, Inc. d/b/a Tadera developed and is the sole provider of the AirportIQ platform of software applications and related professional services. All software licensing subscription, upgrades, maintenance, and support

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services can only be purchased directly through GCR, Inc. d/b/a Tadera. The contractor retains the right to develop, distribute, and customize the program.



## **AIRPORT ADVISORY COMMISSION**

### **ITEM 9 – DISCUSSION/ACTION ITEM**

Authorize negotiation and execution of a contract for landing fee management software with Passur Aerospace, Inc., for a term of five years in an amount not to exceed \$650,000. [Note: Sole source contracts are exempt from the City Code Chapter 2-9B (Minority-Owned and WomenOwned Business Enterprise Procurement Program); therefore, no subcontracting goals were established].





# City of Austin

## Recommendation for Action

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**File #: 24-4167, Agenda Item #:**

**4/4/2024**

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### **Posting Language**

Authorize negotiation and execution of a contract for landing fee management software with Passur Aerospace, Inc., for a term of five years in an amount not to exceed \$650,000.

[Note: Sole source contracts are exempt from the City Code Chapter 2-9B (Minority-Owned and Women-Owned Business Enterprise Procurement Program); therefore, no subcontracting goals were established].

### **Lead Department**

Financial Services Department.

### **Client Department(s)**

Department of Aviation.

### **Fiscal Note**

Funding in the amount of \$45,606 is available in the Fiscal Year 2023-2024 Operating Budget of the Department of Aviation. Funding for the remaining contract term is contingent upon available funding in future budgets.

### **Purchasing Language:**

Sole Source.

### **For More Information:**

Direct questions regarding this Recommendation for Council Action to the Financial Services Department - Central Procurement at: [FSDCentralProcurementRCAs@austintexas.gov](mailto:FSDCentralProcurementRCAs@austintexas.gov) or 512-974-2500.

### **Council Committee, Boards and Commission Action:**

March 13, 2024 - To be reviewed by the Airport Advisory Commission.

### **Additional Backup Information:**

The contract is for PASSUR Landing Fee Management (LFM) system. It provides independently verified, standardized, automated, and detailed aircraft landing data, used by Aviation accounts receivable staff to invoice passenger and cargo carriers for landing according to their contract terms. The system reduces costs for the airlines and airport by eliminating 20 staff hours of manual reporting and billing processes each month. Aircraft landing data is uploaded from the LFM system, via a proprietary interface, to the Airport's Tenant Management and Accounts Receivables Software, allowing for verification of aircraft landing and subsequent monthly invoicing.

This contract is a sole source because changing contractors would result in a substantial cost and increased staff hours in order to create a new interface for project management, technical assistance, testing, and training for Aviation and airline staff, with associated costs for Airport business partners in staff training and process changes.



