

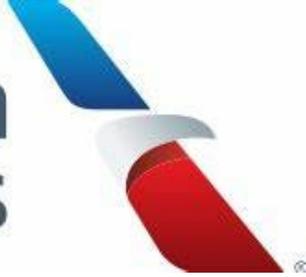
# AIRLINE LEASE & USE AGREEMENT



AIRPORT BOARD MEETING  
FEBRUARY 28<sup>TH</sup>, 2024

## Terms

American  
Airlines



- Effective date TBD
- Three (3) years
- Holdover clause (month to month)
- Sets terms for relationship going forward
  - Maintenance and Operations
  - Capital Improvements
  - Terminal Operations Manual
  - Rentals, Fees, and Charges
  - Reporting
  - Payment



UNITED  
AIRLINES



## Landing Fee

September 26, 2023

	Budget 2024	Forecast 2025	Forecast 2026
Expenditures			
Operating expenses	\$2,166	\$2,198	\$2,231
City administrative allocation	72	73	74
Debt service	289	282	275
Local share of CIP	580	580	580
Apron expense requirement	211	214	217
Total expenditures	\$3,317	\$3,347	\$3,377
Less: non-airline revenues			
Security Service	(297)	(300)	(303)
Fuel Flowage Fees	(130)	(132)	(133)
Total revenues	(\$427)	(\$431)	(\$435)
Net requirement	\$2,890	\$2,916	\$2,941
Landed weight	548	573	590
<b>Landing fee rate</b>	<b>\$5.27</b>	<b>\$5.09</b>	<b>\$4.98</b>
Less: revenue sharing	(1,286)	(1,595)	(1,650)
Adjusted net requirement	\$1,605	\$1,320	\$1,291
<b>Adjusted landing fee rate</b>	<b>\$2.93</b>	<b>\$2.31</b>	<b>\$2.19</b>
Landed weight	548	573	590
Landing fee revenue	\$1,605	\$1,320	\$1,291
Landing fee revenue by airline			
American	\$644	\$530	\$518
Southwest	409	336	329
United	540	445	435
Charter & cargo	11	9	9
Landing fee revenue	\$1,605	\$1,320	\$1,291

# Airline Agreement

# Landing Fee

<b>Terminal rental rate</b>	<b>\$161.11</b>	<b>\$162.94</b>	<b>\$165.17</b>
Airline leased space	23.9	23.9	23.9
Terminal rental revenue	\$3,845	\$3,889	\$3,942
Less: revenue sharing	(1,704)	(1,595)	(1,650)
Adjusted net requirement	\$2,140	\$2,293	\$2,291
<b>Adjusted terminal rental rate</b>	<b>\$89.69</b>	<b>\$96.09</b>	<b>\$96.01</b>
Type of space			
Exclusive/preferential	15	15	15
Joint use	9	9	9
	24	24	24
Terminal rental revenue			
Exclusive/preferential	\$1,309	\$1,402	\$1,401
Joint use	832	891	890
	\$2,140	\$2,293	\$2,291
	<b>Budget</b>	<b>Forecast</b>	<b>Forecast</b>
	<b>2024</b>	<b>2025</b>	<b>2026</b>
Exclusive/preferential by airline			
American	\$382	\$410	\$409
Southwest	501	537	537
United	425	455	455
Exclusive/preferential by airline	\$1,309	\$1,402	\$1,401
Enplanement market share			
American	45.9%	45.9%	45.9%
Southwest	27.1%	27.1%	27.1%
United	27.0%	27.0%	27.0%
Total	100.0%	100.0%	100.0%
Joint use by airline			
American	\$382	\$409	\$409
Southwest	226	242	242
United	224	240	240
Joint use by airline	\$832	\$891	\$890

# Airline Agreement

# Terminal Rental Rate

# Airline Agreement

## Gate Use Fee

<b>Gate Use Fee</b>			
<b>September 26, 2023</b>			
	<b>Budget 2024</b>	<b>Forecast 2025</b>	<b>Forecast 2026</b>
Adjusted terminal rental rate	\$89.69	\$96.09	\$96.01
Common use square feet			
Ticket counter	2.1	2.1	2.1
Holdroom	9.7	9.7	9.7
Total square feet	11.8	11.8	11.8
Per turn requirement			
Terminal requirement	\$1,058	\$1,133	\$1,132
Total gate use fee requirement	\$1,058	\$1,133	\$1,132
Commercial passenger operations	8.3	8.6	8.9
<b>Signatory gate use fee</b>	<b>\$128.09</b>	<b>\$131.40</b>	<b>\$127.38</b>
Non-signatory gate use fee	\$160.11	\$164.25	\$159.22

## Revenue Sharing Calculation

September 26, 2023

	Budget 2024	Forecast 2025	Forecast 2026
Operating revenues	2,890	2,916	2,941
Landing fee revenue (before revenue share)	3,845	3,889	3,942
Terminal rental revenue (before revenue share)	8,252	8,540	8,730
Non-airline revenues			
Total revenues	\$14,987	\$15,344	\$15,613
Expenditures Operating expenses	\$10,599	\$10,758	\$10,919
City administrative allocation	\$352	\$357	\$362
Debt service Less: PFCs Less: CFCs	\$2,100	\$2,094	\$2,071 (1,155)
Net debt service Local share of CIP	(1,162)	(1,164)	(466)
Total capital	(472)	(471)	
	\$466	\$459	\$451
	\$580	\$580	\$580
	\$580	\$580	\$580
Total expenditures	\$11,996	\$12,154	\$12,312
<b>Amount available to share</b>	<b>\$2,990</b>	<b>\$3,191</b>	<b>\$3,301</b>
Airfield Terminal	\$1,286	\$1,595	\$1,650
	\$1,704	\$1,595	\$1,650

# Airline Agreement

# Revenue Sharing Calculation