

WHERE BUSINESS TAKES FLIGHT



- ▶ 99th out of 400+ air carrier airports nationwide
- ▶ Largest of 6 air carrier airports along Gulf Coast between (not including) New Orleans and Jacksonville
 - ▶ Gulfport (169)
 - ▶ Mobile (162)
 - ▶ Pensacola (99)
 - ▶ Destin-Ft. Walton Beach (142)
 - ▶ Panama City (155)
 - ▶ Tallahassee (147)
- ▶ (Approximately 313 miles between Gulfport and Tallahassee)



Airlines Serving PNS Offer Customers Non-stop Service to seventeen Airport Markets



July 2017, based on schedules as of January 14, 2017.



Destination	Carrier	Avg. Daily + Sa	
		Depts	Seats
Atlanta	DL	8	1,280
Austin	WN	1	143
Charlotte	AA	4	304
Chicago Midway	WN	1	143
Chicago O'Hare	UA	1	70
Dallas Love Field	WN	2	286
Dallas/Fort Worth	AA	5	354
Denver	WN	1	143
Houston Hobby	WN	1	143
Houston Intercontinental	UA	5	250
Kansas City	WN	1	143
Miami	AA	3	150
Nashville	WN	2	286
Orlando	3M	2	68
St Louis	WN	1	
Tampa	3M	2	68
Washington National	AA	1	76

Businesses Need The World to Connect To Them

Pensacola....
You Can Get Here From There!



Think beyond direct flights...

Consider one-connection opportunities...

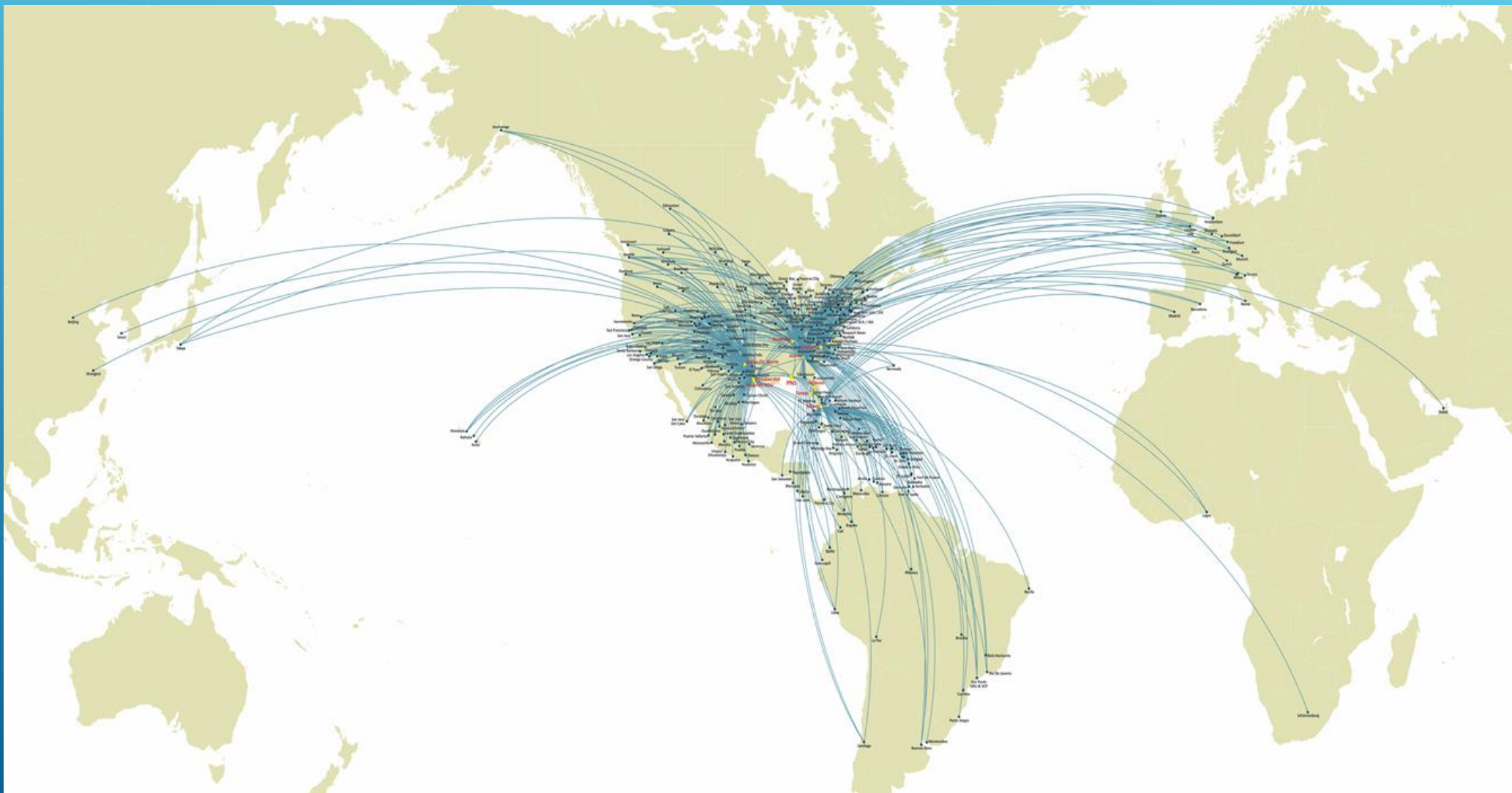
In 2017, Airlines at PNS Offer Non-stop Service to Seventeen Airport Markets Providing One-stop Service to over 300 Unique Markets Around the Globe

669

One-Stop Connections from PNS



All Airlines – One Connection



October - July

Passenger Enplanements

	<u>FY'15</u>	<u>FY'16</u>	<u>FY'17</u>
YTD	658,237	663,151	689,297

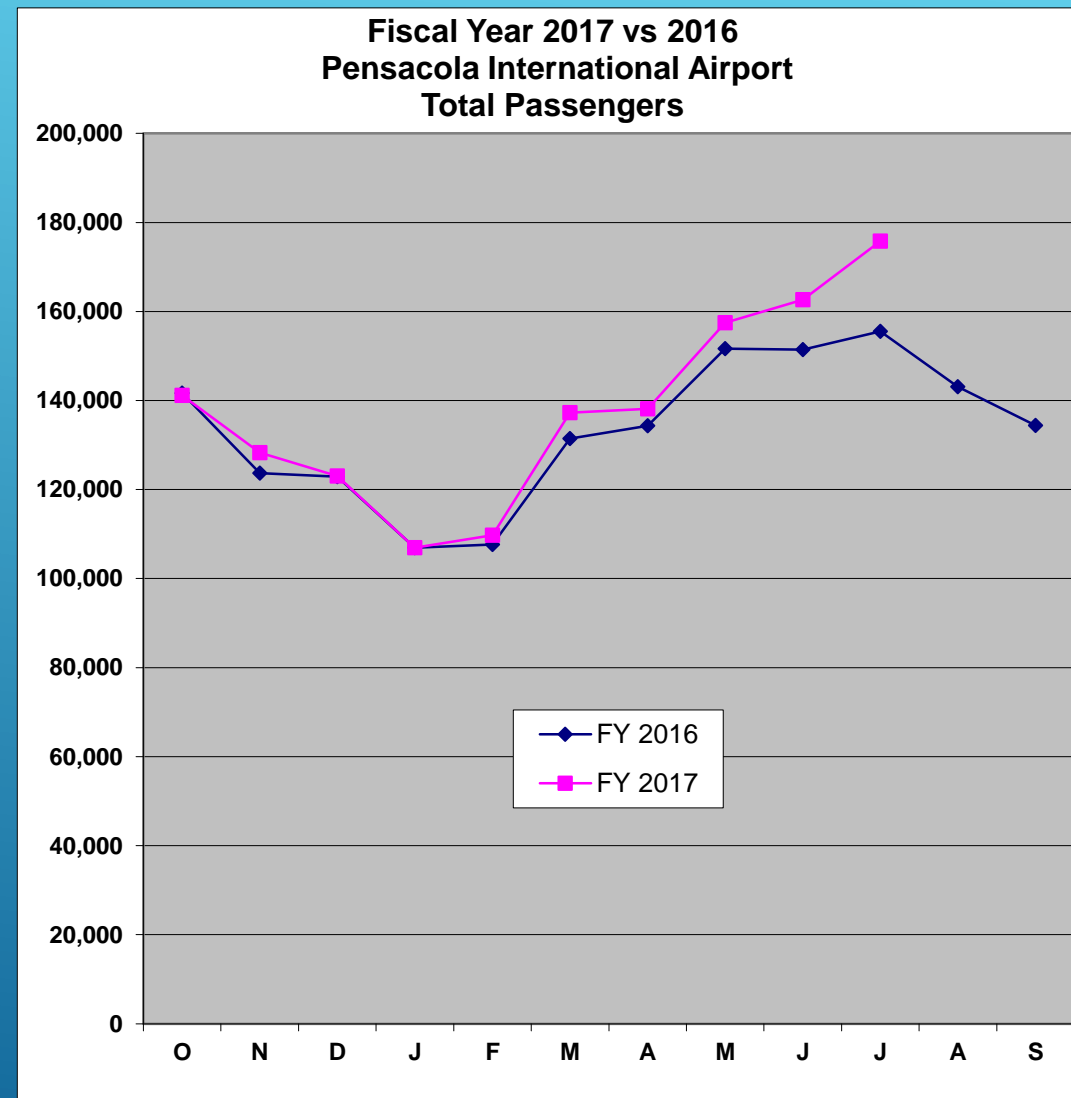
Seat Growth

	<u>FY'15</u>	<u>FY'16</u>	<u>FY'17</u>
YTD	787,202	801,567	834,569

Total Passengers

	<u>FY'15</u>	<u>FY'16</u>	<u>FY'17</u>
YTD	1,317,269	1,327,271	1,380,470

FY'07: 1,377,753





43% (44%)



27% (28%)



16% (14%)



10% (10%)



4% (4%)

Average Fares for 1st Quarter 2017

<u>Airport</u>	<u>Airport Ranking</u>	<u>Average Fare</u>
Pensacola	99	\$443.24
Tallahassee	147	\$545.05
Ft. Walton	142	\$460.70
Panama City	155	\$463.35
Mobile	162	\$507.43
Gulfport-Biloxi	169	\$462.71

National Average Fare: \$351.85

- Larger population base served by other airports
- Greater number of low cost carriers in those markets

*Source: Bureau of Transportation Statistics – All Airports – July 25, 2017

Concession Revenue – FY Oct - Jul

Parking Revenue

<u>FY'15</u>	<u>FY'16</u>	<u>FY'17</u>
\$4,584,526	\$4,794,211	\$4,963,901

Rental Car Revenue

<u>FY'15</u>	<u>FY'16</u>	<u>FY'17</u>
\$2,792,967	\$2,795,351	\$2,960,640

News & Gifts Revenue

<u>FY'15</u>	<u>FY'16</u>	<u>FY'17</u>
\$225,452	\$207,995	\$227,384

Food & Beverage Sales

<u>FY'15</u>	<u>FY'16</u>	<u>FY'17</u>
\$2,669,958	\$3,341,485	\$3,505,941

Food & Beverage Revenue

<u>FY'15</u>	<u>FY'16</u>	<u>FY'17</u>
\$321,403	\$414,148	\$436,292

Project Update

Pensacola International Airport - 2015

Commerce Park

MRO Development

Air Cargo Ramp



Cargo Operations

In FY'11, moved 614,666 lbs of freight

In FY'16, moved 13,249,266 lbs of freight

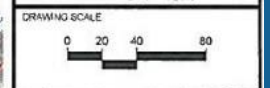


UPS operates an A-300F to SDF Worldport nightly except weekends, AND operates a B-757 to New Orleans nightly except weekends.

Subair operates two BE-1900 to ATL nightly.

UPS affiliate operates Caravan to GPT nightly except Saturdays and Sundays.





REV	DATE	DESCRIPTION

PROJECT NAME
CARGO APRON EXPANSION

SHEET TITLE
PREFERRED ALTERNATIVE

ENGINEER OF RECORD
THOMAS E. RODA, PE
FL P.E. No. 60235
DATE

JOB NO.	100017702
DATE	NOVEMBER 2014
DRAWN	JCH
DESIGN	JCH
CHECKED	TLB

SHEET NO.

LEGEND

- Taxiway-A Object Free Area (OFA)
- Taxiway Wing-tip Clearance
- Taxiway Wing-tip Clearance
- Sleeper Slab-1
- Proposed Asphalt Pavement
- Proposed Concrete Pavement
- Mill & Overlay
- Sleeper Slab-2

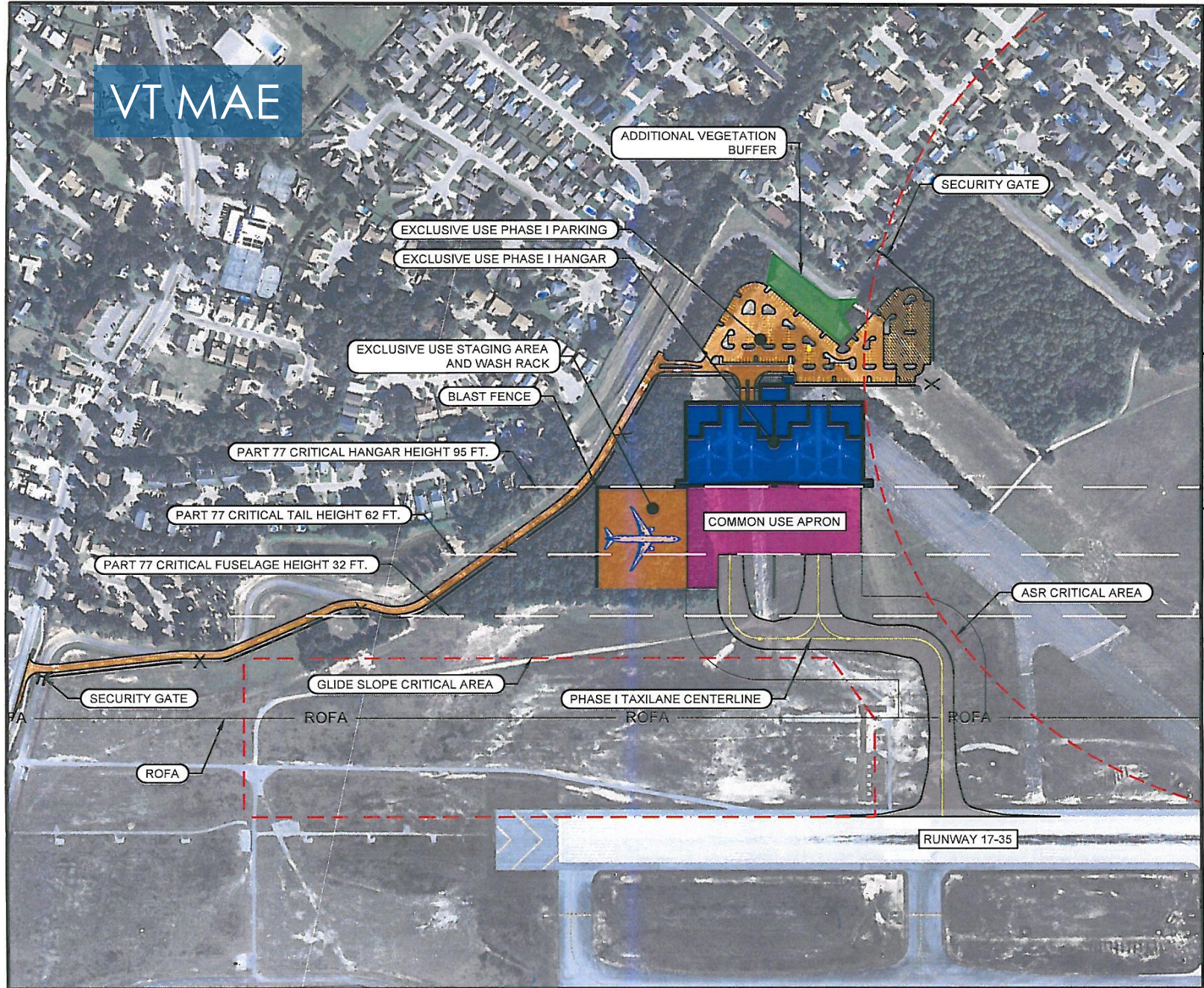


Allows flexibility with current operator

Provides space for possible second operator



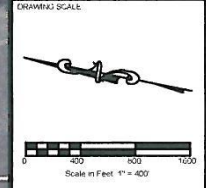
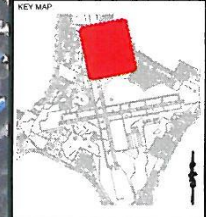
VT MAE



PENSACOLA
International Airport

PENSACOLA

ATKINS
4102 W. Bay Street, Suite 700
Tampa, FL 33607
Tel: 813.447.2127 Fax: 813.291.6438
www.atkins.com
FSP# CA NO. 24



PROJECT DRAWINGS

SHEET TITLE

SHEET NO.

EXHIBIT B

<http://flypensacola.com>



MRO Hangar
(Pensacola International Airport)

Image # 65
Date 09.05.17



MRO Hangar
(Pensacola International Airport)

Image # 65
Date 08.01.17



727.520.8181
www.aerophoto.com



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www.aerophoto.com



115 Parcels Acquired as of June 2017

24 Commercial

91 Residential

6 Parcels Remain

4 Residential

2 Commercial

All acquisitions done in accordance with the Uniform Relocation Act

Able to secure \$1,400,000 appropriation in State budget with Mayoral assistance



Master Plan Update

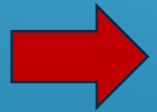


Master Planning Process

Inventory Existing Conditions

Forecast Growth

Review Existing Facility For Growth Needs



Develop Possible Alternatives To Meet Growth Needs

Develop A Financial Plan

<http://www.pnsmasterplan.com/>

Events

Downloads

ECONOMIC IMPACT

▶ Direct Impact

- ▶ Revenue generated as a result of airport employment and airport businesses
 - ▶ Employee payroll
 - ▶ Approximately 1,400 individuals employed at airport
 - ▶ Goods and services purchased by airport businesses
 - ▶ Funds spent on capital improvements
 - ▶ Approximately four to five million dollars spent per year (includes grants)

▶ Indirect Impact

- ▶ Revenue generated in the community by those individuals who use the airport (i.e. food, lodging, entertainment, shopping)
 - ▶ Tourists
 - ▶ Business Travelers

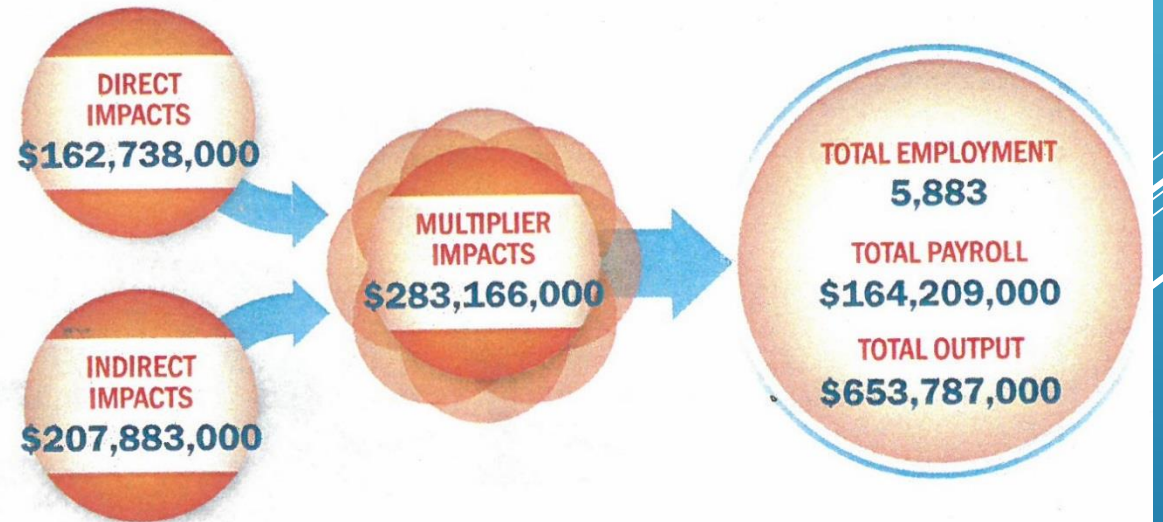
▶ Induced Impact

- ▶ Multiplier effect of money generated from the direct and indirect impacts

THE ECONOMIC IMPACT OF
**Pensacola International Airport
(PNS)**



According to the Florida Department of Transportation, when all sources of economic activity are considered, including the multiplier effect, Pensacola International Airport provides the following annual benefits:



WHERE BUSINESS TAKES FLIGHT



PENSACOLA
International Airport