

ALTERNATIVE PROJECT DELIVERY METHODS AND LATEST DEVELOPMENTS IN 3P

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PRESENTATION TOPICS

- Airport Facilities
- Airport Market & Growth
- 3P Delivery Model at ABIA
- Ultra Low Cost Airline Terminal

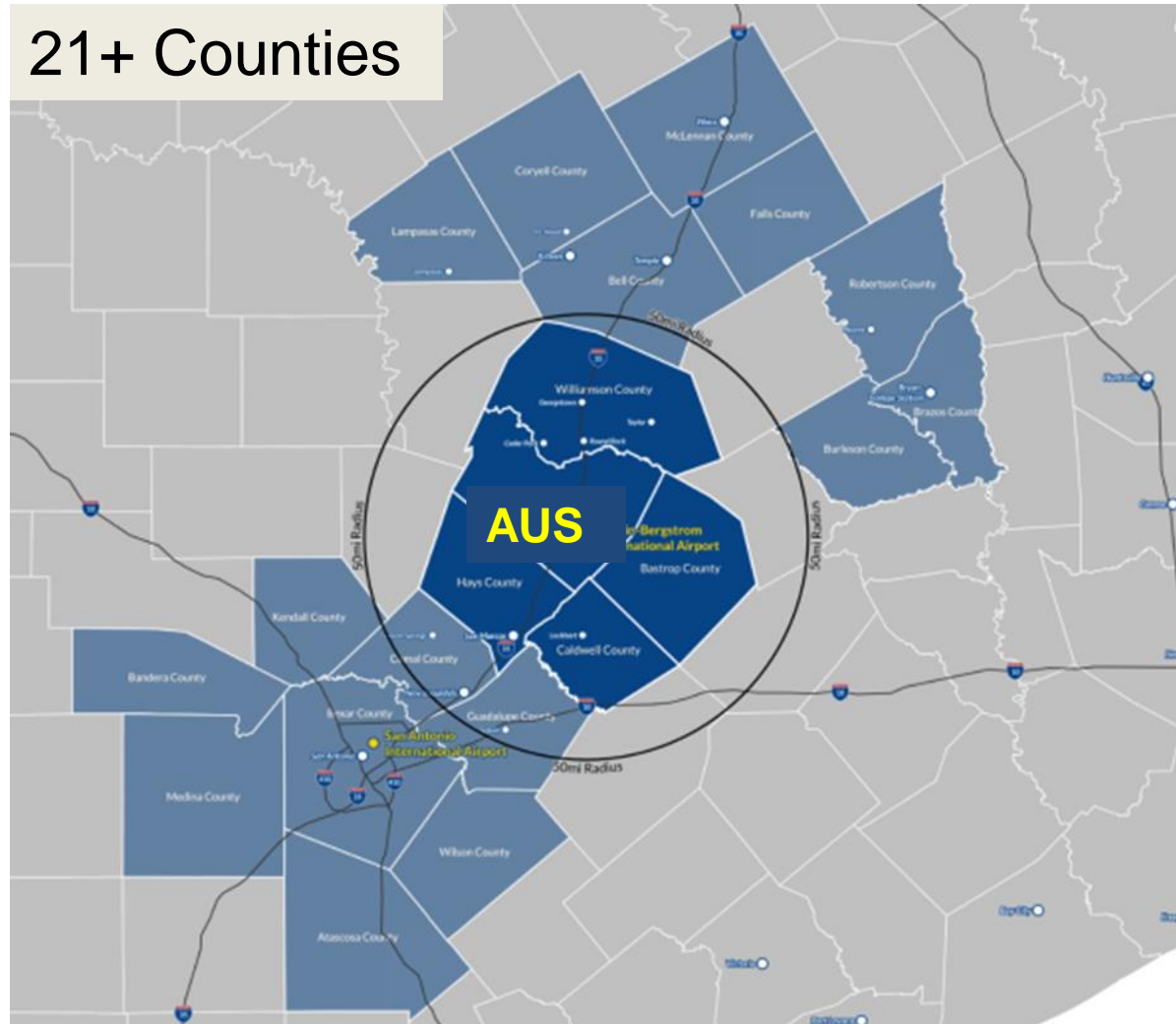
ABIA FACILITIES



- 4,242 acres owned by the City
- 2 wide spaced parallel runways simultaneous landings and takeoffs
 - 17L-35R-9,000 ft. CAT IIIb runway
 - 17R-35L-12,250 ft.
- 25 Gate Pax Terminal – 750,000+ s.f.
- **3 Gate Ultra Low Cost Terminal**
- **1.6M S.F. Car Rental Facility**
- **Two FBOs: 200+ based aircraft**
- **25 acre cargo apron**
- **13 acres cell phone commercial center**
- **Park and Bark Pet Hotel-Parking**
- **Hilton Hotel – 262 rooms**
- **Hyatt Hotel – 139 rooms**

Air Service Market Area

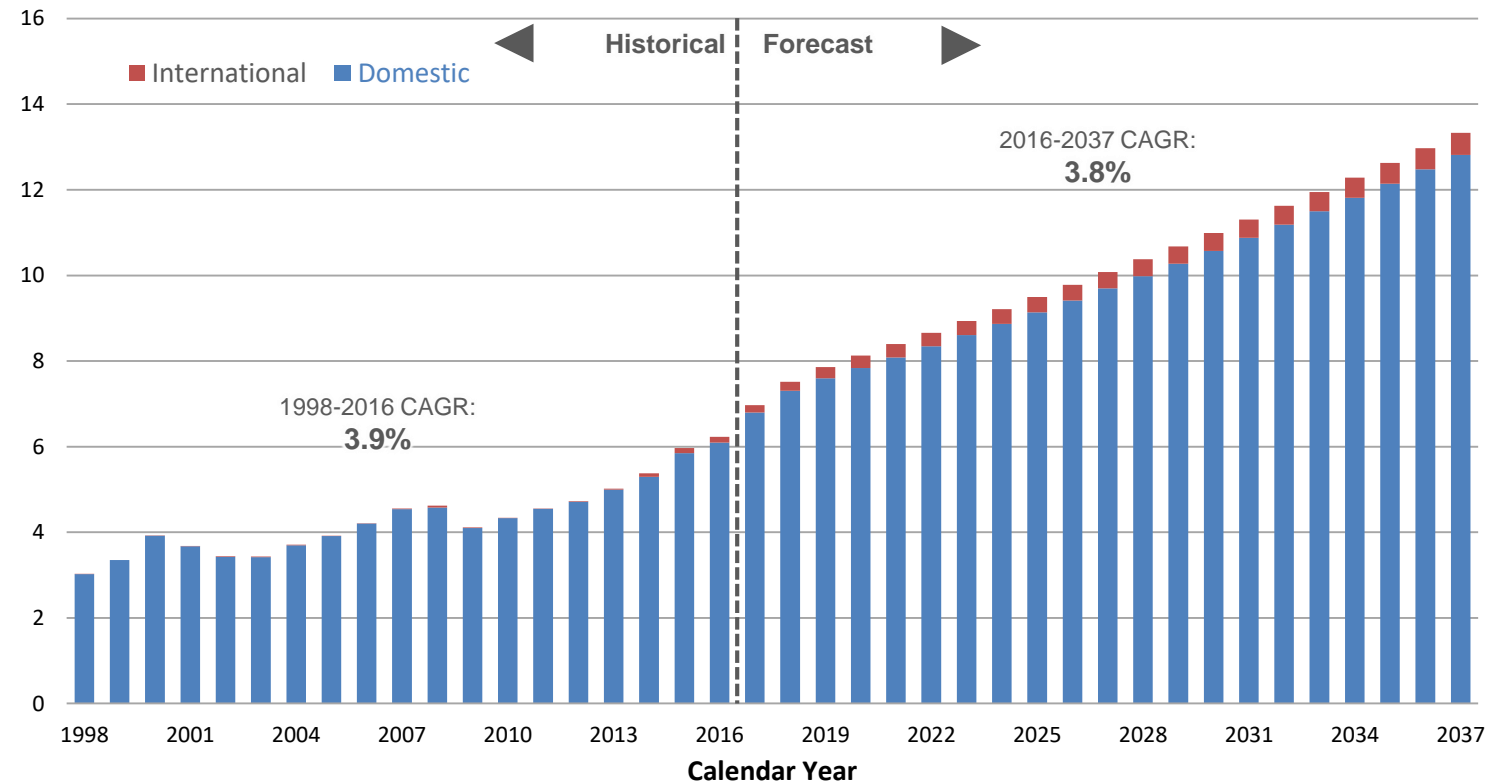
21+ Counties



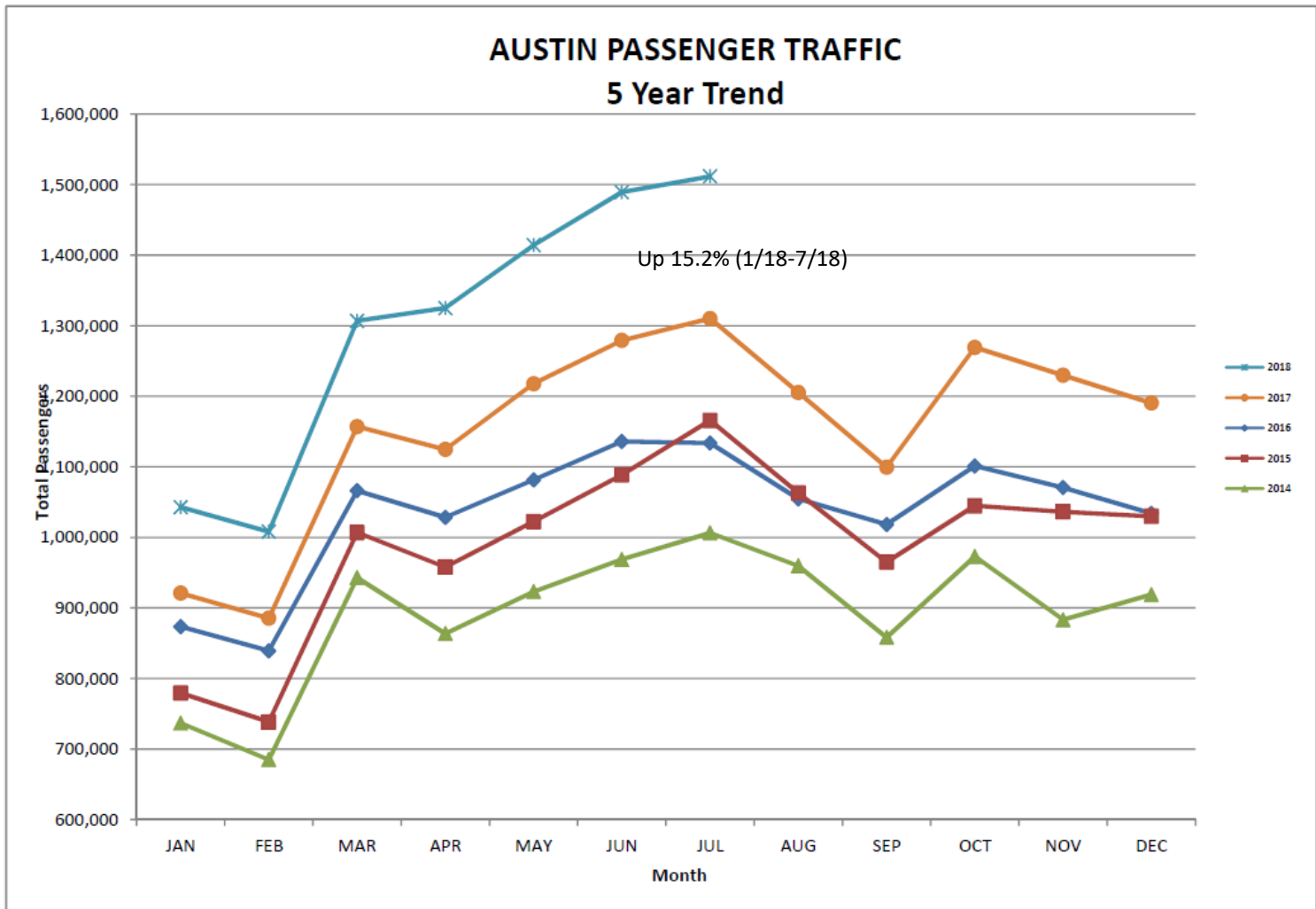
PASSENGER ACTIVITY PERFORMANCE

Annual Enplaned Passengers

(in millions)



5 YEAR AVERAGE 8% Growth



- Up 15.2 % from Jan-July 2017 over Jan-July 2018
- Last 5 years have averaged above 8 % compounded growth

GOALS OF ULCC 3P DELIVERY AT ABIA

- 2008 South Terminal Development-
 - **Enhance Competitiveness** and Growth (emergence of ULCCs)
 - Accommodate new international service to Mexico (Viva Aerobus)
 - Encourage non-legacy and legacy airlines to expand
- 2016 South Terminal Development-
 - **Add capacity** and expand air carrier service options in Austin
 - Focused on Specific customer and experience for competitiveness
 - Offers differentiated product to community

ABIA PUBLIC PRIVATION PARTNERSHIPS

- TX State Law House Bill 2729: City may contract with a private entity to act as the city's agent in the design, development, financing, maintenance, operation, or construction of a civil works project or an improvement to real property.
 - Shifting of typical governmental-city functions and responsibilities to the private sector
 - Use long term ground/building lease and concession agreement

PUBLIC-GOVERNMENT PARTNERSHIP

- Separate Entrance
- Way Finding
 - Highway Signage-State TXDOT
 - GPS Coordination
 - Social Media
 - Airline Reservation/Booking
- Ground Transportation
- Shuttle Connectivity



2008 South Terminal



2008 IMPLEMENTATION STRATEGY

- 1st 2 years – temporary terminal
 - \$5M budget
 - No capital recover factor
- After 2 years – plan permanent facility
- Rationale
 - To be able to put up a facility rapidly to attract ultra low cost carriers that are being set up (i.e. Skybus and viva, XX)
 - To obtain proof of concept of ultra low-cost airlines and that the business model for both the airline and airport is workable.

FORMER AIR FORCE BUILDING





PARKING LOT STRIPING



LANDSIDE ARRIVALS



TICKET COUNTERS



GRAVITY BAGGAGE HANDLING DEVICES



AIRSIDE GROUND LOAD GATES



GROUND LOAD OPERATION



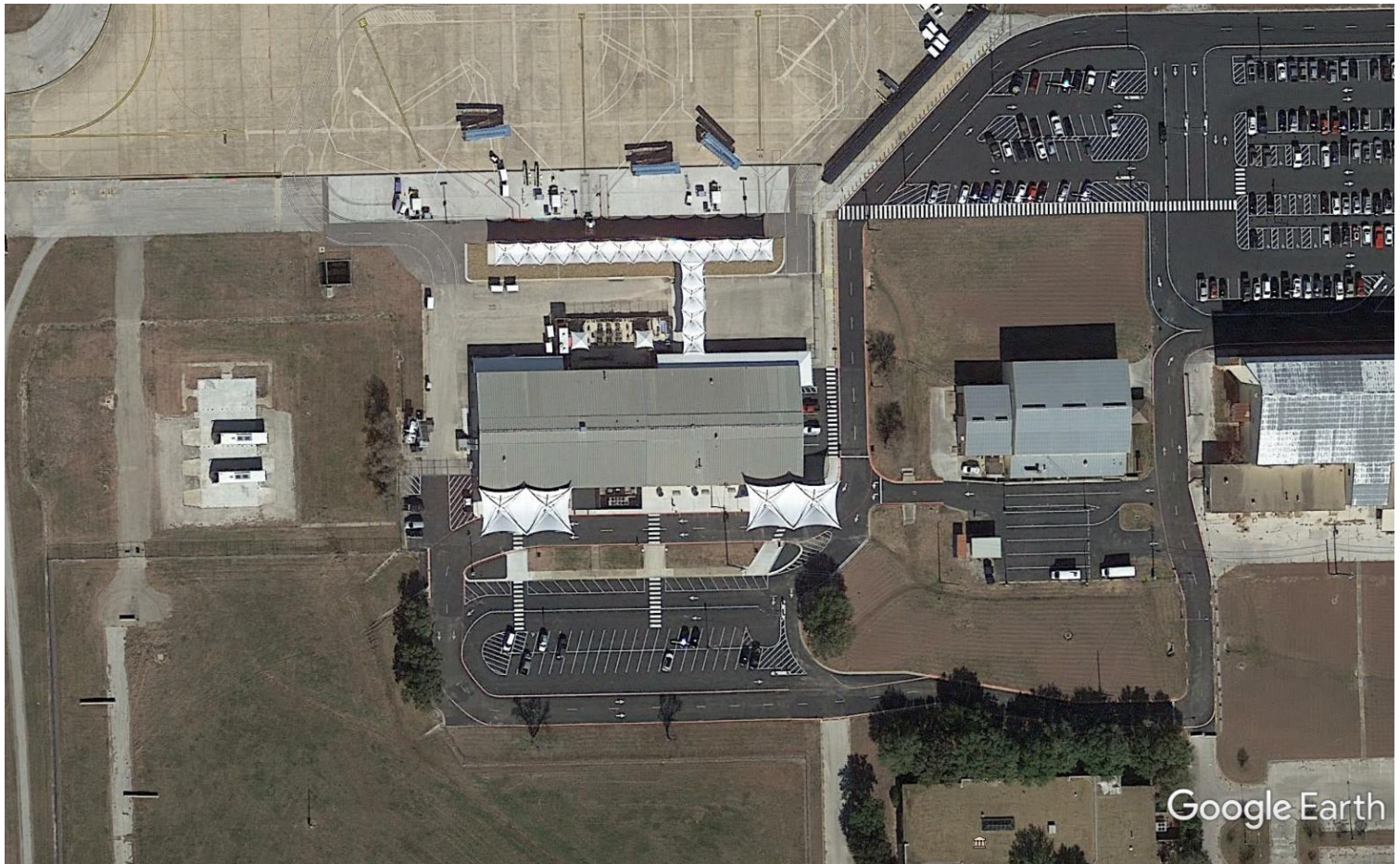
2016 Ultra low cost terminal



SOUTH TERMINAL LAYOUT



SOUTH TERMINAL AERIAL VIEW



SERVE EVERY AIRLINE BUSINESS MODEL

ULCC



LCC



Network



Hybrid



2016 SOUTH TERMINAL

- \$11M-\$12M budget
- 30 Year term
 - (Two-5 year extensions)
 - Oaktree Capital
 - ABIA LoneStar Airport Holdings
 - Capital Recovery Factor
- Renovate 25,000 SF Terminal
- 3+ ground load gates
- 3 airlines 2018
- 1,100+ parking spaces

RENOVATION OF THE SOUTH TERMINAL



INSTALLATION AUTOMATED BHS



MORE NATURAL LIGHT



ARRIVALS CURB



statesman.com

DEPARTURES CURB



TICKET COUNTER LOBBY



mystatesman.com

HOLD ROOMS



INTERIOR VIEWS



AIRSIDE GATE HOLD ROOMS



OUTDOOR PATIO HOLD ROOM & FOOD TRUCK



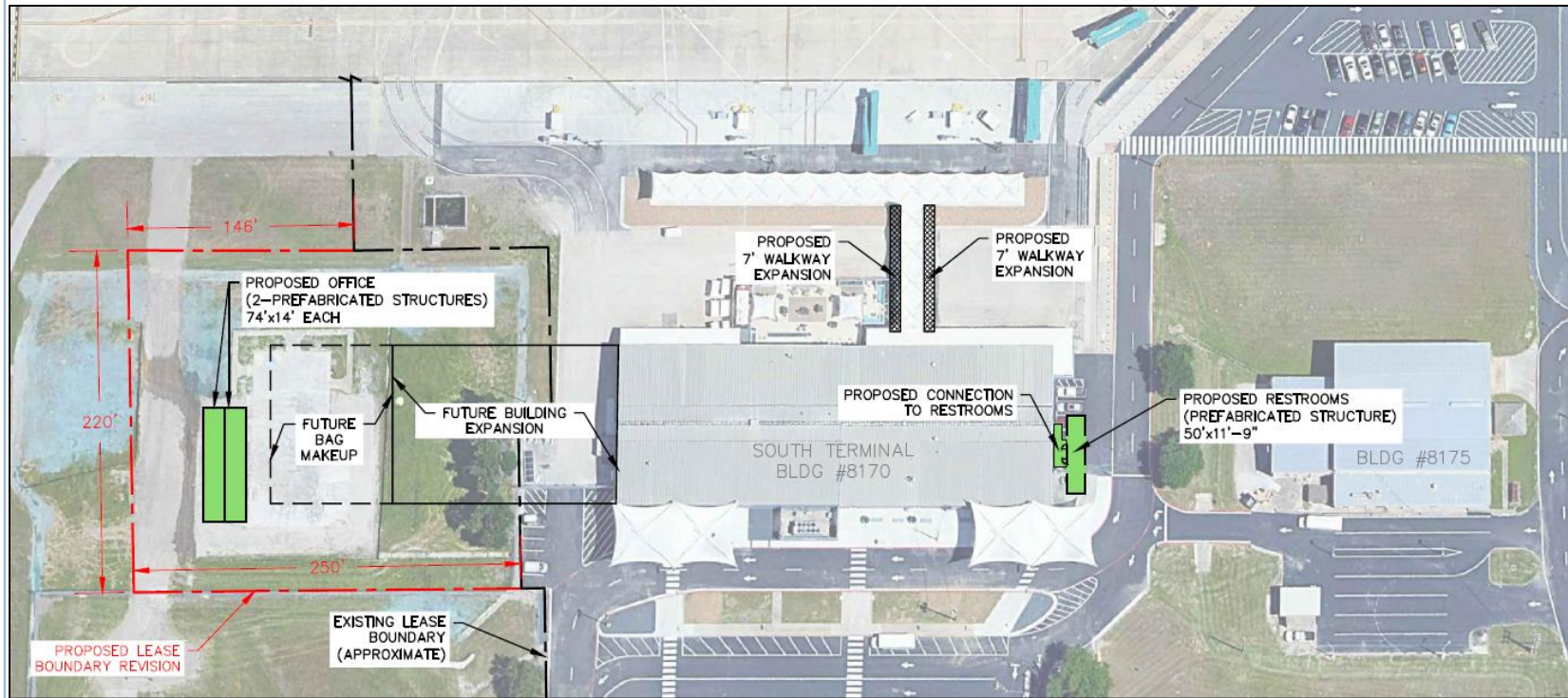
AIRSIDE OPERATION IMPROVEMENTS



APRON PARKING –LOADING AND UNLOADING



South Terminal Expansion



3P CHALLENGES

- 3Ps Developments does not equal free money to the airport
 - Requires Public Investment and Participation
- Long Detailed & Demanding Negotiations Period (Brain Draining)
- Utilities (Water, Electric, Drainage, Roadways, Signage)
- Agreement on Airport Value