

# P3 OPPORTUNITIES: A FOCUS ON MID/SMALL HUBS



ACI-NA Legal  
Affairs Spring  
Conference

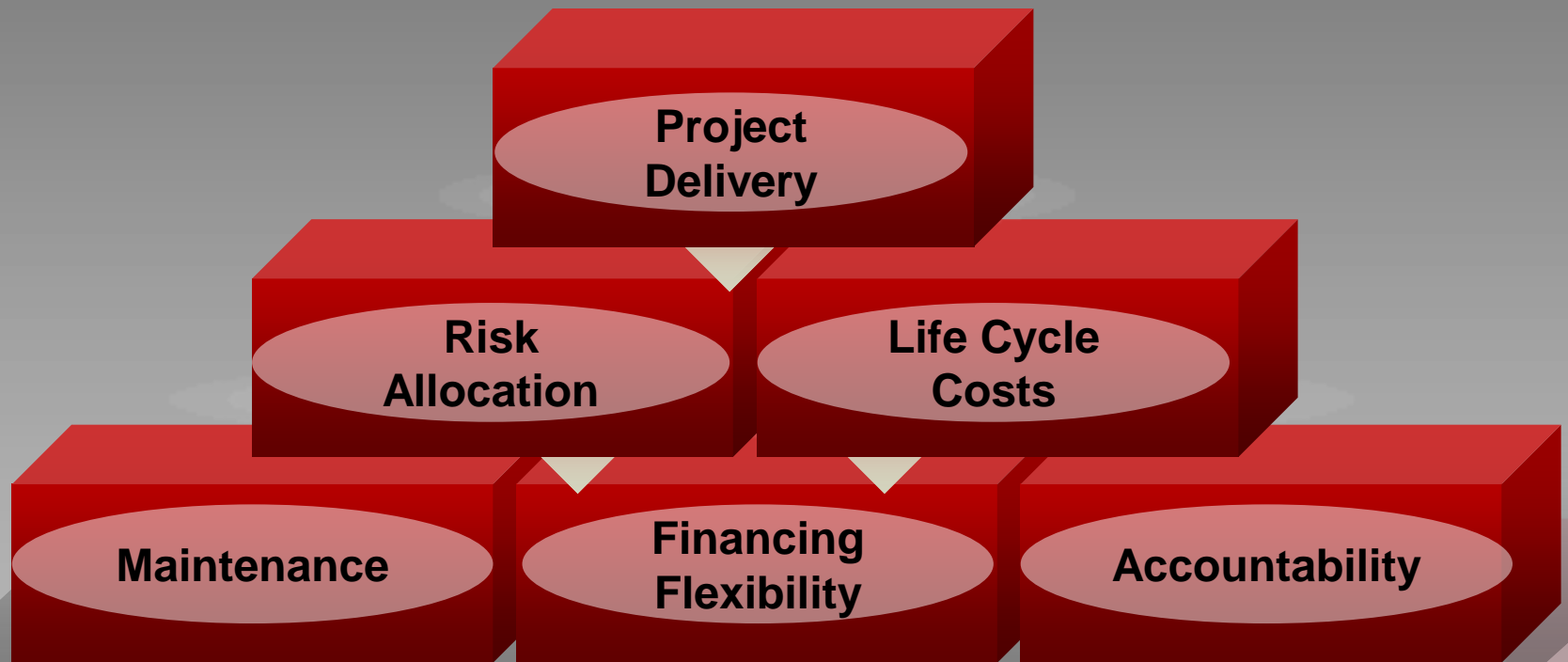
May 3-6, 2017

**Peter J. Kirsch**

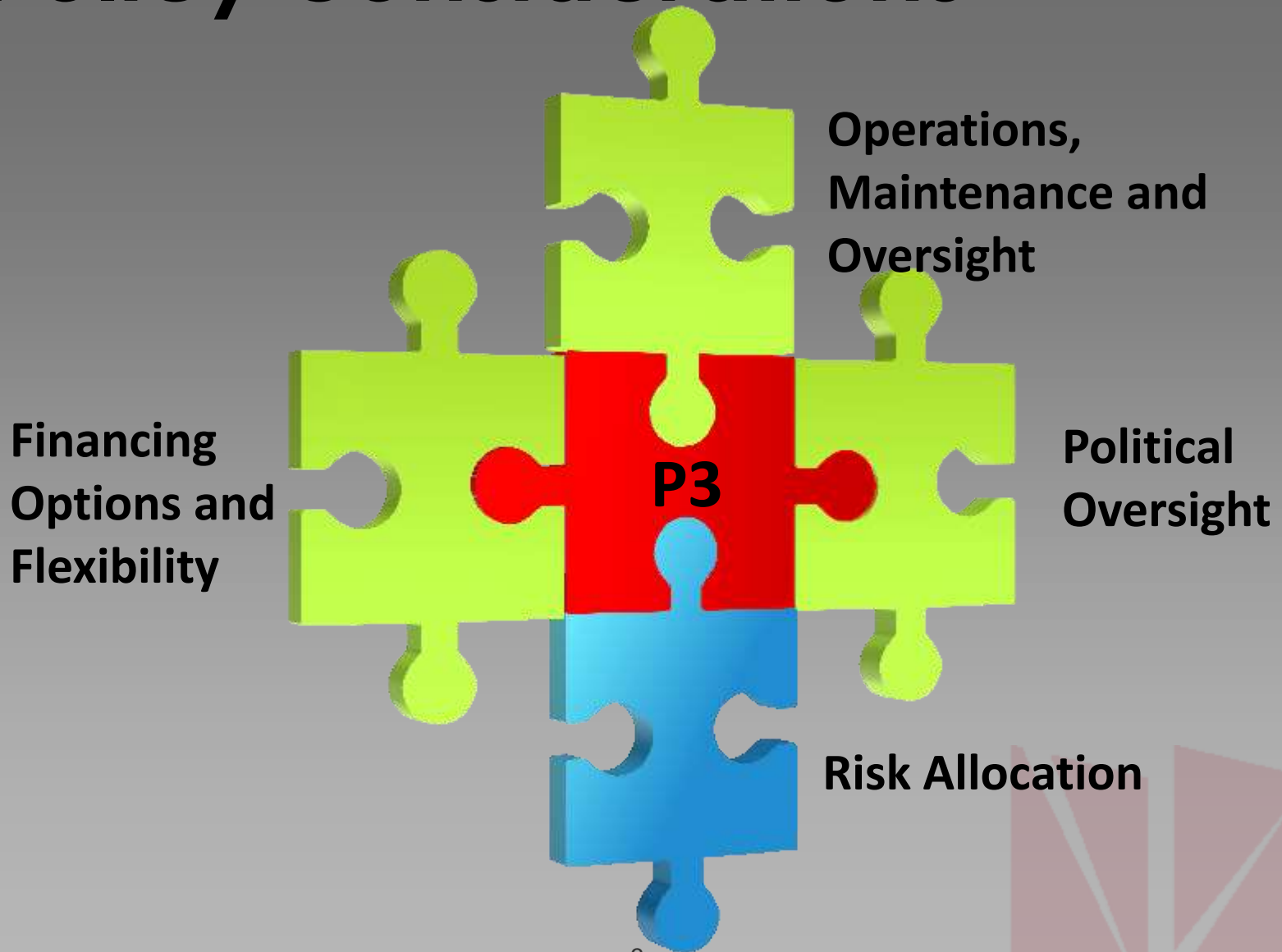


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# Reasons for considering P3



# Policy considerations



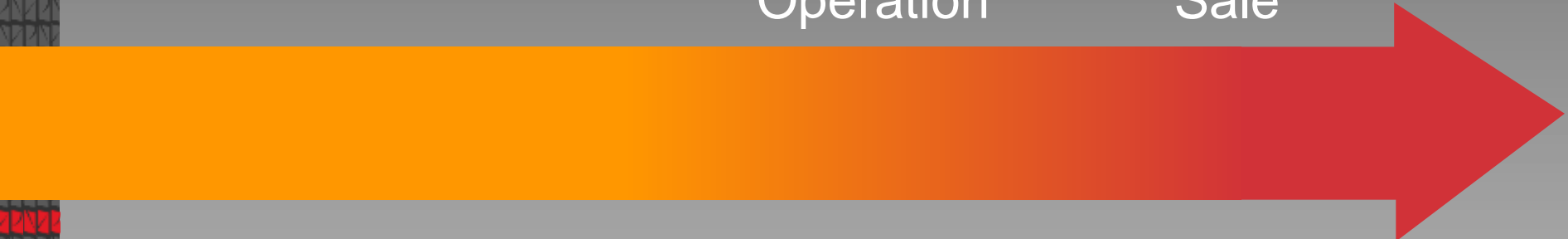
# The players



# The P3 continuum – Part 1

## airport projects and operations

Service Contracts	Management Contracts	Developer Financing/ Operation	Long-Term Lease or Sale
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Everywhere

IND  
ALB  
BUR  
SFB  
TEB  
ADS

RST  
HPN

AUS  
JFK (4)  
LGA

PAE  
HOU  
GRR

SJU  
MDW  
SWF  
2IS  
? HPN  
?STL

BBG

# The P3 continuum – Part 2 non-aeronautical projects

Airport Support  
Development

Master  
Developer

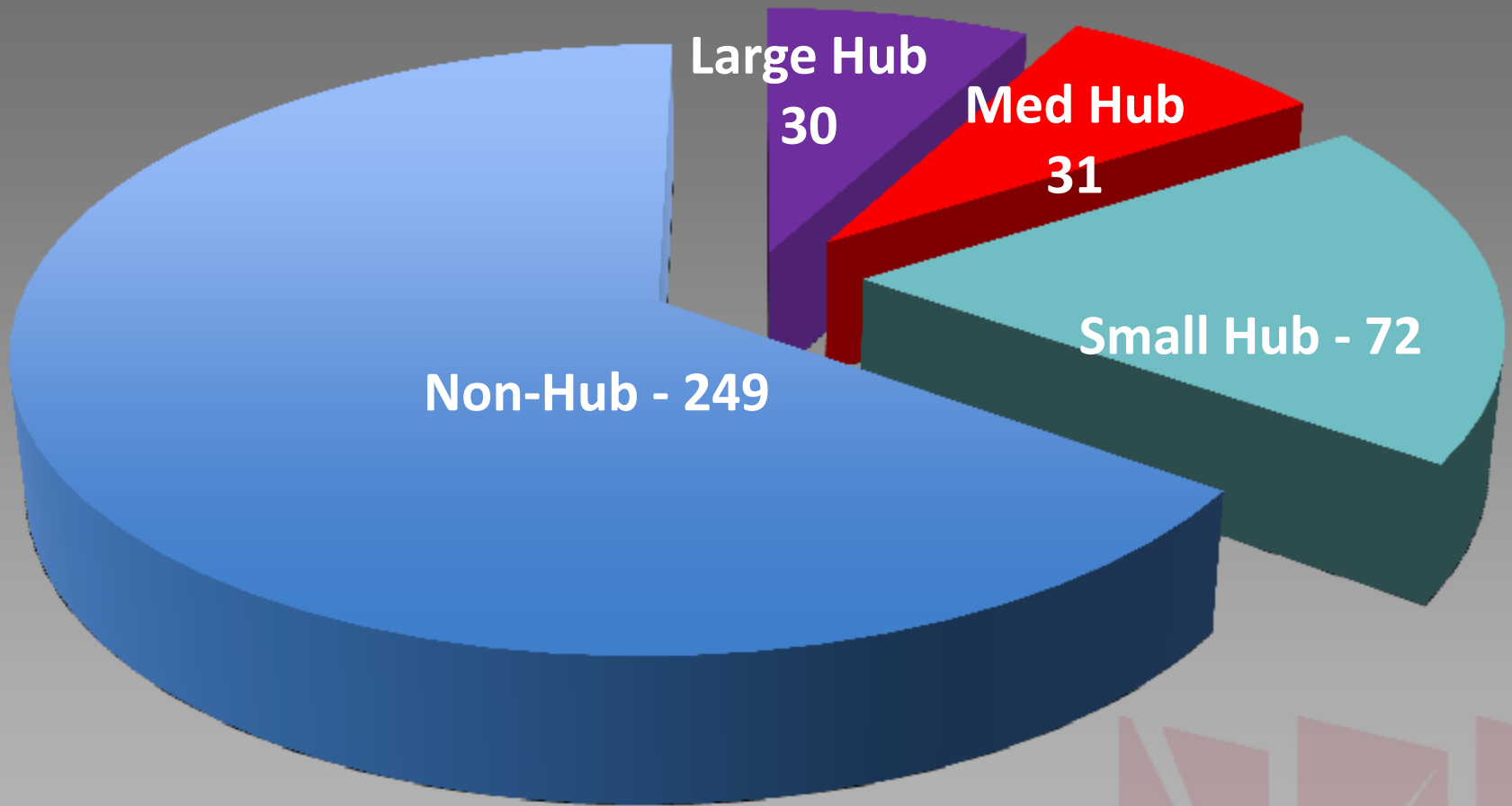
Comprehensive  
Plan

DEN  
LAX  
(Landside)  
?ORD

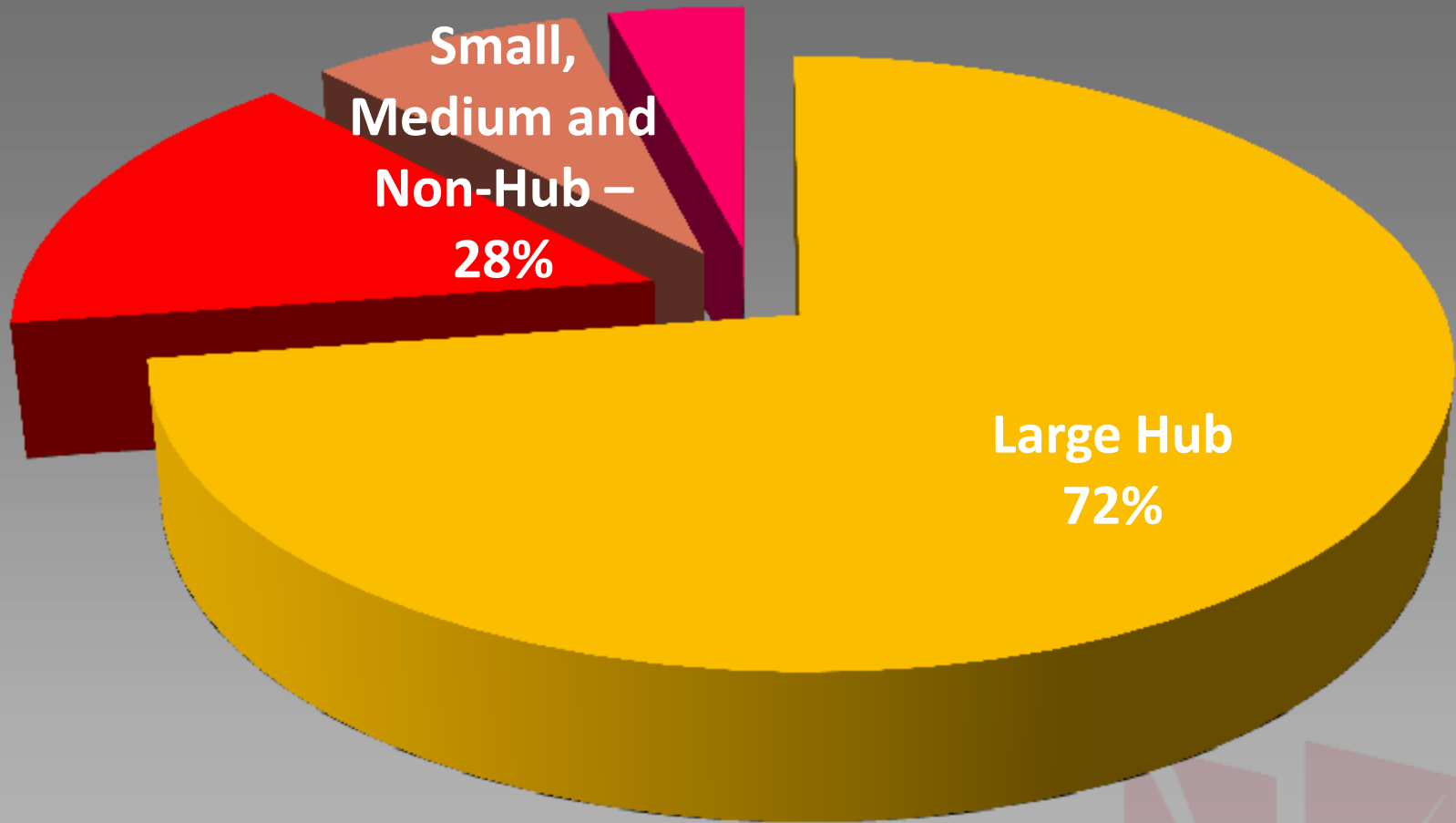
IXD  
PIT

AZA  
CID  
DEN

# The market: primary airports



# The market: enplanements



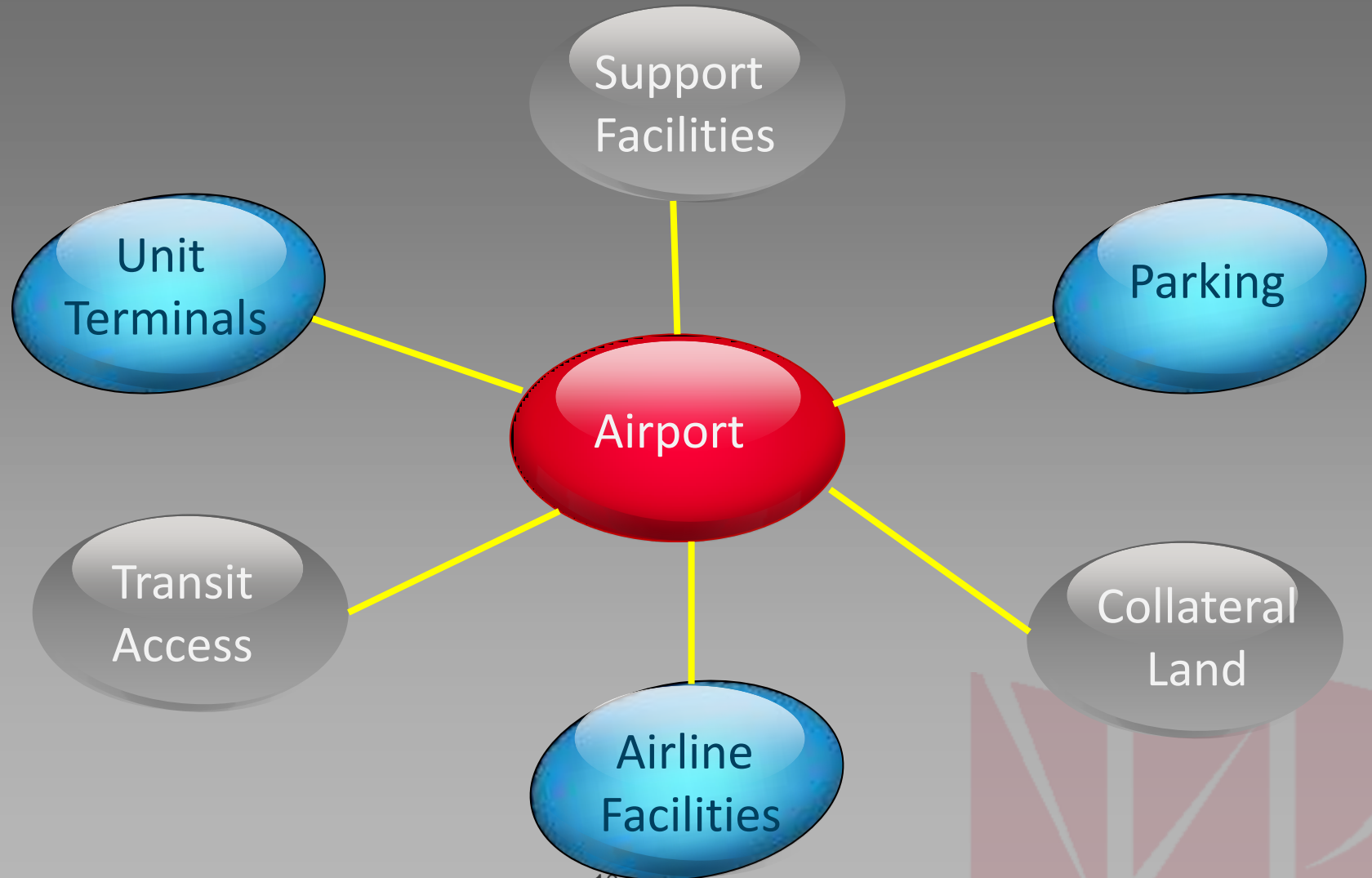


# Thinking about P3

It's not about the *whole*  
airport,

it's about the airport  
*functions!*

# Mid market opportunities



# Questions and doubts

- Are we too small to attract expertise, financing, competition
- Do we have expertise to manage P3
- Will we be overrun/ ignored/ given “B” team since we are a small airport
- How can we manage airlines expectations in competitive marketplace

**THANK YOU!**

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