



EL PASO

INTERNATIONAL AIRPORT



An Update From
**THE BEST AIRPORT
IN NORTH AMERICA**

JANUARY 2021

Vision Block

Vibrant Regional Economy

Goals 1&3

- Goal 1. Cultivate an Environment Conducive to Strong, Economic Development
 - 1.1 Stabilize and expand El Paso's tax base
 - Airport Development
 - 1.4 Grow the core business of air transportation
 - Expand Airport Development



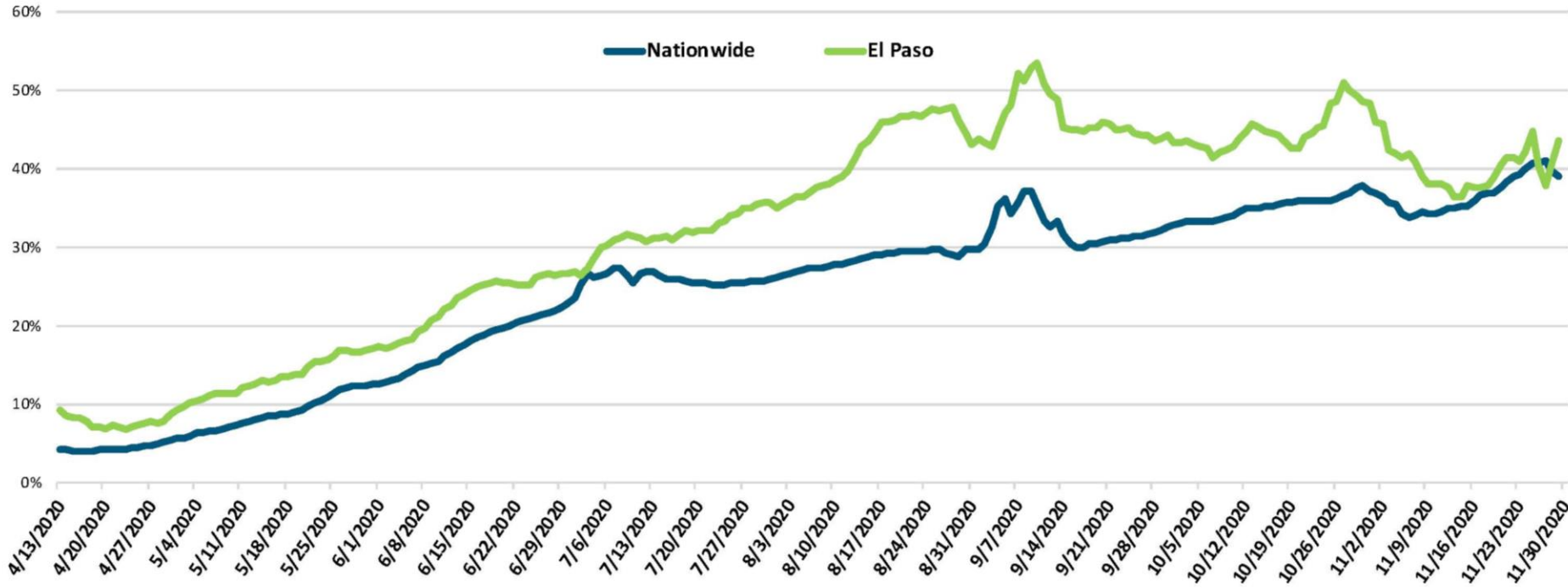
Agenda

- Operational – Air Service Update
- ELP Brand
- Non-Aviation Development
- 5 Year CIP
 - Safety
 - Security
 - Facility Upgrades



EL PASO'S RECOVERY IS HIGHER THAN THE NATIONAL AVERAGE

Percentage Recovery of 2019 levels based on 7-Day Moving Average

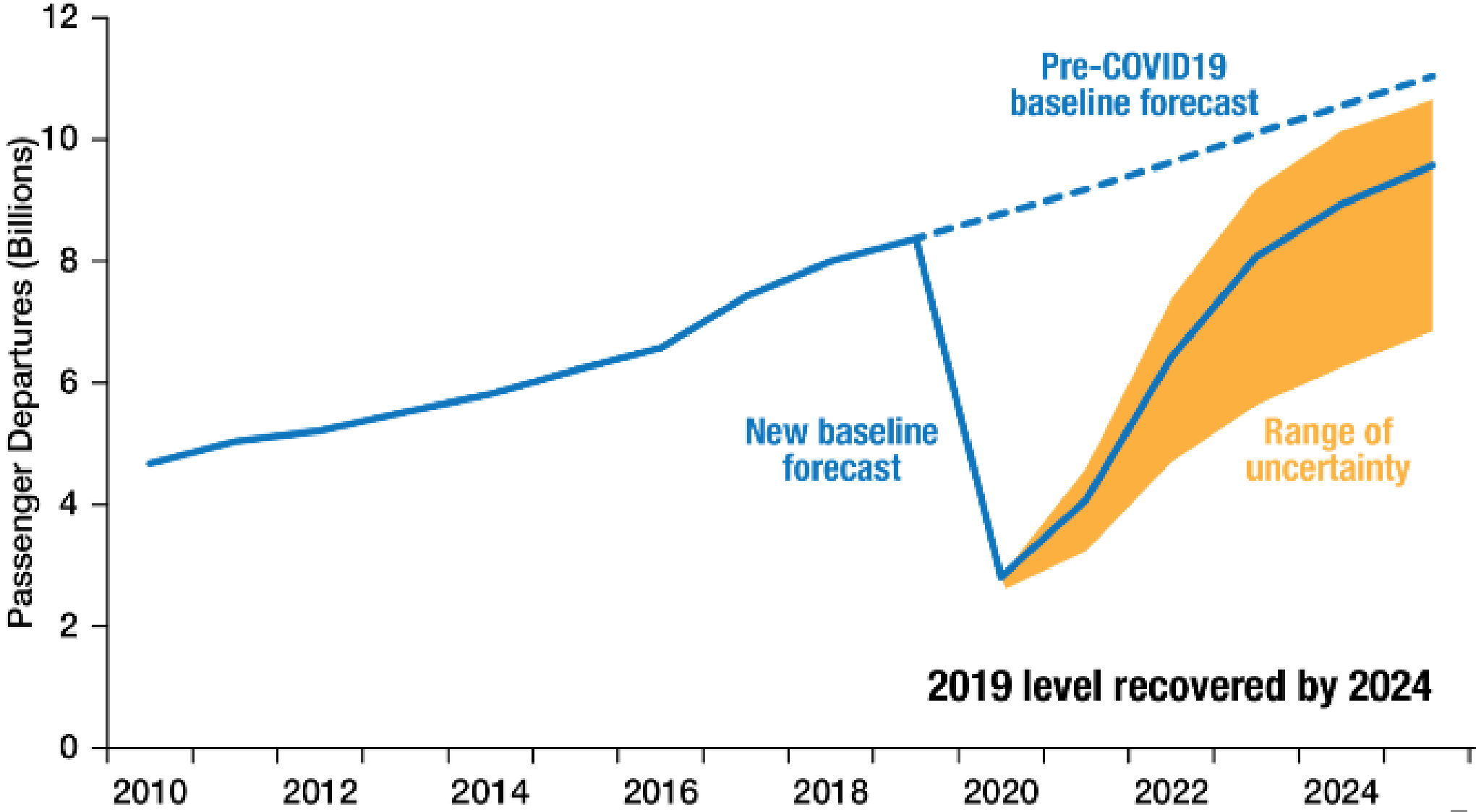


ELP November 2020 TSA throughput was 40.6% of 2019, U.S. was 37.1%

	2020			2019		
PASSENGERS	OCTOBER '20	OCTOBER '19	% Change	YTD	YTD	% Change
ENPLANED	63,745	153,681	(58.5)	622,583	1,483,966	(58.0)
DEPLANED	63,522	151,719	(58.1)	622,056	1,420,945	(56.2)
TOTAL	127,267	305,400	(58.3)	1,244,639	2,904,911	(57.2)



NATIONAL PROJECTIONS



CARGO LANDED WEIGHT



FREIGHT IN TONS	OCTOBER '20	OCTOBER '19	% Change	YTD	YTD	% Change
ENPLANED	4,153.5	3,961.3	4.9	36,303.3	34,615.2	4.9
DEPLANED	4,966.5	4,527.1	9.7	39,254.7	40,976.2	(4.2)
TOTAL	9,120.0	8,488.4	7.4	75,558.0	75,591.4	(0.0)



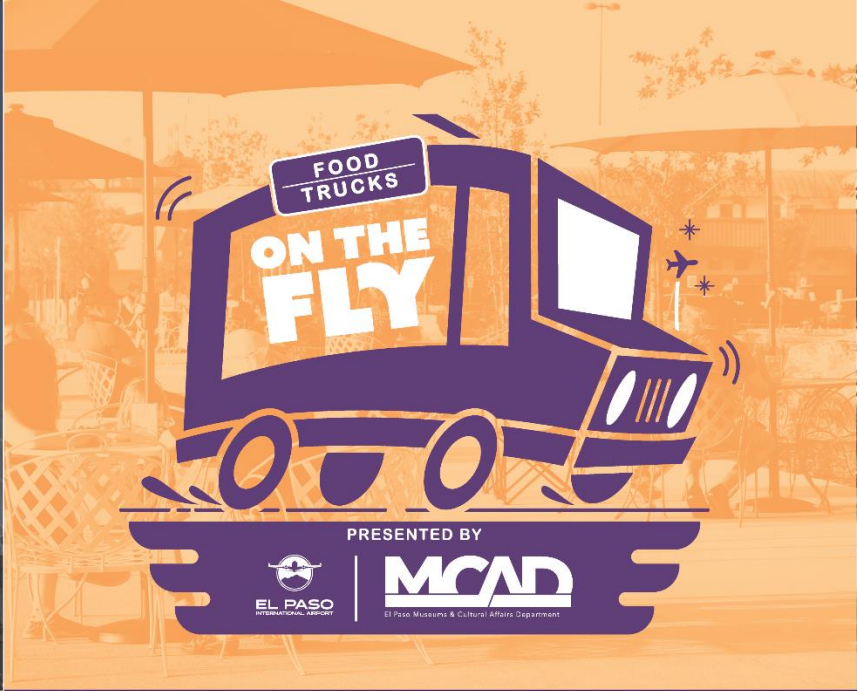
AIR SERVICE DEVELOPMENT



Since May, considerable outreach has been done to keep the Airlines informed of the community and its air service needs as we navigate through the pandemic:

- **Meetings with Route Planners** – American, Delta, Southwest, United, Spirit, Volaris, Breeze, Allegiant, JetBlue
- **Meetings with Local Station Managers** – Southwest, American, Delta, United
- **Letters and Email Outreach** – All airlines current and prospective, including Mexican based carriers, Volaris, Interjet, VivaAerobus
- **Monthly Update Infographics** – Outlining the pace and scope of our region’s economic recovery, passenger traffic and new economic developments like Amazon and TJ Maxx







Airport Council International (ACI), 2020 Excellence in Airport Marketing, Communications and Customer Experience Awards
 Category: Overall Customer Experience Programs

ANIMALS ON APPROACH!



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BLUE LIGHTNING INITIATIVE



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- Partnership to Combat Human Trafficking (HT).
- ELP has partnered with DHS and DOT to train employees on how to recognize and report incidents involving HT.
- ELP provides computer-based training to employees and tenants.
- Airport Lights will be blue to support awareness the week of Jan 11th
- #WearBlueDay on January 11th

BLUE IS THE INTERNATIONAL COLOR OF HUMAN TRAFFICKING AWARENESS.

WEAR BLUE AND SHARE A PHOTO ON SOCIAL MEDIA WITH #WEARBLUEDAY TO CALL ATTENTION TO THIS CRIME.

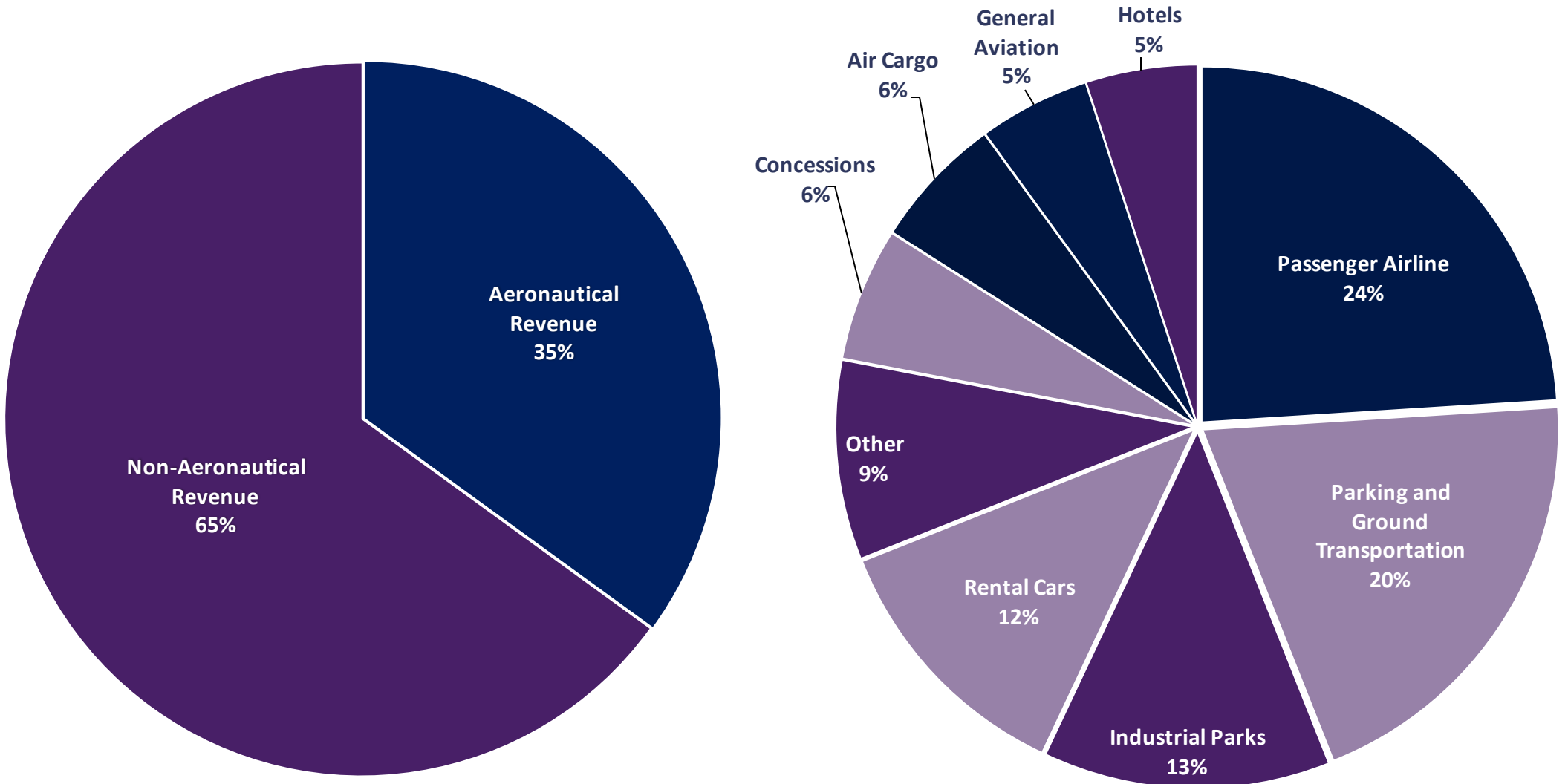


#WearBlueDay | January 11th

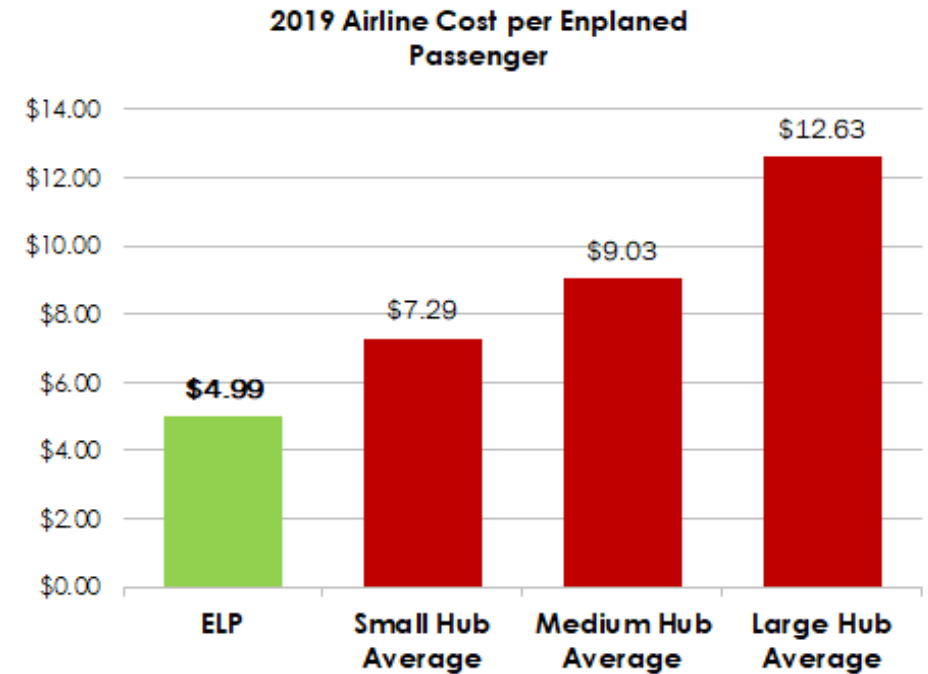
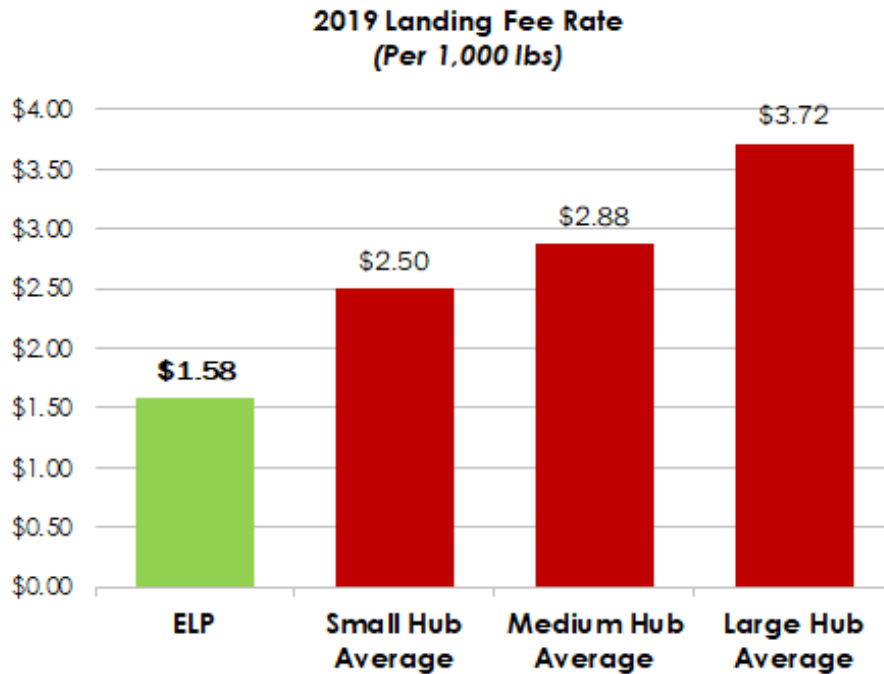


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NON-AERONAUTICAL REVENUE FY20



LANDING FEES, RATES, COST PER PASSENGER



	Actual 2015	Actual 2016	Actual 2017	Actual 2018	Actual 2019	Budget 2020
Landing Fee	\$1.81	\$1.83	\$1.75	\$1.46	\$1.58	\$1.81
Terminal Rental Rate	\$42.63	\$42.34	\$39.91	\$40.88	\$41.77	\$43.23
Cost Per Enplanement	\$6.36	\$6.32	\$5.89	\$5.47	\$4.99	\$5.91

Source: FAA Form 127 - Operating and Financial Summary, 2019 - for El Paso International Airport and 75 Small Hub, 30 Medium Hub, and 31 Large Hub Commercial Service Airports.
 Note: Landing Fee rate is calculated from FAA Form 127 data by dividing reported Passenger airline landing fees (Line 1.1) by Landed weights (Section 16.2).

NEW AGREEMENTS – SPIRIT GOLF MANAGEMENT



Butterfield Trail Golf Course
Net revenue of 24.5M over 20 years
10 year term, with 10 year additional option



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NEW AGREEMENTS – MARMAXX



201 acres of land
2 million square feet under roof
950 jobs: 150 managerial, 800 warehouse
\$48.37M annual rent over 50 years
40 year term, with 10 year additional option



2020 ACTIVITY



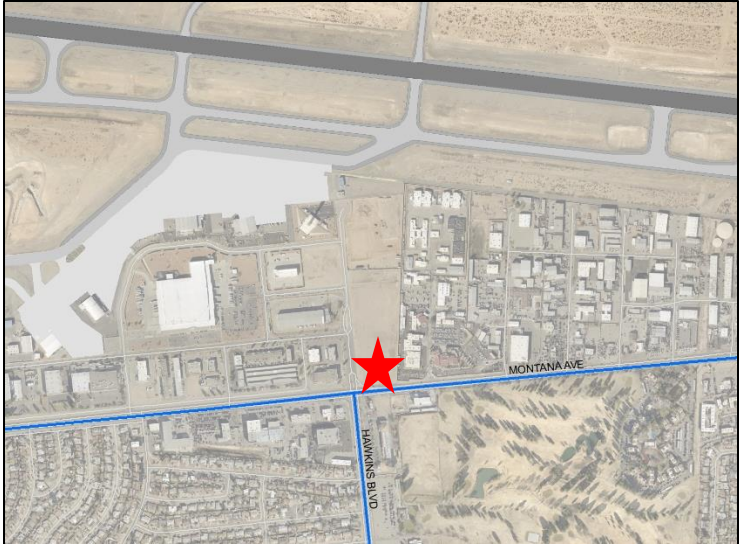
MARMAXX



MILLION AIR FBO



CIRCLE K



REGION 19



FEDEX – UPS EXPANSION



2020 ACTIVITY

Terminal Architectural and Landscape Enhancements

\$11,000,000

Airport Enterprise funds

- Landscaping improvements
- Pedestrian plaza
- New sidewalks and walkways
- Artistic lighting elements





FLY FLIP



← Exit

← Short Term Parking

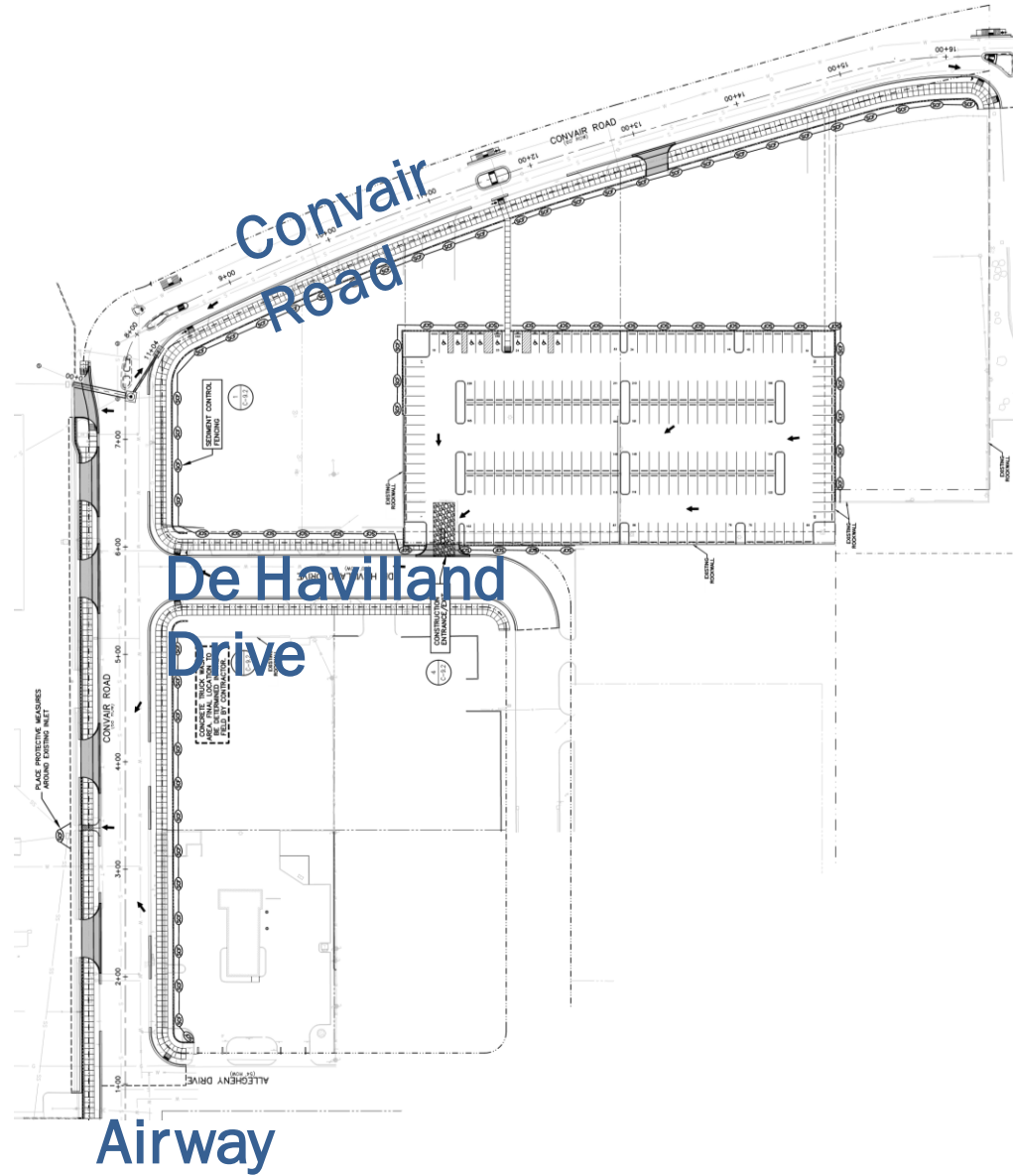
↑ Terminal
Rental Car
Return
Long Term
Parking

TO RENT A CAR, VISIT US AT
www.rentacar.com



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2020 ACTIVITY



Convair Road & Parking Lot Improvements

\$3,500,000

Customer Facility Charge funds

- ConRAC employee parking lot construction
- Street and drainage improvements
- New sidewalks, landscaping, and lighting







OPPORTUNITIES FOR 2021

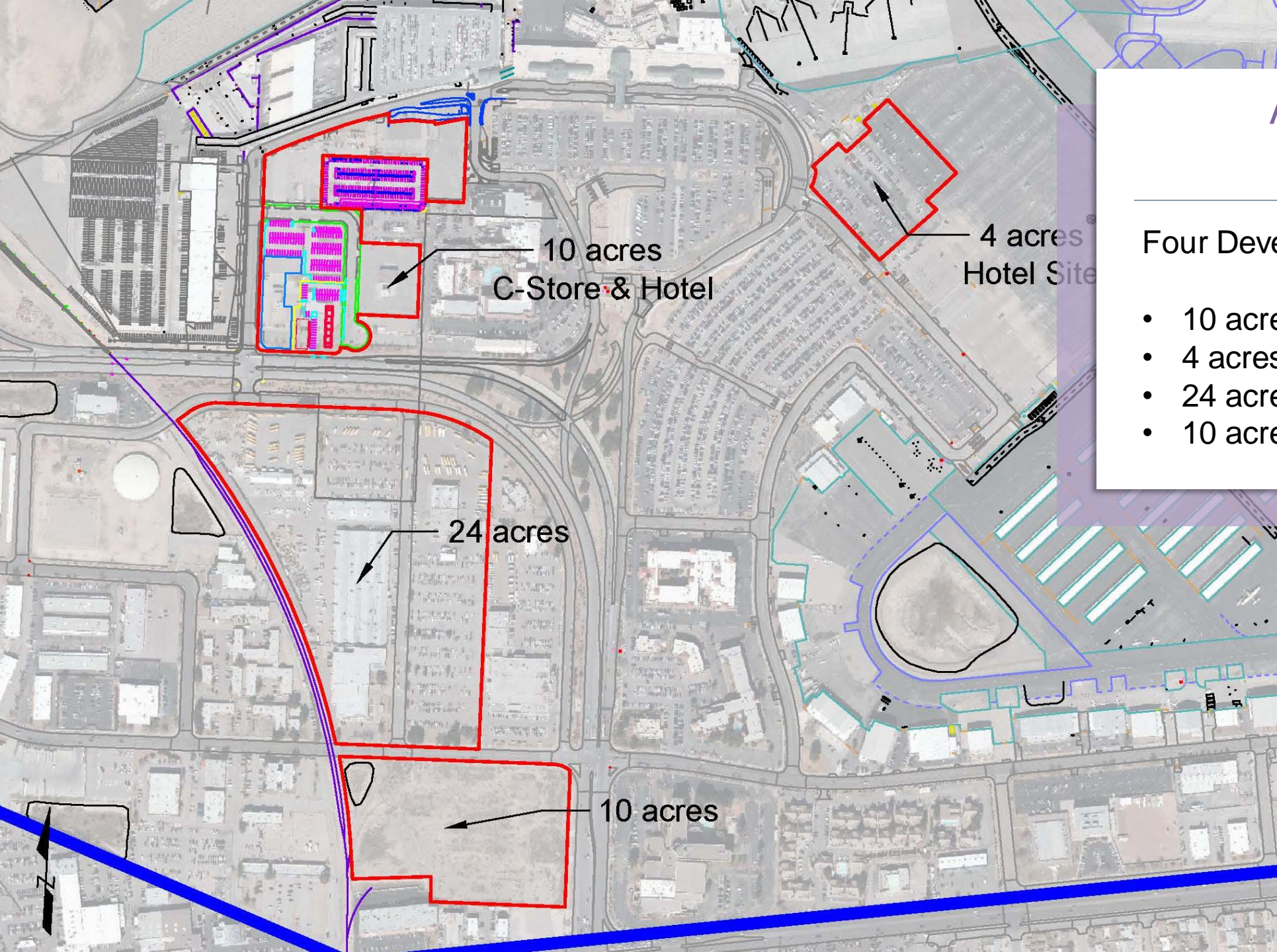
- Partnership with UTEP
- 30-acre development on Global Reach
- 440 acres along Spur 601
- 3 million under roof development along Spur 601
- Airway & Montana redevelopment
- FBO development

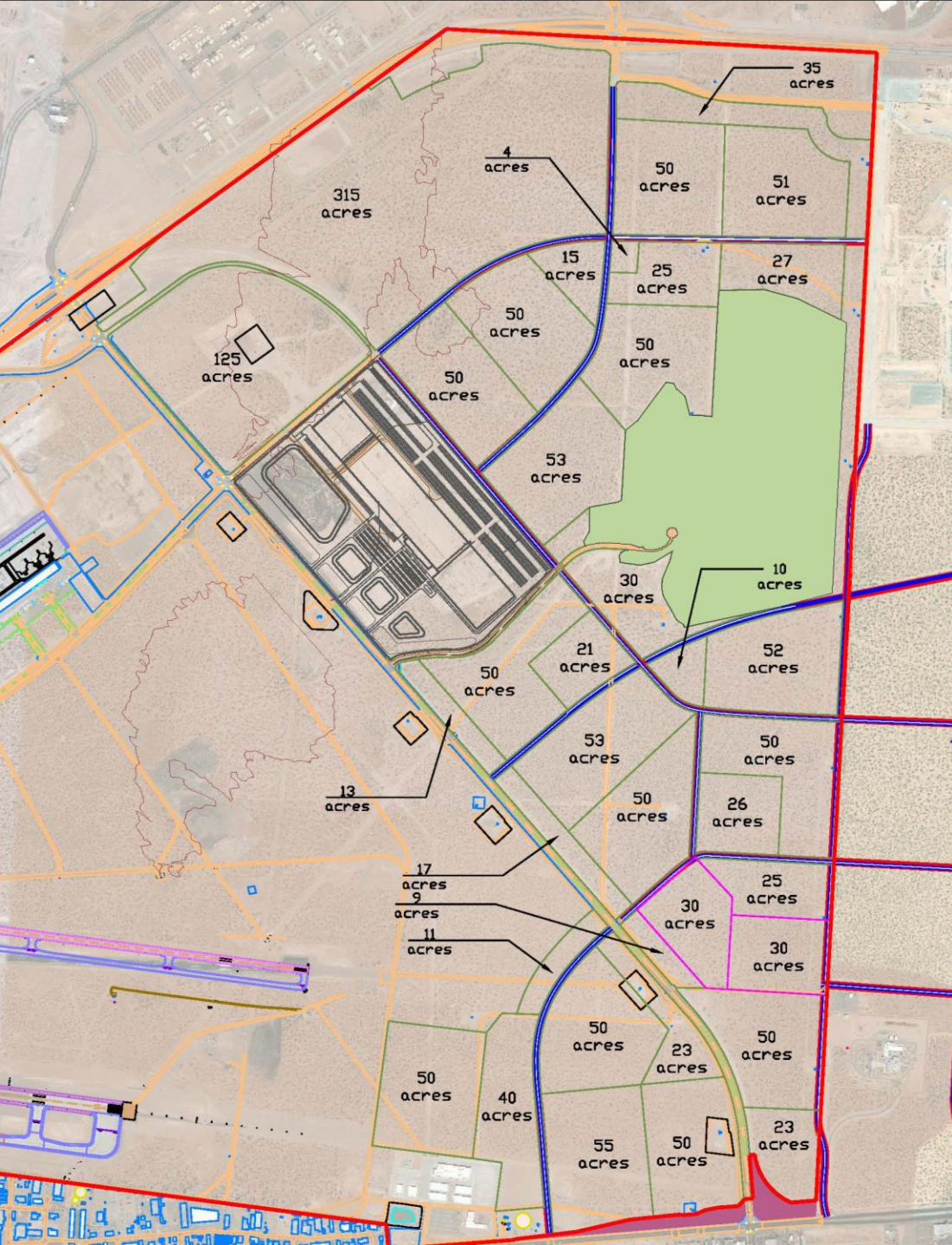


Airport District Development

Four Developable Sites

- 10 acres - C-Store & Hotel
- 4 acres - Hotel
- 24 acres - Former EPISD
- 10 acres - Boeing & Airway



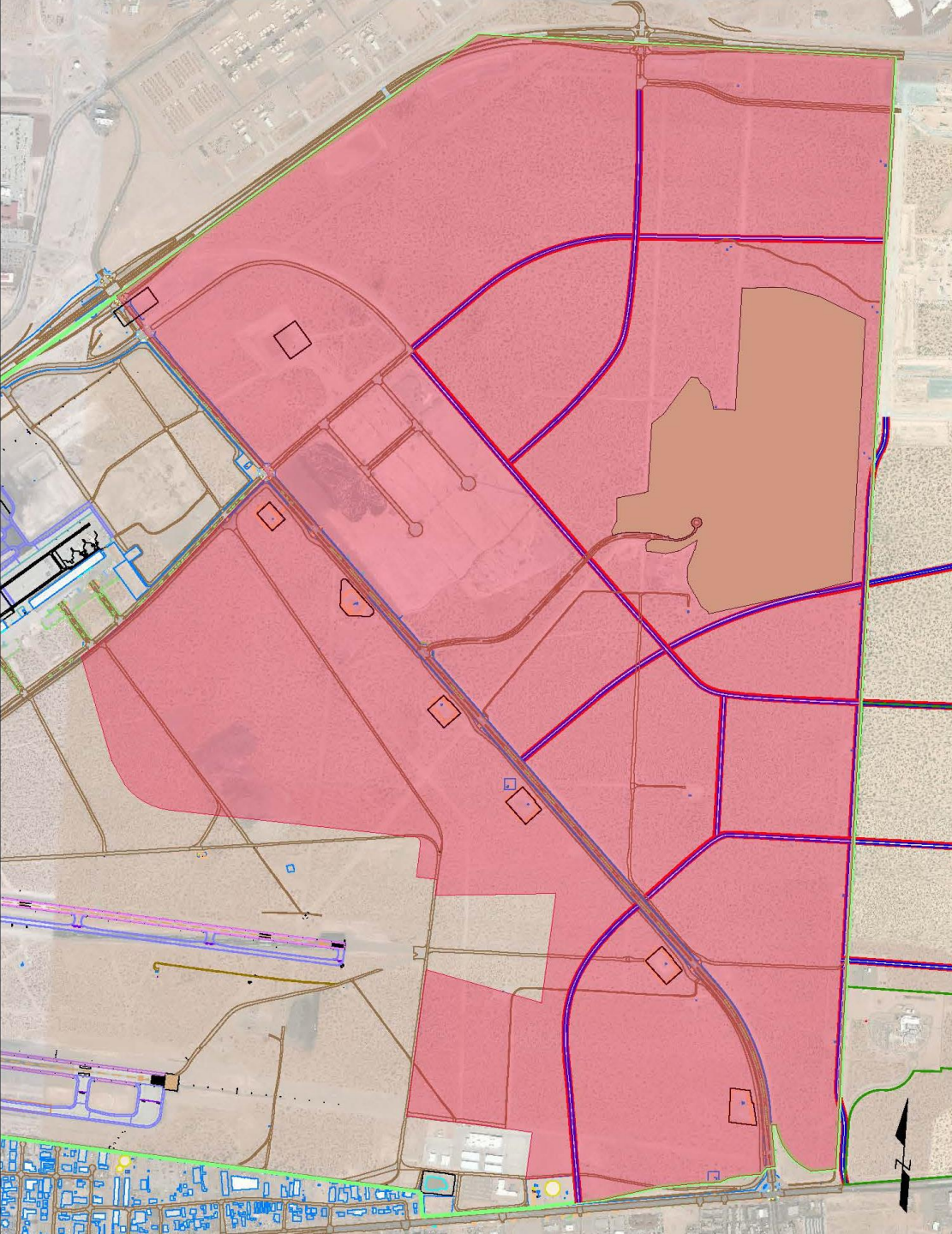


East Airport

Marmaxx Regional Distribution Center

- \$150 million investment
- 950 jobs; 150 managerial, 800 warehouse
- 200 acres

Approximately 1,700 additional acres immediately developable



ELP TIRZ

Tax Increment Reinvestment Zone

2,815 acres

EPIA 5 YEAR CIP



Capital Projects	Project Costs						5-Year CIP Budget Allocation					
	Total Project Budget	5 year CIP	FY 2021 Project Cost	2022 to 2025 Project Cost	COVID Deferred Costs	CARES Reduced Costs	PFC#8	PFC#9	AIP	2018 Bonds	Other (OTA / CFC)	Airport
Mill & Replace Runway 8R-26L, Lighting Upgrades & Runway Turn-offs (Design)	500,000	500,000	500,000	-		50,000	-	-	500,000	-	-	-
Mill & Replace Runway 8R-26L, Lighting Upgrades & Runway Turn-offs	12,320,000	12,320,000	-	12,320,000			-	-	11,088,000	-	-	1,232,000
RWY 8 APCH / 5-Node Intersection Remediation (Design)	914,618	914,618	914,618	-		119,303	-	-	914,618	-	-	-
RWY 8 APCH / 5-Node Intersection Remediation	25,000,000	25,000,000	-	25,000,000			-	-	25,000,000	-	-	-
Reconstruct TWY "K2" & "J" North of TWY "K", Remove K1, & New Connectors from Ramp to TWY "J" (Design)	1,000,000	1,000,000	1,000,000	-		100,000	-	-	1,000,000	-	-	-
Reconstruct TWY "K2" & "J" North of TWY "K", Remove K1, & New Connector from Ramp to TWY "J"	7,000,000	7,000,000	7,000,000	-			-	-	4,500,000	-	-	2,500,000
Taxiway U from Customs Ramp to Twy V (Mill and Overlay) (Design)	130,000	130,000	-	130,000	130,000		-	-	-	-	-	130,000
Taxiway U from Customs Ramp to Twy V (Mill and Overlay)	1,170,000	1,170,000	-	1,170,000			-	-	1,053,000	-	-	117,000
Relocation of TWY M	13,339,165	13,339,165	-	13,339,165			-	-	12,005,248	-	-	1,333,917
Terminal Renovation - Curbside Concrete Rehabilitation*	2,000,000	2,000,000	-	2,000,000			-	-	-	-	-	2,000,000
NASA - T-38 Hangar Roof	562,975	562,975	-	562,975			-	-	-	-	-	562,975
NASA - STA Hangar & GSE Workshop Roof	714,300	714,300	-	714,300			-	-	-	-	-	714,300
HVAC Annual Upgrades FY 16-25	2,500,000	1,500,000	300,000	1,200,000			-	-	-	-	-	1,500,000
Terminal Renovation - Terminal Ramp Light Upgrade *	1,000,000	1,000,000	-	1,000,000			-	1,000,000	-	-	-	-
Cargo Ramp Light Upgrade	1,050,000	1,050,000	-	1,050,000			-	-	-	-	-	1,050,000
Security Camera Upgrades	600,000	600,000	250,000	350,000			-	-	-	-	-	600,000
UAS Tracking	125,000	125,000	125,000	-	125,000		-	-	-	-	-	125,000
Realignment & Extension of TWY V (Design)	794,000	32,833	32,833	-			-	-	-	-	-	32,833
Realignment & Extension of TWY V	11,554,000	807,266	807,266	-		170,861	-	-	-	-	-	807,266
Parking Lot Infrastructure Improvements	1,250,000	1,250,000	600,000	650,000			-	-	-	-	-	1,250,000
Passenger Notification Systems (FIDS, BIDS, GIDS)	2,600,704	2,348,813	2,348,813	-			2,008,112	-	-	-	-	340,701
Hangar 7 Rehabilitation	950,000	950,000	-	950,000	950,000		-	-	-	-	-	950,000
ARFF Remodel	2,529,255	2,263,816	2,263,816	-			1,303,336	-	840,480	-	-	120,000
Terminal General Improvements	3,950,000	1,054,741	804,741	250,000	800,000		-	-	742,648	-	-	312,093
Airfield General Improvements	650,000	650,000	350,000	300,000	300,000		-	-	-	-	-	650,000
Cargo General Improvements	650,000	650,000	350,000	300,000	300,000		-	-	-	-	-	650,000
Terminal Renovation - Wayfinding Signage (Interior & Exterior)*	3,000,000	3,000,000	-	3,000,000			-	3,000,000	-	-	-	-
Terminal Renovation - Seating*	1,500,000	1,500,000	-	1,500,000			-	1,500,000	-	-	-	-
Terminal Renovation - Flooring*	4,000,000	4,000,000	-	4,000,000			-	2,000,000	-	-	-	-
Terminal Renovation - Walls and Trim*	1,000,000	1,000,000	-	1,000,000	1,000,000		-	-	-	-	-	-
Terminal Renovation - Ceiling Tile & Lighting*	8,000,000	8,000,000	-	8,000,000			-	6,250,000	-	-	-	-
Terminal Renovation - Terminal Ramp Pavement Rehabilitation (Design)	2,000,000	2,000,000	-	2,000,000			-	-	-	-	-	-
Terminal Renovation - Terminal Ramp Pavement Rehabilitation	10,000,000	10,000,000	-	10,000,000			-	-	-	-	-	-
Sun Metro BRT Station	250,000	250,000	250,000	-	550,000		-	-	-	-	-	-
Car Rental Center Upgrades	155,000	155,000	-	155,000	75,000		-	-	-	-	-	-
Lockheed Landscaping	790,000	790,000	-	790,000	790,000		-	-	-	-	-	-
Airport Industrial Park Monuments	350,000	337,640	-	337,640	337,640		-	-	-	-	-	-
Flat File Digitization	50,000	50,000	50,000	-			-	-	-	-	-	-
IT Capital Enterprise Fund Recovery	1,761,008	266,294	266,294	-			-	-	-	-	-	-
PFC #8 Administration Costs	210,386	105,190	21,038	84,152			105,190	-	-	-	-	-
Holiday Lights & Events Decorations	750,000	750,000	150,000	600,000			-	-	-	-	-	-
Totals	128,670,411	111,137,651	18,384,419	92,753,232	5,357,640	440,164	3,416,638	13,750,000	65,060,866	1,583,128	155,000	27,020,019

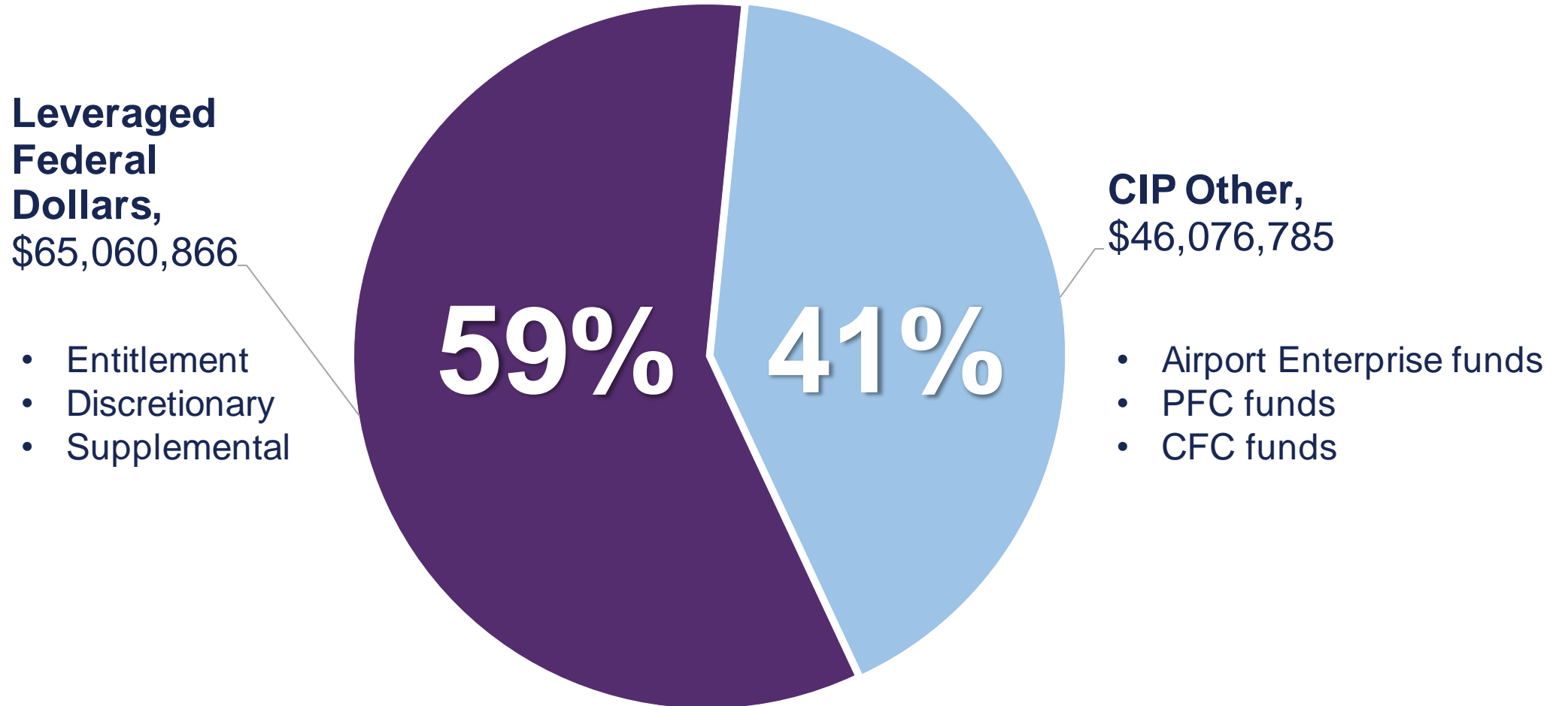
\$111,137,651

* PFC 9

Total Project Budget
Includes
expenditures prior

EPIA 5 YEAR CIP

\$111,137,651



EL PASO INTERNATIONAL AIRPORT

Departures

DEPARTING TO	AIRLINE	FLIGHT	GATE	TIME	STATUS
San Antonio	Southwest	291	B5	9:35A	Boarding
Dallas-DFW	Allegiant	6372	A3	10:20A	On Time
Austin	Southwest	535	B3	10:55A	On Time
Phoenix	Southwest	577	B6	11:10A	On Time
Houston-IAH	Copa Airlines	1350	B8	11:40A	On Time
Atlanta	Southwest	6483	B1	11:52A	On Time
Dallas-DAL	Southwest	1567	B5	12:00P	On Time
Dallas-DFW	Southwest	1567	B5	12:00P	On Time
Phoenix	British Airways	1662	A3	12:06P	On Time
Denver	American Airlines	5914	A1	12:14P	On Time
Chicago-ORD	United	4768	B9	12:20P	On Time
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ATTENTION: **BY 9:35 AM** THU JUN 28 2018

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All Gates Ticketing

Passenger Notification Systems

ESTIMATED COMPLETION Summer 2021

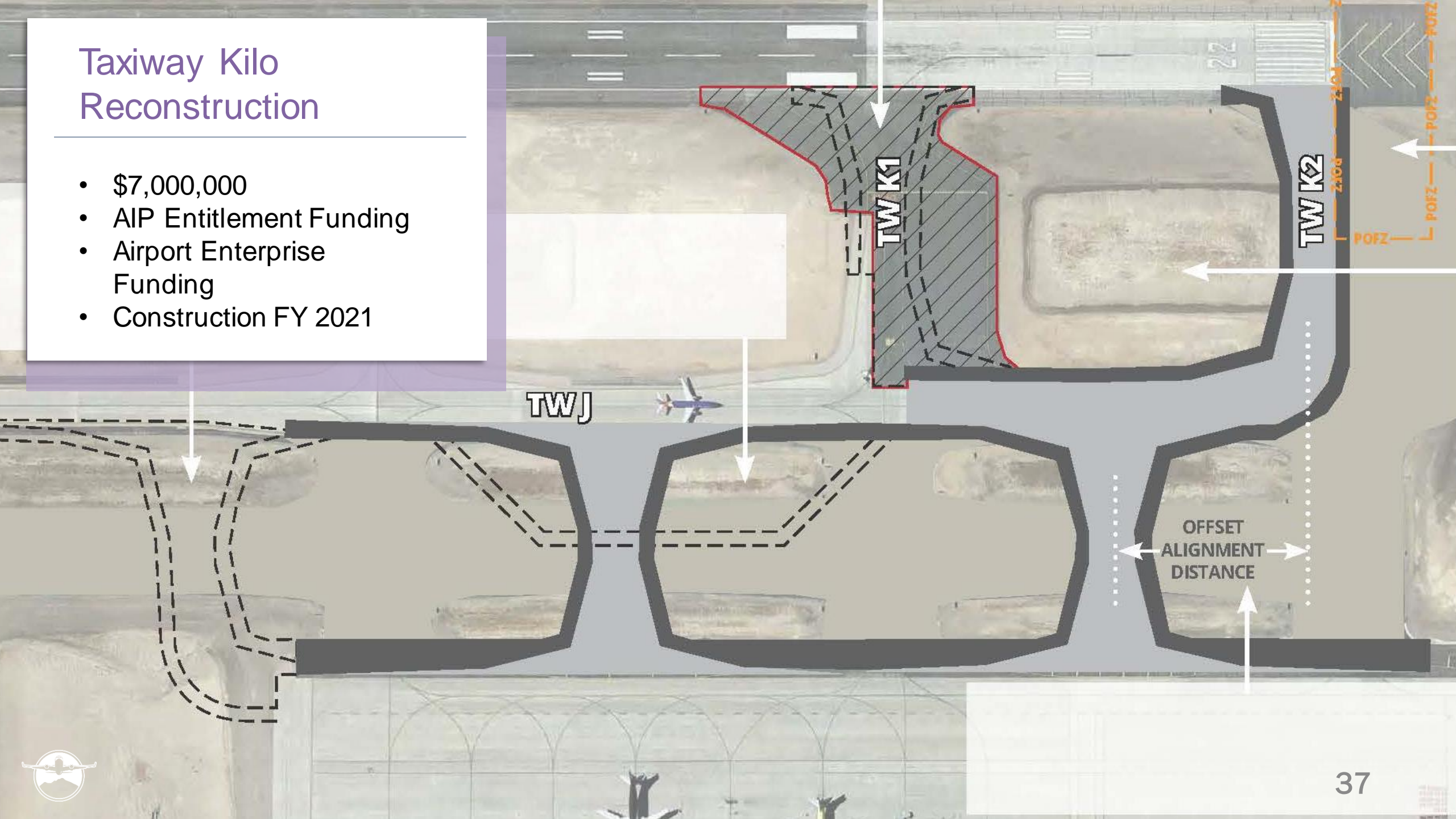
BUDGET \$ 2,348,813

FUNDING PFC #8, Airport Enterprise



Taxiway Kilo Reconstruction

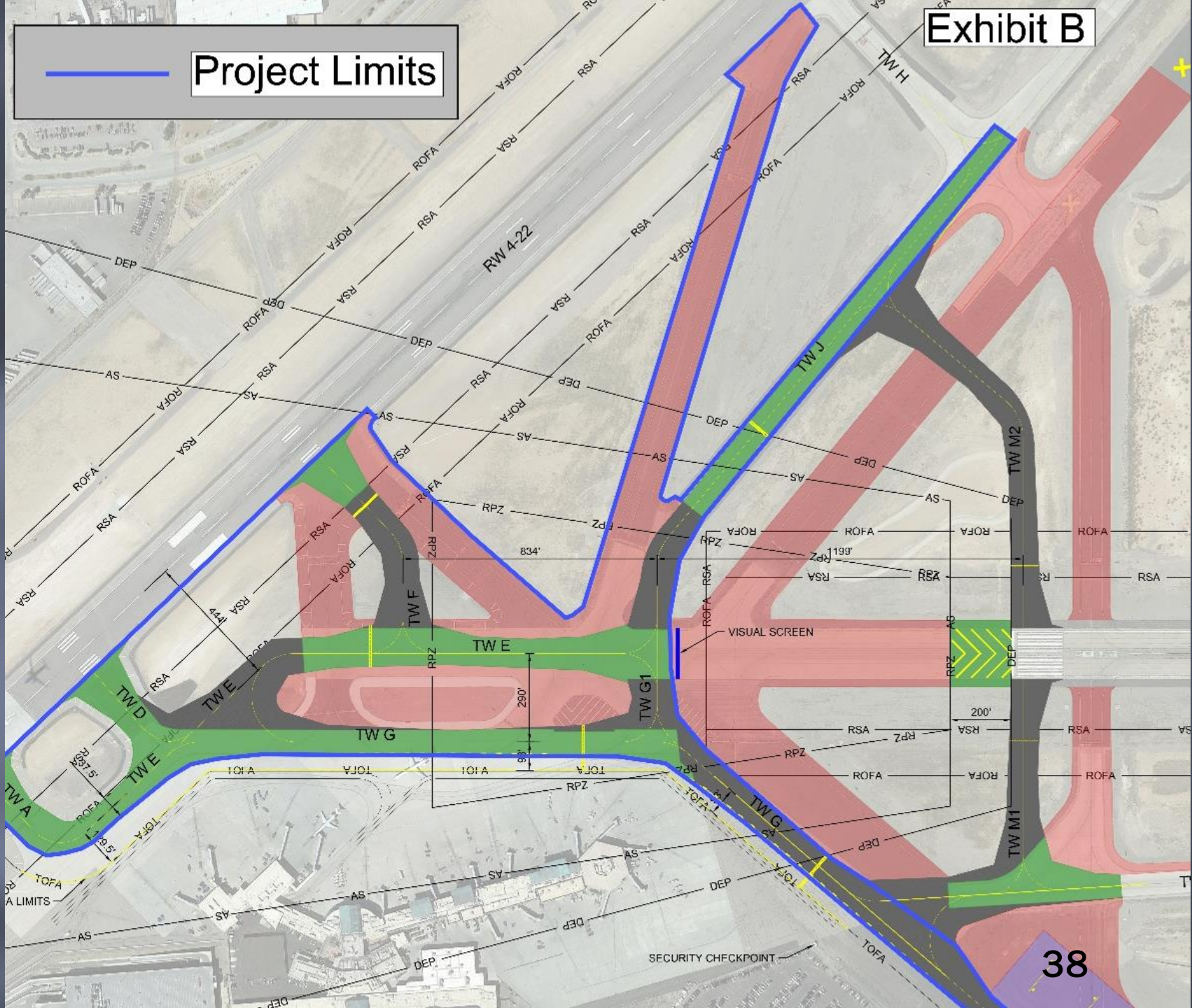
- \$7,000,000
- AIP Entitlement Funding
- Airport Enterprise Funding
- Construction FY 2021



Project Limits

5-Node Intersection Remediation

- Cost \$25,000,000
- AIP Supplemental Funding
- Construction FY 2022





Pavement Rehabilitation Grant 43

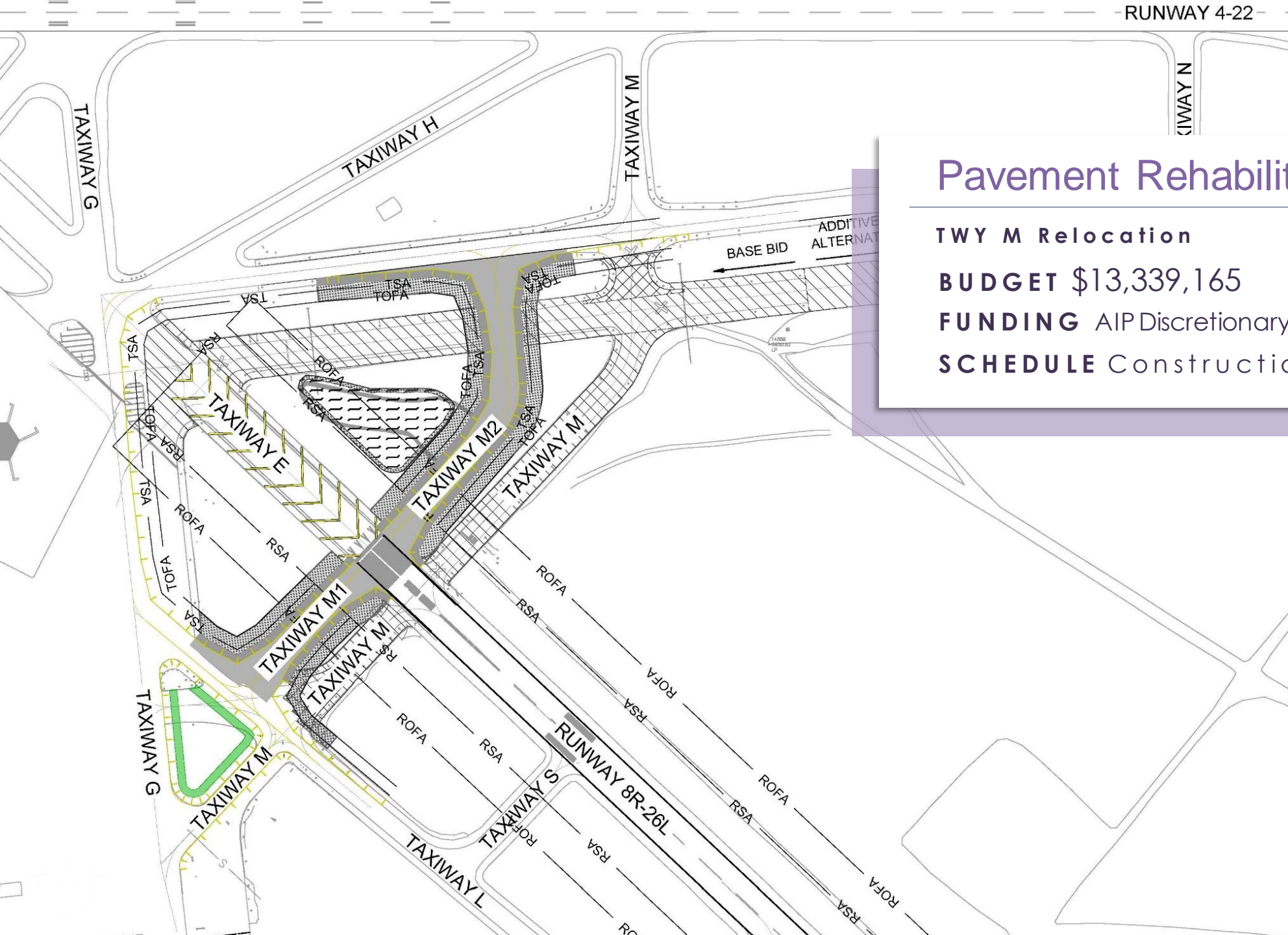
MILL & REPLACE RUNWAY 8R-26L

BUDGET \$12,320,000

FUNDING AIP Discretionary, Airport Enterprise

SCHEDULE Construction FY22



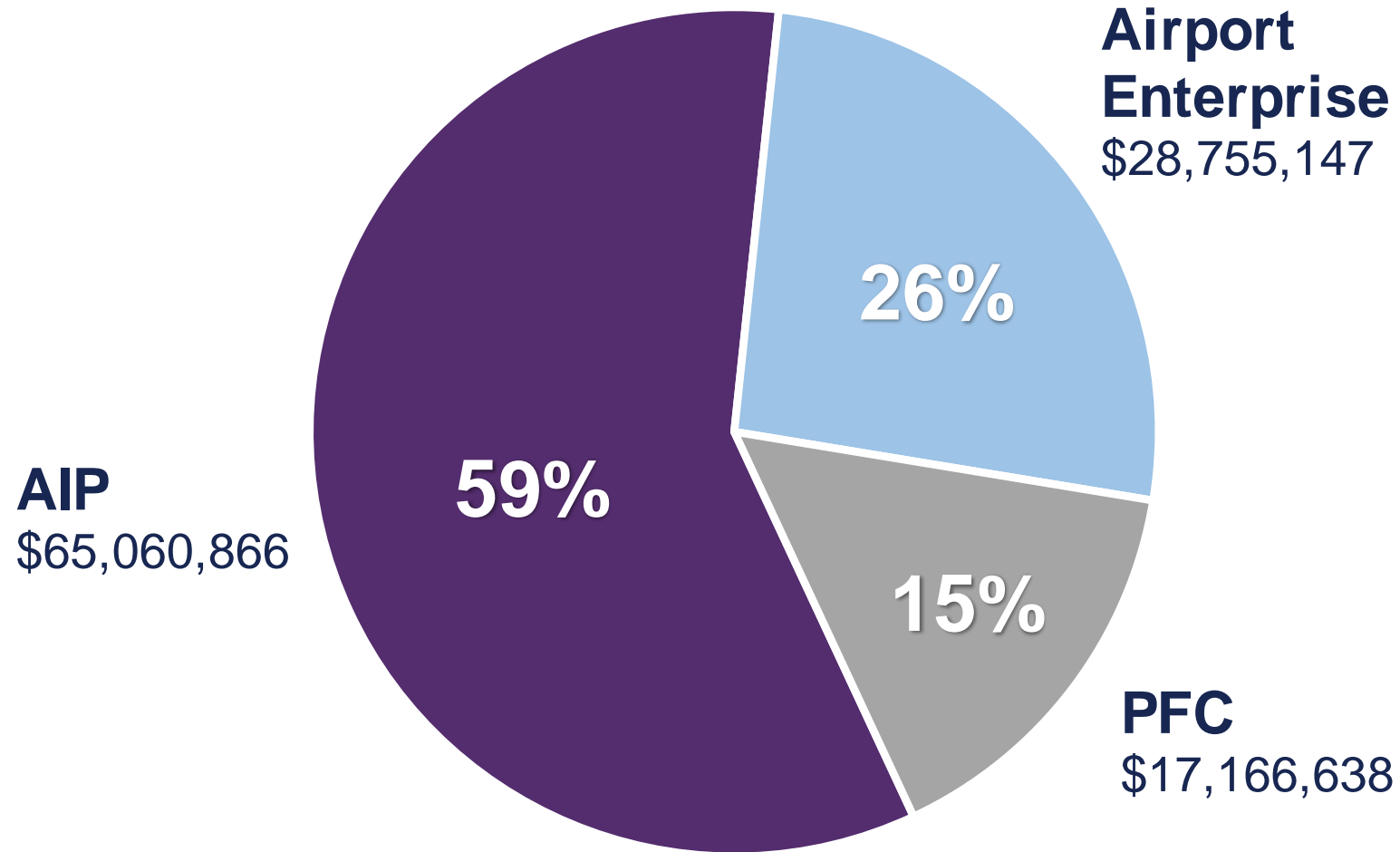


Pavement Rehabilitation Grant 44

TWY M Relocation
BUDGET \$13,339,165
FUNDING AIP Discretionary, Airport Enterprise
SCHEDULE Construction FY23

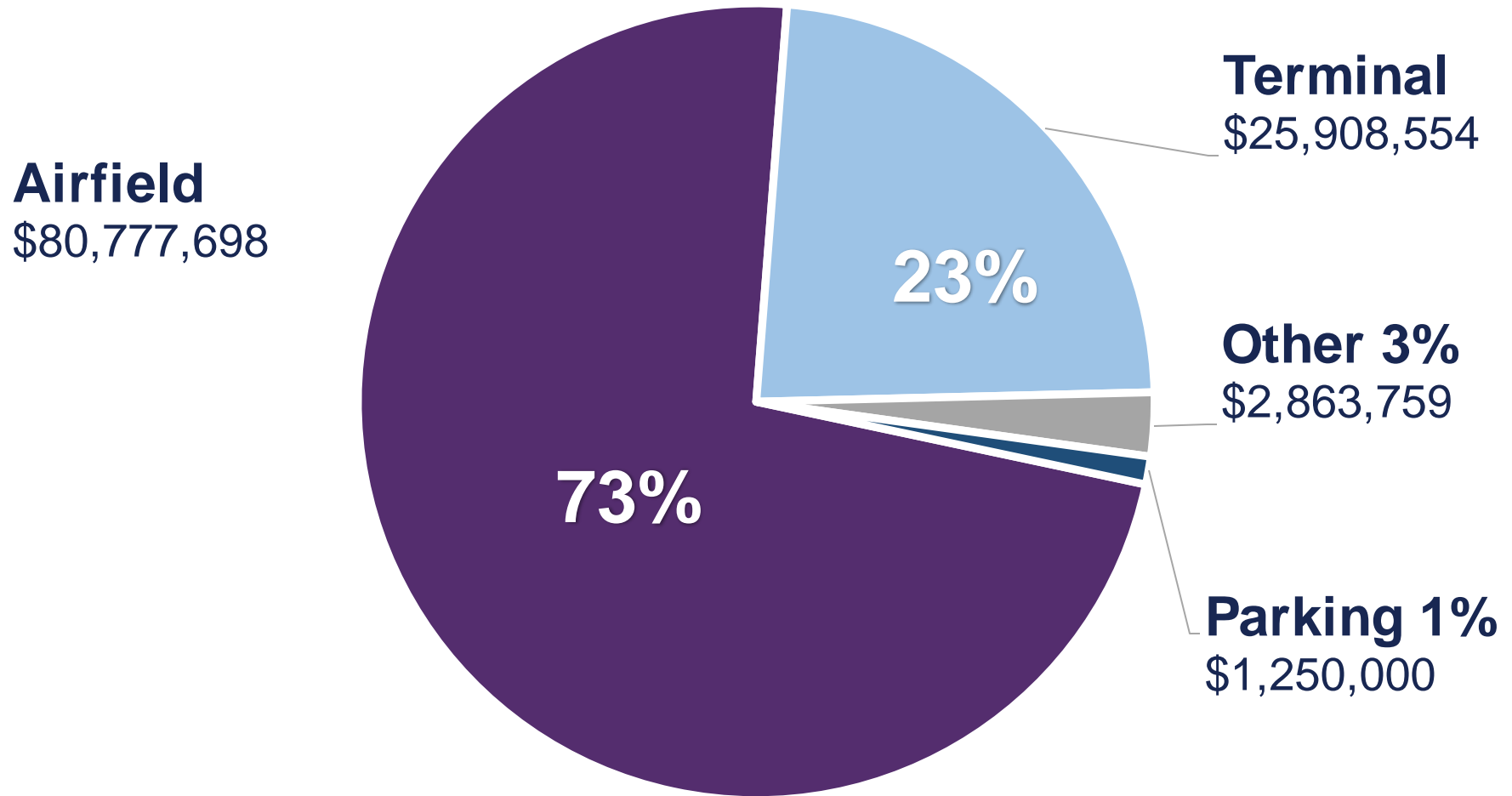
EPIA 5 YEAR CIP

\$111,137,651

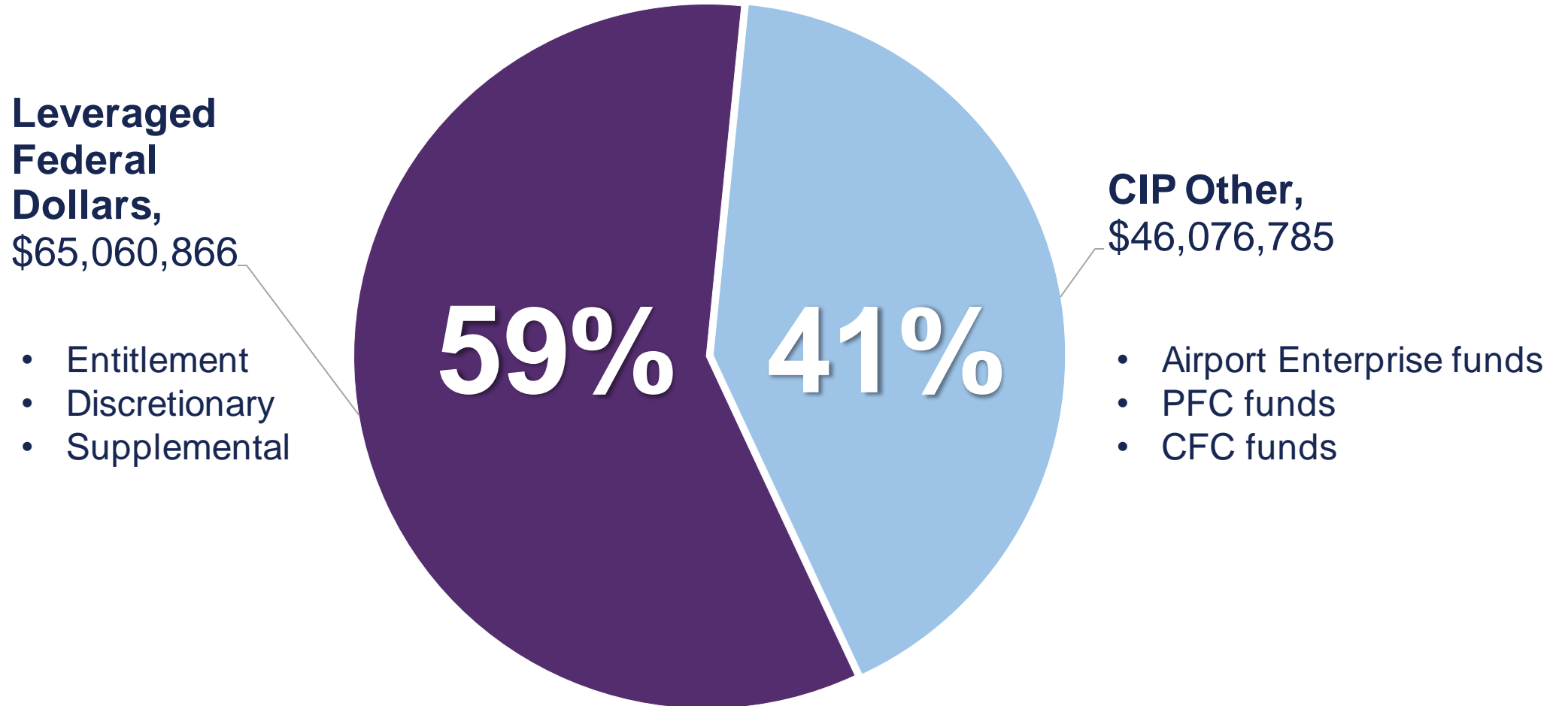


EPIA 5 YEAR CIP

\$111,137,651



EPIA 5 YEAR CIP \$111,137,651





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