



El Paso International Air Service Consulting Contract

9/27/22





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

Historical Developments in Air Service

- In the past 6 years:
 - Three new airlines, Allegiant, Frontier, Alaska
 - New destinations, San Diego, Seattle, Charlotte, Orlando
 - Added frequencies, Austin, Las Vegas, Seattle, Chicago
- Air Service Development Incentive updated May 2022
 - Extended waived fee for terminal rents
 - Included 100 sq. ft. for new airlines
 - Keeping start-up costs for new service to attract new business

Current Focus in Air Service

- International routes with an updated Mexico leakage traffic study using new data sources
- Focused, one on one meetings this October with over 15 airlines
- Continue the dialogue with airlines to maximize the opportunity for new services benefitting both the community and the airline
- Building non-aeronautical revenue through the Advanced Manufacturing Campus, while retaining high-paying jobs in the community and ultimately more passengers

TOP 10 GOAL DESTINATIONS



Consultant Selection



- Selection process was qualification based through the City's RFP selection process
- Reasons for selecting consultant:
 - Demonstrated project manager and team experience
 - Demonstrated project understanding and approach

Request for Action



- Award contract to InterVISTAS Consulting, Inc.
- Contract Details
 - 3 years with 2 years option to extend (5 total years)
 - \$375,000 over the entire term (25% increase due to market conditions and inflation)
- Funding Sources: Airport Enterprise



Mission

Deliver exceptional services to support a high quality of life and place for our community



Vision

Develop a vibrant regional economy, safe and beautiful neighborhoods and exceptional recreational, cultural and educational opportunities powered by a high performing government



Values

Integrity, Respect, Excellence, Accountability, People



Misión

Brindar servicios excepcionales para respaldar una vida y un lugar de alta calidad para nuestra comunidad



Visión

Desarrollar una economía regional vibrante, vecindarios seguros y hermosos y oportunidades recreativas, culturales y educativas excepcionales impulsadas por un gobierno de alto desempeño



Valores

Integridad, Respeto, Excelencia, Responsabilidad, Personas