

Go Easy! Inside St. Pete-Clearwater International Airport



TAMPA BAY THE EASY WAY

What Ingredients Go Into PIE?

A self-sustaining entity, PIE thrives on teamwork and partnerships

- A Pinellas County department that operates as an enterprise, supported by our own revenues with \$0 Debt
- No county, state or federal tax dollars subsidize the airport*
- FY24 Operating Budget \$9.8 million; Only 65 Pinellas County Airport employees, with 24/7 Operations and Firefighting divisions
- Operates in partnership with TSA, FAA, DOT and private businesses

Passenger Airline Revenues

- For every \$1 in direct airline charges earned, ≈\$4.27 in indirect concession charges are earned

**Excluding \$24.3 million COVID-19 related funding*



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Positive Growth

PIE in the Sky

PIE offers over 60 non-stop destinations!

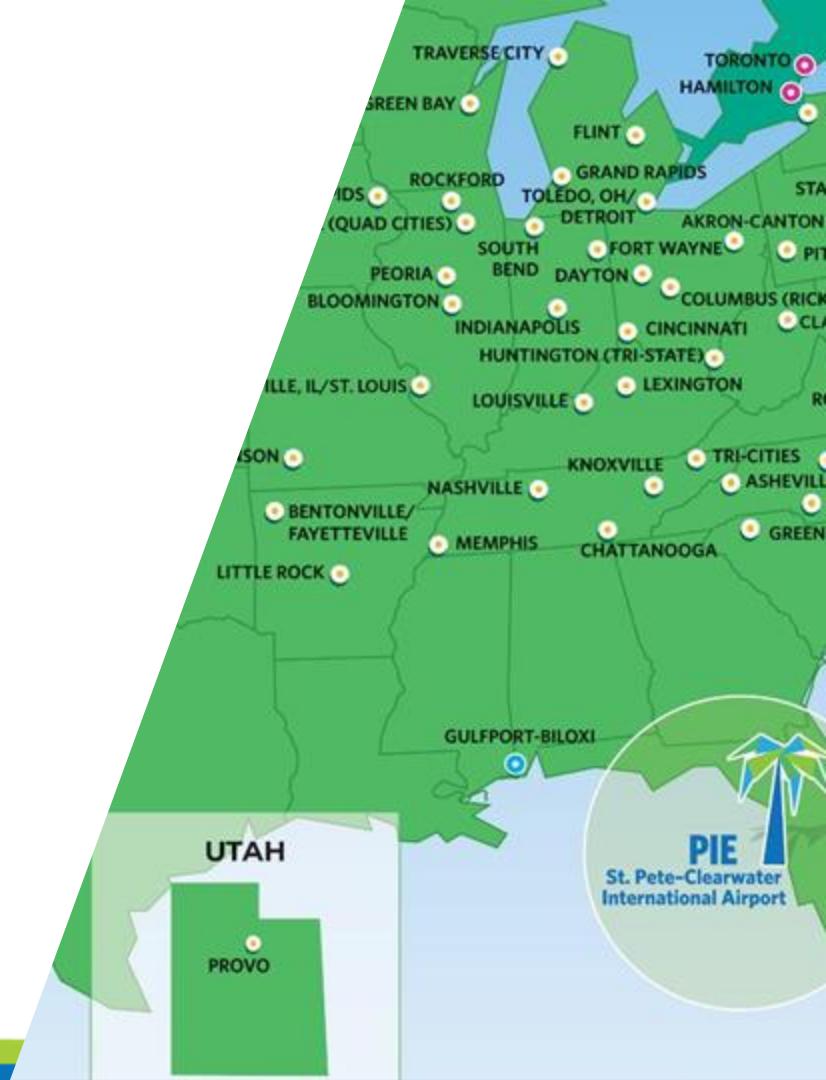


Still Cooking with Allegiant!

- Convenient and essential air service to “hometown” and mid-size cities in the NE, Midwest and SE
- Over 17 years of PIE-Allegiant partnership
- 4th Largest airline by passengers in Tampa Bay; and 9th largest US Domestic carrier
- The most non-stop routes in the Tampa Bay area
- PIE is the 2nd largest airport in Allegiant’s 130+ city route system
- Largest Allegiant Employee Base – local staff and crew



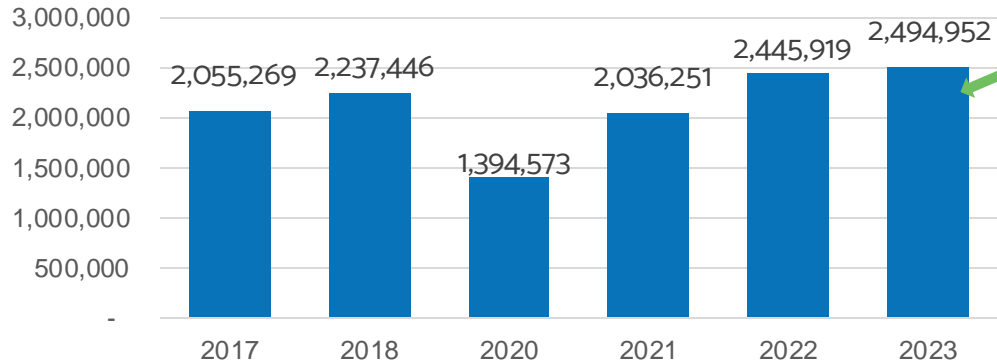
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Passengers love PIE

The airport continues to grow and thrive!

Passenger Traffic



Results

- July 2023 biggest month in PIE history!
- 2023 passenger traffic up 2% over 2022; 2022 passenger traffic was up 20% from 2021 (up 7% from 2019)
- 2012-2023 went from 866k to over 2.4 million passengers, 177% increase
- PIE was included in the Smithsonian's National Air and Space Museum's "America By Air" exhibit for its tremendous growth and expansion plans that were profiled in the "What's New" section of the exhibition, featuring the latest news in aviation.



Biggest year in PIE history!



PIE Takes the Cake

When it comes to economic impact, PIE's success is the community's success

TOTAL St Pete-Clearwater International Airport Impacts



Jobs

20,774
Employed



Payroll

\$1.0
Billion



Value
Added

\$1.8
Billion



Economic
Impact (Output)

\$3.4
Billion



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Source: 2023 FDOT Economic Impact Report



Allegiant 2.0 – Capturing More Customer Spend

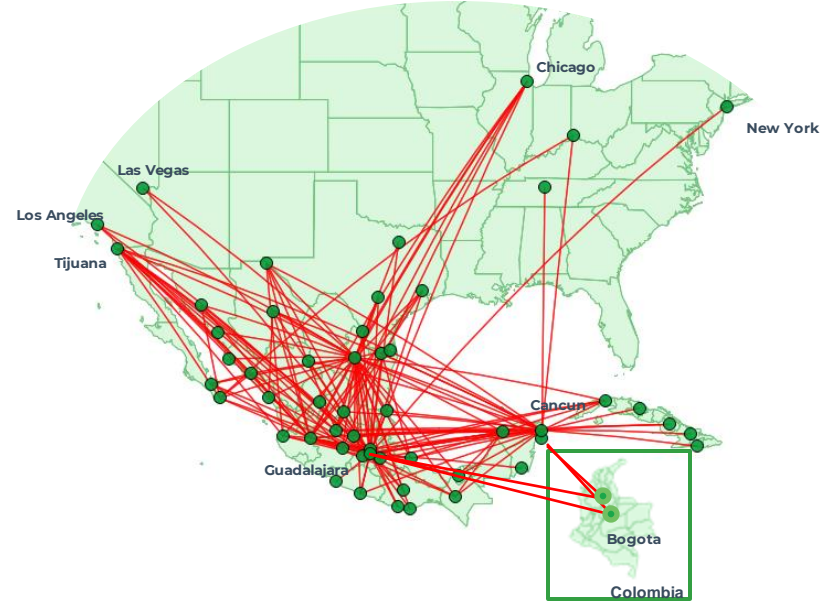


Loyalty Program



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Viva & Allegiant – Comprehensive US & Mexico Coverage¹



allegiant
In numbers

17+ Million
Annual passengers
TTM as of June 30, 2023

126
Aircraft
2Q23

26.0%
EBITDA
Margin
2Q23

viva
aerobus
In numbers

22+ Million
Annual passengers
TTM as of June 30, 2023

73
Aircraft
2Q23

32.3%
EBITDAR
Margin
2Q23

Sources: Allegiant Internal Data. Viva Aerobus 2Q23 Earnings Release 1. Subject to U.S. Government approval



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Concessionaire Improvements

A capital investment of over \$4 million



Mazzaro Italian Market
3 Daughters Brewing
Hudson Dunkin'
Market 361
Dunkin'
The District Pub



Total Concession Revenue:
(food & beverage, news & gifts, rental cars, parking, ground transportation);
Up 32% YTD over FY23,



Filling the PIE

PIE contains 2,000 total acres of developed and undeveloped land

\$4.08M

FY23 Real Estate Revenue

64

Agreements
(40 Land Leases)

99%

(320 of 323 Acres)
of PIE Property Leased*

**excludes Airco*

2,000

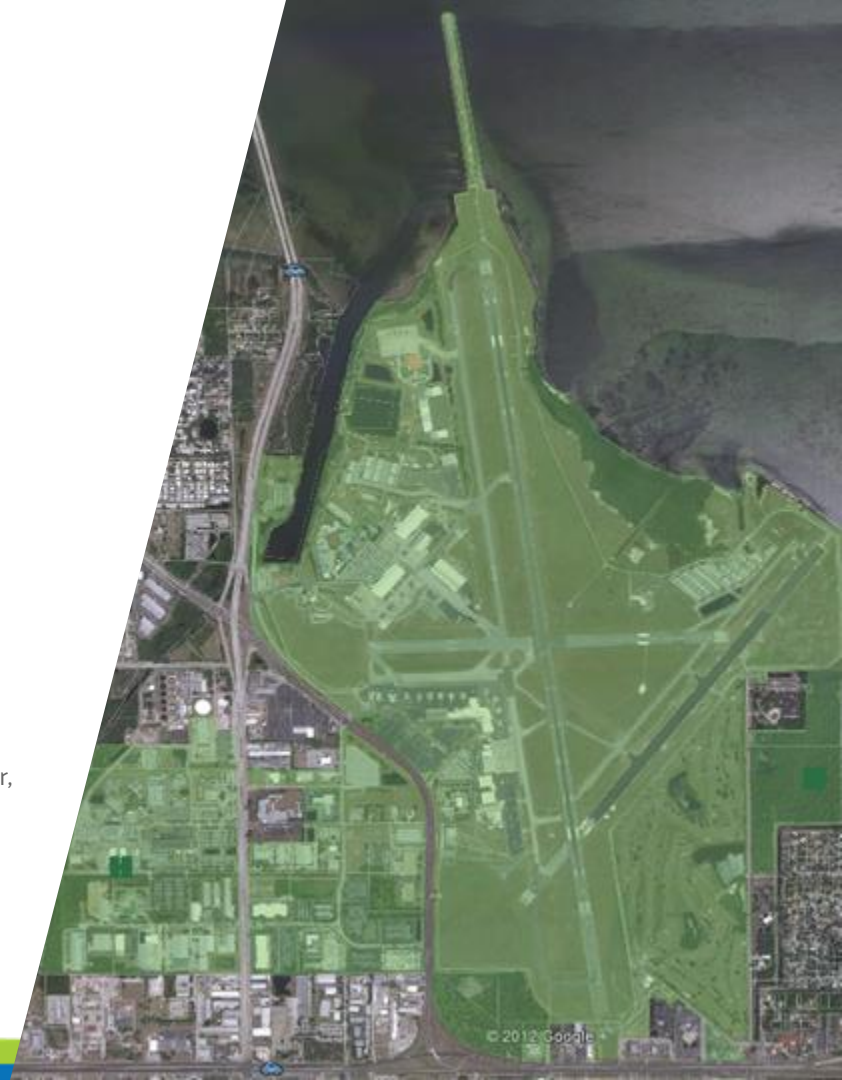
Total Acres

1,000+

Acres of Airfield

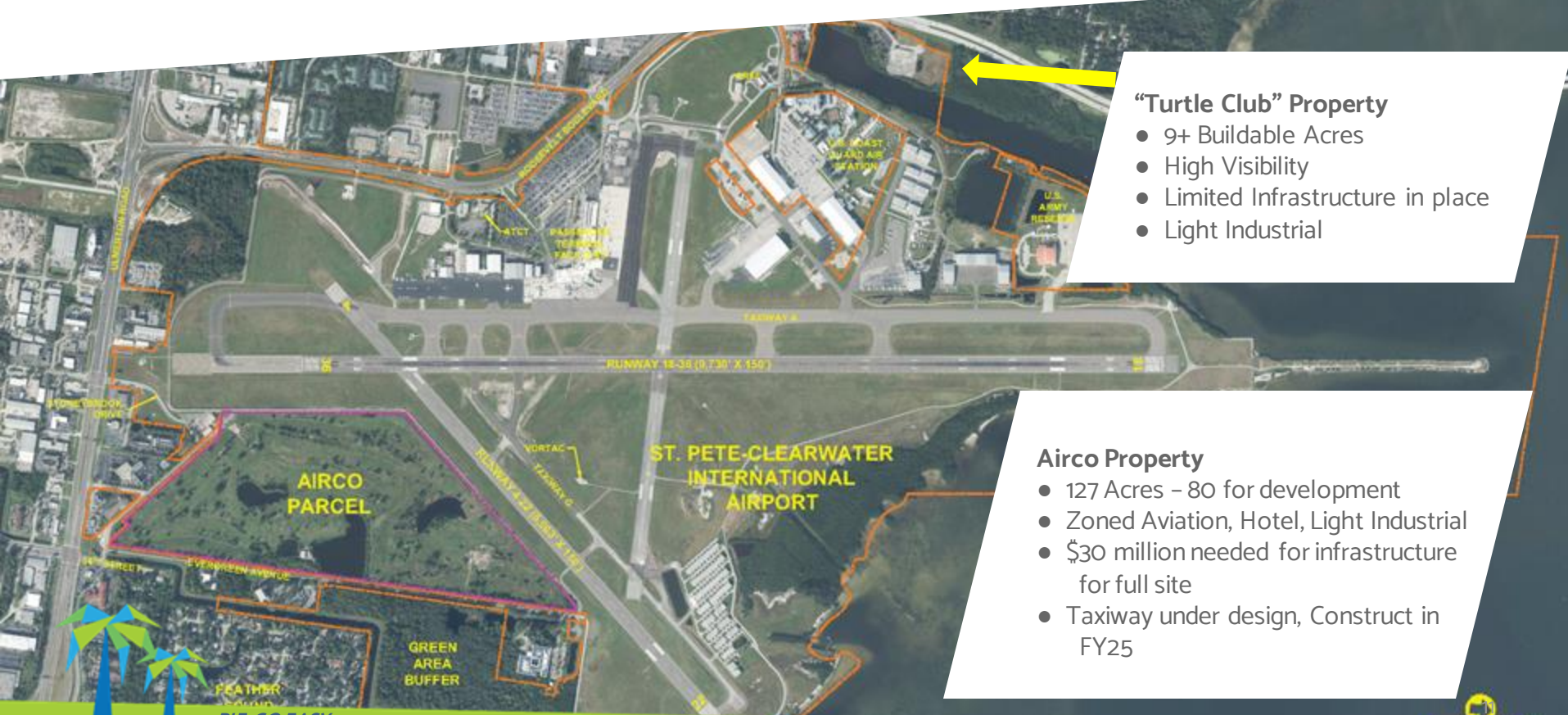
nearly **1,000**

Acres “Outside of Fence”
including: Airport Business Center,
restaurants, hotel,
Criminal Justice Complex



Slicing the PIE

Redevelopment opportunities on airport land



“Turtle Club” Property

- 9+ Buildable Acres
- High Visibility
- Limited Infrastructure in place
- Light Industrial

Airco Property

- 127 Acres – 80 for development
- Zoned Aviation, Hotel, Light Industrial
- \$30 million needed for infrastructure for full site
- Taxiway under design, Construct in FY25



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1,000'

PIE Near-Term Capital Improvement Projects



A Recipe For Progress

Highlights of PIE's Capital Improvement Program

- \$176 million 6-year CIP planned
- Only 36% of CIP funding projected from airport revenues



Projects Under Development

- Design of Airco Taxiways
- Parking expansion
- New taxiway and terminal apron replacement

Terminal Expansion Project

- Design begins 2024; CMAR approach
- \$110 million funded by FAA & FDOT grants, airport reserves, PFCs and Entitlement funding
- Increase passenger capacity, loading bridges, hold rooms, centralized TSA checkpoint, plus improved concessions and amenities
- Single TSA checkpoint with Gate Areas connected and access to all concessions



Future Parking Garage

- **Begin Design:**
Summer 2025
- **Construction Start:**
Fall 2026 (est.)
- **Complete Construction:**
Fall 2027 (est.)
- **Construction Cost:**
\$40M-\$45 (est.)



PIE | St.Pete-Clearwater Int. Airport - Future Parking Plan



Expand vehicular parking by approximately 1000 stalls by constructing a new parking garage. Passenger Facility Charge (PFC) fees collected from rental car agencies will be used to help fund the design and construction of the parking garage.





Promoting PIE GO EASY Brand

PIE for Everyone

Airport outreach benefits our community in important ways

How PIE is making a difference:

- Veterans Honor Flights - 45 and counting!
- New customer service video for all employees/tenants
- TSA recognizes PIE as Airport of the Year
- Education Tours & Community Presentations
- Airport Internships & Mentors
- Airport Volunteers/Ambassadors
- PIE PUPS therapy Dogs
- Spare Change Program - Pinellas Co. Human Services
Homeless Prevention & Services
- Chamber of Commerce Engagement
- Public Art
- Commercial filming
- Enjoy partnerships with fellow County Departments





Thank You!



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