Allegiant Airlines Agreement 20-Year Partnership Contract Highlights

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Why We’re Updating the Agreement

- PIE has grown 67% in passenger traffic.
- Airport operating and regulatory requirements have increased significantly.
- Infrastructure is aging.
- Staffing has remained essentially flat for over 10 years.
- Existing agreement no longer reflects today's operating environment.

The agreement served both parties well for 20 years. The airport has changed, and the agreement needs to evolve with it.

Simplified Revenue Structure

Previous Agreement

- Landing
- Overnight
- Exclusive Use
- Terminal
- Security
- Boarding Bridge

Proposed Agreement

- Landing
- Exclusive Use
- Per Turn

Why Transition to a Per Turn Fee

- Aligns costs with actual aircraft operations
- Supports infrastructure and operational costs
- Creates a more balanced revenue model
- Simplified billing (better aligned with other small hub airports)

Benefits to Allegiant

- Predictable five-year rates
- Long-term operating certainty
- Air Service Incentive Program
- Tiered Per Turn savings
- Revenue sharing opportunity

Financial Impact

- **FY27 Additional Revenue**

  $1.2 Million (40% increase)

- **Annual Incremental Revenue**

  Approximately $174,000 (3% year over year)

- **Debt**

  None

- **Staffing**

  1 FTE annually

Benefits to PIE

- Sustainable funding for airport operations and infrastructure.
- Supports CIP funding
- Stable financial position
- Maintains competitive airline costs
- Protects future airport growth
- Supports planned staffing growth (1 FTE annually)

Incentives

- Airline Service Incentive Program (ASIP)
- Per Turn Tiered Savings

ASIP

- Encourages new nonstop destinations
- Available to qualifying airlines (offer to all airlines)
- Two-year incentive period ($150,000 1st year and $100,000 2nd year)
- Marketing partnership (VSPC)
- Supports continued growth at PIE

Thank You