



Pinellas County

Staff Report

File #: 21-2053A, Version: 1

Subject:

Airline Operating and Use Agreement with Swoop, Inc. for the operation of scheduled commercial air service at the St. Pete-Clearwater International Airport.

Recommended Action:

Approval of the Airline Operating and Use Agreement (Agreement) with Swoop, Inc. (Swoop) for operation of scheduled air service at St. Pete-Clearwater International Airport (PIE).

- The new five-year Agreement Fiscal Years 2022-2026 will provide PIE with approximately \$834,037.00 in direct and indirect revenues (i.e., parking, food/beverages, news/gifts, rental car concessions), in addition to \$341,350.00 in capital revenue from Federal Aviation Administration passenger entitlement funds and passenger facility charges.
- Swoop will be providing year-round service to Toronto, Canada and seasonal scheduled service to Hamilton, Canada beginning in November 2021, using a Boeing 737-800 with a seating capacity of 189 seats.
- Swoop is a Canadian ultra-low-cost carrier owned by WestJet that was officially announced on September 27, 2017 and began flights on June 20, 2018. The airline is based in Calgary and was named after WestJet's desire to "swoop" (or jump) into the Canadian market with a new business model.

Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

Strategic Plan:

Foster Continual Economic Growth and Vitality

4.1 Proactively attract and retain business with targeted jobs to the County and the region

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

Summary:

Pursuant to the terms of the Agreement, Swoop will continue operating scheduled air service at PIE, commencing November 5, 2021 through September 30, 2026. It is further agreed that Swoop shall have one (1) additional, one-year renewal option to extend the Agreement, subject to the sole discretion and consent of the County.

Background Information:

Swoop is a Canadian ultra-low-cost carrier owned by WestJet that was officially announced on September 27, 2017 and began flights on June 20, 2018. The airline is based in Calgary and was named after WestJet's desire to "swoop" (or jump) into the Canadian market with a new business

model.

Swoop operates 17 routes from Canada to the United States, Mexico, and Jamaica. PIE is one out of five (5) cities in the United States currently being served by Swoop.

Fiscal Impact:

This five-year Agreement (FY22-FY26) will provide PIE with approximately \$128,682.00 in direct revenues, \$705,355.00 in indirect revenues (i.e., parking, food/beverages, news/gifts, rental car concessions), and \$341,350.00 in capital revenue, which includes passenger entitlements and passenger facility charges. The Agreement provides for charges for office space, ticket counters, landing fees, passenger screening fees, terminal facility fees, loading bridge fees, and overnight aircraft parking. Future charges are estimated utilizing our most recent Federal Aviation Administration and Master Plan forecasts for enplaned passengers and number of flights.

Revenue (including user fees) and marketing expenditures were estimated in anticipation of this Agreement and are consistent with PIE's FY22 Budget.

Staff Member Responsible:

Thomas R. Jewsbury, Director, St. Pete-Clearwater International Airport

Partners:

Swoop

Attachments:

Airline Operating and Use Agreement