



Pinellas County

Staff Report

File #: 21-1847A, Version: 1

Subject:

Airline Operating and Use Agreement with Sun Country Airlines 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 Sun Country Airlines (Sun Country) for operation of scheduled air service at the St. Pete-Clearwater International Airport (PIE).

- The new five-year Agreement for Fiscal Years (FY) 2022 through 2026 will provide PIE direct revenues of approximately \$652,971.00.
- Sun Country will be providing year-round service between PIE and Minneapolis-St. Paul, MN beginning November 25, 2021 using a Boeing 737-800 with a seating capacity of 186 seats.
- Sun Country Airlines is an American ultra-low-cost passenger and cargo airline, and the eleventh largest in the U.S. by passengers carried.
- Based at Minneapolis-Saint Paul International Airport with headquarters on airport property, Sun Country operates 86 passenger routes between destinations in the United States, Mexico, Central America, and the Caribbean.

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, Sun Country will continue operating scheduled air service at PIE, commencing November 25, 2021 through September 30, 2026. It is further agreed that Sun Country shall have one additional, one-year renewal option to extend the Agreement, subject to the sole discretion and consent of the County.

Background Information:

Sun Country Airlines is an American ultra-low-cost passenger and cargo airline, and the eleventh largest in the U.S. by passengers carried. Based at the Minneapolis-Saint Paul International Airport with headquarters on the airport property, Sun Country operates 86 passenger routes between destinations in the United States, Mexico, Central America, and the Caribbean.

Sun Country will be providing year-round scheduled service between PIE and Minneapolis-St. Paul, MN beginning November 25, 2021 using a Boeing 737-800 with a seating capacity of 186 seats.

Fiscal Impact:

This five-year Agreement (FY22-FY26) will provide approximately \$652,971.00 in direct revenues, \$1.3M in indirect revenue (i.e., parking, food/beverages, news/gifts, rental car concessions), and \$2.3M in 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 parking. Future charges are estimated utilizing our most recent Federal Aviation Administration and Master Plan forecast for enplaned passengers and number of flights.

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

Staff Member Responsible:

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

Partners:

Sun Country Airlines

Attachments:

Airline Operating and Use Agreement