

FREQUENTLY ASKED QUESTIONS	
<p>What is PGD’s mission and vision?</p>	<p>PGD’s mission: serving the community and business through aviation. PGD’s vision: Adapting to the needs of the community by providing a safe, efficient and convenient hub for economic activity in the region.</p>
<p>Besides Allegiant, what else is at PGD?</p>	<p>The Airport Authority has diversified development opportunities and business tenants beyond Allegiant’s commercial passenger service. PGD property encompasses 2,000 acres and dozens of aviation-related organizations, including private charter and air ambulance services, aircraft fueling, hundreds of T-Hangar tenants, and non-aviation businesses like FedEx and Pulsafeeder. Vital public services like the Charlotte County Sheriff’s Aviation Unit, Charlotte County Fire & EMS, mosquito control and more are also based at PGD.</p> <p>PGD is run by a 95-person (60 FTE) staff and governed by the Charlotte County Airport Authority – a non-taxing entity overseen by five elected officials.</p>
<p>How does PGD’s low-cost model work?</p>	<p>PGD’s successful low-cost airport model was first pioneered by airport leadership during the Hurricane Charley recovery period, and it has since been emulated by many other airports. The concept is to attract low-cost airlines with minimal fees so they will be incentivized to operate here. As evidenced by 1.6 million passengers that traveled through PGD in 2019, Charlotte County has proven to be an ideal destination and origination point for leisure travel.</p> <p>In turn, PGD receives significant ancillary revenues from parking fees and commissions from rental cars, uber/lyft, taxis, terminal advertising and food/beverage concessions. PGD also receives \$4.50 per enplaned passenger and qualifies for additional FAA grants for capital improvements proportionate to passenger traffic.</p> <p>2019 Airline-Related Revenue</p> <ul style="list-style-type: none"> • Total enplaned passengers: 813,269 • Total Revenue: \$18,955,708 • Total Net Revenue: \$15,335,970 <p><i>Per Enplaned Passenger:</i></p> <ul style="list-style-type: none"> • Average Total Revenue: \$23.31 • Average Airline-Related Expense: \$6.04 • Net Revenue: \$17.27 <p>About 75% of PGD’s income is from airline-related sources, while the other 25% is from hangar rentals, fuel sales and non-aviation business tenants.</p> <p>The Airport Authority believes it is key to keep its costs low, have minimal debt and make incremental improvements while increasing its cash reserves. This is evidenced by PGD’s strong</p>

	<p>operating margins; 30% in 2019 and a 29% in 2018. It also translates to lower fares for travelers, and means that PGD will be prepared for whatever changes in traveler behavior lie ahead.</p>
<p>What economic impact does the airport have on the community?</p>	<p>The region realizes significant economic benefits from commercial air service and aviation activities at PGD. The Florida Department of Transportation completed a comprehensive economic impact analysis to measure these benefits in 2018, and attributed a total economic output of \$1.275 billion. Benefits measured in the FDOT study considered on-airport impacts (\$100.5K), visitor spending impacts (\$573K), and multiplier impacts (\$602K). It attributed 12,392 jobs at a total payroll of \$419K to PGD.</p> <p>Allegiant directly employs/contracts more than 330 people based at PGD, more than half of the total “on airport” jobs.</p>
<p>How much does Allegiant directly contribute to the Airport Authority?</p>	<p>In 2015, the Airport Authority entered into a 10-year agreement with Allegiant based on a turn fee for each landing and takeoff, which started at \$65 per turn and will annually increase to reach \$81.18 per turn in 2024. The turn fee includes Allegiant’s use of PGD’s terminal, gates, ticket counters and fueling hookup services. Allegiant also pays monthly rent, and invests in airport improvements like fueling infrastructure per the examples below.</p> <p>Allegiant’s passenger traffic has increased from 182,423 in 2010 to 1.6 million in 2019, and has greatly expanded its service to 45-plus destinations.</p> <p>FY2018 Allegiant Air Contributions:</p> <ul style="list-style-type: none"> • Turn Fees \$357,535 • Rents \$65,550 • Fuel Farm \$478,000 • ½ 5th TSA lane \$19,244 • ½ Gates 2a and 7 \$14,494 • 2 Fuel Trucks \$48,000 • TOTAL \$982,823 <p>FY2019 Allegiant Air Contributions:</p> <ul style="list-style-type: none"> • Turn Fees \$373,154 • Rents \$65,550 • GSE Fuel \$48,150 • 2 Fuel Trucks \$60,000 • Office Space \$1,800 • GSE Bldg 115 \$10,200 • Fuel Containment Area \$63,000 • TOTAL \$621,804

<p>How is PGD recovering from COVID-19 economically?</p>	<p>PGD’s staff has worked quickly to respond during the COVID-19 crisis and prepare for the future. PGD’s revenues were slashed by more than 80% as nationwide air travel plummeted. However, passenger traffic picked up in May 2020 reaching half the passengers that traveled through PGD in May 2019. Management is hopeful that it will reach pre-COVID levels by February 2020, but is prepared for a slow road to recovery.</p> <p>The \$23.8 million CARES Act grant will be spread out over the next 2.5 years in the form of reimbursement to the Airport Authority for monthly operating expenses and for paying down our \$2.7 million remaining loan debt from the Bailey Terminal expansion a few years ago. Without it, the Airport Authority would not be able to keep its staff employed while moving ahead with the capital improvement projects outlined in its Master Plan. PGD received such a substantial grant because of the Airport Authority’s strong balance sheet and low debt.</p>
<p>Why is the Airport Authority investing in developing the north side of the airport?</p>	<p>The Airport Authority is progressing ahead with the largely undeveloped tract of land parallel to Challenger Road where the Florida International Air Show was based the last few years. This area will become a hub for general aviation (GA) activities to flourish, restaurant and event space, as well as a prime spot for onsite flight schools, avionics and aircraft maintenance services and related training programs to expand.</p> <p>By relocating PGD’s existing Fixed Base Operator and GA activities, the Bailey Terminal and airline facilities will have room to expand the current footprint. Despite the challenges the airline industry faces today, management will continue its air service marketing efforts in hopes of bringing additional airlines to PGD in the future.</p>
<p>What kind of educational partnerships is the Airport Authority supporting?</p>	<p>A new Airframe and Powerplant certificate program being developed by the Charlotte Technical Center is planned to open in 2021 at PGD. A \$1.7 million grant from the state’s Department of Economic Opportunity was announced in December 2018 to provide the capital required to provide training for highly desirable A&P certifications.</p> <p>The Airport Authority is also working with its largest professional flight school, AeroGuard Flight Training Center, to develop an alternate permanent location where it can expand near the new GA development.</p>
<p>How does the Airport Authority communicate with its stakeholders?</p>	<p>PGD has recently enhanced communications with all stakeholders at PGD. From tenants to passengers, the Airport Authority regularly communicates via its BUZZ blog on www.FlyPGD.com, and audience-segmented e-news and social media sites. Through its #WhyFlyPGD campaign, communications highlighted onsite tenants’ businesses and encouraged public participation with photo sharing and promotional prizes.</p> <p>At the Bailey Terminal, passengers enjoy visiting food trucks, a free library to borrow or trade books, TSA PreCheck Mobile Enrollment twice a year, weekly airport therapy dog visits, historic photos and art displays.</p>



	<p>PGD's award-winning Destination Spotlights campaign features Allegiant destinations and encourages tourism-related partnerships, while PGD's Aviation Campaign partnership with the local Economic Development Office targets new business relocations.</p>
<p>Why doesn't the airport have passenger boarding bridges?</p>	<p>In lieu of Passenger Boarding Bridges (PBBs), gently-sloping ramps are commonly employed at many small airports that have one-story terminals or support low-cost carriers. The Airport Authority is not planning to employ PBBs in the near future due to significant investments required to modify its facilities, purchase and maintain associated equipment. PGD operates on a conservative budget so it can keep costs low, and continue to attract/retain airlines like Allegiant that provide low-cost, nonstop service to dozens of destinations.</p> <p>However, PBBs can be incorporated in the future if they are funded by an airline partner, or if becomes cost effective to add them during future renovations or capital improvement projects. Since the commercial ramp and boarding operations are currently used by Allegiant, passengers are also welcome to contact the company with their suggestions.</p> <p>PGD management knows that weather is a challenge in the summer, so it added a Local Weather page to address some common questions and Allegiant's policies.</p>
<p>Can PGD change the flight patterns if residents complain about the noise?</p>	<p>Since 2017, when Allegiant transitioned its fleet based at PGD from MD-80s to Airbus A320s, the number and frequency of noise complaints has dropped significantly. The flight paths were also developed and approved by the FAA to minimize disruption to noise-sensitive areas. However, the flight paths will change temporarily in 2021-2023 when Runway 4-22 is being rehabilitated to repair decades of use. After it reopens, both runway 15-33 and 4-22 will be suitable for commercial airliners and the flight paths will be readjusted to minimize impacts to neighboring communities.</p> <p>Flight paths cannot be changed arbitrarily; they must remain in FAA-approved airspace corridors that don't conflict with thousands of aircraft that are traversing the state daily east and west of Charlotte County. The Airport Authority will be hosting a public outreach meeting in October regarding flight paths, and will be developing resources to help the public understand and facilitate discussions.</p>