

NEW HEIGHTS, NEW HORIZONS.

A Business View of Punta Gorda Airport (PGD)



OVERVIEW: TODAY'S PRESENTATION

- ▲ What we do; who we are
- ▲ Community partnerships
- ▲ Future outlook
- ▲ Business Opportunities



35,000-FOOT VIEW: EXPERIENCED LEADERSHIP



- ▲ Independent special district owned by Charlotte County Airport Authority
- ▲ Elected board of commissioners (5)
- ▲ Strategic master plan being implemented

35,000-FOOT VIEW: ORGANIZATIONAL STRUCTURE



- ▲ Self-sufficient: No taxpayer \$\$
- ▲ 85 Employees (50 FTE)
- ▲ Run like a profit/loss business
- ▲ PGD is within a 4,300-acre commerce district
 - ▲ County support: certified site program
 - ▲ Foreign Trade Zone
 - ▲ Utilities available

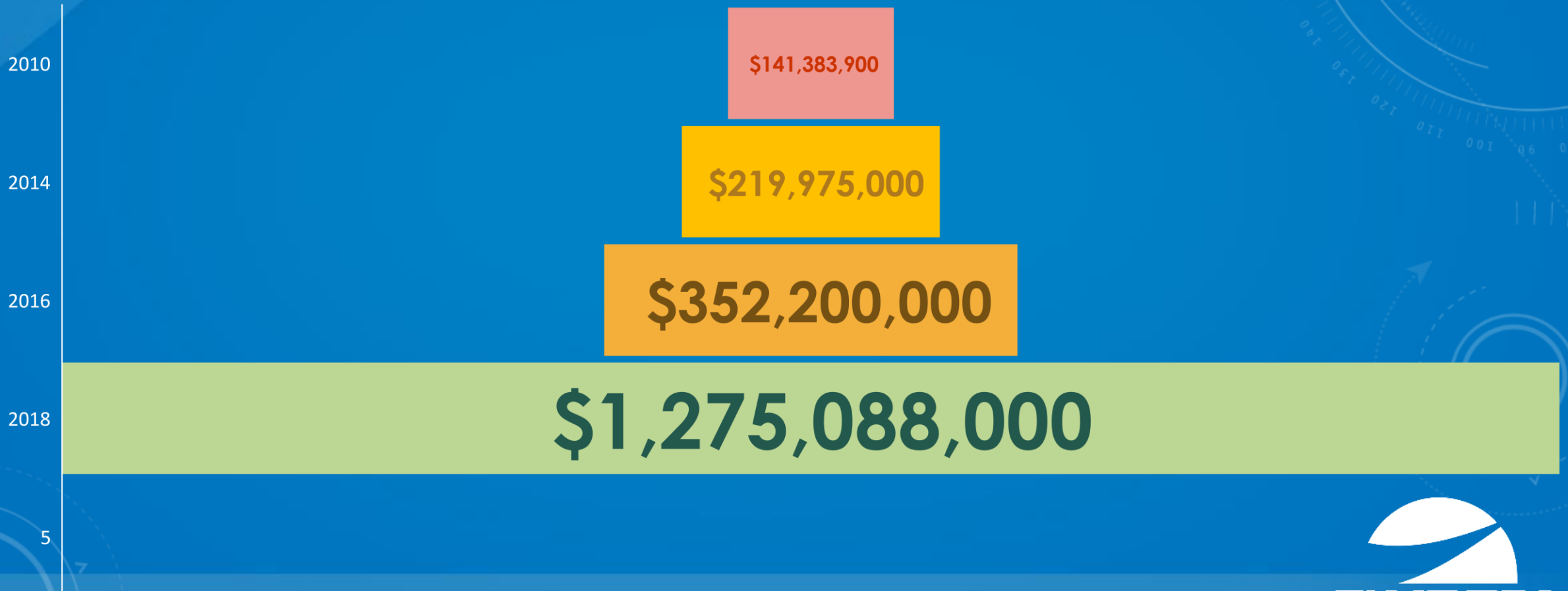
35,000-FOOT VIEW: PHYSICAL ASSETS

- ▲ 3 runways; 220+ daily operations
- ▲ ~400 aircraft; single engine to Airbus
- ▲ Terminal, hangars, corporate sites



\$1 BILLION IN ECONOMIC GROWTH SINCE 2010

Punta Gorda Airport's Total Economic Output



35,000-FOOT VIEW: ECONOMIC IMPACT



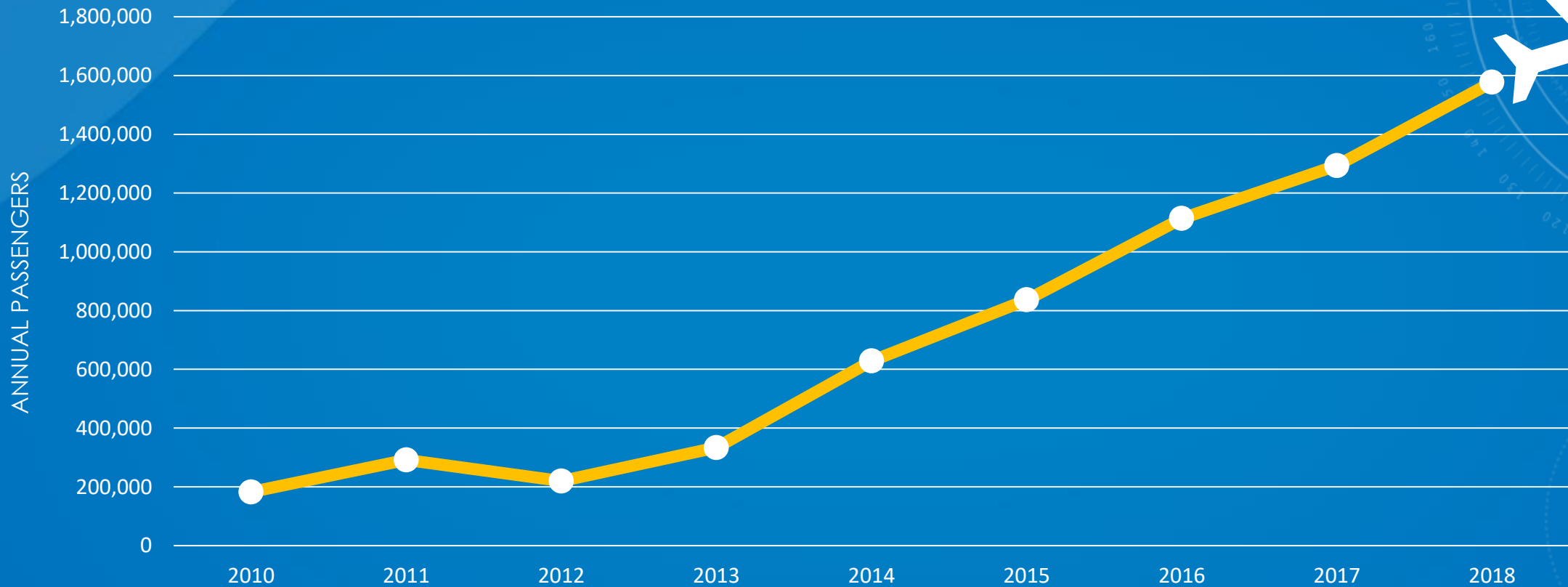
- ▲ 500 FT on-airport jobs
- ▲ 1,700 FT jobs in county (indirect)
- ▲ Low-cost fare driver for region

LOW-COST MODEL DRIVES GROWTH

- ▲ Low enplanement fees for airlines
- ▲ Function over fashion
- ▲ Convenient & efficient
- ▲ Incremental improvements
- ▲ Open to new airline partners



GROWTH IN COMMERCIAL AIR SERVICE AT PGD



2018 TOTAL PASSENGER COUNT: 1,577,164 (22% INCREASE)

STRONG PARTNERSHIPS: TOURISM & COMMUNITY



- ▲ Flybrary
- ▲ Historical photos
- ▲ Tourism photos & screen
- ▲ Art in Public Places
- ▲ Chamber guides



Lamar Airport Advertising manages other spaces.

TOURISM OPPORTUNITIES – SUNSEEKER RESORT

Charlotte County is putting a “Tourism Master Plan” out to RFP soon.



STRONG REVENUE STREAMS

- ▲ Airline-related (**75%**): Concessions, rental car, parking
- ▲ Other (**25%**): General Aviation, hangars, fuel, corporate tenants
- ▲ Cash reserves > \$11 million



AVIATION-RELATED COMPANIES AT PGD

- ▲ Air Trek Charters & Ambulance
- ▲ APG Avionics
- ▲ Arcadia Aerospace
- ▲ Air Cargo Carriers
- ▲ Harborside Aviation
- ▲ Sarasota Avionics



NON-AVIATION COMPANIES AT PGD

- ▲ FedEx
- ▲ Pulsafeeder
- ▲ Supertrak
- ▲ Enterprise Rental
- ▲ New World Trade
- ▲ County Sheriff's Headquarters



NEW GENERAL AVIATION CENTER

- ▲ Breaking ground in late 2019 on north side
- ▲ Will be home to flight schools, event rooms, a new restaurant & bar with outstanding views
- ▲ PGD's Fixed Base Operator (FBO) will fuel and service private aircraft

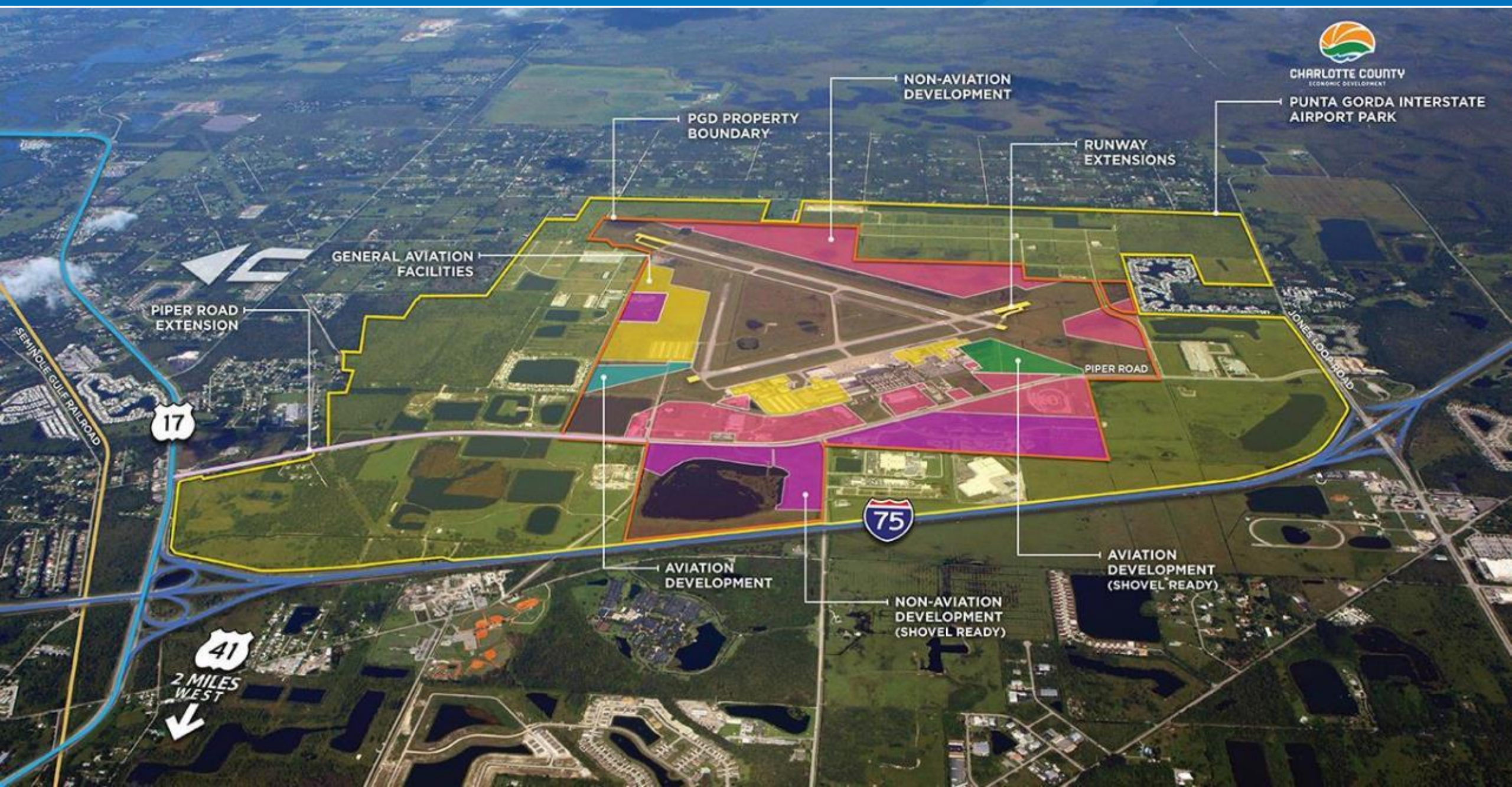


PGD & INTERSTATE AIRPORT PARK



CHARLOTTE COUNTY
ECONOMIC DEVELOPMENT

PUNTA GORDA INTERSTATE
AIRPORT PARK



NON-AVIATION
DEVELOPMENT

PGD PROPERTY
BOUNDARY

RUNWAY
EXTENSIONS

GENERAL AVIATION
FACILITIES

PIPER ROAD
EXTENSION

PIPER ROAD

JONES LOOP ROAD

AVIATION
DEVELOPMENT

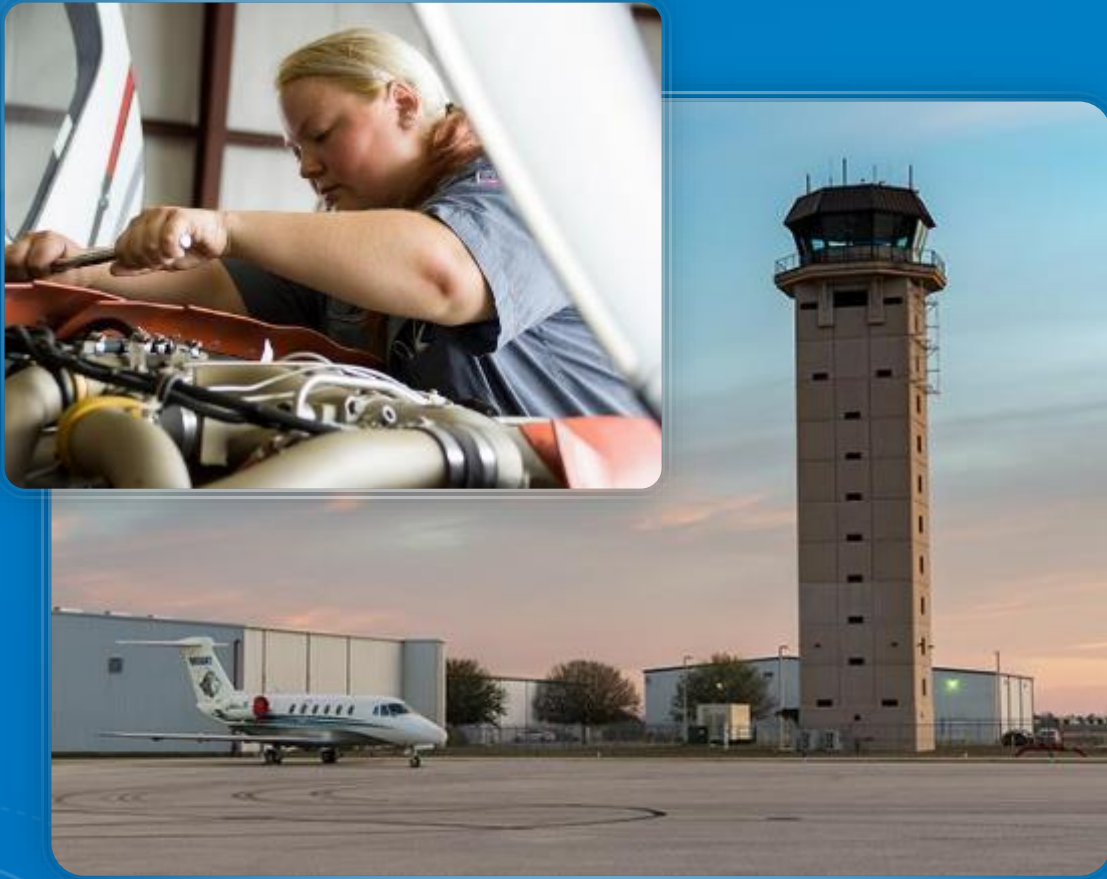
NON-AVIATION
DEVELOPMENT
(SHOVEL READY)

AVIATION
DEVELOPMENT
(SHOVEL READY)



2 MILES
WEST

NEW HORIZONS AT PGD: FUTURE DEVELOPMENT



- ▲ Shovel-ready land leases for new business tenants
- ▲ Improvements to roadways, taxiways & runways
- ▲ Commercial terminal & parking improvements
- ▲ Marketing to other airlines

IN DEVELOPMENT: ECONOMIC OPPORTUNITIES



LAND LEASES AT PGD: BUSINESS OPPORTUNITIES

Air Side

Land Values per sf based on 2018 Appraisal

\$2.50 per sf for 0 to 4+ acres

1.75 Acre approx. Parcel size

\$190,575.00 Land Value for Parcel

10.00% Percent of value (8 to 12%)

\$19,057.50 Annual Rent for first 5 years

\$19,533.94 2.50% increase for years 6-10

\$20,510.63 5.00% increase for years 11-15 (Fair Market Value with a 5% Max)

\$21,023.40 2.50% increase for years 16-20

\$22,074.57 5.00% increase for years 21-25 (Fair Market Value with a 5% Max)

\$22,626.43 2.50% increase for years 26-30



Land Side

Land Values per sf based on 2018 Appraisal

\$1.70 per sf for 5 to 7+ acres

5 Acre approx. Parcel size

\$370,260.00 Land Value for Parcel

8.00% Percent of value (8 to 12%)

\$29,620.80 Annual Rent for first 5 years

\$30,361.32 2.50% increase for years 6-10

\$31,879.39 5.00% increase for years 11-15 (Fair Market Value with a 5% Max)

\$32,676.37 2.50% increase for years 16-20

\$34,310.19 5.00% increase for years 21-25 (Fair Market Value with a 5% Max)

\$35,167.94 2.50% increase for years 26-30



Location	Size	Estimate Value per S.F.
Airport Access	1.00 Acre	\$2.50
Non- Access	1.00 Acre	\$1.90
Airport Access	2.00 Acre	\$2.50
Non- Access	2.00 Acre	\$1.90
Airport Access	3.00 Acre	\$2.50
Non- Access	3.00 Acre	\$1.90
Airport Access	4.00 Acre	\$2.25
Non- Access	4.00 Acre	\$1.70
Airport Access	5.00 Acre	\$2.25
Non- Access	5.00 Acre	\$1.70
Airport Access	6.00 Acre	\$2.25
Non- Access	6.00 Acre	\$1.70
Airport Access	7.00 Acre	\$2.25
Non- Access	7.00 Acre	\$1.70
Airport Access	8.00 Acre	\$1.95
Non- Access	8.00 Acre	\$1.50
Airport Access	9.00 Acre	\$1.95
Non- Access	9.00 Acre	\$1.50
Airport Access	10.00 Acre	\$1.95
Non- Access	10.00 Acre	\$1.50

NEW HEIGHTS, NEW HORIZONS: **SUMMARY**



- ▲ Low-fare driver for SW Florida
 - 40+ nonstop destinations
- ▲ Growing General Aviation & business community
 - \$1.275 billion regional economic impact
- ▲ Strong financial position
 - Fiscally responsible opportunities that fit our low-cost model



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