

**SPECIAL MEETING OF THE
MONTEREY PENINSULA AIRPORT DISTRICT
BOARD OF DIRECTORS
AGENDA**

November 30, 2023 – 9:00 AM

**Monterey Regional Airport
200 Fred Kane Drive, Ste. 200
Monterey, CA 93940**

The Monterey Peninsula Airport District holds regular meetings at the Airport Board Room, with in-person attendance. Members of the public may attend the Board Meeting in person and request to speak to the Board when the Chair calls for public comment. In general, in person or emailed comments are preferred. Remote comments are allowed for Board meetings which take place in the Board Room, as outlined below.

The Monterey Peninsula Airport District will continue to broadcast the Board Meetings via Zoom video conference for viewing by the public. To view the Board meeting via Zoom video conference, please visit www.zoom.us/join and enter the following Meeting ID: **831 7098 4092**. If you do not have access to the internet, you may listen telephonically by calling (253) 215-8782 and entering the same Meeting ID.

Pursuant to Resolution 1862, members of the public may provide comments remotely for Board Meetings which are held in the Board Room. In the event that remote participation technology is unexpectedly not available, such as during an internet service outage, electrical outage, or other technological issue that prevents remote participation by the public, the meeting will not be continued or cancelled. Remote participation is provided as a courtesy and members of the public who rely upon remote participation to provide public comment do so at their own risk. When the Chair calls for public comment, attendees can queue to speak with the "Raise Hand" feature. On the Zoom application, click the "Raise Hand" button. On the phone, press *9. The Secretary to the Board will call speaker names and unmute speaker microphones. You will have up to 3 minutes to provide your oral comments, pursuant to Board policy.

Members of the public are encouraged to provide written public comment by sending an email to info@montereyairport.com and include the following subject line: "Public Comment Item # (insert the agenda item number relevant to your comment)." Written comments should be received by 8:00 AM on the day of the meeting. All submitted comments will be provided to the Board for consideration and will be compiled as part of the record.

A. CALL TO ORDER/ROLL CALL

B. PLEDGE OF ALLEGIANCE

C. COMMUNICATIONS/ANNOUNCEMENTS/INFORMATIONAL ITEMS

D. REGULAR AGENDA - ACTION ITEMS

Direction 1. Revised Concepts for Monterey Regional Airport's Replacement Passenger Terminal Complex by the HOK Design Leadership Team

E. CLOSED SESSION

1. **POTENTIAL LITIGATION.** Pursuant to Gov. Code 54957.6(b)(2), the board will meet with the Executive Director and General Counsel related to potential exposure to litigation: one case.

F. RECONVENE TO OPEN SESSION

G. ADJOURNMENT

AGENDA DEADLINE

This is the final Agenda that has been posted on the bulletin board outside of the District Offices in the Terminal Building at the Monterey Regional Airport no less than 24 hours prior to the special meeting.



MEMO

Terminal Cost Estimates for Board Meeting

To:	Mike La Pier	Author:	Bart van Vliet
Firm:	Monterey Airport	Date:	2023-11-25
Client:	Monterey Peninsula Airport District	Action Required:	For Information
Project:	Monterey Airport New Terminal Facility	Project #:	21.04005.00

Contents:

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2. Direct Cost, Indirect Cost, Escalation	3



1. Introduction

The cost models described in this memorandum are intended to provide four alternatives for the Board to select from on 30 November, 2023. The selection of a concept will provide direction for the design team to proceed with Schematic Design, where, as part of the design development, further opportunities for cost savings will be investigated.

The four concepts described in this memorandum are as follows:

- **Alternative 1a:** This concept's distinguishing features include an interior courtyard, accessible from the airside, with gate lounges arranged along the façade at each gate. Alternative 1a has three pedestrian boarding bridges, and the terminal footprint aligns with these three gates.
- **Alternative 1b:** Variation b to Alternative 1 extends the terminal to gates 4 and 5, and includes a total of five pedestrian boarding bridges.
- **Alternative 2a:** This concept's distinguishing features include a landside winter garden, with gate seating central to the terminal building (call-to-gate approach). Alternative 2a has three pedestrian boarding bridges, and the terminal footprint aligns with these three gates.
- **Alternative 2b:** Variation b to Alternative 1 extends the terminal to gates 4 and 5, and includes a total of five pedestrian boarding bridges.

Each alternate includes a furniture allowance of \$36/sf.



2. Direct Cost, Indirect Cost, Escalation

Direct Costs include the material and labor for the construction of the New Terminal Facility.

Indirect Costs (noted as soft cost and mobilization in the original budget) includes additional costs the contractor will include in their price, required to construct the building, but not Direct Costs.

Indirect Costs are broken down as follows:

- **Design Fees** (not included)
- **Design/Construction Contingency (15%)**
The Construction Contingency is carried to cover the unforeseen conditions during construction execution and risks that do not currently have mitigation plans. The Design Contingency is carried to cover scope that lacks definition in this phase. The intent is to carry the total percentage to the construction phase (value engineering shall be considered prior to reducing contingency).
- **Jobsite Management (5.5%)**
Organization and management of the jobsite, including trailers, equipment, and supplies, by the General Contractor.
- **Insurance & Bonding (3%)**
Builders risk insurance, liability insurances, performance and payment bonds, and subcontractor bonds.
- **Fees (4%)**
General Contractor's profit and general overhead.
- **Mobilization (4%)**
Installation and removal of temporary facilities by the General Contractor.

Total Indirect Costs: 31.5%

Finally, the projected **Escalation** until mid-construction in 2025, for the Monterey region, is **12.85%** (decreased from previous escalation at 13.22%).

The numbers in the cost estimate, and summarized in this memo, and build up as follows:

(Direct Cost * (1 + Indirect Cost)) * (1 + Escalation) = Total Cost

For example, for a Direct Cost of \$100:

$(100 * (1 + 0.315)) * (1 + 0.1285) = \148

The image features a scenic view of a coastline with mountains in the background and a large yellow graphic overlay on the right side. The graphic consists of a series of curved, parallel lines that create a sense of depth and movement. The text is overlaid on the lower portion of the image.

MRY New Terminal Facility Terminal Concept

2023.11.30

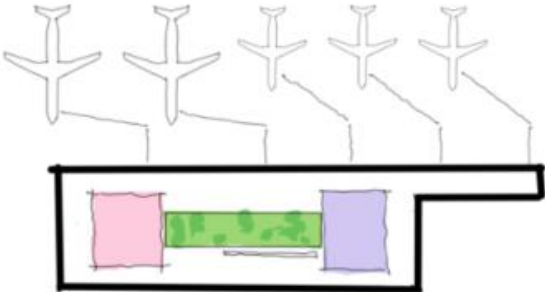
AGENDA

1. Overall Concept
2. Concept / budget alignment
3. Terminal Concept Alternatives
4. Summary of Alternatives



Overall Concept

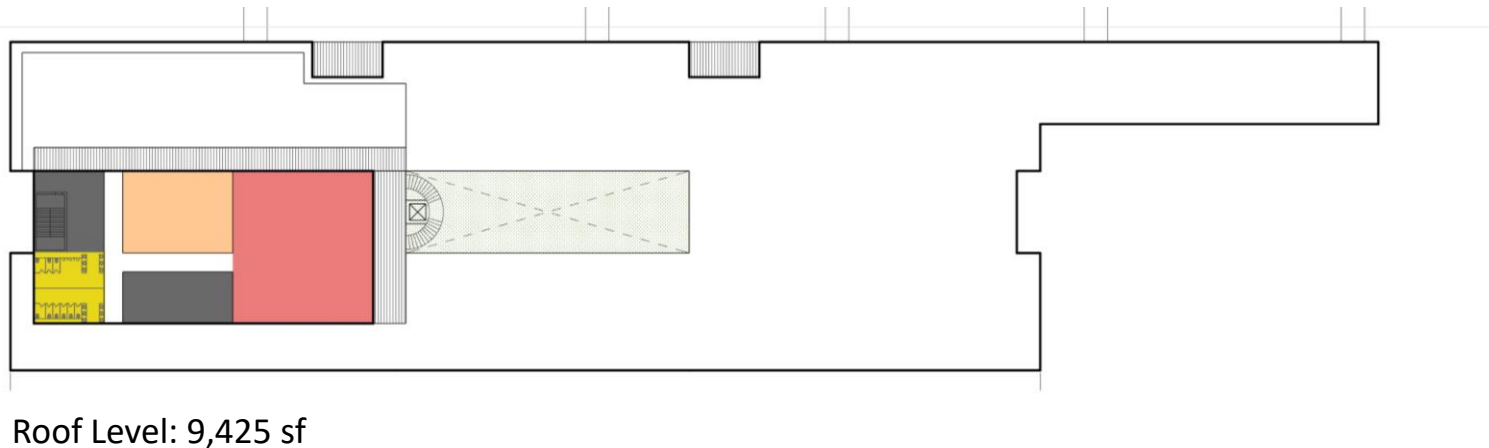
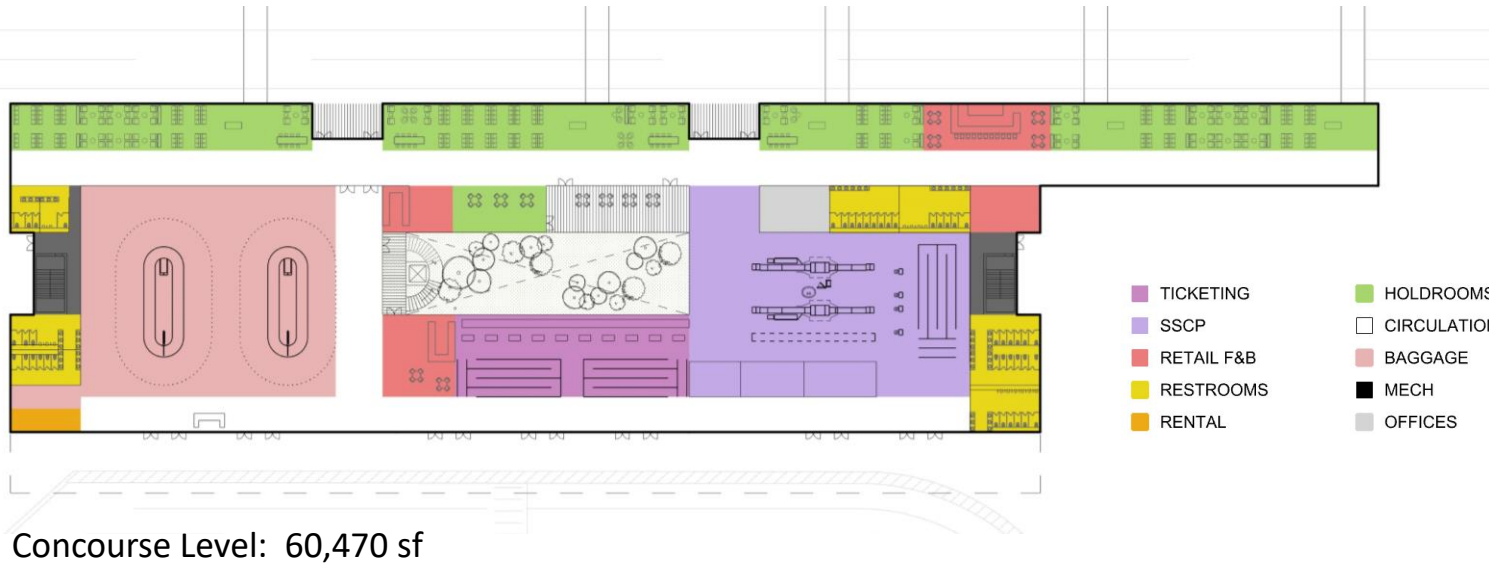
Treehouse



Cove



Treehouse – Target program



Concept key features:

- Program and Circulation are centered around **nature**
- Airside terraces
- Courtyard brings natural light into the building
- Courtyard features local vegetation

“Traditional” gate lounge layout

Enclosed Program:	75,475 sf
Covered, unenclosed:	19,850 sf
Total Program:	95,325 sf

Target Budget – Terminal Building

- **Budget Target** : \$60,000,000
- Expected year for mid-construction : **2025**
- Projected Escalation to mid-construction: **12.85%**
- Budget in 2023 dollars: **\$52,290,000**

- Soft Cost (Indirects) : 27.5%
- Mobilization (Indirect) : 4%

Construction Cost in 2023 dollars : **\$35,818,680**

Indirect Costs include:

- Design Fees : Separate.
- Construction Contingency : 10%
- Design Contingency: 5%
- Jobsite Management : 5.5%
- Insurance & Bonding : 3%
- Financing Fees : 4%

Program Cost Estimate

Full Program

Direct Cost:	\$ 81,181,896
With Indirect Cost:	\$ 106,754,193
With Escalation:	\$ 120,472,107
(furniture allowance excluded)	

Treehouse roof level component:

Direct Cost:	\$ 6,663,663
With Indirect Cost:	\$ 8,762,717
With Escalation:	\$ 9,888,726

Approach to Budget Reconciliation:

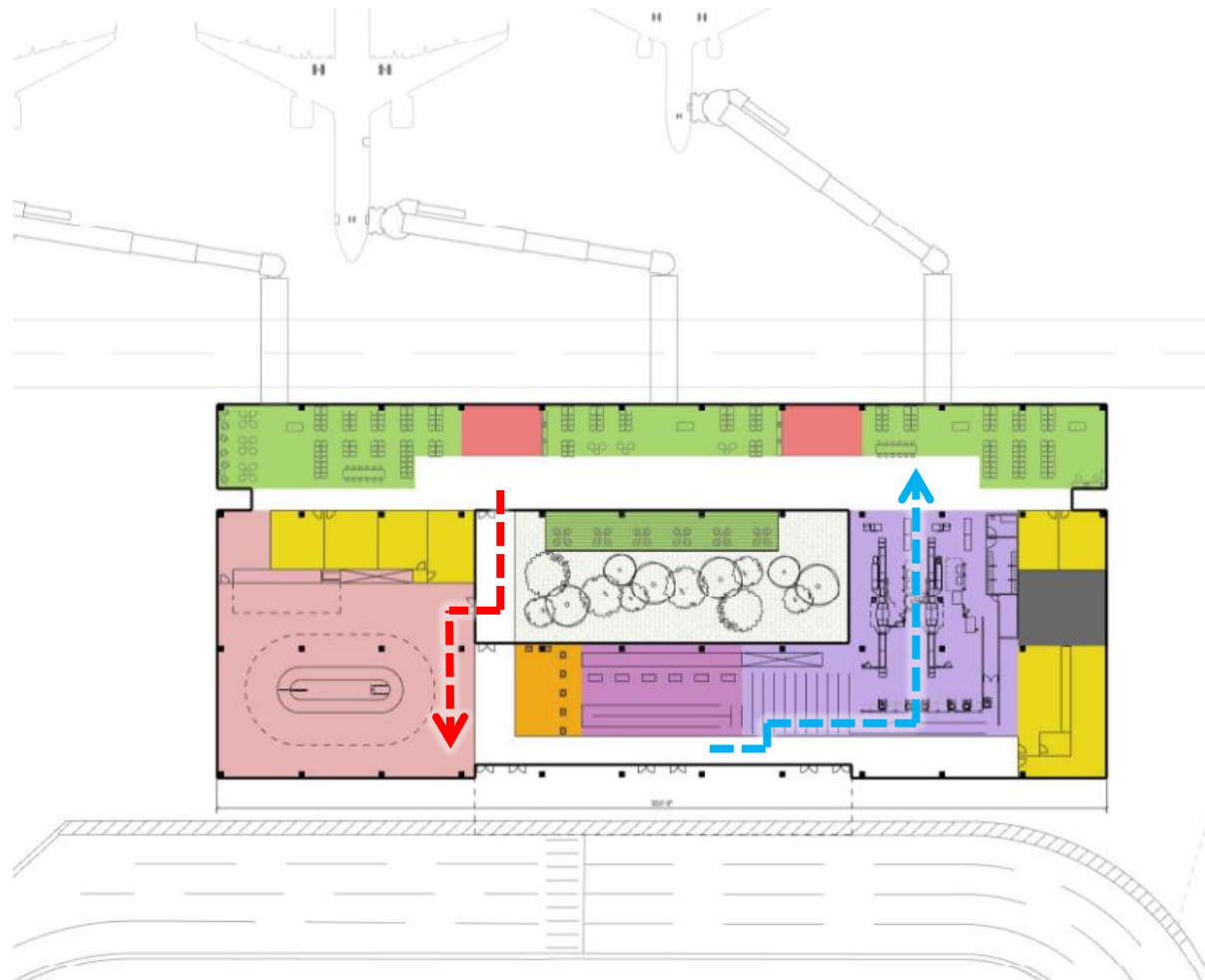
- Apply the Concept rigorously
- Refine the program to essential components
- Identify elements that are “plug and play”
- Plan for future expansion intelligently

Alternatives Overview

- Alternative 1a** Central interior courtyard, accessible from the airside
"Traditional" gate lounge layout
Reduced terminal footprint with three pedestrian boarding bridges
- Alternative 1b** Courtyard and gate lounge similar to Alternative 1a
Extended terminal footprint to gates 4 and 5 with five pedestrian boarding bridges.
- Alternative 2a** Landside winter garden
"Call-to-gate" central seating area
Reduced terminal footprint with three pedestrian boarding bridges
- Alternative 2b** Courtyard and gate lounge similar to Alternative 2a
Extended terminal footprint to gates 4 and 5 with five pedestrian boarding bridges.



Treehouse - Alternative 1a

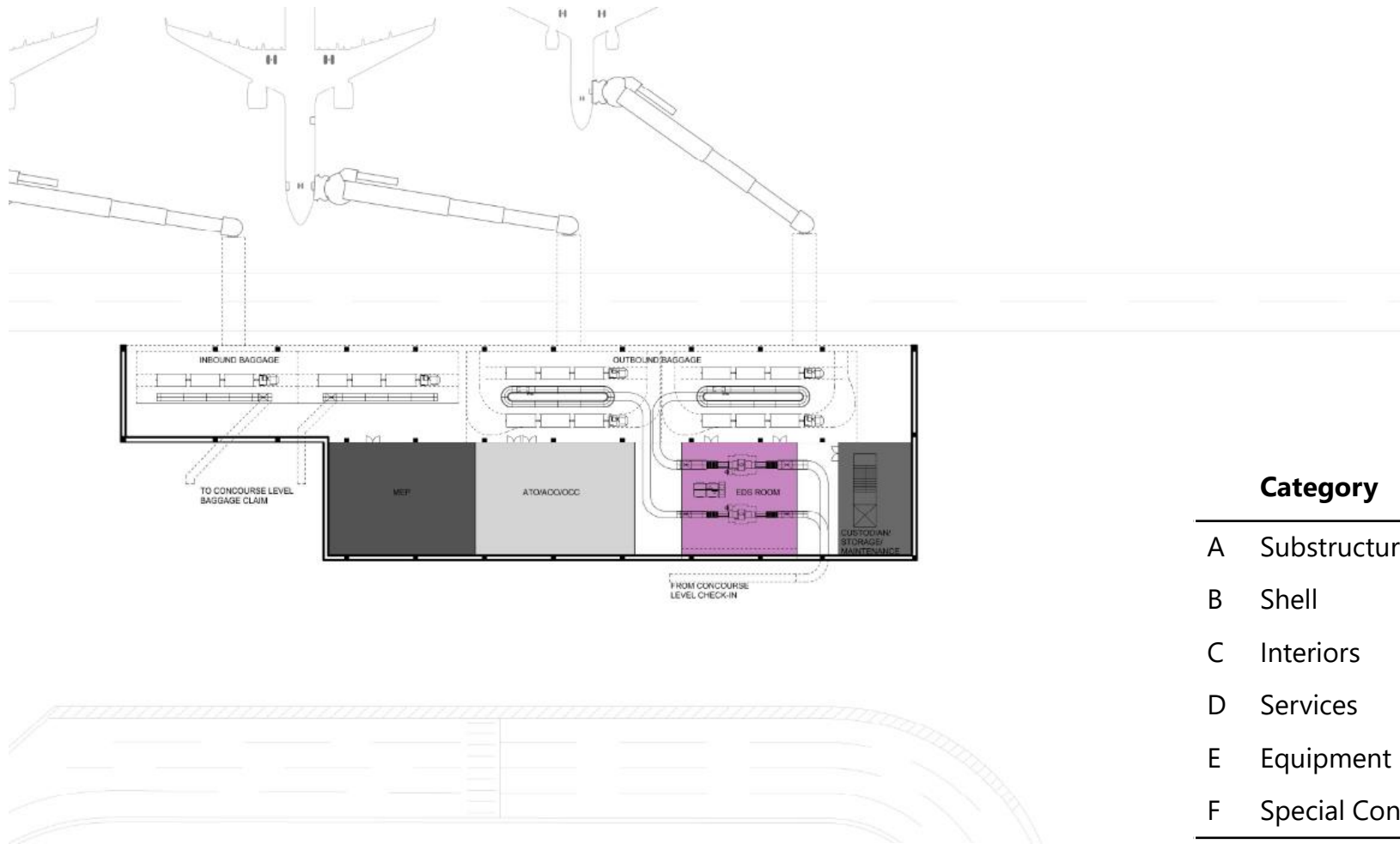


Concourse Level

- TICKETING
- SSCP
- RETAIL F&B
- RESTROOMS
- RENTAL
- HOLDROOMS
- CIRCULATION
- BAGGAGE
- MECH
- OFFICES

Program Element	Area (sf)
Circulation - FOH	7,960
Security Screening & Queuing - FOH	6,730
Check-in & Queuing - FOH	2,070
Gate Lounges - FOH	6,920
Office & Misc - BOH	3,370
Concessions - Shell Space	1,200
Baggage Claim - FOH	7,850
Rental Car Counter / Office - FOH	860
Restrooms - FOH	4,170
MEP Space - BOH	8,040
Total enclosed program	49,170
Covered / Unenclosed	21,720

Treehouse - Alternative 1a

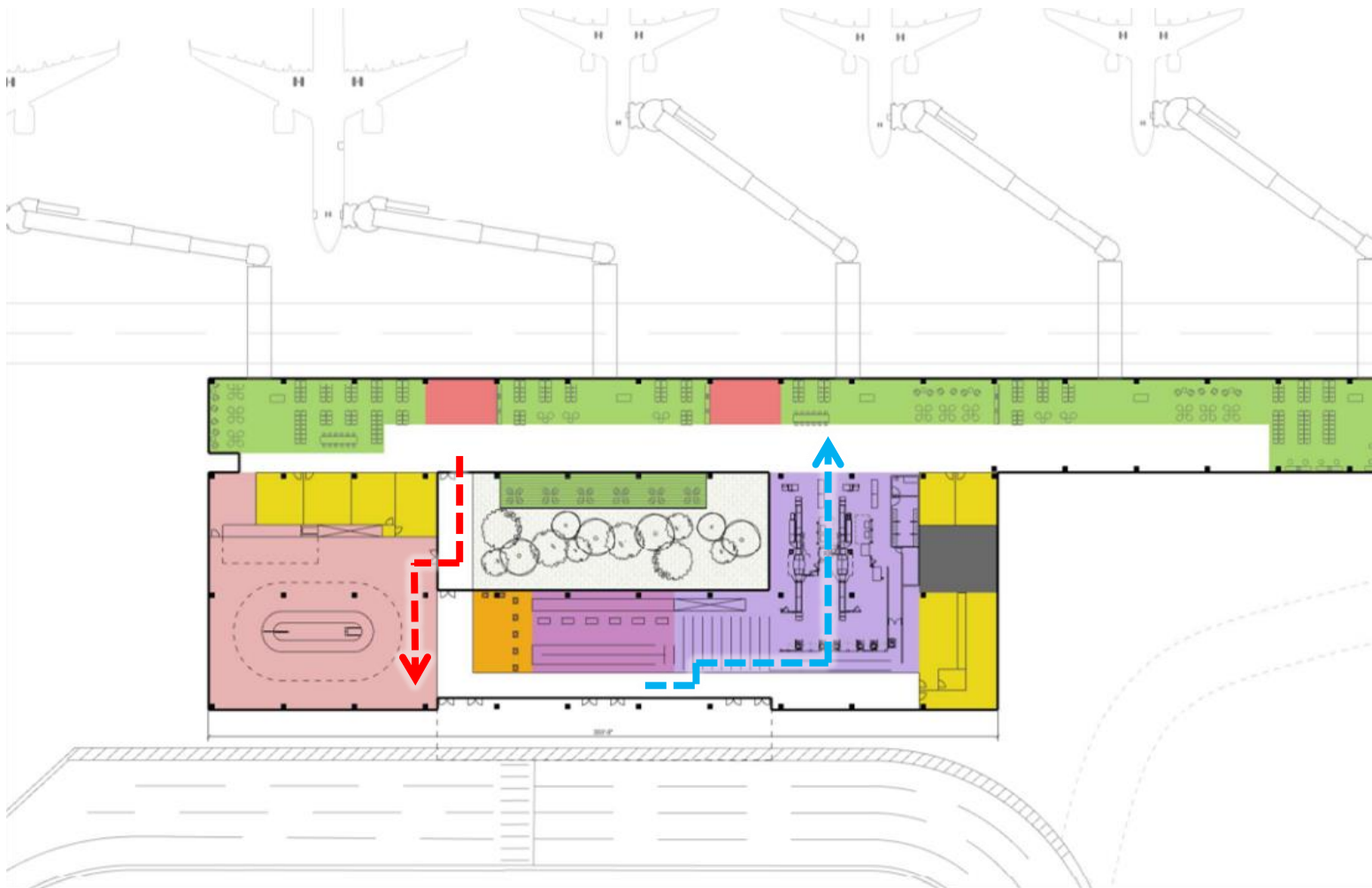


Apron Level

- TICKETING
- SSCP
- RETAIL F&B
- RESTROOMS
- RENTAL
- HOLDROOMS
- CIRCULATION
- BAGGAGE
- MECH
- OFFICES

Category	Direct Cost
A Substructure	\$ 7,281,190
B Shell	\$ 11,321,320
C Interiors	\$ 7,114,325
D Services	\$ 14,651,190
E Equipment + Furnishings	\$ 7,206,293
F Special Construction + Demolition	\$ 217,200
Total Direct	\$ 47,791,517
Total with Indirect / Escalation	\$ 70,921,536

Treehouse - Alternative 1b

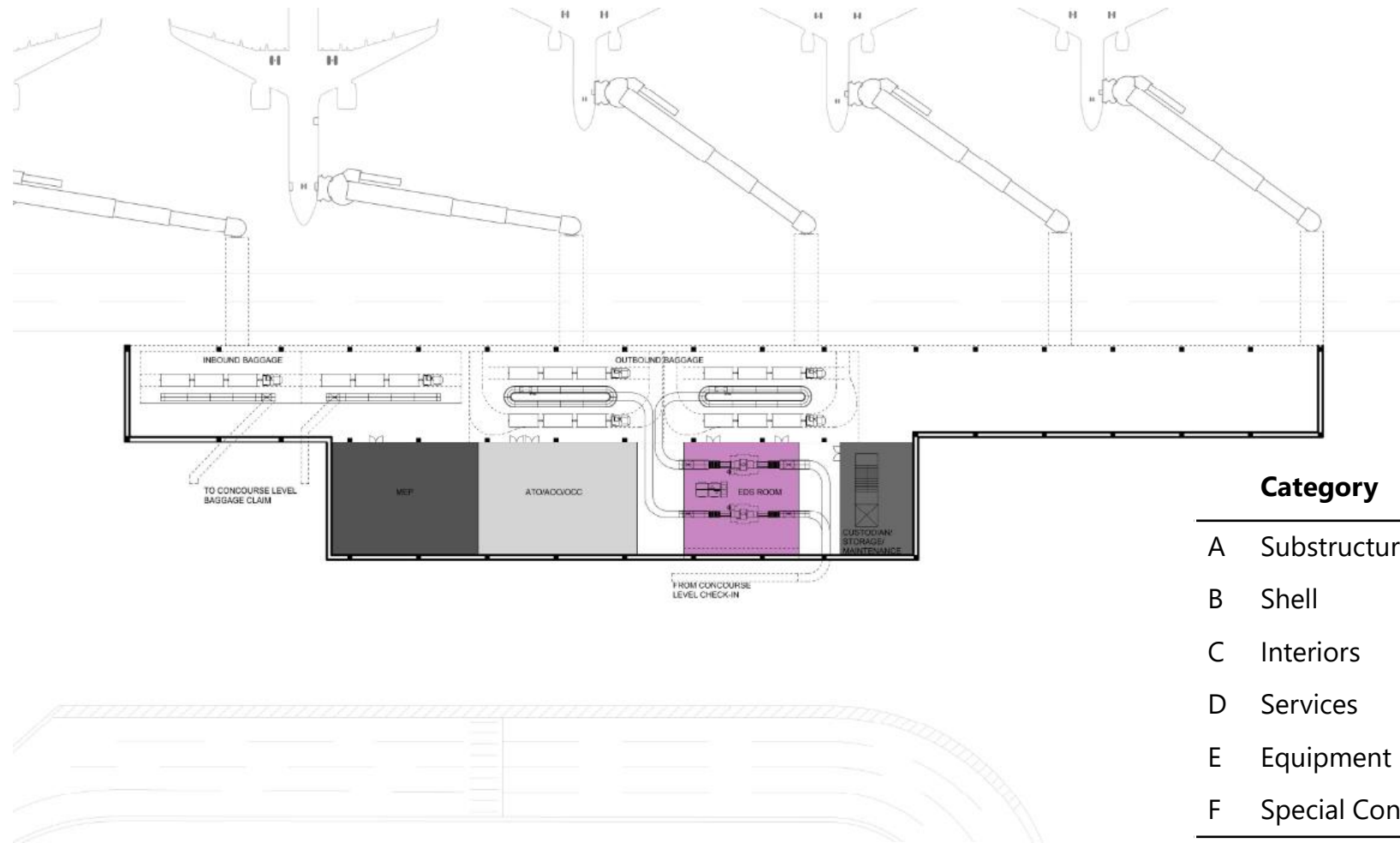


Concourse Level

- TICKETING
- SSCP
- RETAIL F&B
- RESTROOMS
- RENTAL
- HOLDROOMS
- CIRCULATION
- BAGGAGE
- MECH
- OFFICES

Program Element	Area (sf)
Circulation - FOH	10,360
Security Screening & Queuing - FOH	6,730
Check-in & Queuing - FOH	2,070
Gate Lounges - FOH	11,110
Office & Misc - BOH	3,370
Concessions - Shell Space	1,200
Baggage Claim - FOH	7,850
Rental Car Counter / Office - FOH	860
Restrooms - FOH	4,170
MEP Space - BOH	8,040
Total enclosed program	55,760
Covered / Unenclosed	28,780

Treehouse - Alternative 1b



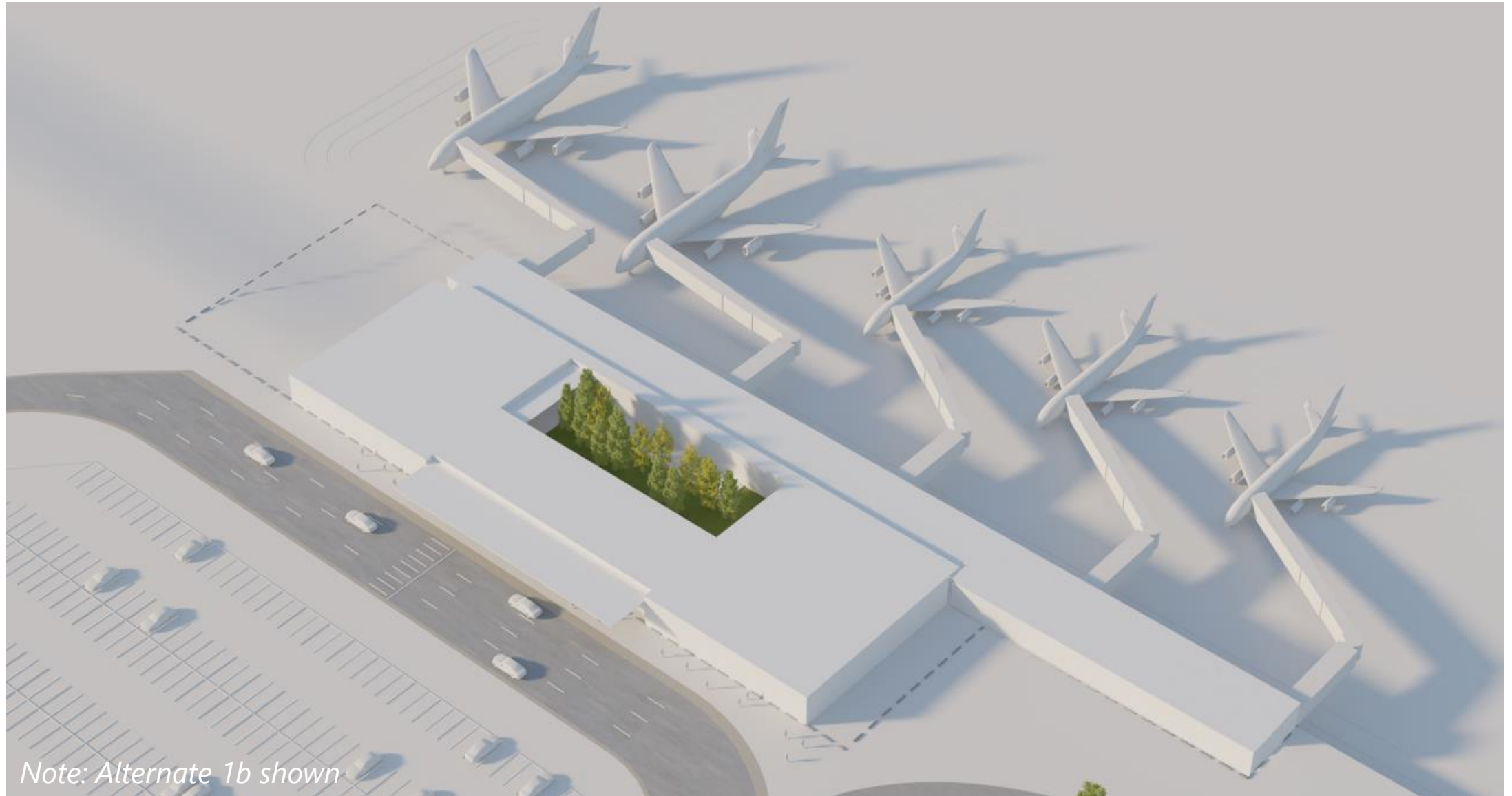
Apron Level

- TICKETING
- SSCP
- RETAIL F&B
- RESTROOMS
- RENTAL
- HOLDROOMS
- CIRCULATION
- BAGGAGE
- MECH
- OFFICES

Category	Direct Cost
A Substructure	\$ 7,921,756
B Shell	\$ 12,884,778
C Interiors	\$ 8,284,025
D Services	\$ 15,979,845
E Equipment + Furnishings	\$ 9,373,923
F Special Construction + Demolition	\$ 287,800
Total Direct	\$ 54,732,127
Total with Indirect / Escalation	\$ 81,221,244

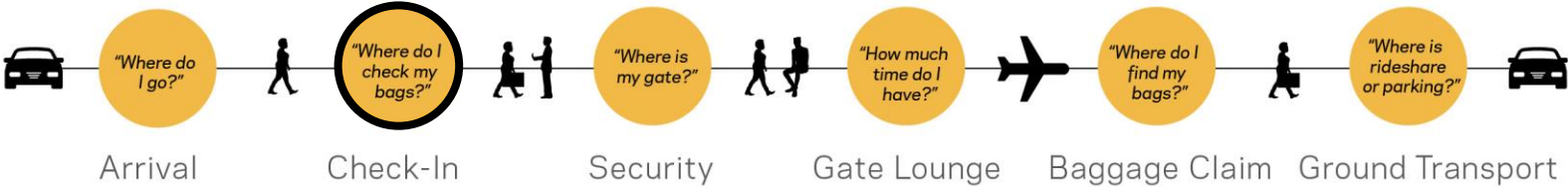


Alternate 1 - Aerial View

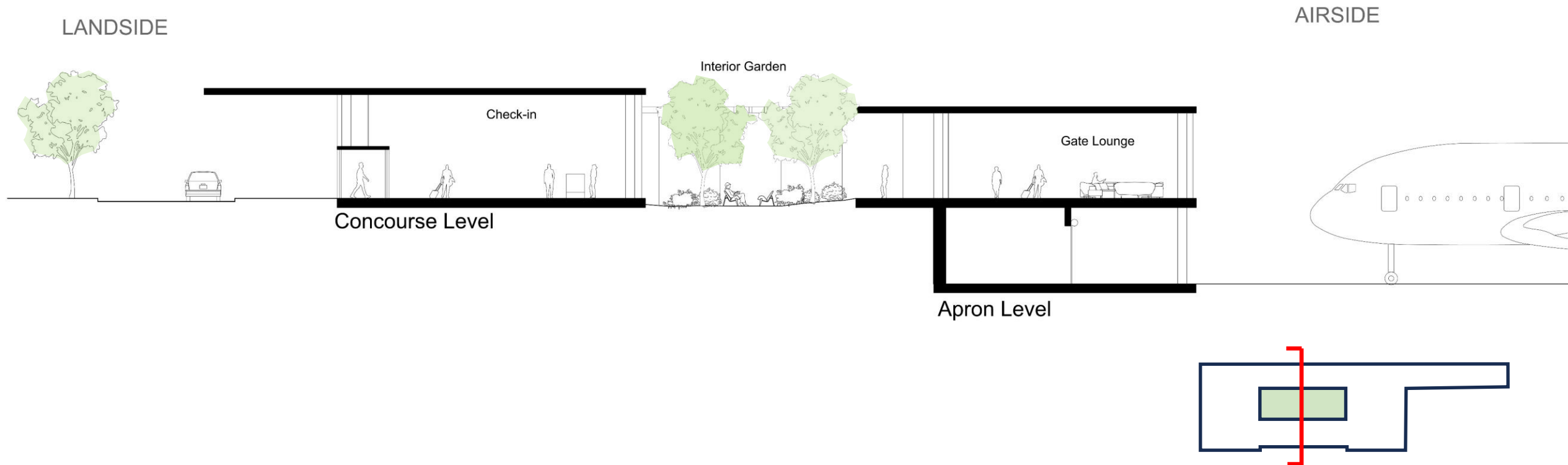


Note: Alternate 1b shown

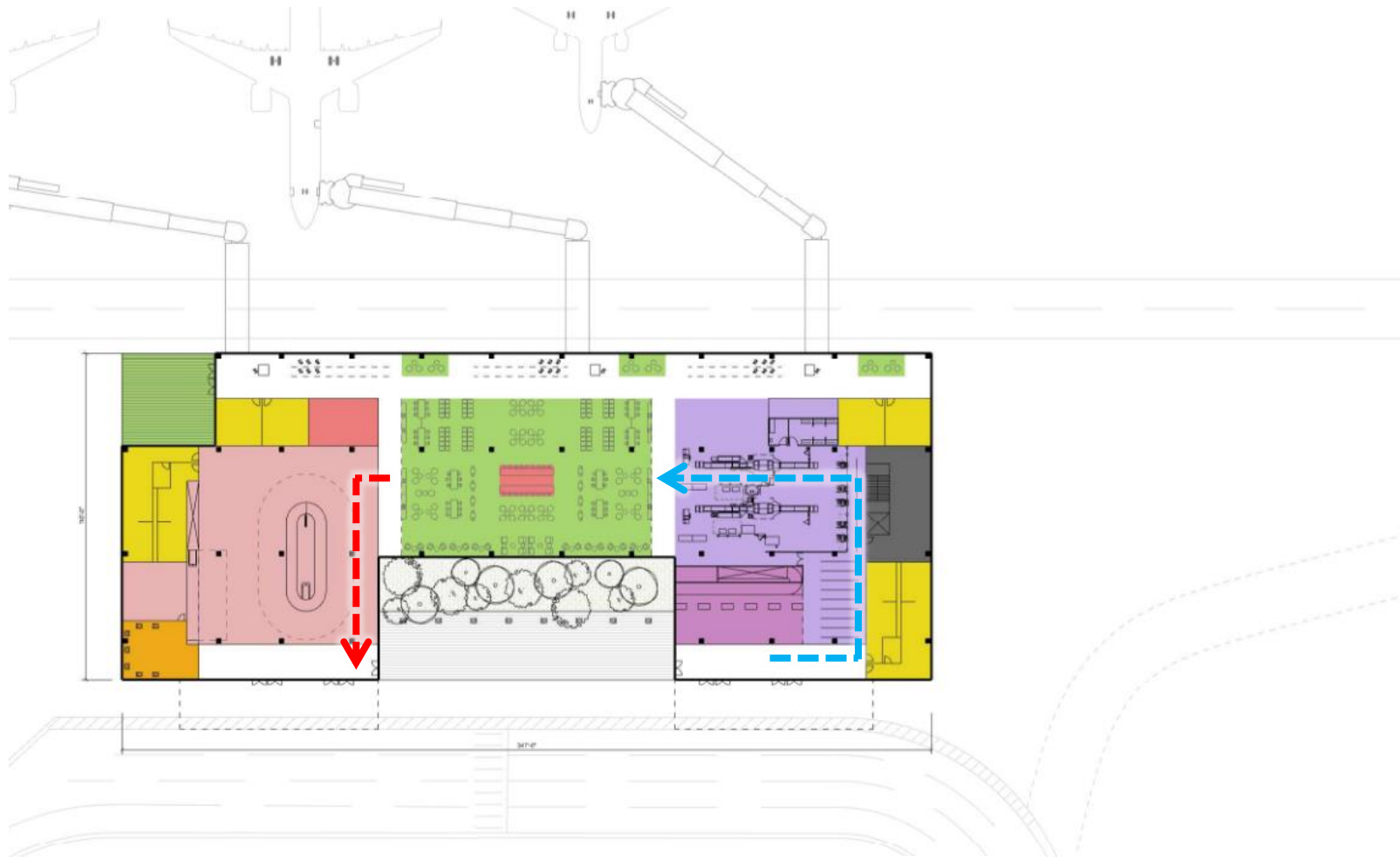
Passenger experience: Landside to Airside view



Alternate 1 – Building section



Treehouse - Alternative 2a

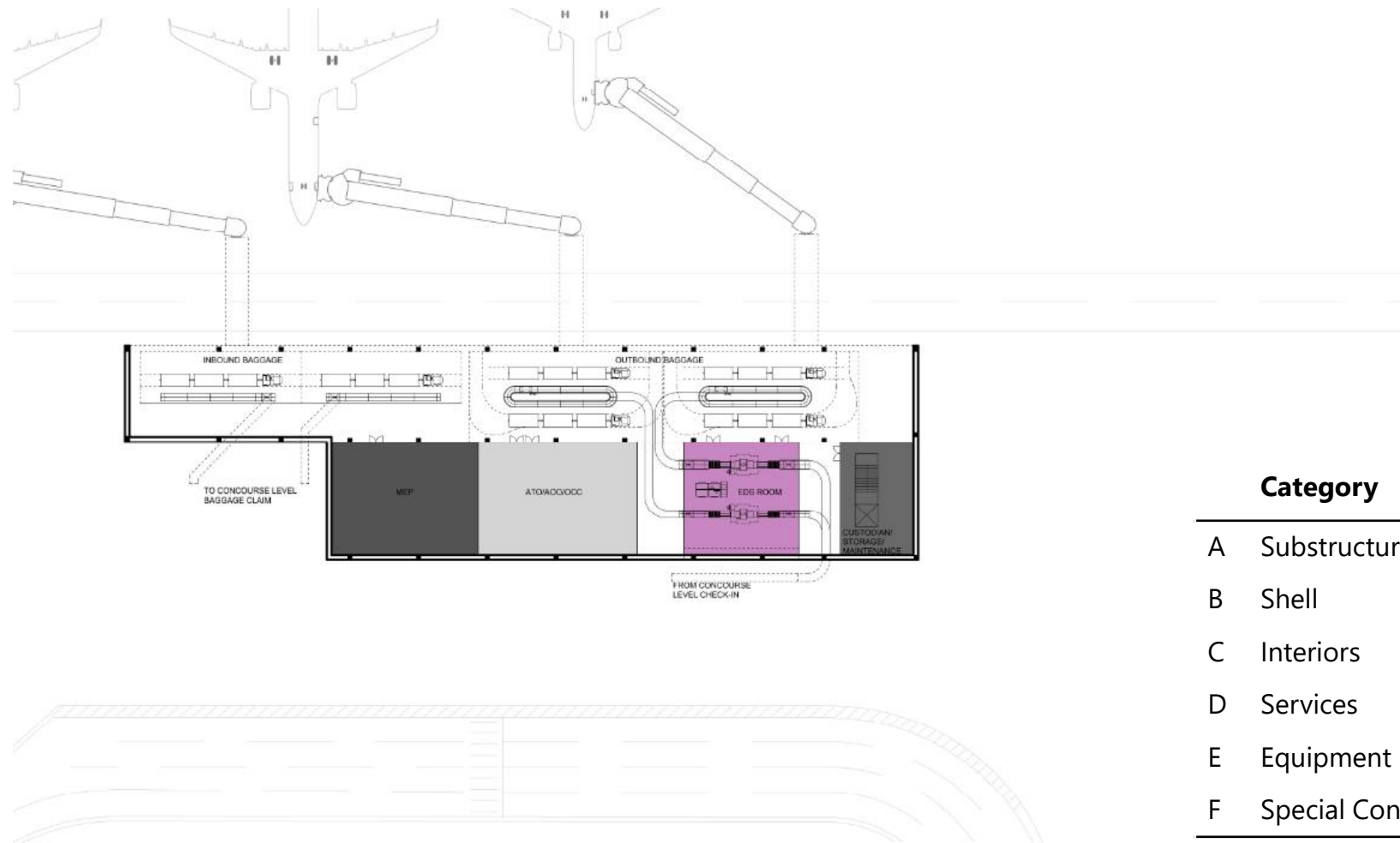


Concourse Level

- TICKETING
- SSCP
- RETAIL F&B
- RESTROOMS
- RENTAL
- HOLDROOMS
- CIRCULATION
- BAGGAGE
- MECH
- OFFICES

Program Element	Area (sf)
Circulation - FOH	9,330
Security Screening & Queuing - FOH	6,530
Check-in & Queuing - FOH	1,830
Gate Lounges - FOH	7,590
Office & Misc - BOH	3,370
Concessions - Shell Space	910
Baggage Claim - FOH	7,600
Rental Car Counter / Office - FOH	775
Restrooms - FOH	4,400
MEP Space - BOH	8,480
Total enclosed program	50,815
Covered / Unenclosed	18,890

Treehouse - Alternative 2a

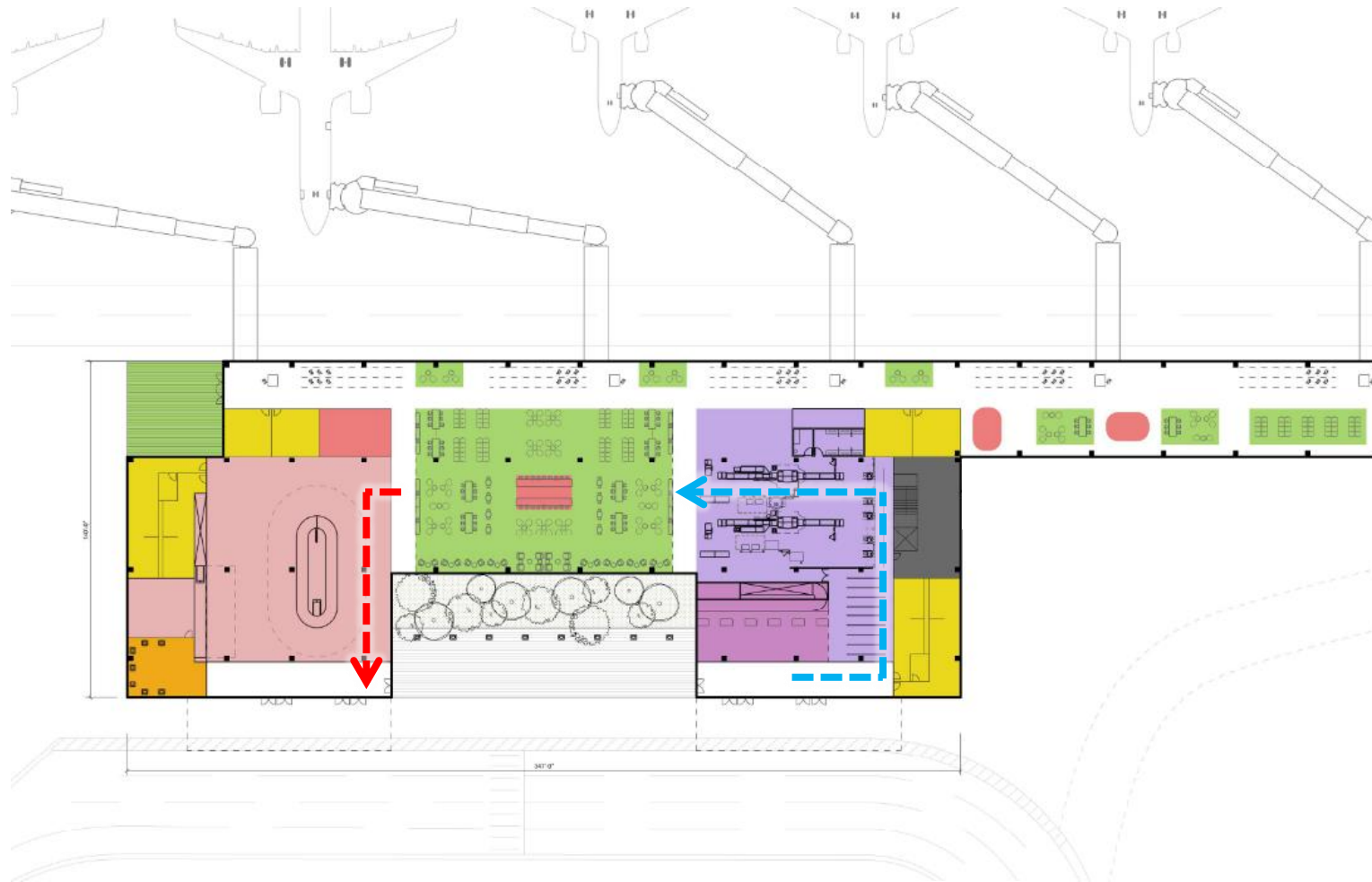


Apron Level

- TICKETING
- SSCP
- RETAIL F&B
- RESTROOMS
- RENTAL
- HOLDROOMS
- CIRCULATION
- BAGGAGE
- MECH
- OFFICES

Category	Direct Cost
A Substructure	\$ 7,257,395
B Shell	\$ 12,030,382
C Interiors	\$ 7,238,800
D Services	\$ 14,796,300
E Equipment + Furnishings	\$ 7,304,993
F Special Construction + Demolition	\$ 188,900
Total Direct	\$ 48,816,770
Total with Indirect / Escalation	\$ 72,442,988

Treehouse - Alternative 2b

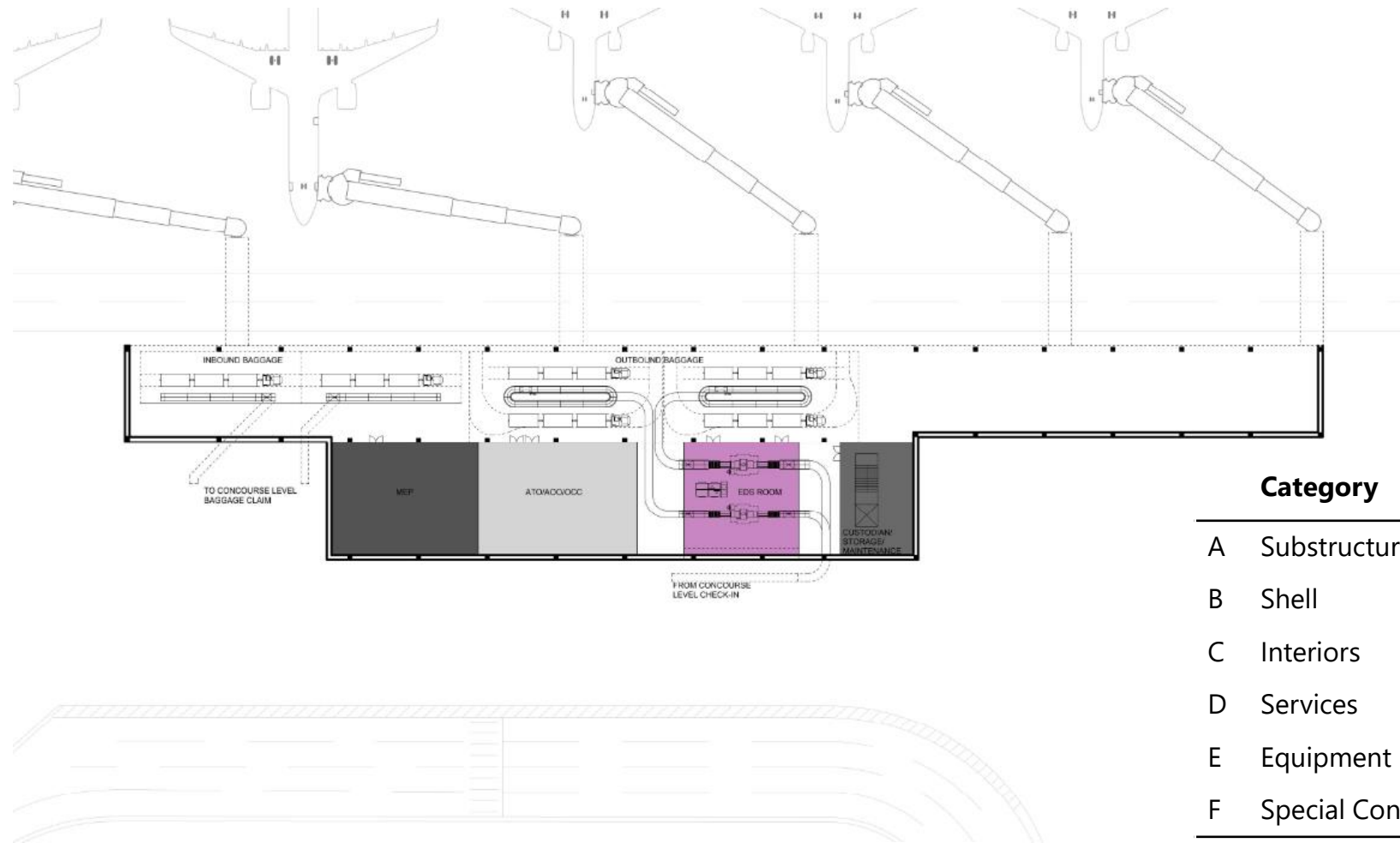


- TICKETING
- SSCP
- RETAIL F&B
- RESTROOMS
- RENTAL
- HOLDROOMS
- CIRCULATION
- BAGGAGE
- MECH
- OFFICES

Concourse Level

Program Element	Area (sf)
Circulation - FOH	14,925
Security Screening & Queuing - FOH	6,530
Check-in & Queuing - FOH	1,830
Gate Lounges - FOH	9040
Office & Misc - BOH	3,370
Concessions - Shell Space	910
Baggage Claim - FOH	7,600
Rental Car Counter / Office - FOH	775
Restrooms - FOH	4,400
MEP Space - BOH	8,480
Total enclosed program	57,860
Covered / Unenclosed	25,950

Treehouse - Alternative 2b



Apron Level

- TICKETING
- SSCP
- RETAIL F&B
- RESTROOMS
- RENTAL
- HOLDROOMS
- CIRCULATION
- BAGGAGE
- MECH
- OFFICES

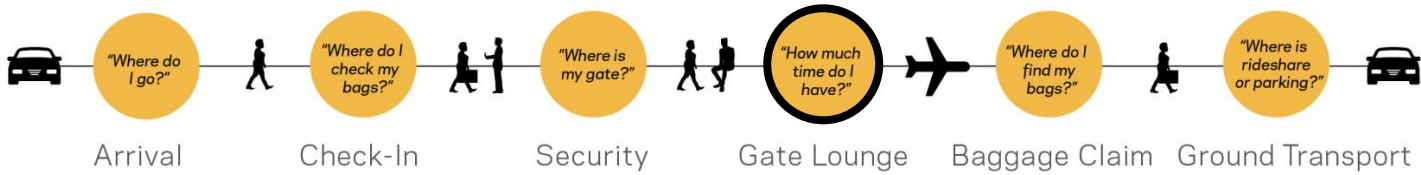
Category	Direct Cost
A Substructure	\$ 7,922,691
B Shell	\$ 13,723,717
C Interiors	\$ 8,472,200
D Services	\$ 16,192,530
E Equipment + Furnishings	\$ 9,499,923
F Special Construction + Demolition	\$ 259,500
Total Direct	\$ 56,070,561
Total with Indirect / Escalation	\$ 83,207,451

Alternate 2 - Aerial View

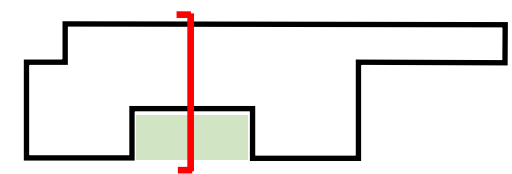
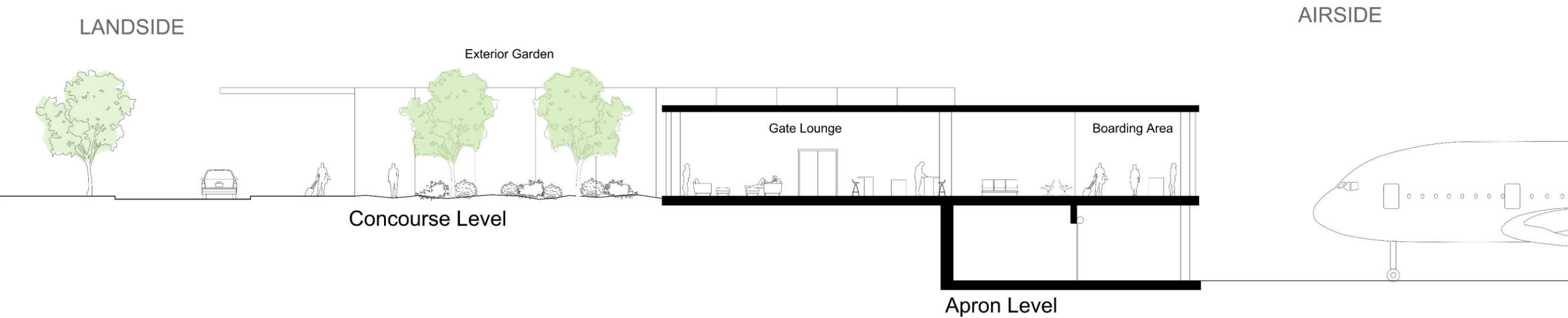


Note: Alternate 2b shown

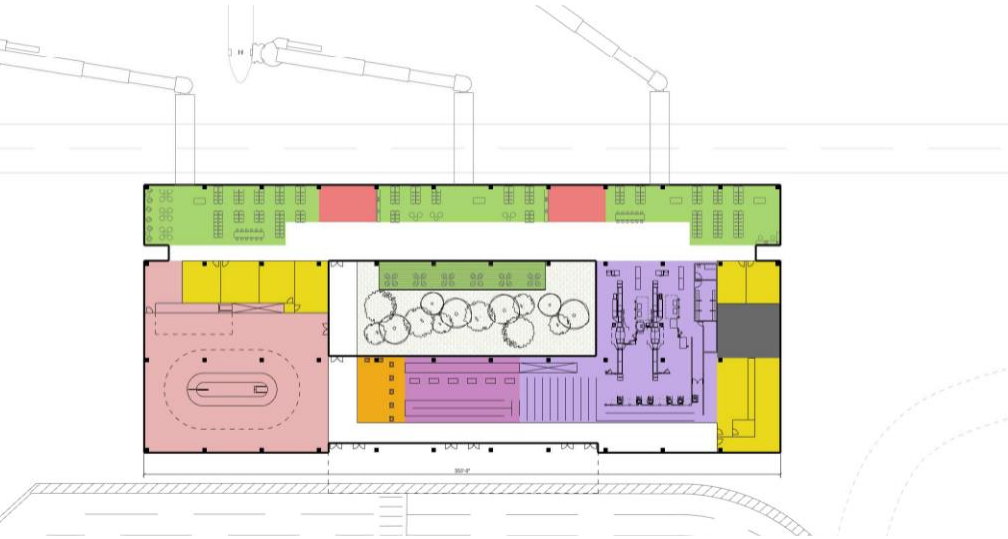
Passenger experience: Central gate lounge



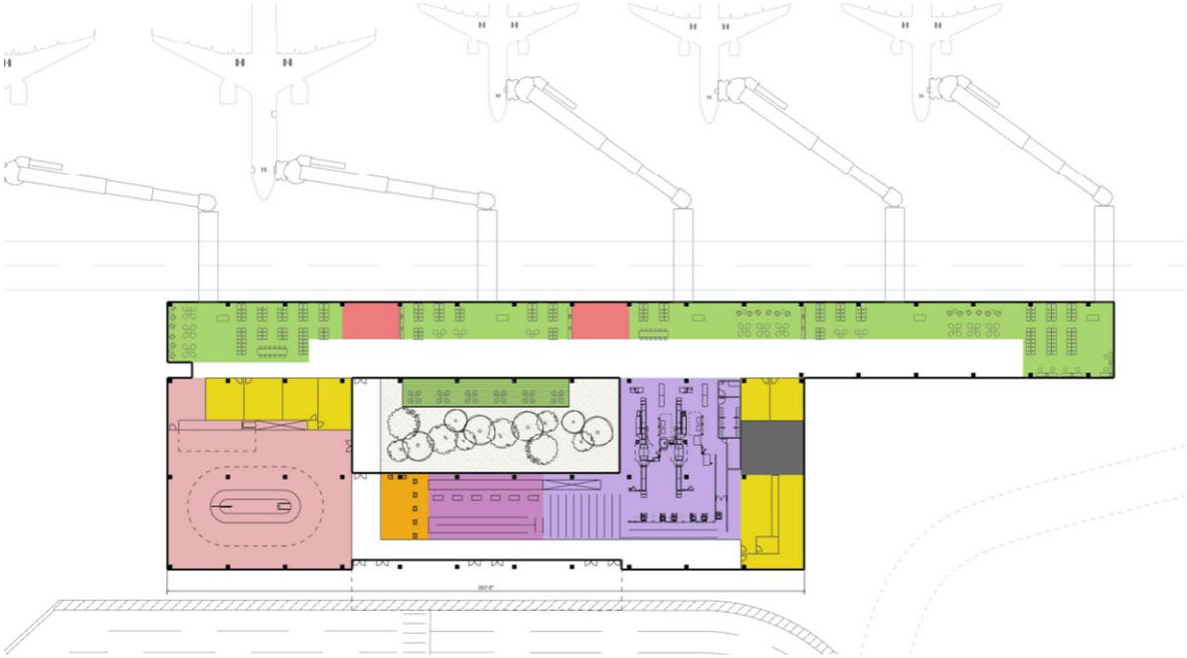
Alternate 2 - Building section



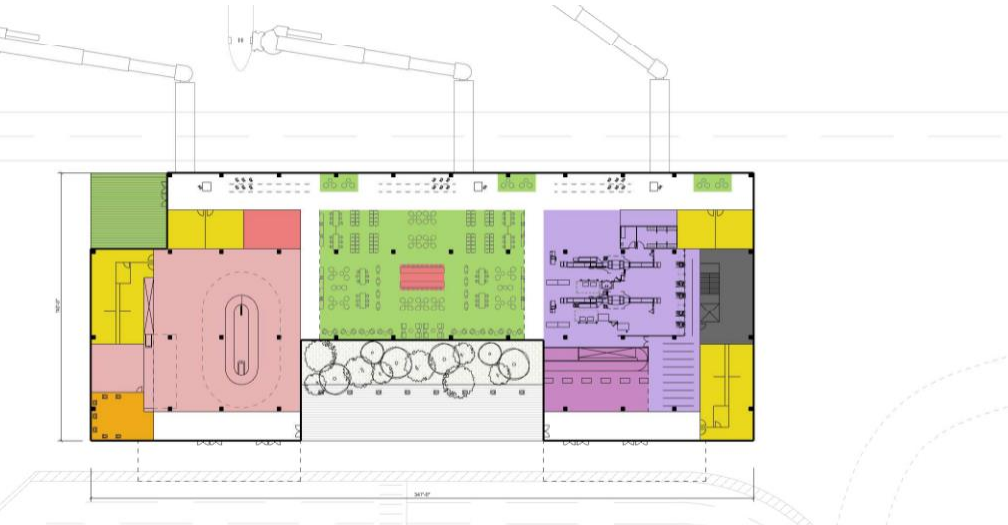
Summary of Alternates



Alternative 1a 70,890 sf / \$ 70,921,536



Alternative 1b 84,540 sf / \$ 81,221,244



Alternative 2a 69,705 sf / \$ 72,442,988

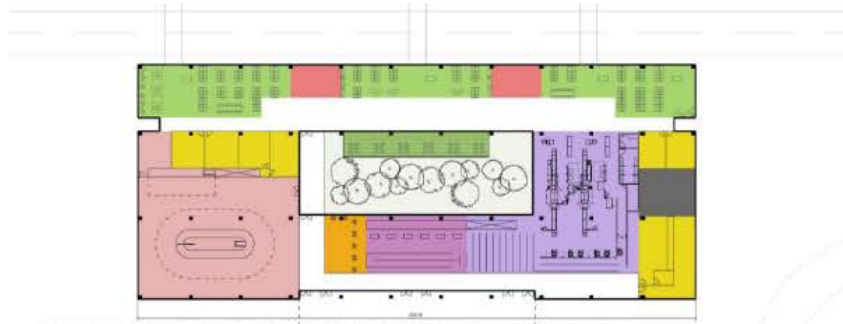


Alternative 2b 83,810 sf / \$ 83,207,451

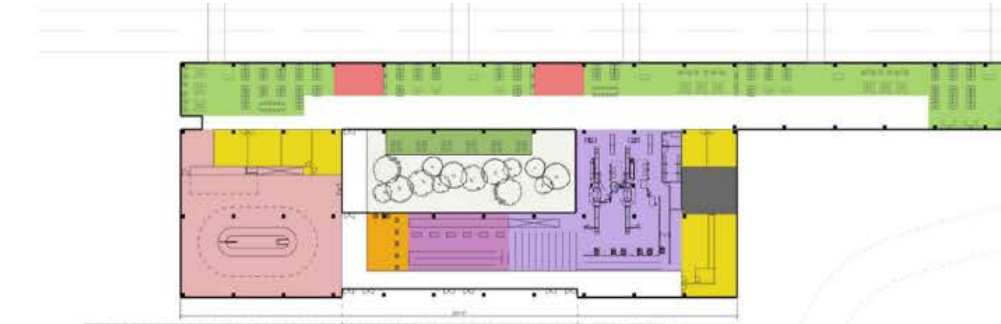


Replacement Terminal Cost and Financing Structures

Summary of Conceptual Design Alternatives



Alternative 1a 70,890 sf / \$ 70,921,536
Adjusted Cost: \$68,697,306
Debt Service: \$3,296,960



Alternative 1b 84,540 sf / \$ 81,221,244
Adjusted Cost: \$76,277,847
Debt Service: \$3,941,097



Alternative 2a 69,705 sf / \$ 72,442,988
Adjusted Cost: \$70,180,334
Debt Service: \$3,425,572



Alternative 2b 83,810 sf / \$ 83,207,451
Adjusted Cost: \$78,213,892
Debt Service: \$4,108,021

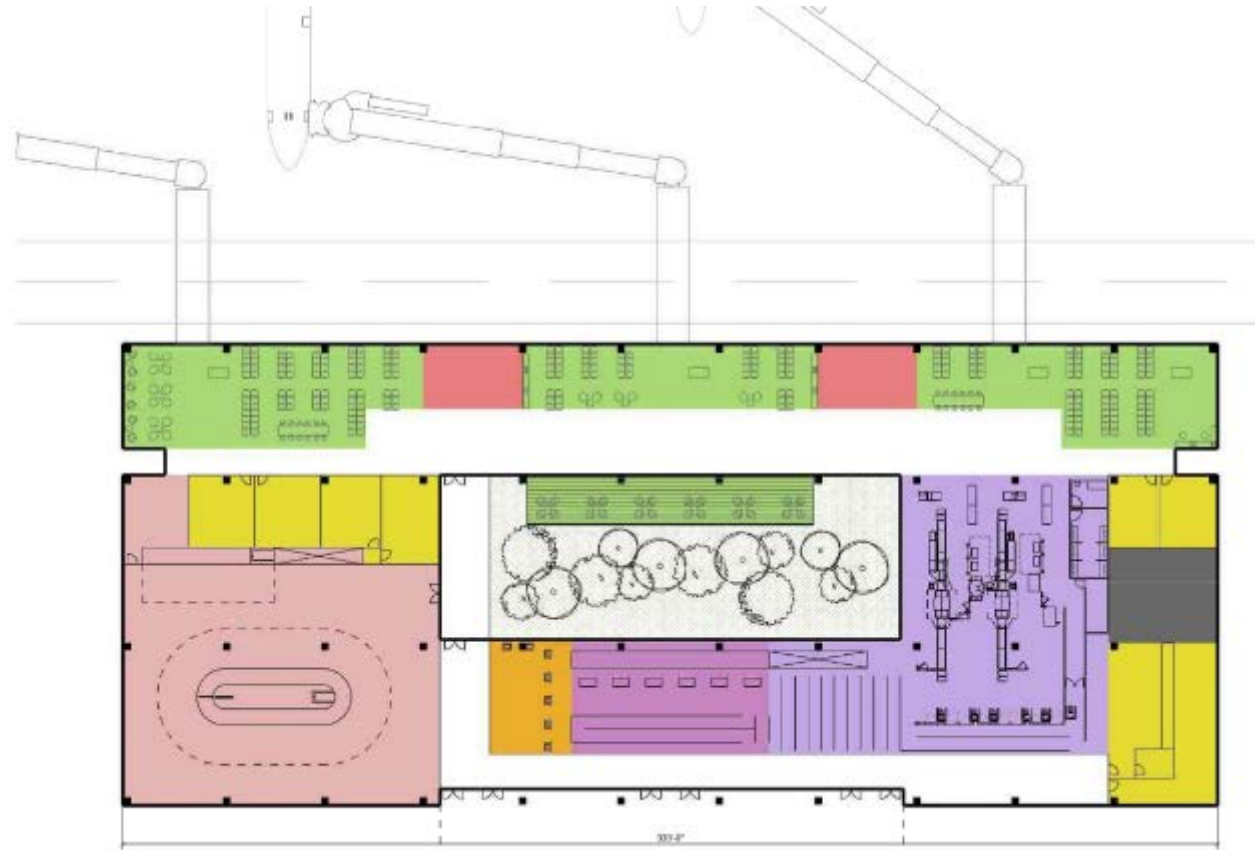


Alternative “1a”: \$68.7M Adjusted Cost with Bond Financing

(49,170 sq.ft. enclosed Terminal w 3 Jet Bridges & 21,720 sq.ft. covered/unenclosed)

Replacement Terminal Conceptual Design Alternatives

HOK Alternative "1a"



Potential Max Cost Savings to be determined with Design: **\$6.8M**

Potential Max Cost Savings to be determined with Bids: **\$5.9M**

Replacement Terminal Cost Alternatives

Adjusted Total Cost – Alternative “1a”

	Per 11/25 HOK Memo/Model C & S	Per 11/25 HOK Memo/Model TI	Totals	MPAD Adjustments			Scenario "1a"
				Plus: Surface Work	Less: Jet Bridges Separate Funding	Less: Escalation Adjustment	Net
							Terminal Cost to be Funded
A SUBSTRUCTURE	\$ 7,281,190	-	\$ 7,281,190				\$ 7,281,190
B SHELL	11,321,320	-	11,321,320				11,321,320
C INTERIORS	280,000	6,834,325	7,114,325				7,114,325
D SERVICES	8,911,620	5,739,570	14,651,190				14,651,190
E EQUIPMENT - Jet Bridges	2,550,000		2,550,000		(2,550,000)		-
EQUIPMENT + FURNISHINGS		2,886,173	2,886,173				2,886,173
FF&E Allowance		1,770,120	1,770,120				1,770,120
F SPECIAL CONSTRUCTION + DEMO	-	217,200	217,200	-			217,200
G SURFACE WORK - APRON		-	-	3,255,450			3,255,450
Total Direct Costs	30,344,130	17,447,388	47,791,518	3,255,450	(2,550,000)	-	48,496,968
Design/Construction Contingency (15%)	4,551,620	2,617,108	7,168,728		(382,500)		6,786,228
Indirects (@16.5%)	5,006,781	2,878,819	7,885,600	n/a	(420,750)	-	7,464,850
	39,902,531	22,943,315	62,845,846	3,255,450	(3,353,250)	-	62,748,046
Future Cost Escalation (@12.85%)	5,127,475	2,948,216	8,075,691	n/a	(430,893)		7,644,799
Future Cost Escalation - Adj to 10.0%	-	-	-			(1,695,539)	(1,695,539)
Total Direct & Indirect Costs	\$ 45,030,006	\$ 25,891,531	\$ 70,921,537	\$ 3,255,450	\$ (3,784,143)	\$ (1,695,539)	\$ 68,697,306



Replacement Terminal Alternative "1a" Financing Structure: Bond Financing

Bond Issuance Date	January 1, 2025				BONDS		
					Interest		
					Rate		
Replacement MRY Terminal Project:	1a - Bonds		Financing Scenario	BONDS	Scenario	6.50%	
Estimated Terminal Cost w FF&E	68,697,306						
Debt Service Reserve Fund (1 Yr.)	3,296,960						
Bond Issuance Costs	1,000,000						
TIFIA Issuance Costs (zero if <\$75M)	-						
FAA Grant	(20,000,000)						
BIL Entitlement - Additional Ask	-						
BIL Entitlement - Committed	(6,680,000)						
District Cash	(5,000,000)						
Amount to be Financed	\$ 41,314,266	60%	Leverage				
Bonds	\$ 41,314,266						
	\$ 41,314,266						
					Indicated FY28 CPE	\$ 13.30	←
					Indicated FY28 DCR	1.54	←

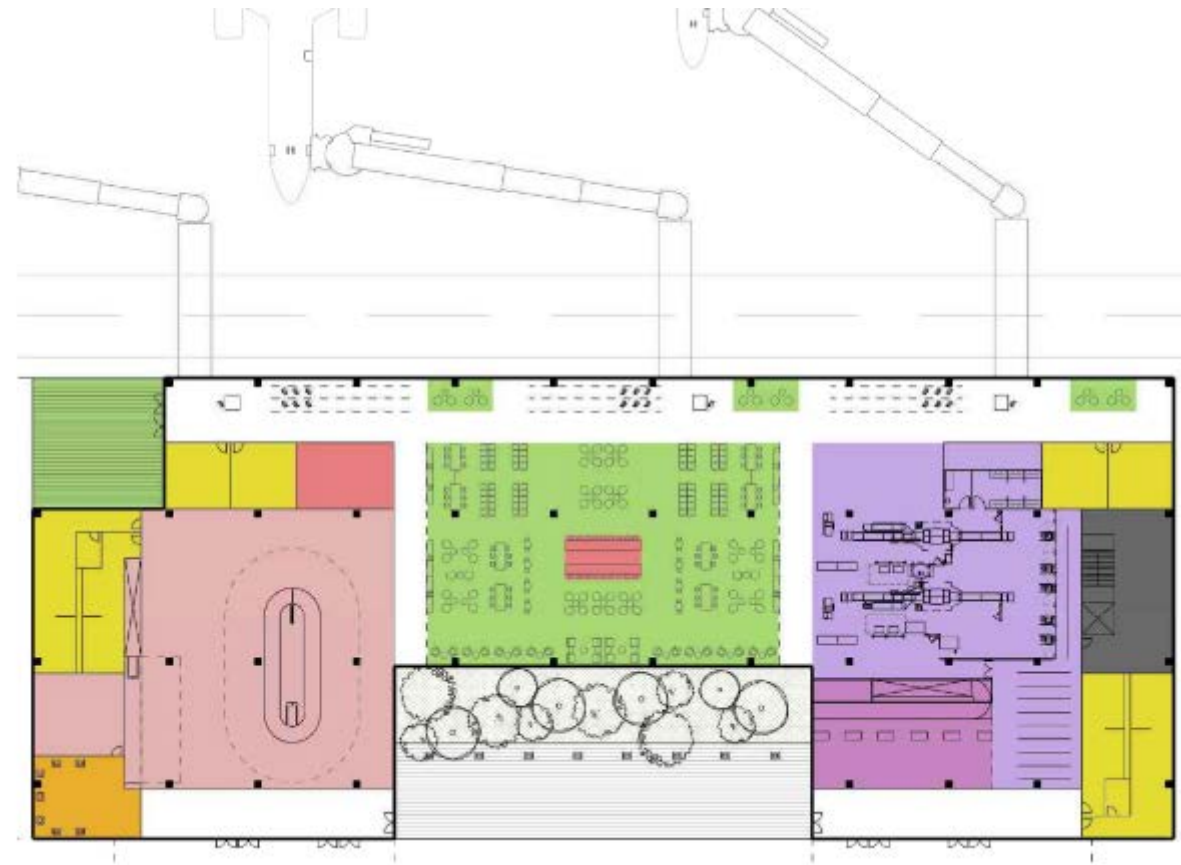


Alternative “2a” \$70.2M Adjusted Cost with Bond Financing

(50,815 sq.ft. enclosed Terminal w 3 Jet Bridges & 18,890 sq.ft. covered/unenclosed)

Replacement Terminal Conceptual Design Alternatives

HOK Alternative "2a"



Potential Max Cost Savings to be determined with Design: **\$6.9M**

Potential Max Cost Savings to be determined with Bids: **\$6.1M**

Replacement Terminal Cost Alternatives

Adjusted Total Cost – Alternative “2a”

				MPAD Adjustments			Scenario "2a"	
		Per 11/25 HOK Memo/Model	Per 11/25 HOK Memo/Model	Totals	Plus: Surface Work	Less: Jet Bridges Separate Funding	Less: Escalation Adjustment	Net Terminal Cost to be Funded
		C & S	TI					
A	SUBSTRUCTURE	\$ 7,257,395	\$ -	\$ 7,257,395				\$ 7,257,395
B	SHELL	12,030,382	-	12,030,382				12,030,382
C	INTERIORS	280,000	6,958,800	7,238,800				7,238,800
D	SERVICES	9,044,003	5,752,298	14,796,301				14,796,301
E	EQUIPMENT - Jet Bridges	2,550,000		2,550,000		(2,550,000)		-
	EQUIPMENT + FURNISHINGS		2,925,653	2,925,653				2,925,653
	FF&E Allowance		1,829,340	1,829,340				1,829,340
F	SPECIAL CONSTRUCTION + DEMO	-	188,900	188,900	-			188,900
G	SURFACE WORK - APRON		-	-	3,255,450			3,255,450
	Total Direct Costs	31,161,780	17,654,991	48,816,771	3,255,450	(2,550,000)	-	49,522,221
	Design/Construction Contingency (15%)	4,674,267	2,648,249	7,322,516		(382,500)		6,940,016
	Indirects (@16.5%)	5,141,694	2,913,074	8,054,767	n/a	(420,750)	-	7,634,017
		40,977,741	23,216,313	64,194,054	3,255,450	(3,353,250)	-	64,096,254
	Future Cost Escalation (@12.85%)	5,265,640	2,983,296	8,248,936	n/a	(430,893)		7,818,043
	Future Cost Escalation - Adj to 10.0%	-	-	-			(1,733,963)	(1,733,963)
	Total Direct & Indirect Costs	\$ 46,243,380	\$ 26,199,609	\$ 72,442,990	\$ 3,255,450	\$ (3,784,143)	\$ (1,733,963)	\$ 70,180,334

Replacement Terminal Alternative "2a" Financing Structure: Bond Financing

Bond Issuance Date	January 1, 2025				BONDS	
					Interest	
					Rate	
Replacement MRY Terminal Project:	2a - Bonds	Financing Scenario	BONDS	Interest Rate Scenario	6.50%	
Estimated Terminal Cost w FF&E	70,180,334					
Debt Service Reserve Fund (1 Yr.)	3,425,572					
Bond Issuance Costs	1,000,000					
TIFIA Issuance Costs (zero if <\$75M)	-					
FAA Grant	(20,000,000)					
BIL Entitlement - Additional Ask	-					
BIL Entitlement - Committed	(6,680,000)					
District Cash	(5,000,000)					
Amount to be Financed	\$ 42,925,906	61%	Leverage			
Bonds	\$ 42,925,906					
	\$ 42,925,906				Indicated FY28 CPE	\$ 13.79
					Indicated FY28 DCR	1.54



Rates & Charges and Effect on CPE

5 Year Plan to Finance Alternatives “1a” or “2a” with Bond Financing

Replacement Terminal Alternative "1a":

Rates & Charges – Bond Financing

MUST CONTINUE TO RAISE RATES & CHARGES

	FY24 Rates & Charges	FY25 Rates & Charges	FY26 Rates & Charges	FY27 Rates & Charges	FY28 Rates & Charges	
Rates & Charges Effecting CPE:	\$ 2.65	\$ 3.00	\$ 3.35	\$ 3.70	\$ 3.75	Landing Fees - Air Carriers
	\$ 1.28	\$ 1.50	\$ 1.75	\$ 2.00	\$ 2.50	RON Fees
	\$ 0.63	\$ 1.00	\$ 1.25	\$ 1.50	\$ 1.75	Apron Fees
	\$ 5.55	\$ 7.00	\$ 7.50	\$ 8.00	\$ 8.50	Terminal Interior Space Rent - Airlines
Rates & Charges Not Effecting CPE:	\$ 50.00	\$ 50.00	\$ 55.00	\$ 60.00	\$ 65.00	Landing Fees - Freight Carriers
	\$ 0.06	\$ 0.06	\$ 0.07	\$ 0.08	\$ 0.09	Commercial Fuel Flowage Fees
	\$ 2.55	\$ 2.70	\$ 2.80	\$ 2.90	\$ 3.00	Landing Fees - General Aviation
	\$ 5.55	\$ 7.00	\$ 7.50	\$ 8.00	\$ 8.50	Terminal Interior Space Rent - Rental Cars
	\$ 16.00	\$ 18.00	\$ 20.00	\$ 22.00	\$ 24.00	Parking - Long Term
	\$ 28.00	\$ 30.00	\$ 32.00	\$ 34.00	\$ 36.00	Parking - Short Term
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	Taxi Trip Fees
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	TNC Trip Fees
	\$ 0.16	\$ 0.16	\$ 0.17	\$ 0.18	\$ 0.18	Fuel Flowage Fees - Jet A
	\$ 0.13	\$ 0.13	\$ 0.14	\$ 0.15	\$ 0.15	Fuel Flowage Fees - 100LL
	\$ 450.00	\$ 511.00	\$ 581.00	\$ 660.00	\$ 750.00	Northeast Box Hangars
	\$ 125.00	\$ 125.00	\$ 150.00	\$ 150.00	\$ 153.00	RV Storage - 30 ft.
	\$ 150.00	\$ 150.00	\$ 175.00	\$ 175.00	\$ 178.50	RV Storage - 45 ft.
	\$ 175.00	\$ 175.00	\$ 200.00	\$ 200.00	\$ 204.00	RV Storage - 60 ft.

Replacement Terminal Alternative "2a":

Rates & Charges – Bond Financing

MUST CONTINUE TO RAISE RATES & CHARGES

	FY24 Rates & Charges	FY25 Rates & Charges	FY26 Rates & Charges	FY27 Rates & Charges	FY28 Rates & Charges	
Rates & Charges Effecting CPE:	\$ 2.65	\$ 3.00	\$ 3.35	\$ 3.70	\$ 4.00	Landing Fees - Air Carriers
	\$ 1.28	\$ 1.50	\$ 1.75	\$ 2.00	\$ 2.50	RON Fees
	\$ 0.63	\$ 1.00	\$ 1.25	\$ 1.50	\$ 1.75	Apron Fees
	\$ 5.55	\$ 7.00	\$ 7.50	\$ 8.00	\$ 8.75	Terminal Interior Space Rent - Airlines
Rates & Charges Not Effecting CPE:	\$ 50.00	\$ 50.00	\$ 55.00	\$ 60.00	\$ 65.00	Landing Fees - Freight Carriers
	\$ 0.06	\$ 0.06	\$ 0.07	\$ 0.08	\$ 0.09	Commercial Fuel Flowage Fees
	\$ 2.55	\$ 2.70	\$ 2.80	\$ 2.90	\$ 3.00	Landing Fees - General Aviation
	\$ 5.55	\$ 7.00	\$ 7.50	\$ 8.00	\$ 8.50	Terminal Interior Space Rent - Rental Cars
	\$ 16.00	\$ 18.00	\$ 20.00	\$ 22.00	\$ 24.00	Parking - Long Term
	\$ 28.00	\$ 30.00	\$ 32.00	\$ 34.00	\$ 36.00	Parking - Short Term
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	Taxi Trip Fees
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	TNC Trip Fees
	\$ 0.16	\$ 0.16	\$ 0.17	\$ 0.18	\$ 0.18	Fuel Flowage Fees - Jet A
	\$ 0.13	\$ 0.13	\$ 0.14	\$ 0.15	\$ 0.15	Fuel Flowage Fees - 100LL
	\$ 450.00	\$ 511.00	\$ 581.00	\$ 660.00	\$ 750.00	Northeast Box Hangars
	\$ 125.00	\$ 125.00	\$ 150.00	\$ 150.00	\$ 153.00	RV Storage - 30 ft.
	\$ 150.00	\$ 150.00	\$ 175.00	\$ 175.00	\$ 178.50	RV Storage - 45 ft.
	\$ 175.00	\$ 175.00	\$ 200.00	\$ 200.00	\$ 204.00	RV Storage - 60 ft.

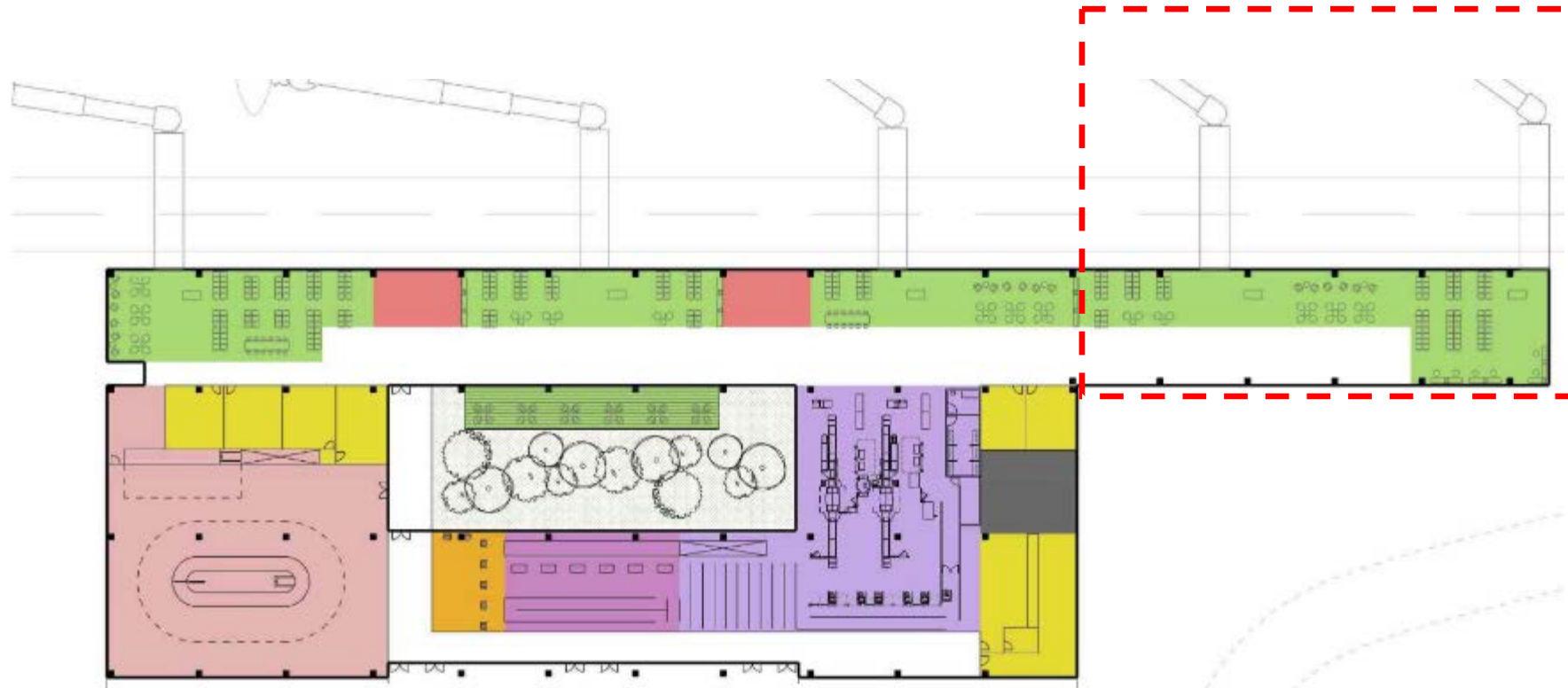


Alternative “1b” \$76.3M Adjusted Cost and Bond Financing

(55,760 sq.ft. enclosed Terminal w 5 Jet Bridges & 28,780 sq.ft. covered/unenclosed)

Replacement Terminal Conceptual Design Alternatives

HOK Alternative "1b"



1b alt/add
area;
additional
cost:
\$7,580,541

Potential Max Cost
Savings to be
determined with
Design: **\$7.6M**

Potential Max Cost
Savings to be
determined with
Bids: **\$6.6M**

Replacement Terminal Cost Alternatives

Adjusted Total Cost – Alternative “1b”

	Per 11/25 HOK Memo/Model C & S	Per 11/25 HOK Memo/Model TI	Totals	MPAD Adjustments			Scenario "1b"
				Plus: Surface Work	Less:	Less: Escalation Adjustment	Net Terminal Cost to be Funded
					Jet Bridges Separate Funding		
A SUBSTRUCTURE	\$ 7,921,756	-	\$ 7,921,756				\$ 7,921,756
B SHELL	12,884,778	-	12,884,778				12,884,778
C INTERIORS	280,000	8,004,025	8,284,025				8,284,025
D SERVICES	9,450,385	6,529,460	15,979,845				15,979,845
E EQUIPMENT - Jet Bridges	4,250,000		4,250,000		(4,250,000)		-
EQUIPMENT + FURNISHINGS		3,116,563	3,116,563				3,116,563
FF&E Allowance		2,007,360	2,007,360				2,007,360
F SPECIAL CONSTRUCTION + DEMO	-	287,800	287,800	-			287,800
G SURFACE WORK - APRON		-	-	3,255,450			3,255,450
Total Direct Costs	34,786,919	19,945,208	54,732,127	3,255,450	(4,250,000)	-	53,737,577
Design/Construction Contingency (15%)	5,218,038	2,991,781	8,209,819		(637,500)		7,572,319
Indirects (@16.5%)	5,739,842	3,290,959	9,030,801	n/a	(701,250)	-	8,329,551
	45,744,798	26,227,949	71,972,747	3,255,450	(5,588,750)	-	69,639,447
Future Cost Escalation (@12.85%)	5,878,207	3,370,291	9,248,498	n/a	(718,154)		8,530,344
Future Cost Escalation - Adj to 10.0%	-	-	-			(1,891,944)	(1,891,944)
Total Direct & Indirect Costs	\$ 51,623,005	\$ 29,598,240	\$ 81,221,245	\$ 3,255,450	\$ (6,306,904)	\$ (1,891,944)	\$ 76,277,847

Replacement Terminal Alternative "1b" Financing Structure: Bond Financing

Bond Issuance Date	January 1, 2025				BONDS	
					Interest	
					Rate	
Replacement MRY Terminal Project:	1b - Bonds	Financing Scenario	BONDS	Interest Rate Scenario	6.50%	
Estimated Terminal Cost w FF&E	76,277,847					
Debt Service Reserve Fund (1 Yr.)	3,941,097					
Bond Issuance Costs	1,000,000					
TIFIA Issuance Costs (zero if <\$75M)	-					
FAA Grant	(20,000,000)					
BIL Entitlement - Additional Ask	-					
BIL Entitlement - Committed	(6,680,000)					
District Cash	(5,000,000)					
Amount to be Financed	\$ 49,538,944	65%	Leverage			
Bonds	\$ 49,538,944					
	\$ 49,538,944					
					Indicated FY28 CPE	\$ 14.60 ←
					Indicated FY28 DCR	1.52 ←



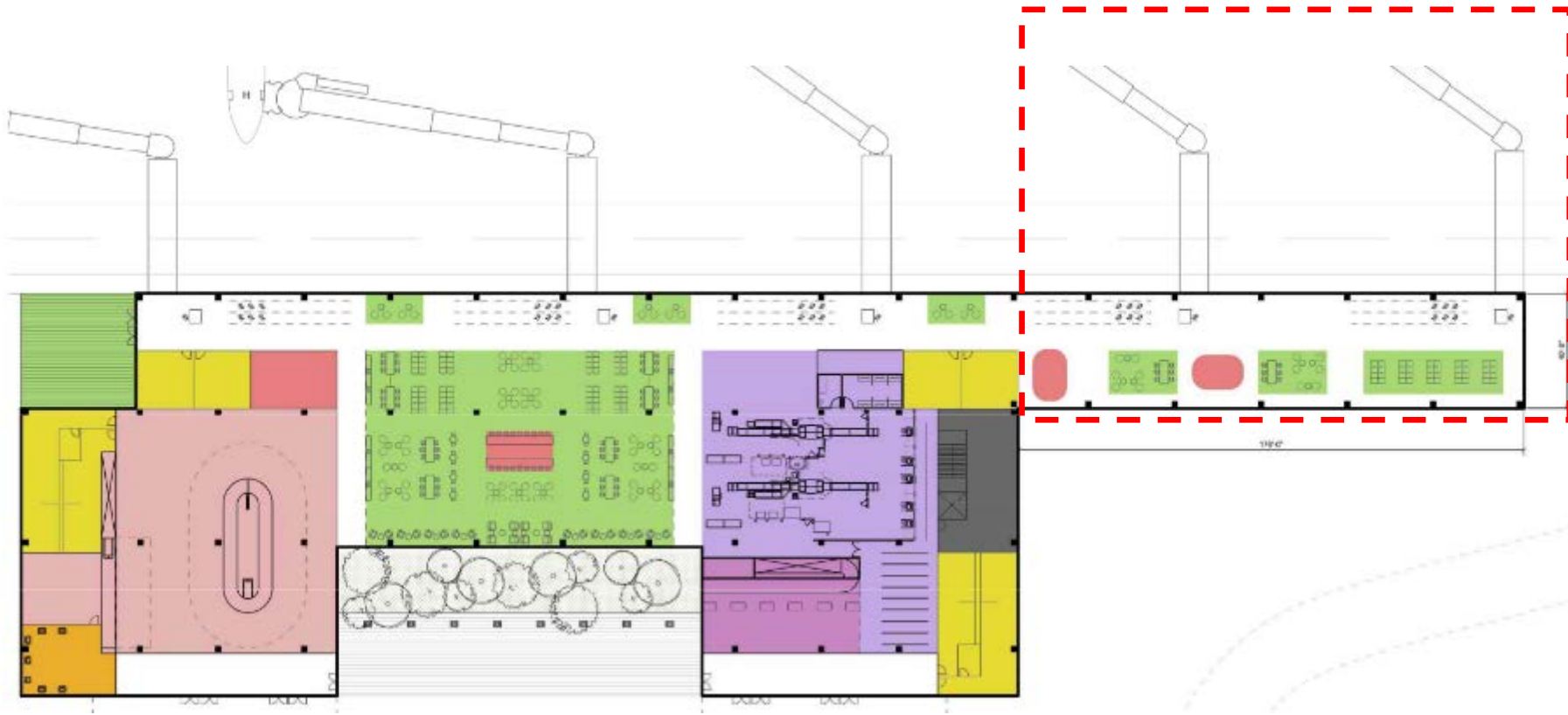
Alternative “2b” \$78.2M Adjusted Cost with Bond Financing

(57,860 sq.ft. enclosed Terminal w 5 Jet Bridges & 25,950 sq.ft. covered/unenclosed)

Replacement Terminal Conceptual Design Alternatives

HOK Alternative "2b"

2b alt/add
area;
additional
cost:
\$8,033,558



Potential Max Cost
Savings to be
determined with
Design: **\$7.8M**

Potential Max Cost
Savings to be
determined with
Bids: **\$6.8M**

Replacement Terminal Cost Alternatives

Adjusted Total Cost – Alternative “2b”

	Per 11/25 HOK Memo/Model C & S	Per 11/25 HOK Memo/Model TI	Totals	MPAD Adjustments			Scenario "2b"
				Plus: Surface Work	Less:	Less:	Net
					Jet Bridges Separate Funding	Escalation Adjustment	Terminal Cost to be Funded
A SUBSTRUCTURE	\$ 7,922,691	-	\$ 7,922,691				\$ 7,922,691
B SHELL	13,723,717	-	13,723,717				13,723,717
C INTERIORS	280,000	8,192,200	8,472,200				8,472,200
D SERVICES	9,615,135	6,577,395	16,192,530				16,192,530
E EQUIPMENT - Jet Bridges	4,250,000		4,250,000		(4,250,000)		-
EQUIPMENT + FURNISHINGS		3,166,963	3,166,963				3,166,963
FF&E Allowance		2,082,960	2,082,960				2,082,960
F SPECIAL CONSTRUCTION + DEMO	-	259,500	259,500	-			259,500
G SURFACE WORK - APRON		-	-	3,255,450			3,255,450
Total Direct Costs	35,791,543	20,279,018	56,070,561	3,255,450	(4,250,000)	-	55,076,011
Design/Construction Contingency (15%)	5,368,731	3,041,853	8,410,584		(637,500)		7,773,084
Indirects (@16.5%)	5,905,605	3,346,038	9,251,643	n/a	(701,250)	-	8,550,393
	47,065,879	26,666,909	73,732,788	3,255,450	(5,588,750)	-	71,399,488
Future Cost Escalation (@12.85%)	6,047,965	3,426,698	9,474,663	n/a	(718,154)		8,756,509
Future Cost Escalation - Adj to 10.0%	-	-	-			(1,942,105)	(1,942,105)
Total Direct & Indirect Costs	\$ 53,113,845	\$ 30,093,606	\$ 83,207,451	\$ 3,255,450	\$ (6,306,904)	\$ (1,942,105)	\$ 78,213,892

November 30, 2023



Replacement Terminal Alternative "2b" Financing Structure: Bond Financing

Bond Issuance Date	January 1, 2025				BONDS	
					Interest	
					Rate	
Replacement MRY Terminal Project:	2b - Bonds		Financing Scenario	BONDS	Scenario	6.50%
Estimated Terminal Cost w FF&E	78,213,892					
Debt Service Reserve Fund (1 Yr.)	4,108,021					
Bond Issuance Costs	1,000,000					
TIFIA Issuance Costs (zero if <\$75M)	-					
FAA Grant	(20,000,000)					
BIL Entitlement - Additional Ask	-					
BIL Entitlement - Committed	(6,680,000)					
District Cash	(5,000,000)					
Amount to be Financed	\$ 51,641,913	66%	Leverage			
Bonds	\$ 51,641,913					
	\$ 51,641,913					
					Indicated FY28 CPE	\$ 15.35 ←
					Indicated FY28 DCR	1.52 ←



Rates & Charges and Effect on CPE

5 Year Plan to Finance Alternatives “1b” or “2b” with Bond Financing

Replacement Terminal Alternative "1b": Rates & Charges – Bond Financing

MUST CONTINUE TO RAISE RATES & CHARGES

	FY24 Rates & Charges	FY25 Rates & Charges	FY26 Rates & Charges	FY27 Rates & Charges	FY28 Rates & Charges	
Rates & Charges Effecting CPE:	\$ 2.65	\$ 3.00	\$ 3.50	\$ 4.00	\$ 4.25	Landing Fees - Air Carriers
	\$ 1.28	\$ 1.50	\$ 1.75	\$ 2.00	\$ 2.25	RON Fees
	\$ 0.63	\$ 1.00	\$ 1.25	\$ 1.40	\$ 1.50	Apron Fees
	\$ 5.55	\$ 7.00	\$ 8.00	\$ 9.00	\$ 9.80	Terminal Interior Space Rent - Airlines
Rates & Charges Not Effecting CPE:	\$ 50.00	\$ 50.00	\$ 55.00	\$ 60.00	\$ 65.00	Landing Fees - Freight Carriers
	\$ 0.06	\$ 0.06	\$ 0.07	\$ 0.08	\$ 0.09	Commercial Fuel Flowage Fees
	\$ 2.55	\$ 2.70	\$ 2.80	\$ 2.90	\$ 3.00	Landing Fees - General Aviation
	\$ 5.55	\$ 7.00	\$ 8.00	\$ 9.00	\$ 9.80	Terminal Interior Space Rent - Rental Cars
	\$ 16.00	\$ 18.00	\$ 22.00	\$ 26.00	\$ 30.00	Parking - Long Term
	\$ 28.00	\$ 30.00	\$ 34.00	\$ 38.00	\$ 42.00	Parking - Short Term
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	Taxi Trip Fees
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	TNC Trip Fees
	\$ 0.16	\$ 0.16	\$ 0.17	\$ 0.18	\$ 0.18	Fuel Flowage Fees - Jet A
	\$ 0.13	\$ 0.13	\$ 0.14	\$ 0.15	\$ 0.15	Fuel Flowage Fees - 100LL
	\$ 450.00	\$ 511.00	\$ 581.00	\$ 660.00	\$ 750.00	Northeast Box Hangars
	\$ 125.00	\$ 125.00	\$ 150.00	\$ 150.00	\$ 153.00	RV Storage - 30 ft.
	\$ 150.00	\$ 150.00	\$ 175.00	\$ 175.00	\$ 178.50	RV Storage - 45 ft.
	\$ 175.00	\$ 175.00	\$ 200.00	\$ 200.00	\$ 204.00	RV Storage - 60 ft.

Replacement Terminal Alternative "2b": Rates & Charges – Bond Financing

MUST CONTINUE TO RAISE RATES & CHARGES

	FY24 Rates & Charges	FY25 Rates & Charges	FY26 Rates & Charges	FY27 Rates & Charges	FY28 Rates & Charges	
Rates & Charges Effecting CPE:	\$ 2.65	\$ 3.00	\$ 3.50	\$ 4.00	\$ 4.50	Landing Fees - Air Carriers
	\$ 1.28	\$ 1.50	\$ 1.75	\$ 2.00	\$ 2.50	RON Fees
	\$ 0.63	\$ 1.00	\$ 1.25	\$ 1.50	\$ 1.75	Apron Fees
	\$ 5.55	\$ 7.00	\$ 8.00	\$ 9.00	\$ 10.00	Terminal Interior Space Rent - Airlines
Rates & Charges Not Effecting CPE:	\$ 50.00	\$ 50.00	\$ 55.00	\$ 60.00	\$ 65.00	Landing Fees - Freight Carriers
	\$ 0.06	\$ 0.06	\$ 0.07	\$ 0.08	\$ 0.09	Commercial Fuel Flowage Fees
	\$ 2.55	\$ 2.70	\$ 2.80	\$ 2.90	\$ 3.00	Landing Fees - General Aviation
	\$ 5.55	\$ 7.00	\$ 8.00	\$ 9.00	\$ 10.00	Terminal Interior Space Rent - Rental Cars
	\$ 16.00	\$ 18.00	\$ 22.00	\$ 26.00	\$ 30.00	Parking - Long Term
	\$ 28.00	\$ 30.00	\$ 34.00	\$ 38.00	\$ 42.00	Parking - Short Term
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	Taxi Trip Fees
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	TNC Trip Fees
	\$ 0.16	\$ 0.16	\$ 0.17	\$ 0.18	\$ 0.18	Fuel Flowage Fees - Jet A
	\$ 0.13	\$ 0.13	\$ 0.14	\$ 0.15	\$ 0.15	Fuel Flowage Fees - 100LL
	\$ 450.00	\$ 511.00	\$ 581.00	\$ 660.00	\$ 750.00	Northeast Box Hangars
	\$ 125.00	\$ 125.00	\$ 150.00	\$ 150.00	\$ 153.00	RV Storage - 30 ft.
	\$ 150.00	\$ 150.00	\$ 175.00	\$ 175.00	\$ 178.50	RV Storage - 45 ft.
	\$ 175.00	\$ 175.00	\$ 200.00	\$ 200.00	\$ 204.00	RV Storage - 60 ft.



TIFIA Financing Structure

5 Year Plan to Finance Alternatives with Bond Financing and TIFIA Financing

Replacement Terminal Alternative "1a" Financing Structure: Bonds & TIFIA Financing

Bond Issuance Date	January 1, 2025				BONDS	
					Interest	
					Rate	
Replacement MRY Terminal Project:	1a - Bonds & TIFIA		Financing Scenario	BONDS & TIFIA	Scenario	6.50%
Estimated Terminal Cost w FF&E	68,697,306					
Debt Service Reserve Fund (1 Yr.)	848,718					
Bond Issuance Costs	1,000,000				TIFIA	
TIFIA Issuance Costs (zero if <\$75M)	-				US 30 Bond	4.76%
FAA Grant	(20,000,000)				less: Rural Disc	-2.38%
BIL Entitlement - Additional Ask	-				Effective	2.38%
BIL Entitlement - Committed	(6,680,000)				Term - Yrs	50
District Cash	(5,000,000)					
Amount to be Financed	\$ 38,866,024	57%	Leverage		TIFIA Debt Srv.	(\$673,013)
Bonds	\$ 10,588,179					
TIFIA	28,277,845	80%	Max TIFIA & Federal Funds			
	\$ 38,866,024				Indicated FY28 CPE	\$ 10.30
					Indicated FY28 DCR	2.21

Replacement Terminal Alternative "2a" Financing Structure: TIFIA Financing

Bond Issuance Date	January 1, 2025				BONDS	
					Interest	
					Rate	
Replacement MRY Terminal Project:	2a - BONDS & TIFIA		Financing Scenario	BONDS & TIFIA	Scenario	6.50%
Estimated Terminal Cost w FF&E	70,180,334					
Debt Service Reserve Fund (1 Yr.)	874,565					
Bond Issuance Costs	1,000,000				TIFIA	
TIFIA Issuance Costs (zero if <\$75M)	-				US 30 Bond	4.76%
FAA Grant	(20,000,000)				less: Rural Disc	-2.38%
BIL Entitlement - Additional Ask	-				Effective	2.38%
BIL Entitlement - Committed	(6,680,000)				Term - Yrs	50
District Cash	(5,000,000)					
Amount to be Financed	\$ 40,374,899	58%	Leverage		TIFIA Debt Srv.	(\$701,250)
Bonds	\$ 10,910,632					
TIFIA	29,464,268	80%	Max TIFIA & Federal Funds			
	\$ 40,374,899				Indicated FY28 CPE	\$ 10.30
					Indicated FY28 DCR	2.17

Replacement Terminal Alternative "1b" Financing Structure: Bond & TIFIA Financing

Bond Issuance Date	January 1, 2025				BONDS	
					Interest	
					Rate	
Replacement MRY Terminal Project:	1b - Bonds & TIFIA		Financing Scenario	BONDS & TIFIA	Scenario	6.50%
Estimated Terminal Cost w FF&E	76,277,847					
Debt Service Reserve Fund (1 Yr.)	980,835					
Bond Issuance Costs	1,000,000				TIFIA	
TIFIA Issuance Costs (zero if <\$75M)	-				US 30 Bond	4.76%
FAA Grant	(20,000,000)				less: Rural Disc	-2.38%
BIL Entitlement - Additional Ask	-				Effective	2.38%
BIL Entitlement - Committed	(6,680,000)				Term - Yrs	50
District Cash	(5,000,000)					
Amount to be Financed	\$ 46,578,682	61%	Leverage		TIFIA Debt Srv.	(\$817,346)
Bonds	\$ 12,236,404					
TIFIA	34,342,278	80%	Max TIFIA & Federal Funds			
	\$ 46,578,682				Indicated FY28 CPE	\$ 10.30 ←
					Indicated FY28 DCR	1.99 ←

Replacement Terminal Alternative "2b" Financing Structure: Bond & TIFIA Financing

Bond Issuance Date	January 1, 2025				BONDS	
					Interest	
					Rate	
Replacement MRY Terminal Project:	2b - Bonds & TIFIA		Financing Scenario	BONDS & TIFIA	Scenario	6.50%
Estimated Terminal Cost w FF&E	78,213,892					
Debt Service Reserve Fund (1 Yr.)	1,014,578					
Bond Issuance Costs	1,000,000				TIFIA	
TIFIA Issuance Costs (zero if <\$75M)	-				US 30 Bond	4.76%
FAA Grant	(20,000,000)				less: Rural Disc	-2.38%
BIL Entitlement - Additional Ask	-				Effective	2.38%
BIL Entitlement - Committed	(6,680,000)				Term - Yrs	50
District Cash	(5,000,000)					
Amount to be Financed	\$ 48,548,470	62%	Leverage		TIFIA Debt Srv.	(\$854,208)
Bonds	\$ 12,657,356					
TIFIA	35,891,113	80%	Max TIFIA & Federal Funds			
	\$ 48,548,470				Indicated FY28 CPE	\$ 10.30
					Indicated FY28 DCR	1.94

Replacement Terminal Alternative "1a": Rates & Charges – Bond & TIFIA Financing

NO NEED TO INCREASE RATES & CHARGES PAST FY25

	FY24 Rates & Charges	FY25 Rates & Charges	FY26 Rates & Charges	FY27 Rates & Charges	FY28 Rates & Charges	
Rates & Charges Effecting CPE:	\$ 2.65	\$ 3.00	\$ 3.00	\$ 3.00	\$ 3.00	Landing Fees - Air Carriers
	\$ 1.28	\$ 1.50	\$ 1.50	\$ 1.50	\$ 1.50	RON Fees
	\$ 0.63	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	Apron Fees
	\$ 5.55	\$ 7.00	\$ 7.00	\$ 7.00	\$ 7.00	Terminal Interior Space Rent - Airlines
Rates & Charges Not Effecting CPE:	\$ 50.00	\$ 50.00	\$ 55.00	\$ 60.00	\$ 65.00	Landing Fees - Freight Carriers
	\$ 0.06	\$ 0.06	\$ 0.07	\$ 0.08	\$ 0.09	Commercial Fuel Flowage Fees
	\$ 2.55	\$ 2.70	\$ 2.80	\$ 2.90	\$ 3.00	Landing Fees - General Aviation
	\$ 5.55	\$ 7.00	\$ 7.00	\$ 7.00	\$ 7.00	Terminal Interior Space Rent - Rental Cars
	\$ 16.00	\$ 18.00	\$ 20.00	\$ 22.00	\$ 24.00	Parking - Long Term
	\$ 28.00	\$ 30.00	\$ 32.00	\$ 34.00	\$ 36.00	Parking - Short Term
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	Taxi Trip Fees
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	TNC Trip Fees
	\$ 0.16	\$ 0.16	\$ 0.17	\$ 0.18	\$ 0.18	Fuel Flowage Fees - Jet A
	\$ 0.13	\$ 0.13	\$ 0.14	\$ 0.15	\$ 0.15	Fuel Flowage Fees - 100LL
	\$ 450.00	\$ 511.00	\$ 581.00	\$ 660.00	\$ 750.00	Northeast Box Hangars
	\$ 125.00	\$ 125.00	\$ 150.00	\$ 150.00	\$ 153.00	RV Storage - 30 ft.
	\$ 150.00	\$ 150.00	\$ 175.00	\$ 175.00	\$ 178.50	RV Storage - 45 ft.
	\$ 175.00	\$ 175.00	\$ 200.00	\$ 200.00	\$ 204.00	RV Storage - 60 ft.

Replacement Terminal Alternative "2a": Rates & Charges – Bond & TIFIA Financing

NO NEED TO INCREASE RATES & CHARGES PAST FY25

	FY24 Rates & Charges	FY25 Rates & Charges	FY26 Rates & Charges	FY27 Rates & Charges	FY28 Rates & Charges	
Rates & Charges Effecting CPE:	\$ 2.65	\$ 3.00	\$ 3.00	\$ 3.00	\$ 3.00	Landing Fees - Air Carriers
	\$ 1.28	\$ 1.50	\$ 1.50	\$ 1.50	\$ 1.50	RON Fees
	\$ 0.63	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	Apron Fees
	\$ 5.55	\$ 7.00	\$ 7.00	\$ 7.00	\$ 7.00	Terminal Interior Space Rent - Airlines
Rates & Charges Not Effecting CPE:	\$ 50.00	\$ 50.00	\$ 55.00	\$ 60.00	\$ 65.00	Landing Fees - Freight Carriers
	\$ 0.06	\$ 0.06	\$ 0.07	\$ 0.08	\$ 0.09	Commercial Fuel Flowage Fees
	\$ 2.55	\$ 2.70	\$ 2.80	\$ 2.90	\$ 3.00	Landing Fees - General Aviation
	\$ 5.55	\$ 7.00	\$ 7.00	\$ 7.00	\$ 7.00	Terminal Interior Space Rent - Rental Cars
	\$ 16.00	\$ 18.00	\$ 20.00	\$ 22.00	\$ 24.00	Parking - Long Term
	\$ 28.00	\$ 30.00	\$ 32.00	\$ 34.00	\$ 36.00	Parking - Short Term
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	Taxi Trip Fees
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	TNC Trip Fees
	\$ 0.16	\$ 0.16	\$ 0.17	\$ 0.18	\$ 0.18	Fuel Flowage Fees - Jet A
	\$ 0.13	\$ 0.13	\$ 0.14	\$ 0.15	\$ 0.15	Fuel Flowage Fees - 100LL
	\$ 450.00	\$ 511.00	\$ 581.00	\$ 660.00	\$ 750.00	Northeast Box Hangars
	\$ 125.00	\$ 125.00	\$ 150.00	\$ 150.00	\$ 153.00	RV Storage - 30 ft.
	\$ 150.00	\$ 150.00	\$ 175.00	\$ 175.00	\$ 178.50	RV Storage - 45 ft.
	\$ 175.00	\$ 175.00	\$ 200.00	\$ 200.00	\$ 204.00	RV Storage - 60 ft.

Replacement Terminal Alternative "1b": Rates & Charges – Bond & TIFIA Financing

NO NEED TO INCREASE RATES & CHARGES PAST FY25

	FY24 Rates & Charges	FY25 Rates & Charges	FY26 Rates & Charges	FY27 Rates & Charges	FY28 Rates & Charges	
Rates & Charges Effecting CPE:	\$ 2.65	\$ 3.00	\$ 3.00	\$ 3.00	\$ 3.00	Landing Fees - Air Carriers
	\$ 1.28	\$ 1.50	\$ 1.50	\$ 1.50	\$ 1.50	RON Fees
	\$ 0.63	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	Apron Fees
	\$ 5.55	\$ 7.00	\$ 7.00	\$ 7.00	\$ 7.00	Terminal Interior Space Rent - Airlines
Rates & Charges Not Effecting CPE:	\$ 50.00	\$ 50.00	\$ 55.00	\$ 60.00	\$ 65.00	Landing Fees - Freight Carriers
	\$ 0.06	\$ 0.06	\$ 0.07	\$ 0.08	\$ 0.09	Commercial Fuel Flowage Fees
	\$ 2.55	\$ 2.70	\$ 2.80	\$ 2.90	\$ 3.00	Landing Fees - General Aviation
	\$ 5.55	\$ 7.00	\$ 7.00	\$ 7.00	\$ 7.00	Terminal Interior Space Rent - Rental Cars
	\$ 16.00	\$ 18.00	\$ 20.00	\$ 22.00	\$ 24.00	Parking - Long Term
	\$ 28.00	\$ 30.00	\$ 32.00	\$ 34.00	\$ 36.00	Parking - Short Term
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	Taxi Trip Fees
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	TNC Trip Fees
	\$ 0.16	\$ 0.16	\$ 0.17	\$ 0.18	\$ 0.18	Fuel Flowage Fees - Jet A
	\$ 0.13	\$ 0.13	\$ 0.14	\$ 0.15	\$ 0.15	Fuel Flowage Fees - 100LL
	\$ 450.00	\$ 511.00	\$ 581.00	\$ 660.00	\$ 750.00	Northeast Box Hangars
	\$ 125.00	\$ 125.00	\$ 150.00	\$ 150.00	\$ 153.00	RV Storage - 30 ft.
	\$ 150.00	\$ 150.00	\$ 175.00	\$ 175.00	\$ 178.50	RV Storage - 45 ft.
	\$ 175.00	\$ 175.00	\$ 200.00	\$ 200.00	\$ 204.00	RV Storage - 60 ft.

Replacement Terminal Alternative "2b": Rates & Charges – Bond & TIFIA Financing

NO NEED TO INCREASE RATES & CHARGES PAST FY25

	FY24 Rates & Charges	FY25 Rates & Charges	FY26 Rates & Charges	FY27 Rates & Charges	FY28 Rates & Charges	
Rates & Charges Effecting CPE:	\$ 2.65	\$ 3.00	\$ 3.00	\$ 3.00	\$ 3.00	Landing Fees - Air Carriers
	\$ 1.28	\$ 1.50	\$ 1.50	\$ 1.50	\$ 1.50	RON Fees
	\$ 0.63	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	Apron Fees
	\$ 5.55	\$ 7.00	\$ 7.00	\$ 7.00	\$ 7.00	Terminal Interior Space Rent - Airlines
Rates & Charges Not Effecting CPE:	\$ 50.00	\$ 50.00	\$ 55.00	\$ 60.00	\$ 65.00	Landing Fees - Freight Carriers
	\$ 0.06	\$ 0.06	\$ 0.07	\$ 0.08	\$ 0.09	Commercial Fuel Flowage Fees
	\$ 2.55	\$ 2.70	\$ 2.80	\$ 2.90	\$ 3.00	Landing Fees - General Aviation
	\$ 5.55	\$ 7.00	\$ 7.00	\$ 7.00	\$ 7.00	Terminal Interior Space Rent - Rental Cars
	\$ 16.00	\$ 18.00	\$ 20.00	\$ 22.00	\$ 24.00	Parking - Long Term
	\$ 28.00	\$ 30.00	\$ 32.00	\$ 34.00	\$ 36.00	Parking - Short Term
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	Taxi Trip Fees
	\$ 3.00	\$ 3.10	\$ 3.20	\$ 3.30	\$ 3.37	TNC Trip Fees
	\$ 0.16	\$ 0.16	\$ 0.17	\$ 0.18	\$ 0.18	Fuel Flowage Fees - Jet A
	\$ 0.13	\$ 0.13	\$ 0.14	\$ 0.15	\$ 0.15	Fuel Flowage Fees - 100LL
	\$ 450.00	\$ 511.00	\$ 581.00	\$ 660.00	\$ 750.00	Northeast Box Hangars
	\$ 125.00	\$ 125.00	\$ 150.00	\$ 150.00	\$ 153.00	RV Storage - 30 ft.
	\$ 150.00	\$ 150.00	\$ 175.00	\$ 175.00	\$ 178.50	RV Storage - 45 ft.
	\$ 175.00	\$ 175.00	\$ 200.00	\$ 200.00	\$ 204.00	RV Storage - 60 ft.



Appendix

Assumptions & Risk Factors

1. Increases on the Rates & Charges Schedules will be consistently approved and implemented.
2. Demand is perfectly inelastic; i.e. volumes will not decrease with price increases.
3. To date, no airport has received a TIFIA loan. TIFIA requires 100% compliance with federal procurement and purchasing requirements.
4. Any TIFIA financing will require: 1. A detailed Financial Model with acceptable DCR and CPE projections, 2. A detailed Narrative/Feasibility Study, and 3. An indicative Rating Letter from the Credit Rating Agency.
5. TIFIA “springing lien” requirements may not be compatible with Bond lien requirements.
6. TIFIA loan term of 50 years; terms can vary from 35 to 75 years based on economic justification.
7. Replacement Terminal rentable space to the Airlines and Rental Car Companies is assumed to be comparable to the amount of space in the existing Terminal.
8. CPI increases have been modeled at a 3% CAGR.
9. Wage & Benefit component of OpEx has been modeled to increase at a 3% CAGR.
10. All other component of OpEx (except contracted Fire services) have been modeled to increase at a 2% CAGR.
11. 99% of future PFC Revenue will be available for Debt Service.
12. 90% of future CFC Revenue will be available for Debt Service.
13. Required Minimum Debt Service Coverage Ratio is 1.5x.
14. 12 Year Enplanement and Landed Weight Projections updated by Mike Bown as of November 9, 2023.
15. Actual interest rates at time of loan commitments will not exceed projected interest rates.
16. Cost Escalation will be 10%.
17. Jet Bridges will be funded under a separate Federal Grant.

CPE DATA

Cost Per Enplanement - Latest Reporting on FAA Form 5100-127 (2022)

LOC ID	Airport Name	CPE	LOC ID	Airport Name	CPE
LAX	Los Angeles Int'l	\$ 25.43	FAT	Fresno Yosemite Int'l	\$ 8.78
SFO	San Francisco Int'l	\$ 21.93	SBA	Santa Barbara	\$ 7.51
SAN	San Diego Int'l	\$ 14.41	MRY	Monterey Regional	\$ 9.53
SJC	San Jose Int'l	\$ 19.89	STS	Sonoma County	\$ 3.61
OAK	Oakland	\$ 14.83	SBP	San Luis Obispo	\$ 8.22
SMF	Sacramento	\$ 13.17	BFL	Meadows Field	\$ 5.79
SNA	John Wayne	\$ 12.76	SCK	Stockton	\$ 2.28
ONT	Ontario Int'l	\$ 4.52	RDD	Redding	\$ 2.00
BUR	Burbank	\$ 2.02	SMX	Santa Maria	\$ 4.82
LGB	Long Beach	\$ 11.71	JAC	Jackson Hole	\$ 16.34
PSP	Palm Springs Int'l	\$ 6.68	ASE	Aspen-Pitkin	\$ 18.44

MRY Enplanement Estimates

<u>Enplaned Passengers by Airline: "Bottoms Up" Estimates</u>								
	<u>AA</u>	<u>AS</u>	<u>G4</u>	<u>UA</u>	<u>JSX</u>	<u>Total</u>	<u>FAA**</u>	<u>% Diff</u>
FY 2024	117,103	36,880	13,275	96,594	0	263,852	251,883	5%
FY 2025	117,103	36,880	13,275	101,385	0	268,643	257,232	4%
FY 2026	118,274	57,414	13,275	117,696	0	306,659	262,092	17%
FY 2027	119,457	57,414	13,275	117,696	0	307,842	266,696	15%
FY 2028	120,651	67,681	13,275	139,444	0	341,052	271,566	26%
FY 2029	121,858	67,681	13,275	139,444	0	342,258	276,592	24%
FY 2030	123,076	77,948	13,275	139,444	0	353,744	281,637	26%
FY 2031	124,923	79,117	13,474	141,536	0	359,050	286,560	25%
FY 2032	126,796	80,304	13,677	143,659	0	364,436	291,420	25%
FY 2033	128,698	81,509	13,882	145,814	0	369,902	296,249	25%
FY 2034	130,629	82,731	14,090	148,001	0	375,451	301,060	25%
FY 2035	132,588	83,972	14,301	150,221	0	381,083	306,231	24%

AA: Based upon FY 2024 scheduled capacity - no growth assumed over next decade which is extremely conservative

AS: Adds 2nd **SAN** trip in FY 2026 (they'd planned to do this originally this summer (2023)); 2nd **SEA** added seasonally in FY 2028, then year-round in 2030; all with E-175 aircraft, same as today

G4: Based upon FY 2024 capacity

UA: **LAX** - Kept at FY 2024 scheduled capacity for next decade; this is well below pre-COVID levels. **SFO** - Kept at FY 2024 scheduled capacity for next decade; arguably UA could cut this back as they grow DEN

DEN - FY 2024 scheduled capacity increased to 1x daily E-175 in FY 2025, assumed to increase to 2x daily E-175 in FY 2026; assumed a 3rd E-175 in FY 2028 - no change thereafter

Avelo: Took them out, although I do expect them to enter market at some point.

WN: Has stated that they plan to enter MRY sometime later this decade, similar to what they did in SBA - "California is our most important, #1 market". Nothing forecasted for WN.

JSX: Kept as is. Not sure if this is to be in forecast.

From FY 2031 on, grew 1.5% across-the-board annually

** FAA is a FY September period.

November 30, 2023



MRY Landed Weight Estimates

<u>MRY Landed Weight (000s) by Airline: 2024-2035</u>						
	<u>AA</u>	<u>AS</u>	<u>G4</u>	<u>UA</u>	<u>JSX</u>	<u>Total</u>
FY 2024	177,621	56,831	15,662	153,157	-	403,271
FY 2025	177,621	56,831	15,662	153,903	-	404,017
FY 2026	177,621	88,903	15,662	185,711	-	467,897
FY 2027	177,621	88,903	15,662	185,711	-	467,897
FY 2028	177,621	105,203	15,662	218,048	-	516,533
FY 2029	177,621	105,203	15,662	218,048	-	516,533
FY 2030	177,621	121,151	15,662	218,048	-	532,481
FY 2031	177,621	121,151	15,662	218,048	-	532,481
FY 2032	177,621	121,151	15,662	218,048	-	532,481
FY 2033	177,621	121,151	15,662	218,048	-	532,481
FY 2034	177,621	121,151	15,662	218,048	-	532,481
FY 2035	177,621	121,151	15,662	218,048	-	532,481

FY 2024 Rates & Charges – Previous PFM/L&B Guidance

Airline Fee Increase Scenario

Fiscal Years >>>

Activity Scenario	2022	2023	2024	2025	2026	2027	2028	2029	2030
Landing Fee	\$2.35	\$2.35	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00
Apron Fee	\$0.40	\$0.40	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00
Terminal Rental Rate (monthly)	\$4.40	\$4.40	\$7.00	\$7.00	\$7.00	REVENUE UPSIDE POTENTIAL			
RON Fee	\$1.05	\$1.05	\$1.05	\$1.05	\$1.05	\$1.05	\$1.05	\$1.05	\$1.05
Fuel Flowage	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05

Assumes one-time rate increases beginning in 2024 to align with cost recovery principles, with the Terminal rate to be adjusted after completion of the Terminal project

Financing Team Assemblage

Bond and Tax Counsel

- Ensures that the bonds are legal, valid, and binding obligations of the issuer
- Verifies the tax status of the debt (if interest is exempt from federal, state, or local taxes)
- Provides an unqualified opinion relied upon by all parties
- Will help prepare the Master Trust Agreement which will outline the key terms governing the issuance of all bonds

RFP Process: 2 Months
Start: Jan/Feb 2024

Airport Feasibility Consultant

- Feasibility Consultant prepares a 3rd Party Independent Study
 1. Sufficient Financial Metrics and Revenue Generation (debt service coverage)
 2. Reasonable Cost Structure and Rates (CPE)
 3. Manageable Risk Profile (conservative assumptions)

RFP Process: 2 Months
Start: Jan/Feb 2024

Disclosure Counsel

- Takes the lead in helping to disclose material information regarding the debt and the issuer to the marketplace via the Official Statement and helping the District maintain its Continuing Disclosure Obligations
- Provides disclosure and securities law training to staff and the Board

RFP Process: 2 Months
Start: Jan/Feb 2024 (w/
Bond Counsel RFP)

Underwriter

- Securities dealer who purchases bonds from the issuer and resells them to investors
- Underwriter assumes a financial risk and expects to make a profit on the transaction
- Underwriter does not have a fiduciary responsibility to the issuer, but rather works both for the issuer and for the investors

RFP Process: 2-3 Months
Start: Summer 2024

November 30, 2023

