

COLUMBIA METROPOLITAN AIRPORT

2019 ANNUAL REPORT



AIR SERVICE, AIRPORT DEVELOPMENT & PUBLIC RELATIONS



AIR SERVICE DEVELOPMENT

CAE attended JumpStart, TakeOff and a Roundtable in Grand Rapids, MI with various airlines – including low cost carriers – and had strong meetings at each event.

American Airlines and Delta Air Lines both increased service offerings to New York/LaGuardia with the addition of two new flights – bringing the total to two on Delta Air Lines and one on American Airlines. Additionally, American Airlines added a new, nonstop flight to Miami beginning Thursday, December 19th, 2019.

13% INCREASE IN TOTAL PASSENGERS
YTD FROM SEPTEMBER 2018-2019

AIRPORT DEVELOPMENT

An updated tour policy was implemented with the inclusion of USO volunteers taking over the bulk of tours through the airport.



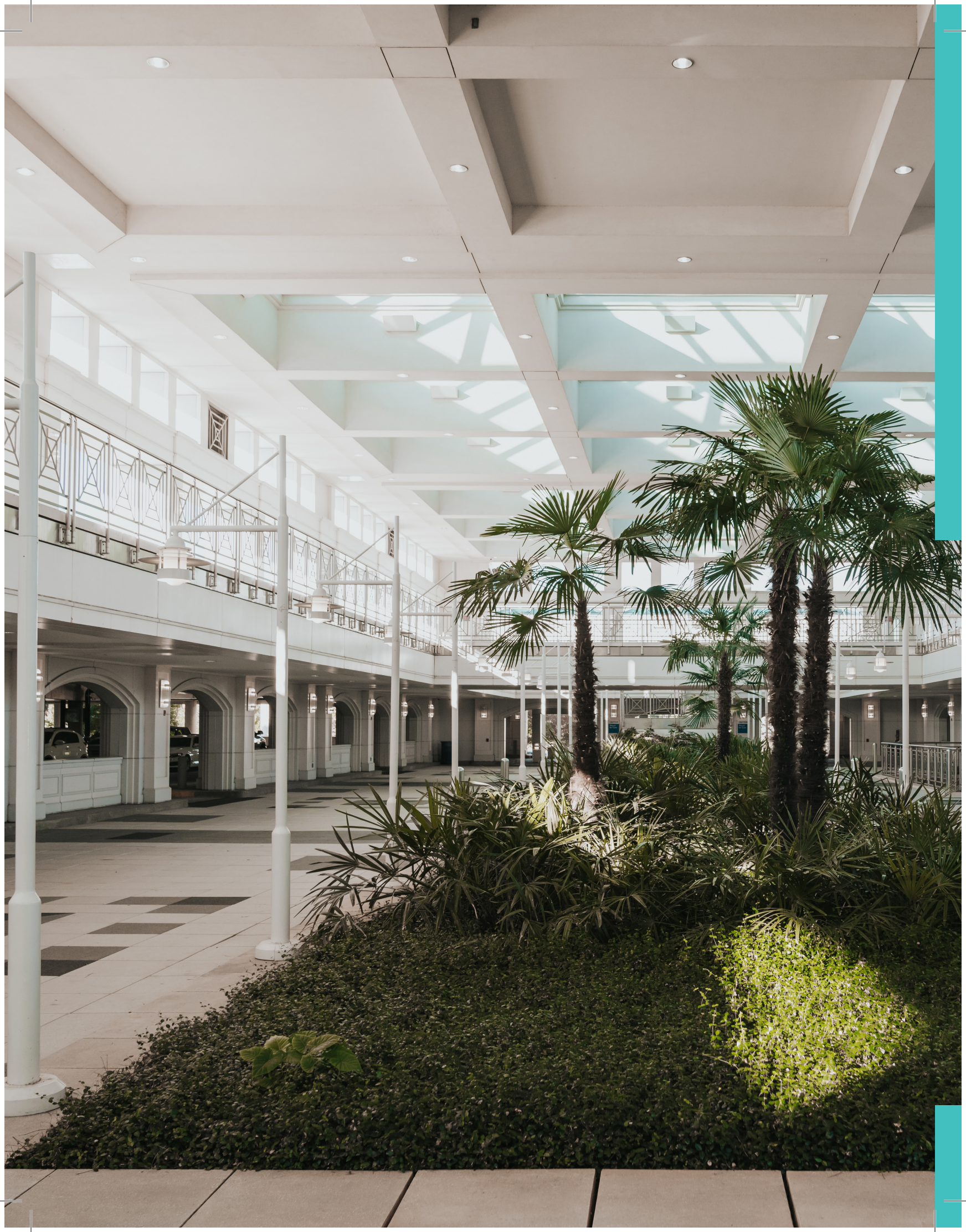
In a partnership with the Riverbanks Zoo and Gardens, **CAE added a Mamava nursing pod in the terminal** as an airside option for traveling mothers to utilize.

MARKETING/PUBLIC RELATIONS

After an extensive RFP process, that yielded 19 submissions from across the country, the marketing team/CAE awarded Sparkloft/Period Three with a two year advertising contract that includes a complete rebrand and rebuild of the CAE website.

SPARKLOFT

PERIOD THREE



72

To date, CAE's Marketing team has garnered 72 Media Placements, features and/pr stories on news, updates, and information relating to the airport that originated internally.

(Outlets include: WIS, WLTX, WACH, WOLO, The State Newspaper, SC Biz News, Columbia Regional Business Report and more).

Social Media continues to be a great way to effectively communicate CAE news, happenings and information. All channels utilized have been on the rise with strong followers:

FOLLOWER
COUNT



4,102



14,260



3,106



621

This year's Columbia Fireflies partnership proved to be extremely successful bringing in **883 new interested individuals** who would like to receive updates on airport happenings.

This year, CAE participated in and hosted a number of community focused events and programming to reconnect with the region and further push/promote the idea that flying local is best. Some included: Columbia Food & Wine Festival, Yoga Day at CAE, Historic Columbia's Fall Tour, Vista Lights, Soda City Farmer's Market (one day activation), University of South Carolina game day activations (two games activation), Tailgating in the Airport (Benedict, State & USC participated) and River's Edge Retreat Playground build.



OPERATIONS, FACILITIES & CONSTRUCTION



CAE is in the final stages of completion for the Terminal Mechanical Upgrades Project.

- Design began on the Checked Baggage Inspection System Project which will see the ticketing lobby cleared of TSA screening equipment. The project is made possible by a \$6M TSA grant for the screening equipment. Supporting terminal improvements to create the space for the new technology will be reimbursable through Passenger Facility Charges.
- CAE has worked closely with neighboring communities and SCDOT to place the existing Doolittle Interchange (Exit 113) and Airport Boulevard Corridor (SC-302) at the forefront of discussions regarding the improvement of the Midland's Gateways. Until the growth of the Airport can demand the construction of the Airport Connector, it is important to raise the quality of the existing access roadway.
- CAE completed an Airport Development Master Plan, which it used to attract development investors (Magnus Development Partners) to the campus with the intent to construct Class A industrial and warehouse facilities. These facilities will draw targeted industry to the Airport campus, bringing with it increased air traffic, increased air cargo, and the attraction of improved services around the campus.
- CAE worked with the County and State Department of Commerce to receive a grant for the completion of due diligence reports to position Airport sites to be competitive for development opportunities.
- CAE is installing a Parking Guidance System to enhance the airport parking experience. The technology will reduce the garage parking search times from minutes to seconds through accurate directions towards available spaces. This will include an online interface to communicate to travelers where the available parking spaces are.
- CAE received \$3M in grants to replace terminal escalators, renovate the incoming bag claim devices, and replace the jet bridge at Gate 4 (American Airlines).
- IT installed uninterruptable power supply (UPS) to support Reef Parking Systems office and plaza to avoid any downtime in the event of a power outage.
- Additional cameras and access control systems were installed throughout the airport to enhance security.
- Upgraded and added redundancy to CAE's internet and network connectivity to eliminate down time. The virtual network was expanded to increase overall capacity.
- CAE conducted our FAA mandated tri-annual full-scale exercise in September. Over 250 people including; CAE staff, role players, volunteers, mutual aid responders, media members and evaluators participated in the exercise.

FINANCES, CONTRACTS & PLANNING





net income in 2019 as a result of the reduction in electrical costs from lighting and HVAC upgrades along with the sale of electricity produced by the solar farm.

To-date the Solar Farm has resulted in credits from Dominion Energy of \$626,472.

The projected Cost/Enplanement at 12/31/19 is \$8.88 which is 8.37% lower than the 2019 budget of \$9.69. The proposed 2020 Cost/Enplanement is \$7.53, a 22.29% reduction from the 2019 budget.

Debt per Enplaned Passenger at \$42.91 in 2019, which is down from \$155.72 (12/31/09). Additional principal payment of \$2.7M was made 7/1/19.

Airline-related bonds are scheduled to be paid off 12/31/22 – 3 years ahead of the original payoff date.

Red Eye Express (specialty coffees & baked goods) was selected as the first operator of the COLA Program and they began operation in March. Since their inception, total sales are \$79,966.09 with total commissions to the Airport at \$9,219.

Airport Commerce Center is at 92% Occupancy Rate up from 2018 occupancy rate of 53%.

New tenants include MERMEC (13,187 SF), and ThorLabs (10,000, SF), which add \$215,989 of additional lease revenue in 2020. By Q1 2020 ACC should be at full occupancy.



Federal Express Cargo Facility executed a ten (10) year lease renewal with a five (5) year option to renew increasing the cargo footprint by an additional 3,861 SF expansion into the West Cargo facility.

Lexington School District Two executed a three (3) year lease renewal at \$45,711.90.

FTZ 127 subzone sites include: JBE Incorporated (a warehouse in Hartsville); Komatsu America (in Newberry) produces Wheel Loaders and Forklifts; BGM America (Marion County) produces custom boats; and Constantia (Blythewood) imports aluminum foil used in pull-tops for yogurt, peanut butter and other foods. Two companies, Commerce Warehouse Group and Samsung Electronics, are in the process of becoming subzones.

LABOR & PERSONNEL



Currently eight staff members have their AAE certifications:

Mike Gula, AAE; Ryan Kreulen, AAE; Cameron Zimmerman, CM; Tamie Head, CM; Frank Murray, CM; Willie Carter, CM; Ian Kerr, CM; Brittney Grove, CM; which is the largest number of certified members in CAE history. These staff members bring over 40 years of combined experience with service at 15 airports.

In-house promotions include: Brittney Grove promoted to Operations Supervisor; Ian Kerr promoted to Operations Specialist II; Jeremaine Fanning promoted to Terminal Support Technician II, Robert McGrady; promoted to Public Safety Officer III.

Public Safety Deputy Chief Daniel Ruggiero and Public Safety Officer III Jason Brown each earned the designation Airport Master Firefighters (A.M.F.) from AAE and the ARFFWG. **These are the first officers at CAE to earn this designation.**

Seven staff members are pursuing higher degrees and/or job related certifications.

Two staff members: Mike Gula and Kimara London **graduated from the Buckley School of Public Speaking.**

New Hires include: Accounting Manager, Facilities Support Specialist, Operation Specialist I, Terminal Support Technician I and two Public Safety Officer II's.

Staff members serve on boards to include: Emerging Airport Leaders Program, AAE Administration & Finance Conference, ACI-NA National Human Resources Steering Group, ACI-NA National Diversity Steering Group, Midlands Education & Business Alliance (MEBA), CWC Rotary Board, National Association of Minority Contractors, the Richland County School District I Career and Technology Education (CATE) 2021 Taskforce, Columbia High School Academy of Finance Board, Sexual Trauma Services of the Midlands Board, Lexington County Multiagency Narcotics Enforcement Team, The National Association of Foreign-Trade Zones (NAFTZ), AAE SEC Annual Conference Planning Committee, Columbia Chamber Board, USO Advisory Board, River's Edge Retreat Board, Lexington County Board and Lexington Chamber Board.

- 2019 Summer Internship Programs with students from Auburn University and Benedict College.
- Staff members spoke at conferences/events to include: ACI-NA Business of Airports Conference, Annual AAE Conference, Rotaries, Chambers, County and City Council meetings.
- All DPS personnel are dual certified as fire and law enforcement officers and a minimum of medical first responders meeting FAA requirements. Each shift has an Academy certified "specific skills" instructor who can teach any academy approved lesson plan.
- Public Safety Deputy Chief Daniel Ruggiero provided active shooter training to all Richland-Lexington Airport District employees, Delta Air Lines, and FAA Flight Standards employees.
- Public Safety conducted hands-on fire extinguisher training for four CAE tenants.



- Chappelle Broome, Director of HR and Diversity, received the Predictive Index Talent Optimization Certification as a Talent Optimization Certified Leader.
- Chappelle Broome is a member of a national HR group working on a 2019-2020 Airport Cooperative Research Program (ACRP).
- Six new supervisors completed First Time Leaders Training Part I and II and received their certificates.
- Mike Gula graduated from the Leadership Lexington Program.
- Hudson Mann completed CAE's Affirmative Action Plan (AAP) Report showing a positive work force population with zero underutilization for the second year in a row; CAE currently staffs 65 FTE's (19 minorities and 22 females). We also have 10 veterans employed and 2 employees who self-identify as disabled which are also goals we strive to meet.
- CAE partnered with USC for the Ultimate Business Expo outreach to small, minority and women-owned businesses.

CAE along with 29 airports across the country organized and implemented the first ever Airport Rental Car Supplier Diversity Outreach Day on April 30, 2019 with the assistance of the following resource partners: AMAC, Avis/ Budget, Enterprise, Hertz, Dollar/Thrifty, Charleston Airport, Myrtle Beach and SCDOT. At CAE, we had two businesses (one certified and one is not) that walked away with contracts from two different car rental companies. The certified business gained opportunities with 3 of the 4 car rental companies in attendance. The non-certified company gained the opportunity to provide their goods to 40 locations with one of the car rental companies and also gained business with CAE.

The SC Airports Coalition Fly-In was held October 10th in Charleston.

Over 165 small, women-owned, minority-owned and locally owned businesses received information about upcoming opportunities with the four major SC Airports, the Charlotte-Douglas International Airport and the Florence Airport. Several success stories of DBE companies that have received business from the SC airports were shared at this event.

CAE

fly with ease