

Board Members

Gil Cabrera (Chair)
Mary Casillas Salas (Vice Chair)
Catherine Blakespear
Paul Robinson
Paul McNamara
Johanna Schiavoni
James Sly
Nora E. Vargas
Marni von Wilpert

Authority Advisory Committee Meeting Agenda

Wednesday, February 23, 2022
9:00 A.M.

San Diego International Airport
SDCRAA Administration Building
3225 N. Harbor Drive
San Diego, California 92101

Ex-Officio Board Members

Col. Thomas M. Bedell
Gustavo Dallarda
Gayle Miller

President/CEO

Kimberly J. Becker

This meeting of the Authority Advisory Committee of the San Diego County Regional Airport Authority will be conducted pursuant to the provisions of California Assembly Bill 361 which suspends certain requirements of the Ralph M. Brown Act. On February 3, 2022, the San Diego County Regional Airport Authority Board adopted Resolution No. 2022-0021 finding that as a result of the continuing State of Emergency and the fact that local officials have recommended measures to promote social distancing and a finding that meeting in person continues to present imminent risks to the health and safety of attendees, it is in the best interest of the Authority and the public to continue to conduct meetings of the Board's standing committees virtually pursuant to AB 361. Therefore, in the interest of public health, all Committee Members will be participating in the meeting electronically. In accordance with Assembly Bill 361 and Authority Board Resolution No. 2022-0021, there will be no members of the public in attendance at the Committee Meeting. We are providing alternatives to in-person attendance for viewing and participating in the meeting. In lieu of in-person attendance, members of the public may submit their comments in the following manner.

Public Comment during Board/Committee Meetings

If you'd like to speak live during the meeting, please follow these steps to request to speak:

- **Step 1:** Watch the meeting via the live Webcast located at the following link, <https://www.san.org/Airport-Authority/Meetings-Agendas/Advisory-Committee?EntryId=14987>
PLEASE NOTE: There is approximately 20 seconds of lag time between the meeting and the Webcast.
- **Step 2:** When the Chair introduces the item that you would like to comment on, (*or indicates that it is time for Non-Agenda Public Comment*), call into the public comment line by following the following directions :
REMINDER: Please do not call until the item you want to comment on is being discussed.

Wednesday, February 23, 2022

1. Dial **1-619-737-2396**
2. When prompted, input Conference ID: **871 201 490#**
3. You will then hear: ***"If you're the meeting organizer, press star now. You are now joining the meeting."*** Ignore this message.
4. After a few seconds, you will hear: ***"Please wait for the leader to admit you into the meeting, thank you for your patience."*** This is an indication that you are in the waiting room, Authority staff will admit you into the meeting when it is your time to speak.
5. After being admitted into the meeting, your microphone will be live, **please turn off your webcast to avoid feedback.** Staff will then ask you to state your name and begin your comments.

Written Non-Agenda Public comment and/or Public Comment on agenda items may also be submitted to the Authority clerk at clerk@san.org. Comments received no later than 8:30 a.m. on the day of the meeting will be distributed to the Board or Committee and included in the record.

How to Watch the Meeting

You may also view the meeting online at the following link: <https://www.san.org/Airport-Authority/Meetings-Agendas/Advisory-Committee?EntryId=14987>

Requests for Accessibility Modifications or Accommodations

As required by the Americans with Disabilities Act (ADA), requests for agenda information to be made available in alternative formats, and any requests for disability-related modifications or accommodations required to facilitate meeting participation, including requests for alternatives to observing meetings and offering public comment as noted above, may be made by contacting the Authority Clerk at (619) 400-2550 or clerk@san.org. The Authority is committed to resolving accessibility requests swiftly in order to maximize accessibility.

This Agenda contains a brief general description of each item to be considered. The indication of a recommended action does not indicate what action (if any) may be taken. ***Please note that agenda items may be taken out of order.*** If comments are made to the Committee without prior notice or are not listed on the Agenda, no specific answers or responses should be expected at this meeting pursuant to State law.

Staff Reports and documentation relating to each item of business on the Agenda are on file in Board Services and are available for public inspection

Note: Pursuant to Authority Code Section 2.15, all Lobbyists shall register as an Authority Lobbyist with the Authority Clerk within ten (10) days of qualifying as a lobbyist. A qualifying lobbyist is any individual who receives \$100 or more in any calendar month to lobby any Board Member or employee of the Authority for the purpose of influencing any action of the Authority. To obtain Lobbyist Registration Statement Forms, contact the Board Services/Authority Clerk Department.

Wednesday, February 23, 2022

CALL TO ORDER:

ROLL CALL:

Committee Members: Oris Dunham, Michael DiGirolamo, Cameron "Cam" Humphres, Christiana Debenedict, Deanna Spehn, Jeffrey Gattas, Carol Kim, Nikia Clarke, James O'Callaghan, Jaymie Bradford, Christie Marcella, Bill Sandke, Robert Calix, Haney Hong, Kerri Kapich, Brigette Browning, Ann Fox, Jim Gruny, Gita Murthy, Brittany Applestein Syz

CHAIR'S COMMENTS:

NEW BUSINESS:

- 1. NEW T1 UPDATE:**
Dennis Probst, Vice President, Development
- 2. NEW T1 OUTREACH UPDATE:**
Michelle Brega, Senior Director, External Relations
- 3. SMALL BUSINESS DEVELOPMENT UPDATE:**
Maria Quiroz, Interim Manager Small Business Development
- 4. AIR SERVICE DEVELOPMENT UPDATE:**
Hampton Brown, Vice President & Chief Revenue Officer, Marketing & Air Service Development

NON-AGENDA PUBLIC COMMENT:

Non-Agenda Public Comment is reserved for members of the public wishing to address the Committee on matters for which another opportunity to speak **is not provided on the Agenda**, and which is within the jurisdiction of the Board. Please submit a completed speaker slip to the Authority Clerk. ***Each individual speaker is limited to three (3) minutes. Applicants, groups and jurisdictions referring items to the Board for action are limited to five (5) minutes.***

Note: Persons wishing to speak on specific items should reserve their comments until the specific item is taken up by the Committee.

COMMITTEE MEMBER COMMENTS:

ADJOURNMENT:

Wednesday, February 23, 2022

Policy for Public Participation in Board, Airport Land Use Commission (ALUC), and Committee Meetings (Public Comment)

- 1) Persons wishing to address the Board, ALUC, and Committees shall submit an email to the Clerk at clerk@san.org prior to the initiation of the portion of the agenda containing the item to be addressed (e.g., Public Comment and General Items). Failure to submit an email shall not preclude testimony, if permission to address the Board is granted by the Chair.
- 2) The Public Comment Section at the beginning of the agenda is reserved for persons wishing to address the Board, ALUC, and Committees on any matter for which another opportunity to speak is not provided on the Agenda, and on matters that are within the jurisdiction of the Board.
- 3) Persons wishing to speak on specific items listed on the agenda will be afforded an opportunity to speak during the presentation of individual items. Persons wishing to speak on specific items should reserve their comments until the specific item is taken up by the Board, ALUC and Committees.
- 4) If many persons have indicated a desire to address the Board, ALUC and Committees on the same issue, then the Chair may suggest that these persons consolidate their respective testimonies. Testimony by members of the public on any item shall be limited to **three (3) minutes per individual speaker and five (5) minutes for applicants, groups and referring jurisdictions.**
- 5) Pursuant to Authority Policy 1.33 (8), recognized groups must register with the Authority Clerk prior to the meeting.

After a public hearing or the public comment portion of the meeting has been closed, no person shall address the Board, ALUC, and Committees without first obtaining permission to do so.

Additional Meeting Information

NOTE: This information is available in alternative formats upon request. To request an Agenda in an alternative format, or to request a sign language or oral interpreter, or an Assistive Listening Device (ALD) for the meeting, please telephone the Authority Clerk's Office at (619) 400-2550 at least three (3) working days prior to the meeting to ensure availability.

For your convenience, the agenda is also available to you on our website at www.san.org.

For those planning to attend the Board meeting, parking is available in the public parking lot located directly in front of the Administration Building. Bring your ticket to the third-floor receptionist for validation.

You may also reach the SDCRAA Building by using public transit via the San Diego MTS System, Route 992. For route and fare information, please call the San Diego MTS at (619) 233-3004 or 511.

Advisory Committee New Terminal 1 Update

Presented by:

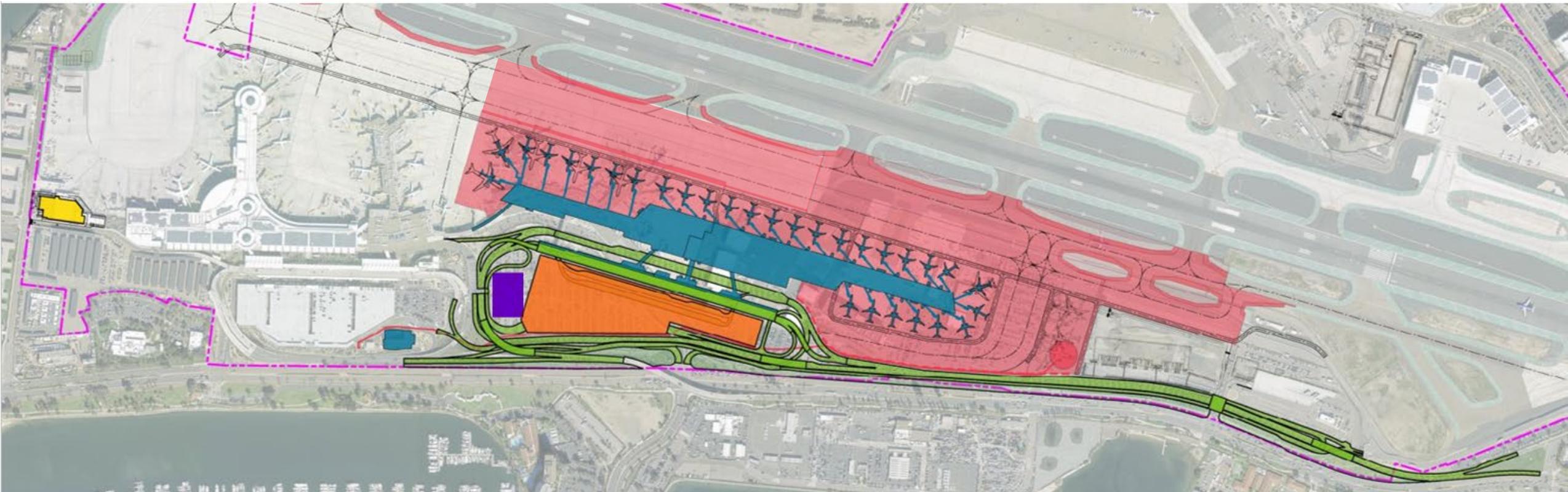
Dennis Probst, Vice President Development

February 23, 2022

New Terminal 1 (NT1)

OVERALL PROGRAM SCOPE

-  Package 1 – Terminal and Roadways
-  Package 2 – Airside Improvements
-  Package 3 – Administration Building
-  Future Transit Station



| NT1 Terminal and Roadways

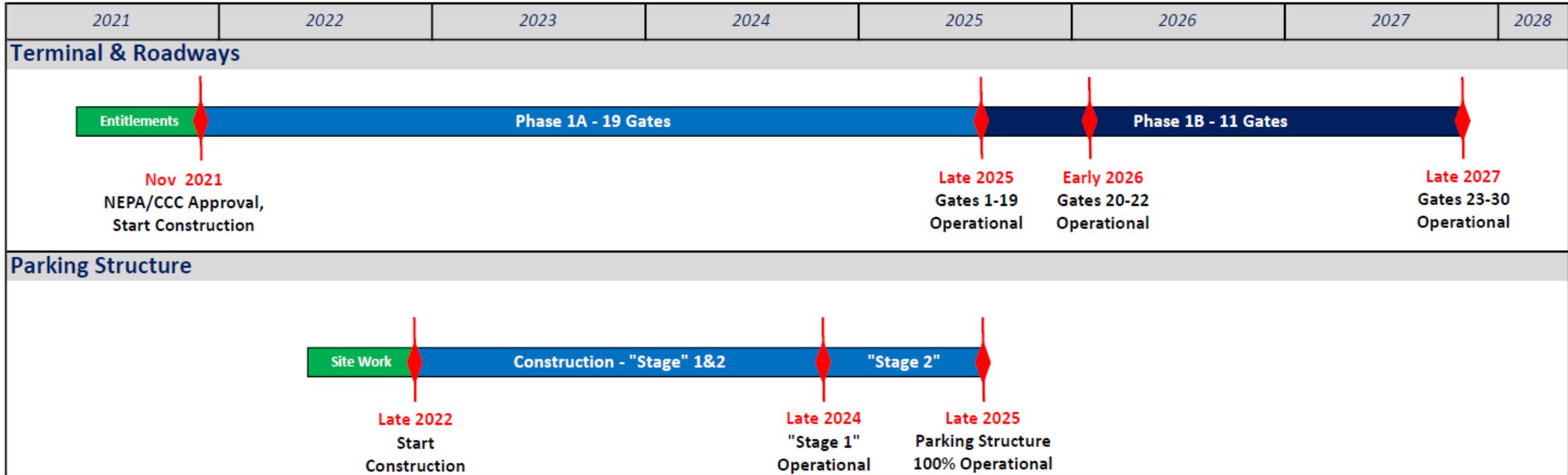
MAJOR MILESTONES ACHIEVED

- Board Approval of Maximum Contract Price (MCP) October 07, 2021
- NEPA Approval - October 22, 2021
- Turnover Existing T1 Gates 1, 1A, 2 and FMD Buildings - November 01, 2021
- Approval from California Coastal Commission for Start of Construction - November 01, 2021
- PMC Construction Completion - December 20, 2021
- Partially Close Existing T1 Parking Lot - January 2021

UPCOMING MAJOR MILESTONES

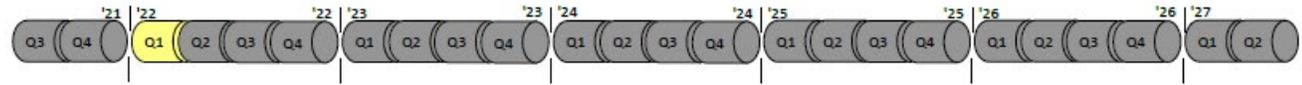
- Gates 1/1A/2 Hard Demo Starts - February 2022
- Gates 3&4 Closure, B6/G4 Relocation to T2 - February 2022
- Terminal Building Construction Start - Anticipated May 2022

New T1 Project Timeline / Milestones



New T1 Campus-Wide Logistics Plan

Campus-Wide Logistics Plan
 2022 Quarter 1
 January 1st - March 31st



Project Schedule				Active Parking Schedule				Symbols Legend		
Tag	Project	Start	End	Tag	Project	Start	End	Tag	Type	Available Stalls
O1	CIP - West Solid & Liquid Waste Facility	6/1/2021	6/18/2022	TRV	Parking - Valet Parking Lot	1/3/2022	1/10/2022	PR	Parking - Revenue	~4,000
O2	CIP - West Refueler Loading Facility	6/1/2021	5/26/2022	A1A	Airside Phase 1A	2/1/2022	3/2/2022	PS	Parking - Staff	~500
TR	T&R Phase 1A - Stage 1	8/1/2021	4/30/2022	A1B	Airside Phase 1B	2/4/2022	6/26/2024	PT	Parking - Trade	~900
O17	T2 HPD, ACO, ACOM Relocation	8/1/2021	5/30/2022	A2	Airside Phase 2A	3/1/2022	4/1/2023	PH	Parking - Hold Lot	~400
O11	Airfield Lighting Vault Modifications	9/1/2021	4/30/2022	TRW	Temp Waste Facility #1	1/3/2022	4/1/2023			
O4	CIP - East Solid & Liquid Waste Facility	11/1/2021	11/7/2023	O13	T1 East Hydrant Fuel (Gates N1-22)	4/1/2022	12/31/2025			
O12	New Triturator & Wash Rack	11/1/2021	3/1/2023	TR	T&R Phase 1A - Stage 2	5/1/2022	10/31/2022			
O8	SO&E Utility Relocation	12/6/2021	2/15/2022	O15	East Fuel Rack Demo	5/27/2022	8/15/2022			
O5	New Admin Building	12/10/2021	10/23/2023							

Symbol	Description
Yellow box	Project In-progress
Green box	Project Complete
Red box	Relocate/Demolition
Blue box	Laydown/Staging Area
Green box with diagonal lines	Active Parking
Red dashed line	Construction Fence
Blue line with circles	AOA Fence
Blue airplane icon	RON Aircraft Spot
Red circle	Least Tern Nesting 800' Radius
Red dashed circle	Least Tern Nesting 1200' Radius



Drawing Date:
02-04-22
 Drawing #:
L-03

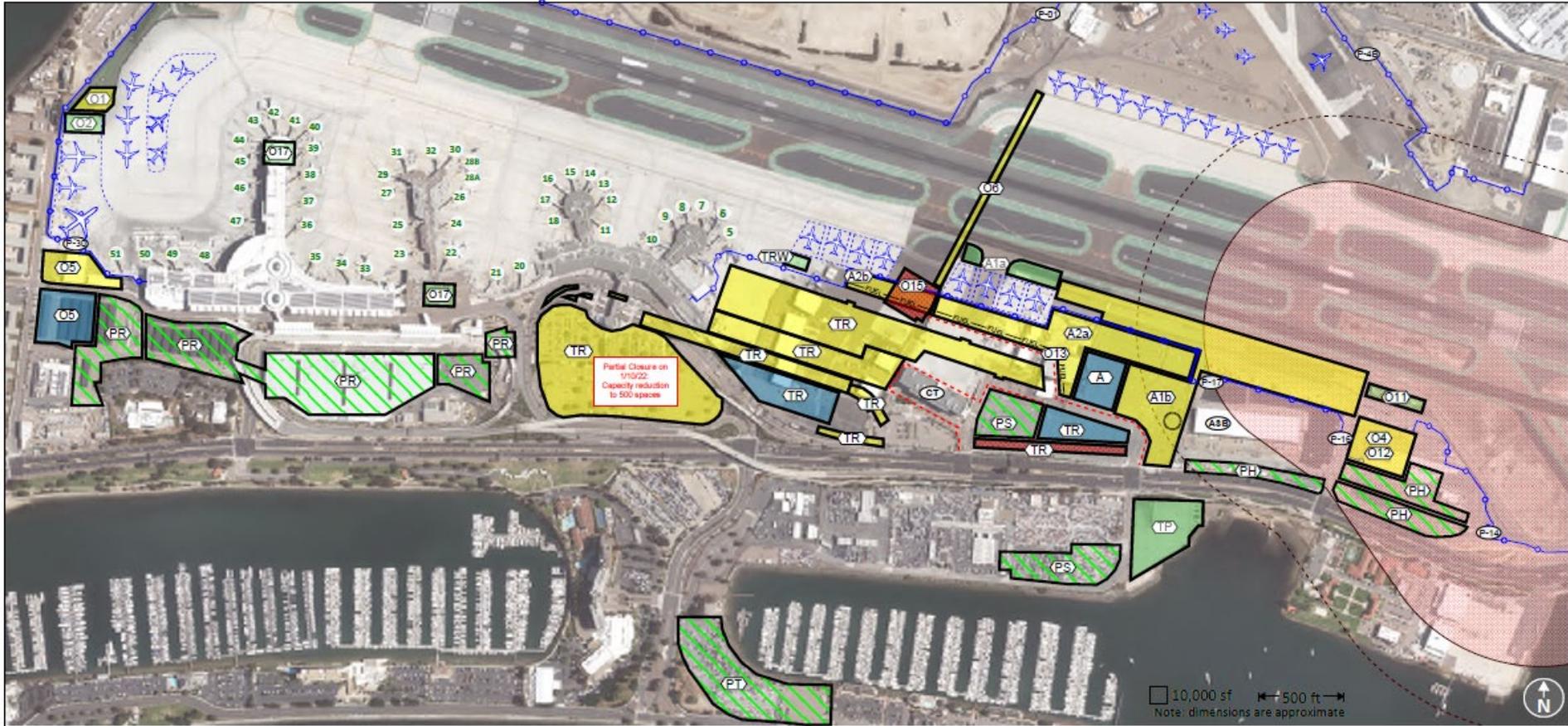
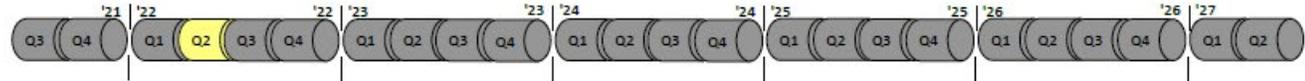
*Developed by ADP Logistics team. Contact ADP Logistics for information regarding this document.



New T1 Campus-Wide Logistics Plan

Campus-Wide Logistics Plan

2022 Quarter 2
April 1st - June 30th



Project Schedule						Active Parking Schedule			Symbols Legend			
Tag	Project	Start	End	Tag	Project	Start	End	Tag	Type	Available Stalls	Symbol	Description
O1	CIP - West Solid & Liquid Waste Facility	6/1/2021	6/18/2022	A2a	Airside Phase 2A	2/4/2022	2/8/2023	PR	Parking - Revenue	~4,000	Yellow	Project In-progress
O2	CIP - West Refueler Loading Facility	6/1/2021	5/26/2022	TRW	Temp Waste Facility #1	3/1/2022	4/1/2023	PS	Parking - Staff	~500	Green	Project Complete
TR	T&R Phase 1A - Stage 1	8/1/2021	4/30/2022	O13	T1 East Hydrant Fuel (Gates N1-22)	4/1/2022	12/31/2025	TR	Parking - Trade	~900	Blue	Laydown/Staging Area
O17	T2 HPD, ACCO, AODM Relocation	8/1/2021	5/30/2022	TR	T&R Phase 1A - Stage 2	5/1/2022	10/31/2022	PH	Parking - Hold Lot	~400	Red	Relocate/Demolition
O11	Airfield Lighting Vault Modifications	9/1/2021	4/30/2022	O15	CIP - Fuel Transfer Line under Runway	5/27/2022	12/30/2022	PH	Parking - Hold Lot	~400	Red	Relocate/Demolition
O4	CIP - East Solid & Liquid Waste Facility	11/1/2021	11/7/2023	O15	East Fuel Rack Demo	5/27/2022	8/15/2023	PH	Parking - Hold Lot	~400	Red	Relocate/Demolition
O12	New Tiltrotator & Wash Rack	11/1/2021	3/1/2023									
O5	Now Admin Building	12/20/2021	10/23/2023									
A1B	Airside Phase 1B	2/4/2022	6/26/2024									

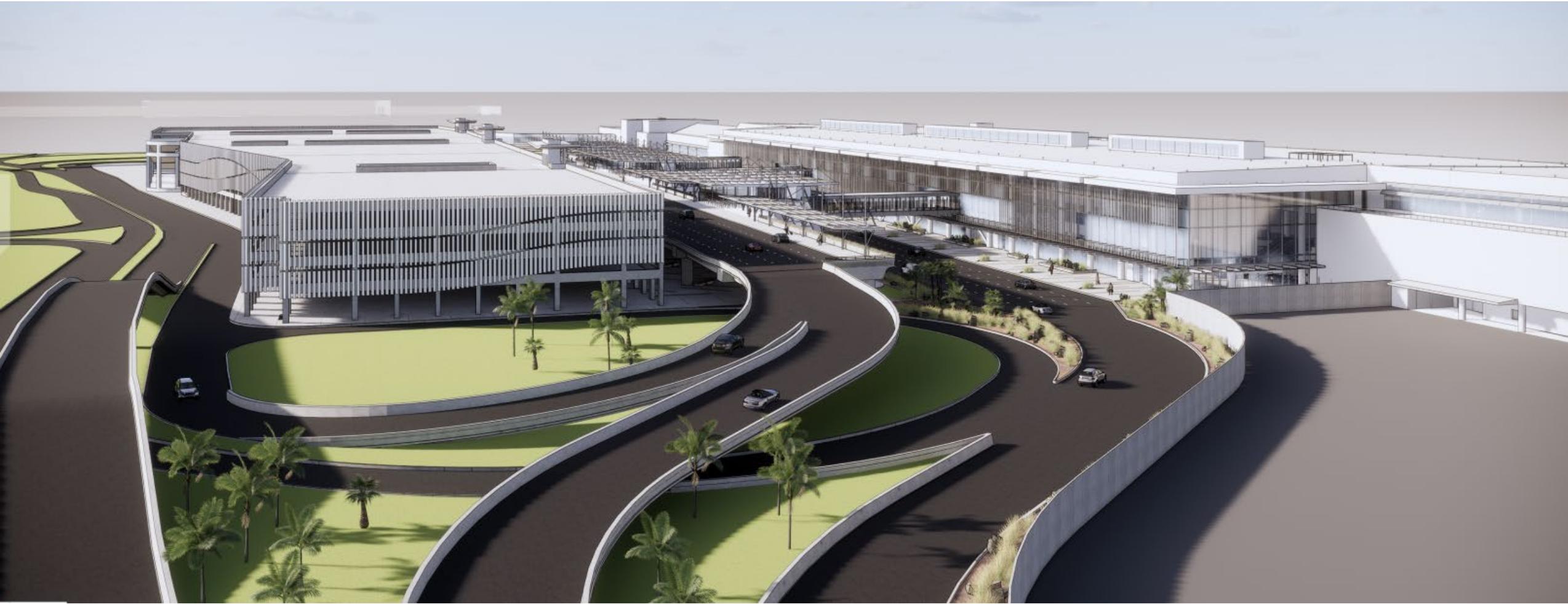
*Developed by ADP Logistics team. Contact ADP Logistics for information regarding this document.



Drawing Date:
02-04-22
Drawing #:
L-04

NT1 Design Update

| New Terminal 1 (NT1) Aerial View



| South Façade - Brace Frame



| Ticket Lobby - Pre-Security Checkpoint



| East Concourse - Looking West



| Food Hall - East Concourse



| Boarding Lounges



| Baggage Claim Lobby

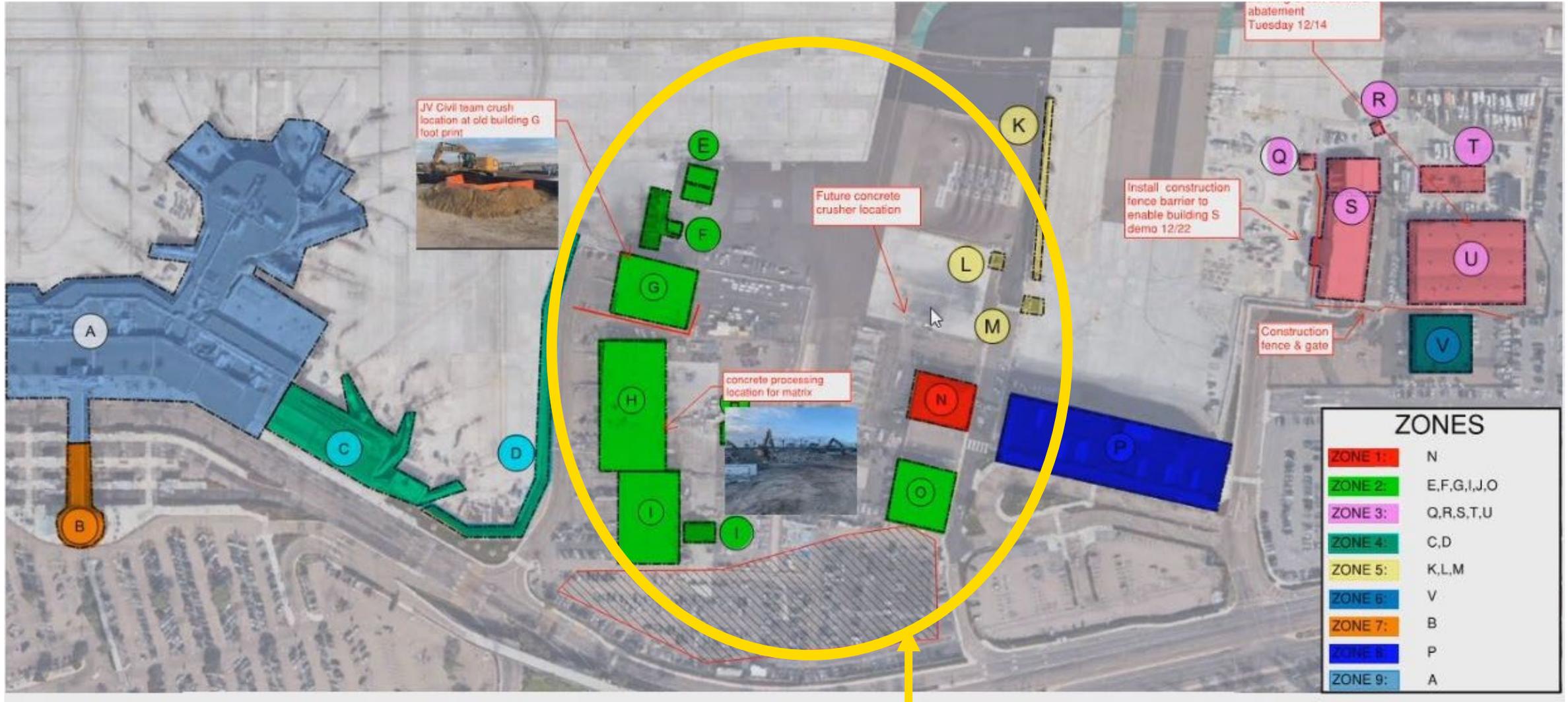


| Arrivals / Passenger Pickup



NT1 Construction Update

Demolition Plan



Area of Work 2021

Area of Work Q1 2022



Detail for Area of Work Q1 2022



Relocation of Historic United Airlines Hangar



| Exterior Skin Removed



Deconstruction of Structural Steel Framing



Historic Hangar In Storage Waiting to be Relocated



New Airline Belly Cargo Facility



| Old Airline Belly Cargo Buildings



| Airline Belly Cargo Buildings During Demolition



| Airline Belly Cargo Buildings - Crushing Concrete



| Old Facilities Maintenance Department Building (FMD)



| Old FMD Building After Demolition



| Existing Gates 1, 1A, & 2 Demolition



| Existing Gates 1, 1A, & 2 Demolition



| Existing Gates 1, 1A, & 2 Demolition





Questions?

New T1 Outreach Update - Q1 2022

Michelle Brega, Sr. Director, External Relations
San Diego County Regional Airport Authority

February 23, 2022

NEW T1 PUBLIC OUTREACH GOAL:

Generate excitement for the long-awaited New T1, while simultaneously and effectively communicating construction impacts to the community and customer.

Messaging Arc

NEW
T1

The New T1: Cleared for Takeoff
Groundbreaking – Q4 2021-early 2022

The New T1: Wheels Up
Beginning of Customer Impact - 2022

The New T1: In Flight
Ongoing Project Work – 2023-24

The New T1: On Approach
Nearing Completion – 2025-26

The New T1: Now Arriving
Project Completion – 2027-28

Milestones

- Groundbreaking
- EDR, Parking Plaza, Airside Improvements, Admin Building
- First 19 Gates - new visitor experience
- Next 11 Gates
- Grand Opening

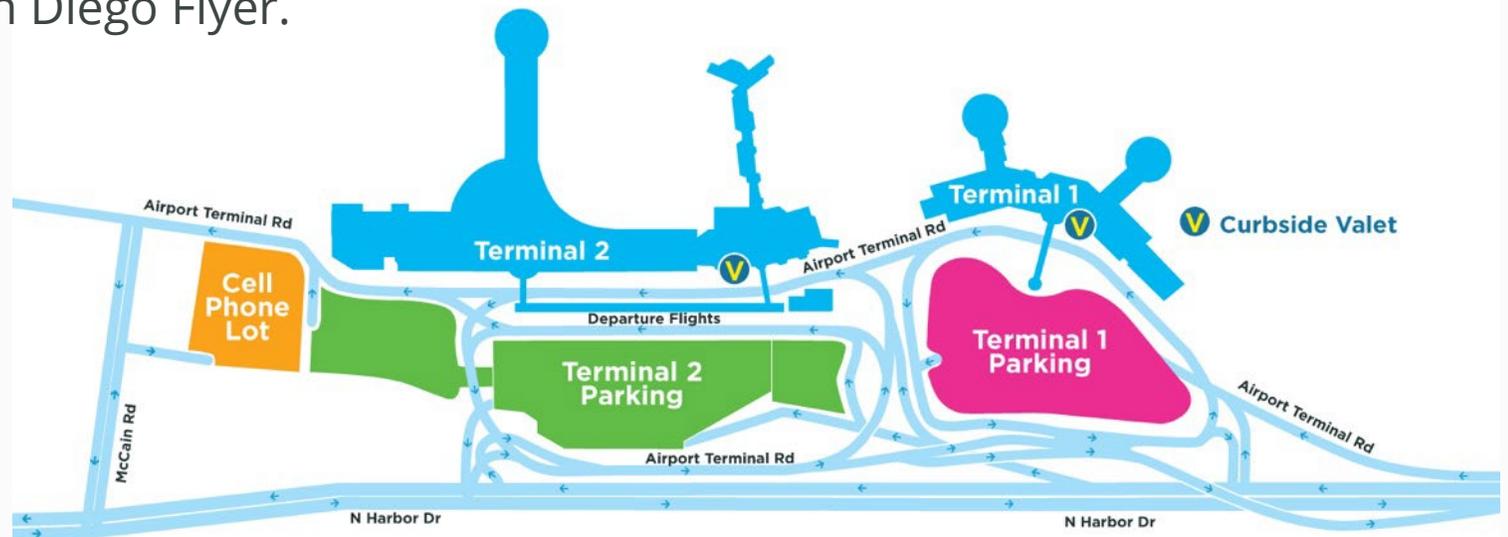
“Cleared for Takeoff” New T1 Customer Messaging Goals through 2022

- Generate traveler and community awareness of the New T1 project
 - **Groundbreaking event**
<https://www.youtube.com/watch?v=lltvZ38O9lw>
- Minimize inconveniences w/ timely updates on travel impacts
- Provide customer with options, including parking, transit, drop off, TNC, Taxi
- Support airport revenues



Airport parking will be limited

- **Terminal 1 lot is partially closed. [Permanent closure July 2022]**
- Reserve your spot now. Check out real-time parking availability and make a reservation at san.org or newT1.com
- Try curbside valet at Terminal 1 or 2.
- Ride the new Terminal Loop Shuttle.
- Take transit. Hop on the new San Diego Flyer.



Earned Media - Recent Headlines



The San Diego International Airport's Groundbreaking New Plans for Terminal 1



San Diego Airport Authority Breaks Ground on Project to Replace Terminal 1



San Diego Airport Alert: Construction Forcing Changes in Parking Lots



San Diego International Airport, Other County Airports to Receive Millions from Infrastructure Bill

Paid Media Campaign

ESTIMATED REACH

85%

Leisure Travelers

CAMPAIGN GOALS

- Achieve optimal reach with available resources
- Reach San Diego's leisure travelers
- Support airport revenues

DELIVERING 26+ MILLION IMPRESSIONS VIA STRATEGIC MEDIA CHANNELS

- Traditional & Streaming Radio + Digital + Paid Social Media

Total Traffic
& Weather Network

Sunny
98.1!
San Diego's Greatest Hits

SAN DIEGO'S #1
103.7 KSON
NEW COUNTRY

kpbs

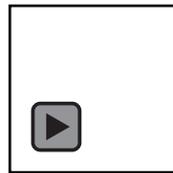
KyXy
96.5

SANDIEGO
INTERNATIONAL AIRPORT
LET'S GO.

QUÉ BUENA
106.5

AMOR
102.9

Campaign Creative



NEW T1 **CLEARED FOR TAKEOFF**

A New Terminal 1 is coming to San Diego International Airport

Learn more about travel impacts and stay connected: Visit **NewT1.com**.

The logo for San Diego International Airport, featuring a stylized green and blue building icon and the text 'SANDIEGO INTERNATIONAL AIRPORT LET'S GO.'

NEW T1 **CLEARED FOR TAKEOFF**

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Outreach to Airlines

GOAL: Partner w/ airlines to reach customers booking travel out of SAN

- All airlines contacted; communication ongoing
- Message to airlines: Construction will impact customers traveling out of both terminals. Parking will be limited.
- Impact and timelines communicated
 - Reductions occurring in front of both terminals beginning in Jan
 - Complete loss of T1 parking in July
 - Call to Action: Plan ahead and make a parking reservation.
- **Our Ask: Partner with us to get word out to your customers.**

Current Status with Airlines

TERMINAL 1 AIRLINES



TERMINAL 2 AIRLINES



Examples of Airline Communications

COVID-19 documents needed to enter the U.S.
View our mobile site | View in Browser

Southwest Manage Flight | Flight Status | My Account

International COVID-19 Travel Advisory
Your destination currently has travel restrictions in place.
Documentation required | U.S. Entry COVID-19 Test and/or Vaccination

Travel notice
San Diego flight departures: We recommend you arrive at the airport 30 minutes prior to your scheduled departure. Please check monitors prior to proceeding to your gate.
[Learn more.](#)

If you're bringing any batteries, portable chargers, or power banks, they must be with you or packed in your carryon bag. [Learn more.](#)

January 10
SAN ✈️ **CUN**
San Diego to Cancun

jetBlue

Hello, Sandra.

We have some important information for you about some exciting changes underway at San Diego International Airport (SAN).

Effective Thursday, February 24, 2022 JetBlue will move from our existing home in Terminal 1 West (T1W) to Terminal 2 West (T2W). Our ticket counter will now be located on level 2 (Departures Level).

Please note, there is ongoing construction which will impacting the onsite parking. We have launched a curbside valet parking or if you would like to self-park Terminal 2 Parking Plaza is available. We strongly urge you to reserve a Terminal 2 Parking Plaza space ahead of time. You can access this through the airport's reservations systems. In July this year there will no longer be parking available in front of Terminal 2. Terminal 2 parking will permanently be moved to Terminal 2 Parking Plaza.

To ensure ample time to reach your gate, we encourage you to arrive at the airport at least 90 minutes prior to your scheduled departure. Please check monitors around the airport or look for a JetBlue crewmember for assistance.

Always have JetBlue at your fingertips by downloading the JetBlue app. You can get flight status alerts, manage your trip, get a mobile boarding pass, and more.

Thank you for choosing to fly with us. We look forward to seeing you soon.



DELTA BOOK CHECK-IN MY TRIPS FLIGHT STATUS Travel Info SkyMiles Need Help? SIGN UP LOG IN

ADVISORIES

San Diego Construction Alert (SAN)

Coronavirus Travel Updates

Current Advisories

San Diego Construction Alert (SAN)

Update (BOS)

South Korea (ICN)

North Korea (ICN)

San Diego Construction Alert (STR)

Book Manage Check in Where we fly Traveling with us Mileage Plan

San Diego Construction Alert (SAN)

Due to construction at San Diego International Airport (SAN), parking availability at Terminal 1 & 2 is reduced. Delta customers are encouraged to **reserve** a spot in the Terminal 2 Parking Plaza prior to their day of travel. Valet service is also available curbside in front of Terminal 2 check-in.

Travel advisories

Travel from San Diego (SAN)

Beginning January 10, 2022: Due to construction at Terminal 1, parking may be limited. Please consider making a reservation or utilize curbside valet service. [Learn more about Terminal 1 construction](#) and how it may impact your travel.



Owned Channels

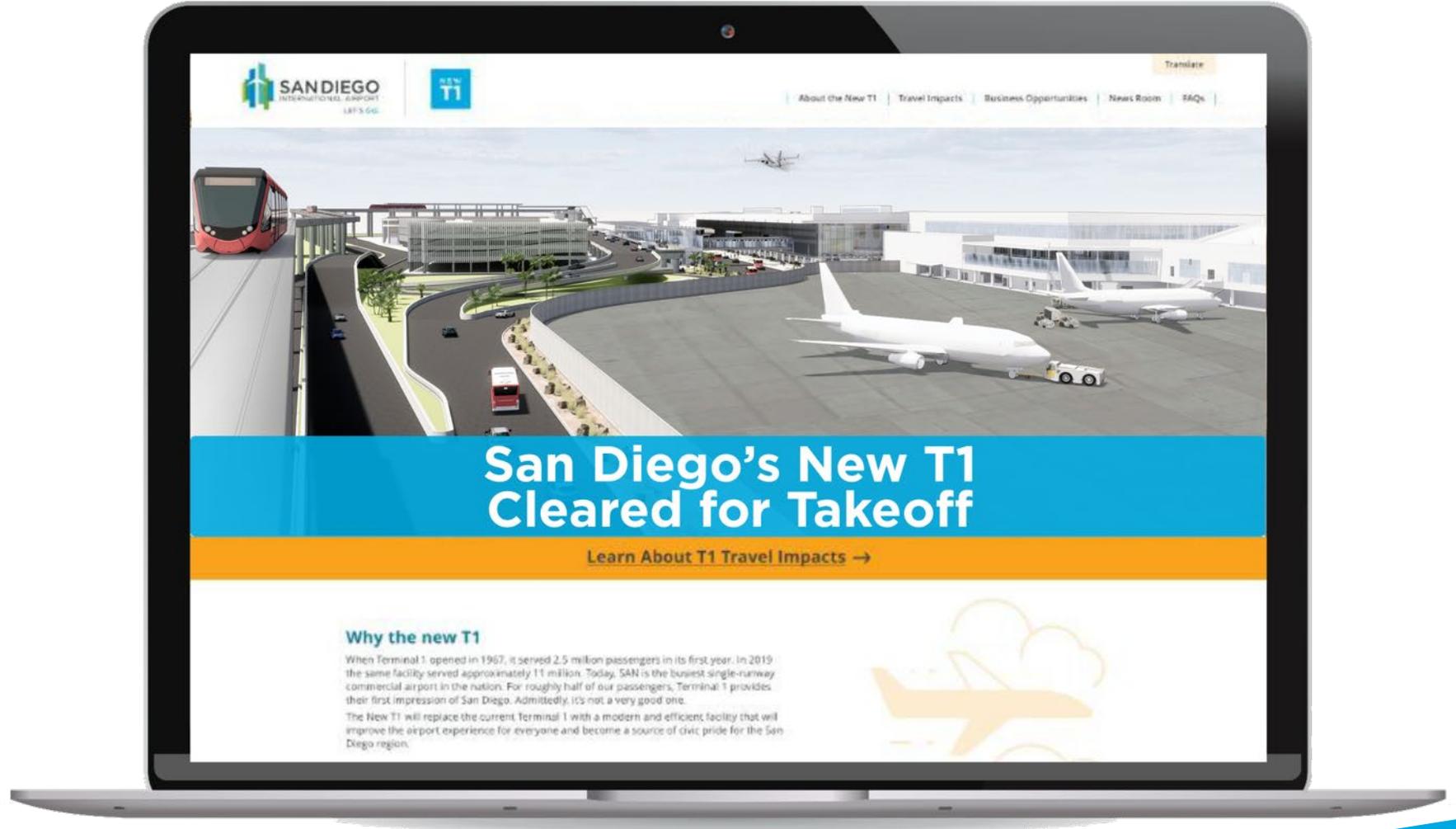
ONLINE

- Airport/Authority social media channels (FB, Instagram, LinkedIn)
- Websites (san.org and NewT1.com), NewT1info@san.org
- 3rd Party Map Services (Google, Apple, etc.)

ON-AIRPORT

- TV Networks at all Gate Areas (Reach TV)
- Airport-wide Digital Advertising Network (Clear Channel)
- In-lot Signage and Flier Distribution (ACE Parking)

TheNewT1.com



Newsletter New T1 Navigator



Quarterly Newsletter



Real-Time Construction Alerts

The New T1 has been cleared for takeoff!
Stay in the know with regular updates.

Sign up for email updates here:

*Name

*Email

Sign up for text updates (including traffic alerts) here:

Phone (XXX) XXX-XXXX



*Check this box to agree to receive informational updates from SAN about upcoming changes, closures, and other updates related to the construction of the New Terminal 1 at SAN. Message frequency varies. Message and data rates may apply. Privacy Policy.

SUBMIT

Opt-in page on newT1.com

Website Additions

- Redesigned **San.org/parking** to feature only T1, T2, Valet, and Cell Lot
- Redesigned map of parking lots with current services
- Added scheduled impacts to parking lots and cell lot to **Travel Impacts** page
- Adding Reservations modules to **Travel Impacts** page on NewT1.com
- Adding Real Time Availability module to **San.org** home page and NewT1.com (mid-Jan)

Parking Availability

Terminal 1

46% Full

Terminal 2

52% Full

Parking Reservations

< DECEMBER 2021

SU	MO	TU	WE	TH	FR	SA
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

JANUARY 2022 >

SU	MO	TU	WE	TH	FR	SA
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

Entry time

6:00 AM

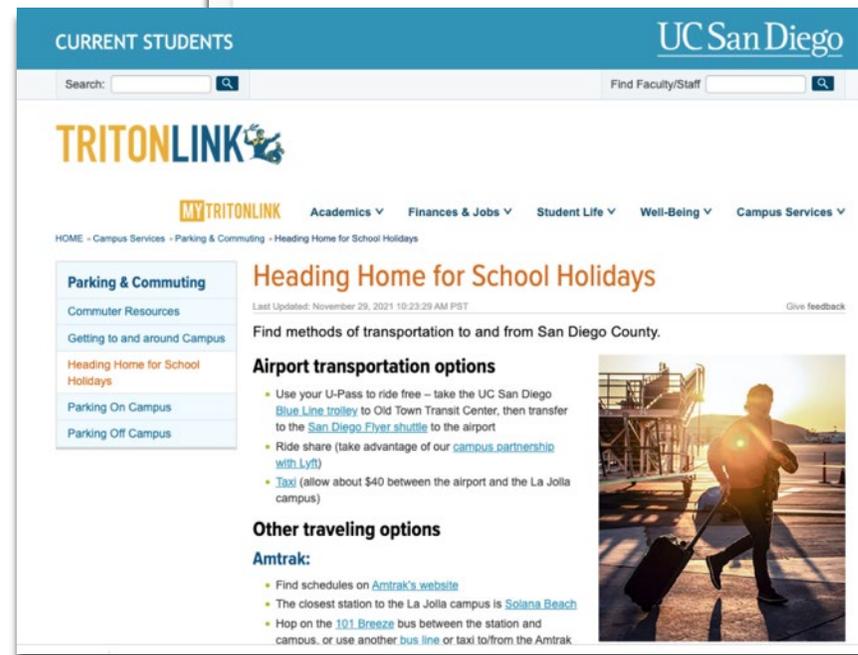
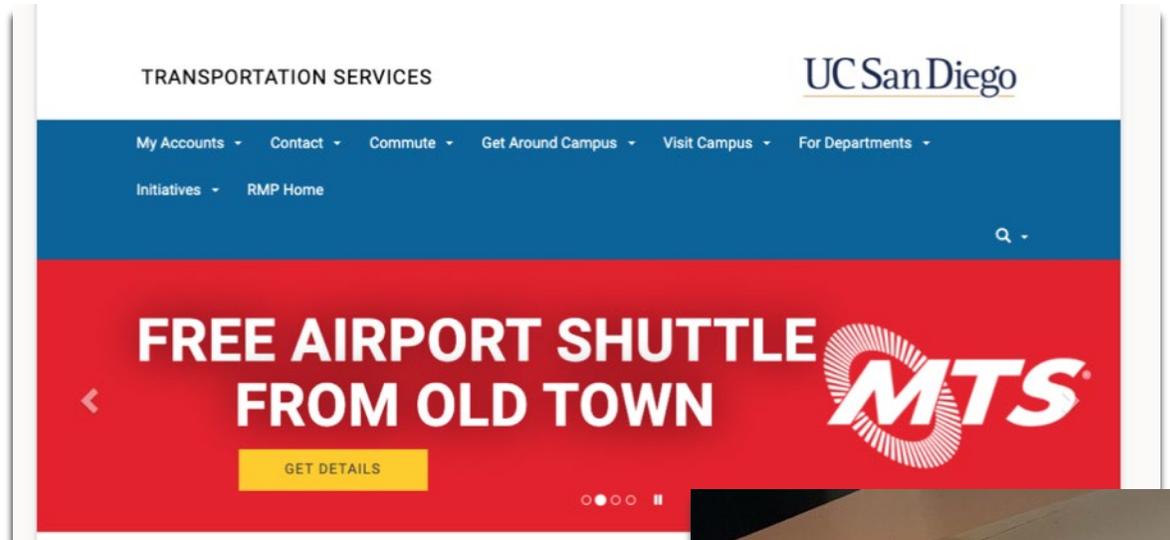
Exit time

11:00 PM

Search

SD Flyer Free EV Shuttle to/from OTTC

- Shuttle placement at OTTC
- SAN-owned communication channels
- Partner-owned channels
- On-airport signage
- OTTC signage – short-term and long-term



Ongoing Outreach

NEW
T1



Presentations



Neighboring
residential and
business outreach



Community
events



Elected Officials

Authority Advisory Committee

Small Business Development Update

February 23, 2022

Overview

- Airport Support Facilities
- New T1 Administration Building
- New T1 Terminals and Roadways
- Local Business Certification
- Outreach, Education, & Training
- Upcoming Events



Airport Support Facilities

PROJECT OVERVIEW

SUNDT Small Business Commitment	35% (\$83 million)
Subcontracted to Date	\$123 million
Small Business Attainment to Date	57.4% (\$47 million)
Project Completion	100 %



New T1 Administration Building

PROJECT OVERVIEW

SUNDT Small Business Commitment	35%
Subcontracted to Date	\$13 million
Small Business Attainment to Date	0.4% (\$334,211)
Project Completion	7.3 % (based on cost)



New T1 Terminals & Roadways

PROJECT OVERVIEW

ARRIVE Small Business Commitment	25%
Subcontracted to Date	\$67.4 million
Small Business Attainment to Date	47% (31.5 million)
Project Completion	5.5 % (based on cost)



Local Business Certification Update

LBE Certification Approvals	
2019	28
2020	104
2021	297
Total	429



San Diego International Airport LOCAL BUSINESS ENTERPRISE (LBE) CERTIFICATION

The San Diego County Regional Airport Authority ("Authority") recently launched the Local Business Enterprise (LBE) certification to allow for local business preference in the award of contracts by the Authority. The Authority encourages firms to review the local business criteria and apply for certification. Firms desiring consideration for local business preference must qualify as an LBE prior to solicitation due dates.

To apply for the LBE certification:

- Go to www.san.org/smallbusiness;
- Under "Overview" tab, click on "Get Your Local Business Certified" to load "Local Business Enterprise Affidavit Eligibility" Form;
- Download and complete "Local Business Affidavit Eligibility" Form;
- Follow "submission instructions" on page 2 of Affidavit to complete submission of Affidavit and supporting documents.



NO FEE FOR CERTIFICATION

If you have questions,
please contact:

Small Business Development
LBE@san.org
(619) 400-2568

Outreach, Education & Training

- OSHA 30-Hour Workshop - 7 attendees
- Turner School of Construction Mgt. - 65 graduates
- Meet the Primes - 332 attendees
- End of Federal Fiscal Year Joint Venture Compliance Training - 12 attendees
- Veterans Appreciation Panel - 72 attendees
- Attended 8 external outreach events - 564 businesses
- 2 LBE Certification and How to do Business with the Airport Training (New T1) - 85 attendees
- Airside Outreach Event – 155 attendees
- Labor Compliance (New T1) - 42 attendees
- Administration Building Matchmaking Event
17 firms met with SBD. 320 total attendees
- Business Incentive Credits - 35 attendees
- Airport Rental Car Center Diversity Outreach Event
200 attendees



Upcoming Events



- Airport Rental Car Supplier Diversity Outreach Day
April 26th, 2022
- Turner School of Construction Mgt.
Spring and Fall 2022
- DBE Outreach Event
July 14th, 2022
- Meet the Primes Matchmaking
October 11th & October 18th, 2022
- Veterans Appreciation Panel
November 17th, 2022



Questions?

Contact:

**Maria A. Quiroz,
Interim Manager,
Small Business
Development**

mquiroz@san.org

619-400-2571



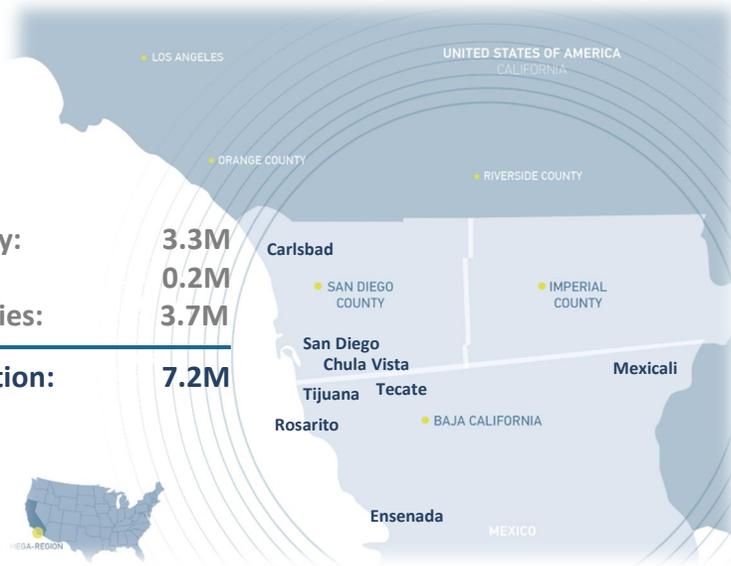
Air Service Update

February 24, 2022

Hampton Brown
Vice President

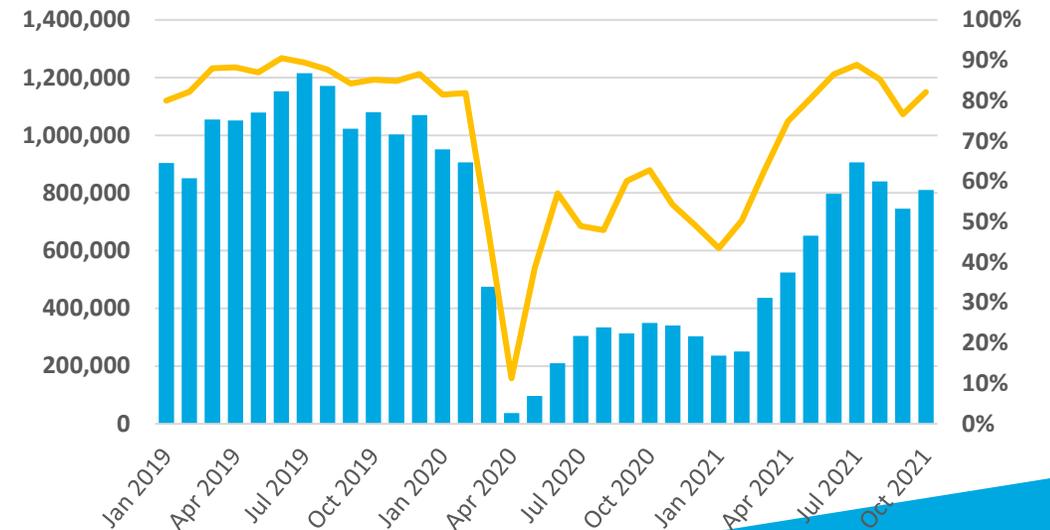
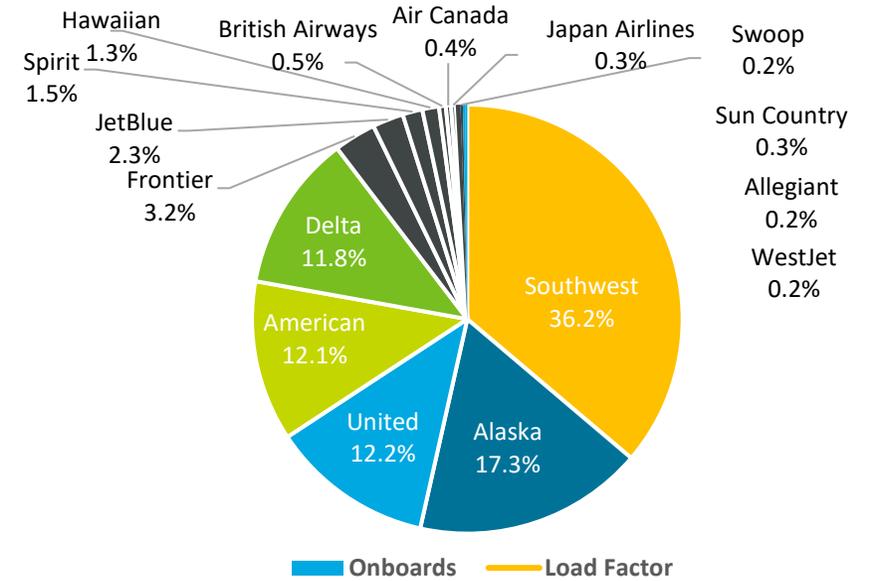
Market Snapshot

San Diego County: 3.3M
 Imperial County: 0.2M
 Region's Baja Cities: 3.7M
Regional Population: 7.2M



Rank	City	Population
#5	San Diego	7.2M
#6	Houston	7.1M
#7	DC	6.4M
#8	Philly	6.3M
#9	Miami	6.1M
#10	Atlanta	6.1M

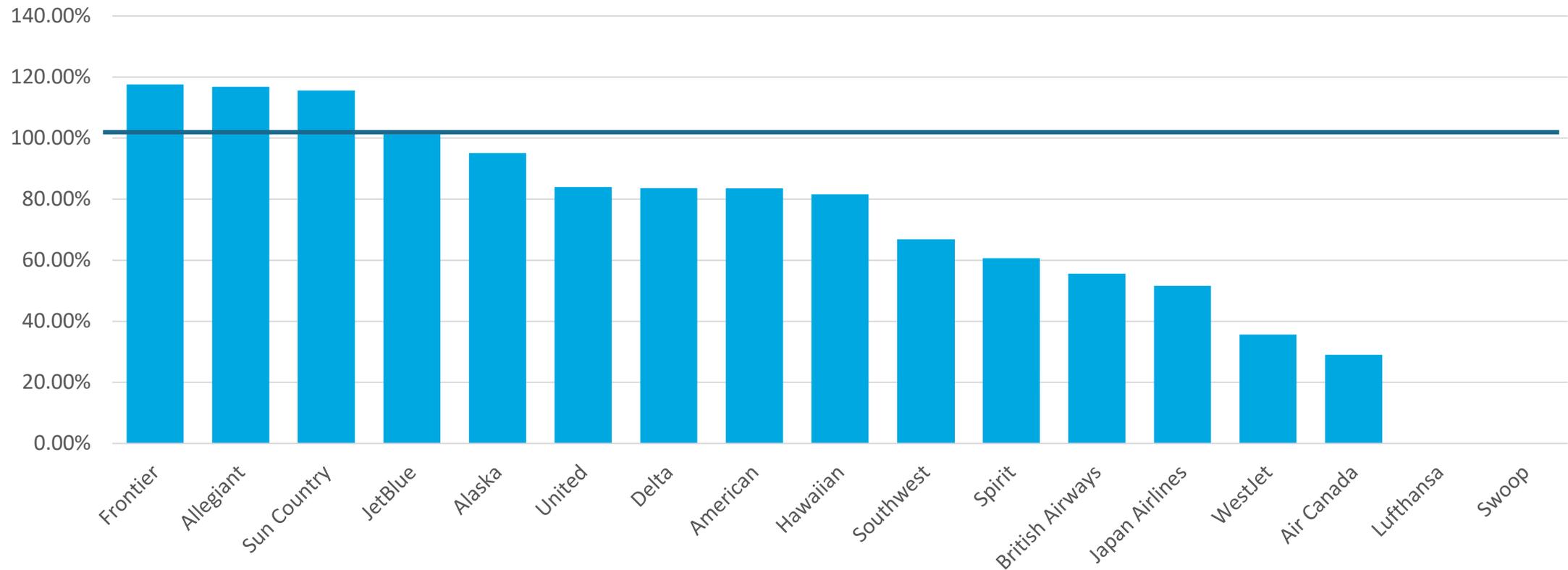
February 2022 Seat Capacity



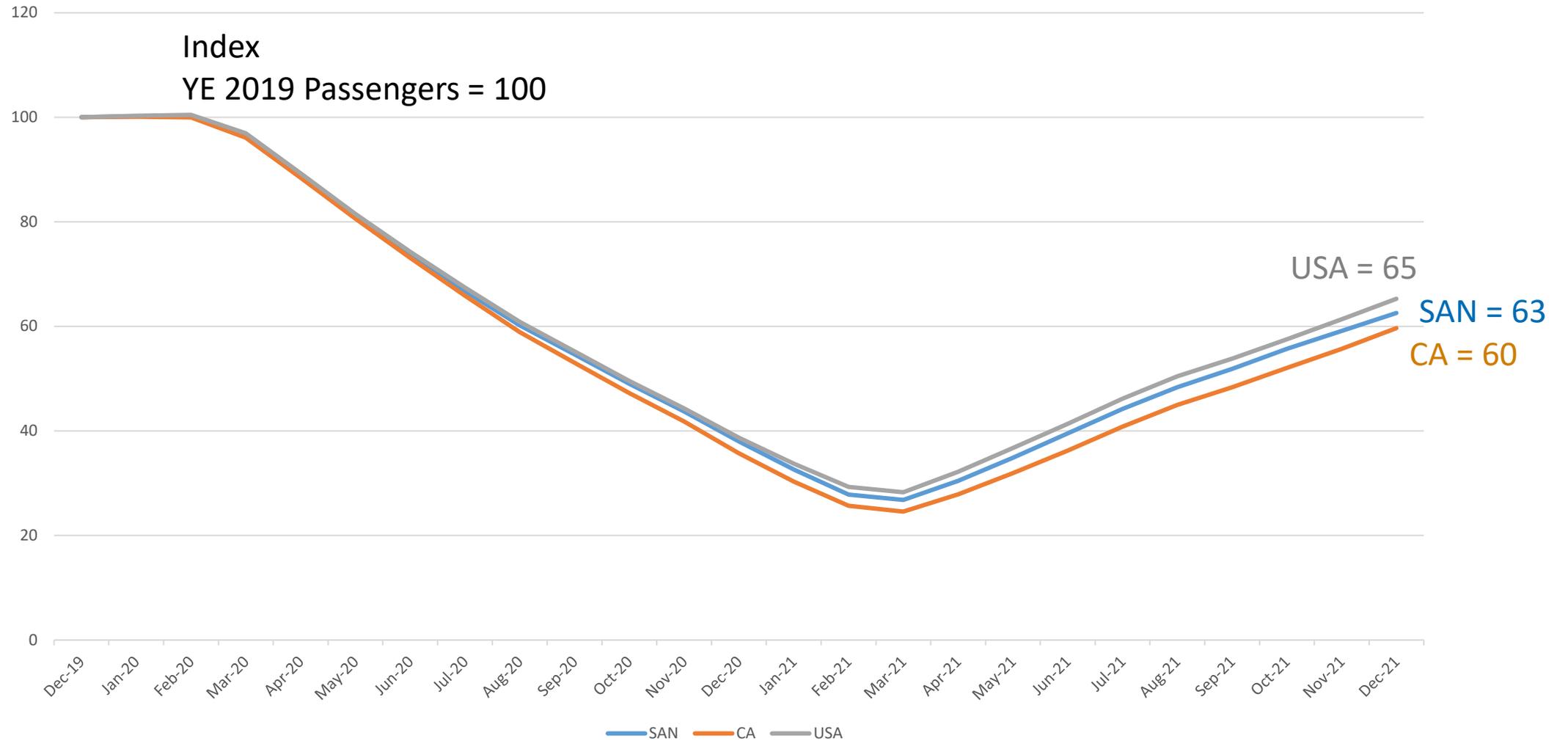
Source: SDTA CY2019 Annual Visitors; Cirium YE-Dec 21 (Airline Seat Share); T100 Jan 2019 -Aug 2021; Baja Populations INEGI, Census 2020
 Note: Baja California population includes only metropolitan areas of Tijuana, Tecate, Mexicali, Playas de Rosarito and Ensenada

February 2022 Airline Recovery at SAN

Percent of February 2019 Capacity



SAN: Leading California Recovery



How has Pandemic Changed Key Domestic O&D Markets

2021

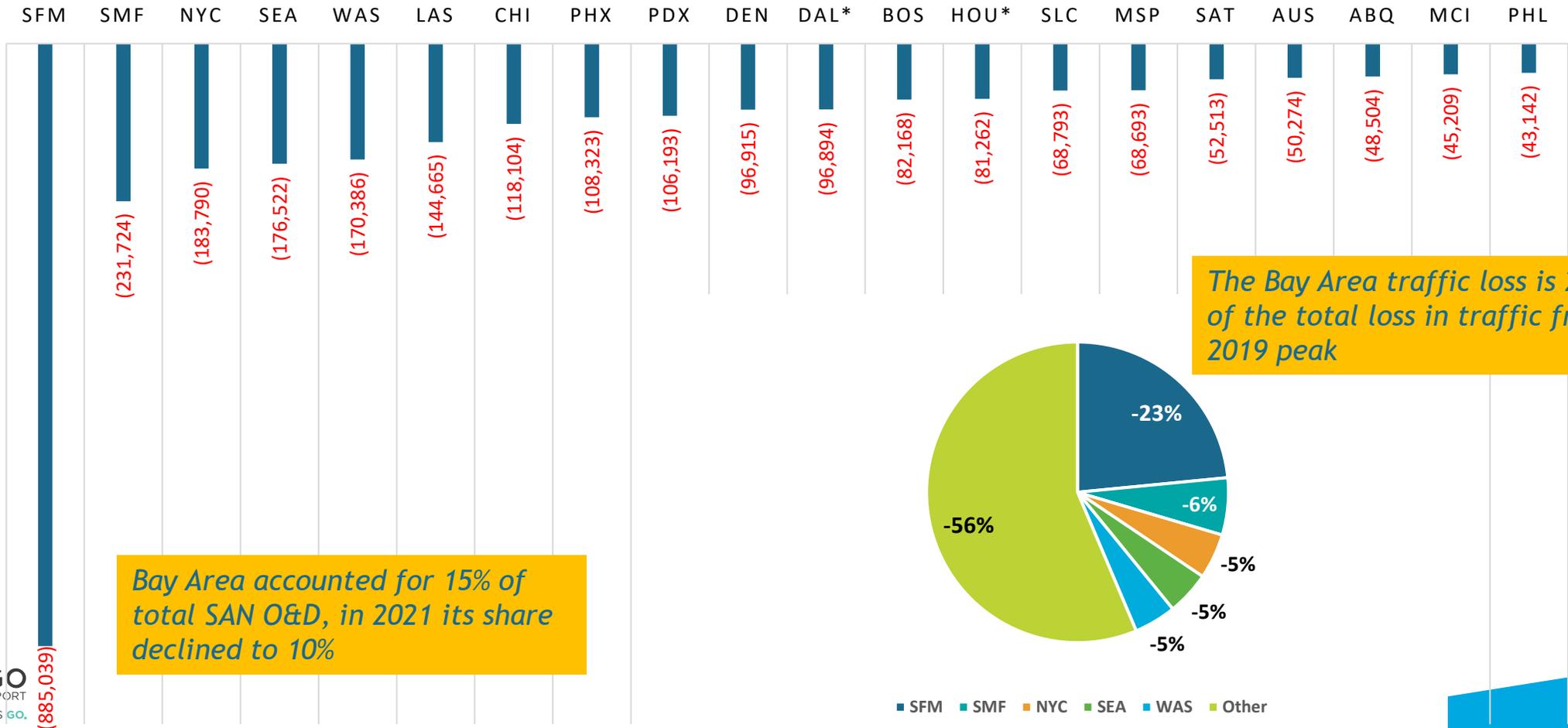
Rank	Metro	Region	PDEW	Change in Rank	Change in Pax vs 2019
1	SFM*	Bay Area	2,017	-	-55%
2	SEA	Seattle	1,048	-	-32%
3	NYC*	New York Area	937	+1	-35%
4	DEN	Denver	891	+3	-23%
5	SMF	Sacramento	889	-2	-42%
6	CHI*	Chicago Area	882	-1	-27%
7	LAS	Las Vegas	805	-1	-33%
8	DAL*	Dallas Ft Worth Area	682	+2	-28%
9	PHX	Phoenix	668	-	-31%
10	WAS*	Washington DC/Baltimore	659	-2	-41%
11	HNL	Honolulu	484	+6	6%
12	PDX	Portland OR	481	-1	-38%
13	SLC	Salt Lake	456	+1	-29%
14	HOU*	Houston Area	436	-2	-34%
15	BOS	Boston	421	-3	-35%
16	MSP	Minneapolis St Paul	378	-1	-33%
17	AUS	Austin	331	-1	-29%
18	ATL	Atlanta	321	-	-24%
19	OGG	Maui	313	+7	11%
20	MIM*	Miami Area	281	+1	-17%

2019

Rank	True Dest	PDEW
1	SFM* Bay Area	4,441
2	SEA Seattle	1,531
3	SMF Sacramento	1,524
4	NYC* New York Area	1,441
5	CHI* Chicago Area	1,206
6	LAS Las Vegas	1,201
7	DEN Denver	1,156
8	WAS* Washington DC/Baltimore Area	1,126
9	PHX Phoenix	965
10	DAL* Dallas Ft Worth Area	948
11	PDX Portland OR	772
12	HOU* Houston Area	659
13	BOS Boston	646
14	SLC Salt Lake	644
15	MSP Minneapolis St Paul	566
16	AUS Austin	469
17	HNL Honolulu	457
18	ATL Atlanta	422
19	MCO Orlando	363
20	PHL Philadelphia	354

Decline in San Francisco Area Traffic Accounts for nearly 900,000 of the Total Decline in O&D Passengers from Peak (2019)

Total Net Decline Passengers 2021 versus 2019

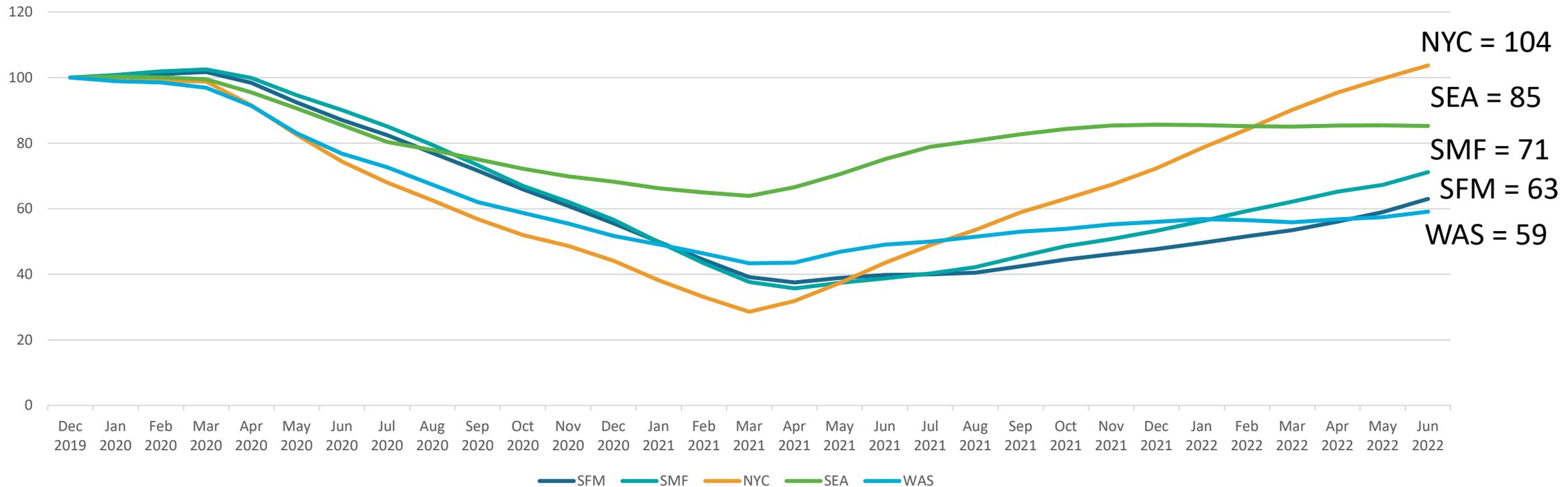


Bay Area accounted for 15% of total SAN O&D, in 2021 its share declined to 10%

The Bay Area traffic loss is 23% of the total loss in traffic from 2019 peak

Indexed Capacity Trend in Critical Recovery Markets

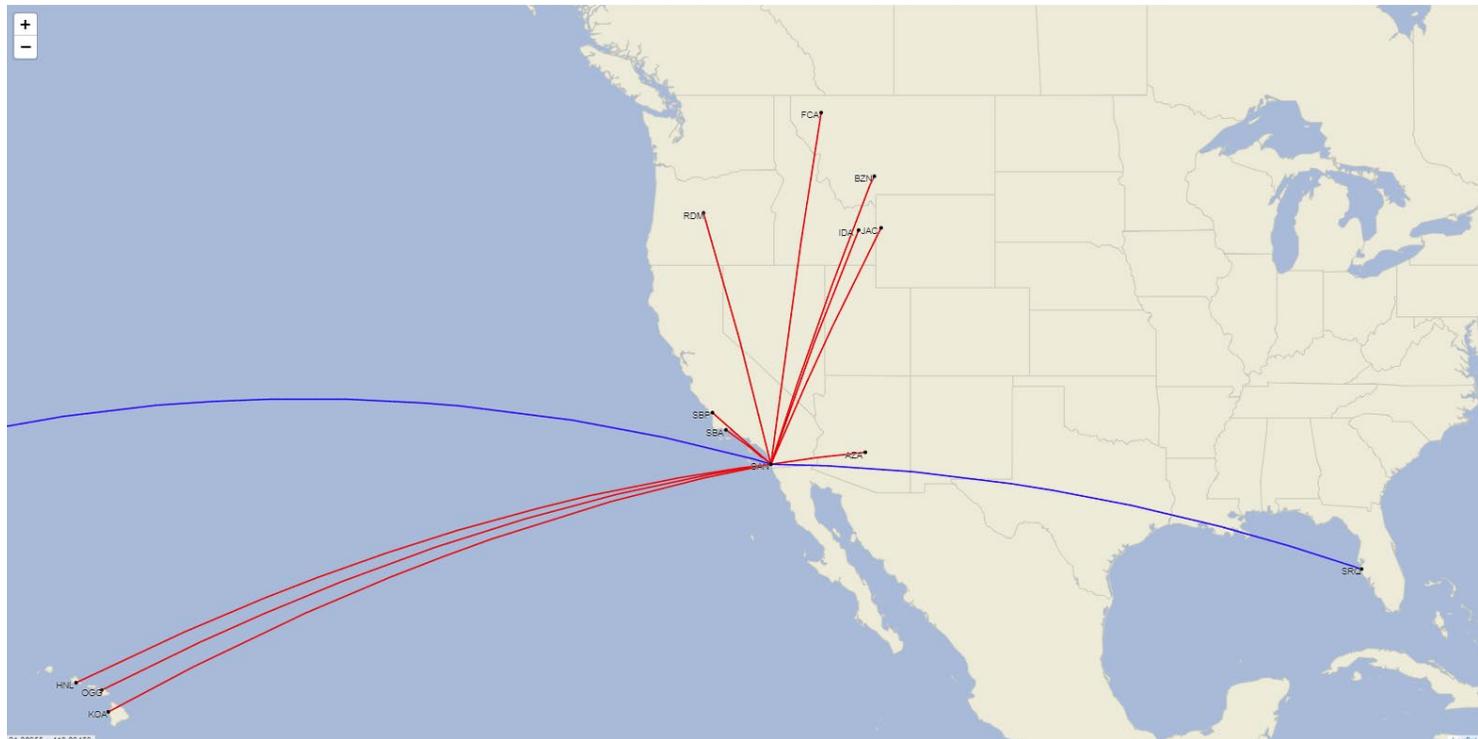
New York now has more annualized nonstop seats than 2019



Rolling 12-mo average capacity index
2019 = 100

The Outliers - 13 Markets grew more than 5 PDEW in 2021 versus 2019

11 of the 13 markets grew as a result of new or enhanced air service



<u>Market</u>	<u>PDEW Growth</u>
Maui, HI	31
Honolulu, HI	27
Kona, HI	22
Redmond/Bend, OR	15
San Luis Obispo, CA	9
Kalispell, MT	8
Mesa, AZ	8
Idaho Falls, ID	7
Bozeman, MT	7
Jackson Hole, WY	7
Santa Barbara, CA	6
Sarasota, FL	6 via conx
Guam	6 via conx

How has Pandemic Changed Key International O&D Markets

(International down 68% vs Peak)

2021

Rank	Metro	Region	PDEW	Change in Rank	Change in Pax vs 2019
1	SJD	Los Cabos	148	-	(32%)
2	PVR	Puerto Vallarta	60	+5	(1%)
3	CUN	Cancun	57	+8	17%
4	LHR	London	30	-	(77%)
5	YYZ	Toronto	28	-2	(82%)
6	NRT	Tokyo	25	-1	(74%)
7	YVR	Vancouver	25	-5	(86%)
8	YYC	Calgary	15	-2	(82%)
9	CDG	Paris	14	+1	(71%)
10	SJO	San Jose CR	13	+16	(41%)
11	FRA	Frankfurt	13	+1	(70%)
12	MEX	Mexico City	13	+12	(45%)
13	AMS	Amsterdam	13	-4	(74%)
14	ICN	Seoul	11	-	(72%)
15	YUL	Montréal	10	-7	(82%)

2019

Rank	Metro	Region	PDEW
1	SJD	Los Cabos	218
2	YVR	Vancouver	181
3	YYZ	Toronto	159
4	LHR	London	131
5	NRT	Tokyo	99
6	YYC	Calgary	86
7	PVR	Puerto Vallarta	60
8	YUL	Montréal	55
9	AMS	Amsterdam	51
10	CDG	Paris	49
11	CUN	Cancun	49
12	FRA	Frankfurt	45
13	YEG	Edmonton	41
14	ICN	Seoul	41
15	MNL	Manila	34

International Rebound

New Services to Canada, Service restored to Europe with Increased Summer Capacity



- British Airways SAN-LHR ramping to daily service by Summer
A new aircraft A350-1000 will serve the market with 331 seats - roughly matches pre-pandemic 747-400 capacity



- Lufthansa resumes service on SAN-MUC (replaces SAN-FRA), 3x weekly initially and ramping to 5x weekly during peak summer
A350-900 will also serve this market with 293 seats - increase from Summer 2019 capacity



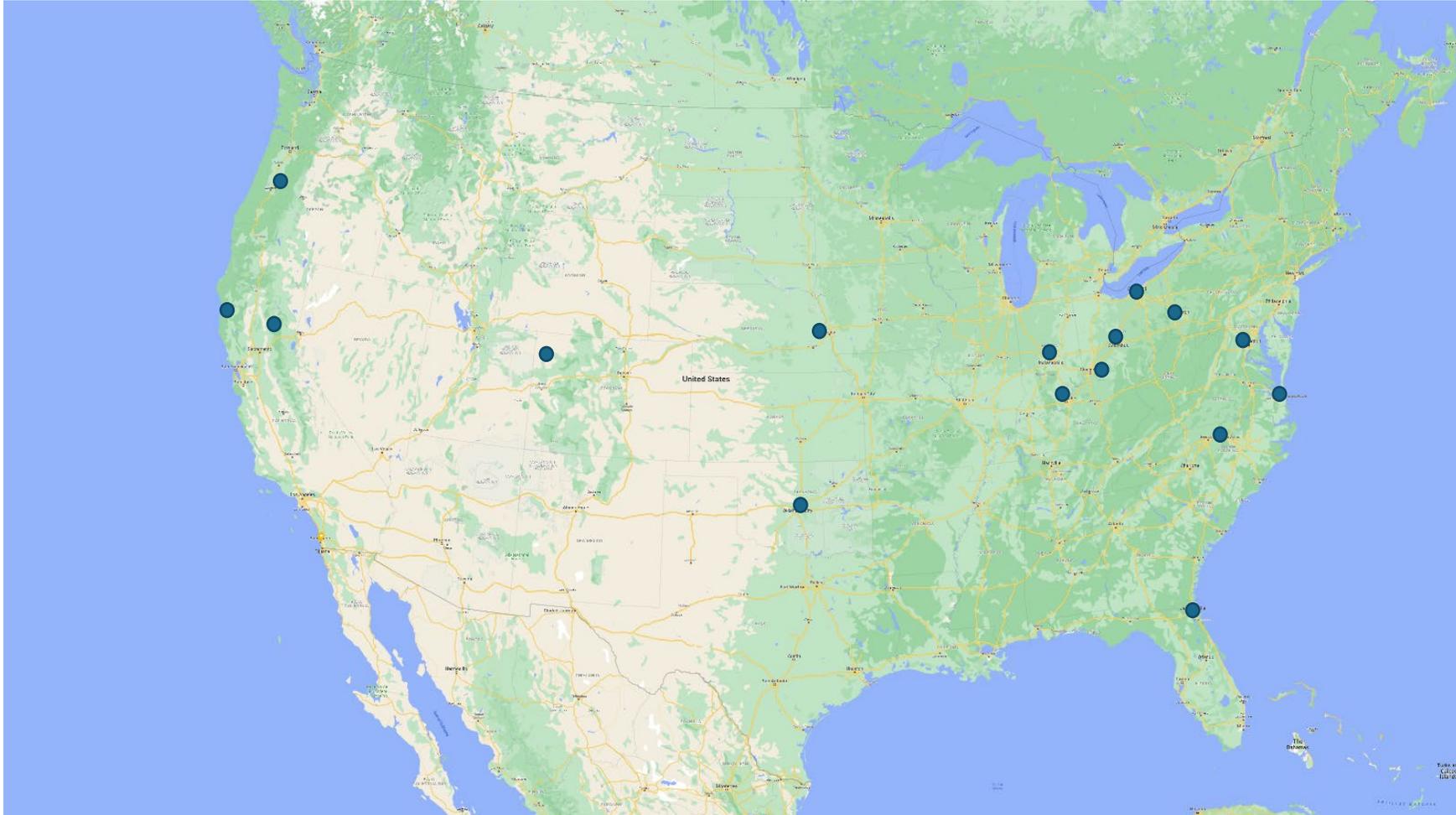
JAPAN AIRLINES

- Japan Airlines restored Tokyo service in March 2021 on less than daily B787-8



- Swoop added service to Edmonton, Westjet has restored service to Calgary and Air Canada has restored service to Vancouver, Toronto returns on March 3rd and...

Domestic Opportunities



International Objectives

- Stabilize current international air service
 - SAN-LHR
 - SAN-NRT
 - SAN-MUC
 - Restore seasonal Europe flying
- Latin American hub
- European growth in medium-term
- Asian growth in medium to long-term
- Pursue Canadian and Mexican opportunities based on market size and connective opportunities