

Tulsa Airports

Improvement Trust

Annual Budget

Ending June 30, 2023



FY23

Organizational Overview

Board of Trustees & Leadership Team
Mission & Core Values
Organizational Chart
TUL at a Glance
RVS at a Glance



Board of Trustees



Joe Robson
Chair

President,
The Robson
Companies



Kent Harrell
Vice Chair

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Harrell Energy



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Mary Smith Crofts
Trustee

Community
Volunteer



Jeff Stava
Trustee

Chief Operating
Officer,
Tulsa Community
Foundation

Leadership Team

Alexis Higgins, A.A.E.

Paul Myers

Andrew Pierini, C.M.

Fabio Spino

Shawn Chittum, C.M., A.C.E.

Patti Colbry

Bryan Crook, C.M.

Matthew Ellis

Daniel Regan

Frank Relja, P.E.

Jeff Shaw, C.M., A.C.P.

Austin Wheeler, C.M., A.C.E.

Chief Executive Officer

Executive Vice President and Chief Operating Officer

Executive Vice President and Chief Commercial Officer

Executive Vice President and Chief Financial Officer

Director, Operations

Director, Human Resources

Director, Customer Experience

Director, Technology and Innovation

Director, Real Estate and Business Development

Director, Engineering and Planning

Director, Risk and Legal Services

Airport Manager, Tulsa Riverside Airport



Our **mission** is to provide a
**safe, efficient,
self-supporting airport
system** for the citizens of Tulsa
and the surrounding region.

Core Values

Safety | Opportunity | Attitude | Responsibility

Business Plan

Our 2022 goals focus on three key priorities:

1. Prioritize sustainable operations while mitigating the risk of disruptions caused by irregular operations or external environmental factors.
2. Improve core aspects of airport operations and our customers' experience through innovative solutions targeting technology and communication.
3. Advance organizational diversity, equity, and inclusion initiatives that create opportunities for all employees, vendors, and customers to thrive.

To learn more about our Business Plan, visit www.tulsaairports.com/aboutus

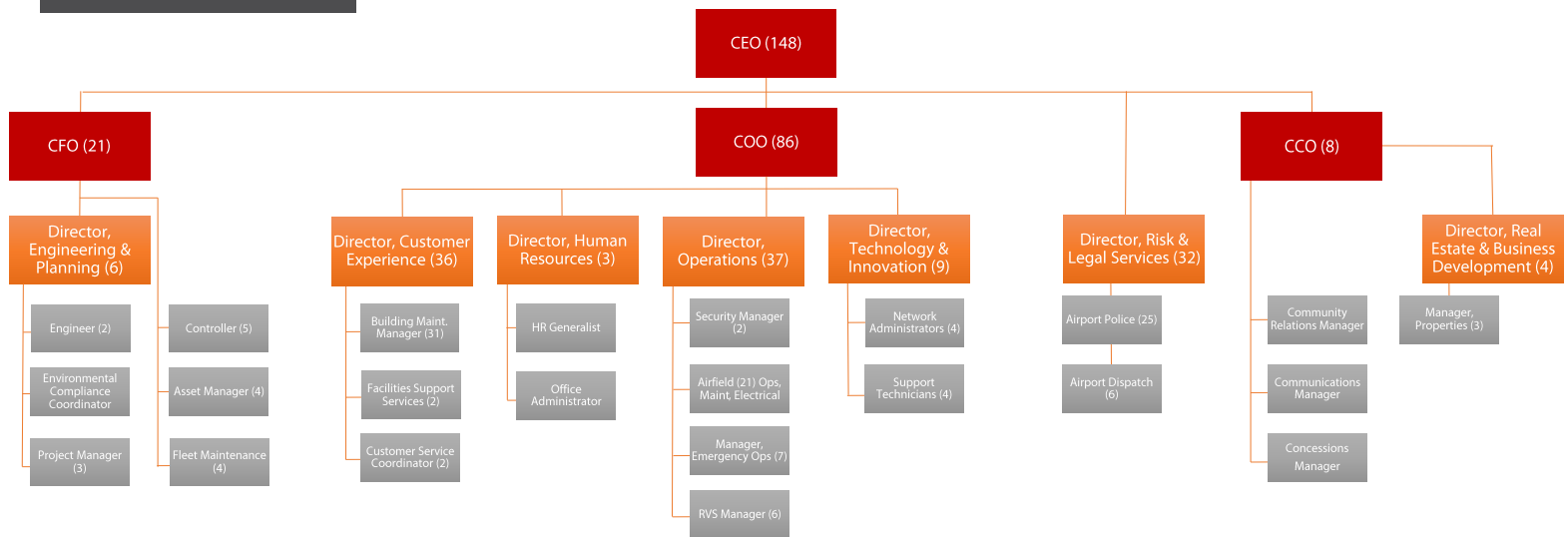


Organizational Chart

148
full-time
employees

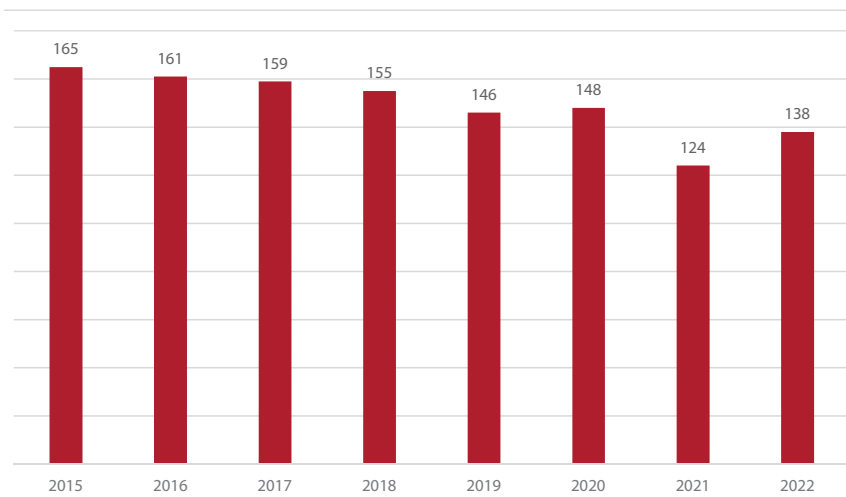
Tulsa Airports Improvement Trust (TAIT) employs 148 people when fully staffed, representing multiple disciplines to support the administrative and operational needs of our airports.

Entering FY23, TAIT is operating with 10 vacancies.



Historical FTEs

Full-time employees (Annual Average)



TUL at a Glance

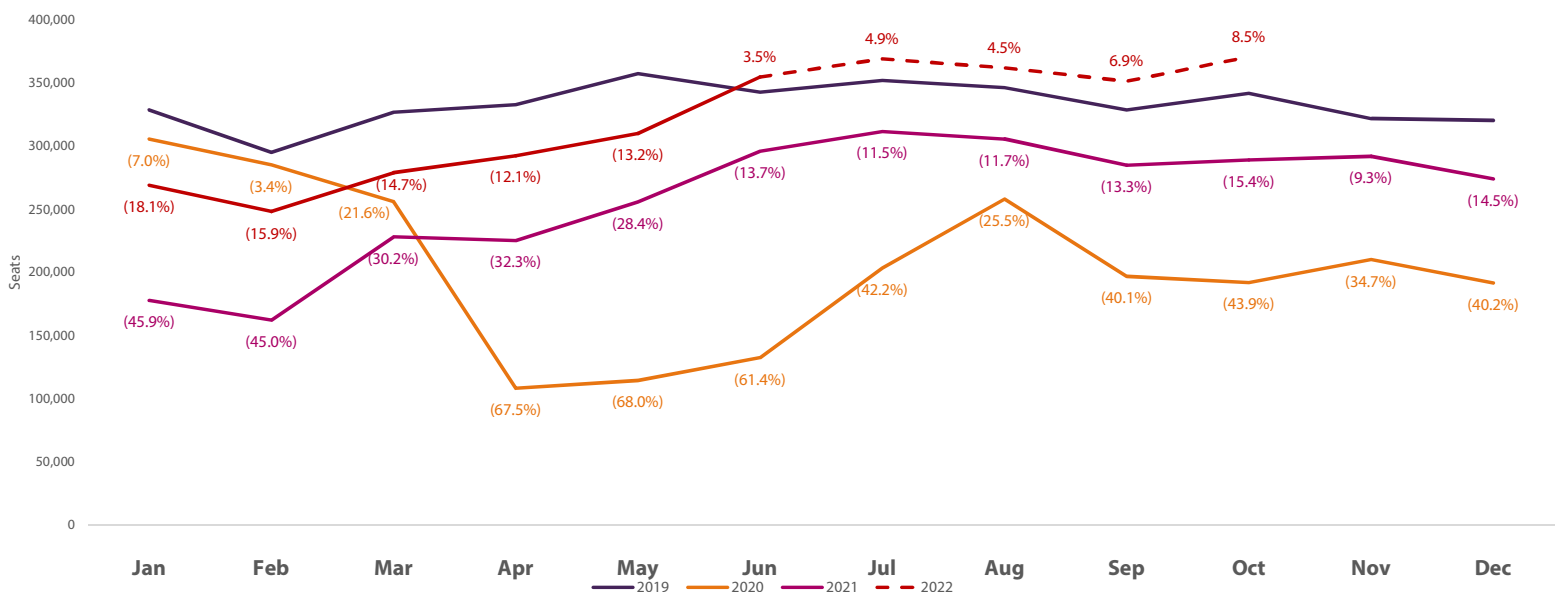
Millions of people use Tulsa International Airport (TUL) every year to connect with loved ones, pursue business opportunities or explore new destinations. The airport not only supports the traveling public, but also serves as an economic driver for the region. TUL is home to the largest commercial maintenance, repair and overhaul facility in the world, American Tech Ops-Tulsa, as well as the Oklahoma Air National Guard's 138th Fighter Wing, Spirit AeroSystems, and over 75 other companies. Tulsa International Airport is a global hub for the aviation and aerospace industry, with a strong commercial, private and military presence.

Despite the aviation and tourism sectors ongoing recovery from adverse effects of the COVID-19 pandemic, TUL has seen a steady increase in commercial air travel over the past year. **In 2021, 2.3 million passengers flew through the airport, a 74% increase from 2020.**

Airlines operating out of Tulsa International Airport added a total of seven nonstop destinations last year, giving customers access to 25 destinations across six carriers. American added nonstop service to Washington, D.C., Miami, and Austin, while Allegiant Air added service to Phoenix-Mesa, Austin, and Sarasota-Bradenton. TUL also welcomed Breeze Airways in 2021, one of the newest airlines in the country, as they launched nonstop service from Tulsa to Tampa. Late in 2021, Southwest announced two new destinations from Tulsa



TUL Monthly Capacity by Year (Diff vs 2019)



TUL at a Glance

International Airport, adding service to Austin and Chicago-Midway in April and June 2022, respectively. Airline growth continues in 2022, with Breeze Airways launching new nonstop service to Nashville beginning in June.

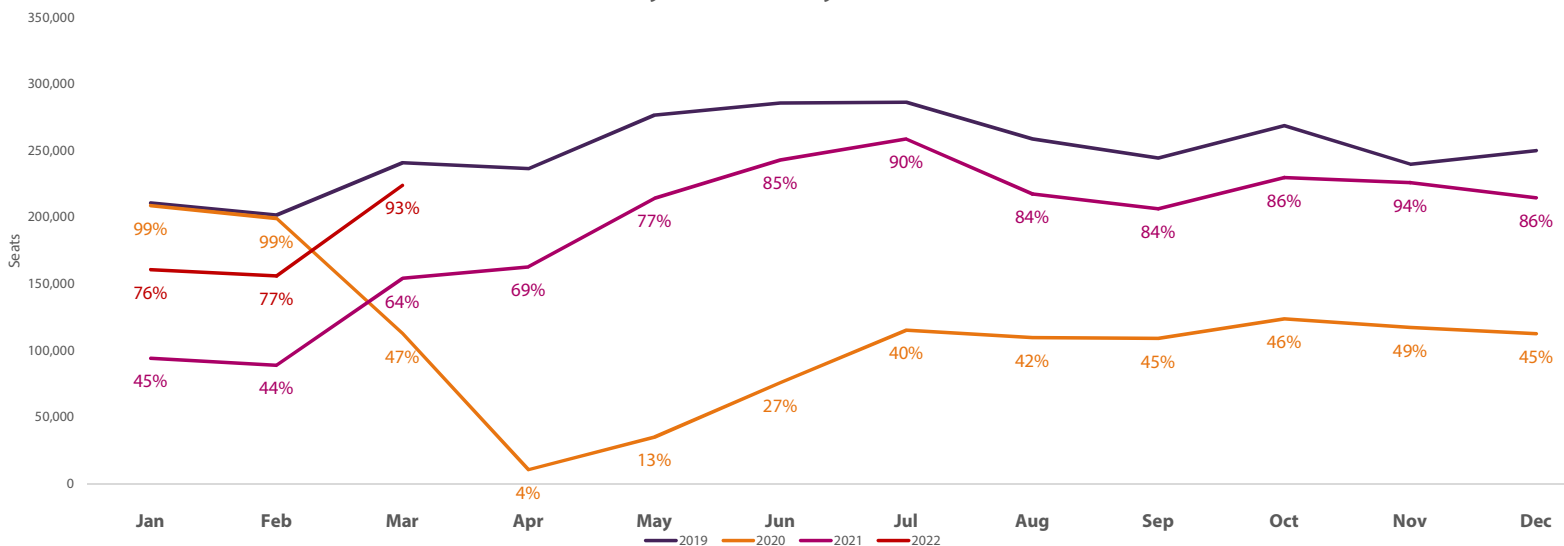


Airport modernization will continue, with a focus on supporting passengers with disabilities along their travel journey. A new functional needs area is being constructed on each concourse, and will include a mother's room, sensory room, family restrooms, and service animal relief area. These additional facilities will make our terminal a more welcoming and inclusive environment for our customers, which is aligned with one of the airport's main business goals of 2022 to advance inclusive initiatives for our users. Other updates include adding infrastructure for additional EV charging stations in the parking garage, replacing the fabric on the Arrivals roadway canopies, and making runway safety area improvements for runway 18R/36L and 8/26.

At Tulsa International Airport, we are committed to providing first-class facilities and services

to our users. We take pride in welcoming visitors from around the world to Tulsa and continue to prioritize investments in our facilities and services that make their experience as smooth as possible.

TUL Monthly Total Pax by Year (Diff vs 2019)



RVS at a Glance

Tulsa Riverside Airport (RVS) continues to be the busiest airport in Oklahoma, and is now the 53rd busiest airport in the country. RVS has three runways, over two hundred commercial and private hangars, and over 500 based aircraft.

Over the past several decades, Tulsa Riverside Airport has been well-known around the world for developing pilots, A&P mechanics, and other aviation professionals. RVS has six flight schools onsite, and students in flight training make up a large percentage of the airport's activity. **In 2021, RVS had a total of 184,345 operations (takeoffs / landings), which is a 4% increase over the previous year.**

In the year ahead, work will continue to update the Airport's Master Plan, a 20-year planning tool to forecast airport needs for amenities and other changes that will be necessary to accommodate the increase in forecasted operations. The Master Plan steering committee includes representatives from airport tenants, INCOG, the Federal Aviation Administration, Oklahoma Aeronautics Commission, and the Tulsa Airports Improvement Trust Board. Public meetings will also be held throughout FY 23 to gather community input on future operational needs.



Financial Overview

Key Performance Indicators - TUL & RVS
Fiscal Year 2023 Budget Summary
Fiscal Year Comparison
Airport Lines of Business
Debt Service Requirements
Schedule of Rates, Fees, & Charges

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Key Performance Indicators

TAIT Assumptions - TUL

In March 2021 (FY 2021) TUL began to see a resurgence in air travel activity with a 44% increase in enplaned passengers from March 2020. This momentum carried forward throughout the remainder of the fiscal year with TUL experiencing a steady progression of enplaned passengers throughout FY 2022. In June of 2021, Breeze Airways launched service at TUL. With the addition of a new carrier, and announcements of new nonstop routes from legacy carriers in FY2022, TUL is positioned for growth with forecasted increases in enplanements 23% higher than FY 2022 forecasted actuals. As of March 2022, TUL has seen a 23% increase in enplanements from budgeted enplanements of FY 2021. Landed weight, a measure reflecting activity for commercial and cargo carriers, is forecasted to increase by 10% over FY 2022 forecasted weights. **TAIT is forecasting airport revenues to increase by approximately 21% over the FY 2022 revenue budget due to these growth assumptions.**

Indicator	Fiscal Year 2021	Fiscal Year 2022 Forecasted	Fiscal Year 2023 Projected
Total Enplaned Passengers	826,170	1,220,500	1,500,000
Landed Weight	1,608,862,805	1,877,391,772	2,065,130,949
Airline CPE	\$13.51	\$10.26	\$ 8.38
Revenue Budget	\$ 31,890,908	\$ 33,796,422	\$ 40,941,833
Operating Capital Budgeted	\$ 515,880	\$1,548,390	\$ 2,647,100

TAIT Assumptions - RVS

TAIT continues to transition leases from the Implicit Price Deflator Index (IDPI) to the Consumer Price Index (CPI) with all new leases. **TAIT is forecasting a 4% increase in operations as business aviation and flight school training continues to increase to achieve pre-pandemic levels.** Fuel flow fees are projected to increase by 3% based on similar assumptions.

Indicator	Fiscal Year 2021	Fiscal Year 2022 Forecasted	Fiscal Year 2023 Projected
Number of Operations	169,508	176,288	183,340
Fuel Flow Gallons	1,420,337	1,462,947	1,506,836
Revenue Budgeted	\$ 845,294	\$ 1,156,500	\$ 1,213,000
Operating Capital Budgeted	-	\$ 283,500	\$ 164,000

Budget Summary

Fiscal Year 2022 vs. Fiscal Year 2023

	FY 2022 Budget	FY 2023 Budget	Net \$	Net %
Beginning Cash	\$7,034,400	\$11,813,430	\$4,779,030	67.94%
PFC Debt Service	\$4,949,125	\$4,378,636	\$(570,489)	-11.53%
TAIT Total Revenue	\$34,952,922	\$42,154,833	\$7,201,911	20.60%
Total Resources	\$46,936,447	\$58,346,899	\$11,410,452	24.31%
TAIT Total Operating Budget	\$24,246,895	\$26,775,976	\$2,529,081	10.43%
Operating Capital Purchases	\$1,831,890	\$2,811,000	\$979,110	53.45%
Debt Service	\$15,085,137	\$14,128,548	\$(956,589)	-6.34%
Capital Projects	\$5,772,525	\$14,631,375	\$8,858,850	153.47%
Total Expenditures	\$46,936,447	\$58,346,899	\$11,410,452	24.31%



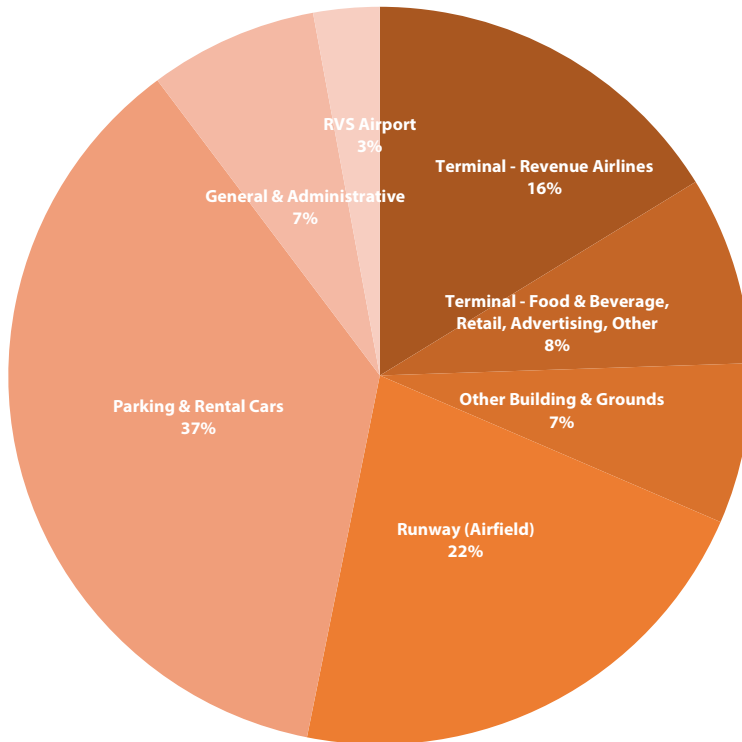
Fiscal Year Comparison

Fiscal Year 2022 vs. Fiscal Year 2023

	FY 2022 Budget	FY 2023 Budget	FY 21/22 vs. FY 22/23 Budget Changes	Percentage Change
Terminal - Airlines	\$ 6,437,640	\$ 6,827,816	\$ 390,176	6%
Terminal - Food & Beverage, Retail, Advertising, Other	\$ 3,101,825	\$ 3,482,880	\$ 381,055	12%
Other Building & Grounds	\$ 2,494,650	\$ 2,964,606	\$ 469,956	19%
Airfield	\$ 7,551,000	\$ 9,126,537	\$ 1,575,537	21%
Parking & Rental Cars	\$ 11,672,307	\$ 15,442,994	\$ 3,770,687	32%
General & Administration	\$ 2,539,000	\$ 3,097,000	\$ 558,000	22%
RVS	\$ 1,156,500	\$ 1,213,000	\$ 56,500	5%
Total Revenue	\$ 34,952,922	\$ 42,154,833	\$ 7,201,911	21%
Regular salaries & wages	\$ 8,554,445	\$ 9,390,977	\$ 836,532	10%
Overtime	\$ 325,589	\$ 347,165	\$ 21,576	7%
Other Pay	\$ 104,216	\$ 91,928	\$ (12,288)	-12%
Taxes & Benefits	\$ 3,584,113	\$ 4,181,499	\$ 597,386	17%
Total Personal Services	\$ 12,568,363	\$ 14,011,569	\$ 1,443,206	11%
Non-Capitalized Equipment	\$ 66,000	\$ 81,850	\$ 15,850	24%
IT Non-Capitalized Equipment	\$ 250,322	\$ 243,629	\$ (6,693)	-3%
Materials & Supplies	\$ 1,536,835	\$ 1,575,034	\$ 38,199	2%
Total Materials & Supplies	\$ 1,853,157	\$ 1,900,513	\$ 47,356	3%
Janitorial Services	\$ 1,559,240	\$ 1,659,425	\$ 100,185	6%
Travel & Lodging Expenses	\$ 105,800	\$ 131,085	\$ 25,285	24%
Training & Education	\$ 101,680	\$ 124,830	\$ 23,150	23%
Memberships	\$ 66,243	\$ 85,638	\$ 19,395	29%
Repairs & Maintenance	\$ 486,500	\$ 489,000	\$ 2,500	1%
Professional & Consulting Services	\$ 2,159,560	\$ 2,424,113	\$ 264,553	12%
Utilities	\$ 1,857,790	\$ 2,000,502	\$ 142,712	8%
ARFF (Fire Payroll Reimbursement)	\$ 880,000	\$ 926,406	\$ 46,406	5%
Insurance	\$ 634,600	\$ 951,005	\$ 316,405	50%
Parking Operations	\$ 1,579,586	\$ 1,708,115	\$ 128,529	8%
All Other	\$ 394,376	\$ 363,775	\$ (30,601)	-8%
Total Other Services & Charges	\$ 9,825,375	\$ 10,863,894	\$ 1,038,519	11%
Net Operating Budget	\$ 24,246,895	\$ 26,775,976	\$ 2,529,081	10%
Net Operating Capital Purchases	\$ 1,831,890	\$ 2,811,000	\$ 979,110	53%
Total Operating Expenses & Operating Capital Purchases	\$ 26,078,785	\$ 29,586,976	\$ 3,508,191	13%
Net Revenues before Debt Service	\$ 8,874,137	\$ 12,567,857	\$ 3,693,720	42%

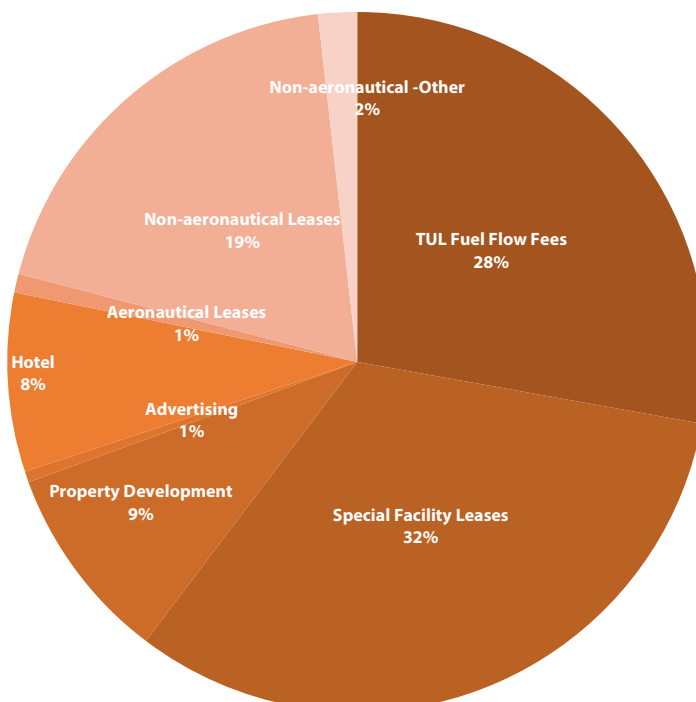


Airport Revenue Details



Terminal - Airlines | \$6,827,816
Terminal - Food & Beverage, Retail, Other | \$3,482,880
Other Building & Grounds | \$2,964,606
Airfield | \$9,126,537
Parking & Rental Cars | \$15,442,994
General & Administrative | \$3,097,000
RVS | \$1,213,000

Other Building & Grounds Revenues



TUL Fuel Flow Fees | \$825,000
Special Facility Leases | \$963,000
Property Development | \$270,000
Advertising | \$15,000
Hotel | \$245,000
Aeronautical Leases | \$25,421
Non-Aeronautical Leases | \$568,000
Non-Aeronautical Other | \$53,185

Airport Lines of Business

Budget Comparative

Divisions	FY2021	FY2022	FY2023
Engineering & Planning	\$ 831,390	\$ 780,315	\$ 916,335
Information Technology	\$ 1,725,412	\$ 1,886,644	\$ 2,124,532
Customer Experience	\$ 249,677	\$ 253,052	\$ 344,542
Building Maintenance	\$ 4,262,123	\$ 4,503,789	\$ 4,877,320
Support Services	\$ 2,393,559	\$ 2,457,881	\$ 2,501,893
Finance	\$ 1,161,113	\$ 1,179,542	\$ 1,275,834
Automotive Maintenance	\$ 393,494	\$ 422,400	\$ 456,969
Parking Operations	\$ 2,216,337	\$ 2,052,886	\$ 2,130,415
Operations	\$ 270,689	\$ 270,700	\$ 641,034
Airfield Maintenance	\$ 937,841	\$ 986,558	\$ 981,856
Electrical	\$ 453,179	\$ 451,495	\$ 511,464
Airfield Operations	\$ 663,969	\$ 634,968	\$ 709,946
Security & Badging	\$ 352,547	\$ 350,890	\$ 290,700
ARFF Services	\$ 1,911,206	\$ 920,910	\$ 972,646
Director	\$ 802,279	\$ 713,079	\$ 712,014
Human Resources	\$ 750,486	\$ 798,644	\$ 1,089,272
Legal Services & Risk Management	\$ 764,882	\$ 941,395	\$ 1,314,843
Law Enforcement	\$ 2,110,388	\$ 2,087,051	\$ 2,073,682
Dispatch	\$ 365,331	\$ 373,544	\$ 409,809
Real Estate & Property Development	\$ 44,000	\$ 41,200	\$ 55,700
Contracts	\$ 471,382	\$ 441,779	\$ 477,614
Rental Car - QTA	\$ 1,500	\$ 1,000	\$ 1,000
Marketing & Air Service Development	\$ 973,981	\$ 1,052,555	\$ 1,219,574
Tulsa Riverside Airport - RVS	\$ 636,478	\$ 644,618	\$ 686,982
Total Operating Budget	\$ 24,743,243	\$ 24,246,895	\$ 26,775,976

Airport Lines of Business

Operating Capital Purchases Fiscal Year 2023

Summary by Division

Division	Fiscal Year 2023
Information Technology	\$1,848,250
Marketing	\$100,000
Customer Experience - Building Maintenance	\$276,750
Asset Management - Vehicle Maintenance	\$16,000
Operations - Field Maintenance	\$238,000
Operations - Airfield	\$48,000
Parking Operations	\$120,000
Tulsa Riverside Airport (RVS)	\$164,000
Total Capital	\$2,811,000



Airport Lines of Business

Operating Capital Purchases Fiscal Year 2023

Information Technology	FY 2023 Budget
TAIT New Building Serv Fiber Run to Server Room	\$ 10,000
PA System Upgrade	\$ 275,000
TSA Exit Lane Sentry Replacement	\$ 5,000
Tulsa Crash Phone Upgrade	\$ 80,000
Parking Operator Office - Security Door - Access to Building & Interior Rooms	\$ 15,000
Parking Operator Handheld Radios (15 Units @ \$550/ unit)	\$ 8,250
RVS Crash Phone Upgrade	\$ 95,000
Microsoft AX Upgrade (Software/ PM/ Implementation Team)	\$ 1,000,000
Fire System Upgrade	\$ 140,000
New VMware Host	\$ 15,000
1U Server (to Replace bagbelt server)	\$ 5,000
Transit Van - Replacing #10-152	\$ 50,000
Digital Advertising - Signage (2 Units on Concourses) - Marketing	\$ 50,000
Computer Aided Dispatch	\$ 100,000
Total Operating Capital Purchases - IT	\$ 1,848,250

Marketing	FY 2023 Budget
Website Redesign	\$ 100,000
Total Operating Capital Purchases - Marketing	\$ 100,000

Customer Experience	FY 2023 Budget
<i>Building Maintenance</i>	
New Holiday Tree	\$ 16,000
Replace chilled water pump # 1	\$ 66,000
Ford F150 - Extended Cab (replacing 98-163)	\$ 43,000
One Canopy for the "B" side jet bridge	\$ 16,750
2 Bit Stations for TSA inspection rooms	\$ 20,000
Mammoth 850 w/ Attachments (1)	\$ 20,000
Glycol pump motor	\$ 20,000
A/C for Electric Vault	\$ 75,000
Total Operating Capital Purchases - Customer Experience	\$ 276,750

Asset Management - Vehicle Maintenance	FY 2023 Budget
Lathe Machine	\$ 10,000
Heavy Duty Benchtop Mill	\$ 6,000
Total Operating Capital Purchases - Asset Management - Vehicle Maintenance	\$ 16,000

Operations - Field Maintenance	FY 2023 Budget
Ford F350 Flatbed pickup truck 4X4 (replace 01-267)	\$ 55,000
20' Batwing Mower Deck (replace 99-268; 15' batwing)	\$ 39,000
28' Ramp Plow (addition to fleet)	\$ 120,000
Mulching Attachment for Bobcat (addition to fleet)	\$ 15,000
Broom attachment for John Deere (current equipment upgrade)	\$ 6,500
Blade attachment for John Deere (current equipment upgrade)	\$ 2,500
Total Operating Capital Purchases - Operations Field Maintenance	\$ 238,000

Operations - Airfield	FY 2023 Budget
Ford F150 4X4 Crew Cab Truck (replace 10-302)	\$ 48,000
Total Operating Capital Purchases - Operations Airfield	\$ 48,000

Tulsa Riverside Airport - RVS	FY 2023 Budget
4WD crew Cab Short WB Truck (reallocate to replace 02-67)	\$ 46,000
CAT 350CR Mini Excavator (replace 94-135)	\$ 85,000
2 Cubic Yard Sand Spreader Skid (current equipment upgrade)	\$ 7,000
John Deere XUV835M Gator (replace 96-199)	\$ 26,000
Total Operating Capital Purchases - Tulsa Riverside Airport - RVS	\$ 164,000

Parking Operations	FY 2023 Budget
Shuttle Bus ADA Compliant (replacing 15-149)	\$ 120,000
Total Operating Capital Purchases - Parking Operations	\$ 120,000

Airport Capital Program

Fiscal Year 2023 Projects

At the end of each calendar year, TAIT's Engineering and Planning department works in tandem with the FAA to develop an annual Capital Improvement Plan (CIP) for both TUL and RVS. This plan is presented annually to TAIT's Board for review and approval. TAIT uses the CIP as a capital project guide to prioritize needs and identify funding sources through the FAA, the Oklahoma Aeronautics Commission, and other sources. **In FY 2023, TAIT will begin approximately a dozen projects that will improve airport operations as well as our customer experience.**

1. Tulsa International Airport Air Traffic Control Tower (ATCT)

The new Air Traffic Control Tower (ATCT) will be a structure approximately 25 stories tall located in the north central area of the airfield, approximately 500 yards west of the existing ATCT. The current tower is over 60 years old and one of the oldest air traffic control towers in the nation. The airport has selected LEO A. Daly Company to design the new tower and serve as the on-site construction manager of the project. In addition to the tower, TUL will be constructing a new base building which will include a new Terminal Radar Approach Control facility (TRACON). TAIT anticipates construction to begin in the summer of 2023, with FAA occupancy in 2025.

2. Tulsa International Airport Federal Inspection Service Facility

Tulsa International Airport will begin construction on a new CBP facility to screen international arrivals. This addition will contain clearance and inspection facilities for arriving commercial flights from international origins, allowing commercial travelers to enter the United States through TUL. It will also be the home of the USCBP office for all arriving international flights. This project will be designed by Corgan Associates, Inc. TAIT anticipates construction to begin in the summer of 2023.

3. Wayfinding

One of the most critical communication tools at an airport is wayfinding signage. In an effort to update all signs, a master plan is being developed that will include new signs for the terminal building, concourses, roadways and parking facilities. Also included is monument signage located at the entrance and exit of the airport. It is anticipated the first phase of the project will commence in the summer of 2022, with other phases beginning in calendar year 2023.

4. Tulsa Riverside Airport - Rebuild Connector Taxiways to Runway 1L-19R

TAIT was awarded a Federal Aviation Administration (FAA) Grant to design the reconstruction of connecting taxiways to runway 1L- 19R at RVS. The design grant is fully funded by the FAA, with the construction grant anticipated to be received by the TAIT Board in the summer of 2022. Construction of phase one is anticipated to commence later in the summer with an estimated completion date of January 2023. The second phase of construction is scheduled to begin in the summer of 2023.

Airport Lines of Business

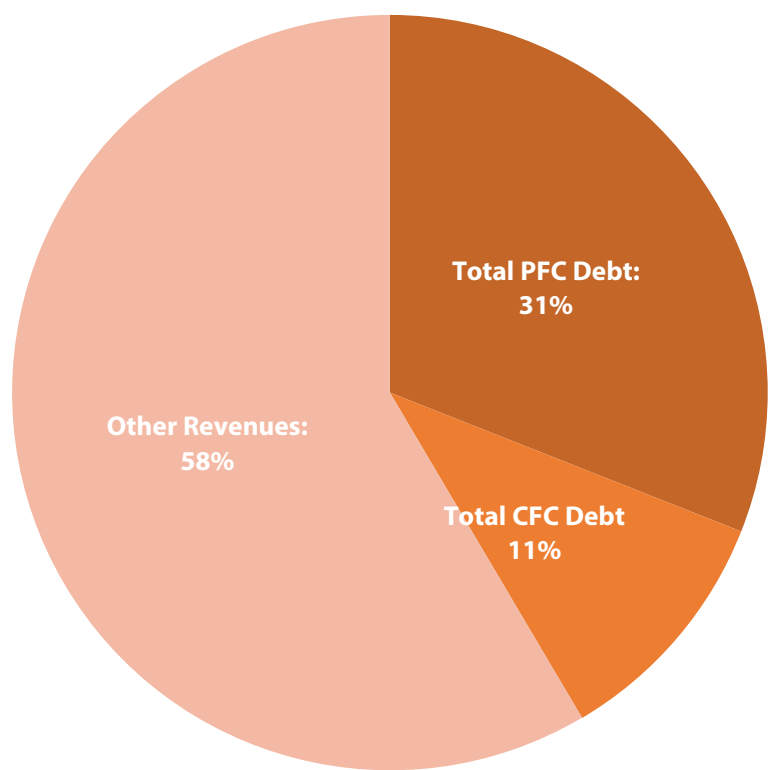
Capital Project Budget Fiscal Year 2023

Fiscal Year 2023 New	Capital Projects	Funding Source		
		FAA	TAIT	Other
TUL				
	Air Traffic Control Tower (Design)		\$ 3,000,000	
	Federal Inspection Service (Design & Constructio)	\$ 1,350,000	\$ 1,150,000	
	Improve RSA Runway 18R/36L EMAS RW 36L (Design & Construction)	\$ 9,900,000	\$ 1,100,000	
	Rehabilitate Entrance Road (Construction)	\$ 2,160,000	\$ 240,000	
	Install Electric Vehicle Charging Station (Parking Garage Net of Grant)	\$ 751,500	\$ 83,500	\$ 500,000
	Vestibules - Design (4 bag claim & 4 ticketing)	\$ 288,000	\$ 32,000	
	Wayfinding Design & Construction	\$ 1,215,000	\$ 135,000	
	Wayfinding Design & Construction of Entrance Road & Exit Signage (3 Signs Total)	\$ 900,000	\$ 100,000	
	Modernize four (4) terminal elevators		\$ 800,000	
	Terminal Building Furniture Replacement		\$ 500,000	
	Field Maintenance Building Roof & Exterior		\$ 500,000	
	Military Lounge B - Concourse (Design & Construction)		\$ 235,000	
RVS				
	Rebuild Connector Taxiway to RW 1L - 19R	\$ 4,860,000	\$ 540,000	
	Aircraft Wash Rack	\$ 315,000	\$ 35,000	
	Total	\$ 21,739,500	\$ 8,450,500	\$ 500,000
	Contingency 10%		\$ 445,050	
	Total Capital Fiscal Year 2023	\$ 21,739,500	\$ 8,895,550	\$ 500,000
Work in Process - Prior Fiscal Year				
TUL				
	Perimeter Road Rehabilitation	\$ 1,620,000	\$ 180,000	
	Snow Removal Equipmen -Rotary Plow	\$ 801,000	\$ 89,000	
	Escalator Replacement Phase IV		\$ 1,211,331	
	Arrivals Canopy Fabric Replacement		\$ 766,790	
	Mezzanine Roof Replacement - AIF		\$ 743,936	
	Functional Needs Area - Lower Level A & B Concourse		\$ 600,000	
	8-26 Safety Area Improvement (Construction)		\$ 600,000	
	Repair Terminal Access Road (Design)		\$ 180,000	
	ARC Flash Labeling		\$ 125,000	
RVS				
	RVS TW A - Connector Taxiways (Design)	\$ 430,740	\$ 47,860	
	Total	\$ 2,851,740	\$ 4,543,917	\$ -
	Contingency 10%		\$ 454,392	
	Video Surveillance Storage equipment		\$ 90,000	
	Network Core Switches		\$ 314,000	
	Video Surveillance Equipment		\$ 298,375	
	Professional Surveying Services 2021 - 2022		\$ 35,141	
	TUL - Total Capital FY 2022	\$ 2,851,740	\$ 5,735,825	\$ -
Total Capital Projects to be started and completed in FY 2023		\$ 24,591,240	\$ 14,631,375	\$ 500,000



Debt Service Requirements

FY 2022 - 2023



Funding Sources for TAIT Financed Debt:

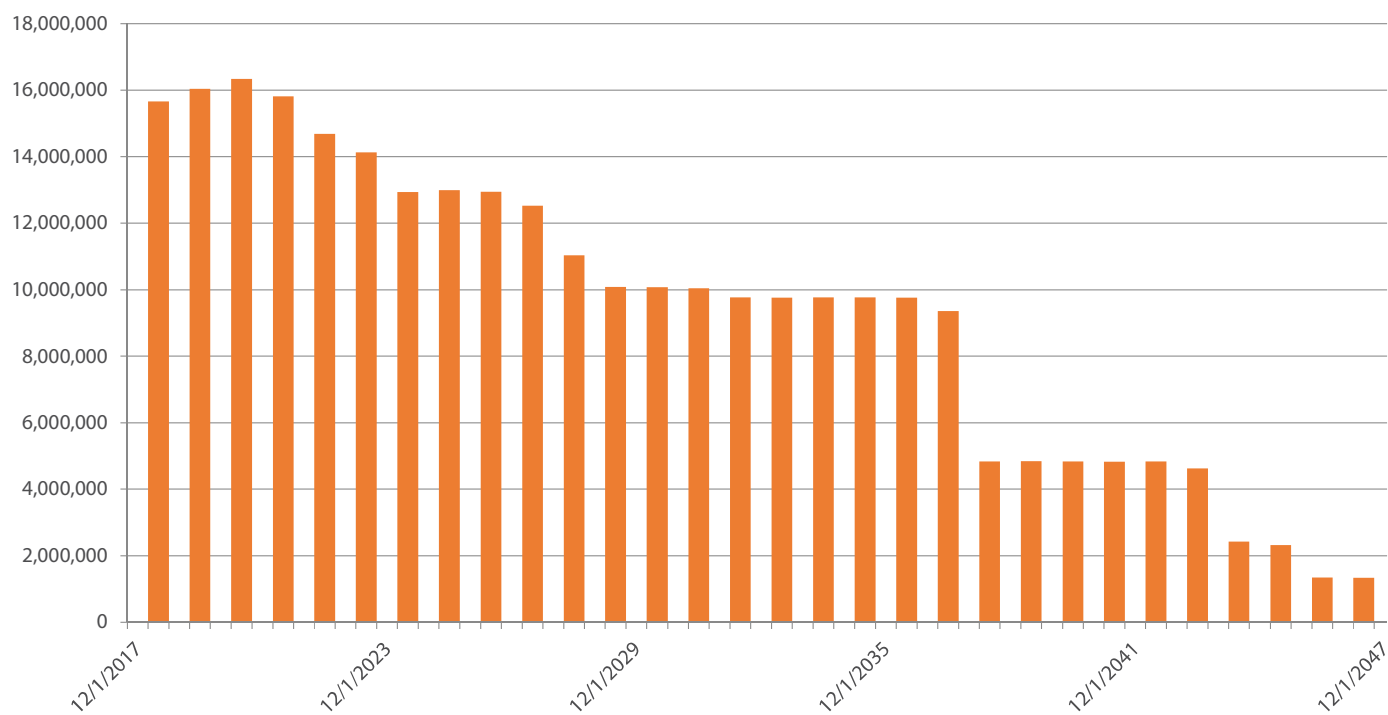
Total PFC Debt: \$4,378,636.01

Total CFC Debt: \$1,485,880.37

Other Revenues: \$8,264,031.48

Total P&I Debts: \$14,128,547.85

Total Debt Service Requirements



Rates, Fees, & Charges

FY 2022 - 2023

	FY 21-22	FY 22-23
A. LAND (per annum):		
FBO, commercial and corporate hangars	11% of value	11% of value
Large tract aeronautical developments (3rd Party)	8% of value	8% of value
Land options	60% of rental rates	60% of rental rates
Agricultural	per bid	per bid
B. FACILITIES - TERMINAL AND CARGO:		
Signatory - class 1 space	psfpy	psfpy
Signatory - class 2 space	\$96.88	\$96.88
Signatory - class 3 space	\$72.66	\$72.66
Signatory - class 4 space	\$48.44	\$48.44
Signatory joint use:	\$24.22	\$24.22
Baggage system (class 3 space)	\$48.44	\$48.44
Baggage claim (class 2 space)	\$72.66	\$72.66
*(includes rights to remote a/c parking boxes)		
Non-signatory - class 1 space	\$121.10	\$121.10
Non-signatory - class 2 space	\$90.82	\$90.82
Non-signatory - class 3 space	\$60.55	\$60.55
Non-signatory - class 4 space	\$30.27	\$30.27
Non-signatory - joint use:		
Baggage system (class 3 space)	\$60.55	\$60.55
Baggage claim (class 2 space)	\$90.82	\$90.82
Per turn charge for common use gatehold/apron - signatory	\$131.00	\$131.00
Per turn charge for common use gatehold/apron - non-signatory *	\$303.00	\$303.00
* (includes ticket counter)		
Jet bridge maintenance fee -signatory	\$600.00/month/bridge	\$600.00/month/bridge
Cargo facilities		
Building (with airfield access)	\$10.00 psfpy	\$10.00 psfpy
Building (short-term, no airfield access)	fair value	fair value
Nonscheduled, non-licensed air carriers (use of terminal)	\$ 2.00/enplanement/deplanement	\$ 2.00/enplanement/deplanement
Other building space	airline rates	airline rates
Non-airline office/retail space in airline passenger terminal	airline rates	airline rates
Public area use for commercial purposes	negotiated	negotiated
C. LANDING FEES (per 1,000lbs of GMLW):		
Signatory air carrier	\$3.62	\$3.62
Non-signatory air carrier	\$4.53	\$4.53
D. FUEL FLOWAGE FEE:	\$0.10/gal	\$0.10/gal

Rates, Fees, & Charges

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E. AIRCRAFT PARKING FEE:

Signatory - concourse aircraft	included in rates	included in rates
Remote aircraft parking	\$.40/1,000lbs/day	\$.40/1,000lbs/day
Cargo aircraft parking (ramp) - non-signatory only	\$.40/1,000lbs/day	\$.40/1,000lbs/day
Signatory -cargo apron equipment parking	\$1.00 psfpy	\$1.00 psfpy
Non-signatory -cargo apron equipment parking	\$1.25 psfpy	\$1.25 psfpy
North development area parking	\$.10/1,000lbs/day	\$.10/1,000lbs/day
Military aircraft parking	\$.40/1,000lbs/day	\$.40/1,000lbs/day

F. AUTOMOTIVE PARKING:

	\$2.00/hour (1st 30 min \$1.00)	\$2.00/hour (1st 30 min \$1.00)
Garage	\$12.00/day maximum	\$14.00/day maximum
Shuttle	\$8.00/day maximum	\$9.00/day maximum
Valet parking charge	\$18.00/day plus tax	\$20.00/day plus tax
Valet monthly parking	\$500/month	\$500/month
Reserved covered parking - nonspecific space	\$275/month/sp	\$275/month/sp
Reserved covered parking - specific space	\$500.00/month	\$500.00/month
Tire lock removal charge	\$35.00	\$35.00
Unauthorized parking penalty	\$35.00/day	\$35.00/day
Taxicab charge	\$2.00/pick-up	\$2.00/pick-up
Signatory - vehicular parking	\$15.00/month/employee	\$15.00/month/employee
Non-Signatory - vehicular parking (lot A and lot B)	\$22.50/month/employee	\$22.50/month/employee
Non-Signatory - vehicular parking (employee lot A only)	\$15.00/month/employee	\$15.00/month/employee
Parking permit replacement fee	\$10.00	\$10.00
Airfield vehicle parking tag replacement		\$100/occurrence
Discounts and promotional rates	director approved	director approved

G. MISCELLANEOUS FEES:

Administrative fee (contracts administration) *	\$500.00	\$500.00
Legal expense reimbursement *	actual cost	actual cost
* (Annual license, sales of leasehold improvements, assignment, collateral assignment, release of lease, amendment or supplement to agreement, or any other modification requested by operator requiring approval by TAIT).		
Tenant construction and alternation application fee	15% of construction alternation cost not-to exceed \$250.00	15% of construction alternation cost not-to exceed \$250.00
Finance charge on past due invoices	18%/year	18%/year
Returned check fee	\$25.00	\$25.00
Wireless internet tenant IP address	cost + 25%	cost + 25%
Other	cost + 15%	cost + 15%

H. CONFERENCE ROOMS RENTAL:

	\$50.00/hour	\$50.00/hour
1 hour	\$50.00	\$50.00
Half Day (4 hours)	\$200.00	\$200.00
Full Day (8 hours)	\$400.00	\$400.00

Rates, Fees, & Charges

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I. SECURITY BADGE & FINGERPRINTING:		
Initial issue of security badge (includes fingerprinting)		
SIDA & sterile badges (new and renewal)	\$60.00	\$60.00
AOA badges (new and renewal)	\$30.00	\$30.00
Replacement of security badge (for damaged badges)	\$15.00	\$15.00
Non-returned terminated/expired badge	\$50.00	\$50.00
Contractor deposit for each badge	\$50.00	\$50.00
Authorized Security Coordinators - Failure to report	\$200.00	\$200.00
Three Strike Policy:		
Lost Badges: (strike cost + \$15 replacement fee)		
1st	\$65.00	\$65.00
2nd	\$115.00	\$115.00
3rd	\$200.00	\$200.00
Badge Violation:		
1st	\$50.00	\$50.00
2nd	\$100.00	\$100.00
3rd	\$200.00	\$200.00
J. MOVEMENT AREA AND SIDA COMPANY VIOLATIONS:		
1st	\$1,000.00	\$1,000.00
2nd	\$2,500.00	\$2,500.00
3rd (cap)	\$5,000.00	\$5,000.00
K. OPERATIONS SERVICE FEE	\$500/occurrence	\$500/occurrence
L. RENTAL CAR CHARGES:		
Customer facility charges	\$4.00 per transaction day	\$4.00 per transaction day
<i>New agreement rates effective date 03/01/2017</i>		
<i>Rate changes on 03/01/20XX</i>		
Counter space	\$96.88	\$96.88
Office space	\$72.66	\$72.66
Ready return/parking spaces	\$2.00/space/day	\$2.00/space/day
Garage Flex Spaces	\$1.65/space/day	\$1.65/space/day
M. ADVERTISING:	per rate card	per rate card
N. GROUND TRANSPORTATION-effective May 1, 2018		
Permit application/permit fee	annual \$50.00	annual \$50.00
Category A: Hotel/motel rate	\$.50 per hotel room/month	\$.50 per hotel room/month
Category B: Off airport parking trip rate	up to \$2.00 per trip	up to \$2.00 per trip
Category C: Limousine's & other commercial vehicles	\$50.00 per month	\$50.00 per month

Rates, Fees, & Charges

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<u>TULSA RIVERSIDE (RVS) AIRPORT:</u>		
Existing Agreements based on implicit price deflator index (IPDI)		
Aircraft hangar site - land only	\$0.318/sq. ft.	\$0.331/sq. ft.
Commercial operator site - land only	\$0.359/sq. ft.	\$0.374/sq. ft.
<u>New Private Hangar or Commercial Hangar entered into after 12/01/2017</u>		
Based on consumer price index CPI (U)	\$0.377/sq. ft.	\$0.409/sq. ft.
Other Land	11% of Value	11% of Value
Administrative fee (contracts administration) *	\$500.00	\$500.00
Legal expenses reimbursement *	actual cost	actual cost
* (Annual license, sales of leasehold improvements, assignment, collateral assignment, release of lease, amendment or supplement to Agreement, or any other modification requested by operator requiring approval by TAIT).		
Finance charge on past due invoices	18%/year	18%/year
Fuel flowage fee	\$0.10/ gal	\$0.10/ gal
Ramp tie down area	\$350/mo./block	\$350/mo./block
Water tap charges	\$10/month	\$10/month
Administrative fee for pooled insurance administration	\$21/participant lot/year	\$21/participant lot/year
Other	cost + 15%	cost + 15%



Rates, Fees, & Charges

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REQUIRED LEVELS OF INSURANCE FOR TENANTS (TUL & RVS)

GENERAL (AIRPORT) LIABILITY *

Air carrier	\$300,000,000	\$300,000,000
Cargo carrier	\$300,000,000	\$300,000,000
Cargo feeder	\$5,000,000	\$5,000,000
Cargo facility lease	\$5,000,000	\$5,000,000
Any aircraft fueling operations on air carrier apron	\$10,000,000	\$10,000,000
FBO - TUL (not fueling on air carrier apron)	\$3,000,000	\$3,000,000
FBO - RVS	\$2,000,000	\$2,000,000
Commercial aviation (SASO) - TUL	\$1,000,000	\$1,000,000
Commercial aviation (SASO) - RVS	\$1,000,000	\$1,000,000
Commercial building tenant - concessionaires (TUL)	\$2,000,000	\$2,000,000
Commercial building tenant - other (TUL)	\$1,000,000	\$1,000,000
Commercial ground transporters (shuttles)	\$1,000,000	\$1,000,000
Private hangar land lease (RVS)	\$500,000	\$500,000
Agricultural non-airfield land lease	\$250,000	\$250,000

* To include products and completed operations and property damage with the specified minimum limits to be for combined single limit (each occurrence and aggregate).

AUTO LIABILITY*

Cargo feeder

same as general liability
unless below
\$3,000,000

same as general liability
unless below
\$3,000,000

* Required for all airport tenants and licensed service providers that have vehicles on the Airport (excludes public roadways, public parking lots and tenant parking lots located in unsecured areas of a tenant lease).

WORKERS COMPENSATION AND EMPLOYER'S LIABILITY

per state statutes

per state statutes

