

SAN ANTONIO INTERNATIONAL AIRPORT



STINSON MUNICIPAL AIRPORT



Air Service Consultant Services

San Antonio International Airport

September 29, 2016

SAN ANTONIO AIRPORT SYSTEM



Background

- Expanding our air service is one of my top charges
- Reorganized Aviation Department and refocused efforts
- Technical expertise and analytics are hard to come by



Airlines



volaris



AEROMEXICO®



Airlines



volaris

Air Service Efforts

- Since my arrival we have taken aggressive steps to transform our approach to attracting air service including:
 - Created the Air Service Administrator position and filled it (*January through April 2016*)
 - Added analyst position in FY 2017 Budget (*October 2016*)
 - Air Service Strategic Study of Community Leaders (*May through August 2016*)
 - New Air Service Consultant Services (*September 2016*)



AEROMEXICO



volaris

Air Service Consultant Services

Scope

- Develop City-Pair Target Market Analyses and Technical Presentations
- Provide Catchment and Leakage Studies
- AdHoc Airline consulting Services

Solicitation

- Request for Proposals released in June 2016 with 3 proposals reviewed by evaluation committee
- Seabury, Inc. selected by 79.29 points

Air Service (con't)

Term

- 3 year term with 2, 1-year renewal options

Fiscal Impact

- Funding in the amount of \$130,000 is budgeted in the FY 2017 Aviation Budget.
- Department has budgeted \$130,000 for each subsequent fiscal year.



AEROMEXICO®



volaris