



**COLORADO
SPRINGS
AIRPORT
(COS)**

MAY 18, 2017

About Us

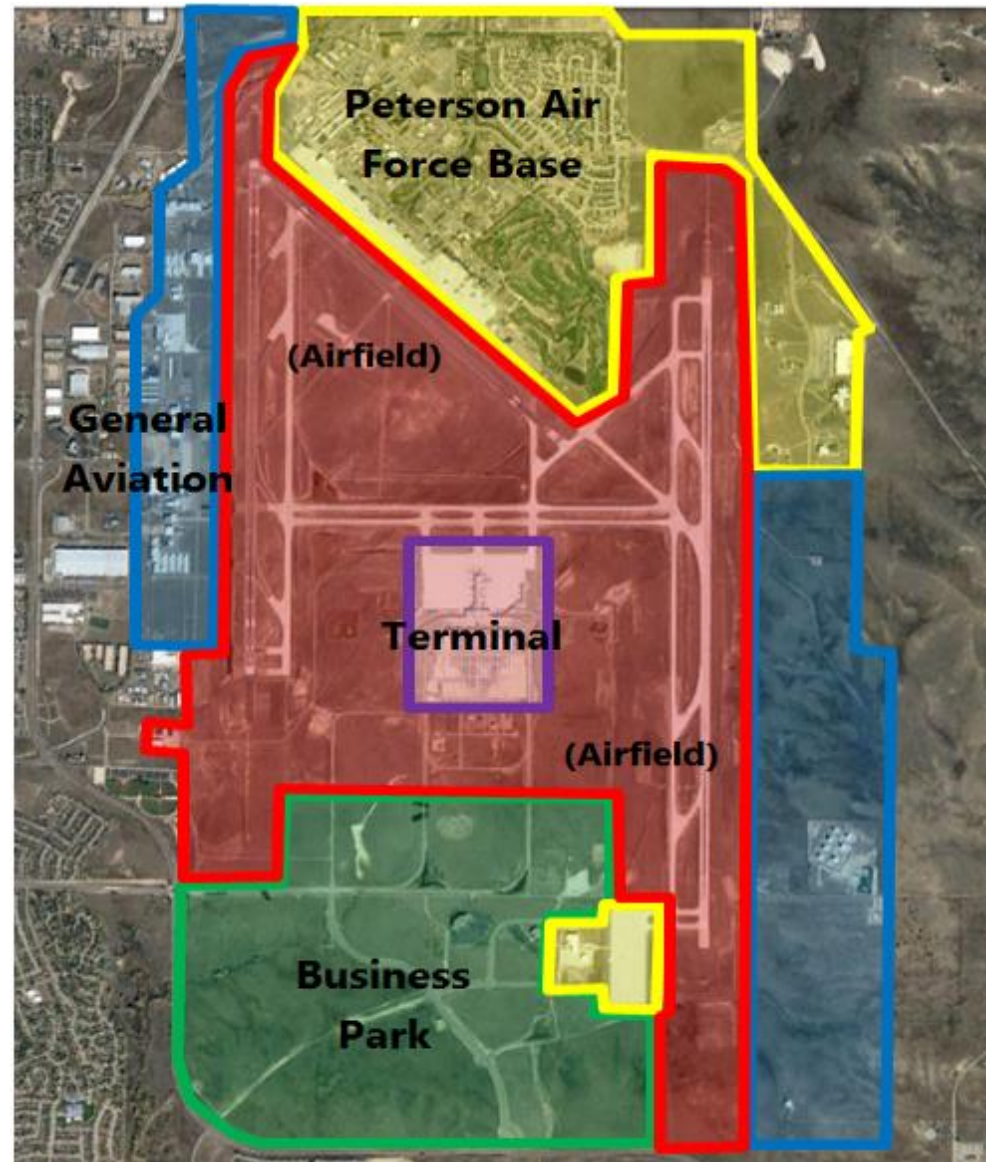
- Colorado Springs Airport (COS) is a city-owned, public, civil-military airport.
- Peterson Air Force Base is the largest tenant, co-located on the north end of the airfield



- COS is the second largest Airport in the state with nearly 128,000 aircraft operations and 1.3 million passengers annually.

Four Lines of Business

- Commercial Air Service
- Peterson Air Force Base
- Corporate & General Aviation
- Business Park





COMMERCIAL AIR SERVICE

Commercial Air Service

7 Air Carriers

- American Airlines
- Delta
- United
- Alaska
- Allegiant
- Frontier
- FedEx Express (Cargo)

Passenger traffic up 10.6% in 2016

Alaska

allegiant

American Airlines 

DELTA

FRONTIER

UNITED 

FedEx
Express

6 Airlines, 17 nonstop destinations

Coming Soon:

- SFO
- SAN
- IAD

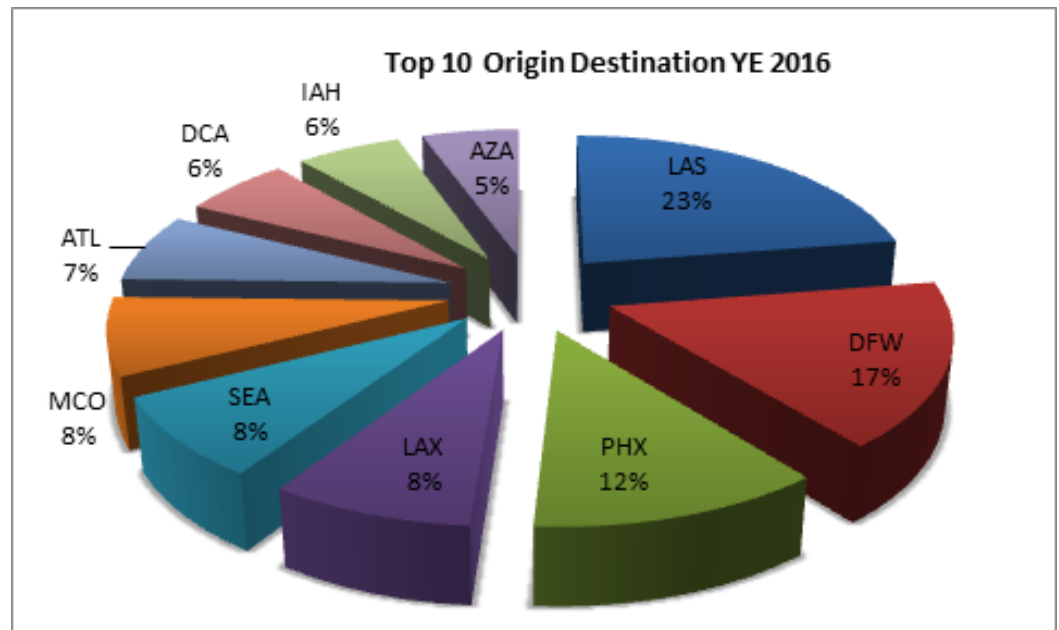
Fall 2017

- TPA
- RSW



Top 10 Destinations from COS

1. Las Vegas
2. Dallas/Fort Worth
3. Phoenix
4. Los Angeles
5. Seattle
6. Orlando
7. Atlanta
8. Washington D.C.
9. Houston
10. Phoenix-Mesa



New Air Service Development Program

COS Incentive Program

- Enhanced revenue sharing model for new and or expanded service for the first two years of service
- Can be applied towards any Airport cost or cooperative marketing program
- \$9 per new departing seat for the first 12 months of service, \$4.50 for additional 12 months



COS Marketing in Action

Digital and Social Media

- 91,000 people reached during Destinations Promotion Jan-17
- 1.2M Impressions from digital ads
- 55,000 reached with Holiday Marketing on social media

Email Promotions

- 16,500 emails acquired from Holiday Parking Promotion

Earned Media

- Significant increase in positive news coverage about Airport expansion and traffic trends

2017 Leakage Study

- Update 2013 study





PETERSON AIR FORCE BASE (PAFB)

Peterson Air Force Base Property Map

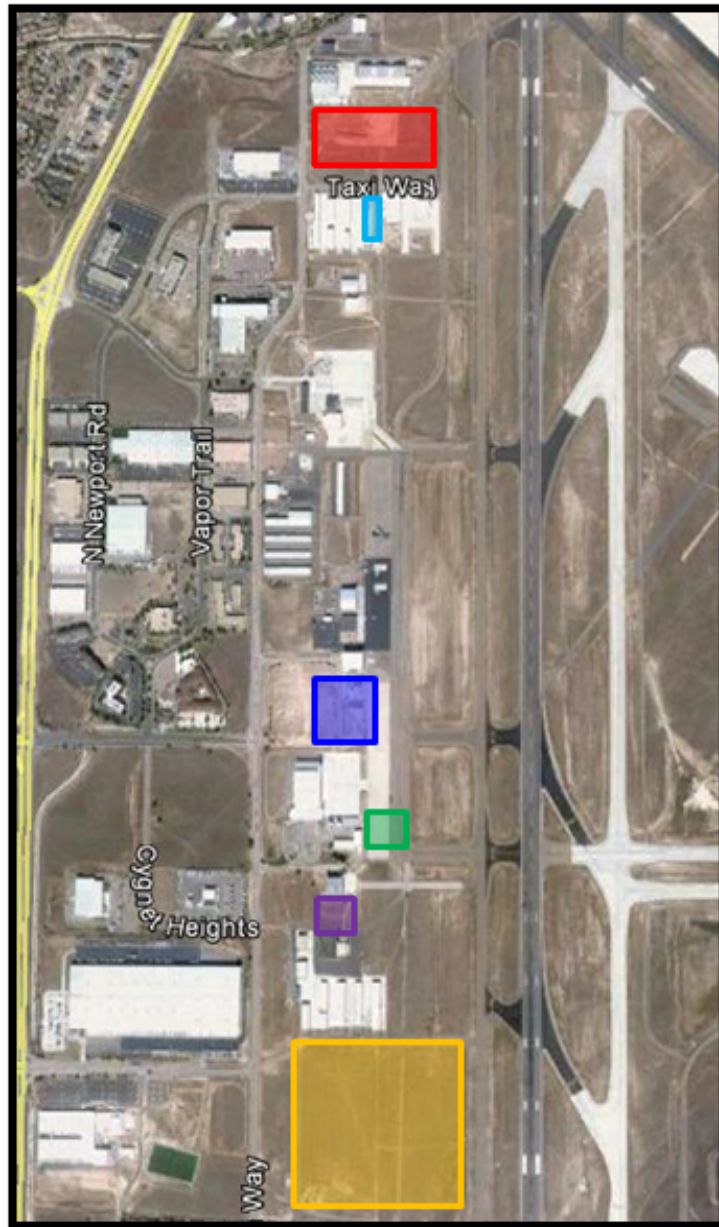


276 Acre Expansion





CORPORATE & GENERAL AVIATION



2016 Projects

- **COS Owners Association (Completed)**
 - 20,000 Sq./Ft. Hangar
- **Rampart Aviation (Completed)**
 - 25,000 Sq./Ft. Hangar
- **Sierra Nevada Corporation (Completed)**
 - 30,000 Sq./Ft. Hangar

2017 Projects

- Cutter Aviation Colorado Springs, LLC.**
 - • 5,400 Sq./Ft. FBO (In Progress)
 - 60,000 Sq./Ft. Hangar (In Progress)
- National Museum of WWII Aviation**
 - • Proposed 13.5 Acre Expansion
 - 80,000 Sq./Ft. Hangar Development
- **45 Acre Aviation Campus Development**

Economic Incentives for Business Growth

Colorado Springs Airport provides tax credits and performance-based incentive programs through the City of Colorado Springs, El Paso County, Pikes Peak Rural Transportation (PPRTA) and the State of Colorado.

- Commercial Aeronautical Zone (CAZ)
- Aviation Development Zone (ADZ)
- Foreign Trade Zone (FTZ)
- Enterprise Zone (EZ)

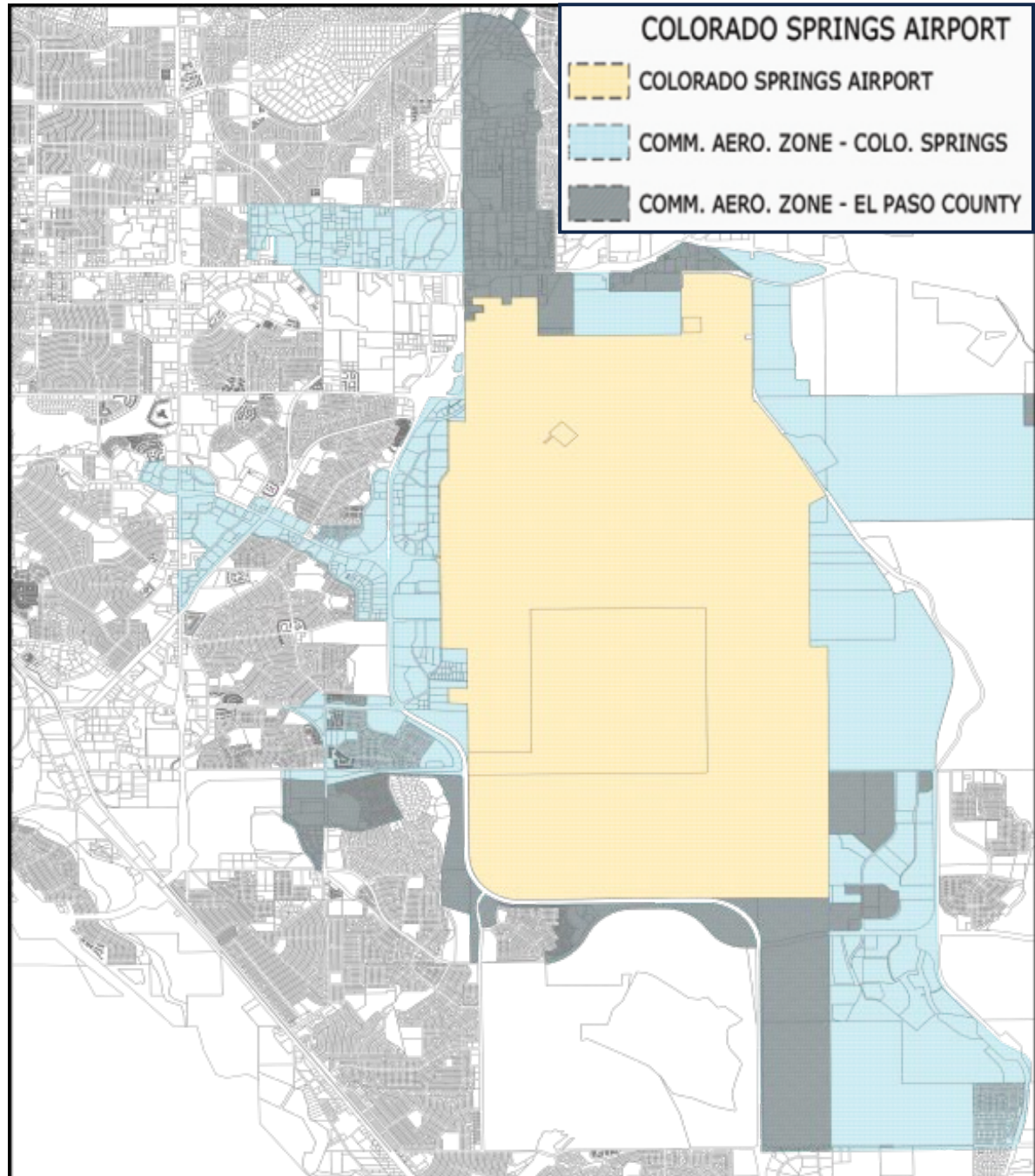


Incentives from the Colorado Office of Economic Development & International Trade (OEDIT)



COLORADO
Office of Economic Development
& International Trade

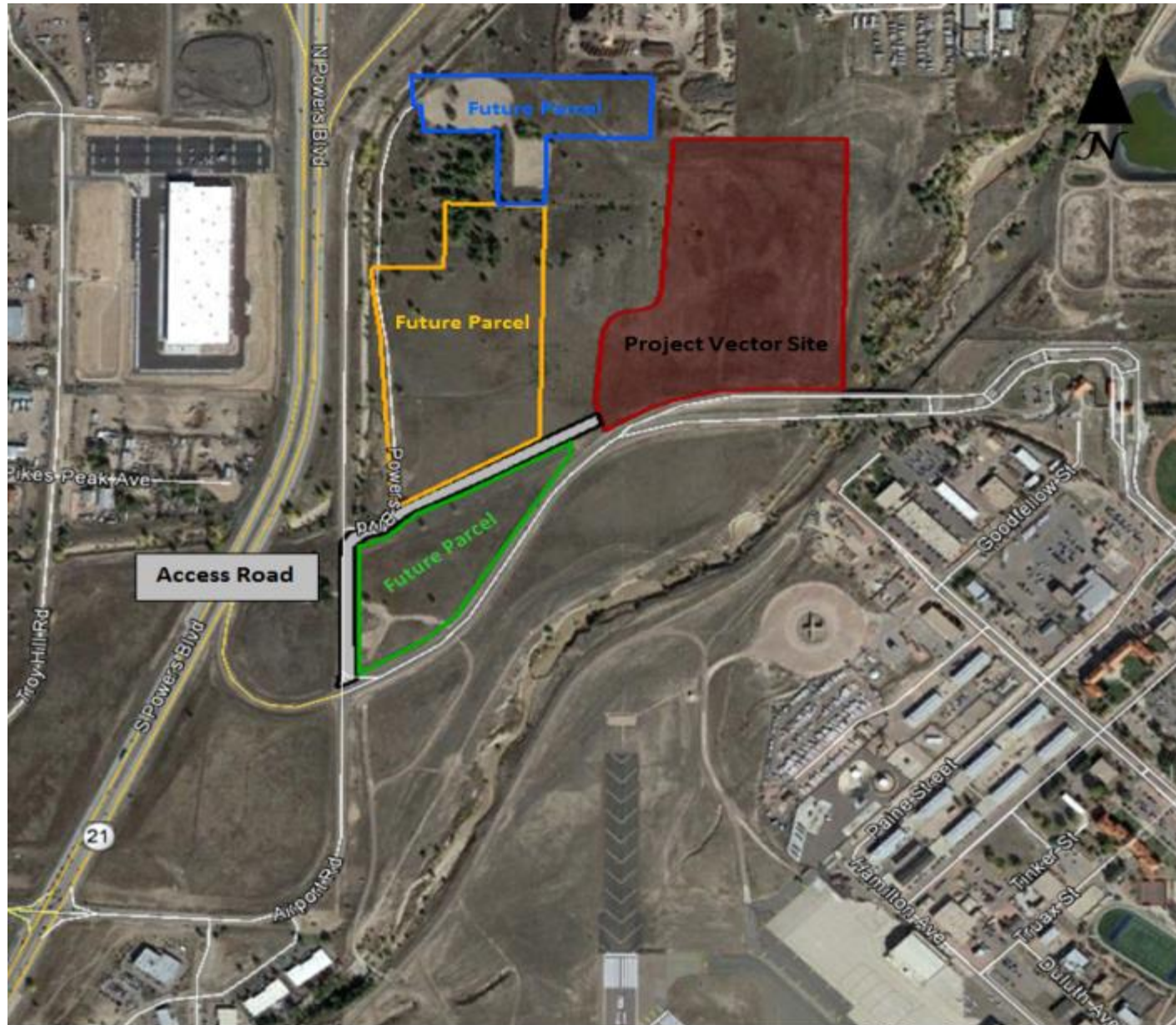
Economic Incentives Map



Cutter Aviation Site Plan



Non-Aeronautical Development - Project Vector





BUSINESS PARK



Business Park Information

Facts:

- 900 acres
- Mixed-use development
 - Commercial
 - Industrial

Existing Tenants

- Northrop Grumman
- The Aerospace Corporation



*Existing option and first right of refusal with 3rd party.

Business Park Partners

Master Developer

- **Urban Frontier**

Brokerage Services

- **Cushman & Wakefield (Office & Industrial Properties)**
- **Crosbie Real Estate Group (Retail Properties)**

