



San Bernardino International Airport

San Bernardino International Airport Authority (SBIAA)



Business Plan Update Status Report
October 28, 2021

Airport Business Market Segments



COLOR KEY

- Maintenance, Repair & Overhaul
- Fixed Based Operator & General Aviation
- Air Cargo
- Commercial Aviation





SBD Market Segments

SBD is well established in this segment; infrastructure investments made; low operational expenses



SBD is in this segment; initial infrastructure investments completed; lower operational expenses



SBD's national ranking has grown from last (2016) to 59th (2020) – prior to Amazon Air commencing operations in April 2021



Capital investments substantially completed; subsidy needed to support entrance; retention in short run; significant returns possible



1992

1996 – present

Large hangars 100% capacity - AeroPro, Unical Aviation, CAS, Executive Jet Maintenance – current facilities at capacity

2000 – present

GA Hangars, sheriff, flight school – 2017
Current hangar facilities at capacity – active waiting list

2016 – Present

UPS (est. 2017)
FedEx (est. 2018)
Amazon (est. 2021)
Current facilities at capacity – room for growth in charter & international markets

Pending

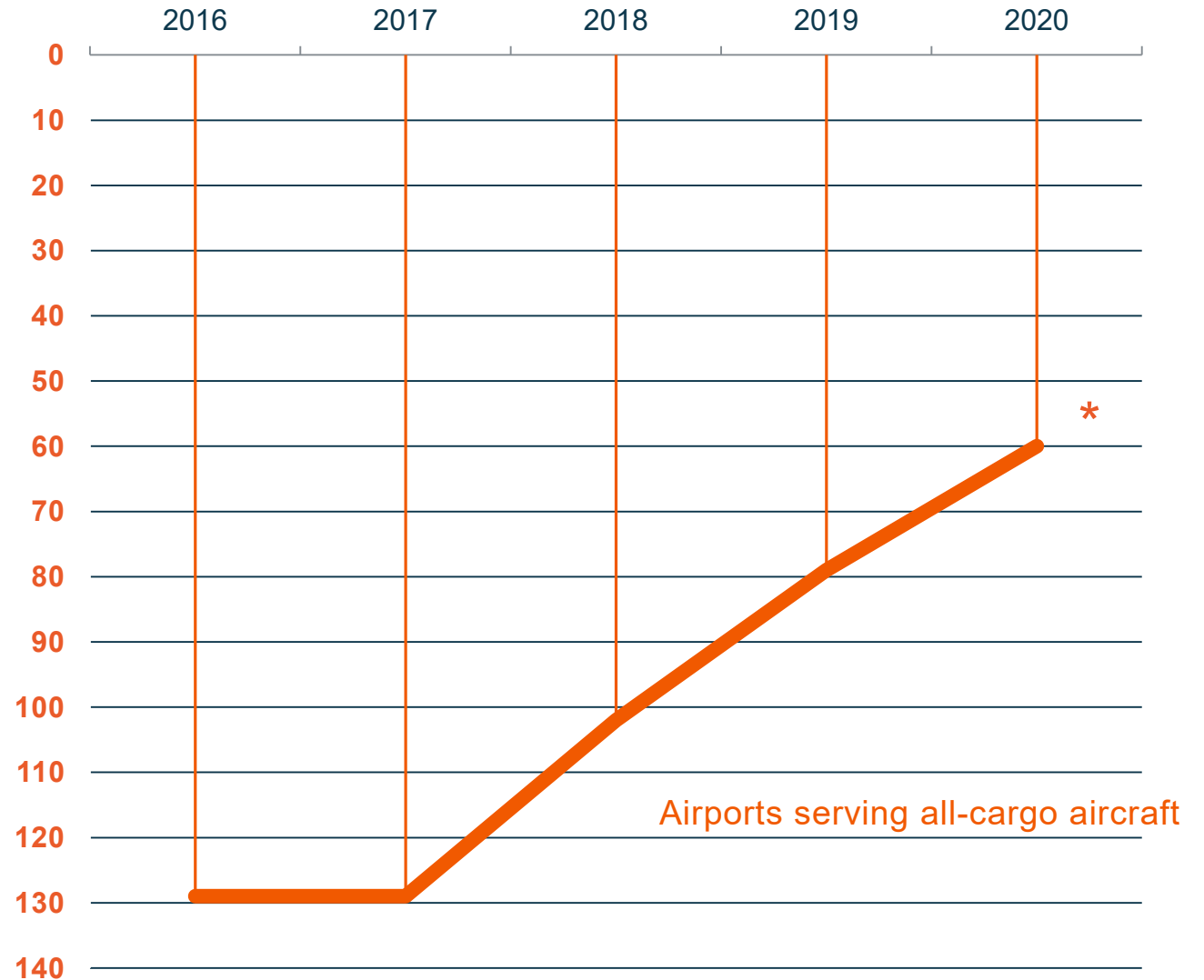
Air Cargo Nationally



Air cargo activity at SBD continues to outpace growth nationally

- Typically 130 - 140 airports in the United States serve all-cargo aircraft
- Since 2017, SBD has consistently climbed the national rankings

*SBD became the 59th busiest cargo airport in the country - prior to Amazon Air taking flight





Commercial Passenger



Looking to the future



Passenger Service

Additional Expenses:

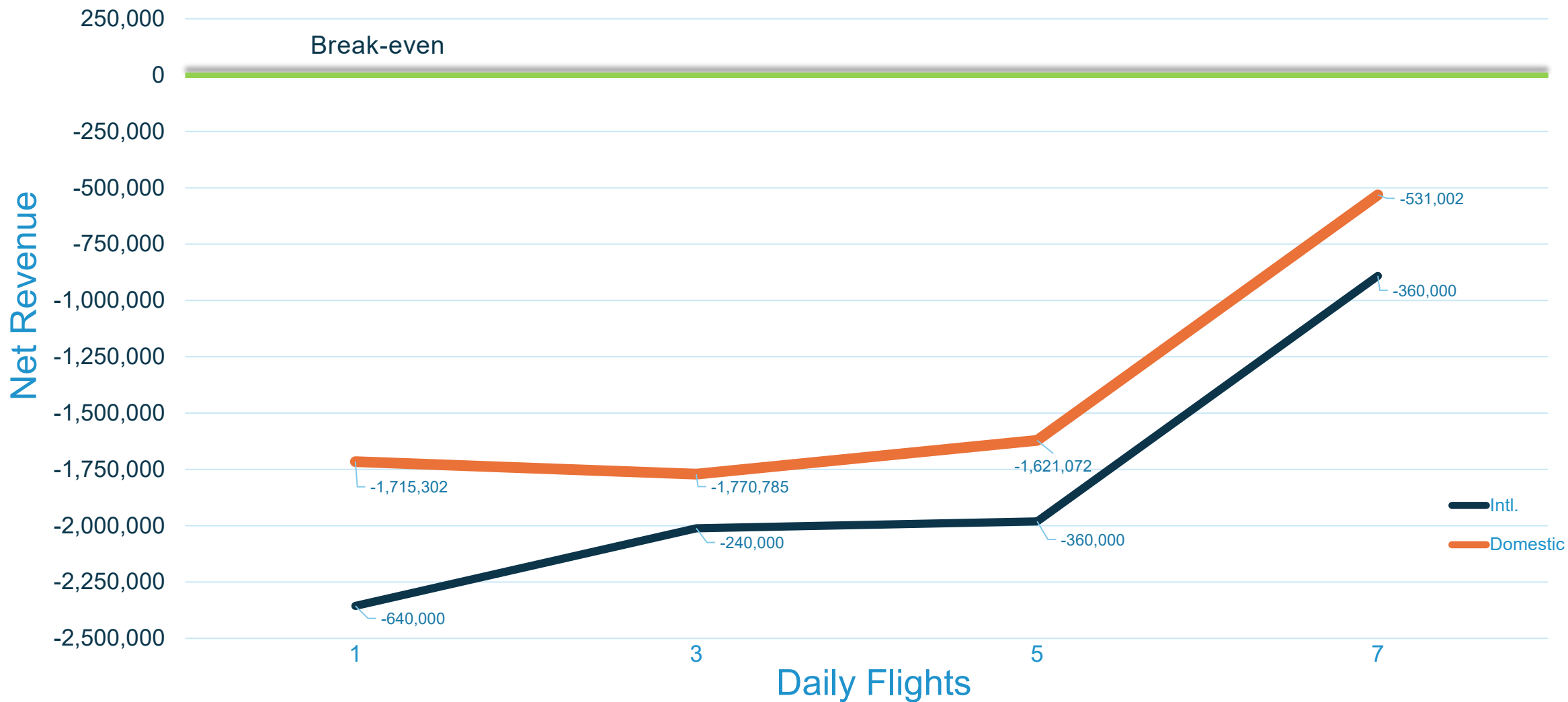
- 1) Incentives
- 2) Marketing
- 3) Landside Operations
- 4) Airport Security
- 5) Contract Services
- 6) U.S. Customs
- 7) Vehicle Parking Staffing
- 8) Equipment



Future Revenues:

- 1) Vehicle Parking
- 2) Terminal Fees
- 3) Concessions
- 4) Advertising
- 5) Landing Fees
- 6) Fuel Sales
- 7) Licensing Fees
- 8) FAA AIP Grant Funding

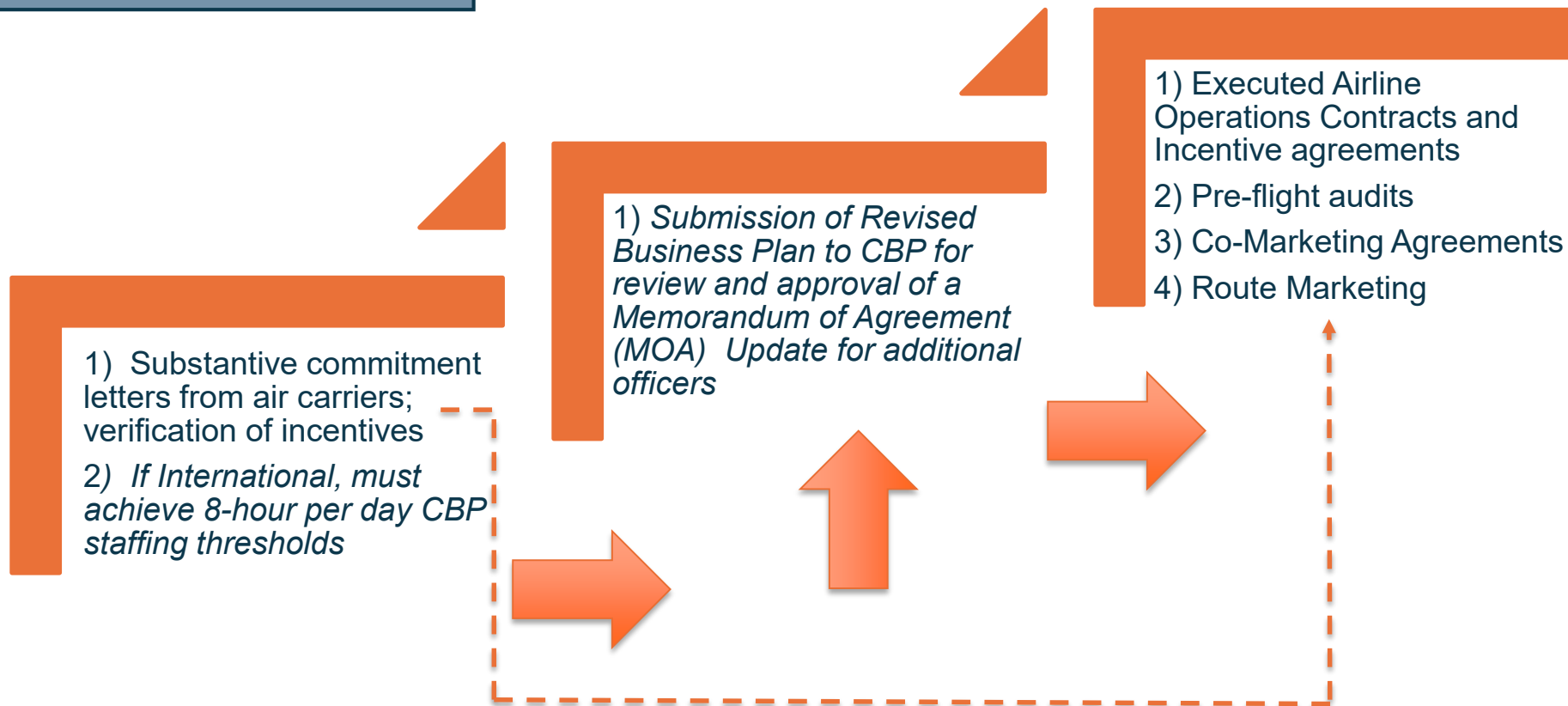
Forecast Annual Net Revenue – Domestic & Intl.



Passenger Market: Startup Requirements



Passenger Service





Focal Areas:

- 1) Air Cargo
- 2) Commercial Air Service
- 3) U.S. Customs



Focal Areas:

- 1) Increase Fuel Capacity
- 2) Marketing/Branding