

**State of Texas
County of Bexar
City of San Antonio**



**Meeting Minutes
City Council B Session**

City Hall Complex
San Antonio, Texas 78205

2021 – 2023 Council Members

Mayor Ron Nirenberg

Mario Bravo, Dist. 1 | Jalen McKee-Rodriguez, Dist. 2
Phyllis Viagran, Dist. 3 | Dr. Adriana Rocha Garcia, Dist. 4
Teri Castillo, Dist. 5 | Melissa Cabello Havrda, Dist. 6
Ana Sandoval, Dist. 7 | Manny Pelaez, Dist. 8
John Courage, Dist. 9 | Clayton Perry, Dist. 10

Wednesday, November 10, 2021

2:00 PM

Municipal Plaza Building

The City Council convened a regular meeting in the Norma S. Rodriguez Council Chamber in the Municipal Plaza Building beginning at 2:04 PM. Interim City Clerk Debbie Racca-Sittre took the Roll Call noting a quorum with the following Council Members present:

PRESENT: 11 – Nirenberg, Bravo, McKee-Rodriguez, Viagran, Rocha Garcia, Castillo, Cabello
Havrda, Sandoval, Pelaez, Courage, Perry

ABSENT: None

ITEMS

- 1. Briefing on the Strategic Development Plan for the San Antonio International Airport** [Jeff Coyle, Assistant City Manager; Jesus Saenz, Director, Aviation]

City Manager Erik Walsh introduced the item and Aviation Department Director Jesus Saenz who presented the San Antonio International Airport Strategic Development Plan. Saenz introduced the Aviation Department team, the WSP, Inc consultant team and thanked them for their work. Saenz introduced John Dickson, Chair of the Airport System Development Committee who introduced the rest of the Committee Members and noted that the planning process began in 2017. Dickson provided an overview of the initial recommendations which included the vision of a world class regional airport that optimized the user experience, reflected our rich history and culture, focused on the future, and accommodated future technology innovations.

Saenz presented the economic impact of the San Antonio International Airport (SAIA) on the community and outlined goals for increasing capacity as well as the status of current plans. Saenz provided an overview of the community engagement and planning processes with next steps.

DISCUSSION:

Mayor Nirenberg commented that the plan was laid out in an achievable way and needed to be delivered immediately. Mayor Nirenberg declared that developing SAIA was the most important capital investment San Antonio would ever make to grow its economy as San Antonio was quickly becoming a metroplex. Mayor Nirenberg provided his full commitment to the Plan.

Councilmember Pelaez spoke in support of the Plan, pointing out that the Texas economy was larger than Brazil and a competitive airport was needed because it served as the “welcome mat” to San Antonio. Councilmember Pelaez suggested the airport should be smart in its delivery of the Plan and recommended that SAIA collect data about travelers to better serve them citywide. Saenz agreed that better predictive analytics were needed but should be conducted on a real-time basis.

Councilmember Sandoval expressed her appreciation for the Airport and recommended that there be a larger conversation about ground travel between cities. Councilmember Sandoval suggested that the conversation should be expanded to a world class travel system that includes multiple modes of transportation. City Manager Walsh noted the decentralized ground transportation system and Saenz added that the Plan included a ground transportation center. Councilmember Sandoval asked if any ground transportation partners collected data that could be utilized for the plans. Saenz said the airport would look into utilizing all data. Walsh said he would confirm available data with the Transportation Department.

Councilmember McKee-Rodriguez stressed that the customer experience was crucial and should represent San Antonio’s best food, art, and culture. Councilmember McKee-Rodriguez asked about the impact of noise to Airport neighbors. Saenz explained that an environmental assessment would be required to move the Plan forward noting that a noise exposure mapping exercise was already done. Councilmember McKee-Rodriguez asked about accessibility of the facility. Saenz described a process of using design standards to ensure accessibility. Councilmember McKee-Rodriguez noted that he was excited about the parking system but was disappointed that the parking signage on parking availability didn’t seem to be accurate. Saenz said he would look into possible issues with the parking system.

Councilmember Cabello Havrda recommended innovation and accessibility should be a key

component of the Plan. Councilmember Cabello Havrda suggested innovation in public safety, workforce development and the Airport System was an economic driver. Saenz mentioned that the airport had a security plan approved by the Transportation Security Administration (TSA) which was amended regularly and explained a canine partnership as well as perimeter checks conducted at the facility. Councilmember Cabello Havrda asked if staff receive cultural sensitivity training, which Saenz confirmed was being done.

Councilmember Cabello Havrda asked how the Plan considered the growth of San Antonio into a metroplex. Saenz replied that there were urban air mobility plans as well as ground plans which were developed and implemented to address the City's growth. Councilmember Cabello Havrda asked about the plan as associated with the Federal Infrastructure Bill. Saenz provided an updated on Federal Funding and assured SAIA would get its fair share. Assistant City Manager Jeff Coyle added that all Federal Funding was being coordinated through the Intergovernmental Relations Committee.

Councilmember Rocha Garcia expressed the importance of incorporating authentic San Antonio components into the plan. Councilmember Rocha Garcia recommended review of the economic impact and plans for the SAIA to the Economic and Workforce Development Committee. Dickson explained that many economic partners had been a part of the planning process.

Councilmember Rocha Garcia suggested that an apprenticeship program could be created at SAIA and this could be funded by Federal Infrastructure grants. Councilmember Rocha Garcia also thought it would be beneficial to have a better partnership with Mexico.

Councilmember Castillo brought up that departing from the Airport could impact persons working in the service industry. Councilmember Castillo asked about accommodations that were planned for VIA Transit to connect to the Airport. Councilmember Castillo mentioned the partnership with Visit San Antonio and other non-profits doing the work to showcase the City's culture. Saenz noted design standards had been shared with partners and the community and would be developed further and brought back to City Council for briefing. Councilmember Castillo asked for pertinent data on travelers which Saenz said he would provide.

Councilmember Perry requested data on demand and current capacity by terminal Gates. Saenz replied that the data was included within the packet and described flow rate as a metric utilized to analyze capacity. Councilmember Perry wanted to see where the Gate growth was required, Saenz said he would share Passenger Activity Levels data with the City Council.

Councilmember Perry asked for a description of the feedback received through the conducted community engagement. Saenz and consultant Gretchen Roufs provided examples of survey questions and described the sampling techniques used. Councilmember Perry asked for a breakdown of costs for each of the components in the Plan.

Councilmember Viagran asked how Councilmembers could assist in accessing more Federal Infrastructure Funds to help implement this Plan. Coyle stated that a plan was being developed to seek the Federal funding and cited that the Plan was being approved at an opportune time to access that funding. Councilmember Viagran stated that meditation space and space for dogs, ultra-

accessibility, broadband and internet access should be considered for funding.

Councilmember Bravo asked what companies looking to relocate to a City were looking for in an airport. Dickson replied that nonstop flights to everywhere that occur often, clean facilities, local restaurant choices and comfortable airport lounges were features that companies desired.

Councilmember Bravo asked for clarification on the increased capacity analysis conducted and Consultant John Van Huenzel explained the forecasting methodology used.

Councilmember Courage asked if the Airport collected data on percentage of visitors/leisure travelers versus business travelers, as well as numbers on local, in-state, and out of state passengers. Saenz described the regional area and explained that pre-pandemic levels were 60% leisure and 40% business, and that had changed with the pandemic. Aviation Department staffer Brian Pratte described the local and regional aspect of travelers and said he would provide information on out-of-state travelers' analytics. Councilmember Courage asked of available and projected concessions at the Airport. Aviation Department staffer Jennifer Pysher provided data on current and projected concession operations. Councilmember Courage asked what the average time to get baggage and whether this was expected to be improved and suggested that travelers should be made aware of how much time it would take to get out of the Airport if collecting baggage.

Councilmember Perry requested the total cost of the plan implementation by component and source of funding. Councilmember Perry clarified that businesses needed to fly more in order for the airlines to bring more non-stop flights.

Councilmember Rocha Garcia asked how the Airport system would prepare for the future of technology. Dickson explained that the Airport design must include space to anticipate future City growth and it would be a mistake to build to the minimum specifications of today.

EXECUTIVE SESSION

Mayor Nirenberg recessed the meeting at 4:30 PM to enter into Executive Session to discuss the following Items:

- A. Economic development negotiations pursuant to Texas Government Code Section 551.087 (economic development).
- B. The purchase, exchange, lease or value of real property pursuant to Texas Government Code Section 551.072 (real property).
- C. Legal issues related to collective bargaining pursuant to Texas Government Code Section 551.071 (consultation with attorney).
- D. Legal issues related to litigation involving the City pursuant to Texas Government Code Section 551.071 (consultation with attorney).
- E. Legal issues relating to COVID-19 preparedness pursuant to Texas Government Code Section

551.071 (consultation with attorney).

Mayor Pro-Tem Perry reconvened the meeting at 5:31 PM and stated that no action had been taken during the Executive Session.

ADJOURNMENT

Mayor Pro-Tem Perry adjourned the meeting at 5:31 PM

Approved

Ron Nirenberg
Mayor

Attest:

Debbie Racca-Sittre
Interim City Clerk

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*****DISCLAIMER!!!***** San Antonio City Council
November 10th, 2021

MAYOR NIRENBERG: GOOD AFTERNOON, EVERYONE. ARE WE LIVE? OKAY, GREAT. TIME IS 2:04 P.M. ON THIS 10TH DAY OF NOVEMBER, 2021. WE'LL GO AHEAD AND CALL OUR CITY COUNCIL B SESSION TO ORDER. MADAM CLERK, COULD YOU READ THE ROLL? [ROLL CALL]

CLERK: MAYOR, WE HAVE A QUORUM.

MAYOR NIRENBERG: GOOD AFTERNOON, EVERYBODY. HIGHLY ANTICIPATED ITEM TODAY FOR BRIEFING, SO I WON'T WASTE ANY TIME. LET ME TURN IT OVER TO CITY MANAGER ERIK WALSH.

WALSH: THANK YOU, MAYOR AND COUNCIL. TODAY'S SOLE ITEM ON THE AGENDA IS A BRIEFING ON THE AIRPORT SYSTEM'S STRATEGIC DEVELOPMENT PLAN. WE HAVE TALKED A COUPLE TIMES ABOUT THIS AS WE HAVE GONE THROUGH THE PROCESS HERE WITH THE COUNCIL. THE STRATEGIC DEVELOPMENT PLAN SERVES AS A GUIDE FOR THE FUTURE DEVELOPMENT OF OUR FACILITY AND THE SAN ANTONIO INTERNATIONAL AIRPORT. THE PLAN AS ALL OF YOU KNOW IS VITAL TO THE GROWTH OF OUR REGION, AND AS A SERVICE PROVIDER, TO PROVIDE THE COMMUNITY, THE AIRPORT THAT WE NEED TO MEET DEMAND AND AS WELL AS FUTURE DEMAND. THE PROCESS HAS BEEN GUIDED BY THE INPUT OF AN IMPRESSIVE AND COMMITTED GROUP OF BUSINESS LEADERS WHO AGREED TO SERVE ON THE MAYOR'S AIRPORT SYSTEM DEVELOPMENT COMMITTEE AND WHO

HAVE BEEN VITAL TO BRING TO FRUITION TODAY'S DATA DRIVEN PLAN. SOME OF THEM ARE IN THE ROOM TODAY AND MR. JOHN DIXON, THE CHAIR OF THAT GROUP, WILL PRESENT SEVERAL OF THE SLIDES TO YOU TODAY. THIS GROUP, I THINK WHEN THEY AGREED, DIDN'T REALIZE THAT THEIR TOUR OF DUTY WOULD BE EXTENDED BY AN EXTRA 15 MONTHS OR SO, BUT WE DIDN'T KNOW A LOT OF THINGS BACK THEN. SO WE THANK YOU FOR YOUR CONTINUED INVOLVEMENT AND LEADERSHIP ON THE ISSUE. SO THE PLAN AS YOU RECALL, AS WE HAVE BRIEFED YOU BEFORE, ENVISIONS A MODERN AIRPORT WITH WIDER TERMINALS, MORE GATES, LATEST TECHNOLOGY WHILE STILL ENSURING THAT VISITORS KNOW THEY ARE ARRIVING IN SAN ANTONIO AND MORE IMPORTANTLY, THAT THE PUBLIC, THE SAN ANTONIO PUBLIC, AND BUSINESS COMMUNITY HERE IN SAN ANTONIO, HAS THE AIRPORT THAT WE NEED GOING FORWARD INTO THE FUTURE. THE STRATEGIC PLAN IS A VISION FOR THE FUTURE. WE'RE REQUIRED TO DO THIS EVERY TEN YEARS BY THE FAA, AND IF YOU LOOK AT PAST PLANS THAT THE CITY HAS DONE, THE AIRPORT HAS DONE, I THINK ONE DISTINCTION YOU'LL SEE IS THAT WITH THE HELP OF JOHN AND HIS GROUP AND JESUS AND HIS TEAM, WE ARE LOOKING TO TURN THE PLAN INTO A VISION THAT CAN BE EXECUTED QUICKLY. SO I'M GOING TO HAND IT OVER TO JESUS TO KICK US OFF. THEN WE WILL GO FROM THERE. THANK YOU.

SAENZ: THANK YOU FOR THAT, ERIK. THANK YOU, MAYOR AND COUNCIL. EVERYONE GATHERED HERE TODAY, THANK YOU SO MUCH FOR BEING HERE. IT'S A WONDERFUL DAY. IT'S AN EXCITING DAY FOR ALL OF US. WE HAVE [LAPSE IN AUDIO] TEAMWORK, PROFESSIONALISM, INTEGRITY AND SERVICE, BUT I HAVE ADDED QUITE A BIT TO MY TEAM WITH REGARD TO THEY KNOW I ALWAYS TALK ABOUT PERSPECTIVE, HUMILITY AND I ALSO ADD GRATITUDE. I'VE GOT TO START THIS ENTIRE SESSION BY SAYING THANK YOU TO SO MANY PEOPLE THAT HAVE BEEN INVOLVED AND THE SUPPORT WE HAVE RECEIVED TO GET THIS TO WHERE IT'S AT TODAY. I START WITH THAT FIRST AND FOREMOST WITH OUR TEAM WHO HAS WORKED TIRELESSLY THROUGHOUT THIS ENTIRE COVID PANDEMIC, SO I WON'T INTRODUCE EVERYONE, BUT EVERYONE PART OF THE SAN ANTONIO AIRPORT SYSTEM, THIS GOES BACK TO THE PEOPLE THAT ARE CLEANING RESTROOMS AND CUTTING GRASS AND MAKING IT HAPPEN EVERY DAY, THEY DO AN INCREDIBLE JOB OF ENSURING WE CONTINUE TO RECEIVE THE ACCOLADES WE RECEIVE AS AN AIRPORT. THIS IS WHY IT'S SO IMPORTANT THAT WE GET THIS PRODUCT ACROSS THE FINISH LINE AND START MOVING AND EXECUTING ON THE THINGS WE WANT TO GET DONE, BUT IF I COULD ASK, PLEASE, A BIG ROUND OF APPLAUSE FOR THE

ENTIRE SAN ANTONIO AIRPORT SYSTEM. YOU GUYS STAND UP, PLEASE. THANK YOU. YES. THEN SECONDLY, I WANT TO GIVE CREDIT, WE EMBARKED UPON THIS EFFORT SEVERAL YEARS BACK, AND THERE'S NO WAY THIS COULD HAVE COME TO COMPLETION WITHOUT THE WORK OF OUR GREAT, YOU KNOW, CONSULTANT THAT CAME IN TO HELP US AND FINALIZE THIS PLAN, AND THAT IS WSP. JOHN, JULIE, TRACY AND GRETCHEN, IF YOU ALL COULD PLEASE STAND. ANOTHER BIG ROUND OF APPLAUSE. THEY'RE THE ONES THAT MAKE THIS HAPPEN. [APPLAUSE] AS YOU LOOK AT THIS PICTURE TODAY, IT'S A VISION DOCUMENT. WE ALWAYS TALK ABOUT BEGIN WITH THE END IN MIND TO ENSURE WE PREPARE OURSELVES FOR THE FUTURE. THAT'S EXACTLY WHAT THIS IS. THIS IS AN ENVISIONING DOCUMENT THAT PREPARES US, THAT PREPARES OUR AIRPORT AND THIS CITY FOR THE FUTURE GROWTH AND EXPANSION MUCH REFERENCED AS ERIK JUST STATED OF WHERE WE'RE GOING TO GO TO. WE COULDN'T HAVE DONE THIS WITHOUT THE ESTABLISHMENT OF THE AIRPORT SERVICE DEVELOPMENT COMMITTEE. IT WAS VERY GREAT, IT WAS VERY FUTURISTIC TO HAVE PUT THAT GROUP INTO PLACE, AS WE LOOK AT WHAT WE HAVE HAD TO ENDURE DURING THE COVID PANDEMIC AND NOW THE GROWTH AND WHAT'S GOING TO BE THE NEW NORMAL AS WE GET OUT OF THIS PANDEMIC TO ENSURE THAT WE'RE PREPARED AND READY FOR IT. SO THE AIRPORT SERVICE DEVELOPMENT COMMITTEE, I'M NOT GOING TO TAKE ANY OF JOHN'S THUNDER BUT HE'S DONE AN INCREDIBLE JOB. JOHN DIXON AS LEADER OF THE ASDC, PLEASE GIVE HIM A BIG ROUND OF APPLAUSE BECAUSE HE'S HELPED US GET TO WHERE WE'RE AT AS WELL TODAY. [APPLAUSE] WE'RE EXCITED ABOUT THE SLIDES WE ARE GOING TO PRESENT TO YOU. IT IS THE FUTURE. IT'S THE FUTURE OF THE AIRPORT, BUT IT'S ALSO THE FUTURE OF THE CITY. WE'RE EXCITED TO PRESENT THAT TO YOU. SO I'M GOING TO TURN IT OVER TO JOHN TO TELL YOU A LITTLE ABOUT WHAT THE ASDC DID AND WHAT THEY WERE ABLE TO COMPLETE, THEN I WILL COME BACK UP AND FINISH THE FOLLOWING SLIDES. MR. DIXON?

THANK YOU, JESUS. MAYOR NIRENBERG, MEMBERS OF COUNCIL, CITY MANAGER WALSH, THANK YOU. LET ME JUST START BY DISPELLING A PARTICULAR RUMOR. IT IS TRUE THAT WE STARTED THIS PROCESS FOUR YEARS AGO AND MY HAIR WASN'T ENTIRELY GRAY. THAT HAS HAPPENED IN FOUR YEARS AND I'M OKAY WITH THAT. IT HAS BEEN A GREAT JOURNEY. LET ME GO NOT A MOMENT FURTHER WITHOUT INTRODUCING THE MEMBERS OF THE ASDC. FOR OTHERS THAT HAVE COME, PLEASE SELF IDENTIFY. TODD, JORGE, CLARK, DIRK, WHEREVER YOU ARE BACK THERE SOMEWHERE. WELCOME. THOSE, THIS GROUP HAS BEEN TOGETHER, LET ME SEE,

FOR OVER FOUR YEARS. AND AS ERIK ALLUDED TO, EACH YEAR WE HAVE GONE BACK TO THE WELL AND OKAY. THERE WE GO. THAT WASN'T ME, ACTUALLY. MAYBE THE RUSSIANS. BUT THE ORIGINAL CHARTER WAS TO TAKE A LOOK AT THE NEEDS OF THE REGION AND WHAT WE RECOGNIZED WAS THERE'S A DEFINITE RECOGNITION THAT THE AIRPORT WAS A LINCHPIN FOR ECONOMIC DEVELOPMENT. IT WAS AN ASSET THAT IN CERTAIN CONTEXT, WAS ASSUMED TO BE, YOU KNOW, A THING THAT WE INVESTED IN BUT WHAT WE RECOGNIZE IS WE NEEDED ADDITIONAL FOCUS ON TOP OF THE FOCUS FROM THE CITY MANAGER'S OFFICE AND THE STAFF TO FILL IN CERTAIN AREAS AND TO MAKE IT A PRIORITY FOR THE COMMUNITY AND THE BUSINESS COMMUNITY BECAUSE IT'S SO IMPORTANT. THE OTHER INTERESTING BACKGROUND IS I THINK THE MAYOR PICKED ME BECAUSE I TRAVEL SO MUCH. I'M A MILLION MILER ON TWO AIRLINES, SOON TO BE A MILLION MILER ON A THIRD AIRLINE WHICH IS NOT A POINT OF PRIDE, FOR THE RECORD, BUT IT'S TRUE. I COULD ANSWER THE QUESTION, WHERE PEOPLE WITH KIND OF JUST LIKE, HAVE YOU EVER BEEN TO LAGUARDIA, HAVE YOU EVER BEEN TO OTHER BLANK, FILL IN THE CITY, WHERE THERE'S DEFINITE CHALLENGES. THIS IS THE STARTING POINT. THE FOCUS HAS BEEN HOW DO WE TAKE THIS REGIONAL ASSET, AND IT IS A REGIONAL ASSET, MANAGED BY THE CITY OF SAN ANTONIO. IF YOU LIVE IN ROCK SPRINGS, IF YOU LIVE IN THE VALLEY, YOU FLY OUT OF S.A.T. AND THAT'S IMPORTANT TO KNOW. WE ARE STEWARDS OF A REGIONAL ASSET. THIS IS A HIGH SPEED COMMITTEE, HIGH END CEOS REPRESENT LARGE BUSINESSES. I HAVE BEEN AT IT FOR FOUR YEARS. A GREAT DISCUSSION. THE OTHER STRENGTH OF THIS COMMITTEE IS THEY ARE NOW INCREDIBLY SMART ABOUT AVIATION, THE INDUSTRY AND AIRPORTS IN GENERAL. THAT IS A POWERFUL THING. THEIR ABILITY TO HELP AND TO PROVIDE INPUT TO TWO AVIATION DEPARTMENT DIRECTORS, RUSS AND NOW JESUS, AND TO PROVIDE THE CONTEXT AND BUSINESS CONTEXT HAS PROVIDED INCREDIBLE ADDITIONS TO THIS DISCUSSION AND DISCOURSE, I WOULD ARGUE. OUR ORIGINAL CHALLENGE WAS TO ANSWER ONE SIMPLE QUESTION, A YES/NO QUESTION, WILL IT FIT. THE QUESTION WAS WILL IT FIT. WILL WE POTENTIALLY HAVE A BUILD THIS AIRPORT IN A REGIONAL AREA BETWEEN HERE AND AUSTIN. THAT WAS SOMETHING THAT HAD BEEN BANDIED ABOUT FOR GENERATIONS, REALLY 30 OR 40 YEARS, PROBABLY EIGHT OR NINE MAYORS. AND WHAT WE CAME TO THE CONCLUSION IN A VERY STRONG AND UNANIMOUS WAY WAS WE HAD MORE THAN ENOUGH CAPACITY AT THIS AIRPORT FACILITY. THE AIRPORT FACILITY ITSELF HAD ENOUGH TO BUILD A WORLD CLASS AIR TERMINAL AND WE DIDN'T NEED TO MOVE THAT FACILITY TO SOMEWHERE. I WILL GIVE YOU A GREAT EXAMPLE. THE NUMBERS THAT GOT

THROWN AROUND CONTEXTUALLY WERE \$4 MILLION TO \$8 MILLION TO BUILD A NEW AIRPORT AND IF YOU DID THAT, YOU WOULD HAVE TO GET THE FAA'S APPROVAL. EVEN IF WE THINK THERE'S A TREMENDOUS AMOUNT OF ENERGY BEHIND THIS AIRPORT, AND IT'S AN IMPORTANT LINCHPIN FOR OUR ECONOMIC DEVELOPMENT, THE FAA HAS TO APPROVE THAT. FAA ALSO THEMSELVES HAS A BIGGER CHALLENGE IN PLACES LIKE LAGUARDIA, THE NORTHEAST AND O'HARE. OUR BIG CONCLUSION WAS WE HAVE ENOUGH CAPACITY IN THE 3,000 PLUS ACRES WE HAVE OUT THERE ON EITHER SIDE OF TERMINAL A, EITHER SIDE OF TERMINAL C. THERE'S NO PATH TO A REGIONAL AIRPORT AND FOR THE RECORD, NO DESIRE FROM OUR PARTNER UP NORTH TO DO THAT. SO LIKE THERE WAS JUST NO BATH TO THAT. OUR REWARD FOR THAT OR MY REWARD FOR THAT WAS I GOT TO FLY BACK FROM NEW YORK RIGHT AFTER WE DID THIS NEXT TO HENRY CISNEROS IN FIRST CLASS ON UNITED AND EXPLAIN HOW THERE WAS NO PATH TO THAT. IT WAS A STRAIGHTFORWARD AND UNANIMOUS DECISION. THE OTHER THING WE SAID IS WE NEED TO QUICKLY ACCELERATE THIS PROCESS OF BUILDING A NEW AIRPORT FACILITY, TERMINAL FACILITY. AND LET'S START THE STRATEGIC DEVELOPMENT PLAN. ALONG THE WAY, OBVIOUSLY JESUS IS HERE AND FOR THE RECORD, JESUS IS AN AIRPORT GUY. WE STOLE THE NUMBER TWO GUY FROM BUSH, FROM HOUSTON, AND HE'S BROUGHT IN THIS ALL STAR TEAM. THAT'S A BIG THING. I KEEP SAYING THIS OVER AND OVER BUT WE HAVE A HISTORIC OPPORTUNITY RIGHT HERE. WHAT I MEAN IS WE HAVE THE BUSINESS COMMUNITY ONLINE, WE'VE GOT THE RIGHT TEAM, THE RIGHT CONSULTANTS AND THE RIGHT COMMITTEE PROVIDING INPUT AND PROVIDING IMPORTANCE TO THIS. SO OUR DIRECT INPUT WAS WE'VE GOT TO GO FASTER. THAT WAS THE CONTEXT. THAT TOOK ABOUT TWO YEARS TO GET TO THAT YES/NO QUESTION. WHEN WE WERE DONE WITH IT, IT'S LIKE OKAY, WHAT NOW? THEN WE ROLLED INTO A PANDEMIC. ABOUT FOUR, FIVE MONTHS INTO IT, JESUS AND TEAM KEPT THE AIRPORT RUNNING AND WE TURNED AROUND LAST SUMMER AND SAID HEY, WE STILL GOT TO DO THIS AND THE REALITY IS, WE REALIZED WE HAD THE BEST OPPORTUNITY TO TAKE ALL THAT INPUT FROM THE DISRUPTION THAT WAS COVID AND BUILD THE FIRST POST COVID TERMINAL FACILITY WITH ALL THIS IN MIND. SO THIS WAS THE PERFECT TIME TO DOUBLE DOWN AND GO FASTER, WAS WHEN EVERYBODY ELSE IS TRYING TO SURVIVE, WE ARE GOING TO DO THIS. SO THIS WAS OUR OBSERVATION. LIKE I SAID, THIS COMMITTEE HAS COME AND COME UP WITH SOME VERY STRONG OBSERVATIONS. THE FIRST ONE IS WE ARE NOT A HUB. WE ARE PROBABLY NOT GOING TO BE A HUB. THAT'S OKAY. WE'RE NOT A FOCUS CITY WHICH MEANS THAT'S WHAT SOUTHWEST

CALLS A HUB. THEY DON'T CALL THEM HUBS. BUT WE'RE NOT GOING TO BE THAT. HOWEVER, WE HAVE GEOGRAPHICAL ADVANTAGES, CENTRAL AND SOUTH AMERICA, FOR EXAMPLE. WE HAVE SOME ADVANTAGES AND WE HAVE A STRONG AND GROWING BUSINESS COMMUNITY THAT IS DRIVING DEMAND. THE OTHER THING, FAA HAS A CONTROLLING ROLE. IN THE SCENARIO I THREW OUT [LAPSE IN AUDIO] EVEN IF WE GOT \$8 BILLION FROM THE LARGEST LOTTERY WIN EVER, EVEN IF WE FOUND 4,000 ACRES SOMEWHERE IN THE NORTH WHEREVER, EVEN IF WE GOT THAT, WE STILL COULDN'T BUILD THE AIRPORT BECAUSE THE FAA WOULDN'T WANT THAT. THE FAA CONTROLS THROUGH ITS MATCHING PROCESS AND GRANT PROCESS THE ENTIRE NETWORK OF AIRPORTS, ALL OF THEM. SO THAT'S INTERESTING. SO THERE'S NOT ONE CASE OF A REGION OR A CITY THAT SAID OKAY, [LAPSE IN AUDIO] SINGLE AIRPORT IN THE UNITED STATES IS BUILT WITH SUBSTANTIAL INPUT AND FUNDING FROM THE FAA WHICH IS HOW THEY CONTROL LIKE SAFETY AND UNIFORMITY SO WHEN YOU FLY INTO BOSTON IT'S NO DIFFERENT THAN FLYING INTO SAN DIEGO OR SAN ANTONIO. STRAIGHTFORWARD. THE OTHER THING IS THAT WE HAVE A LOT MORE ABILITY TO GENERATE FLIGHTS. FOR THOSE THAT REMEMBER BREEZE THAT JUST HAPPENED, THAT IS THE TREND OF THE FUTURE. THE JET BLUES OF THE WORLD, WE ARE CAPITALIZING ON THAT. WE HAVE AN OPPORTUNITY TO PUT OUR REGION AT THE FOREFRONT. INTERESTING BACKGROUND. WE'RE WITHIN ONE HOUR OF TWO MAJOR HUBS AND TWO MAJOR FOCUS CITIES. THERE'S NOWHERE ELSE IN THE NORTH AMERICAN CONTINENT WHERE YOU HAVE THAT AMOUNT OF CAPACITY, SO TO SPEAK. SO A LOT OF THIS WE ARE TALKING ABOUT RIGHT NOW TAKES THAT INTO MIND. ONE OF OUR OBSERVATIONS AS A COMMITTEE IS MUCH OF THE DISCOURSE BEFORE JESUS AND BEFORE THIS COMMITTEE WAS VERY, LIKE DIDN'T REALLY FOCUS AND DIDN'T TAKE THAT CONTEXT OF GEOGRAPHY, OF AIRLINES, OF COMPETITION INTO CONCERT. SO OUR MAJOR RECOMMENDATIONS WERE STRAIGHTFORWARD. FIRST OF ALL, WE SHOULD BUILD A WORLD CLASS AIRPORT. PERIOD. DROP THE MIC, FULL STOP. WE SHOULD BUILD A WORLD CLASS AIRPORT, COMMA, WITHIN THE CONTEXT OF FUNDING. LIKE I WILL LET JESUS GET INTO THE SPECIFICS OF THAT. BUT WE'RE NOT GOING TO BUILD THE SINGAPORE AIRPORT. I HAVE BEEN THERE. SUPER COOL. THE BUTTERFLY MUSEUM. WE'RE NOT GOING TO BUILD HEATHROW OR LAX. CAN'T AFFORD IT. AIRLINES WON'T SUPPORT IT. BUT WITHIN THE CAPACITY AND THE CONSTRAINTS WE HAVE, WE SHOULD BUILD THE BEST AIRPORT WE POSSIBLY CAN. AN AIRPORT THAT REFLECTS SENSE OF SELF, I MEAN, WE AS A COMMUNITY WITH INCREDIBLE CRAZY HISTORY AND CULTURE HAD AN AIRPORT THAT WAS LARGELY

ANTISEPTIC. THAT WAS AN OBSERVATION. YOU FLOW INTO HERE, IT COULD BE OKLAHOMA CITY. NOTHING AGAINST OKLAHOMA CITY. BUT THE POINT BEING, WE LEFT ALL THAT ON THE TABLE. THERE WAS NO EXPERIENCE. SO THE FIRST THING WE SHOULD DO IS BUILD AN AIRPORT TERMINAL FACILITY THAT FOCUSES ON THE USER EXPERIENCE, THAT MEANS THE WAY YOU GET IN, THE WAY, HOW LONG IT TAKES AT THE GATE, THE TSA, ALL OF IT. I SAID A FEW TIMES IF YOU GO TO SOME OF THESE OTHER AIRPORTS, YOU SEE WHAT THE FUTURE LOOKS LIKE, WHERE IT'S NOT, YOU HAVE INTERSPERSED WITH GATES IS FOOD, PLACES TO BUY STUFF. YOU DON'T HAVE TO GO ALL THE WAY BACK TO THE FRONT OF THE TERMINAL TO HAVE A TACO OR HAMBURGER. YOU GO TO PLACES LIKE HOUSTON, TERMINAL C 1 14, TO LAGUARDIA, SOME OF THESE NEWER PLACES, THEY HAVE THIS INTERSPERSED. WE SHOULD DO THAT. WE SHOULD BUILD IT FOR THE USER EXPERIENCE, PERIOD. THAT'S THE WAY THE REST OF THE WORLD IS OPERATING RIGHT NOW. THE FAA THROUGH ITS STRATEGIC DEVELOPMENT PROCESS TYPICALLY FOCUSES ON CAPACITY, FLIGHT SAFETY, ALL THESE OTHER THINGS. CANDIDLY, THE USER EXPERIENCE PART IS AN ASSUMED BUT THIS WAS AN EFFORT TO PULL THAT TO THE FOREFRONT. USER EXPERIENCE. SENSE OF SELF, OF WHO WE ARE. FOCUS ON THE FUTURE. I THINK IT'S SAFE TO SAY WHEN WE DESIGNED TO BUILD TERMINAL B OVER A DECADE AND A HALF AGO, IT WAS BUILT IN A MINIMALIST WAY. I DON'T MEAN THAT LIKE MINIMALIST ART. I MEAN IT WAS PRETTY BARE BONES. WHAT WE ARE SUGGESTING IS YOU PRESERVE OPTIONS AND YOU TAKE ONE LOOK AT THE FUTURE AND ONE OF THOSE THINGS IS, FOR EXAMPLE, AUTONOMY. IF YOU LOOK AT THE FUTURE, AND WE HAVE BUILT, JESUS JUMPED INTO IT, BUILT SPECIFICS AROUND THINGS WE THINK ARE COMING IN THE NEXT FIVE TO TEN YEARS. WHEN I BRIEFED COUNCIL TWO YEARS AGO, I SAID IF YOU THINK THIS IS CRAZY, THE WEEK BEFORE THEY HAD JUST VOTED ON THE SCOOTER ORDINANCE. LIKE WHO WOULD HAVE THOUGHT FIVE YEARS BEFORE THE CITY COUNCIL WOULD BE TALKING ABOUT PUBLIC SAFETY AND ABOUT HOW TO REGULATE SCOOTERS. BUT SCOOTERS DIDN'T COME FROM TXDOT. SCOOTERS DIDN'T COME FROM VIA. SCOOTERS CAME FROM THE OUTSIDE IN. THE POINT BEING, THESE THINGS ARE GOING TO COME TO US. AUTONOMY, FOR EXAMPLE. HYPERLOOP. THEY ARE COMING AND THEY ARE COMING VERY QUICKLY. SO WE SHOULD HAVE ONE EYE TO THE FUTURE. FINALLY, THAT TECHNOLOGY COMPONENT IS NOT INDEPENDENT OF THE CUSTOMER EXPERIENCE. LIKE YOU SHOULDN'T HAVE TO DO HAND TO HAND COMBAT TO FIND A POWER JACK TO KEEP YOUR LAPTOP POWERED. I'M JUST SAYING FROM PERSONAL EXPERIENCE, BEEN THERE, DONE THAT. HAVE THE TEESHIRT. OUR RECOMMENDATIONS ARE REAL

STRONG. NUMBER ONE, WE SHOULD EXECUTE THE STRATEGIC DEVELOPMENT PLAN ASAP. WE SHOULD DO IT AND ACCELERATE IN EVERY WHICH WAY FORM WE CAN. WE SHOULD GO BIG. WE SHOULD DO IT NOW. AND JUST SO THAT EVERYONE KNOWS HERE, CONTEXTUALLY, IN 2010, WE WENT THROUGH THE SAME PROCESS AND THAT STRATEGIC DEVELOPMENT PLAN IS WHAT WE CALL IN THE I.T. WORLD SHELFWARE. IT WAS UNACTED UPON. YOU GO TO THE 2000 STRATEGIC DEVELOPMENT PLAN, LARGELY UNACTED UPON. SO THE POINT BEING IS THAT I THINK WE HAVE THE RIGHT TEAM, WE HAVE THE RIGHT BUSINESS IMPERATIVE, WE HAVE THE RIGHT FUNDING AND THE GROWTH OF COMMUNITY AND SHOULD DO THIS AS FAST AS POSSIBLE. WITH THAT, I WILL REINTRODUCE MY PARTNER IN CRIME, JESUS SAENZ AND WILL BE AVAILABLE FOR QUESTIONS AND ANSWERS AFTER.

SAENZ: THANK YOU, JOHN, FOR PROVIDING THAT PERSPECTIVE IN EVERYTHING THAT WE'RE DOING. IT'S IMPORTANT FOR EVERYONE TO KNOW AS WE EMBARK UPON THIS EFFORT AND START TO THINK ABOUT WHAT THE FUTURE OF THE AIRPORT'S GOING TO LOOK LIKE, ENVISIONING OUR AIRPORT OF THE FUTURE IS COMPLEX BUT MAKE NO MISTAKE ABOUT IT. IT IS THE MOST IMPORTANT DOCUMENT THAT WE WILL UTILIZE AS AN AIRPORT FOR OUR OPERATIONS, OUR MAINTENANCE AND ALL OF THE DEVELOPMENT AND GROWTH WE'RE GOING TO HAVE AT THE AIRPORT. AS WE CONTINUE TO LEAD IN AREAS SUCH AS SAFETY AND SERVICE, THAT'S OUTSTANDING. WE RECEIVED A NUMBER OF ACCOLADES AND AWARDS FOR ALL THE THINGS WE HAVE DONE. JUST CAME BACK FROM A LARGE AIRPORT COUNCIL INTERNATIONAL WHERE WE TALKED ABOUT DIVERSITY, EQUITY INCLUSION AND ABOUT THE CARBON FOOTPRINT, WE RECEIVED AN AWARD FOR THAT. THANK YOU FOR BEING HERE, KAREN. AND WE ALSO RECEIVED AWARDS FOR THE WAY WE RESPONDED TO THE WINTER EVENT THAT WE HAD. SO ALL OF THOSE ARE IMPORTANT BUT THIS MASTER PLANNING DOCUMENT THAT WE ARE PUTTING HERE IS EQUALLY IMPORTANT AND THE VISION PLAN ENCOMPASSES MANY OTHER ASPECTS OF THE FUTURE NEEDS TO INCLUDE, WE ARE GOING TO DEMONSTRATE THE AIRFIELD, THE TERMINAL [LAPSE IN AUDIO] IT ALSO INCLUDES EXCITING AND IMPORTANT ELEMENTS WITH REGARD TO THE EXISTING CONDITIONS AND WHAT ARE THOSE FUTURE EXCITING CONDITIONS THAT WE'RE GOING TO BE DEALING WITH. WE WILL SHOW YOU SOME OF THIS AS YOU LOOK AT THIS PICTURE AND YOU SEE WHAT FUTURE OF AIRPORTS ARE GOING TO LOOK LIKE. WE HAVE ALL SEEN THE JETSONS AND WE ARE GETTING THERE. WE NEED TO BE PREPARED FOR THAT. THE PASSENGER ACTIVITY LEVELS, THE CAPACITY FACILITY REQUIREMENTS, THE

SUSTAINABILITY, AND WHILE THERE IS MUCH TECHNICAL INFORMATION ASSOCIATED WITH THIS PLAN, LET'S BEGIN BY TALKING ABOUT WHY WE NEED TO DO THIS. IT'S IMPORTANT TO UNDERSTAND THAT THE AIRPORT IS THE FIRST AND LAST IMPRESSION THAT YOU WILL HAVE WHEN YOU COME INTO AN AIRPORT WHEN YOU COME INTO THE CITY OF SAN ANTONIO. IT'S THE FIRST THING YOU'RE GOING TO SEE AND THE LAST THING YOU'RE GOING TO SEE AS YOU DEPART. IT ENABLES BUSINESS TRAVEL AND TOURISM AND IT'S AN ECONOMIC ENGINE. IT'S AN ECONOMIC IMPACT TO THE TUNE OF \$5.2 BILLION ANNUALLY. HOW MANY JOBS DOES IT SUPPORT TODAY? 45,000. AS WE CONTINUE TO GROW AND SHOW YOU THE EXPANSION OF THE DIRECTION WE'RE HEADING, MORE JOBS TO COME. THAT'S EXACTLY WHAT WE WANT IN OUR CITY. IT REDUCES CONGESTION AND UPGRADES AS JOHN REFERENCED OUR AGING INFRASTRUCTURE. TERMINAL A WAS BUILT IN 1984. AS ITS WIDEST POINT IT'S 70 FEET WIDE. AT ITS MOST NARROW POINT IT'S 60 FEET WIDE. TERMINAL B BUILT IN 2010, IS JUST AT 100 FEET WIDE. IF WE GO IN ACCORDANCE TO TECHNICAL DESIGN STANDARDS, I LOOK AT JOHN BECAUSE HE KNOWS EXACTLY WHAT I'M TALKING ABOUT WITH REGARDS TO THE INTERNATIONAL AVIATION FEDERATION, IT NEEDS TO BE ABOVE 110, 115 FEET WIDE. THAT SHOWS YOU WHEN WE DEMONSTRATE TO YOU THAT AS WE CONTINUE TO GROW, AND THE WHY AS TO WHY WE'RE MOVING FORWARD, IT'S FOR CAPACITY. WE ARE GOING TO SHOW YOU HOW WE WILL DO THAT IN THE AIRFIELD, IN THE TERMINAL AND IN THE ROADWAYS. BEFORE WE GET STARTED, THE QUESTION I'M ALWAYS ASKED, JESUS, HOW ARE WE DOING? WHAT'S HAPPENING? I GET EXCITED. I APOLOGIZE IF MY VOICE GOES UP AND DOWN BUT I HAVE BEEN DOING THIS FOR OVER 25 YEARS, AS MANY OF OUR TEAMS. TOM DID A STUDY THE OTHER DAY TO SHOW YOU HOW MUCH EXPERIENCE WE HAVE ON THIS TEAM. IT EXCEEDS 240 YEARS OF EXPERIENCE WITH THE TEAM WE HAVE, SO WHEN WE BLEED, WE PROBABLY BLEED A LITTLE JET FUEL AS WELL BECAUSE WE GET EXCITED ABOUT WHAT WE'RE DOING. WE HAVE BEEN DOING IT FOR A LONG TIME. THE REASON WE GET EXCITED IS BECAUSE WE ARE RECOVERING FASTER THAN MOST. AS WE LOOK OUT, AS WE COMPARE OURSELVES NOT ONLY TO NATIONALLY AND THE ORANGE LINE SHOWS YOU, THAT ORANGE LINE WAS PURPOSEFULLY PUT THERE IN HONOR OF OUR PREVIOUS AIRPORT CITY MANAGER. I KNOW HE'S A BIG LONGHORN FAN. HE'S HERE TODAY. THANK YOU FOR BEING HERE, SIR. THAT'S THE REASON THAT LINE IS ORANGE. WE HAVE THE YELLOW LINE THERE THAT DEMONSTRATES WHAT'S HAPPENING IN THE U.S. AND THEN THE GREEN LINE IS US. AS YOU CAN SEE, IN THE PANDEMIC IT WAS VERY DIFFICULT. WE LOOKED BACK INTO MARCH AND

APRIL OF 2020, OF WHERE WE WERE AT WHEN THE COVID HIT US AS ITS HARDEST. IT WAS TOUGH FOR ALL OF US. BUT WE CONTINUE TO REBOUND. WE DID FORECASTING MODELS TO ENSURE WHEN WE WERE GOING TO GET OUT AND EVERYONE SAYS WHEN IS THAT GOING TO HAPPEN. NONE OF US HAVE A CRYSTAL BALL. BUT AS WE HAVE DISCUSSED AND TOOK THE LEADERSHIP UNDER THIS GREAT COUNCIL AND THE LEADERSHIP OF OUR CITY MANAGER AND OUR ADMINISTRATION THAT SAID HEY, WE ARE GOING TO BE GREATER SAFER TOGETHER, WE ARE GOING TO RESPOND, RECOVER AND HAVE BASIC OPERATIONS, THAT'S EXACTLY WHAT WE DID. THAT HAS HELPED US DEVELOP THE PLANS THAT WE HAVE PUT INTO PLACE AS A COVID 19 TASK FORCE THAT WE IMPLEMENTED THAT'S HELPING SAN ANTONIO CONTINUE TO RECOVER FASTER THAN OTHERS. WHAT DOES THAT MEAN? IT MEANS THAT IN 2019, IF WE LOOK AT CALENDAR FROM JANUARY TO NOVEMBER, WE MOVED A LITTLE OVER 300,000 INTERNATIONAL PASSENGERS. I'M PROUD TO TELL YOU TODAY THAT IN 2021, WE HAVE EXCEEDED THAT DURING THE PANDEMIC. WE ARE ABOVE 500,000 PASSENGERS ALREADY THIS YEAR INTERNATIONALLY. DOMESTICALLY, WE ARE PROBABLY 70%, 80% OF WHERE WE WERE. WE HAVEN'T REACHED THAT NUMBER. BUT WE'RE CONFIDENT THAT IN 2022, IF WE CONTINUE TO PRACTICE ALL OF THE SOCIAL HABITS WE NEED TO PRACTICE, WE WILL CONTINUE TO MOVE FORWARD. THE LEISURE TRAFFIC, WE SHOULD ALL BE EXCITED ABOUT IT AS WELL HERE IN SAN ANTONIO. PEOPLE HAVE COME BECAUSE OF THE SAFETY THAT WE HAVE PROVIDED FOR OUR CITY AND PEOPLE WANT TO TRAVEL TO OUR CITY TO SPEND THE WEEKEND OR A WEEK IN OUR CITY, AND THAT'S BEEN WONDERFUL FOR US. THE AIRLINES AS WELL ARE CONTINUING TO MODERNIZE THEIR FLEET. I COULD GO ON AND TALK TO YOU ABOUT THE BOOM AIRCRAFT THAT IS NOW BEING UTILIZED ACROSS, YOU KNOW, THAT'S BEING PUT INTO TRIALS THAT GETS YOU FROM HERE TO LONDON IN THREE AND A HALF, FOUR HOURS. THAT'S THE FUTURE. IT'S COMING. SO WE ARE PREPARED FOR THAT. WE ARE PREPARING FOR THE GROWTH THAT'S GOING TO OCCUR AS WE GET OUT OF THIS COVID PANDEMIC AND GET READY FOR THE FUTURE. SAN ANTONIO IS GROWING RAPIDLY. IF YOU LOOK AT THE CHART ON THE LEFT, IT DEMONSTRATES THE GROWTH AS WE LOOK OUT OVER THE NEXT 20 YEARS AND WE COULD GET INTO SOME SERIOUS TECHNICAL DATA, WHICH IS ALL PROVIDED AND OPEN AND TRANSPARENT FOR EVERYONE TO SEE, BUT WE KNOW THE POPULATION COULD POSSIBLY DOUBLE OVER THE NEXT 20 YEARS. WHAT DOES THAT MEAN? JOBS ARE GOING TO DOUBLE. HOUSEHOLDS ARE GOING TO DOUBLE. WHAT DOES THAT MEAN FOR US? TODAY WE MOVED A LITTLE OVER 10 MILLION PASSENGERS IN 2019. WE ANTICIPATE AS WE GO

FORWARD OVER THE NEXT 20 YEARS, WE WILL HAVE A 50% INCREASE IN THOSE PASSENGERS GETTING TO 15, 16, HOPEFULLY 17 MILLION PASSENGERS MOVING IN AND OUT OF OUR TERMINAL COMPLEX AND OUR ECONOMIC IMPACT WILL BE GREATER THAN EVER. THE PLAN WASN'T PUT TOGETHER IN A BUCKET. IT WASN'T IN A SHELL. WE HAVE MADE CERTAIN AS THE FUTURISTIC, YOU KNOW, I GIVE CREDIT TO THE MAYOR OF THINKING OF PUTTING THE ASDC TOGETHER BECAUSE THAT'S EXACTLY WHAT HELPED US PROPEL AND GO OUT AND SPEAK TO THE COMMUNITY. TO WHAT TUNE? TO THE TUNE OF ABOUT 94 DIFFERENT MEETINGS HELD IN ALL TEN DISTRICTS. 3600 SURVEYS AND CLOSE TO 97,000 DIRECT ENGAGEMENTS WITH PEOPLE. NINE OPEN HOUSES BEING HELD. THIS WASN'T JUST IN ENGLISH. THIS WAS DONE IN SPANISH AS WELL. TRANSLATED FOR EVERYONE SO THAT THEY COULD HAVE THAT AVAILABLE, TAKE INTO CONSIDERATION EVERYONE'S INFORMATION AS WE MOVE FORWARD SO THAT EVERYONE'S FEEDBACK COULD BE RECEIVED ON WHETHER YOU TRAVEL LEISURELY, WHETHER YOU TRAVEL FOR BUSINESS, WE WANTED TO HEAR WHAT PEOPLE WERE THINKING AND SAYING. IT WAS TIME FOR US TO LISTEN AND THAT'S EXACTLY WHAT WE HAVE DONE. THIS HAS BEEN ONGOING AS JOHN MENTIONED SINCE 2018 AND COMING FORWARD, EARLIER THIS YEAR, WE BROUGHT FORWARD THE ALTERNATIVES. THEY WERE NOT FINAL BUT THERE WERE A NUMBER OF DIFFERENT ALTERNATIVES. WE SAT DOWN AND EVEN TOOK IT UPON WELCOMING ALL THE NEW COUNCIL MEMBERS TO ENSURE THAT WE SAT DOWN WITH THEM AS WELL TO LET THEM KNOW HERE'S WHAT WE HAVE BEEN DOING AND HERE'S WHAT HAPPENED EARLIER THIS YEAR. SAT DOWN WITH THEM AND NOW WE COME FORWARD WITH YOU TO FINALIZE THIS. I LIKE TO TELL THE TEAM HEY, IT'S TIME FOR US TO PUT A BOW ON THIS AND LET'S START PUTTING SHOVELS IN THE GROUND. WE HAVE TO START TO MOVE FORWARD AND IT COULD NOT BE AT A BETTER OPPORTUNITY WITH WHAT'S HAPPENING WITH THE INFRASTRUCTURE PACKAGE, THE BIPARTISAN INFRASTRUCTURE, THE BILL THAT'S COMING THROUGH. IT COULDN'T BE BETTER FOR US TO BE IN ALIGNMENT AS WE LOOK AT THOSE FUNDINGS THAT ARE GOING TO BE AVAILABLE. WE HAVE SPOKEN TO THE ASDC, WE HAVE ENSURED COUNCIL'S BEEN INVOLVED AND I WOULD BE REMISS, THE AIRPORT ADVISORY COMMISSION, THANK YOU SO MUCH FOR EVERYTHING THAT THEY HAVE DONE AS WELL. THE ENTIRE TEAM THAT'S BEEN INVOLVED WITH THIS AS WELL. AND MORE IMPORTANTLY, WE HAVE TALKED TO OUR STAKE HOLDERS. WE HAVE TALKED TO THE FAA, TO CUSTOMS AND BORDER PROTECTION, AND TO THE TRANSPORTATION AND SECURITY ADMINISTRATION, ALL OUR FEDERAL AGENCIES. CERTAINLY, LASTLY, NOT LEAST, WE HAVE BEEN IN

ALIGNMENT WITH OUR AIRLINES AND THEY, TOO, WANT US TO MOVE FORWARD. SO TODAY, WE ARE PRESENTING TO YOU, TO COUNCIL, THIS FINAL DOCUMENT, THIS FINAL PLAN OF WHAT THE FUTURE OF THE AIRPORT'S GOING TO LOOK LIKE. WE ASK FOR YOUR SUPPORT. THEN NEXT WEEK, WE WILL BRING IT FORWARD FOR FINAL COUNCIL APPROVAL. EVERYONE ASKS, SO WHEN ARE YOU GOING TO DO THIS, HOW SOON IS THIS GOING TO HAPPEN. IT'S ALREADY IN THE MOVEMENTS. WE ARE ALREADY MAKING IT HAPPEN. WE STARTED BY ADDING THREE NEW GATES. WE ARE ALREADY IN THE DESIGN PHASE AND ABOUT TO MOVE TO THE CONSTRUCTION PHASE OF ADDING THREE NEW GATES. IN TERMINAL A, I KNOW AS CLOSE AS IT MIGHT BE, WE NEED THEM. WE WILL BE ADDING A GATE TO TERMINAL A, AND TWO GATES TO TERMINAL B, WITH HOPES OF COMPLETING ALL OF THAT BY THE FALL OF 2022, TO HAVE THAT CONSTRUCTION READY FOR OPERATION IN THE FALL OF 2022. WE WANT TO INCREASE THE THROUGHPUT OF PASSENGER CHECKPOINTS. WE JUST RECENTLY SIGNED A MEMORANDUM OF AGREEMENT WITH THE TRANSPORTATION SECURITY ADMINISTRATION TO BRING K 9S TO SAN ANTONIO FOR THE EASE OF PEOPLE TO GET THROUGH OUR SECURITY CHECK POINTS SO WE ARE FINALIZING THOSE EFFORTS. WE WILL BE INSTALLING TWO CPSS, THE CHECKPOINT SECURITY SYSTEMS, TWO BRAND NEW INNOVATIVE LANES THAT WILL BE GOING INTO OUR TERMINAL FACILITIES AT TERMINAL A AND B FOR PEOPLE TO PROCESS SOONER AS WELL, SO THERE'S NO LINES WHEN YOU COME INTO OUR AIRPORT. WE WANT TO EXPAND THE AIRFIELD PAVEMENT LIFE SO WE HAVE BEEN CLOSE CONVERSATIONS AND WORKING WITH THE FAA AND I WILL DEMONSTRATE, I WILL SHOW YOU IN FOLLOWING SLIDES WORK WE ARE DOING ON 13 RIGHT TO EXPAND THE LIFE OF 13 RIGHT. WE ARE DOING KEEL WORK, THAT'S THE CENTER OF THAT RUNWAY, OF WHAT WE'RE DOING. IN PREPARING THAT ALONG WITH OTHER SMALL ANCILLARY PROJECTS IN AND AROUND THE AIRFIELD. WE WILL PROVIDE MORE CONCESSIONS. WE JUST ANNOUNCED JUST A SHORT TIME AGO WHATTABURGER, OUR LOCAL TOWN FAVORITE COMING SOON. THANK YOU JENNIFER, FOR ALL THE WORK SHE'S DONE TO BRING THAT TO THE TERMINAL A COMPLEX. WE HOPE TO OPEN THAT IN THE SPRING OF NEXT YEAR. THEN WE WANT TO EXPAND ELECTRICAL CAPACITY FOR RELIABILITY AND RESILIENCE. WHAT DOES THAT MEAN? WE ARE GOING TO ADD A GATE TO A AND TWO GATES TO B. WE HAVE TO ENSURE THAT WE HAVE THE ELECTRICAL CAPABILITIES TO MAKE THAT HAPPEN. WE ARE WORKING ON THAT RIGHT NOW TO GET READY FOR IT. LASTLY, WE HAVE ALREADY STARTED THE PROCESS TO IMPROVE OUR OVERALL BAGGAGE HANDLING SYSTEM. WE ARE DOING SOME WORK ON UPPER CONTROLS TO GET THAT READY, THEN ADDITIONALLY, WE

ARE STARTING THE FUTURE PLANNING OF THE BAGGAGE HANDLING SYSTEM BECAUSE WE WANT THE BAGS TO REACH THEIR DESTINATIONS WITH THEIR PASSENGERS. WE DON'T WANT THEM TO BE BEHIND. I WILL GO THROUGH EACH ONE OF THE PHASES THAT WE HAVE. AGAIN, THIS IS A PLAN. NONE OF THIS IS ETCHED IN STONE. IT'S A PLANNING DOCUMENT. IT'S A VISION DOCUMENT THAT WE ARE GOING TO UTILIZE. IT'S GOING TO BE THE GUIDE BOOK THAT WILL HELP US CONTINUE TO WORK AND GET TO THE END GAME THAT YOU SAW ON THE FIRST SLIDE. WE ARE GOING TO ADD THE THREE NEW GATES. WE WILL DO THE ADVANCED PLANNING TO THE NEW TERMINAL C AND SHOW YOU WHAT THAT LOOKS LIKE AT THE END HERE SHORTLY. WE WILL DO THE AIRFIELD PAVEMENT RENEWAL WORK YOU SEE IN THE CENTRAL, THAT MIDDLE RED LINE THAT YOU SEE ON THE RUNWAY CLOSEST TO YOU ALONG THERE. THE NEW TERMINAL CONCESSIONS, WE ARE CONSTANTLY GOING TO BE WORKING ON THAT. IT'S IMPORTANT THAT WE CONTINUE TO MAKE ADDITIONAL NON AERONAUTICAL REVENUE AND IMPROVE THE OFFERINGS WE HAVE WITHIN THE TERMINAL COMPLEX. ADDITIONALLY, WE WILL DO THE BAGGAGE SYSTEM UPGRADES, THE ENHANCED ELECTRICAL EXPANSIONS AND THEN ALSO, THE TWO RED BOXES THAT YOU SEE ON THE RIGHT SIDE THERE, THAT'S FOR AIR CARGO EXPANSION. MY WIFE IS GOING TO BE MAD AT ME BECAUSE I'M SAYING THIS OPENLY BUT EVERY TIME I COME HOME I FEEL LIKE I'M AT AN AMAZON HUB BECAUSE OF ALL THE PACKAGES SHE ORDERS BUT IT'S HAPPENING AND PEOPLE ARE MOVING MORE AND MORE IN THAT DIRECTION. IT'S IMPORTANT WE PREPARE OURSELVES AS WE CONTINUE TO GROW OUR CARGO OPPORTUNITIES AT OUR AIRPORT. YEARS FIVE THROUGH EIGHT, AS I STATED AND I LIKE TO REPEAT IT BECAUSE I DON'T WANT ANYBODY TO MISINTERPRET IT, THIS COULD MOVE TO THE LEFT. THIS COULD BE SOONER. WE WANT IT TO MOVE SOONER, ESPECIALLY WITH EVERYTHING THAT'S HAPPENING IN AND AROUND THE INDUSTRY. WE HOPE TO HAVE TERMINAL C COMPLETED WITHIN THE FIRST FIVE YEARS WITH UP TO 17 GATES, WITH THREE TO FIVE INTERNATIONAL POSITIONS, A NEW INTERNATIONALS ARRIVALS HALL. ADDITIONALLY, THE CONCOURSES WILL BE WIDER AND A GREAT NEW CONCESSION OFFERING ACROSS THE ENTIRE COMPLEX. ADDITIONAL AIRCRAFT PARKING TERMINAL ROADWAY ALIGNMENT AND I WILL TALK MORE DEEPER WITH WHAT HAPPENS WITH THE ROADWAY, THEN A CONSOLIDATED RECEIVING AND DISTRIBUTION FACILITY. IT'S ONE OF THE THINGS I USED TO WORK FOR UNITED PARCEL SERVICE. I'M VERY PARTICULAR ON INDUSTRIAL ENGINEERING AND HOW THINGS MOVE AND FUNCTION. SO IT'S IMPORTANT THAT WE'RE NOT TAKING OUT THE TRASH THROUGH THE FRONT DOOR. TO PUT IT SIMPLY. IT'S IMPORTANT THAT

WE ARE NOT DELIVERING OUR GOODS AND SERVICES AT THE FRONT DOOR. WE BRING THAT ON THE OUTSIDE AND PROVIDE THE BEST EXPERIENCE TO OUR PASSENGERS. THE PARKING AND INTERMODAL CENTER, THE RED BOX YOU SEE ADJACENT TO TERMINAL C IS APPROXIMATELY 1500 SPACES BEING ADDED IN THE FIRST FIVE YEARS AS WELL. THEN LASTLY, THE PLANNING AND DESIGN OF PHASE TWO. IT REALLY STARTS TO GET EXCITING IN PHASE TWO AS YOU SEE THIS IS A CONCEPTUAL RENDERING OF WHAT TERMINAL C COULD LOOK LIKE, THE BRIDGE CROSSING OVER FROM THE PARKING GARAGE AND GOING INTO THE NEW COMPLEX IN TERMINAL C. BUT IT GETS EXCITING HERE AS WELL, AS WE START THE ADVANCED PLANNING FOR THE NEW CENTRAL PROCESSOR OF EVERYTHING WE'RE GOING TO DO FOR THE FUTURE, AS WE TALK ABOUT A UNIFIED TERMINAL EXPERIENCE. I WILL TALK ABOUT THAT A LITTLE BIT MORE AS WE GET TO THE FINAL SLIDES. BUT WE START TO REDO ALL OF TERMINAL A SO WE KNOCK IT DOWN AND PROVIDE A NEW TERMINAL A AS WE FINALIZE TERMINAL C AND BEGIN THAT PROCESS. WE DESIGN THE NEW PASSENGER EXPERIENCE CHECKPOINT OF TERMINAL A NORTH. WE RELOCATE THE AIR TRAFFIC CONTROLLER. IT'S A 2,000 PAGE DOCUMENT FOR THIS INFRASTRUCTURE PACKAGE THAT WAS LET. IT'S ENORMOUS. BUT THERE IS \$5 BILLION FOR AIR TRAFFIC CONTROL TO BE MOVED. WE NEED TO TAKE ADVANTAGE OF THAT AS WE TRANSITION AND MOVE OUR AIR TRAFFIC CONTROL TOWER OUT OF THE WAY SO WE CAN ADD ADDITIONAL CAPACITY FOR PARKING GARAGES. ADDITIONALLY, THE ROADWAY ACCESS AND I WILL COVER THAT ON A SUBSEQUENT SLIDE, THE AIRFIELD SAFETY AND PAVEMENT IMPROVEMENTS CONTINUE IN AND AROUND THE COMPLEX, AND WE CONTINUE TO LOOK AT OTHER OPPORTUNITIES FOR AIRCRAFT CARGO AND MAINTENANCE EXPANSION GROWTH. THIS IS WHAT IT LOOKS LIKE AS YOU COME INTO THE NEW FACILITY. AS WE WIDEN THAT AREA FOR TERMINAL A, I KNOW IT'S A GRIDLOCK AS YOU COME INTO THERE BUT MORE IMPORTANTLY, I WANT TO SHOW YOU I WILL SHOW YOU WITH REGARD TO THE ROADWAY HERE IN A FOLLOWING SLIDE. 14 YEARS OUT WE COMPLETE THE TERMINAL PROCESS, THAT'S THE RED BOX YOU SEE IN THE MIDDLE. WE HAVE A UNIFIED EXPERIENCE. WE HOPE TO BRING THAT SOONER THAN LATER AS WELL. THIS IS A PLAN. WE ARE JUST SHOWING YOU THE DOCUMENTS OF WHERE WHAT THE FUTURE'S GOING TO LOOK LIKE. WE FINISH THE CONSTRUCTION OF TERMINAL A SO A AND C WILL BE COMPLETED. TERMINAL A WAS BUILT IN 2010. IN TEN YEARS, THAT'S PERFECT FOR THIS. 10 TO 12 YEARS, TERMINAL B WILL REACH ITS USEFUL LIFE AND WE START THIS CENTRAL PROCESSOR TO MAKE SURE WE ARE READY FOR THE UNIFIED EXPERIENCE WE ALL DESERVE AND WANT. THE NEW AIRPORT

ENTRANCE FROM LOOP 410, I WILL SHOW YOU SOME OF THE INS AND OUTS OF WHAT WE HAVE DONE WITH THE ROADWAY. THEN GENERAL AVIATION EXPANSION. I KNOW THAT THAT'S CRITICAL TO THE AREA FOR PEOPLE THAT UTILIZE GENERAL AVIATION. WE WILL DO AIRCRAFT MAINTENANCE. WE WILL DO JUST GENERAL AVIATION MAINTENANCE. THAT'S IMPORTANT. WE HAVE VT THAT'S HERE TODAY THAT BRINGS IN A LOT OF AIRCRAFT TO BE MAINTAINED AND THAT'S GOOD JOBS FOR US AS WELL AND IMPORTANT FOR OUR LANDING RIGHTS AS WELL. THEN WE WANT TO RELOCATE THE FIRE STATION JUST LEFT OF THAT TO FURTHER EXPAND THE GENERAL AVIATION FOOTPRINT. THIS IS THE FINAL RENDERING OF WHAT THE AIRFIELD WILL LOOK LIKE. I WILL TRY AND KEEP IT AS SIMPLE AS POSSIBLE. THERE WAS 91 DIFFERENT ALTERNATIVES THAT WERE LOOKED UPON. IT STAYS WITHIN ITS EXISTING FOOTPRINT. IT'S 10,000 FEET ON THE RUNWAY THAT WE UTILIZE THE MOST. WE MAINTAIN AND STILL KEEP 422 BECAUSE WE UTILIZE IT. THERE'S NO NEED FOR US TO DECOMMISSION THAT RUNWAY AT THIS TIME. AS WE LOOK OUT OVER THE NEXT 20 YEARS, THAT RUNWAY WILL CONTINUE TO BE UTILIZED. PREVAILING WINDS DO TELL YOU SHOULD UTILIZE THOSE TWO PARALLELS. THE RUNWAY ON THE NORTH WHICH IS 13 LEFT, IS A PREDOMINANT GA UTILIZED RUNWAY. TODAY THAT'S ASPHALT. WE WANT TO BEGIN TO MOVE THAT TOWARDS BEING CONCRETE AS WELL. WE ARE IN CLOSE DISCUSSIONS WITH FAA. ALL THAT BEING SAID, WE TAKE CARE OF OUR SAFETY ENHANCEMENT, WE ARE DOING, WE ARE GOING THROUGH A PILOTED EXERCISE THAT'S RUNWAY INCURSION PROTECTION THROUGH SITUATIONAL AWARENESS. WE ALREADY ADDED GUARD LIGHTS AND HAVE DONE WORK TO ENHANCE OUR OVERALL SAFETY. WE WILL DO THE EXTENSION THAT WILL TAKE THE 8500 FOOT RUN WAY TO 10,000. WE WILL BE ABLE TO REACH PARTS OF ASIA AND GO DEEP INTO EUROPE. WE CAN GO AS FARTHER SOUTH AS ANTARCTICA FOR THOSE WHO WANT TO GET THAT FAR SOUTH. THIS TALKS ABOUT THE ROADWAY AND THE FUTURE. THIS IS ONE I EQUALLY GET EXCITED ABOUT. AS WE LOOK AT THE INGRESS AND EGRESS TO DATE, THEY CROSS EACH OTHER. WE WANT TO UNTANGLE THAT. LET TRAFFIC THAT'S COMING OUT GO OUT AND LET TRAFFIC THAT'S COMING IN GO IN. THERE'S NO NEED FOR THEM TO GO THROUGH 15 RIGHT TURNS. TWO OR THREE STOP LIGHTS AND MORE IMPORTANTLY, THERE'S NO SENSE OF PLACE OF THE AIRPORT AS YOU COME INTO IT. THAT'S THE CHANGES THAT WE ARE GOING TO MAKE AS WE SHOW YOU THE INGRESS. ADDITIONALLY, AS YOU COME IN, ON 281 AND I TELL EVERYONE THIS STORY BECAUSE WHEN I FIRST MOVED HERE, I LISTENED TO A LOT OF DIFFERENT MUSIC, MOSTLY COUNTRY, MOST OF THE TIME, AND I LIVED THERE AND AS I

WOULD COME TO WORK, I COULDN'T FINISH A COUNTRY SONG BECAUSE I WOULD GET TO WORK SO FAST. WHY? BECAUSE I WAS TAKING THAT FLYOVER THAT NO ONE ELSE WAS TAKING. NOT EVEN MARK, AND HE KNOWS THE INSIDE JOKE ON THAT. RIGHT? SO IT'S IMPORTANT THAT WE UTILIZE THAT BUT WHY AREN'T PEOPLE UTILIZING IT? BECAUSE IT'S A CANYON EFFECT AND IT DROPS YOU OFF TOO LATE. YOU DON'T HAVE ANY DECISION MAKING TIME. WE ARE GOING TO BRING THAT BACK AND ALLOW YOU TO HAVE MORE DECISION TIME. AS I GO BACK A COUPLE SLIDES TO SHOW YOU WHAT THAT LOOKS LIKE, AS YOU COME IN, YOU ARE BEING DROPPED OFF A LOT SOONER TO BE ABLE TO MAKE DECISIONS ON WHETHER YOU WANT TO GO TO THE TERMINALS FOR DEPARTURES AND ARRIVALS, OR IF YOU WANT TO GO TO THE RENT A CAR FACILITY OR YOU WANT TO PARK YOUR VEHICLE. ADDITIONALLY, YOU SEE IN THAT COMPLEX A BRAND NEW GROUND TRANSPORTATION CENTER THAT WILL BE INSTALLED THAT WILL ENCOMPASS EVERYONE THAT'S UTILIZING THE CURBS TODAY AS IT RELATES TO OUR TRANSPORTATION NETWORK COMPANIES, TAXI CABS AND ANYONE ELSE THAT'S USING THOSE AREAS FOR COMMERCIAL WILL BE SHIFTED AND BE UTILIZING AN AREA DESIGNATED JUST FOR THEM CLOSER TO THE AIRPORT AND ALLOW TRAFFIC TO COME IN AND OUT WITH EASE AND COMFORT. THIS IS WHAT THE FUTURE LOOKS LIKE. THIS IS WHAT WE GET SO EXCITED ABOUT. WE TAKE OUR EXISTING 23 GATE COMPLEX WITH TERMINAL A AND TERMINAL B TO THREE CONCOURSES. WITH THE CENTRAL PROCESSOR, A UNIFIED EXPERIENCE WHERE EVERYONE CAN GO THROUGH AND ONCE YOU GET THROUGH THE SECURITY CHECKPOINT, YOU ARE FREE TO MOVE ABOUT THE CABIN. YOU CAN GO FROM TERMINAL A TO B TO CONCOURSE A, B OR C. AS FREELY AS YOU LIKE. YOU WANT TO ENJOY SOME OF THE FOOD OFFERINGS IN CONCOURSE A AND YOU ARE FLYING OUT OF CONCOURSE C, YOU ARE WELCOME TO MOVE IN THAT DIRECTION. YOU ARE COMING IN AND YOU JUST WANT TO ENJOY CONCOURSE B, FEEL WELCOME TO MOVE IN ANY AREAS THAT YOU WANT TO GO TOWARDS. IT PROVIDES A MORE UNIFIED TERMINAL EXPERIENCE FOR EVERYONE. MORE IMPORTANTLY, IT OPENS UP A TON OF SQUARE FOOTAGE FOR US TO BE UTILIZED FOR NON AERONAUTICAL AND CONCESSIONS UTILIZATION. THAT'S WHAT WE'RE EXCITED ABOUT. SO WE'LL HAVE THAT CENTRAL PASSENGER SCREENING, WE'LL HAVE MORE CONCESSIONS, ADDITIONAL PARKING, AND WALKWAYS CONNECTING YOU DIRECTLY FROM EACH ONE OF THOSE CONCOURSES. YOU LAND AT CONCOURSE A, YOU WILL PICK UP YOUR BAGS IN CONCOURSE A. IF YOU LAND IN CONCOURSE B, YOU WILL PICK UP YOUR BAGS IN CONCOURSE B. IF YOU LAND IN CONCOURSE C, YOU WILL PICK UP YOUR BAGS IN CONCOURSE C. YOU'RE NOT

GOING TO WALK FOR LONG DISTANCES. YOU WANT TO GET IN AND OUT SOON, THAT'S WHAT WE WANT TO MAKE HAPPEN. WE WANT TO EASE THAT COMFORT. WE ARE EXCITED. YOU SEE THERE THAT'S WHAT THE FUTURE RENDERING WILL LOOK LIKE WITH THE PARKING AND GROUND TRANSPORTATION IN EACH OF THOSE CONCOURSES THERE. THIS SHOWS YOU WHAT THIS LOOKS LIKE WITH THE NEW CONCOURSE C. MORE IMPORTANTLY, IT'S OPENING UP THE ENTIRE COMPLEX SO THAT YOU CAN SEE THE GORGEOUS BEAUTY WE HAVE ON THE OUTSIDE AS YOU ENJOY EVERYTHING, IT'S NOT CONFINED AND WE START TO ESTABLISH A TRUE SENSE OF PLACE OF EVERYTHING WE ARE DOING. THERE IS ALWAYS THE DOLLAR. THERE IS ALWAYS THE QUESTION, JESUS, HOW MUCH IS THIS GOING TO COST? FOR PHASE ONE, WE ESTIMATE AS WE MOVE FORWARD, IT COULD BE CLOSE TO \$1 BILLION. AS WE LOOK FOR THE ENTIRE COMPLEX IN TOTALITY, IT COULD BE \$2.5 BILLION. AS WE GO THROUGH THIS ENTIRE PROCESS. WE'RE NOT GOING TO DO SOMETHING SMALL. WE WANT TO MAKE CERTAIN THAT WE TAKE CARE OF THE ENTIRE COMPLEX. SO THE AIRPORT DEVELOPMENT AND OPERATIONS IS FUNDED BY FAA IN USER FEES AND WHAT DOES THAT MEAN? IF YOU USE THE AIRPORT, YOU PAY FOR THE AIRPORT. IF YOU DON'T USE THE AIRPORT, YOU DON'T PAY FOR THE AIRPORT. AS IT SHOULD BE. WE'RE EXCITED ABOUT MOVING FORWARD. THE COMPARABLE TO WORLD CLASS TERMINAL U.S. PROGRAMS, YES, BUT MORE IMPORTANTLY, LET'S BE S.A.T. LET'S BE OUR AIRPORT. LET'S MAKE CERTAIN WE HAVE A SENSE OF PLACE THAT REFLECTS THE CITY OF SAN ANTONIO. LASTLY, WE ARE VERY APPRECIATIVE AS WE HAVE BEEN IN ALIGNMENT WITH ASDC, IN ALIGNMENT WITH THE COMMUNITY, IN ALIGNMENT WITH AAC, BEEN IN ALIGNMENT WITH OUR AIRLINES, WITH OUR FEDERAL AGENCIES. THEY HAVE ALL ENDORSED OUR EFFORT OF WHAT WE'RE GOING FORWARD. WE HAVE MET WITH ALL OF THEM AND THEY ARE READY FOR US TO MOVE FORWARD. THIS SHOWS YOU THE ESTIMATE FOR THE FIRST PLAN, TERMINAL C, \$790 TO \$840 MILLION, IF WE PUT IN THE FULL 17 GATES. THAT WILL BE DEMAND DRIVEN. IF WE NEED 17, WE WILL PUT IN 17. IF WE NEED 12, WE WILL PUT IN 12. IF WE NEED 5, WE WILL PUT IN 5. WE WILL BE ABLE TO MAKE THAT AS WE GET INTO THE ADVANCED PLANNING AND PROGRAMMING. THE ROADWAY, SOMEWHERE BETWEEN 19 AND 20, THE WORK WE HAVE TO DO THERE, PARKING AND GROUND TRANSPORTATION CENTER BETWEEN 65 AND 70 AND FUNDING SOURCES INCLUDE FAA, PFCS, RENT, USER FEES AND AIRPORT BONDS THAT COULD BE ISSUED TO PAY FOR THIS. EVERYTHING THAT WE HAVE DONE THE FINANCIAL ASSUMPTIONS FOR HAS NOT INCLUDED ANY OF THE SUPPORT WE ARE GOING TO RECEIVE BY THE INFRASTRUCTURE FUNDING. WE

KNOW WE WILL GET MONEY FOR THAT. WE ARE ALREADY PREPARING OURSELVES TO PUT THE PACKAGE IS READY TO REQUEST THAT FUNDING TO HELP US SUPPORT MOVING FORWARD. LASTLY, WE WANT TO BUILD A PROGRAM AS DEMAND WARRANTS. WE ARE JUST NOT GOING TO BUILD IT AND HOPE THEY WILL COME. WE WILL TAKE INTO CONSIDERATION OUR PASSENGER ACTIVITY LEVELS AND ALL THE FORECASTING WE CONTINUE TO DO. THE NEXT STEP IS TERMINAL DEVELOPMENT PROGRAM IMPLEMENTATION. WE FINALIZED THE MASTER PLAN, WE SUBMIT WHAT'S CALLED AIRPORT LAYOUT PLAN TO THE FAA. WE PREPARED THOSE DOCUMENTS. WE WANT TO DO THAT BY DECEMBER. HENCE THE REASONING WHY WE ARE HERE TODAY, TO ASK FOR COUNCIL'S SUPPORT IN MOVING FORWARD. WE WILL START THE PROJECT OR PROGRAM DEFINITION, THE ENVIRONMENTAL APPROVALS, WHETHER WE NEED TO DO AN ENVIRONMENTAL IMPACT STUDY OR JUST AN ENVIRONMENTAL ASSESSMENT FOR THE WORK WE WANT TO DO IN TERMINAL C, THEN WE WILL START THE ARCHITECTURAL DESIGN AND THEN START PUTTING SHOVELS IN THE GROUND FOR CONSTRUCTION. ALL WHILE IT'S BEING CONSIDERED OF WHAT'S FINANCIALLY REASONABLE FOR US TO ACCOMPLISH. WE HAVE ALREADY DONE THAT AND TAKEN THAT ALL THE WAY THROUGH 2030 AND WE KNOW WE CAN AFFORD IT GOING FORWARD. ALSO, AS WE HAVE DONE THROUGHOUT THIS ENTIRE PROCESS, WE WILL CONTINUE TO HAVE STAKE HOLDER ENGAGEMENT. WE WILL WORK WITH EVERYONE AND COMMUNICATE WITH EVERYONE THROUGHOUT THE ENTIRE PROCESS OF WHAT WE'RE DOING. THIS IS THE AIRPORT WE ALL DESERVE. THIS IS THE AIRPORT THE CITY OF SAN ANTONIO DESERVES. IT'S ONE WITH SENSE OF PLACE. WE OFFER YOU THE WEBSITE ON THE BOTTOM BECAUSE WE ARE TRANSPARENT. WE DON'T HAVE ANYTHING TO HIDE. THERE'S CHAPTERS YOU CAN GO TO THIS WEBSITE AND THERE'S HUNDREDS AND HUNDREDS OF PAGES OF TECHNICAL DATA THAT YOU CAN SORT THROUGH TO SHOW ALL THE WORK WE HAVE DONE, AND HOW WE HAVE PROVIDED THIS INFORMATION TO EVERYONE, AND WE ARE EXCITED ABOUT MOVING FORWARD. IF YOU WILL JUST INDULGE ME FOR A FEW MORE MINUTES, WE WANT TO SHOW YOU A VIDEO OF WHAT THIS FUTURE AIRPORT WILL LOOK LIKE.

FROM OUR LUSH HILL COUNTRY TO THE RIVER WALK, SAN ANTONIO'S SKYLINE AND RICH HISTORY INCLUDES LANDMARKS, HISTORIC SITES, CULTURE AND ENTERTAINMENT, OUTDOOR ADVENTURE, CULINARY EXCELLENCE, MEETING AND EVENT FACILITIES, MAJOR MILITARY FACILITIES, AND LUXURY ACCOMMODATIONS. SOON, SAN ANTONIO WILL CLAIM A WORLD CLASS INTERNATIONAL AIRPORT POISED

TO FLY US INTO THE FUTURE. ENDORSED BY THE AIRPORT SYSTEM DEVELOPMENT COMMITTEE, THE AIRLINES AND THE FEDERAL AVIATION ADMINISTRATION, S.A.T.'S STRATEGIC DEVELOPMENT PLAN ENVISIONS A MODERN AIRPORT WITH A STRONG SENSE OF PLACE THAT FIRMLY LANDS SAN ANTONIO AS A WORLD CLASS AIRPORT.

ON BEHALF OF THE AIR SYSTEM DEVELOPMENT COMMITTEE, I THROW MY WHOLEHEARTED SUPPORT BEHIND THE AIRPORT STRATEGIC DEVELOPMENT PLAN AND OUR INITIATIVES AND EFFORTS TO BUILD A WORLD CLASS AIRPORT THAT COMMUNICATES SENSE OF PLACE.

IMAGINE A MODERN TERMINAL C FACILITY BUILT WITH STATE OF THE ART TECHNOLOGY THAT IMPROVES THE CUSTOMER EXPERIENCE AND OPERATIONAL EFFICIENCY AND ULTIMATELY, THE CONVENIENCE OF AN ENTIRELY UNIFIED TERMINAL COMPLEX WITH CENTRAL SECURITY SCREENING AND A SINGLE ENTRY TO ALL GATES. IMAGINE AIRFIELD SAFETY IMPROVEMENTS THAT SUPPORT INCREASES IN LONG HAUL AIR SERVICE WITHOUT CROSSING U.S. 281. IMAGINE A NEW ON AIRPORT ROADWAY SYSTEM THAT STREAMLINES TRAFFIC, SIMPLIFIES WAYFINDING AND REDUCES CONGESTION. AND ALL OF THIS CAN BE ACHIEVED WITHOUT GENERAL CITY FUNDS OR TAX DOLLARS.

AS A JOINT VENTURE PARTNER AND ADVOCATE FOR LOCAL BUSINESSES AND RESTAURANTS AT THE AIRPORT, I AM EXCITED TO HEAR ABOUT THE TERMINAL PLAN TO BUILD A NEW TERMINAL C AND THE NEW REBUILT TERMINAL A. RIGHT NOW, THE AIRPORT IS OUT OF LEASABLE SPACE. THE NEW TERMINAL C AND REBUILT TERMINAL A WILL PROVIDE A LOT OF CONCESSION EXPANSION CAPABILITY. THIS WILL NOT ONLY PROVIDE MORE OPPORTUNITIES FOR LOCAL BUSINESSES TO GET INVOLVED, BUT ALSO PROVIDE LOCAL TRAVELERS AND VISITORS A BETTER, MORE LOCAL EXPERIENCE AT OUR INTERNATIONAL AIRPORT. I'M SO EXCITED TO SUPPORT THIS PLAN AND WELCOME VISITORS TO OUR NEW SAN ANTONIO AIRPORT.

USING A COMBINATION OF AVIATION FUNDING SOURCES, PROPOSED IMPROVEMENTS CAN BE FUNDED BY AIRPORT REVENUES, INCLUDING PASSENGER FEES, THE AIRLINES, AIRPORT TENANTS AND THE FEDERAL AVIATION ADMINISTRATION. S.A.T.'S STRATEGIC DEVELOPMENT PLAN PROVIDES A SOLID FRAMEWORK TO REALIZE A NEW ERA AIRPORT FOR SAN ANTONIO. AN AIRPORT THAT WILL ACCOMMODATE OUR GROWING POPULATION AND SIGNIFICANTLY

CONTRIBUTE TO THE REGIONAL ECONOMY. JUST IMAGINE THE POSSIBILITIES WHEN THE AIRPORT'S CURRENT ECONOMIC IMPACT OF \$5 BILLION AND 45,000 RELATED JOBS GROWS WITH THE INCREASED PASSENGER ACTIVITY AND NEW FACILITIES. THE FIRST MAJOR PROGRAM WOULD INCLUDE A NEW TERMINAL C WITH UP TO 17 GATES, A NEW PARKING GARAGE AND GROUND TRANSPORTATION CENTER, AND ASSOCIATED ROADWAY IMPROVEMENTS.

OUR AIRPORT NEEDS TO BE READY FOR THE FUTURE, WITH AN AGING INFRASTRUCTURE AND THE NEEDS OF THE REGION, OUR ONLY CHOICE IS TO DELIVER THE AIRPORT SAN ANTONIO DESERVES.

LET'S FLY INTO THE FUTURE TOGETHER AND MAKE S.A.T.'S VISION FOR A WORLD CLASS INTERNATIONAL AIRPORT A REALITY.

SAENZ: MAYOR AND COUNCIL, THAT CONCLUDES MY PRESENTATION. I WOULD LIKE TO AGAIN THANK EVERYONE THAT WORKED SO HARD AND TIRELESSLY TO MAKE THIS HAPPEN. EVERYONE THAT WAS HERE TODAY. WE WILL MAKE OURSELVES AVAILABLE FOR ANY QUESTIONS YOU MIGHT HAVE. THANK YOU, SIR.

MAYOR NIRENBERG: GREAT. THANK YOU VERY MUCH FOR THE PRESENTATION, JESUS AND JOHN. SO FIRST OF ALL, WE HAVE ALL HEARD FOR A LONG, LONG TIME, TOO LONG, RESIDENTS AND BUSINESSES CALLING FOR WORLD CLASS AIRPORT THAT BEFITS A WORLD CLASS CITY. I WAS LOOKING AROUND THE ROOM AS THIS PRESENTATION WAS GOING ON, AND WAS TRYING TO INTERPRET THE LOOKS ON PEOPLE'S FACES, SMILES, MOSTLY, MAYBE A LITTLE BIT OF DISBELIEF. WHAT I REALLY APPRECIATE ABOUT THE APPROACH YOU ALL HAVE TAKEN IS THIS IS NO LONGER AN ASPIRATIONAL GOAL. YOU HAVE LAID OUT AN ACHIEVABLE PLAN TO GET US TO A COMPETITIVE INTERNATIONAL AIRPORT NOW, AND I WHOLEHEARTEDLY AGREE THAT THIS IS NOT A PLAN, THIS SHOULDN'T BE SHELFWARE, AS JOHN WOULD SAY. THIS NEEDS TO BE DELIVERED. IT NEEDS TO BE IMPLEMENTED AND NEEDS TO BE ACCELERATED AS MUCH AS WE CAN, PARTICULARLY IN THE ENVIRONMENT THAT WE'RE IN WITH REGARD TO POST PANDEMIC RECOVERY AND THE PARTNERSHIP WITH THE FEDERAL ADMINISTRATION. WE HAVE THE OPPORTUNITY LAID OUT IN FRONT OF US AND I HAPPEN TO BELIEVE THAT THIS IS PROBABLY THE MOST, ONE OF THE MOST, IF NOT THE MOST IMPORTANT CAPITAL INVESTMENT THAT THIS COMMUNITY WILL EVER MAKE WITH REGARD TO THE TRAJECTORY OF OUR

ECONOMY. SO KUDOS TO EVERYBODY THAT'S INVOLVED. JOHN, I REMEMBER WHEN YOU WALKED INTO MY OFFICE SOMETIME IN THE MIDDLE OF THE PANDEMIC, I DIDN'T RECOGNIZE YOU AT FIRST BECAUSE YOUR HAIR DID TURN WHITE DURING THIS. I CAN CONFIRM THAT. THANK YOU FOR YOUR STICK TO IT TIVENESS THROUGHOUT THIS PROCESS. I THINK WE REALLY PULLED TOGETHER A SOLID TEAM THAT WAS GUIDED BY DATA, NOT POLITICS. WE HAVE HEARD ALL THE CALLS BEFORE. WE SHOULD PUT THE AIRPORT HERE OR THERE. I STARTED WITH A HYPOTHESIS, I'M SURE EVERYBODY DID, BUT IT WENT INTO THIS PROCESS WITH EVERYTHING, EVERY POSSIBLE OUTCOME ON THE TABLE. AN AIRPORT AT THE PORT, AN AIRPORT IN BETWEEN AUSTIN AND SAN ANTONIO, AN AIRPORT ON THE WEST SIDE, AN AIRPORT ON THE EAST SIDE, OR AN AIRPORT RIGHT WHERE IT'S AT. MY HYPOTHESIS WAS SO FIRST OF ALL, SAN ANTONIO, AUSTIN CORRIDOR IS ONE OF THE FASTEST GROWING MSA CORRIDORS IN THE COUNTRY. IT IS THE FASTEST GROWING CORRIDOR IN THE COUNTRY, WHERE THE NEXT METROPLEX AND WE ARE QUICKLY BECOMING THAT. WE ARE ALSO THE SEVENTH MOST POPULOUS METROPOLITAN CITY IN THE UNITED STATES CURRENTLY AND IT IS A STRATEGIC COMPETITIVE ADVANTAGE FOR US TO HAVE AN AIRPORT IN THE HEART OF THAT CITY, WHERE YOU'RE LITERALLY 10 OR 15 MINUTES AWAY FROM ANY BUSINESS, VISITOR OR ANY OTHER DESTINATION YOU WOULD WANT TO GO TO. IF IT WAS POSSIBLE TO PUT A COMPETITIVE INTERNATIONAL AIRPORT THERE, WE SHOULD. NOT TO MENTION THE FACT THAT WE WOULD BE MUCH MORE FINANCIALLY RESPONSIBLE TO DO THAT. SO THE FACT THAT THREE YEARS AGO, YOU ARRIVED OR A COUPLE YEARS AGO, YOU ARRIVED AT THE CONCLUSION DEFINITELY, I THINK THAT PUT THE DEBATE TO REST. NOW IT'S GETTING ON WITH ACTUALLY BUILDING THE PLAN. I COULDN'T BE MORE PLEASED WITH WHAT YOU'RE LAYING OUT TODAY. YOU WILL HAVE OUR FULL COOPERATION IN GOING AFTER THE FUNDS TO REALIZE IT, AND I KNOW YOU'RE SIGNALING ME. JOHN, GO AHEAD.

ONE THING I FAILED TO MENTION, WE REALLY FOLLOWED A DATA DRIVEN AND FACT BASED APPROACH. IN AN ENVIRONMENT WHERE WE COULD ARGUE THAT THAT'S A RARITY, IT WAS REALLY DEVOID OF A LOT OF THE ARM WAVING, A LOT OF THE PERSONALITIES. IT WAS REALLY DATA DRIVEN. AS I SAY, I GOT TO TELL THE FORMER MAYOR AND THE FORMER SECRETARY, THERE WAS NO PATH TO A REGIONAL AIRPORT. WHAT WE DID LEARN THAT WHEN THE IS IN THE LAST REALLY 20 YEARS, THAT COMPETITION IS REALLY DRIVING THIS. SO WHAT WE REALIZED WAS THAT AIRLINES THAT WERE COMPETING FOR ROUTES WERE ALSO COMPETING FOR

PASSENGERS. WE HAD RANDY SMITH AND I GOT TO GO UP TO NEW BRAUNFELS IN THE MIDDLE OF THIS. NOBODY ASKED US TO DO IT. WE WENT UP THERE AND GOT TO MEET THE JUDGE, THE NEW BRAUNFELS MAYOR AND THEIR CHAMBER, AND IT WAS EYE OPENING. AGAIN, NEW BRAUNFELS, THEY SAID WELL, GUESS WHERE WE GO, WE GO TO BERKSHIRE BECAUSE OF THIS OR THAT. WE BASICALLY LISTENED, THE FIRST TIME ANYBODY CAME AND ASKED US QUESTIONS ABOUT THIS. SO WHAT WE RECOGNIZED THEN IS YEAH, WE'RE COMPETING FOR PEOPLE UP AND DOWN THERE, WE'RE COMPETING FOR AIRLINES AND FOLKS HAVE OPTIONS. AIRLINES HAVE OPTIONS. SO IT'S IN THAT VEIN THAT WE APPROACHED THE WHOLE STRATEGY OF IT WITH THAT DATA DRIVEN APPROACH.

MAYOR NIRENBERG: YEAH. YOU DID A FANTASTIC JOB, JOHN, AND THE ENTIRE COMMITTEE. I KNOW THERE'S MANY MEMBERS HERE HAVE BEEN TOILING AWAY AT THIS FOR YEARS. IT'S GREAT TO SEE CARLOS, WHO WAS ONE TIME STAFFING THIS PROCESS. THANK YOU FOR BEING HERE, CARLOS. I DON'T WANT TO WASTE ANY MORE TIME. LET'S GET AFTER IT. LET'S GO DO IT. LET'S SEIZE THIS OPPORTUNITY AND NOT LET IT SIT ON THE SHELF ONCE AGAIN. YOU HAVE MY FULL COMMITMENT. COUNCIL MEMBER PELAEZ?

PELAEZ: THANK YOU. WE KEEP SAYING OVER AND OVER AGAIN WE ARE THE SEVENTH LARGEST CITY IN THE UNITED STATES AND THERE'S A FRIEND OF MINE WHO ALWAYS TELLS ME THEN LET'S START ACTING LIKE IT, RIGHT. I LIKE THE TAG LINE THIS IS THE AIRPORT YOU DESERVE. BECAUSE RIGHT NOW, WHAT WE HAVE I THINK IS A COMMUNITY THAT EXPECTS EXCELLENCE FROM US AND THIS AIRPORT IS NOT EXCELLENT. IT'S THE BEST DAMN AIRPORT BECAUSE YOU'RE THERE, JESUS, AND YOU'RE DOING WHAT YOU CAN WITH THE CARDS THAT HAVE BEEN DEALT TO YOU, BUT I THINK MOST SAN ANTONIONS DESERVE A BETTER AIRPORT AND THIS IS THE ROADMAP WE HAVE BEEN LOOKING FOR. JOHN, I HATE THAT YOU HAVE HAD TO WAIT SO LONG TO GET TO THIS PRESENTATION, BUT THE WORK YOU GUYS HAVE PUT INTO IT IS EVIDENTLY REALLY HONEST AND VERY THOROUGH AND I KNOW YOU POURED ALL OF YOURSELF INTO THIS. I WANT TO POINT OUT THAT WE'RE NOT JUST THE SEVENTH LARGEST CITY IN THE UNITED STATES. WE'RE THE THIRD LARGEST CITY IN THE NINTH LARGEST ECONOMY ON THE PLANET. WE JUST SURPASSED BRAZIL. THE TEXAS ECONOMY IS BIGGER THAN BRAZIL'S. I THINK THAT WHEN YOU TAKE INTO ACCOUNT THE FACT THAT WE'RE GETTING 10 MILLION VISITORS PRE PANDEMIC THROUGH THIS AIRPORT, AND YOU KNOW, WE'RE JUST A CITY WITH 1.5

MILLION PEOPLE LIVING IN IT, YOU GET MULTIPLE SAN ANTONIOS FLOATING THROUGH THAT AIRPORT. ON TOP OF THAT, YOU GET 39 MILLION VISITORS TO OUR DOWNTOWN EVERY SINGLE YEAR. HAVING AN AIRPORT THAT IS NOT FIRING ON ALL 12 CYLINDERS OR LET ME TAKE THAT BACK. HAVING AN AIRPORT THAT ISN'T A CORVETTE AS AMAZING AS IT IS, AND INSTEAD IS A PRETTY RELIABLE HYUNDAI IS NOT I DON'T THINK HELPS US STAY COMPETITIVE WITH OTHER CITIES WHO ARE MORE THAN HAPPY TO EAT OUR LUNCH IF WE GIVE THEM THE OPPORTUNITY. SO WITH THAT, I DO THINK THAT OUR AIRPORT IS OUR WELCOME MAT, AND IT SAYS TO THE PEOPLE WHO GO THROUGH IT, YOU KNOW, WHO WE ARE. SO LIKE ALL AIRPORTS, THE ONES THAT ARE WORLD CLASS AND THAT ARE DELIVERING EXCELLENCE ARE THE ONES THAT ARE CONVENIENT AND CLEAN AND SAFE AND SMART. BUT ALSO, THAT ARE UNIQUE AS FAR AS SHOWING OFF THE DNA OF THE COMMUNITY IN WHICH YOU HAPPEN TO LAND INTO, RIGHT, FROM THE MINUTE YOU LAND IN NASHVILLE, YOU KNOW YOU'RE IN NASHVILLE. FROM THE MINUTE YOU LAND IN DENVER, YOU KNOW YOU'RE IN DENVER. IN FACT, YOU KNOW YOU'RE IN DENVER BEFORE YOU LAND. THAT AIRPORT IS STUNNING AS YOU FLY OVER IT. THERE ARE SOME AIRPORTS THAT BEFORE YOU EVEN LAND, YOU'RE LOOKING DOWN ON IT AND THEY'RE ICONIC. I GOT TO TELL YOU, THAT PICTURE, NOT THAT ICONIC. YOU AND I HAVE TALKED ABOUT IT. WE'RE JUST HERE AT THE SORT OF IDEATION STAGE AND THERE WILL BE AESTHETIC ELEMENTS FROM THE OUTSIDE THAT COMMUNICATE YOU ARE IN SAN ANTONIO AND YOU ARE ABOUT TO EMBARK ON A REALLY UNIQUE EXPERIENCE. I'M LOOKING FORWARD TO SEEING MORE AND MORE OF THAT BECAUSE WE SPEAK TO THE PUBLIC ALSO BY WHAT OUR BUILDINGS LOOK LIKE. THE OTHER THING I WILL TELL YOU IS A SAD STORY THAT I TOLD RANDY SMITH THIS MORNING. I WAS WITH YOUR SISTER, COUNCILWOMAN VIAGRAN, IN SPAIN. I WAS WITH THE HISPANIC CHAMBER AND SOME OF US IN THIS ROOM WERE THERE. WE WENT TO GO MEET WITH CABINET SECRETARY, HEAD OF ECONOMIC DEVELOPMENT AND TOURISM AND WE SAID LOOK, THIS IS WHAT SAN ANTONIO IS, THIS IS WHO WE ARE, THIS IS WHAT WE WANT TO ACCOMPLISH, WE WANT YOU TO FALL IN LOVE WITH US, COME DO BUSINESS IN SAN ANTONIO. HE SAID NO, NO, WE ALREADY KNOW SAN ANTONIO. WE LOVE SAN ANTONIO. YOU GUYS ARE THE NATURAL DESTINATION, IN FACT, YOU GUYS ARE MORE A PERFECT FIT FOR US THAN MIAMI IS, BECAUSE MIAMI'S ECONOMY IS KIND OF WEIRD, IT'S EXPENSIVE, IT'S INCONVENIENT NOW. YOU GUYS SPEAK SPANISH. WE SPEAK SPANISH. WE ALREADY HAVE INTEREST IN TEXAS ENERGY RENEWABLES, WATER, INFRASTRUCTURE. IT'S JUST THAT YOUR AIRPORT IS REALLY SUBSTANDARD AND IT MAKES YOU GUYS

IRRELEVANT. LET US KNOW WHEN YOU'VE GOT A BETTER AIRPORT AND WE WILL CONTINUE TALKING TO DALLAS AND TO HOUSTON. BUT SORRY. THEN JUST A COUPLE YEARS AGO, I WAS IN COLOMBIA AND I VISITED THEIR INBOUND AND OUTBOUND TEAM BECAUSE THEY WERE DOING A BUNCH OF WORK, A LOT OF THEIR INFRASTRUCTURE COMPANIES ARE NOW DOING WORK HERE AND OURS, THERE. EXACT SAME WORDS, WE KNOW SAN ANTONIO, WE LOVE YOU GUYS, YOU GUYS ARE IDEAL FOR US, IT'S SO INCONVENIENT TO GO TO HOUSTON BECAUSE THAT'S REALLY NOT OUR ULTIMATE DESTINATION BUT YOUR AIRPORT MAKES IT IMPOSSIBLE FOR US TO REALLY CONSIDER YOU GUYS AS AN OPTION, RIGHT. RANDY SMITH SAYS HE HAS THE SAME CONVERSATIONS WITH ALL OF THE BIG EMPLOYERS THAT EDF OR GREATER SATX VISITS AND THE CONVERSATION OFTENTIMES DIES THERE. EVERYTHING YOU HAVE SHOWN US IS GREAT BUT YOUR AIRPORT REALLY IS AN ACHILLES HEEL. SO I'M SICK OF HEARING THAT. I'M SICK OF LOSING BUSINESS TO OTHER CITIES WITH BETTER AIRPORTS. BUT NOT BETTER WORK FORCES OR BETTER, YOU KNOW, ENVIRONMENTS IN WHICH FOR THEM TO DO BUSINESS. SO SAYING THAT, I WILL TELL YOU THAT ONE PART OF THIS CONVERSATION THAT WE DIDN'T HAVE TODAY THAT I'M HOPING WE HAVE IN THE FUTURE, JOHN, THIS IS RIGHT UP YOUR ALLEY, DATA ANALYTICS. AS PART OF THIS AIRPORT, IT'S GOT TO BE SMART. I NEED THIS AIRPORT TO TEACH US THINGS ABOUT THE PEOPLE WHO COME AND VISIT US, AND IT'S GOT TO BE MORE THAN JUST A WAYSTATION FOR FOLKS TO GET ON AND OFF AIRPLANES. IT'S GOT TO BE A PLACE WHERE WE KNOW WHY THEY CAME, WHAT THEY'RE DOING AFTER THEY LEAVE THE AIRPORT, WHERE THEY CAME FROM, IMMEDIATELY BEFORE THEY GET TO THE AIRPORT. WE KNOW MORE IMPORTANTLY WHERE THEY DIDN'T GO SO WE CAN ACTIVATE DIFFERENT PARTS OF DOWNTOWN OR DIFFERENT PARTS OF SAN ANTONIO. WE NEED TO KNOW WHAT THEY LIKED, WHAT THEY DIDN'T LIKE AND WE NEED TO DO FOLLOWUP, RIGHT, AND CONTINUOUSLY TOUCH THESE CUSTOMERS, EVEN WHEN THEY'RE NOT IN SAN ANTONIO, TO REMIND THEM WHAT SAN ANTONIO IS DOING. THEN USE THAT DATA AND CORRELATE IT AGAINST THE DATA WE COLLECT DOWNTOWN, THAT WE COLLECT OTHER PLACES, RIGHT. THE NEW ART OF MANAGING LARGE INSTITUTIONS OR LARGE CITIES OR AIRPORTS IS JUST FIGURING OUT YOUR CUSTOMER, BECAUSE ONCE YOU KNOW YOUR CUSTOMER, THE EXPERIENCE BECOMES MORE SEAMLESS AND THERE'S AN OPPORTUNITY FOR THEM OR HIGHER LIKELIHOOD THEY WILL TAKE THE OPPORTUNITY TO KEEP COMING BACK, RIGHT. THE CONVERSATION I'M GOING TO HAVE GOING FORWARD IS ONE OF DATA ANALYTICS. EVERYONE ELSE WILL HAVE A DIFFERENT CONVERSATION WITH YOU GUYS BUT THAT'S THE ONE I'M HUNGRY TO

SEE AND I WILL PUSH YOU GUYS TO DEVELOP A BOLD PLAN TO MAKE THIS A SMART AIRPORT. THOSE ARE MY COMMENTS. THANKS, MAYOR.

WE COULDN'T AGREE MORE WITH WHAT YOU HAVE SAID. I WILL TELL YOU, WE ARE EMBARKING UPON A BRAND NEW STRATEGY AT OUR AIRPORT AS WELL, AS WE TALK ABOUT THE DEVELOPMENT SIDE. THAT'S IMPORTANT. BUT THE TEAM HERE KNOWS HOW CRITICAL I AM WITH REGARD TO THE NUMBERS AND IT'S IMPORTANT THAT WE GET TO THE DATA THAT YOU ARE REFERENCING THAT WE HAVE AN ASSET MANAGEMENT SYSTEM THAT TELLS US HOW WE'RE DOING OPERATIONALLY, FINANCIALLY, AND FROM THE SERVICE SIDE AS WELL SO THAT WE CAN BEGIN TO PERFORM THE PREDICTIVE ANALYTICS YOU'RE REFERENCING TO SAY WE KNOW EXACTLY WHY PEOPLE ARE GOING FROM THIS LOCATION TO THAT LOCATION AND THEIR MOVEMENTS. TO SAY ALL THAT, THAT WE NEED THAT IN REALTIME, WE WANT TO KNOW THIS INFORMATION, THIS DATA, IN REALTIME SITUATIONAL AWARENESS AS WE MANAGE AND OPERATE OUR FACILITY. SO WE ARE MOVING IN THAT DIRECTION. WE WILL HAVE SUBSEQUENT ITEMS COMING TO COUNCIL FOR YOUR APPROVAL AS WELL, TO MOVE EXACTLY IN THE DIRECTION YOU'RE STATING. WE COULDN'T BE MORE EXCITED FOR ALL THE SUPPORT AND HELP YOU GIVE US AS WELL. THANK YOU.

MAYOR NIRENBERG: THANK YOU, COUNCIL MEMBER PELAEZ. COUNCIL MEMBER SANDOVAL?

SANDOVAL: THANK YOU VERY MUCH, MAYOR. THANK YOU FOR THE PRESENTATION. I AM PARTICULARLY HAPPY TO HEAR ABOUT THE IMPROVED BAGGAGE HANDLING SYSTEM. BUT HEARING COUNCILMAN PELAEZ TALK, I WILL SAY A COUPLE WORDS ABOUT MY EXPERIENCE WITH THE AIRPORT. THE FIRST TIME I GOT ON A PLANE, I WAS 18 YEARS OLD. I WAS INVITED TO TRAVEL TO COCA COLA HEADQUARTERS TO APPLY FOR A SCHOLARSHIP. FOR MANY YEARS, I TALKED TO EVERYBODY I SAT NEXT TO ON A PLANE AND EVENTUALLY, THAT FINALLY STOPPED. BUT I CONTINUE TO TRAVEL THROUGH COLLEGE AS I WENT AWAY TO SCHOOL, AND I NEVER FELT THAT OUR AIRPORT WAS SHORT. OF COURSE, I WAS ONLY 18 OR 19 YEARS OLD AND TO THIS DAY, I AM HAPPY EVERY TIME I LAND IN SAN ANTONIO, BECAUSE IT FEELS LIKE I'M COMING HOME AND I AM. SO WHATEVER THE STATUS IS OF THE AIRPORT, JUST LET IT BE KNOWN THAT I ALWAYS THINK YOU ARE DOING A GREAT JOB. I WILL ALWAYS LOVE LANDING IN SAN ANTONIO. BUT I'M GOING TO TALK TO YOU ABOUT

SOMETHING THAT'S NOT NECESSARILY ON YOUR PLAN AND I THINK YOU KNOW WHAT I'M GOING TO MENTION, JESUS. BUT I ALSO THINK IT'S VERY IMPORTANT WHEN IT COMES TO TRAVEL BETWEEN CITIES. YOU HAVE JUST BLOWN US AWAY WITH EVERYTHING YOU HAVE PREPARED AND ALL THAT YOU HAVE LINED UP AT THE AIRPORT. I GUESS I'M GOING TO POSE THIS TO THE CITY MANAGER ABOUT WHAT'S THE APPROPRIATE FORUM WHEN WE TALK ABOUT GROUND TRAVEL IN BETWEEN CITIES? CERTAINLY THIS IS MEETING A TREMENDOUS NEED IN OUR ECONOMY, BUT THERE'S ALSO GROUND TRAVEL THAT PLAYS A BIG ROLE IN BETWEEN CITIES, AND MANY MAJOR METRO AREAS IN THE WORLD, AS YOU KNOW, HAVE USUALLY RAIL AND A LOT OF INTERCITY BUS TRAVEL, LIKE A HUGE HUB THAT YOU CAN JUST THE SAME WAY YOU CAN SWITCH BETWEEN AIRLINES, YOU SWITCH BETWEEN BUS LINES. HERE IN SAN ANTONIO, WE HAVE, I'M SURE WE ALL KNOW GREYHOUND. WE HAVE MEGA BUS, FIX BUS, WE HAVE OMNIBUS, AND YOU HAVE TO GO TO DIFFERENT PLACES ALL OVER THE CITY. SOMETIMES YOU ARE GOING TO BE IN A PARKING LOT IN THE DARK IN A VERY, WHAT MIGHT FEEL AN UNSAFE PLACE. THEY SIMPLY GROUND TRAVELERS SIMPLY DON'T HAVE SOME OF THE, AS BAD AS YOU GUYS MIGHT THINK THE SAN ANTONIO AIRPORT IS, THIS IS PALATIAL WE HAVE FOR AMENITIES AS FAR AS PEOPLE COMING HERE FOR WORK OR MIGRANTS, OR I WROTE ANOTHER REASON WHY THEY MIGHT BE TRAVELING,

SANDOVAL: THE PEOPLE WHO TRAVEL INTERCITY. I'VE DONE A LOT OF INTERCITY TRAVEL. YOU'RE GOING TO THINK I'M STUPID, I RODE THE BUS ALL THE WAY TO MONTREAL, TO BOSTON, I KNOW WHAT IT'S LIKE TO TRAVEL ON THE GROUND AND WHAT KIND OF AMENITIES I'M LOOKING FOR WHEN I DO THAT, SO I GUESS I ALWAYS WANT TO TALK ABOUT A WORLD CLASS TRAVEL SYSTEM ON THE GROUND. AND WHEN CAN WE DO THAT? WHETHER IT'S GOING TO BE HERE AT THE AIRPORT OR SOMEWHERE ELSE, SO I'LL TURN IT OVER TO ERIK. THANK YOU.

WALSH: THANKS, COUNCILWOMAN. WE'VE TALKED ABOUT THAT BEFORE AS WE'VE HAD PREVIOUS UPDATES ON THIS PLAN, AND THOSE MULTIMODAL FORMS OF TRANSPORTATION SHOULD BE PART OF THE VISION. AND FRANKLY, THE AIRPORT IS IN A PERFECT LOCATION, SO I'LL ASK JESUS TO TALK A LITTLE BIT ABOUT THOSE ELEMENTS OF THE PLAN THAT WE HAVE INCLUDED AND THE WORK THAT WE STILL NEED TO DO GOING FORWARD. BECAUSE YOU'RE RIGHT, THE BUS TRANSPORTATION, I'LL USE BUS FOR EXAMPLE, IS SPREAD OUT ALL OVER THE PLACE. THERE IS NO CENTRAL PLACE. AND WE'VE HAD SOME PRELIMINARY

CONVERSATIONS WITH VIA JUST TO BETTER COORDINATE ACCESS POINTS LIKE THE PARKING FACILITY OFF OF 281 AND STONE OAK OR DOWNTOWN OR BROOKS IN ORDER TO PROVIDE KIND OF THAT STRAIGHT SHOT TYPE OF ACTIVITY INTO THE AIRPORT, BUT JESUS, YOU WANT TO TALK A LITTLE BIT ABOUT THAT.

THANK YOU, COUNCILWOMAN. YES, ABSOLUTELY. SO WE SPED THROUGH IT BECAUSE AS I TELL YOU THAT WE CAN GET EXCITED, WE DO HAVE PLANS INSIDE THE AIRPORT TO ESTABLISH WHAT WE CALL A MULTIMODAL CENTER. IT'S INCLUDED INTO THAT GROUND TRANSPORTATION CENTER AS WELL. WE HAVE TO BE CONSIDERATE OF EVERYONE, AND THE REASON I TELL YOU THAT IS WE, ALL OF US COLLECTIVELY, ARE LOOKING AT OUR MARKET SHARE OF WHO'S UTILIZING THE AIRPORT. AND IT MAY MEAN SOMEONE FROM THE SOUTH SIDE TAKING A TRIP TO THE AIRPORT ON A BUS, GETTING TO THE AIRPORT AND UTILIZING ONE OF OUR CARRIERS TO GET INTO MEXICO OR TO THE DESTINATION THAT THEY WANT TO GET THERE. THAT MAY BE THE WAY BY WHICH THEY GET TO THE AIRPORT. SO WE'RE TAKING THAT INTO CONSIDERATION. WHEN I TALK ABOUT STARS ALIGNING, TALK ABOUT A REALLY GOOD YOU'RE ABSOLUTELY RIGHT, WE'VE BEEN IN CONVERSATION, OBVIOUSLY, WITH THE CITY MANAGER AND THE TEAM AS WELL AND TAMIKA AND EVERYONE ON THE TRANSPORTATION SIDE, WE'VE BEEN DISCUSSING, AND THEN WSP, JOHN IS HERE FROM WSP. WSP IS WORKING WITH VIA AS WELL WITH REGARD TO THEIR FORWARD PLANNING, SO STARS ALIGNING PERFECTLY, BECAUSE WE'VE ALL BEEN IN COMMUNICATION WITH EACH OTHER OF WHAT THE FUTURE COULD LOOK LIKE. WE HAVE THE DOCUMENTS WITH REGARD TO THE MULTIMODAL CENTER AND ALL THAT INFORMATION INSIDE OF OUR PACKAGE. WE CAN SIT DOWN AND SHARE SOME OF THAT WITH YOU WITH SOME OF THE THOUGHTS THAT WE'RE HAVING. THEY'RE PLANS, NOTHING IS DEFINITIVE. WE HAVE TO GET INTO SOME OF THAT ADVANCED PLANNING AS WE START TO TALK ABOUT THE FUTURE TREMBLE COMPLEX, WHAT IT COULD LOOK LIKE. WE'RE FRAMING UP TO SAY THIS IS WHERE IT COULD BE. AND IT WOULD BE INSIDE OF OUR PARKING GARAGE ADJACENT TO THE TERMINAL COMPLEX OF WHERE THAT COULD GO.

SANDOVAL: CAN I ASK A FOLLOW UP. I'M VERY GLAD TO HEAR THAT'S PART OF YOUR PLANS. I HEARD YOU MENTIONED VIA, I JUST WANT TO MAKE SURE THAT THE CONCEPT IS LARGE ENOUGH FOR INTERCITY TRAVEL AS WELL, LIKE IF I LIVE IN BROWNSVILLE OR LAREDO, I'M NOT GOING TO FLY TO SAN ANTONIO, BUT I MAY NOT WANT TO DRIVE FOR A MULTITUDE OF REASONS. SO I JUST WANT TO MAKE

SURE THAT THE CONCEPT IS GOING TO BE LARGE ENOUGH FOR THAT. AND MY QUESTION IS, IN TERMS OF THE DATA THAT YOU DO HAVE, IS ANYONE COLLECTING DATA ON INTERCITY TRAVEL, LIKE COULD WE GO TO MEGABUS AND SAY, YOU KNOW, HOW MANY PASSENGERS COME TO SAN ANTONIO? HOW MANY GET OFF HERE? HOW MANY GET ON? WHAT ARE THE TRENDS? AND THE SAME FOR THE OTHERS? AND, AGAIN, I DON'T KNOW EVEN WITH THE FUNDING SOURCE IS FOR THAT. I KNOW YOU'VE GOT FAA GRANTS FOR A LOT OF THIS, BUT I'M SORT OF AT A LOSS ABOUT WHERE THAT COMES FROM.

SAENZ: SO WE WILL TAKE THAT INTO CONSIDERATION. OBVIOUSLY [LAPSE IN AUDIO] WORK WITH ALL OF OUR OTHER AGENCIES HERE WITHIN THE CITY TO ENSURE THAT WE TAKE THAT INTO CONSIDERATION BECAUSE WE WANT TO HAVE A SIMPLE PROCESS FOR PEOPLE TO GET TO THEIR FINAL DESTINATION, WHETHER IT BE GROUND AND THEN AIR OR MAYBE JUST GROUND. HOWEVER THAT WORKS, WE KNOW THAT WE'RE IN A CENTRAL PORTAL FOR EVERYONE TO UTILIZE THOSE AMENITIES AS THEY WANT TO GET IN AND OUT. COULD IT MEAN THAT WE HAVE, YOU KNOW, A TRANSIT CENTER AT THE AIRPORT COMPLEX? COULD HAPPEN. SOMETHING WE HAVE TO CONTINUE TO DISCUSS AND HAVE PLANNING DISCUSSIONS WITH VIA AS WELL AND OTHER AGENCIES, SUCH AS, YOU KNOW, THE VON LANE OR THE MEGABUS, GREYHOUND, WHOEVER'S USING THOSE AS WE GO FORWARD. OBVIOUSLY WE'RE GOING TO BE FOCUSED AROUND THE AIRPORT, BUT WE'RE GOING TO WELCOME EVERYBODY TO ESTABLISH THAT AS A MULTIMODAL HUB. WE'VE STARTED TO SHOW EVERYONE, THIS IS WHERE THAT FOOTPRINT CAN LIE AND FIT, AND THAT'S WHY WE TELL YOU THAT TODAY BECAUSE WE WANT TO MAKE CERTAIN THAT WE'RE READY FOR THAT.

WALSH: I'LL CHECK WITH TAMIKA. WE PROBABLY DON'T HAVE THAT INFORMATION BUT MAYBE THAT'S SOMETHING WE CAN WORK WITH WITH HER DEPARTMENT.

SANDOVAL: THANK YOU VERY MUCH.

MAYOR NIRENBERG: THANK YOU, COUNCILMEMBER SANDOVAL. COUNCILMEMBER MCKEE RODRIGUEZ.

MCKEE-RODRIGUEZ: THANK YOU, MAYOR, AND I'M SUPER EXCITED TO SEE THE PLANS AND TO BE A PART OF THIS DISCUSSION. I GREW UP MILITARY BRAT, THE SON

OF TWO WHO SERVED IN THE ARMY AND SO WE MOVED A LOT. MOST OF THE TIME WE TOOK ROAD TRIPS AND I WISHED WE COULD FLY, BUT WHEN WE DID FLY, I LOVED EXPERIENCING EACH AIRPORT AND EACH CITY AND I THINK OF, YOU KNOW, BEING IN SAN ANTONIO, THE AIRPORT IS, AS WAS SAID, THE FIRST TASTE THAT PEOPLE GET OF SAN ANTONIO. AND IT'S SIGNIFICANT. AND THE EXPERIENCE THAT WE CREATE NEEDS TO BE AMAZING AS POSSIBLE. SO THAT MEANS THE FOOD THAT THEY EAT SHOULD TASTE LIKE THE BEST PARTS OF SAN ANTONIO, THE ART THAT THEY SEE AND THE DIFFERENT AMENITIES AND COMFORT THAT THEY FEEL, I WANT IT TO FEEL LIKE THE BEST PARTS OF SAN ANTONIO. AND I IMAGINE WE'RE GOING TO HEAR A LOT ABOUT THAT TODAY WHEN PEOPLE TALK ABOUT THE AIRPORT, THAT'S WHAT MOST PEOPLE WILL WANT TO DISCUSS. BUT I'M ALSO EXCITED TO HAVE A DISCUSSION ABOUT THE IMPACTS OF THOSE WHO LIVE AND WORK HERE EVERY DAY IN SAN ANTONIO. SO I'M GOING TO TRANSITION A LITTLE BIT INTO THE ENVIRONMENT. AND IN CONVERSATION ABOUT ENVIRONMENTAL EQUITY, ONE AREA THAT'S OFTEN NEGLECTED IS SOUND AND NOISE POLLUTION. SO MY QUESTION IS, HOW WILL THE AIRPORT DEVELOPMENT REDUCE THE IMPACT OF NOISE ON THE SURROUNDING COMMUNITIES, WHETHER THAT'S BUSINESSES, SCHOOLS OR RESIDENTIAL NEIGHBORHOODS?

SAENZ: THANK YOU SO MUCH FOR THE QUESTION, COUNCILMEMBER. BEFORE WE MOVE FORWARD AS I SHOWED YOU IN THE SECOND TO THE LAST SLIDE, WE'RE GOING TO HAVE TO GO THROUGH THE ENVIRONMENTAL WORK. WHAT THAT MEANS, AS I MENTIONED, ARE WE GOING TO GO THROUGH AN ENVIRONMENTAL IMPACT STUDY THAT WILL TAKE INTO CONSIDERATION EACH OF THE ELEMENTS THAT YOU JUST REFERENCED AS WE BEGIN TO GROW AND EXPAND THE AIRPORT. WE'VE DONE ALREADY SOME NOISE EXPOSURE MAPPING EXERCISES. WE JUST FINALIZED A FIVE YEAR PLAN AND EVERYTHING WAS GOOD AND IN CONCURRENCE WITH THE FUTURE PLANNING THAT WE HAVE, SO WE'LL TAKE THAT INTO CONSIDERATION AS WE GROW. IS IT GOING TO BE JUST AN ENVIRONMENTAL ASSESSMENT OR IS IT GOING TO BE A FULL ENVIRONMENTAL IMPACT STUDY? THAT'S TO BE DETERMINED. AS WE FINALIZE, WE GET THE APPROVAL FROM COUNCIL TO MOVE FORWARD WITH THIS DOCUMENT, SUBMIT THE ALP, THEN WE'LL START TO MOVE FORWARD WITH ALL THE ENVIRONMENTAL EFFORTS THAT WE NEED TO TAKE INTO CONSIDERATION.

MCKEE-RODRIGUEZ: THANK YOU. I REALLY APPRECIATE THAT.

SAENZ: YOU BET.

MCKEE-RODRIGUEZ: I ALSO HAVE A QUESTION ABOUT ADA ACCESSIBILITY AND COUNCILWOMAN VIAGRAN HAS SAID IT MANY TIMES, ULTRA ACCESSIBILITY. ADA IS STANDARD, BUT I WANT TO KNOW AS IT RELATES TO ACCESSIBILITY WHAT INNOVATION CAN WE EXPECT OR WHAT HOW ARE WE GOING TO GET TO ULTRA ACCESSIBILITY?

SAENZ: SO COUNCILMEMBER PELAEZ REMINDED ME WHEN WE WENT DOWN THE PATH OF WHAT WE ARE EMBARKING UPON WITH THIS FUTURE PLAN, INCLUSIVE OF THAT IS THE COMPLETION OF OUR DESIGN STANDARDS. AND THAT'S EXACTLY WHERE THAT WILL LIE AS WE START TALKING ABOUT ALL OF THE ELEMENTS ASSOCIATED WITH THE AIRPORT. WE'RE NOT JUST GOING TO TAKE THIS PLAN AND HAND IT OVER TO AN ARCHITECTURAL ENGINEER FOR DESIGN WITHOUT PUTTING OUR THOUGHTS INTO IT. SO WE'RE FINALIZING THOSE DESIGN STANDARD WHEN WE COMPLETE THAT, WE'LL HAVE A COMPLETE BOOK THAT WILL BE PROVIDED TO THE ARCHITECTURAL ENGINEER THAT WILL SAY, FOR FURNITURE, FIXTURES AND EQUIPMENT FOR FFE, THAT WE WANT IN THE AIRPORT, HOW WE WANT THAT TO LOOK. OBVIOUSLY WE'LL HAVE EVERYTHING TO BE TO CODE. AND I'M EXCITED TO TELL YOU, THERE'S ONLY A SMALL NUMBER OF AIRPORTS ACROSS THIS COUNTRY THAT HAVE AN ADULT CHANGING STATION AND I'M PROUD TO TELL YOU THAT WAS JUST FINALIZED, TOM, THIS PAST WEEK, RIGHT? WE JUST FINALIZED THAT.

MCKEE-RODRIGUEZ: IT'S WONDERFUL.

VIAGRAN: YAY!

SAENZ: I THINK THERE'S OVER EIGHT AIRPORTS, SAN ANTONIO JUST INSTALLED THEIR ADULT CHANGING STATION HERE. SO, YES, WE ARE GOING TO BE CONSIDERATE OF THAT, TAKE THAT INTO CONSIDERATION, WHETHER IT'S SIGNAGE, WHETHER IT'S ACCESSIBILITY AND INCLUDING THAT INTO OUR DESIGN STANDARDS. THAT WILL FINALIZE HERE OVER THE NEXT SEVERAL MONTHS SO THAT WHEN WE'RE FINISHED THAT WITH THAT, WE CAN START GETTING INTO THE DESIGN WORK THAT WE WANT TO GET INTO FOR THE FUTURE OF TERMINAL C SO WE GET IT CORRECT.

MCKEE-RODRIGUEZ: THANK YOU. THAT BRINGS ME A LOT OF JOY AND THANK YOU FOR THAT. THIS WILL BE A LITTLE BIT MORE LIGHT HEARTED, BUT MY MOST RECENT TRIP I PARKED IN THE GARAGE AND ONE OF THE THINGS I THOUGHT WAS SO COOL IS THAT WHEN YOU'RE TRYING TO PARK, YOU LOOK AND YOU CAN SEE HOW MANY SPOTS ARE IN EACH LANE OF SORTS, RIGHT? BUT THEN YOU DRIVE THROUGH AND IT'S NOT ACCURATE. AND SO IS THERE A I WAS SO EXCITED ABOUT IT, BUT I WANT TO KNOW, IS THERE ANY... HOW DOES IT GET FIXED ALONG THE WAY OR WHAT KIND OF IMPROVEMENTS ARE MADE?

SAENZ: WELL, IT SHOULD BE ACCURATE, YOU KNOW, AS MANY THINGS MECHANIC OR ELECTRICAL, THEY HAVE MINDS OF THEIR OWN. WE'LL LOOK INTO THAT, BUT WE HAVEN'T RECEIVED ANY COMPLAINTS WITH REGARDS TO THAT NOT WORKING. NOT TO SAY IT DIDN'T HAPPEN, BECAUSE IT COULD. YOU KNOW, THE RED LIGHT TELLS YOU THAT THE SPOT IS TAKEN. THE GREEN LIGHT TELLS YOU, ADDITION TO THAT, IT'S SET UP ON A SYSTEM THAT COUNTS TOTAL VEHICLES COMING IN BY LEVEL AND DETERMINES THOSE SPACES SO THEY COMMUNICATE BACK TO A CENTRAL REPOSITORY SYSTEM THAT TELLS IT, HEY, THIS IS HOW MANY SPACES WE HAVE. WE'LL LOOK INTO THAT AND INSURE THAT IT'S WORKING CORRECTLY. I APOLOGIZE FOR IT NOT WORKING CORRECTLY, BUT WE HAVEN'T RECEIVED MANY COMPLAINTS, BUT WE'LL LOOK INTO IT.

MCKEE-RODRIGUEZ: THAT'S GOOD. HOPEFULLY IT WAS A ONE TIME THING. BUT I'M OVERALL SUPER EXCITED AND GRATEFUL FOR THIS PROPOSAL THAT YOU PUT FORWARD AND EXCITED FOR THE FUTURE OF THE AIRPORT.

I WANT TO SAY EMPHATICALLY, ADA IS PART OF USER EXPERIENCE. ONE BULLET ENCOMPASSES ALL THAT. I'M ALSO A MILITARY BRAT, SO I DO THINK THAT WHOLE SENSE OF PLACE THING, LIKE WITHOUT IT, YOU LEAVE A LOT OF STUFF OFF THE TABLE, LIKE PEOPLE DO ATTACH MEMORIES TO PLACES AND ONE OF THOSE PLACES IS THE AIRPORT. SO I ABSOLUTELY BELIEVE IT. I TOLD THIS STORY TWO YEARS AGO, IF YOU EVER FLY TO ALBUQUERQUE IT'S BRIAN PRATT, BRIAN'S DAD WAS THE AIRPORT DIRECTOR I FOUND OUT AFTER THE FACT WHEN YOU LAND IN ALBUQUERQUE, IT SMELLS LIKE PINION PINE. IT'S SUPER COOL. SO THOSE EMOTIONS OR THOSE THINGS ARE REAL. WE NEED TO CAPITALIZE. THE LAST THING I WANT TO MENTION, I, TOO, GET ALL THOSE QUESTIONS ABOUT THE AIRPORT AND I ALWAYS SAY THAT'S JESUS. THAT'S JESUS. BUT WE THEY'RE VERY RESPONSIVE TO THOSE THINGS AND DULY

NOTED.

MCKEE-RODRIGUEZ: ABSOLUTELY. THANK YOU SO MUCH.

MAYOR NIRENBERG: THANK YOU, COUNCILMEMBER MCKEE RODRIGUEZ.
COUNCILMEMBER CABELLO HAVRDA?

HAVRDA: THANK YOU, MAYOR. I'D LIKE TO SEE US CONSIDER BE BETTER BEYOND THE WAY THINGS ARE ALWAYS DONE, NOT ONLY IN OUR AIRPORTS BUT IN OTHER AIRPORTS. I SEE BY THE PRESENTATION YOU AGREE. THIS IS OUR CHANCE TO DO THAT. I THINK WE'RE REALLY CAPITALIZING ON THIS OPPORTUNITY AND I'M EXCITED TO SEE THAT. I'M EXCITED TO SEE THE INNOVATION IN OUR PLANS AND I THINK YOU PROMISED US ALL JETTISONS JET PACKS, RIGHT? THAT'S WHAT I HEARD, JESUS. BUT I DO HAVE A FEW THOUGHTS.

[INAUDIBLE SPEAKER]

HAVRDA: IS THERE. AWESOME. SO I'M FIRST UP THEN. I DO HAVE A FEW THOUGHTS AND QUESTIONS ON HOW WE CAN OPTIMIZE THE OPPORTUNITY. ONE OF MY COMMENTS WAS GOING TO BE ABOUT MAKING SURE THAT WE KEEP THE DISABLED AT THE TOP OF OUR PLANS. I'M GLAD TO SEE THAT WE ARE, OF COURSE, YOU KNOW, THE MINIMUM IS THE ADA ACCESSIBILITY, BUT I WANT TO MAKE SURE THAT WE'RE CONTINUING TO ENGAGE THE DISABLED COMMUNITY AS WE MOVE THAT FORWARD. AND ALSO I THINK WE CAN DO IT BY LEVERAGING BUSINESS PARTNERSHIPS TO INCREASE JOB PIPELINES AND OPPORTUNITIES FOR WORKFORCE DEVELOPMENT. WE CAN BE INNOVATIVE IN THE WAYS THAT WE LOOK AT PUBLIC SAFETY AT THE AIRPORT AND WE ALSO HAVE AN OPPORTUNITY OF RETHINK OUR AIRPORT CAN BE AN ECONOMIC DRIVER AND DOOR OPENER FOR ALL INCOME LEVELS FOR OUR CITY. I'M HOPING THAT WE PIER TAKING ALL OF THOSE THINGS INTO ACCOUNT AS WE'RE ENVISIONING WHAT OUR I DID HEAR A LOT OF THAT TODAY, SO I'M EXCITED. IN ADDITION TO AIRPORT POLICE, HOW IS THERE ANYTHING THAT YOU'VE ADDED TO AIRPORT TO PUBLIC SAFETY IN THE AIRPORT THAT IS MORE CUTTING EDGE? ESPECIALLY TRAVELER NUMBERS GO UP.

ABSOLUTELY. IT'S SOMETHING WE HAVE TO BE CONSTANTLY CONSIDERATE OF. WE HAVE WHAT'S CALLED AN AIRPORT SECURITY PLAN THAT'S APPROVED BY THE

TRANSPORTATION SECURITY ADMINISTRATION. THERE ARE CONSTANT AMENDMENTS HAPPENING TO THAT. WE CARE DEEPLY OF OUR LAW ENFORCEMENT PERSONNEL, AND WE WILL CONTINUE TO MAKE THOSE AMENDMENTS AS WE GROW. WE SHIFTED AS WE'VE BEEN UP AND DOWN THROUGHOUT THIS COVID PANDEMIC, BUT AS WE KNOW, WE'RE ABOUT TO GROW. WE HAVE VACANCIES AND WE'RE IN THE PROCESS OF FILLING THOSE VACANCIES AS SOON AS POSSIBLE. WE ALSO HAVE A SECURITY GUARD CONTRACT THAT UTILIZES SOME OF THE PORTALS AS WE TALK ABOUT THE FENCES TO GET INTO THE AIRFIELD ARE MAINTAINED BY SECURITY STAFF AS WELL. WE LOOK AT THAT AND ANY TIME WE CAN UTILIZE AND SHIFT SOME OF THOSE TO HELP US IN OTHER AREAS, WE DO THAT AS WELL. WE JUST RECEIVED OUR 139 INSPECTION THAT COVERS EVERYTHING THAT HAPPENS ON THE AIRFIELD. THEY DO A FULL ASSESSMENT OF EVERYTHING THAT WE DO AND WE DID VERY WELL ON THAT, SO... AND THE CANINES YEAH, THE CANINE UNITS, SO WE JUST SIGNED A I SHOULD LET BRIAN COME UP HERE AND TALK BECAUSE HE KNOWS ABOUT IT. IT'S HIS OPERATION. THE MEMORANDUM OF AGREEMENT THAT WE SIGNED WITH TSA, SO WE'RE BRINGING FOUR TEAMS TO THE CITY OF SAN ANTONIO, THAT WILL BE A PARTNER WITH AN OFFICER FROM TSA ALONG WITH A CANINE. THEY WILL NOT JUST WORK AS A PASSENGER SCREENING CANINE, A PSC, THEY WILL ALSO BE IN AND ABOUT THE AIRPORT TO PROVIDE PRESENCE AND TO ENSURE THAT WE KEEP OUR AIRPORT AND IMPROVE OUR OVERALL SECURITY POSTURE.

HAVRDA: IS THERE IN THE TRAINING, IS IT MUCH LIKE OUR YOU KNOW, SAPD, IS THERE CULTURAL SENSITIVITY TRAINING FOR, YOU KNOW, INDIVIDUALS THAT ARE DISABLED, HEARING IMPAIRMENT, ALL OF THAT STUFF? IS THAT PART OF THE TRAINING THAT THEY GO THROUGH?

SAENZ: YES. WITH REGARDS TO THE TRAINING THAT'S DONE WITH ALL OF THE OFFICERS, I KNOW THAT THEY GO THROUGH EXTENSIVE TRAINING. WE CAN PROVIDE YOU ALL THE CURRICULUM OF WHAT THEY GO THROUGH, AND I'M VERY CERTAIN, IF NOTHING ELSE, KAREN GETS RIGHT IN THE MIDDLE OF EVERYBODY TO ENSURE THAT WE'RE ALL CUSTOMER SERVICE ORIENTED THAT'S THE REASON WE ALL CONTINUE TO MOVE. EVERYONE THAT'S A STAKEHOLDER, EVERYONE THAT HAS A BADGE HAS TO GO THROUGH SOME OF THAT TRAINING AS THEY COME INTO THE AIRPORT WORLD AS AN EMPLOYEE AND ENSURE THAT THEY HAVE TO ADHERE TO ALL OF OUR REGULATORY FRAMEWORKS AND THE SERVICE THAT WE PROVIDE IN AND OUT THE ENTIRE COMPLEX.

HAVRDA: OKAY. THANK YOU. AND CAN YOU TELL ME MORE ABOUT HOW THE PLAN FITS THE GROWING REGIONAL ECONOMY? I THINK WE TOUCHED ON THIS SOMEWHAT, BUT SAN ANTONIO AND AUSTIN SPECIFICALLY ARE, YOU KNOW, GETTING CLOSER AND CLOSER TOGETHER, MUCH TO MY CHAGRIN, BUT IT LOOKS LIKE WE'RE BECOMING ONE LARGE METROPLEX IN THE FUTURE, SO AND KEY TO THAT GROWTH, OF COURSE, IS TRANSPORTATION. IS THERE HOW DOES THE PLAN ENVISION PART OF THAT GROWTH? WILL THERE BE I THINK THIS IS SIMILAR TO WHAT COUNCILWOMAN SANDOVAL WAS ASKING, BUT SOME KIND OF TRANSPORTATION TERMINAL FOR SPECIFICALLY FOR OTHER TEXAS CITIES TO EXPEDITE THAT TRAVEL.

SAENZ: CERTAINLY WE TAKE THAT INTO CONSIDERATION AS WE TALK TO YOU ABOUT THE MULTIMODAL HUB THAT WE CAN HAVE SO WE'RE TAKING IT IN CONSIDERATION WITH THAT. WE SHOW YOU THE URBAN AIR MOBILITY EFFORTS, BECAUSE I THINK THAT'S SURFACING AND MOVING FORWARD QUICKLY. WE'RE WAITING FOR THE REGULATORY FRAMEWORK TO BE FINALIZED WITH FAA. THERE ARE ALREADY TWO PILOTS HAPPENING IN LOS ANGELES AND DALLAS WITH THESE AIRCRAFT. AIRLINES ARE ALREADY PURCHASING THESE TYPE OF AIRCRAFT. THAT WILL BE ONE TYPE OF MOVEMENT. THE GROUND MOVEMENT IS EQUALLY IMPORTANT TO ENSURE THAT WE'RE PREPARED FOR EVERYONE THAT WANTS TO COME TO SAN ANTONIO BECAUSE WE HAVE, AND WE ARE GROWING ADDITIONAL NONSTOP DESTINATIONAL REACH. WE'RE WORKING CLOSELY WITH OUR AIRLINES TO BE PREPARED WITH THE GROWTH THAT'S HAPPENING AS WE TRY AND INCREASE OUR OVERALL NONSTOP DESTINATION REACH. TODAY, BRIAN, WE'RE AT 45 NONSTOP DESTINATIONS THAT WE GET TO. AND WE WORK WITH THE AIRLINES. SOME OF THOSE DESTINATIONS WORK AND SOME OF THEM DON'T, BUT WE'RE CONSTANTLY MOVING. WE JUST AS WAS MENTIONED, WE STARTED BREEZE, WE'RE TRYING TO MAKE THAT WORK. WE LAUNCHED SERVICE WITH JETBLUE GOING TO JFK AND BOSTON. WE'LL BE STARTING SERVICE TO COLORADO SPRINGS. WE LAUNCHED THE SERVICE GOING TO LEON WITH VIVA LA BUS. WE'RE EXCITED. WE'RE HAVING CONVERSATIONS WITH ALL OF OUR AIRLINES AND WORKING TO ENSURE THAT THIS MULTIMODAL HUB WORKS FOR EVERYONE THAT WANTS TO UTILIZE IT.

HAVRDA: I THINK THAT'S PART OF THE KEY THAT COUNCILMAN PELAEZ WAS TALKING ABOUT AND WE'VE ALL HEARD THE CRITICISMS OF OUR AIRPORT. AND

WHEN I X ABOUT IT, WHAT IS ABOUT THE AIRPORT THAT IS NOT ADEQUATE FOR YOUR TRAVEL, AND A LOT OF IT IS IT'S NOT EASY, IT'S NOT EFFICIENT. WHAT I THINK YOU JUST SAID IS A KEY TO THAT, THE NONSTOP FLIGHTS, THE DIFFERENT PARTNERSHIPS, SO THAT'S REALLY THE PART ABOUT THIS WHOLE PLAN I'M REALLY EXCITED ABOUT AND CAN'T WAIT TO SEE PAN OUT. MY LAST QUESTION IS ABOUT THE INFRASTRUCTURE BILL, I THINK IT'S SOMETHING LIKE 25 BILLION FOR AIR TRANSPORTATION. WHAT WHAT'S THE PLAN FOR US GETTING THOSE FEDERAL DOLLARS? AND THEN DO WE HAVE SHOVEL READY PROJECTS READY TO FUND RIGHT AWAY TO GET THOSE DONE? AND PART AND LASTLY, IS THERE COMPETITION WITHIN SAN ANTONIO FOR THAT MONEY? I'M THINKING SPECIFICALLY ABOUT MAYBE THE PORT AND OUR AIRPORT.

SAENZ: THE FIRST ALLOTMENTS ARE GOING TO BE SO IT'S A TOTAL OF 25 BILLION. I CAN TELL YOU THAT 15 BILLION OF THAT IS GOING TO GO OUT ON SOME OF THE FORMULAS THAT, YOU KNOW, HAVE THEY BEEN FINALIZED? WE HAVEN'T SEEN ANY OF THAT INFORMATION JUST YET, BUT WE'RE MAKING ASSUMPTIONS THAT THAT'S GOING TO BE BASED ON EMPLOYMENTS. SO WE'LL GET OUR FAIR SHARE BASED ON THE NUMBER OF PASSENGERS THAT WE HAVE MOVED HISTORICALLY. THERE WILL BE ANOTHER 5 BILLION THAT WILL BE LET THAT'S GOING TO GO A CERTAIN PERCENTAGE TO LARGE HUB, MEDIUM HUB AND SMALL HUB AIRPORTS, SO WE WILL BE COMPETING AGAINST MEDIUM HUB AIRPORTS, SPECIFICALLY JUST FOR THE TERMINAL COMPLEXES. SO AS WE EMBARK UPON THIS EFFORT AND ENDEAVOR, YOU'RE ABSOLUTELY RIGHT, WE NEED TO MOVE AS QUICK AS POSSIBLE. I TOLD JEFF EARLIER, I WAS ALREADY TALKING TO OUR AIRPORT DISTRICT OFFICE MANAGER OVER THE FAA, I JUST CAME BACK FROM RENO FROM TALKING WITH HIS BOSS IN WASHINGTON, SO WE'VE ALREADY PLANTED IN THEIR EARS OF WHO SAN ANTONIO IS, WE'RE PRESENTING THESE PRESENTATIONS, NOW IT'S TIME FOR US TO MOVE AND TO EXECUTE. SO WE WANT TO GET THE PACKAGE COMPLETED AS SOON AS POSSIBLE. I ESTIMATE AS OUR CONVERSATIONS THIS MORNING WILL REVOLVE AROUND THE NEXT 60 DAYS THAT THEY'RE GOING TO BE READY TO START RECEIVING PACKAGES, THE PERFECT OPPORTUNITY FOR US TO START GETTING THE INFORMATION IN SO WE CAN COMPETE FAIRLY. 15 BILLION IS GOING TO GO THE WAY IT GOES BUT THAT 5 BILLION AS IT GETS SPREAD OUT OVER THE NEXT THREE TO FIVE YEARS, WE WANT TO BE INVOLVED WITH EACH OF THOSE PACKAGES.

HAVRDA: ARE WE COORDINATING WITH THE PORT TO MAKE SURE THAT WE'RE NOT

GOING FOR THE SAME DOLLARS OR I DON'T EVEN KNOW IF THAT'S EVEN POSSIBLE.

COYLE: YOUR TIMING'S PERFECT, COUNCILWOMAN, WE JUST HAD A WHOLE CONVERSATION AT THE IGR COMMITTEE THIS MORNING WENT THROUGH ALL THE DIFFERENT BUCKETS IN THE FEDERAL INFRASTRUCTURE BILL AND TALKED ABOUT HOW WE'RE GOING TO COORDINATE WITH OUR PARTNERS TO TALK ABOUT WHERE WE LINE UP WITH PARTICULAR OPPORTUNITIES. I DON'T THINK THAT OTHER THAN THE AIR TRAFFIC CONTROL MODERNIZATION, THE OTHER TWO BUCKETS THAT JESUS JUST MENTIONED IN THE AVIATION PART REALLY ARE FOR LIKE AIRPORTS LIKE OURS. I DON'T THINK THERE WILL BE COMPETITION THERE. BUT THERE MAY BE PARTNERSHIPS AND OTHER FUNDING STREAMS THAT WE'RE GOING TO HAVE A VERY ORGANIZED APPROACH TO TRYING TO MAXIMIZE EVERY OPPORTUNITY FROM THE FEDERAL BILL.

HAVRDA: OKAY. THANK YOU SO MUCH, SIR. THANK YOU, MAYOR.

MAYOR NIRENBERG: THANK YOU, COUNCILMEMBER CABELLO HAVRDA.
COUNCILMEMBER ROCHA GARCIA?

GARCIA: THANK YOU, MAYOR. AND THANK YOU FOR THE PRESENTATION, JESUS, AND I WANT TO THANK THE TEAM THAT CAME OUT, JENNIFER AND THE TEAM CAME OUT LAST WEEK, I THINK, TO OUR NEIGHBORHOOD LEADERS MEETING IN DISTRICT 4. AND SO IT WAS A WONDERFUL PRESENTATION. I THINK THERE WAS PEOPLE THAT WERE VERY HAPPY TO HEAR WHAT WE'RE DOING. [LAPSE IN AUDIO] A VERY TIMELY PICTURE. I HAVE A FRIEND THAT'S TRAVELING RIGHT NOW THROUGH KANSAS CITY INTERNATIONAL AIRPORT, TRAVELS A LOT, AND HE SAYS IN CASE YOU FEEL BAD ABOUT HOW SAN ANTONIO COULD BE BETTER, AND THEN HE SENDS ME A PICTURE, AND THE PICTURE'S LITERALLY LIKE A PAPER SIGN THAT SAYS RESTROOMS AND THEN IT'S GOT LIKE A SIGN POINTING TO SOMEWHERE ELSE OR TO ONE OF THE TERMINALS AND THAT STARBUCKS IS CLOSED. AND SO I THOUGHT, I'VE GOT TO SHARE THIS TO THE AIRPORT FOLKS BECAUSE THEY'RE DOING A GREAT JOB. SO THANK YOU. THANK YOU FOR ADDRESSING, YOU HAVE ALREADY ADDRESSED SOME OF MY CONCERNS. I, TOO, LIKE THE RED AND GREEN PARKING THINGS. WHEN I WENT, THEY WERE WORKING, SO I WAS ABLE TO KIND OF MANAGE AND FIGURE OUT MY WAY. AND I WANT TO THANK IN PARTICULAR JOHN DICKSON, AND SO, JOHN, YOU AND I HAVE MET SEVERAL TIMES ABOUT THIS. I'M REALLY GLAD THAT

YOU CAME TODAY BECAUSE LAST TIME YOU WEREN'T HERE AND I WAS LIKE, WHERE'S JOHN DICKSON? WHY ISN'T HE PRESENTING? SO THANK YOU FOR BEING HERE. I THINK YOU WERE OUT OF TOWN AT THAT TIME. YOU ALSO TALKED ABOUT KEEPING SAN ANTONIO IN THE HEART OF THIS ALL, AND SO I'M SO GLAD THAT THAT'S HAPPENING, THAT WE'RE CONSIDERING THAT. EARLIER I WAS AT A PRESENTATION WITH SOME OF MY COLLEAGUES FOR WALKABLE CITIES, AND I WAS KIND OF DISAPPOINTED AT ONE POINT IN THAT WE KIND OF FORGET ABOUT HOW TO INCORPORATE SAN ANTONIO, RIGHT? AND SO THANK YOU FOR DOING THAT. I HAVE A FRIEND ALSO WORKING ON TRYING TO MAKE SURE WE GET BOXES SA BOXES INTO THE AIRPORT RIGHT NOW, AND I THINK THAT'S CRITICAL SO PEOPLE CAN TAKE AWAY A LITTLE PART OF SAN ANTONIO WITH THEM WHEN THEY LEAVE. SO THANK YOU FOR ALL OF YOUR WORK ON THAT. I DID RECOMMEND TO JOHN DICKSON AT THE TIME THAT MAYBE HE COULD REACH OUT TO COUNCILMAN PELAEZ OR EVEN TO THE MAYOR AND MAYBE RECOMMEND A LIAISON SPECIFICALLY TO THE EWDC COMMITTEE TO FOCUS ON THE ECONOMIC DEVELOPMENT OF THE AIRPORT, RIGHT? AND SO IT'S HUGE. AND I DON'T KNOW THAT WE HAVE DONE THAT BEFORE, BUT ESPECIALLY WITH THIS PLAN, I THINK THAT IT NEEDS TO COME TO ECONOMIC AND WORKFORCE COMMITTEE A LITTLE BIT MORE OFTEN SO THAT WE CAN KIND OF JUST HEAR WHAT WE NEED TO HEAR ABOUT WHAT'S GOING ON. AND I'M ALSO WONDERING WHAT TYPE OF BUSINESS LEADERS DID YOU MEET WITH AS YOU WERE DEVELOPING YOUR PLAN? CAN YOU HELP ME WITH MAYBE SOME OF THE LEADERS THAT YOU MET WITH, JOHN?

ALL OF THEM, I THINK. CERTAINLY THE CHAMBERS, EDF, SATX. I'M WORKING ON THE NAME, JEN, I'M SORRY. WE I MEAN, THERE WAS A STRONG SENSE FROM THEM THAT THIS WAS SOMETHING THAT HAD TO BE DONE, SO IT'S NOT THAT WE TOOK THE NEIGHBORHOOD EXCUSE ME, THE BUSINESS COMMUNITY FOR GRANTED. THEY'RE WELL REPRESENTED IN THIS GROUP. IT'S LIKE THEY KNEW IT. THEY KNEW IT. THEY REMEMBER, IT RINGS IN THEIR EARS SOME OF THE THINGS THAT THE DEPARTING CEO SAID FROM AT&T THAT'S STILL PALPABLE, AND IN CASE WE DIDN'T FORGET THAT, THEIR NEW CEO MENTIONED IT IN DALLAS TWO MONTHS AGO. SO THAT IS THE PERCEPTION THAT WE'RE TRYING TO HELP ADDRESS IMMEDIATELY. SO WE GOT A LOT OF INPUT THERE. AND IT'S ABOUT NONSTOPS, TYPICALLY, TO FILL IN THE BLANK. WE GOT THE BOSTON THING AND JFK, THANK YOU, GUYS, THANK YOU, BRIAN, CREW. BUT MY RESPONSE TO THAT IS, GET YOUR TEAMS TO FLY MORE. GET THEM OUT THERE. AND DRIVE DEMAND, BECAUSE GUESS WHO'S PRETTY GOOD AT

PICKING UP ON THE DEMAND, IT'S THE AIRLINES THEMSELVES. SO, YOU KNOW, THAT'S WHEN I GO BACK TO THE COMMUNITY, BUSINESS COMMUNITY, GET THEM OUT ON THE AIRPLANES, WE'RE ABLE TO DO IT. THAT IS IT. THERE'S A HUGE OPPORTUNITY HERE AND LIKE I SAID, FINAL THANKS TO THE ASDC GROUP FOR HANGING IN THERE FOR AS LONG AS WE DID, SO...

GARCIA: THANK YOU, JOHN. AND TO THAT POINT, EARLIER AT IGR AND SOME OF MY COLLEAGUES SAID HEARD ME MENTION THAT I THINK WE NEED TO DO A LITTLE BIT BETTER JOB IN GENERAL OF APPRENTICESHIPS ACROSS THE CITY. AND ONE OF THE THINGS THAT I MENTIONED, AND I MENTIONED THAT I WOULD BE MENTIONING TO THE MAYOR'S STAFF WOULD BE CREATING OUR OWN APPRENTICESHIP PROGRAMS WITHIN THE CITY. WE HAVE ALREADY I THINK A GOOD SUCCESSFUL PROJECT WITH SOLID WASTE, TRYING TO TRAIN THEIR OWN EMPLOYEES, RIGHT, IN THE PROGRESSION OF DIFFERENT AREAS. I THINK WE HAVE ANOTHER OPPORTUNITY TO HELP FILL OUR WORKFORCE NEEDS WITH OUR AIRPORT, AND WE ALREADY KIND OF HAVE THE TRAIN THE TRAINER MODEL, IF YOU WILL, IN CERTAIN DEPARTMENTS, SO I THINK WE COULD DEFINITELY EXPAND. THERE'S ALSO SOME FUNDING AVAILABLE THROUGH THE NEW INFRASTRUCTURE FEDERAL FUNDING FOR THAT. SO SOMETHING TO CONSIDER AS WE GO ABOUT. AND THEN MY FINAL QUESTION IS GOING TO BE, IT SEEMS TO BE THAT THERE'S A WHOLE LOT OF INTEREST IN TRAVEL TO MEXICO, AND FROM MEXICO. HAVE YOU ALL DISCUSSED A CONCOURSE OR A HUB SPECIFICALLY TO FLY INTO MEXICO, SOUTH AMERICA?

I AM SO SORRY, I WAS TALKING TO JEFF AND I MISSED THE LAST PART OF THE QUESTION.

GARCIA: THAT'S OKAY. THERE SEEMS TO BE A LOT OF INTEREST IN TRAVEL TO AND FROM MEXICO. AND THE FROM MIGHT BE UNDERSTANDABLE, NOW THAT THE BRIDGES ARE OPEN, INCIDENT MIGHT CHANGE, I DON'T KNOW IF IT WILL OR NOT, BUT HAVE YOU ALL DISCUSSED MAYBE A CONCOURSE OR A HUB DEDICATED SPECIFICALLY FOR FLIGHTS TO MEXICO AND SOUTH AMERICA?

SAENZ: YES, THAT IS AN EXCELLENT QUESTION, COUNCILWOMAN. I HAVE TO BE CAREFUL WHAT I SAY BECAUSE I'VE SIGNED NONDISCLOSURE AGREEMENTS AS WELL, BUT I CAN TELL YOU THAT THIS TEAM, BRIAN AND JENNIFER AND TOM, WE HAVE RECENTLY VISITED MEXICO AS WELL BECAUSE THERE'S SOME OPPORTUNITIES

THAT ARE NEARBY. SO I CAN'T TELL YOU MUCH MORE THAN THAT, BUT THE ATTRACTIVENESS OF THIS CULTURE, OF EVERYTHING THAT SAN ANTONIO HAS TO OFFER IS GREAT FOR THE CITY OF SAN ANTONIO, AND WE'RE MOVING AGGRESSIVELY ON THAT.

GARCIA: OKAY. WONDERFUL. THANK YOU SO MUCH. THOSE ARE ALL MY QUESTIONS. THANK YOU, MAYOR.

MAYOR NIRENBERG: THANK YOU, COUNCILMEMBER ROCHA GARCIA. COUNCILMEMBER CASTILLO?

CASTILLO: THANK YOU, MAYOR. MANY OF MY QUESTIONS HAVE BEEN ANSWERED THROUGHOUT THE CONVERSATION, BUT I'D LIKE TO HONE IN ON LEAVING THE AIRPORT. YOU KNOW, HAVING WORKED IN THE SERVICE INDUSTRY FOR SOME GOOD TIME AT A PLACE FREQUENTED BY TOURISTS, YOUR EXPERIENCE LEAVING THE AIRPORT CAN REALLY DICTATOR INFLUENCE THE TYPE OF TIP THAT YOU GET DESPITE THE FIVE STAR SERVICE. SO I'M PLEASED TO SEE THE IMPROVEMENTS WITH BAGGAGE AND THE FLOW OUTSIDE. AND THIS QUESTION MAY HAVE BEEN ANSWERED, BUT WHERE WE SEE IMPROVING ACCESS WITH ACCOMMODATING VIA TRANSIT, IS THAT WITH VIA'S CURRENT INFRASTRUCTURE OR ARE WE ENVISIONING WHEN WE HAVE MORE FREQUENT PUBLIC TRANSIT? WHAT ARE WE PREPARING FOR WITH THESE ACCOMMODATIONS FOR VIA? BECAUSE RIGHT NOW, I BELIEVE, ONLY THE NUMBER THREE GOES TO THE AIRPORT. ARE WE PREPARING FOR MULTIPLE BUS LINES GOING TO VIA?

SAENZ: YES. IT'S SOMETHING WE'RE BEING CONSIDERATE OF. IT IS IN THE PLANNING DOCUMENTS WITH REGARDS TO BEING CONSIDERED OF EXPANSION OF THOSE GROUND MOVEMENTS COMING IN AND OUT OF THE AIRPORT. HENCE THE REASONING FOR A GROUND TRANSPORTATION CENTER/ MULTIMODAL HUB.

WALSH: AND COUNCILWOMAN, I THINK SOME OF THE MORE RECENT CONVERSATIONS WE'VE HAD WITH VIA, IT WOULD BE ADJUSTMENTS AND POTENTIALLY NEW EXPRESS TYPE SERVICE, BUT WITH THE END GOAL BEING WHAT JESUS IS DESCRIBING.

CASTILLO: OKAY. THANK YOU. AND THIS MAY BE GOING INTO THE WEEDS, BUT I

APPRECIATE THE FOCUS AND I LOVE HOW MANNY PUT IT THAT IT'S THE WELCOME MAT OF SAN ANTONIO. SO DOES THAT MEAN PARTNERSHIPS WITH VISIT SA? WHAT DOES THAT LOOK LIKE IN THE PLAN?

[INAUDIBLE SPEAKER]

MAYOR NIRENBERG: AT LEAST YOU'RE HONEST, JESUS. WE APPRECIATE THAT.

SAENZ: I'M SORRY.

CASTILLO: I WAS ASKING I APPRECIATED THE FOCUS ON ENSURING THE AIRPORT CHARACTERIZES, YOU KNOW, WHAT SAN ANTONIO IS AND MY QUESTION WAS AND IT MAY BE GOING INTO THE WEEDS, BUT DOES THAT MEAN MORE PARTNERSHIPS WITH VISIT SA, IS THERE OPPORTUNITY TO PARTNER WITH NONPROFITS ALREADY DOING THE WORK OUTSIDE OF VISIT SA? WHAT DOES THAT LOOK LIKE? AND WE CAN TALK ABOUT THAT OFFLINE IF THAT'S JUST INTO THE WEEDS.

SAENZ: NO, I THINK YOUR POINT IS EXCELLENT. AS WE LOOK INTO THE FUTURE, IT REMINDS ME OF WHEN I FIRST STEPPED INTO THE COMPLEX AND I LOOK AT TERMINAL A AND WHAT IT IS. I LOOK AT TERMINAL B AND WHAT THAT IS. I LOOK AT THE OVERALL IT'S LIKE A CANVAS OF WHAT IT LOOKS LIKE. AND AS WE EMBARKED UPON THIS EFFORT AND WE STARTED TO NOTICE THAT WE NEEDED TO HAVE SOME DESIGN STANDARDS TEAMS WORKING REALLY HARD ON PUTTING THAT TOGETHER, WE'VE SHOWN THAT TO JOHN AND HIS TEAM, THEY'VE BEEN INCREDIBLY HELPFUL. I KNOW I'VE INTRODUCED THAT TO JENNA AND THE ENTIRE I ALMOST SAID VISIT SAN ANTONIO. TEAM, I KNOW THAT'S WITH MARK, BUT WE'VE SHOWN IT TO THEM AS WELL. WE'VE SHOWN IT TO THE COMMUNITY, BUT WE'VE SHOWN IT TO GREATER SA AS WELL AND SAT DOWN AND GOTTEN SOME OF THEIR FEEDBACK. WE'VE ALSO SHOWN THAT HERE TO COUNCIL AS WELL. SO YOUR POINT IS RIGHT ON TARGET. WE NEED TO GET THAT DONE SO THAT WE KNOW WHAT WE LOOK LIKE WHEN WE'RE FINISHED. AND MORE IMPORTANTLY, WHAT WE WANT WHEN WE'RE FINISHED. WE SHOULDN'T JUST HAND THIS OVER TO SOMEONE AND SAY, HEY, MAKE US LOOK LIKE SA. QUITE THE CONTRARY, WHEN I TELL YOU THAT WE HAVE CLOSE TO 97,000 DIRECT ENGAGEMENTS, WE'RE EXCITED ABOUT THAT BECAUSE WE'RE LISTENING TO THE PEOPLE THAT LIVE IN THIS CITY AND IN AND AROUND THIS REGION TO GET THEIR FEEDBACK. AND THAT'S PEOPLE THAT SPEAK ENGLISH OR SPANISH. WE'VE

REACHED OUT, WE'VE HAD THOSE TRANSLATIONS AND WE'VE REACHED OUT TO EVERYONE TO GET THAT FEEDBACK. SO ONCE WE PUT ALL THIS TOGETHER, WE'VE GOT FOUR PILLARS ON THE DESIGN STANDARDS THAT WE'RE FINALIZING. WE'LL BE BRINGING THAT TO YOU ALL FOR YOUR APPROVAL TO MOVE FORWARD AS WELL.

CASTILLO: GREAT. THANK YOU. AND I'D LIKE TO ECHO ON THE DATA COLLECTION, I THINK IT WOULD BE GREAT TO SEE HOW MANY FOLKS ARE COMING IN FOR CONFERENCES, FOR TRAVEL, LEISURE, TO VISIT FAMILY AND GRADUATING FROM THE MILITARY, TO SEE THOSE NUMBERS. THANK YOU.

SAENZ: YOU'RE QUITE WELCOME.

DICKSON: LET ME JUST ADD ONE ADDITIONAL THING. CASSANDRA MATAY AND MARK ARE ON THE COMMITTEE. THAT SENSE OF SELF, THEY WEIGHED IN. THOSE FINGERPRINTS ARE ALL OVER THE DOCUMENT. I'LL TELL YOU ONE OTHER STORY THAT'S GREAT. IN THE MIDDLE OF ALL THIS DISCOURSE, THERE WAS WHAT'S CALLED AN ULTRALOW COST CARRIER, I WON'T NAME THEM BY SOUTH, BELOW SOUTHWEST AND JETBLUE, THEY'RE LIKE, CAN WE SAVE A LITTLE BIT OF MONEY BY JUST LIKE PARKING ON THE TARMAC AND LETTING THE PASSENGERS WALK IN? AND, YOU KNOW, WE'RE TRYING TO CUSS COSTS. AND I THINK IT WAS CASSANDRA AT THE TIME SAID, THERE IS NO WAY WE'RE DOING THAT IN AUGUST TO HAVE PEOPLE [SPEAKING SPANISH] IN SAN ANTONIO AND WHAMO, 120º ON THE TARMAC. WE ARE NOT DOING THAT. I WOULD SAY THEY'VE BEEN CRUCIAL THROUGHOUT AND HAD A HUGE IMPACT.

MAYOR NIRENBERG: THANK YOU, COUNCILMEMBER CASTILLO. COUNCILMEMBER PERRY?

PERRY: THANK YOU. I JUST WANT TO DRAW ATTENTION EVERYBODY, MY T SHIRT, IT'S VETERANS DAY TOMORROW, CITY HOLIDAY, ACTUALLY, FOR CITY EMPLOYEES, BUT ALSO IT'S THE MARINE 246TH BIRTHDAY, SO JUST WANTED TO DRAW ATTENTION TO EVERYBODY ABOUT THAT. GREAT PRESENTATIONS, JESUS. WE'VE HAD SEVERAL DISCUSSIONS. LET'S GO STRAIGHT TO SLIDE NUMBER 10. YOU KNOW, THIS LOOKS GREAT. IT SHOWS THE DEMAND GOING UP. BUT WHAT I'VE NEVER REALLY GOTTEN A HANDLE ON, WHAT IS YOUR CURRENT CAPACITY? I MEAN, IF YOU HAD ONE PLANE BACKING OUT, ANOTHER ONE COMING IN, THEY'RE STACKED UP,

WHAT I'M I'M MISSING THAT DATA LINK TO SHOW, OKAY, HERE'S THE DEMAND, FUTURE DEMAND. WHAT IS OUR CURRENT CAPACITY? AND EACH GATE, HOW MUCH CAPACITY DOES THAT ADD TO IT? IN OTHER WORDS, WHERE DOES THAT LINE UP TO THIS DEMAND LINE?

SAENZ: CERTAINLY. AND WE HAVE THAT DATA. IT'S INCLUDED IN OUR PACKAGE AS WE LOOK AT AIRFIELD CAPACITY AND THEN FACILITY CAPACITY. THERE'S TWO DIFFERENT CHAPTERS ASSOCIATED WITH WHAT WE'RE DOING WITH THIS PLANNING EXERCISE. IT WILL BE VERY SPECIFIC. AS I MENTIONED TO YOU ALL, WE DO APPROXIMATELY 160 TO 170,000 AIRCRAFT OPERATIONS ON THE AIRFIELD. WE HAVE THE CAPACITY TO GO WELL OVER 200,000 OPERATIONS, SO THAT DETERMINES FLOW RATE. AND FLOW RATE IS HOW AIRCRAFT CAN LAUNCH AND TAKE OFF AND HOW THEY CAN COME IN AND LAND. SO WE LOOK AT WHAT THOSE FLOW RATES ARE. WE HAVE, YOU KNOW, A GOOD 30, 40% CAPACITY INTO THOSE FLOW RATES AND WHAT WE'RE DOING IN OUR EXISTING AIRFIELD CONFIGURATION. AS IT RELATES TO GATES, IT'S NOT SO GOOD. HENCE THE REASONING WHY WE'RE MOVING SO FAST TO ADD A GATE INTO TERMINAL A AND ADD TWO INTO TERMINAL B. WE APPRECIATE YOU ALL'S APPROVAL TO MOVE FORWARD AND MOVE AS FAST AS POSSIBLE. IN EARLY 2020 WHEN I ARRIVED, WE WERE FINALIZING THE AIRLINE LEASING USE AGREEMENT, AND WE'VE PUT SOME PRETTY GOOD STIPULATIONS ON THE WAY GATES ARE BEING UTILIZED. IT'S GOING TO HELP US IMPROVE THE UTILIZATION OF OUR GATES. IT'S STILL NOT GOING TO ADD ENOUGH CAPACITY AS WE GROW IN THE NEXT ONE, TWO, THREE, FIVE YEARS. IT'S IMPORTANT THAT WE START TO MOVE FORWARD WITH THE FUTURE GROWTH. SO IT'S VERY DIFFICULT TO DETERMINE THE CRYSTAL BALL OF WHAT 2022, 2023 AND '24. WE DID A RESET BECAUSE OF COVID THAT TAKES US IN 2022 TO GET US BACK TO CLOSE TO 10 MILLION PASSENGERS. AND THEN START THAT GROWTH PERIOD GOING BACK UPWARD BECAUSE OF EVERYONE THAT'S MOVING TO TEXAS, THE GROWTH THAT WE'RE EXPERIENCING IN AND AROUND THIS AREA. WE HAVE VERY SPECIFIC DATA SURROUNDING THAT, AND I'M JUST BEING BRUTALLY HONEST TO TELL YOU AS WE LOOK AT OUR 650,000 SQUARE FOOT FACILITY, THAT ENCOMPASSES, YOU KNOW, TERMINAL A AND TERMINAL B WITH A TOTAL OF 23 GATES, IF WE CONTINUE TO GROW AT THE RATE THAT WE'RE GROWING BEFORE 2019, WE WERE GOING TO BE IN DEEP TROUBLE, BECAUSE WE'RE NOT GOING TO BE ABLE TO GROW THE COMPLEX THE WAY IT NEEDS TO GROW.

PERRY: YEAH. AND TO MY POINT, I'D REALLY LIKE TO SEE WHERE THAT GATE GROWTH IS REQUIRED. YOU'VE GOT A GREAT GRAPH HERE THAT SHOWS WHAT THE REQUIREMENT IS, BUT HOW ARE WE GOING TO MEET THAT REQUIREMENT WITH THE NUMBER OF GATES OR WHATEVER YOU'RE PLANNING TO MEET THAT REQUIREMENT? AND I JUST DON'T SEE THAT IN ANY OF THESE CHARTS.

SAENZ: THE ACRONYM THAT WE UTILIZE FOR THAT, COUNCILMEMBER, IS PAL. IT'S PASSENGER ACTIVITY LEVELS, AND YOU'RE ABSOLUTELY RIGHT. WE HAVE THAT CHART THAT SHOWS THAT.

PERRY: OKAY. YEAH, I'D LIKE TO SEE THAT.

SAENZ: WE WOULD BE HAPPY TO SHARE THAT CHART WITH YOU AND HAVE A CONVERSATION ABOUT HOW ALL THAT GROWTH IS PREDICATED ON THE EXPANSION OF THE FACILITY AND GATES. WHEN WE TELL YOU WE'RE GOING TO ADD A CONCOURSE C OR A TERMINAL C AS WE MOVE FORWARD, 17 GATES, DOES IT MEAN WE'RE GOING TO BUILD 17 IN IT'S GOING TO BE BASED ON EXACTLY WHAT YOU'RE REFERENCING, COUNCILMEMBER. IT'S GOING TO BE BASED ON THOSE PASSENGER ACTIVITY LEVELS SO THAT WE'RE MOVING SIMULTANEOUSLY AND IN ALIGNMENT WITH THE AIRLINES. AS THEY'RE GROWING, WE'RE ABLE TO ADD GATES. TODAY, WE DON'T HAVE ANY ADDITIONAL CAPACITY IN TERMINAL A OR TERMINAL B, AND THE THREE THAT WE'RE ADDING IS GOING TO CREATE A LEVEL OF SERVICE WE'RE NOT GOING TO BE HAPPY WITH, BUT IT'S IMPORTANT THAT WE DO THAT TO CONTINUE TO GROW.

PERRY: YEAH, I'D REALLY LIKE TO SEE THAT OR HAVE AN OVERLAY ON THIS CHART WHEN YOU NEED THOSE ADDITIONAL GATES.

SAENZ: ABSOLUTELY.

PERRY: AND HOW MANY. SO THAT WOULD BE GREAT TO SEE THAT.

SAENZ: WE'LL GET THAT TO YOU.

THE COMMITTEE DID GET BRIEFED ON THOSE NUMBERS. THEY ARE PAINFULLY EXCRUCIATINGLY DETAILED, BUT THEY EXIST, AND THEIR VALIDATED. THE

CONSULTANTS GO AND THEY THROW THESE NUMBERS OUT AND THEN THEY GO TO THE FAA AND BUY OFF ON THEM. THAT WAS PART OF THE ORIGINAL PROCESS OF DEMAND QUANTIFICATION I THINK IS WHAT I PUT IT. THE INTERESTING THING HERE IS WHERE OTHER AIRPORTS HAVE GOTTEN IN TROUBLE IS THEY DIDN'T KEEP AHEAD OF GROWTH. BACK TO THE USER EXPERIENCE AS A DRIVING FORCE BEHIND RECOMMENDATIONS.

PERRY: GREAT.

IF YOU DON'T DO THIS IN TIME, YOU COULD HAVE A WELL RUN AIRPORT AND BECOMES AN AWFUL EXPERIENCE BECAUSE YOU'RE FAR BEHIND IN GATES. THE LONG LEAD TIME BETWEEN SAYING WE DO THIS, THE NEPA, THE EPA APPROVES ALL THAT, IT'S THE LONG GAME. SO THAT'S WHY OUR RECOMMENDATION IS TO GO FAST NOW, IS WE ARE ALREADY THERE. WE JUST DON'T FULLY KNOW IT YET.

PERRY: YEAH. AND I DON'T WANT TO GO INTO THE EXCRUCIATING DETAIL, BUT I THINK IT'S IMPORTANT FOR US TO SEE WHERE AT WHAT POINTS THOSE ADDITIONAL GATES AND ADDITIONAL WORK NEEDS TO BE COMPLETED OR STARTED OR WHAT THAT PROGRAM IS ON ONE OF THESE DEMAND CHARTS SHOWING YOU WHAT THE REQUIREMENT IS.

DICKSON: ALSO THE DEMAND OBVIOUSLY WAS PRECOVID AND POSTCOVID. SO WE'RE ALWAYS VALIDATING [LAPSE IN AUDIO] BUT I WOULD JUST SAY THEY ARE OBSESSED BY THE NUMBERS AND THAT'S A GOOD THING. AND THE FUNDING FROM FAA IS DRIVEN OFF OF THAT, AND THAT'S THE STARTING POINT. THEN AFTER THAT, YOU HAVE TO MAKE AN EDUCATED GUESS, GIVEN THE LONG GAME.

PERRY: YEAH. ABSOLUTELY. THANK YOU. SLIDE 11, JESUS, I'VE GOT SEVERAL MORE QUESTIONS HERE. YOU TALK ABOUT ALL THESE MEETINGS. CAN YOU GENERALIZE OR GIVE US SOME WHAT KIND OF FEEDBACK WERE YOU GETTING FROM ALL OF THESE DIFFERENT DATA POINTS, IF YOU WILL? WHAT WERE YOU GETTING AND WHAT DID YOU DO TO ACCOMMODATE THAT IN THIS PLAN?

SAENZ: I MAY ASK GRETCHEN TO COME UP HERE, BECAUSE SHE WAS HEAVILY INVOLVED WITH ALL OF THAT TO MAKE CERTAIN. I DON'T MISREPRESENT, BUT I CAN TELL YOU, WE TALK ABOUT A NUMBER OF QUESTIONS THAT HAVE BEEN ASKED

TODAY WITH REGARDS TO HOW THE AIRPORT IS RESPONDING TO CONCESSIONS. HOW IS THE AIRPORT RESPONDING TO NOISE. IS ARE WE GOING TO DECOMMISSION A RUNWAY BECAUSE IT'S RIGHT OVER MY HOUSE OR ARE WE NOT? THERE WAS AN ABUNDANCE OF QUESTIONS THAT WERE COMING IN EVERY DIRECTION. THE SAMPLING HAD A NUMBER OF SURVEYS THAT WERE LET ASKING ALL TYPES OF QUESTIONS IN ALL AREAS, SO I'LL LET GRETCHEN TALK A LITTLE BIT ABOUT EVERYTHING THAT WAS PERFORMED IN THAT AREA.

PERRY: I DON'T NEED TO KNOW EVERYTHING, JUST THE HIGHLIGHTS. JUST THE HIGHLIGHTS.

HI, I'M GRETCHEN.

PERRY: WHAT DID YOU GET AND WHAT DID YOU DO?

I'M GRETCHEN REARS. I'M THE DEPUTY PROJECT MANAGER ON THE TEAM FOR STAKEHOLDER ENGAGEMENT. I HAVE A LOCAL COMPANY, SMALL BUSINESS, WOMAN OWNED LOCAL COMPANY. SO WE WERE ALL OVER TOWN, AS YOU KNOW. WE SPENT A LOT OF TIME IN YOUR DISTRICT, COUNCILMAN, AND WE WOULD GET COMMENTS AND QUESTIONS ALL OVER THE PLACE. NOISE WAS A BIG ONE, AS YOU KNOW. WE WOULD GET QUESTIONS AND COMMENTS ABOUT PARKING LIGHTS NOT WORKING NO, JUST KIDDING. BUT THAT'S KIND OF THE NATURE OF THINGS THAT WE GET FROM A LOT OF PEOPLE THAT ARE COMMUNITY MEMBERS [LAPSE IN AUDIO] WE WOULD GET COMMENTS DEPENDING ON WHICH SIDE OF THE RUNWAY PEOPLE LIVED ON ABOUT NOISE AND WE ADDRESSED THAT APPROPRIATELY. WE HAD COMMENTS FROM PEOPLE THAT WERE CONCERNED ABOUT 281 BEING CROSSED BY THE RUNWAY, SO OUR TECHNICAL TEAM ALL TOOK IT VERY SERIOUSLY AND MADE CHANGES TO ACCOMMODATE THE KIND OF GROWTH AND THE KIND OF AIRCRAFT THAT WE WOULD BE HOPING TO HAVE IN SAN ANTONIO AND MADE THE ADJUSTMENTS TO KEEP THE AIRFIELD COMPLETELY ON THE AIRPORT CURRENT PROPERTY AND NOT CROSS 281. SO THAT WAS IT. I MEAN, WE GOT LIKE EVERY DAY COMMENTS, WE GOT NOISE COMMENTS, WE GOT, OH, HURRY UP, THIS IS TOO LATE. COMMENTS I GET A LOT ARE, WELL, WHEN'S TERMINAL C GOING TO BE BUILT? BEFORE WE TALKED ABOUT THIS TERMINAL C. SO ALL STUFF LIKE THAT. SO DOES THAT HELP.

PERRY: YEAH. IT SURE DOES.

GREAT. THANKS FOR ASKING.

PERRY: THANK YOU. ON SLIDE 14.

SAENZ: AS WE MOVE TO SLIDE 14, I WANT TO ALSO ADD THE WEBSITE THAT WE PROVIDED TO YOU AS TOM JUST MENTIONED TO ME, ALL OF THOSE COMMENTS ARE AVAILABLE FOR EVERYONE TO SEE. WE'RE TRANSPARENT ABOUT IT.

PERRY: GREAT.

SAENZ: WE ENCOURAGE EVERYONE TO GO TO THE WEBSITE TO LOOK AT EVERYTHING THAT WAS DISCUSSED.

PERRY: I'M RUNNING SHORT OF TIME AND I'LL CHIME BACK IN. BUT FOR EACH ONE OF THESE SLIDES THAT TALKED ABOUT THE YEARS, WHAT YOU'RE GOING TO DO AND WHEN, I WOULD REALLY LIKE TO SEE WHAT THE COST IS FOR EACH ONE OF THOSE. YOU HAVE IT FOR THE FIRST ONE, BUT NOT NOT ON 15, 16 AND 17. THERE'S NO COSTS ON THOSE. AND I KNOW THOSE ARE LONG RANGE PROJECTIONS, BUT STILL YOU NEED TO HAVE THAT IN THERE SO THAT WE SEE WHAT THE TOTAL PACKAGE IS. I'LL CHIME BACK IN.

MAYOR NIRENBERG: THANK YOU, COUNCILMEMBER PERRY. COUNCILMEMBER VIAGRAN?

VIAGRAN: JESUS, JOHN, THANK YOU VERY MUCH FOR THE PRESENTATION. THANK YOU FOR MEETING ME EARLY ON AND GOING THROUGH THIS WITH ME. THANK YOU FOR PUTTING ALMOST ON EVERY OTHER SLIDE THAT THIS WAS NOT GOING TO COST THE CITY ANYTHING. THAT WAS VERY HELPFUL. WHAT I DO WANT TO TALK ABOUT, THOUGH, IS THE INFRASTRUCTURE FUNDS THAT WE'RE GOING AFTER AND JEFF MAY SPEAK TO THAT, TOO. WHAT CAN WE DO AS CITY COUNCILMEMBERS TO HELP THAT PROCESS ALONG?

COYLE: WELL, THE FIRST THING, AND WE MENTIONED THIS AT IGR TODAY, THIS IS JUST LIKE CARES AND ARPA, WHAT CONGRESS HAS DONE IS LAY OUT SOME VERY

GENERAL BIG BUCKETS AND NOW THE FEDERAL AGENCIES ARE GOING TO COME UP WITH THE GUIDANCE, THE CRITERIA, THE RULES. SO ALL OF THAT HASN'T HAPPENED YET. WE'RE GOING TO BE WATCHING IT REALLY CLOSELY. THE IGR COMMITTEE IS ACTIVELY INVOLVED IN ALL OF OUR FEDERAL ADVOCACY, THE CHAIRMAN WAS JUST TALKING TODAY ABOUT SA TO D.C. IN LATE JANUARY AND THE NEED FOR COUNCILMEMBERS TO PLAY AN ACTIVE ROLE IN ALL THE VARIOUS ISSUE TEAMS, SO WE'RE GOING TO BE WORKING ON THAT. BUT I THINK THE BIGGEST THING, THE MESSAGE OUT OF ALL OF THIS IS THAT JESUS AND TEAM HAVE STRUCK GOLD ON THE TIMING. I MEAN, HERE WE ARE ASKING COUNCIL TO APPROVE A PLAN THAT INVOLVES MODERNIZING AIR TRAFFIC CONTROL, THAT INVOLVES BUILDING NEW TERMINALS, THAT INVOLVES [LAPSE IN AUDIO] HAS JUST BEEN APPROVED BY CONGRESS. SO WE'LL BE HAVING A LOT OF CONVERSATIONS, WHAT I COMMITTED TO THE COMMITTEE TODAY IS THAT WE'LL BE COMING BACK MULTIPLE TIMES TO TALK ABOUT WHAT WE SEE AND WHERE THE OPPORTUNITIES ARE AND HELPING SORT OF COLLECTIVELY DEPLOY AS A CITY TO MAKE SURE WE CAPITALIZE.

VIAGRAN: THANK YOU, JEFF, AND THAT'S WHAT I WANTED TO HEAR, AND THAT'S WHAT I WANT ALL OF MY RESIDENTS WATCHING IS THAT WHAT WE NEED TO DO IS PASS THIS AND MOVE THIS FORWARD SO WE CAN GET STARTED. I LOOK FORWARD TO THE WHOLE DESIGN PROCESS. I THINK THIS IS THE WELCOME MAT TO SAN ANTONIO. I THINK VISIT TO SAN ANTONIO CAN BE A GREAT CONTRIBUTOR TO THAT, BUT I ALSO THINK OUR COMMUNITY CAN ALSO, AND I CAN'T WAIT TO GET TO THAT PROCESS SO I CAN SHARE ALL MY IDEAS FOR MEDITATION SPACE AND SPACES FOR THE DOGS THAT COME AS COMPANIONS FOR SOME. SO I DO WANT TO TALK ABOUT ULTRA ACCESSIBILITY. WILL THAT COST EXTRA? DO WE NEED TO MAKE SOME BUDGETARY ADJUSTMENTS FOR THAT.

WALSH: NO. WE'RE GOING TO HAVE TO BUILD THAT INTO THE COST OF THE PROGRAM THAT WILL BE OTHER FEATURES THAT WE'LL HAVE TO LOOK AT, BUT THAT WILL BE PART OF THE PROGRAM AND THE BUDGET DEVELOPMENT.

VIAGRAN: THANK YOU. AND I DO WANT TO MAKE SURE THAT THE BROADBAND AND THE INTERNET SERVICE IN AND AROUND THE AIRPORT IS TOP NOTCH FOR ALL OUR [INDISCERNIBLE] WAITING TO CATCH A FLIGHT AND STUFF. BUT OTHER THAN THAT, I AM I'M VERY EXCITED ABOUT THIS. I AM SORT OF GOING TO KIND OF MISS THAT DRIVE IN AND TRYING TO QUICKLY FIND MY RIGHT LANE TO GET INTO, BUT I

UNDERSTAND NOT A LOT OF PEOPLE LIKE THAT, SO THAT'S FINE. THANK YOU SO MUCH, THANK YOU FOR THE PRESENTATION.

SAENZ: YOU'RE QUITE WELCOME.

MAYOR NIRENBERG: THANK YOU, COUNCILMEMBER VIAGRAN. COUNCILMEMBER BRAVO?

BRAVO: THANK YOU VERY MUCH. AND I NOTICE THERE'S ONE PERSON IN HERE WEARING THE AIRPORT SOCKS, SAN ANTONIO AIRPORT SOCKS. SO WELL DONE, YOU UNDERSTOOD THE ASSIGNMENT. [LAUGHTER]

BRAVO: SO I THINK I HAVE A DIFFERENT PERSPECTIVE ON AIRPORTS, AND I'M NOT ASKING YOU ALL TO DESIGN AN AIRPORT FOR ME. YOU KNOW, WHEN I BUT I AM ASKING YOU MAYBE TO EDUCATE ME AND MAYBE SOME OF OUR LISTENERS WHO MAY NOT UNDERSTAND ALL OF THIS STUFF THE WAY I DON'T UNDERSTAND IT ALL. YOU KNOW, WHEN I GO TO AN AIRPORT, USUALLY I'M TRYING TO GET OUT OF THERE AS FAST AS I CAN AND GET TO THE BEACH OR GET TO THE MOUNTAINS THAT I'M GOING TO SEE OR MY FRIENDS THAT I'M GOING TO SEE. WHEN I DO ACTUALLY PUT ANY THOUGHT INTO WHAT AIRPORT OR APPRECIATE WHEN I'M AT AN AIRPORT, IT'S WHEN I'M MAKING A CONNECTING FLIGHT, AND THAT'S BECAUSE FOOD'S IMPORTANT TO ME AND THIS IS LIKE, WHAT KIND OF FOOD WHAT KIND OF FOOD OFFERINGS DO THEY HAVE IN THIS AIRPORT? AND, YOU KNOW, JOHN, YOU SAID YOU ALL ARE MAKING DATA DRIVEN DECISIONS AND I'M REALLY GLAD TO HEAR THAT. I SUPPORT DATA DRIVEN DECISIONS, AND IT'S PROBABLY VERY LIKELY THAT MOST OF THE PEOPLE WHO ARE FLYING MAYBE DON'T SEE THE THINGS THE SAME WAY I DO. BUT I'M INTERESTED IN JUST UNDERSTANDING WHEN BUSINESSES WELL, WHEN YOU TALK TO A BUSINESS AND, YOU KNOW, THEY'RE POSSIBLY LOOKING TO EXPAND IN A CITY OR RELOCATE TO A CITY, WHAT IS IT THAT THEY'RE LOOKING FOR IN AN AIRPORT? WHAT ARE THEY CRITICAL OF? WHAT ARE THEY LOOKING FOR? SO WHAT HELPS MAKE US MORE ATTRACTIVE OF A COMMUNITY SPECIFICALLY?

SAENZ: I YOU KNOW, JENNA WAS HERE. I THINK SHE LEFT. SHE WOULD KNOW THE ANSWER COLD, BUT I CAN TELL YOU THAT ANSWER, TOO, WHICH IS NONSTOP FLIGHTS ON THE HOUR EVERY HOUR. YOU KNOW, IS WHAT THEY WOULD LIKE, TO BOSTON, TO SEATTLE, TO EVERYWHERE. OKAY. SO THAT'S NOT GOING TO HAPPEN.

THEY WANT, YOU KNOW, AIRPORT LOUNGES, THEY WANT ALL THESE DIFFERENT THINGS, CLEAR, TSA PRE TO BE YOU KNOW, THE USER EXPERIENCE. THE INTERESTING THING, BACK TO THE ORIGINAL ASSESSMENT, THAT WE ARE AN ORIGINATION AND DESTINATION AIRPORT, THAT MEANS THAT PERCENTAGE WISE, THE AMOUNT OF REVENUE WE GET FOR CONCESSIONS LIKE THAT IS SMALLER, BECAUSE YOU COME TO THE AIRPORT, AND IF YOU'RE LIKE ME, I LEAVE AN HOUR NOT EVEN AN HOUR BEFORE THE FLIGHT, I'M THAT GUY. I'M THE GEORGE CLOONEY UP IN THE AIR CHARACTER. I LITERALLY FROM THE TIME I LEAVE ON UBER, IT'S LIKE 45 MINUTES INTO THE GATE. I KNOW PRECISELY. SO I'M NOT THE BEST PERSON TO I DON'T GO AND EAT, BUT WHAT'S HAPPENING NOW IN THIS DISRUPTIVE TRAVEL ENVIRONMENT IS FLIGHTS ARE DELAYED. THEY JUST ARE. SO YOU WANT TO HAVE THE BEST CUSTOMER EXPERIENCE IF YOU ARE THERE, YOU WANT TO HAVE A ROSARIO'S OR WHATEVER JOHNNY HERNANDEZ IS DOING AT ANY PARTICULAR MOMENT FACILITY. SO THAT'S THE VARIABLE THAT WE HAVE. THE OTHER THING THAT WE DIDN'T DO IS WE DIDN'T HAVE LOCAL RESTAURANTS FOR THE LONGEST TIME. WE'RE FIXING THAT. THAT'S BEING FIXED BY JESUS AND TEAM. SO YOU WANT THAT EXPERIENCE, YOU WANT BARBECUE. YOU DON'T WANT TO BE STUCK HERE AND HAVE THE SAME THING THAT YOU CAN GET AT TGIF OR WHATEVER IT IS UP IN ANOTHER PART OF THE COUNTRY, SO WE'RE FIXING THAT. SO IT'S REALLY LIKE THE CUSTOMER EXPERIENCE, YOU WANT IT REALLY AIRPORT LOUNGES, WE HAVE UNITED NOW. I GUARANTEE YOU THE STAFF IS TRYING TO TEE THAT ONE UP FOR FUTURE STUFF BUT THEY WANT IT AS EASY AS POSSIBLE. IN AND OUT. DID I IS THAT IT? OKAY.

SAENZ: JUST A QUICK SYNOPSIS ON AIRPORT 101 AS IT RELATES BECAUSE YOUR QUESTION IS GREAT, COUNCILMEMBER. THERE'S CONNECTING AIRPORT HUBS AND THEN THERE'S WHAT WE CALL O & D, ORIGINATION AND DESTINATION HUBS, AND THAT'S WHO WE ARE FROM SAN ANTONIO. PEOPLE COME HERE BECAUSE THEY COME HERE TO STAY, WHICH DRIVES A DIFFERENT ECONOMIC IMPACT TO HOW PEOPLE SPEND MONEY IN THE CITY. IT DOES IMPACT US FROM A PARKING STANDPOINT BECAUSE PEOPLE WILL PARK AT THE AIRPORT VERSUS SOMEONE WHO'S CONNECTING THAT WON'T EVER TOUCH THE OUTSIDE OF THAT AIRPORT OR THE OUTSIDE OF THAT CITY BECAUSE THEY'RE JUST CONNECTING THROUGH THERE. SO YOUR POINTS ARE VALID. IT'S IMPORTANT THAT WE GET OUR CONCESSIONS RIGHT, WHETHER FUTURE, WE TURN INTO A CONNECTION HUB, BECAUSE WE HAVE SOME ASPIRATIONS WHEN YOU LOOK AT JUST GEOGRAPHICALLY WHERE WE'RE

LOCATED ON THE GLOBE AND WHERE WE'RE AT, WE HAVE SOME ADVANTAGES TO US. AND I TELL PEOPLE ALL THE TIME, YEP, DALLAS IS A BIG CITY. HAS GROWN UP. HOUSTON, BIG CITY, HAS GROWN UP. AUSTIN, BIG CITY, GROWN UP. WHO'S NEXT? WE ARE. AND WE HAVE TO PREPARE FOR THAT. AND SO WE'RE AGGRESSIVELY LOOKING AS COUNCILMEMBER ROCHA GARCIA POINTED OUT AS WELL, THE CONNECTION TO MEXICO AND ALL THE CARIBBE, TO ENSURE THAT WE'RE FOCUSING ON THAT, BECAUSE WE COULD ATTRACT A LOT COMING IN THERE FROM A CONNECTION STANDPOINT EXACTLY TO YOUR POINT. SO WE'RE MANAGING ALL OF THOSE EFFORTS AND INITIATIVES, THAT'S WHAT THIS PLAN TAKES INTO CONSIDERATION THAT WE CAN SHIFT AND ADAPT BASED IN THOSE MOVEMENTS AND AS THEY OCCUR. TODAY, WE'RE O & D. 90% OF OUR PASSENGERS ARE NOT CONNECTING, THEY'RE COMING IN, THEY'RE ARRIVING AND THEY'RE DEPARTING. THEY'RE NOT GOING ANYWHERE ELSE. THEY START [LAPSE IN AUDIO] DESTINATION IS SAN ANTONIO. VICE VERSA, ANYBODY THAT'S LEAVING HERE GOES AND GOES TO THEIR LOCATION. BECAUSE WE'RE LIMITED ON SOME OF OUR NONSTOP DESTINATIONS, MR. PRATT HAS DONE AN INCREDIBLE JOB OF WORKING THAT AVENUE SINCE HE'S BEEN HERE. IF YOU GO BACK PRIOR TO HIS ARRIVAL, WE DIDN'T HAVE THE NUMBER OF AIRLINES THAT WE HAVE. SOME ARE GOING TO WORK AND SOME ARE NOT. AND THAT'S JUST PART OF THIS BUSINESS. YOU CAN'T EXPECT IT ALL TO BE PERFECT. BUT WE'RE TRYING THEM EVERYWHERE WE CAN. WE'RE WORKING WITH THE AIRLINES THAT WANT TO DO SERVICE, AND THEN I WILL ADD ONE MORE NOTE. AND THAT'S IN FEBRUARY OF 2022 WE'RE GOING TO BE HAVING ROOTS AMERICAS HERE IN SAN ANTONIO AND WE'RE GOING TO OPEN OVER 90 AIRLINES, AND I'M NOT JUST TALKING DOMESTICALLY. WE'RE TALKING INTERNATIONALLY, SO WE CAN SHOWCASE THIS CITY AND SHOW THEM WHO WE ARE SO THEY CAN WANT TO COME HERE AS WELL BECAUSE WE HAVE A BEAUTIFUL PLACE HERE.

BRAVO: GREAT. THANK YOU. SO WE'RE THE SEVENTH LARGEST CITY AND I WANT TO SAY THAT I SAW IN A RECENT PRESENTATION, MAYBE NOT TODAY'S, THAT WE ARE THE WE HAVE THE 46TH HIGHEST AMOUNT OF TRAFFIC AT OUR AIRPORT. IS THAT CORRECT.

SAENZ: THAT'S CORRECT.

BRAVO: SO ONCE YOU'VE INVESTED EVERYTHING AND IMPLEMENTED THIS PROPOSAL, WHERE DO YOU SEE US MOVING TO ROUGHLY?

SAENZ: IT GOES BACK TO THE QUESTION THAT COUNCILMEMBER PERRY WAS ASKING. I THINK IT WAS VERY APPROPRIATE WITH REGARDS TO WHAT WE CALL PASSENGER ACTIVITY LEVELS. THOSE ARE TRIGGERS THAT WE LOOK AT IN REGARDS TO WHEN DO WE START TO EXPAND AS YOU LOOK AT THE CAPACITY THAT WE HAVE AVAILABLE IN TERMINAL A, WITH A TOTAL NUMBER OF GATES THAT WE HAVE THERE, NO ROOM FOR EXPANSION. IN TERMINAL B, WE HAVE EIGHT GATES, NO ROOM FOR EXPANSION. WE'RE ADDING TWO, AS I MENTIONED EARLIER, BUT TO YOUR POINT OF WHERE ARE WE. THIS PLAN SHOWS YOU THAT WE CAN GET UP TO 15, 16, 17 MILLION PASSENGERS, ALMOST 50, 75% INCREASE. AS WE SHOW YOU THE FOOTPRINT OF WHAT YOU LOOK AT TODAY, WE'VE EVEN GONE FURTHER WITH REGARDS TO WHERE ADDITIONAL CAPACITY COULD BE ADDED TO THE 17 GATES IN TERMINAL C AND SOME OF THAT EXPANSION CAN HAPPEN IN TERMINAL A AND SOME CAN I'LL LET JOHN WHO WAS THE PROJECT LEAD OVER THIS ENTIRE PROJECT.

THANK YOU. JUST ONE CLARIFICATION, YOU ARE [LAPSE IN AUDIO] FOOTPRINT I THINK FOR AIR TRAVEL PURPOSES. IT'S MORE USEFUL TO LOOK AT THE SIZE OF METRO AREA. YOU'RE ABOUT 26. SO WHEN YOU LOOK AT NATIONAL NUMBERS WHERE YOU RANK, THAT'S WHAT YOU SHOULD BE LOOKING AT, NOT TOP SEVEN. THAT'S JUST A FOOTPRINT, EXCUSE ME, OF GOVERNANCE, SO I JUST WANTED TO CLARIFY THAT. THAT'S AN OFTEN MISUNDERSTAND DIFFERENCE. [INAUDIBLE SPEAKER]

THE OTHER THING WE LOOK AT IN FORECASTING, IF WE HAVE OUR FORECAST GROOVES IS NOT JUST POPULATION BUT ECONOMIC ACTIVITY. AND WHEN YOU LOOK AT AUSTIN OR THIS CITY POPULATION'S NOT THAT DIFFERENT. VERY DIFFERENT ECONOMIC PROFILE, AND THAT'S WHY THERE'S DIFFERENT DEMAND FOR FLIGHTS TO EUROPE. YOU HAVE A VERY STRONG MARKET TO MEXICO THAT AUSTIN WOULD LOVE TO HAVE. SO IT JUST HAS TO DO WITH ECONOMIC PROFILE IN ADDITION TO THE POPULATION.

BRAVO: THAT WAS REALLY HELPFUL. THANK YOU VERY MUCH.

MAYOR NIRENBERG: THANK YOU, COUNCILMEMBER BRAVO. COUNCILMEMBER COURAGE?

COURAGE: THANK YOU, MAYOR. I THINK SOME OF MY QUESTIONS ARE RIGHT ALONG WITH COUNCILMEMBER PERRY'S BEEN ASKING, AND JUST WHAT YOU WERE SAYING TO COUNCILMAN BRAVO, AND THAT RELATES TO WHAT KIND OF CLIENTELE WE SERVE AND WHAT THOSE NUMBERS ARE. WHAT IS THE PERCENTAGE OF PASSENGERS COMING AND GOING THAT ARE BUSINESS TRAVELERS AND WHAT IS THE PERCENTAGE OF PASSENGERS COMING AND GOING WHO ARE TOURISTS? DO YOU HAVE THAT KIND OF INFORMATION HANDY?

WE DO, AND THAT DEMOGRAPHIC HAS CHANGED ENORMOUSLY OVER THE COVID PANDEMIC.

COURAGE: WELL, YEAH.

SO PREVIOUSLY WE WERE PROBABLY A 60/40%, 60% BEING LEISURE AND 40% BEING BUSINESS. THAT HAS SHIFTED. WE'RE PROBABLY CLOSER TO 75/25 RIGHT NOW, MAYBE EVEN IT DEPENDS WHAT DAY OF THE WEEK WE'RE DISCUSSING, BUT OVERALL, I'D GIVE IT MAYBE AN 80/20 SPLIT RIGHT NOW.

COURAGE: WELL, I THINK WE NEED TO GO BY WHAT THE STANDARD WAS IN 2018 OR '19 RATHER THAN WHAT HAPPENED BECAUSE OF THE PANDEMIC. DO WE KNOW HOW MANY AGAIN, AND I'D GO BACK TO, YOU KNOW, '18, '19 AS DATA POINTS. HOW MANY OF THE USERS WERE LOCAL? HOW MANY WERE IN STATE, HOW MANY WERE OUT OF STATE. BECAUSE ALL OF THOSE, YOU KNOW, ARE MAKE UP THE PEOPLE WHO COME AND GO. AND DO WE HAVE THAT KIND OF INFORMATION, TOO? I'D JUST LIKE TO KNOW.

SAENZ: AND BRIAN, YOU MAY WANT TO COME ANSWER THIS WITH REGARD TO OUR OVERALL CATCHMENT AREA WITH REGARDS TO BUSINESS AND LEISURE AND WHERE THEY'RE AT. WE TAKE INTO CONSIDERATION THE ZIP CODE OF OUR OVERALL BEXAR COUNTY AND THEN THE REGION THAT ENCOMPASSES ANYONE IN A HUNDRED MILE RADIUS THAT GOES THAT FAR. BUT I'LL LET YOU TALK ABOUT THE SPECIFIC TRAVELER AND THE CATCHMENT AREA.

COURAGE: I GUESS WHEN I WAS THINKING ABOUT INSTATE, MORE THAN 100 MILES IS A LONGER DRIVE, SO YOU'RE PROBABLY GOING TO HAVE MORE PEOPLE BE WILLING TO FLY. SO, YEAH, HOW MANY ARE LOCAL TRAVELERS WHO ARE GOING

OUT AND COMING BACK, HOW MANY ARE IN STATE DRIVING AROUND I MEAN, FLYING IN RATHER THAN DRIVING AND HOW MANY REALLY COME FROM OUT OF STATE?

SO I CAN DEFINITELY HELP ANSWER TWO OF THOSE QUESTIONS. OBVIOUSLY WITH SAN ANTONIO BEING THE LARGEST TOURIST MARKET, YOU KNOW, IN THE STATE OF TEXAS, DRIVING A LOT OF TOURISM, SO IF YOU LOOKED AT LOCAL VERSUS INBOUND, PROBABLY LOOKING AT ABOUT 35/65 SPLIT WITH 65% OF THAT TRAFFIC COMING INBOUND. JESUS ALMOST HIT THE NAIL ON THE HEAD. PREPANDEMIC, OUR BUSINESS TRAVELER MADE UP ABOUT 45%. LEISURE WAS 55%. SO EVEN THOUGH WE'VE GOT A LOT OF LEISURE, YOU KNOW, TRAVELERS, THERE WAS, YOU KNOW, THE JOHN DICKSONS OF THE WORLD, YOU KNOW, OUT THERE AS WELL. IN REGARDS TO INTRASTATE, WE DEFINITELY LOOK AT OUR FULL CATCHMENT AREA GOING ALL THE WAY DOWN TO THE VALLEYS AND WHATNOT, AND WE ARE PULLING TRAFFIC FROM A LOT OF THAT AREA. SO THAT'S WHY PEOPLE DO DRIVE, YOU KNOW, THE THREE HOURS TO GET THERE, IT'S PART OF THE REASON WHY FOR THE OTHER COUNCILMAN, WHY WE NEED TO HAVE THESE CONCESSIONS BECAUSE THEY DO GET THEIR TWO HOURS EARLY, YOU KNOW, AND THINGS LIKE THAT. UNLIKE YOU AND I, YOU KNOW. BUT SO HOPEFULLY THAT ANSWERED PART OF YOUR QUESTION THERE.

COURAGE: WHAT ABOUT OUT OF STATE? FROM OUT OF STATE? WHAT PERCENTAGE OF OUR TRAVEL IS PEOPLE COMING FROM OUT OF OUTSIDE OF TEXAS TO HERE?

SO THAT I'D HAVE TO GET BACK WITH YOU. I WOULD SAY IT'S THE VAST MAJORITY. I MEAN, GRANTED, I DON'T THINK WE GET A LOT OF PEOPLE FROM, YOU KNOW, HOUSTON FLYING. WE'D GET A LOT MORE DRIVE. DALLAS IS A DIFFERENT STORY. SO I DON'T HAVE THOSE SPECIFICS, BUT WE CAN CERTAINLY.

COURAGE: WE CAN TRACK THAT, RIGHT?

YEAH.

COURAGE: I'D BE CURIOUS TO FIND OUT. AND I KNOW IT'S TOURISM RELATED, BUT A LOT OF IT'S RELATED TO BUSINESS, TOO. A COUPLE OF OTHER QUESTIONS I HAD. HOW MANY GATES DO WE HAVE NOW OPERATING TODAY?

23.

COURAGE: AND WHAT'S THE OPTIMUM WE'D LIKE TO BUILD OUT? AND I KNOW IT'S EVENTUALLY AS THE CAPACITY DEMANDS, BUT WHAT'S THE ULTIMATE WE'RE LOOKING AT FOR NEW GATES OR TOTAL GATES.

SAENZ: YEAH, FOR THIS PLAN AS WE MOVE FORWARD AND WE LOOK AT THE TOTAL NUMBER OF PASSENGERS THAT WE COULD GO TO FOR THE NEXT 10 AND NOW 20 YEARS AS WE'VE UNDERGONE THIS PLAN, WE LOOK AT IT WITH REGARDS TO THE TYPE OF AIRCRAFT THAT ARE BEING UTILIZED. SO WE HAVE A NUMBER OF CHANGES THAT ARE OCCURRING ACROSS THE ENTIRE AIRLINE FOOTPRINT WHEREAS HISTORICALLY LARGER AIRCRAFT WAS THE WAY TO GO, AIRCRAFT DESIGN GROUP 6, FOR EXAMPLE, AND AIRBUS A380. THAT HAS NOW SHIFTED TO WHAT WE CALL THE WORK HORSES OF THE WORLD IN THE AIRLINE INDUSTRY, THE 737, THE AIRBUS A320, 321, THE NEW NEOA321, THE 737 MAX. ALL OF THOSE ARE NEW AIRCRAFT THAT ARE MOVING, AND THAT FITS PERFECTLY INTO OUR ARENA. TOTAL NUMBER OF GATES THAT WE WANT TO RUN TO ON THE SLIDE THAT WE HAVE TAKES US TO DEPENDING ON HOW MANY WIDE BODIES THAT WE UTILIZE IN THE FUTURE, BUT WE'LL HAVE A TOTAL OF 37 GATES THAT WILL GROW FROM 23 TO 37 AND THAT COULD GO TO 32 WITH THREE TO FIVE WIDE BODY CAPACITIES NEAR THE FEDERAL INSPECTION SERVICES BUILDING, THE NEW FIS THAT WE WOULD BUILD OUT.

COURAGE: AND WHAT DO YOU THINK IS THE MAX NUMBER OF AIRLINE PARTNERS WE COULD HOLD WITH THAT MANY GATES.

SAENZ: UNLIMITED.

COURAGE: REALLY?

SAENZ: THAT'S MY ANSWER. BUT THAT'S WHAT WE WANT. WE WANT TO CONTINUE TO GROW THAT. ALL THAT IS CONTINGENT, AGAIN, AS WE LOOK AT THE EXISTING FOOTPRINT OF TERMINAL A AND TERMINAL B. IT'S NOT JUST GATES. YOU NEED TO LOOK AT THE TICKETING AREA AS WELL AND HOW MANY POSITIONS WE HAVE, SO WE CAN PUT THE AIRLINES IN. WE'RE EXCITED ABOUT THE NEW LAUNCHES, AS I MENTIONED, WITH SOUTHWEST, WITH JETBLUE, WITH BREEZE. WE'RE RUNNING OUT OF SPACE.

COURAGE: YEAH, BUT I MEAN CONCEPTUALLY WHEN WE GET TO THIS PLAN, WHICH I THINK IS GREAT AND I'M ALL FOR IT, COULD WE HAVE 30 AIRLINES FLYING IN AND OUT OF HERE EVERY DAY.

SAENZ: ABSOLUTELY.

COURAGE: EVEN MORE?

SAENZ: IT COULD GROW TO THAT SIZE, DEFINITELY.

COURAGE: THANK YOU. WHAT ABOUT CONCESSIONS? HOW MANY CONCESSIONS DO WE HAVE TODAY? AND WHAT'S YOUR IDEAL NUMBER GOING FORWARD FOR CONCESSIONS?

SAENZ: JENNIFER, YOU WANT TO COME TAKE THAT?

I'LL LET JENNIFER, SHE DOES THIS EVERY DAY AND I'LL LET HER ANSWER THE NUMBERS AND HOW WE'RE DOING.

I KNOW A LOT OF PEOPLE HAVE CHALLENGES WITH OUR CONCESSIONS BUT WE'RE WORKING REALLY HARD TO CHANGE THEM. CURRENTLY WE HAVE 26 THAT ARE A MONTH TO MONTH, AND THEN WE HAVE EIGHT THAT ARE UNDER CONTRACT AND THREE MORE THAT ARE UNDER CONSTRUCTION. SO WE'RE CONTINUING TO GROW THAT. THE FUN PART IS WITH THE NEW TERMINAL, THAT'S GOING TO GIVE US A LOT MORE SPACE TO BUILD OUT CONCESSIONS. SO RIGHT NOW OUR TEAM IS ACTUALLY LOOKING AT WHERE CAN WE SQUIRREL IN MORE CONCESSIONS IN THE CURRENT SPACES THAT WE HAVE. SO ALCOVES THAT MAY HAVE VENDING MACHINES, CAN WE PUT A SMALL FOOTPRINT CONCESSION THERE TO INCREASE THE REVENUE, BECAUSE WE'VE GOT TO INCREASE THE REVENUES TO BE ABLE TO AFFORD THIS.

COURAGE: AGAIN, DO WE LOOK FOR 30, 40 CONCESSIONS EVENTUALLY? 50?

WELL, IF I HAVE MY DRUTHERS, YOU'RE GOING TO HAVE HUNDREDS. NO, WE'RE GOING TO DO EVERYTHING WE CAN TO MAXIMIZE THE MONETIZATION OF EVERY SWEAR FOOT IN THIS AIRPORT.

COURAGE: OKAY. I THINK THE LAST QUESTION I HAVE

SAENZ: I THINK JUST TO MAKE SURE WE UNDERSTAND EACH OTHER WITH REGARDS TO THAT, WHEN WE TALK ABOUT A UNIFIED TERMINAL EXPERIENCE, WE'RE ACTUALLY DISPLACING EXISTING NONEFFICIENT AREAS THAT WE HAVE, PUTTING THAT IN A UNIFIED LOCATION IN A CENTRAL TERMINAL AREA OR CENTRAL PROCESSOR, AS I LIKE TO CALL IT, AND THEN INCREASING ALL OF THAT AVAILABLE SQUARE FOOTAGE WHERE EVERYONE COMBINES INTO ONE CENTRAL AREA, EVERYTHING THAT WAS BEING UTILIZED FOR OTHER REASONS TURNS INTO EXACTLY WHAT YOU'RE TALKING ABOUT. ADDITIONAL SPACE FOR US TO HAVE ADDITIONAL AVAILABILITIES WITH OUR EXISTING CONCESSIONAIRES.

COURAGE: THE LAST QUESTION I HAVE IT'S ABOUT BAGGAGE HANDLING. AND REALLY, IT'S, YOU KNOW, THE TIMING FROM LANDING TO GETTING YOUR BAGGAGE AND TO DEPARTING THE AIRPORT, I KNOW A LOT OF ORGANIZATIONS, THEY TRACE THAT STUFF. THEY SAY, THE AVERAGE TO GET IN, TO BUY SOMETHING, TO LEAVE, IS X. HOW CAN WE MOVE PEOPLE THROUGH FASTER OR SLOWER OR WHATEVER. AND DO YOU HAVE A TIMING ON WHAT THE AVERAGE PERSON IS TAKING TO GET OUT? AND I'LL TELL YOU, I'VE SAT THERE WAITING FOR MY BAGS HALF AN HOUR. AND ARE WE GOING TO TRY AND IMPROVE ON THAT TIMING? OR SET A GOAL FOR THAT KIND OF THING?

SAENZ: YOU'RE ABSOLUTELY RIGHT. WE WILL BREAK INTO TWO SEPARATE PARCELS. ONE, THE INBOUND BAGS AS THEY COME IN, ENSURING THAT THEY GET TO THEIR FINAL DESTINATION WITH THEIR PASSENGER. BUT IT'S EQUALLY IMPORTANT ON I'M SORRY, THAT'S THE OUTBOUND. BUT ON THE INBOUND, AS YOU'RE REFERENCING, WITH REGARDS TO WHEN THE PLANE ARRIVES TO THE TIME THAT THAT FIRST BAG HITS THAT CAROUSEL, THAT'S THE TYPE OF ASSET MANAGEMENT SYSTEM WE WANT TO HAVE TO KEEP ALL OF THAT DATA AND PROVIDE REALTIME SITUATIONAL AWARENESS. MY HOPES ARE TO SOON HAVE AN OPPORTUNITY TO DISPLAY ON THE SCREEN THAT YOU'RE WAITING THERE AT THE BAGGAGE CLAIM DEVICE THAT TELLS YOU, YOUR BAG'S GOING TO ARRIVE IN X NUMBER OF SECONDS, I WOULD LIKE TO SAY, BUT IT MAY BE A COUPLE OF MINUTES [LAPSE IN AUDIO] PROVIDING THE PASSENGER REALTIME SITUATIONAL AWARENESS OF WHEN THAT BAG'S GOING TO ARRIVE.

COURAGE: I'LL JUST [LAPSE IN AUDIO] TO BE ABLE TO TELL SOMEBODY, WHEN YOUR PLANE LANDS, IT TAKES YOU X AMOUNT OF TIME TO GET YOUR BAG AND TO DEPART THE AIRPORT. AND IF YOU'RE GOING TO RENT A CAR, IT'S X AMOUNT OF TIME. AND THEN PEOPLE WOULD TIME KIND OF APPRECIATE KNOWING THAT AND IT WOULD PROBABLY HELP, YOU KNOW, PEOPLE THINK A LOT MORE OF OUR AIRPORT IF WE HAD LESS AMOUNT OF TIME GETTING OUT OF YOUR PLANE AND GETTING OUT OF THE AIRPORT TO GET DOWNTOWN TO WHEREVER YOU'RE GOING.

SAENZ: YES, SIR.

I HAD A COUPLE POINTS REAL QUICKLY HERE BEFORE WE WRAP UP. ADVICE, NEVER CHECK LUGGAGE. THAT'S MY TWO CENTS. THAT'S HOW I MANAGE ALL THAT. BUT IN ALL SERIOUSNESS, LIKE FROM A USER STANDPOINT, THE WAY THAT INTERSPERSING OF COMMERCE AT THE GATES IN THE FUTURE TERMINALS WILL DRIVE MORE DEMAND, I WOULD ARGUE. LIKE I AM MORE LIKELY, IF I'M SITTING AT THE GATE AND THERE'S A BAR OR SITTING AT THE GATE AND THERE'S A RESTAURANT, I'M READY TO ORDER BECAUSE I CAN STILL SEE THE GATE. WHAT I DON'T WANT TO DO IS COME IN AND HAVE TO ROLL THE DICE. DO I SIT THERE IN LINE AT THE FOOD COURT THAT'S RIGHT OUTSIDE OF TSA, OR DO I GO AT THE VERY END, AND IF MY FLIGHT'S DELAYED DO I ROLL THE DICE AGAIN AND GO BACK. SO THAT INTERPERSE WILL DRIVE DEMAND. I THINK THAT'S A REALLY IMPORTANT POINT. LAST POINT ABOUT BUSINESS DEMAND, JUST WENT THROUGH A BUDGETING PROCESS AT MY NEW AT THE COMPANY THAT WE'RE IN, 1,000 PERSON COMPANY, WE JUST RESTORED TRAVEL BUDGETS TO 2019 LEVEL. MY SUSPICION IS THAT THAT IS GOING TO HAPPEN ACROSS CORPORATE AMERICA. THERE'S PENITENTIARY UP DEMAND FOR FACE TO FACE SELLING, FOR RELATIONSHIP STUFF, FOR TEAMS THAT HAVE HIRED 30 TO 40% OF THEIR WORKFORCE THAT THEY DON'T KNOW AND HAVE NEVER MET IN PERSON. I SUSPECT YOU'LL SEE THAT ABSENT OF ANOTHER ANYTHING, YOU'LL SEE THAT RESTORE TO 2019 LEVELS.

MAYOR NIRENBERG: THANK YOU, COUNCILMEMBER COURAGE. COUNCILMEMBER PERRY?

PERRY: THANK YOU, SIR. I JUST WANTED TO FINISH UP, JESUS, ON THE COST ON THAT. SO, AGAIN, I WOULD LIKE TO SEE ON EACH ONE OF THOSE PHASES WHAT THE

TOTAL COST IS. BUT NOT ONLY WHAT THE COST IS, HOW ARE WE GOING TO PAY FOR THAT COST BY, YOU KNOW, FAA'S KICKING IN SOME, YOU'RE EXPECTING SOME FROM THIS FEDERAL GOVERNMENT WITH THESE ASSISTANCE PACKAGES COMING OUT. BONDS, YOU KNOW, I WANT TO SEE THAT ALL ADDED UP TO GET TO THAT BOTTOM LINE ON WHERE WHERE THE MONEY IS COMING FROM. YOU MADE A COMMENT A WHILE AGO, YOU KNOW IT WILL WORK. IT'S WITHIN BUDGET AND ALL THAT. BUT WE DON'T SEE THAT. OR THE PUBLIC OUT THERE VIEWING THIS DOESN'T SEE THAT, SO I'D LIKE TO GET THAT HIGHLIGHTED IF YOU'RE GOING TO BE BRINGING THIS UP TO THE NEXT COUNCIL SESSION, ESPECIALLY FOR THERE SO THEY CAN SEE THAT ON WHERE THE MONEY IS COMING FROM. THE ON THESE NEW GATES AND NEW TERMINALS, ARE THESE GOING TO BE ASSIGNED TO SPECIFIC AIRLINES OR ARE WE GOING TO OR AIRLINES GOING TO SPLIT UP BETWEEN ALL THREE TERMINALS? HOW IS THAT GOING TO LAY OUT IN THE FUTURE?

SAENZ: YEAH, SO THAT COULD DIFFER. AND LET ME MAKE JUST ONE QUICK CORRECTION, BECAUSE TOM REMINDED. WE HAVE A TOTAL OF 23 GATES AND THEN WE HAVE 1A AS WELL THAT WE USE IN TERMINAL A THAT'S UTILIZED SOMETIMES FOR SOME HARD STINT OPERATIONS SO WE CAN INCREASE THAT TO 24 ON HOW WE UTILIZE THEM.

PERRY: OKAY.

SAENZ: A NUMBER OF DIFFERENT WAYS TO GO ABOUT THIS. WE ESTABLISH AN AIRLINE LEASING USE AGREEMENT WITH OUR AIRLINES FOR SIGNATORY CARRIERS AND NONSIGNATORY CARRIERS. SO NONSIGNATORY ARE USING COMMON USE SPACE FOR THOSE GATES. SIGNATORY CARRIERS ARE COMMITTING TO USE THOSE GATES AT X NUMBER OF INTERVALS WHICH IS OUTSTANDING FOR US BECAUSE IT CREATES AND PROVIDES MORE OPPORTUNITY FOR US FOR GROWTH AND EXPANSION. THAT'S THE WAY WE'LL CONTINUE TO MOVE FORWARD. WE HAD A ONE PLUS ONE PLUS FIVE YEAR, WHEN AIRLINES WERE NOT SIGNING ONE YEAR AGREEMENT AND THAT PROVES TO SHOW THE IMPORTANCE OF THE AIRLINES AND THE COMMITMENT THEY HAVE IN SAN ANTONIO [LAPSE IN AUDIO] THEY'RE GOING TO COME BACK AND THEY'RE GOING TO GROW TO US. SO WE'LL BE STARTING, MIKE, IN MARCH, THAT ONE PLUS ONE THE FIVE YEARS STARTS IN MARCH OF 2022. THEY WILL RENEW THAT [INAUDIBLE SPEAKER]

SAENZ: THE FIVE YEAR PERIOD BEGINS. THAT WILL SHIFT AND GROW DEPENDING ON HOW THE AIRLINE SHIFTS AND GROW. WE'RE IN COMMUNICATION WITH EACH OF THEM.

PERRY: GREAT. I WAS JUST LOOKING AT THAT. THAT IS A PRETTY LONG DISTANCE BETWEEN THE NEW TERMINAL AND TERMINAL 1, IF SOMEBODY WANTS AS JOHN WAS SAYING, SOMEBODY WANTS TO ROLL THE DICE AND GO TO TERMINAL 1 OR A TO THEY'VE GOT THEIR OWN PERSONAL LIKE OF A CONCESSION, AND THEN THEY'VE GOT TO MAKE A HIKE DOWN, IT'S BETTER THAN WHAT IT IS TODAY, BUT STILL, WILL THEY ALWAYS EXPECT TO DEPART AND LAND FROM A CERTAIN TERMINAL VERSUS MIXING UP THE FLIGHTS TO THE DIFFERENT GATES?

TWO MAJOR CONTRIBUTORS TO THAT IS OUR EXISTING FOOTPRINT TODAY. THERE'S NO ROOM TO PUT IN MOVING SIDEWALKS FOR YOU TO BE ABLE TO GET SOONER TO DIFFERENT LOCATIONS. WE'LL TAKE THAT INTO CONSIDERATION AS WE GET DOWN THE ADVANCED PLANNING AND PROGRAMMING TO DETERMINE. AND THEN, TWO, AS WE DISPERSE THESE GATES TO THE CARRIERS AS THEY WANT TO UTILIZE THEM, IT'S IMPORTANT WE'RE IN CONSTANT COMMUNICATION WITH THE AIRLINE ON THE TOTAL NUMBER OF GATES THAT THEY WANT SO WE CAN PUT THEM IN LOCATIONS. WHAT WE WOULD LIKE, IF YOU'RE IN TERMINAL C, WE WANT YOU TO ARRIVE AND DEPART OUT OF TERMINAL C SO YOU'RE PARKING CLOSE TO YOUR TERMINAL AND YOU'RE PARKING CLOSE TO YOUR BAGS AS YOU ENTER AND EXIT AND VICE VERSA FOR THE OTHER COMPLEXES.

Perry: I JUST WANTED TO HIGHLIGHT ONE OTHER THING JOHN MENTIONED A WHILE AGO. I DON'T CARE WHAT YOU DO HERE AT THIS AIRPORT, WE DON'T DICTATE TO THE AIRLINES WE WANT THESE FLIGHTS. THEY DICTATE TO US WHERE THEY WANT TO FLY FROM SAN ANTONIO. AND IT'S ALL ON OUR BUSINESS COMMUNITY TO FLY MORE TO CREATE THAT DEMAND TO OPEN UP DIRECT FLIGHTS OUT THERE. AND I HOPE EVERYBODY UNDERSTANDS THAT. IT'S NOT A BUILD IT AND THEY WILL COME. THAT'S NOT HOW THIS OPERATES.

YOU ARE ABSOLUTELY RIGHT. WE'RE GOING TO TAKE YOU ON OUR ROAD SHOW, COUNCIL MEMBER PERRY, BECAUSE THAT'S EXACTLY WHAT NEEDS TO BE SAID WITH REGARDS TO ALL OF THIS. WE, THROUGH BRIAN'S RELATIONSHIPS AND THROUGH THE TEAM'S RELATIONSHIPS THAT WE HAVE. MICHAEL USED TO WORK FOR

SOUTHWEST, WE HAVE ESTABLISHED GREAT RELATIONSHIPS WITH OUR AIRLINES. THEY MAY NOT ALL WORK BUT WE'RE GOING TO CONTINUE TO TRY AND YOU'RE ABSOLUTELY RIGHT. THEY'RE THE ONES THAT MAKE THE DECISIONS. WE'VE GOT TO PROVIDE THEM THE CAPACITY TO DO THAT.

Perry: GREAT. THANK YOU, EVERYBODY. THANK YOU, SIR.

Mayor Nirenberg: THANK YOU, COUNCIL MEMBER PERRY. COUNCIL MEMBER ROCHA GARCIA.

Garcia: I FORGOT ONE OF MY QUESTIONS, I GUESS THE SELF PROCLAIMED GEORGE CLOONEY OF SAN ANTONIO CAN TAKE THIS ONE. BUT ARE WE PREPPING FOR INNOVATION SORRY, I AM SO SORRY. [LAUGHTER] HOW ARE WE PREPPING FOR FULL VERTICAL LIFT OR ANY OF THE NEW INNOVATIONS COMING? AN EXAMPLE BEING PLUGS. RIGHT NOW WE NEED A LOT OF PLUGS BUT TECHNICALLY ARE WE GOING TO NEED PLUGS FOR MOBILE DEVICES IN THE FUTURE SO HOW DO WE PREP FOR INNOVATION THAT WE DON'T EVEN KNOW THAT?

THANK YOU FOR GIVING ME TIME TO GATHER MY THOUGHTS, COUNCILWOMAN. WHAT WE DID EXPLICITLY, FROM THE ASDC STANDPOINT WAS SAY BAKE IN OPTIONS, WHATEVER THOSE ARE. THAT COULD BE WE DO HAVE SPACE SO DON'T BUILD THE TERMINAL FACILITY BACK AND THEN COME BACK AND SAY LATER WE NEED A WALKWAY. WELL, IT'S TOO LATE. YOU JUST BUILT IT SO THE CLASSIC EXAMPLE IS WHAT HAPPENED WITH TSA POST 9/11 AND YOU SEE ALL THESE PLACES HAD TO SHOEHORN IN THE TSA FACILITIES AND PRE 9/11. WE HAVE ENOUGH RUNWAY ON EITHER SIDE OF THOSE TERMINALS SO GO AND DON'T SCRIMP ON THAT SIDE. WHEN TERMINAL B WAS DESIGNED OUR UNDERSTANDING WAS COST CONTAINMENT WAS A DRIVER. ON BEHALF OF THE TAXPAYERS AND AIRLINE USERS, WHEN YOU DESIGN A TERMINAL TO THE PURE MINIMUM SPECS YOU HAVE, LIKE STARBUCKS THAT GOT JAMMED INTO WHAT ALL OF US HAVE INHERITED, THIS GROUP HAS INHERITED. BY MINDFULLY SAYING CARVE OUT SOME. YOU SAW IT IN THE DESIGN WHERE YOU HAD THE HELIPORTS, HAVING DIALOGUE WITH THE HYPER LOOP, ALL THESE THINGS THAT WE ARE AWARE OF. I THINK YOU STILL HEAR DIRK ELMENDORF HIDING BEHIND BUT I WANTED THEM TO ASK THAT QUESTION. WE DON'T KNOW AND WE LIVE IN A WORLD WHERE OPERATING SYSTEMS TURN OVER EVERY THREE YEARS. NO OFFENSE, CASE LAW AND STATUTORY LAW TURNS OVER

EVERY THREE TO FOUR YEARS SO WE DON'T EVEN KNOW BUT IF YOU BUILD THIS FACILITY TO MINCE BACK YOU WILL BE CONSTRAINED AT SOME POINT IN THE FUTURE. HOW THAT GETS MANIFESTED IN THE ACTUAL DESIGN IS YET TO SEE BUT IT WAS AN EXPLICIT OUTCOME FROM THE ASDC, NOT PART OF THE FAA STRATEGIC DEVELOPMENT PLAN. THANK YOU.

Garcia: THANK YOU, MAYOR. THAT WAS MY ONLY QUESTION.

Mayor Nirenberg: THANK YOU, COUNCIL MEMBER ROCHA GARCIA. I THINK THAT WAS THE PERFECT QUESTION AND ANSWER TO END THE SESSION ON. GREAT PRESENTATION AND I THINK I'M THANKFUL, AMONG MANY OTHERS THAT AFTER 25 YEARS OF DEBATE IT'S TIME TO PUT DOWN THE PENCILS AND PICK UP THE SHOVELS. LET'S GO GET IT. THANK YOU, GUYS. THE TIME IS NOW 4:30 P.M. ON THIS 10th DAY OF NOVEMBER 2021 AND OUR CITY COUNCIL MEETING WILL NOW MOVE TO EXECUTIVE SESSION. THE CITY COUNCIL OF THE CITY OF SAN ANTONIO WILL NOW MEET IN EXECUTIVE SESSION TO CONSULT WITH THE CITY ATTORNEY'S OFFICE PURSUANT TO TEXAS GOVERNMENT CODE SECTION 551.071 AND TO DELIBERATE OR DISCUSS THE FOLLOWING ITEMS. ECONOMIC DEVELOPMENT NEGOTIATIONS PURSUANT TO TEXAS GOVERNMENT CODE SECTION 551.087, PURCHASE, EXCHANGE, LEASE OR VALUE OF REAL PROPERTY PURSUANT TO TEXAS GOVERNMENT CODE SECTION 551.072. AND CONSULTATION WITH THE CITY ATTORNEY FOR LEGAL ISSUES OR ADVICE RELATED TO COLLECTIVE BARGAINING, LITIGATION INVOLVING THE CITY, AND COVID 19 PREPAREDNESS UNDER SECTION 551.071. IN THE CITY COUNCIL EXECUTIVE SESSION ROOM, IT'S BEEN SO LONG BUT IT'S RIGHT ACROSS THE HALLWAY. THERE IS A ROOM THERE. WE'VE BEEN THERE BEFORE. [EXECUTIVE SESSION]

Mayor Nirenberg: ALL RIGHT. THE TIME IS NOW 5:28 P.M. ON WEDNESDAY, NOVEMBER 10, 2021. THE CITY COUNCIL THE CITY OF SAN ANTONIO HAS RECONVENED FROM ITS EXECUTIVE SESSION. NO OFFICIAL ACTION WAS TAKEN IN EXECUTIVE SESSION. WE NOW RECONVENE IN OPEN SESSION AND THIS MEETING IS NOW ADJOURNED. THANK YOU. [MEETING ADJOURNED]

City Council B Session

Wed, Nov 10 2:00 PM

City Council B Session - Agenda Comments

No comments to report for this meeting's agenda