

AirportInfo



Non-Aeronautical Revenue

September 2013

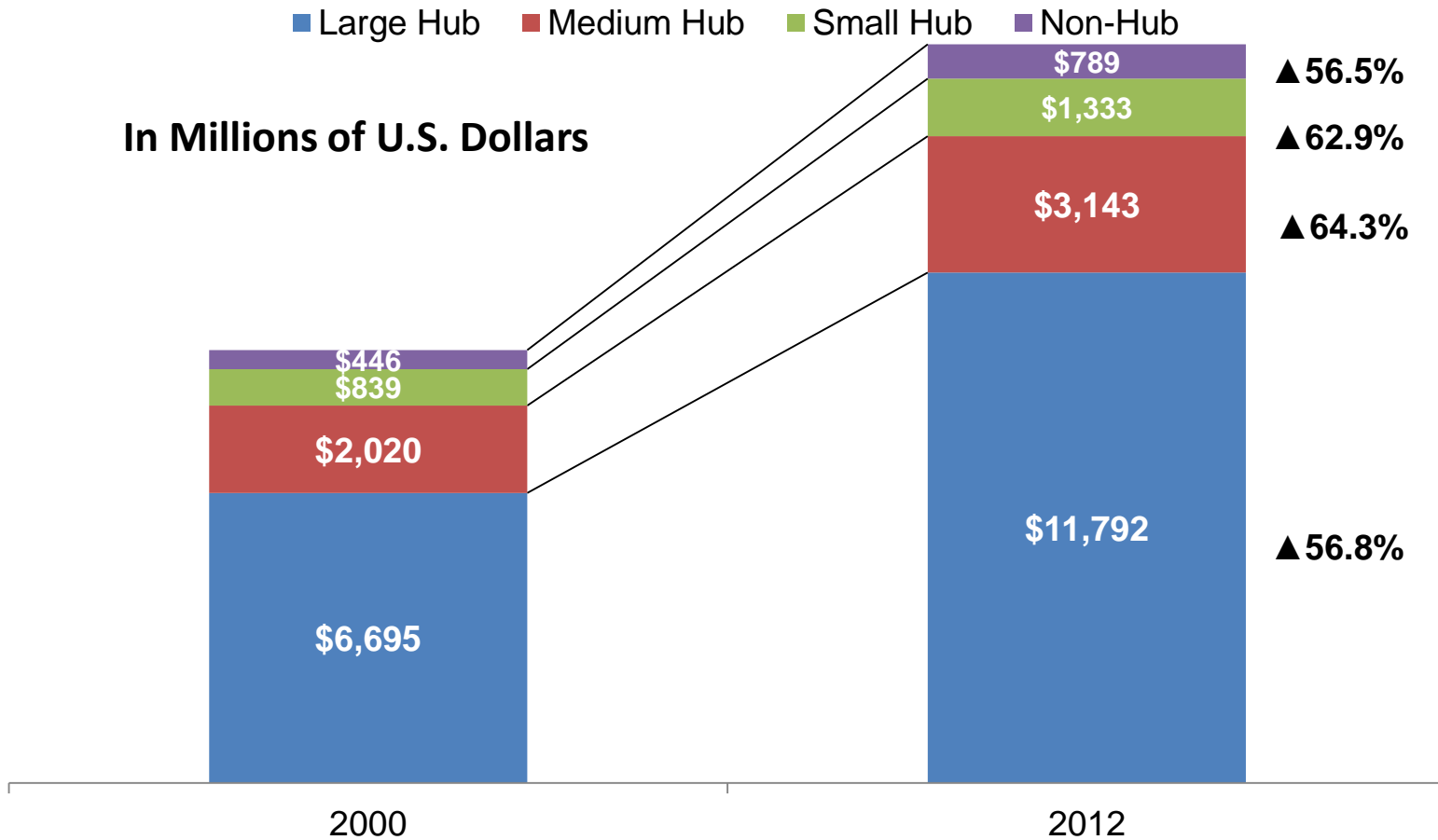
Non-Aeronautical Revenue

Non-aeronautical revenues critically determine the financial viability of an airport, as these revenue sources tend to generate higher profit margins in comparison with aeronautical activities. Aeronautical revenues are collected from such sources as landing charges, which are circumscribed by either regulated tariffs, contractual agreements between carriers and airports, or a combination thereof. Thus, airports are heavily reliant on the non-aeronautical side of the business as a driver of revenue growth.

These sources include:

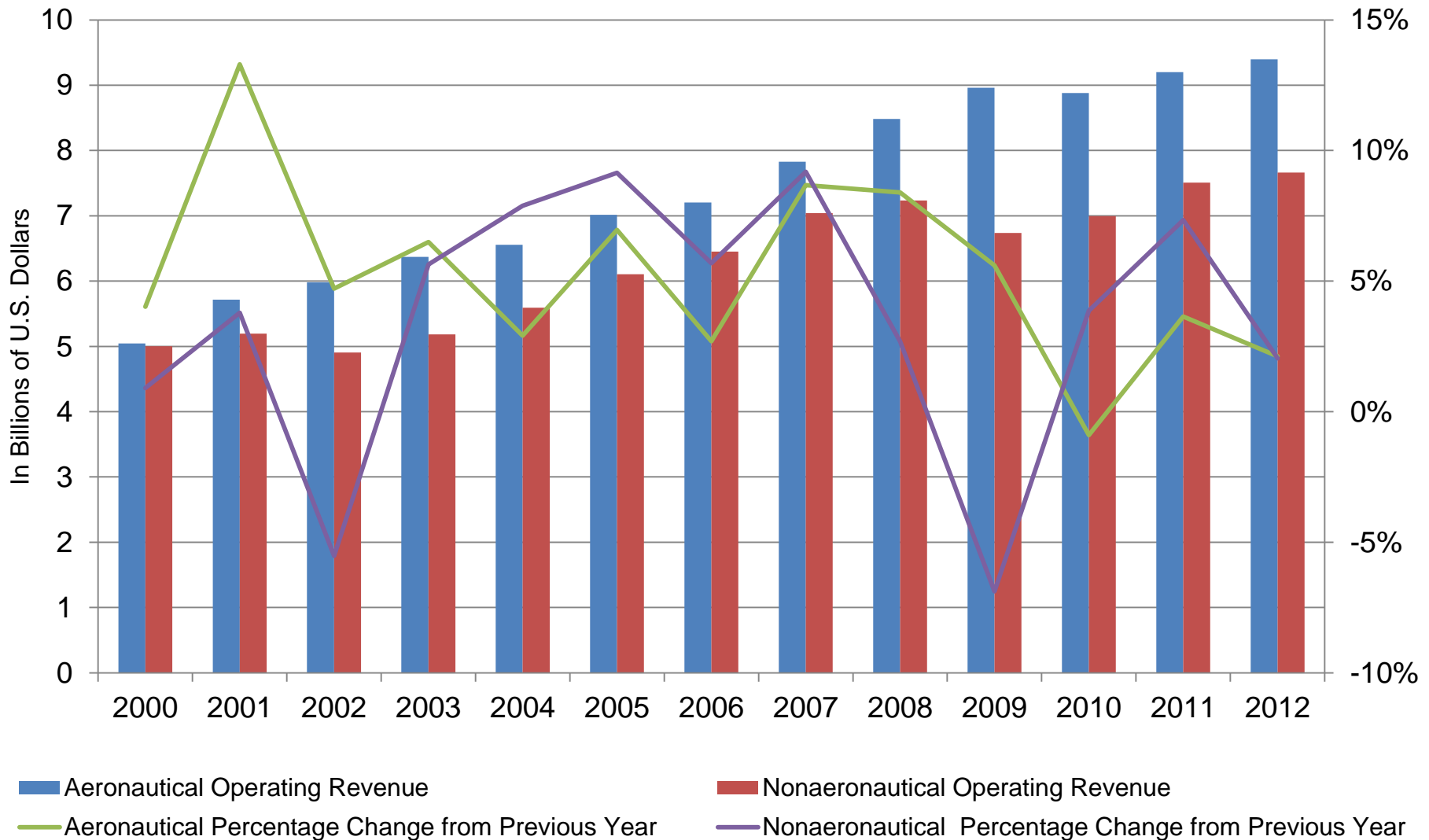
- **Concessions** – Rents paid by gift shops, restaurants, and newsstands, and, if agreed to in the concession contract, a percentage of the profits.
- **Parking and Airport Access** – Fees for all airport-owned parking lots and in some cases, off-airport concessions bringing travelers to and from the airport.
- **Rental Car Operations** – Revenue from rental car operations within or outside a terminal.
- **Land rent** – Excess airport land may be rented for golf courses, office buildings, hotels, farming or other uses.
- **Advertising** – Ads placed on airport walls, billboards and buses is a source of airport income.

Total U.S. Airport Operating Revenue



Ten-year comparison of total airport operating revenue which includes both aeronautical and non-aeronautical revenue. Total airport operating revenue has increased over 59% in the past 12 years. Medium hubs increased the fastest followed by small hubs.

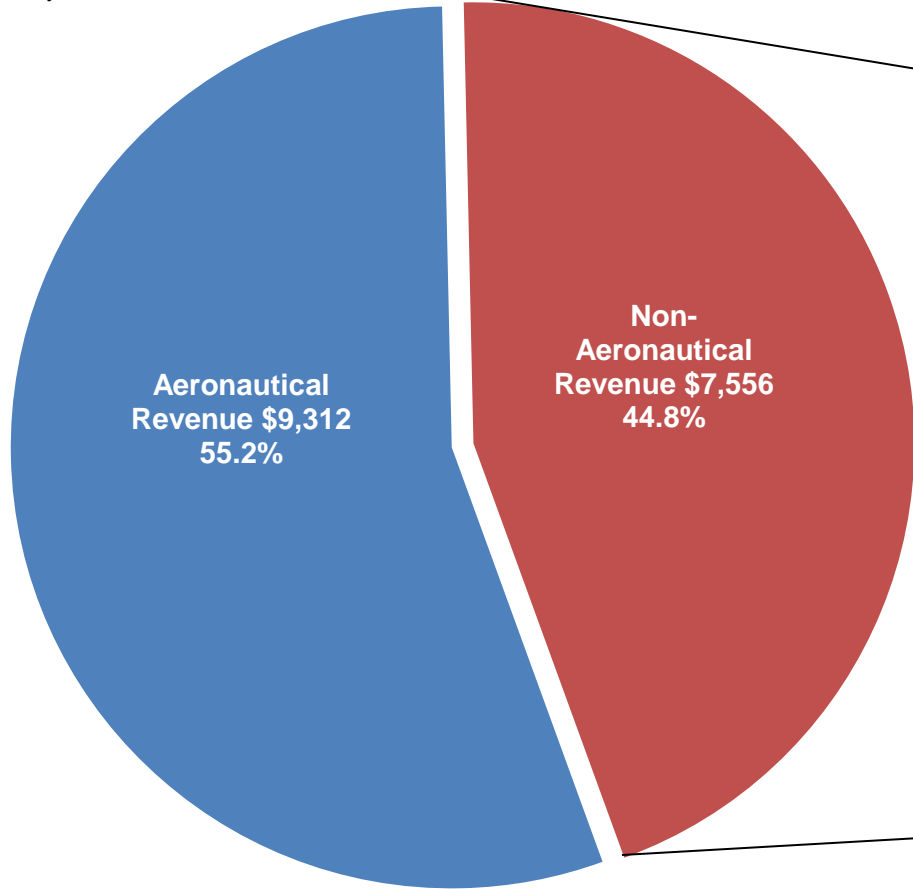
Aeronautical vs. Non-Aeronautical Revenue U.S. Airports (2000-2012)



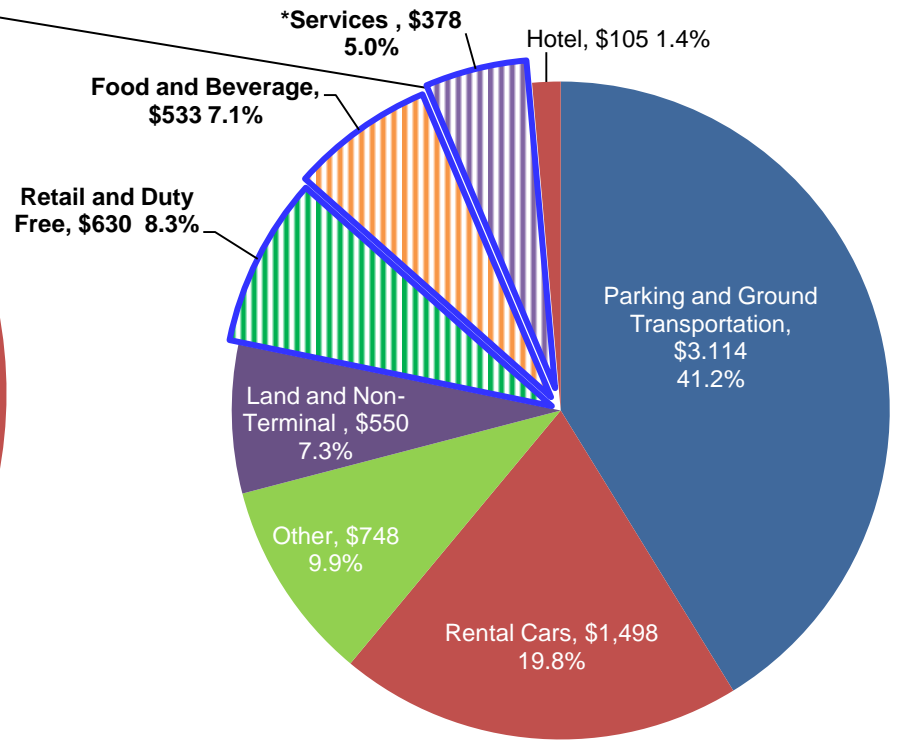
Aeronautical vs. Non-Aeronautical Revenue for U.S. Airports

2012 (In Millions of U.S. Dollars)

Total Operating Revenues
\$16,869 Million

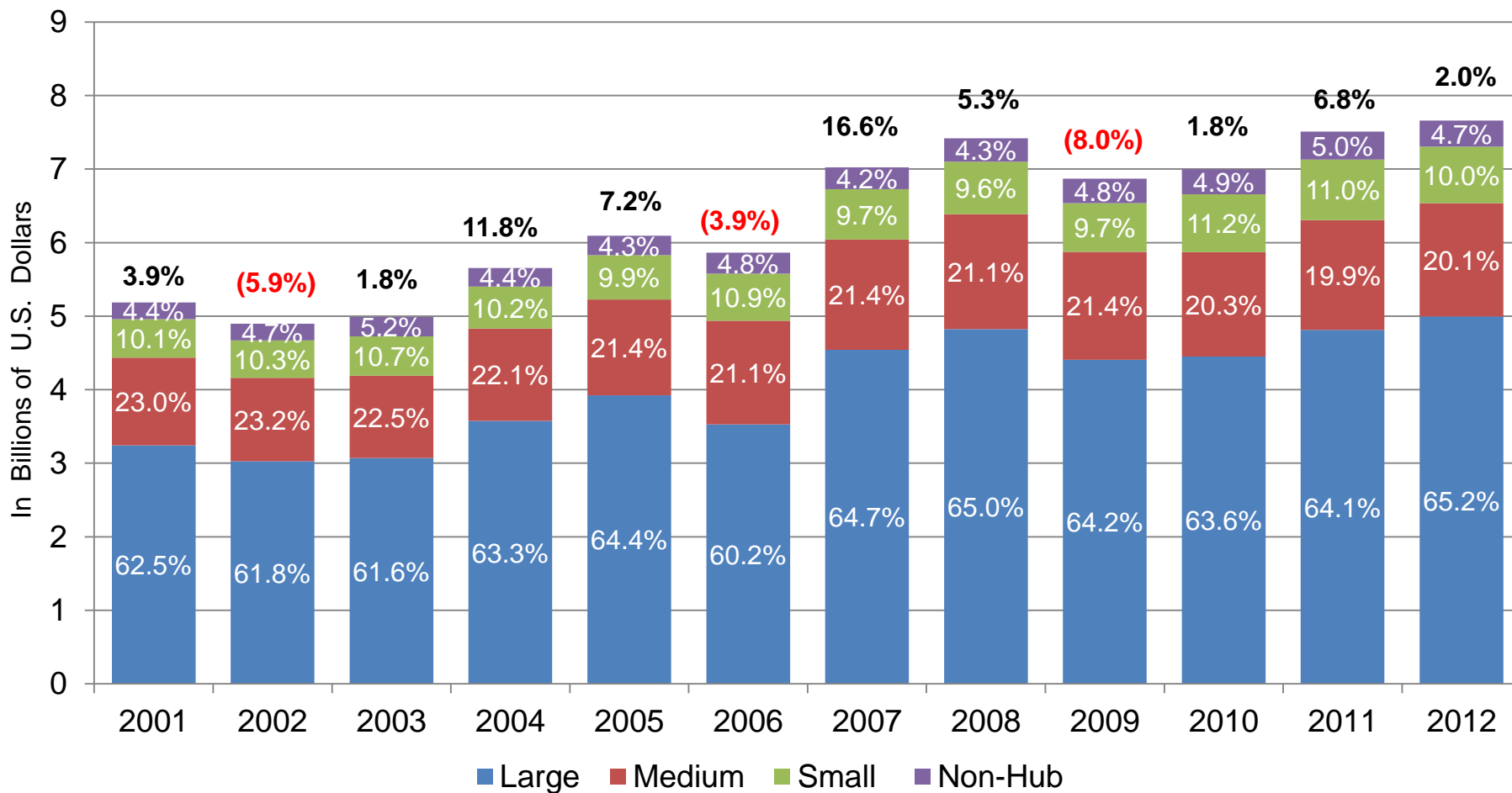


Total Non-Aeronautical Revenues
\$7,556 Million

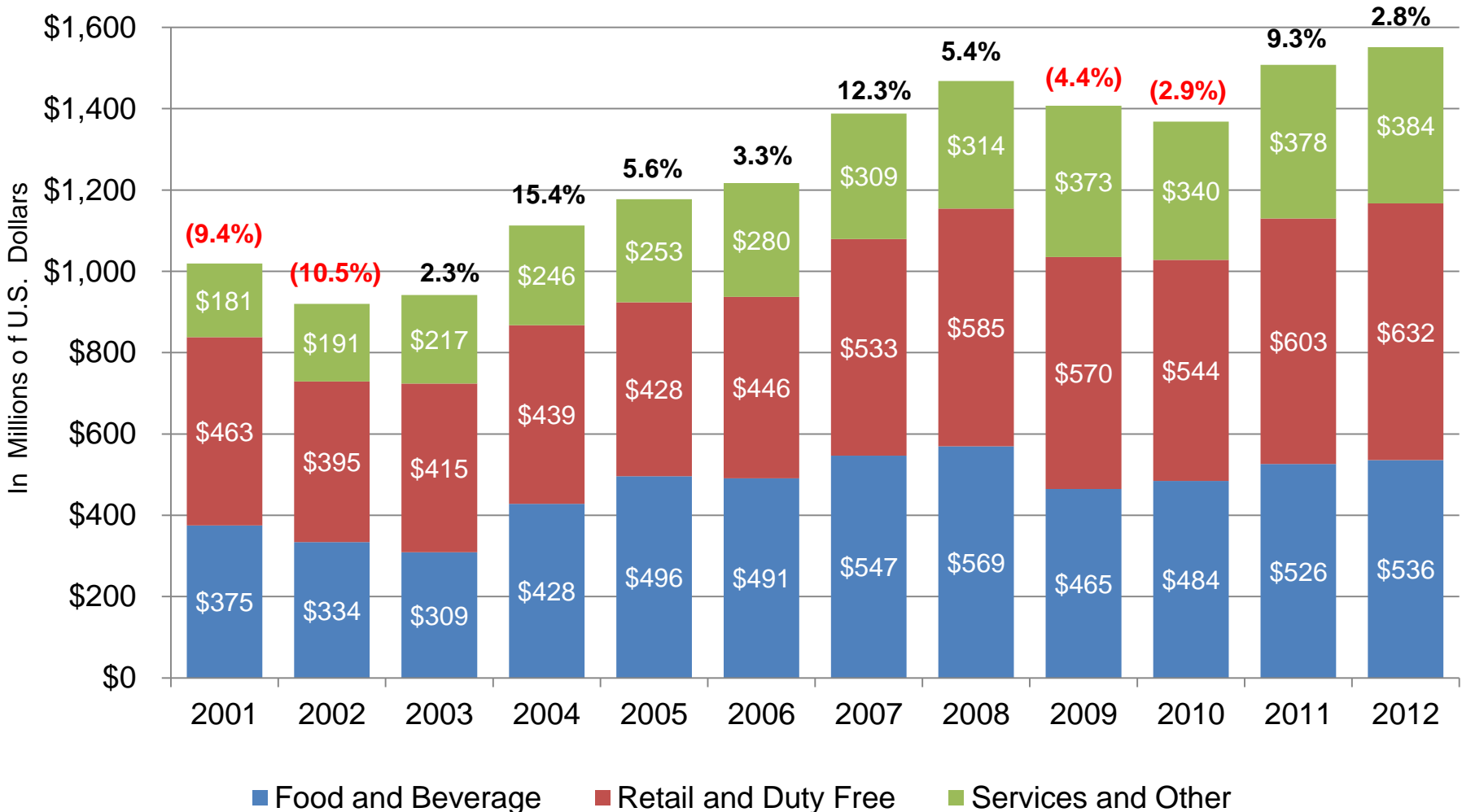


*Includes revenues for services such as telecommunications, internet access, advertising, barbershops, shoeshine stands, spas, and revenues from other non-aeronautical terminal uses not otherwise listed.

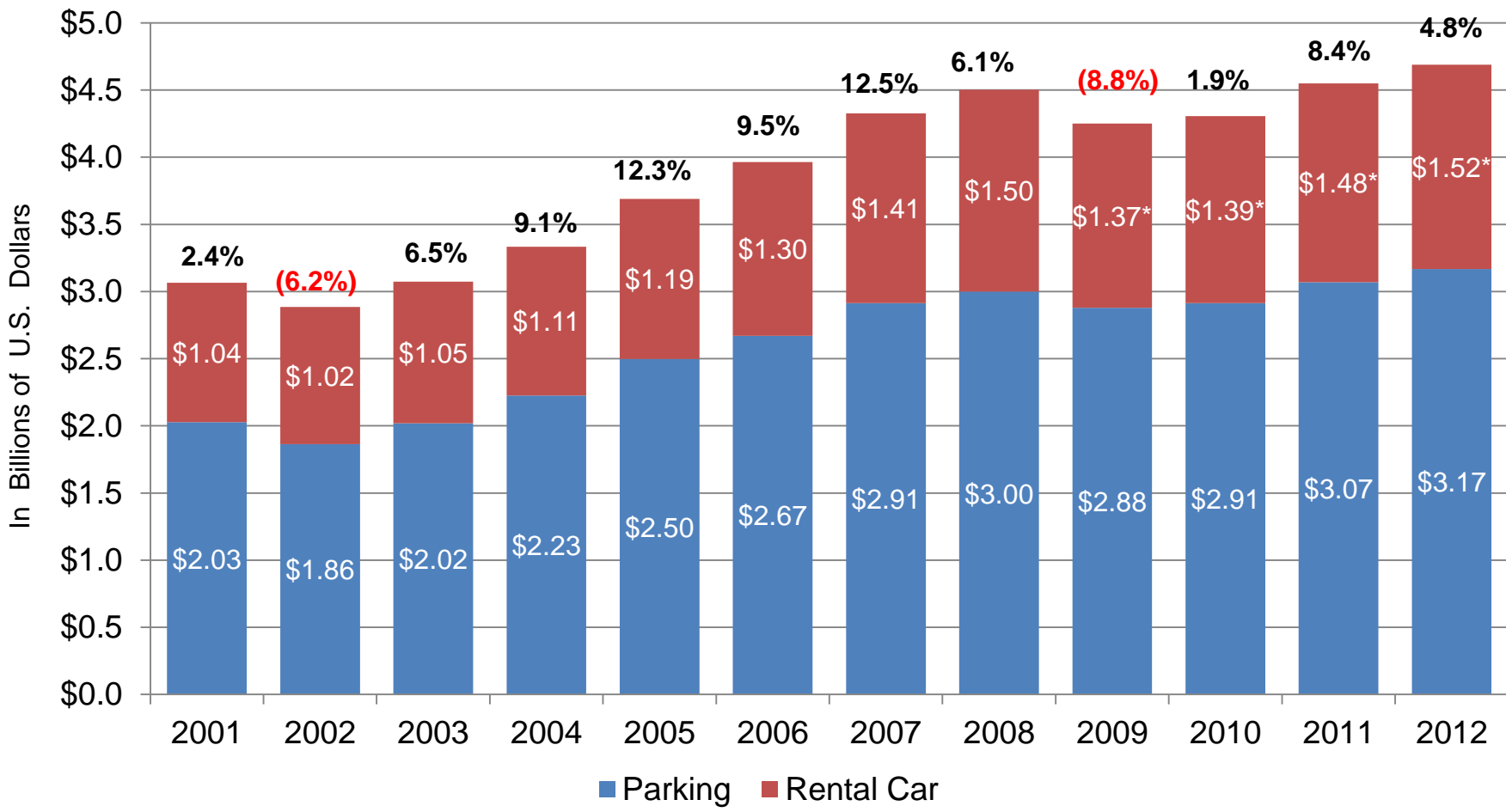
Non-Aeronautical Revenue by Hub Size U.S Airports (2001 – 2012)



Revenue from Terminal Concessions U.S. Airports (2001 – 2012)



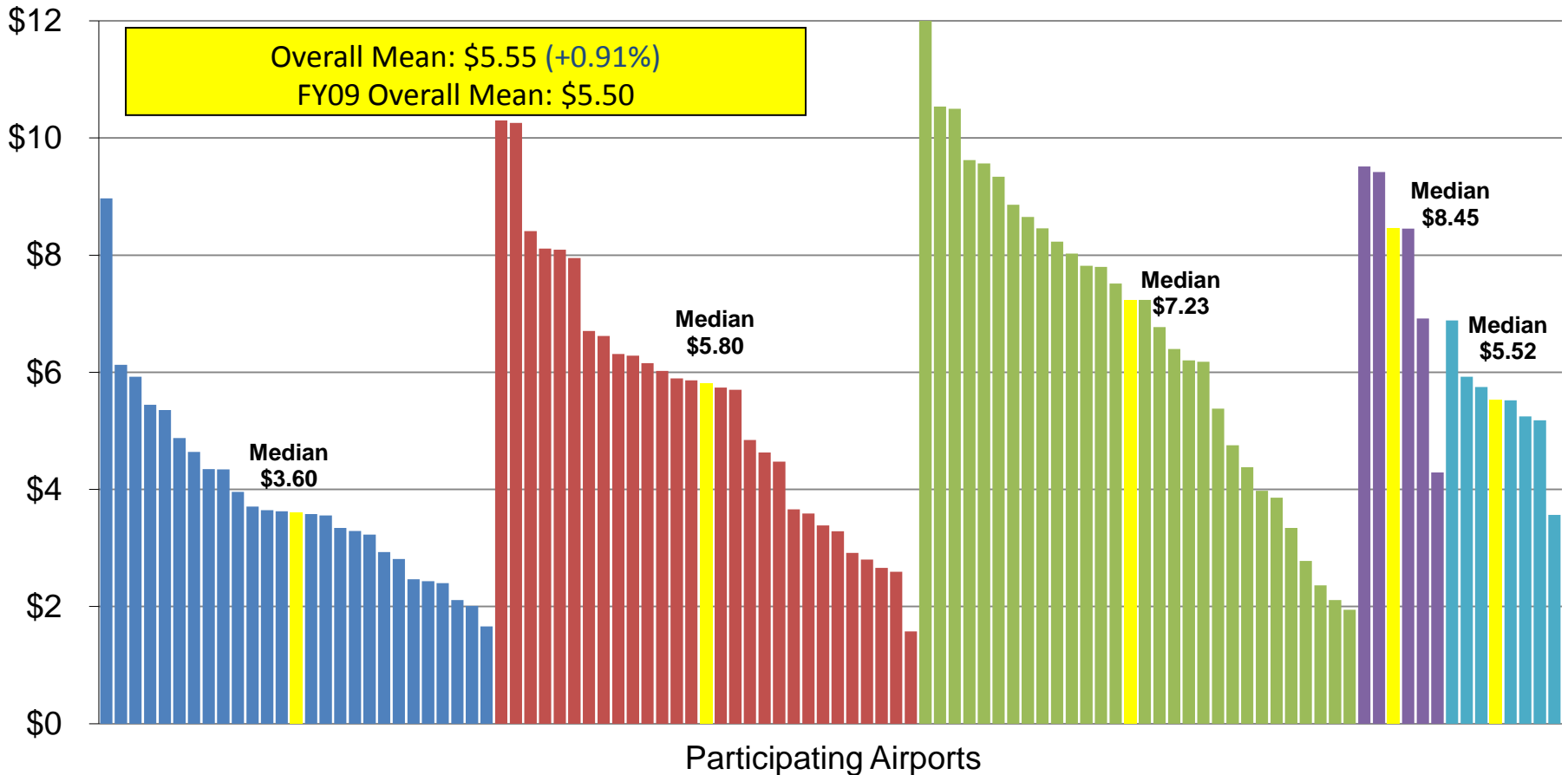
Revenue from Rental Car, Parking & Ground Transportation for U.S. Airports (2001 – 2012) Airport Focus



* 2009 -2012 - Excludes customer facility charges

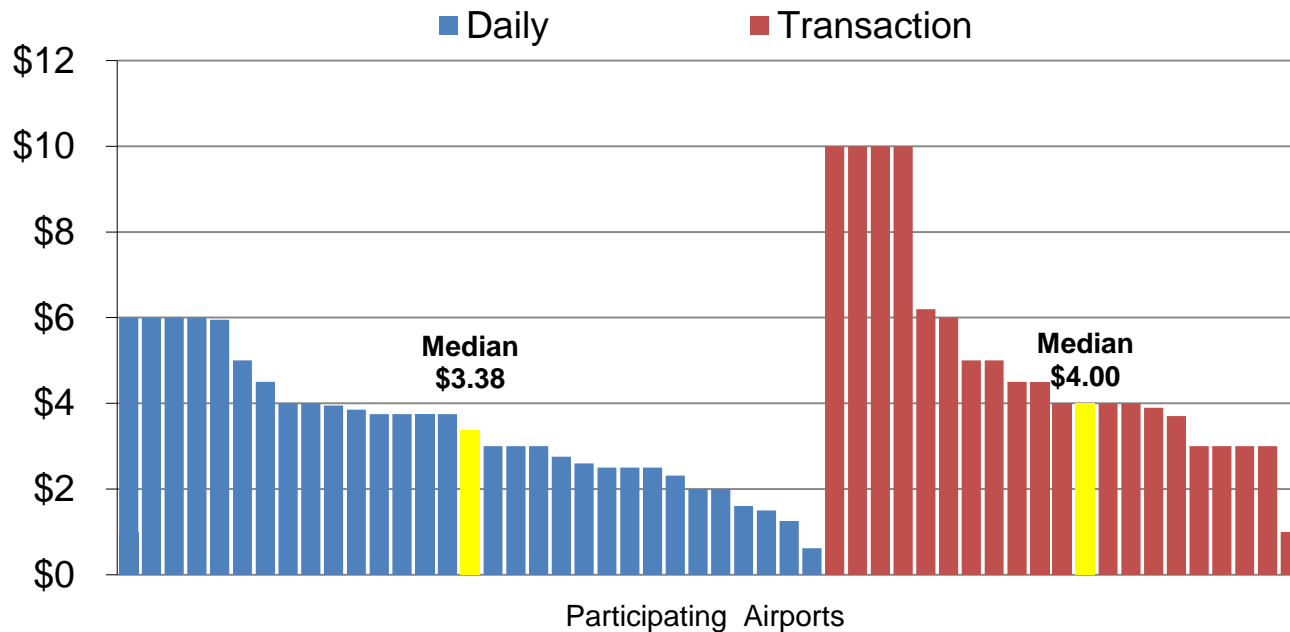
Public Parking & Ground Transportation Revenue Per Enplanement (FY10)

■ Large Hub
 ■ Medium Hub
 ■ Small Hub
 ■ Non-Hub
 ■ Canadian



Rental Car Customer Facility Charge (CFC)

- CFCs may be assessed on a per-transaction basis (i.e., as a one-time fee for each rental car contract) or on a per-transaction-day basis (i.e., as a fee charged for each day the rental car contract is in effect).

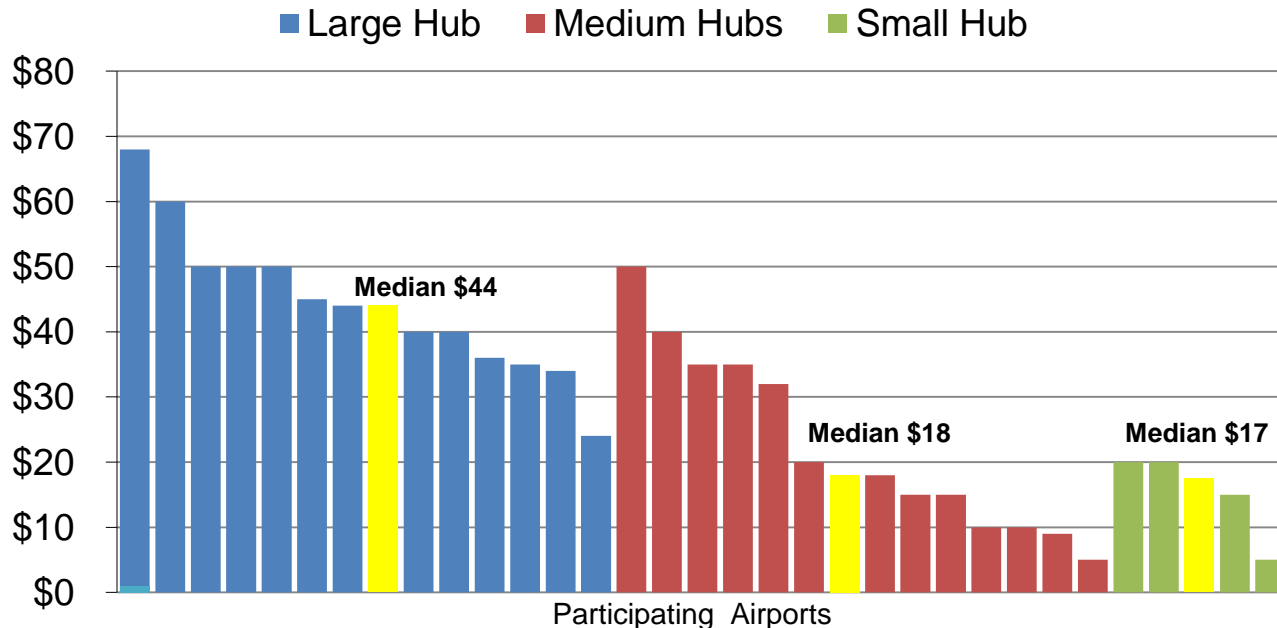


- A CFC is collected at some airports by each rental car concessionaire from its customers and used to pay all or a portion of the operating and capital costs of a consolidated rental car area or structured facility, and may include the cost of transportation to the terminal.
- **48% (46 out of 96)** have an airport consolidated Rental Car Facility.
- **52% (50 out of 96)** use Customer Facility Charge (CFC) to pay the Rental Car Facility.

ACI-NA Committee Discussion Forums provide members instant access to their peers and serve as an informal survey tool. Below is a recent survey summary:

TSA & Employee Car Parking

- **74% (29 out of 39)** airports charge for tenant employee car parking.
- **31% (12 out of 29)** airports charge TSA for car parking.
- Majority of airports charge their tenants different rates, depending who they are employed by.
- Median monthly tenant parking employee cost by hub size:



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