

**City of Phoenix Aviation Department Business Information Meeting for the
Northwest Air Cargo Development
Q & A
October 12, 2022**

Q: The Attendees are hidden in the WebEx system. Will the full attendee list be made available?

A: Yes, it will be provided along with the presentation.

Q: What is the estimated CapEx?

A: There is no estimate from PHX. It is intended that the Respondent identify the estimated CapEx in their proposal response.

Q: Will today's presentation be available for download?

A: The presentation will be provided to all attendees.

Q: Will there be a diligence period for the ground lease to conduct the environmental studies and remediation?

A: Presently the estimated time to complete the environmental studies and remediation will be completed within the 18-month construction period. PHX believes that these items can be completed in conjunction with plan approval and permitting.

Q: Has the site been reviewed under NEPA and what was the finding?

A: The site has not been reviewed under NEPA.

Q: Can you confirm the dates for the RFP release and anticipated start date of construction?

A: RCS is scheduled to be released on October 27, 2022. Council approval to award the contract is scheduled for May 2023.

Q: Which party (airport or developer) would seek the NEPA review from the FAA?

A: The Airport (PHX) would seek NEPA approval.

Q: Will the airport provide tenant information/rent rolls (e.g. leased area, rental rates, lease expirations, etc.) for the existing buildings in the south and west cargo areas?

A: Attached is the rates and charges which set rent rates for the two cargo facilities. Current cargo tenant lease area, by location and square foot, and agreement expirations, see images below.

Q: Is the Respondent required to submit a fixed price in January? (Demo / construction / committed financing costs*)

A: Total estimated capital cost by a respondent is expected as part of the submittal package.

Q: Who is responsible for demolition of existing buildings?

A: Successful respondent will be responsible for existing building demo.

Q: Can the rent roll and existing tenant information be included with the issuance of the RCS?

A: Yes, it will be included.

Q: Are there any plans to demolish any of the existing buildings in the south and west cargo areas for other uses/airport expansion/runway/etc.?

A: In West Air Cargo, one half of one building is scheduled to be removed to make room for Taxiway Uniform, a new north/south crossfield taxiway. The tenant's that are being displaced by this work are being relocated as part of the project and not dependent on the NW Cargo Development project. With the demand for space to support future cargo growth at PHX, it is not anticipated that occupancy of the new cargo building will be delayed. No other buildings are scheduled for removal to support airport growth.



PHOENIX SKY HARBOR
INTERNATIONAL AIRPORT



RATES & CHARGES
FISCAL YEAR 2022-23
Effective July 1, 2022 thru June 30, 2023

Landing Fees

| | | | |
|--------------------------|---------|---|-----------------------------------|
| Aircraft over 12,500 lbs | \$ 1.85 | ➔ | Per 1000 lbs gross landing weight |
|--------------------------|---------|---|-----------------------------------|

Aircraft Overnight Parking Fees

| | | | |
|--------------------------|----------|---|----------------|
| Aircraft over 12,500 lbs | \$ 80.00 | ➔ | Per Occurrence |
|--------------------------|----------|---|----------------|

Exclusive Space

| | |
|---|-----------|
| All Terminals | \$ 123.00 |
| West Air Cargo | \$ 12.96 |
| West Air Cargo GSE bays <i>(Includes \$1.80 Surcharge)</i> | \$ 14.76 |
| South Air Cargo | \$ 17.28 |

Rates based on per square foot
per year for exclusive space

EDS Bag Screening Fee

| | | | |
|--|---------|---|---------|
| Terminal 3 Terminal 4 International & Int'l Recheck | \$ 1.59 | ➔ | Per Bag |
|--|---------|---|---------|

Common Use

| | |
|--|-----------|
| Ticket Area Only <i>(4 Ticket agent positions per operation)</i> | \$ 33.00 |
| Ticket Area - additional <i>(2 Ticket agent positions per hour)</i> | \$ 6.00 |
| Gate Area Only <i>(includes hold room area and loading bridge per operation)</i> | \$ 184.00 |
| Ticket & Gate Area <i>(includes 4 ticketing positions, hold room and loading bridge per operation)</i> | \$ 217.00 |
| Full Service <i>(includes ticket area, gate area, loading bridges and related joint use space) per use</i> | \$ 650.00 |
| Federal Inspection Service (FIS) Fee <i>(per deplaned passenger) - if applicable</i> | \$ 4.00 |

Operational Fee Surcharges

| | |
|--|-----------|
| Exceed Time Allotment at Gate | \$ 300.00 |
| Gate Use without Prior Airport Operations Authorization | \$ 300.00 |
| Failure to Use Gate without Prior Notice to Airport Operations | \$ 300.00 |

West Air Cargo Buildings A, B, and C Tenant Markup with Square Footage and Term

| | | 41 | 40 | 39 | 38 | 37 | 36 | 35 | 34 | 33 | 32 | 31 | 30 | 29 | 28 | 27 | 26 | 25 | 24 | 23 | 22 | 21 | 20 | 19 | 18 | 17 | 16 | 15 | 14 | 13 | 12 | 11 | 10 | 9 | 8 | 7 | 6 | 5 | 4 | 3 | 2 | 1 |
|---|-----------------------------|----|----|----|----|----|----|----|----|----|----|----|----|----|--------------|----|----|----|----|-----------------------------|----|----|----|----|----|----|----|----|----|---------------------------------|----|----|----|---|---|---|---|---|---|---|---|---|
| C | American Airlines Cargo | | | | | | | | | | | | | | PHX Facility | | | | | Southwest Airlines Cargo | | | | | | | | | | Worldwide Flight Services (WFS) | | | | | | | | | | | | |
| | 23,040 SF month-to-month | | | | | | | | | | | | | | | | | | | 23,040 SF month-to-month | | | | | | | | | | 22,734 SF 2/2025 | | | | | | | | | | | | |

| | | 26 | 25 | 24 | 23 | 22 | 21 | 20 | 19 | 18 | 17 | 16 | 15 | 14 | 13 | 12 | 11 | 10 | 9 | 8 | 7 | 6 | 5 | 4 | 3 | 2 | 1 |
|---|----------------------------|-----------------------------|----|----|----|----|-------------------|----|---------|----------------|----|---------|----|---------------------|----|----|----|----|---|---|---|---|---|---|---|---|---|
| B | 9,600 SF month-to-month | 10,560 SF month-to-month | | | | | GSE | | Storage | Aircraft MX | | Storage | | 11,520 SF 2/2025 | | | | | | | | | | | | | |
| | Swissport Cargo | DHL | | | | | Swissport Fueling | | Storage | ABX Air (ATI) | | TSA | | WFS | | | | | | | | | | | | | |

| | | 26 | 25 | 24 | 23 | 22 | 21 | 20 | 19 | 18 | 17 | 16 | 15 | 14 | 13 | 12 | 11 | 10 | 9 | 8 | 7 | 6 | 5 | 4 | 3 | 2 | 1 |
|---|-----------------------------|-----|----|-----|----|-----------------|----|--------|----|----------------|----|--------------|----|----------------|---------|------------|--------|-----|--------|---|---|---|---|---|---|---|---|
| A | Peak Supply Chain Solutions | GSE | | WFS | | UTIL RM 960 | | Oxford | | Delta Airlines | | PHX Facility | | Delta Hawaiian | Storage | | Vacant | | United | | | | | | | | |
| | 11,520 SF 02/2026 | GSE | | GSE | | GSE WSH RAC 960 | | GSE | | GSE | | Storage | | 760 | | GSE RR 480 | | GSE | | | | | | | | | |

South Air Cargo Tenant Markup with Square Footage and Term

| | | 46 | 45 | 44 | 43 | 42 | 41 | 40 | 39 | 38 | 37 | 36 | 35 | 34 | 33 | 32 | 31 | 30 | 29 | 28 | 27 | 26 | 25 | 24 | 23 | 22 | 21 | 20 | 19 | 18 | 17 | 16 | 15 | 14 | 13 | 12 | 11 | 10 | 9 | 8 | 7 | 6 | 5 | 4 | 3 | 2 | 1 |
|-----------------------------|--|----|----|----|----|----|----|----|----|----|----|-----|-----------|----|----|----|----|-----------|----|-----------|----|-----------------------------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|---|---|---|---|---|---|---|---|---|
| UNITED PARCEL SERVICE | | | | | | | | | | | | CBP | UPS | | | | | FEDEX | | UPS | | FEDERAL EXPRESS | | | | | | | | | | | | | | | | | | | | | | | | | |
| 33,995 SF month-to-month | | | | | | | | | | | | | 13,390 SF | | | | | 11,796 SF | | 10,868 SF | | 95,744 SF month-to-month | | | | | | | | | | | | | | | | | | | | | | | | | |