2017 GOALS

• Maximize the asset of the airport for the region and state

• Enhance marketability

• Increase service capabilities

• Translate public sector support into private sector investment
2017 – MAJOR CAPITAL IMPROVEMENT PROJECTS

- Apron Rehabilitation (Phase 2)
- Runway 2-20 Rehabilitation (South End)
- Airport Road Rehabilitation
- Removal of EJ&E Bridge
- Construction of Customs Facility (in progress)
- Airport Landscaping (in progress)
APRON REHABILITATION – PHASE 2 - COMPLETED
APRON REHABILITATION – PHASE 2 - COMPLETED
RUNWAY 2-20 REHABILITATION (SOUTH END)
AIRPORT ROAD REHABILITATION
CLEARING THE RUNWAY FOR OPPORTUNITY

ACCELERATED PRIVATE INVESTMENT

• Investment from the public sector has helped encourage private sector investment.

  o October 2014: B. Coleman opens its $9M state-of-the-art terminal and flight support facility and new Shell Oil-branded fuel supplier

  o July 2014: Gary Jet Center opens new $5M LEED-certified hangar

  o October 2016: B. Coleman announces 7-year, up to $20M expansion plans with an initial investment of $5M by November 2017

  o October 2017: Gary Jet Center’s new $3M terminal and administrative building opens

  o November 2017: B. Coleman’s new 40,000 square foot hangar opens – this is the first of potentially four new hangars over the next 7-years
CLEARING THE RUNWAY FOR OPPORTUNITY

B. Coleman’s new 40,000 square foot hangar
(left image courtesy of NWI Times)

Gary Jet Center’s new business terminal and operations center
CLEARING THE RUNWAY FOR OPPORTUNITY

- GCIA has been home to Boeing’s corporate fleet and international flight operations team since 2001

- In 2016, Boeing renewed its lease at the airport through 2021, with multiple, 5-year options remaining

- Boeing is an important anchor corporate tenant and its now 20-year commitment to GCIA speaks to the airport’s ability to service top-tier corporate clients
NEW CUSTOMS AND BORDER PROTECTION FACILITY

• **Currently:** Incoming international flights must land and clear customs at competing airports before returning to GCIA

• GCIA has received final approval from the U.S. Department of Homeland Security to build a new, on-site General Aviation Customs and Border Protection (CBP)

• **Next Steps**
  - November 29: Lee Companies of Gary was awarded the Construction Management contract
  - December 2017-January 2018: Lee Companies bidding out individual packages
  - December 2017: Contract awarded to Maris and Son, Inc. to repair roof
  - Q2: Anticipated completion of CBP facility
MASTER PLAN UPDATE

• Jacobson Daniels currently developing an updated plan.

• Master Plan Business Expo (Fall 2016)
  - Nearly 70 local businesses attended
  - JD selected based on local involvement on the team

• Master Plan Community meeting (Feb 2017)
  - More than 100 people attended

• Airport forecast study currently under FAA review
NEW WEBSITE

WWW.FLYGYY.COM

GARY/CHICAGO INTERNATIONAL AIRPORT

30 Minutes to Downtown Chicago
AND WE’RE BEING RECOGNIZED

SAMPLE OF NEWS OUTLETS REGULARLY COVERING GCIA
SAMPLE HEADLINES REFLECT GROWTH AND FOCUS

**AINonline**
Gary Airport Eyes a Bigger Share of the Bizav Pie

Expanded Runway in Gary Plays Key Role in Landmark Mission

**AINonline**
Chicagoland FBO in Full Growth Mode

**NWi.com**
Gary airport striving to become ‘Economic Engine’

**Post-Tribune**
New Gary airport flight center aimed at corporate travel

**The Bond Buyer**
Gary, Indiana's Airport Looks to Next Stage

**Post-Tribune**
Improvements mark year for Gary/Chicago airport

Gary airport board approves contract for local construction company to build customs facility
KEY PERFORMANCE INDICATORS

- Fuel flowage
- Landing fees
- Private investment
INCREASED OPERATIONS

Year-Over-Year

• **Near 18% year-over-year increase in operations** when comparing total operations in 2016 to total operations in 2014, the last full year before the extended runway opened
• 25,956 total operations in 2016 compared to 22,029 total operations in 2014

2017 Snap Shot: August – December

• **11% increases in operations from Aug. – Dec.** compared to this timeframe in 2016
• 11,184 total operations from Aug. – Dec. in 2017 compared to 10,057 total operations from Aug. – Dec. in 2016
INCREASED FUEL REVENUE

ALREADY 82% INCREASE THROUGH NOVEMBER

82% revenue increase through Nov. since FYE13

GCIA Fuel Flowage Revenue

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>FYE13</td>
<td>$203,121</td>
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<tr>
<td>FYE14</td>
<td>$225,249</td>
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<tr>
<td>FYE15</td>
<td>$265,628</td>
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<tr>
<td>FYE16</td>
<td>$365,392</td>
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<tr>
<td>FYE17 (as of Nov.)</td>
<td>$370,061</td>
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</tbody>
</table>
INCREASED LANDING FEE REVENUE

ALREADY 149% INCREASE THROUGH NOVEMBER

GCIA Landing Fee Revenue

149% increase through Nov. since FYE13

FYE13: $82,163
FYE14: $69,041
FYE15: $106,773
FYE16: $196,558
FYE17 (as of Nov.): $204,748
LOOKING TO 2018: CONTINUED CAPITAL IMPROVEMENT

• Open Customs Facility

• Complete Landscaping

• MALSR Remediation and Construction

• Runway 12-30 Rehabilitation

• Precision Approaches – GPS to open March 29

• Next Phase of Ramp Reconstruction
LOOKING TO 2018: ENHANCE GCIA’S MARKETABILITY

Promote assets and achievements to drive growth and revenue

- Proximity to downtown Chicago and northwest Indiana
- Extended runway
- Two best-in-class FBOs
- On-site fuel capacity
- Enhanced logistical capabilities
- Anticipated opening of new on-site CBP facility in early-2017

Increase marketing to support strategic goals

Launch updated website

2018 GCIA Road Show