

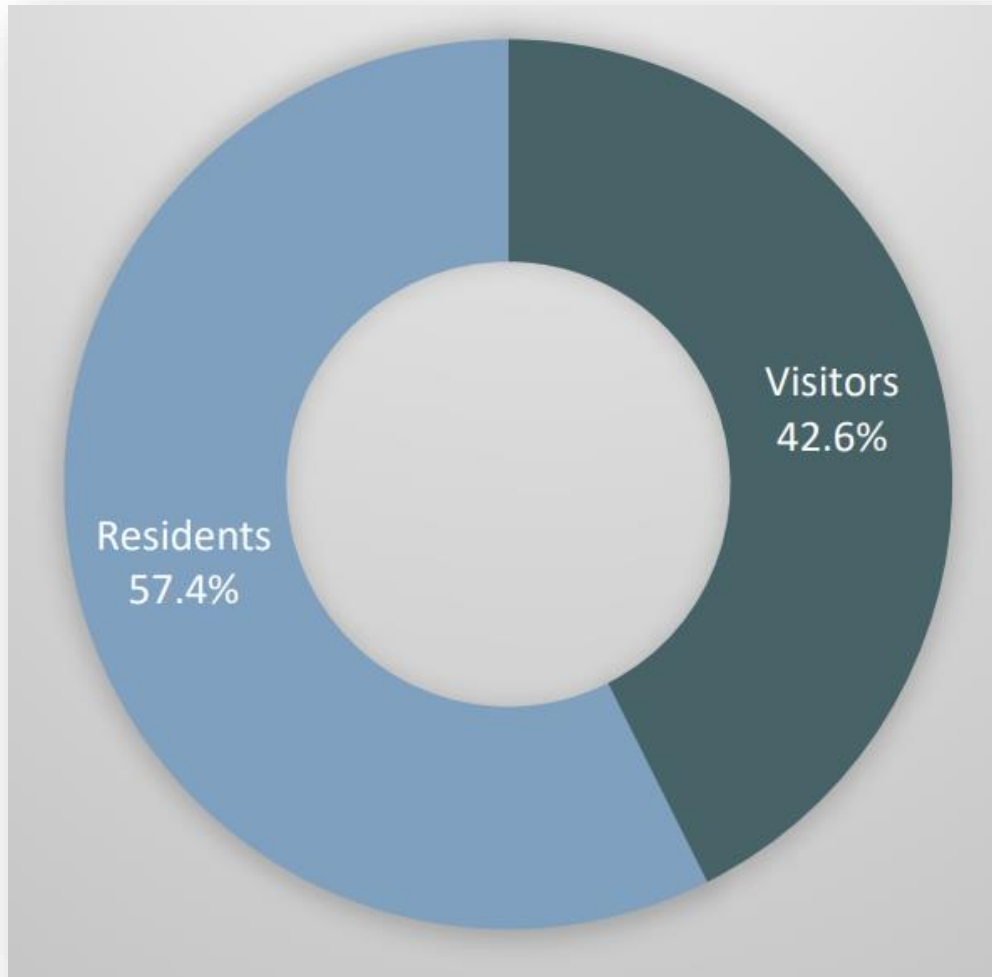
New Terminal Funding Presentation





Des Moines Airport Authority Iowa's Airport

- ▶ The state's largest airport
- ▶ A gateway and hub for commerce
- ▶ 65% of Iowa's commercial traffic and 55% of air cargo
- ▶ Independent from City of Des Moines since 2011
- ▶ Not supported by property taxes



57.4% Originate in DSM's Catchment Area

42.6% are visitors

*Data from YE 2Q2018

TOP ZIPS USING DSM

Market Share Report (DSM Volume Sort); #1-35

Rank	Zip	Location	Miles From DSM	Pax Using DSM	Pax Using All Ports	DSM Share	DSM Leakage	Pax Using MCI	MCI Share	Pax Using OMA	OMA Share	Pax Using MSP	MSP Share
1	50265	WEST DES MOINES, IA	4	36,859	38,846	94.9%	5.1%	897	2.3%	781	2.0%	-	0.0%
2	50266	WEST DES MOINES, IA	7	35,908	38,433	93.4%	6.6%	1,098	2.9%	1,056	2.7%	-	0.0%
3	50322	URBANDALE, IA	8	31,241	33,468	93.3%	6.7%	922	2.8%	893	2.7%	-	0.0%
4	50131	JOHNSTON, IA	11	28,964	31,373	92.3%	7.7%	955	3.0%	977	3.1%	-	0.0%
5	50023	ANKENY, IA	14	27,634	30,289	91.2%	8.8%	1,040	3.4%	1,001	3.3%	-	0.0%
6	50325	CLIVE, IA	9	26,567	28,605	92.9%	7.1%	866	3.0%	877	3.1%	-	0.0%
7	50263	WAUKEE, IA	12	23,558	25,949	90.8%	9.2%	998	3.8%	1,107	4.3%	-	0.0%
8	50323	URBANDALE, IA	9	22,062	23,710	93.0%	7.0%	695	2.9%	723	3.0%	-	0.0%
9	50021	ANKENY, IA	14	21,211	25,054	84.7%	15.3%	700	2.8%	659	2.6%	-	0.0%
10	50310	DES MOINES, IA	6	20,779	21,933	94.7%	5.3%	505	2.3%	438	2.0%	-	0.0%
11	50312	DES MOINES, IA	3	20,398	21,292	95.8%	4.2%	402	1.9%	339	1.6%	-	0.0%
12	50315	DES MOINES, IA	2	17,328	17,993	96.3%	3.7%	306	1.7%	238	1.3%	-	0.0%
13	50010	AMES, IA	35	16,622	24,003	69.2%	30.8%	1,232	5.1%	1,568	6.5%	-	0.0%
14	50317	DES MOINES, IA	8	14,889	16,814	88.6%	11.4%	349	2.1%	294	1.7%	-	0.0%
15	50014	AMES, IA	35	14,685	18,457	79.6%	20.4%	1,193	6.5%	1,584	8.6%	-	0.0%
16	50009	ALTOONA, IA	13	14,120	16,556	85.3%	14.7%	458	2.8%	356	2.2%	-	0.0%
17	50125	INDIANOLA, IA	14	13,119	14,592	89.9%	10.1%	831	5.7%	452	3.1%	-	0.0%
18	50320	DES MOINES, IA	5	11,430	11,985	95.4%	4.6%	265	2.2%	186	1.6%	-	0.0%
19	50111	GRIMES, IA	14	10,886	11,913	91.4%	8.6%	419	3.5%	468	3.9%	-	0.0%
20	50211	NORWALK, IA	6	10,863	11,489	94.6%	5.4%	320	2.8%	230	2.0%	-	0.0%
21	50327	PLEASANT HILL, IA	10	10,167	11,617	87.5%	12.5%	280	2.4%	210	1.8%	-	0.0%
22	50321	DES MOINES, IA	1	10,096	10,381	97.3%	2.7%	138	1.3%	104	1.0%	-	0.0%
23	50311	DES MOINES, IA	5	8,123	8,473	95.9%	4.1%	160	1.9%	136	1.6%	-	0.0%
24	50208	NEWTON, IA	35	7,517	12,021	62.5%	37.5%	664	5.5%	391	3.3%	-	0.0%
25	50313	DES MOINES, IA	9	7,498	7,934	94.5%	5.5%	186	2.3%	171	2.2%	-	0.0%
26	50226	POLK CITY, IA	18	7,324	8,122	90.2%	9.8%	303	3.7%	348	4.3%	-	0.0%
27	50003	ADEL, IA	20	7,015	8,270	84.8%	15.2%	486	5.9%	681	8.2%	-	0.0%
28	50316	DES MOINES, IA	6	6,277	6,543	95.9%	4.1%	123	1.9%	98	1.5%	-	0.0%
29	50036	BOONE, IA	40	6,268	10,779	58.2%	41.8%	688	6.4%	580	5.4%	2,666	24.7%
30	50219	PELLA, IA	40	5,439	9,878	55.1%	44.9%	844	8.5%	317	3.2%	-	0.0%
31	50158	MARSHALLTOWN, IA	53	5,078	18,073	28.1%	71.9%	717	4.0%	466	2.6%	3,461	19.1%
32	50273	WINTERSSET, IA	25	5,023	6,525	77.0%	23.0%	734	11.2%	711	10.9%	-	0.0%
33	50309	DES MOINES, IA	4	4,688	4,842	96.8%	3.2%	74	1.5%	64	1.3%	-	0.0%
34	50501	FORT DODGE, IA	72	4,589	17,302	26.5%	73.5%	1,034	6.0%	1,346	7.8%	8,340	48.2%
35	50201	NEVADA, IA	37	4,560	6,663	68.4%	31.6%	330	5.0%	367	5.5%	-	0.0%

Top Airport Users

- ▶ Ames #13 &15
- ▶ Nevada #35
- ▶ Huxley #46
- ▶ Story City #62

Current Status:

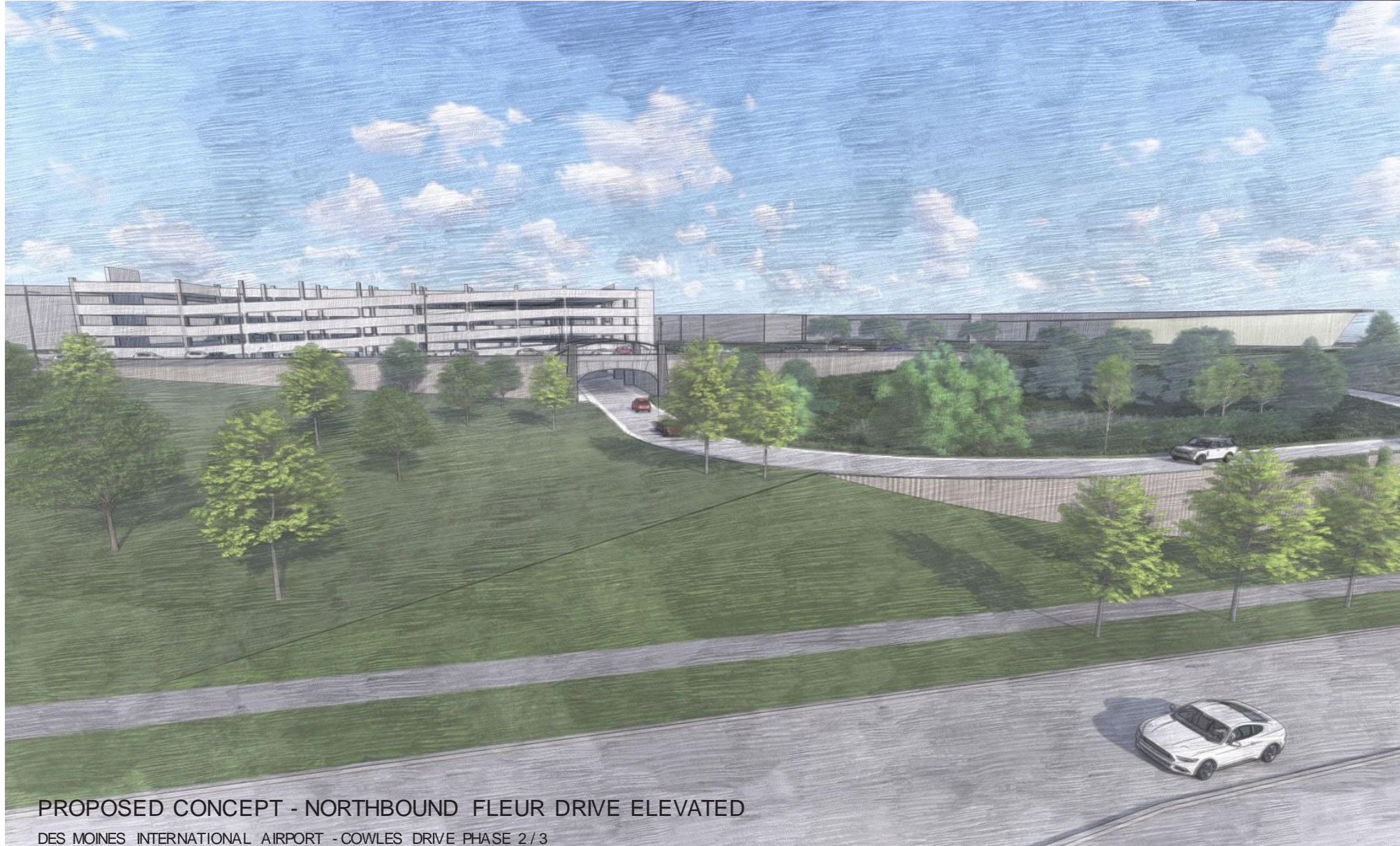


- ▶ The airport has experienced 67% passenger growth over the last 10 years
- ▶ Terminal facilities are severely constrained at peak times
- ▶ Aircraft parking spaces overnight at the terminal are exhausted



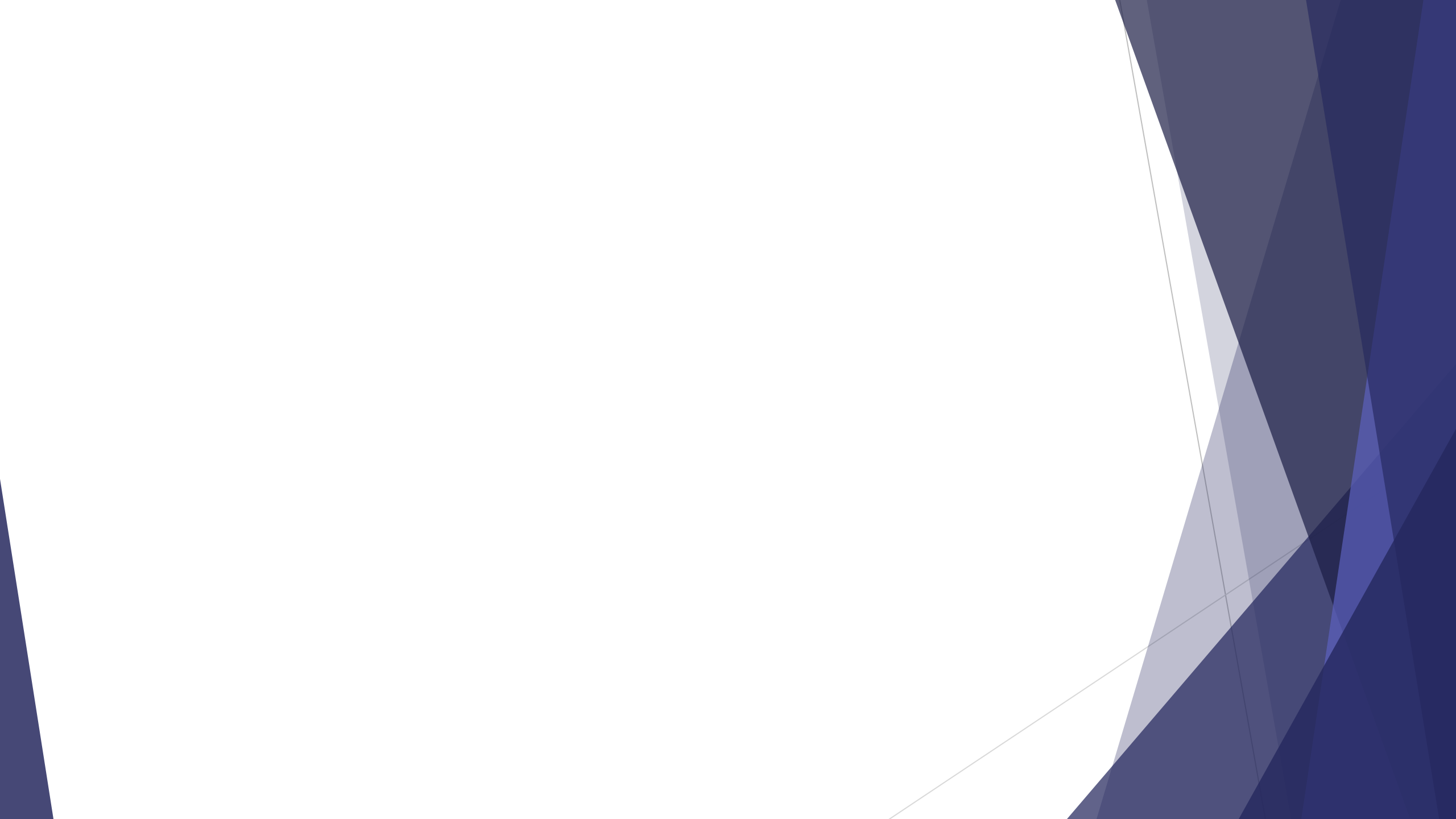
DES MOINES INTERNATIONAL AIRPORT - COWLES DRIVE PHASE 2 / 3





PROPOSED CONCEPT - NORTHBOUND FLEUR DRIVE ELEVATED

DES MOINES INTERNATIONAL AIRPORT - COWLES DRIVE PHASE 2 / 3



BASELINE PROGRAM	ESTIMATE
2018 Construction Estimate	\$241,298,350
OR Recommended Estimate Adjustments	\$42,146,152
Contingency & Soft Costs	\$119,755,302
<i>2018 TOTAL WITH ADJUSTMENTS</i>	<i>\$403,199,804</i>
Escalation from 2018 to Q1 2022 (+20.5%)	\$82,655,960
Escalation from Q1 2022 to Q3 2025 (Midpoint of Construction) (+20%)	\$97,997,107
<i>TOTAL WITH ESCALATION**</i>	<i>\$583,852,871</i>
Concept Refinements (Gates beyond 14, Swing gate(s), offices, etc.)	TBD
<i>TOTAL</i>	<i>TBD</i>

****COST INCLUDES 14 GATES; DOES NOT INCLUDE GARAGE OR ROADWAY**

Summary:

- Demand for gates is increasing
- Peak hour demand is increasing requiring larger spaces
- Demand for Remain Overnight (RON) positions is steady

REQUIRED IN 2032	PREVIOUS FORECAST	CURRENT FORECAST
GATES	14	17
RONs	8	8

FUNDING SOURCES

Airport Reserves/Revenue/ Bonding	\$ 224.0 M
Regional Municipalities/Counties	\$ 30.0 M
State Infrastructure Grants	\$ 58.7 M
Bipartisan Infrastructure Law: <i>Entitlement</i>	\$ 27.0 M
Bipartisan Infrastructure Law: <i>Competitive</i>	-
TOTAL	\$339.7 M

- Funding must cover terminal & other projects *including parking garage expansion*
- Local funding approaching \$30M
- State grants spent by 2026
- BIL competitive grant (5-year program) submitted for FY22
- ***Funding gap remains***





Municipal and County Investment

	Population*	Per Capita	Total	Proposed Payment Schedule			
				2023	2024	2025	2026
Des Moines	214,237	\$50	\$ 10,000,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000
West Des Moines	67,899	\$30	2,036,970	509,243	509,243	509,243	509,243
Ankeny	67,355	\$30	2,020,650	505,163	505,163	505,163	505,163
Urbandale	44,379	\$30	1,331,370	332,843	332,843	332,843	332,843
Waukee	24,089	\$30	722,670	180,668	180,668	180,668	180,668
Johnston	22,582	\$30	677,460	169,365	169,365	169,365	169,365
Altoona	19,221	\$30	576,630	144,158	144,158	144,158	144,158
Clive	17,242	\$30	517,260	129,315	129,315	129,315	129,315
Grimes	14,804	\$30	444,120	111,030	111,030	111,030	111,030
Pleasant Hill	10,019	\$30	300,570	75,143	75,143	75,143	75,143
Bondurant	6,958	\$10	69,580	17,395	17,395	17,395	17,395
Polk City	4,961	\$10	49,610	12,403	12,403	12,403	12,403
Windsor Heights	4,809	\$10	48,090	12,023	12,023	12,023	12,023
Mitchellville	2,258	\$10	22,580	5,645	5,645	5,645	5,645
Elkhart	918	\$10	9,180	2,295	2,295	2,295	2,295
Runnells	504	\$10	5,040	1,260	1,260	1,260	1,260
Alleman	452	\$10	4,520	1,130	1,130	1,130	1,130
Polk County			10,000,000	2,500,000	2,500,000	2,500,000	2,500,000
Dallas County and Cities			2,000,000	500,000	500,000	500,000	500,000
Jasper County and Cities			500,000	125,000	125,000	125,000	125,000
Story County and Cities			2,000,000	500,000	500,000	500,000	500,000
Warren County and Cities			1,000,000	250,000	250,000	250,000	250,000
			<u>\$ 34,336,300</u>				

Authority is flexible on terms of funding

* 2019 population estimate from Census.gov will be used for the per capita calculation



i.e. Letter of Agreement or Resolution

Our Request

	2020 Population	Per Capita	Total Request	Per Year 4 Years
Ames	66,427	\$15	\$996,405	\$249,101
Nevada	6,554	\$10	\$65,540	\$16,385
Huxley	4,633	\$10	\$46,330	\$11,583
Story City	3,221	\$10	\$32,210	\$8,053
Story County			\$859,515	\$214,878