

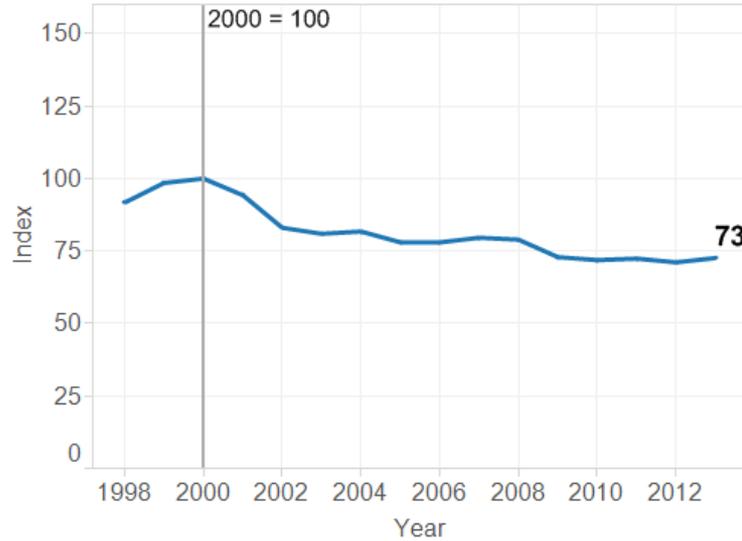
Quality Jobs at the Port of Seattle

Mark Reis
Managing Director
Seattle Tacoma International Airport
February 11, 2014

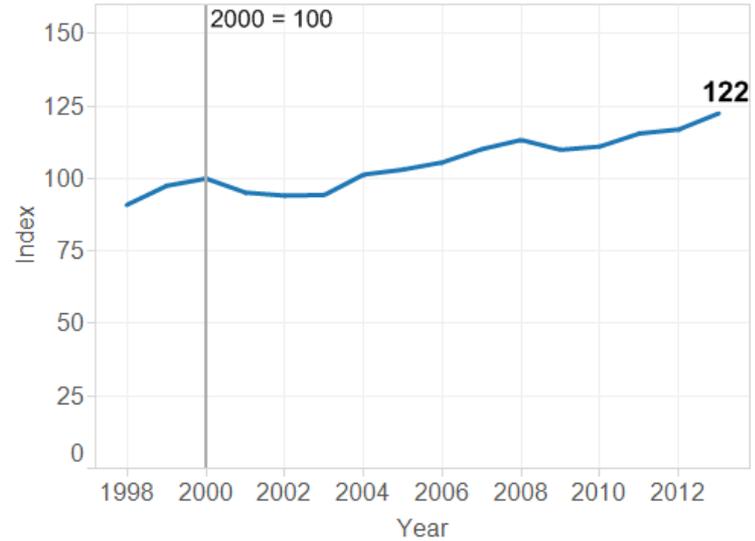


Airport Activity

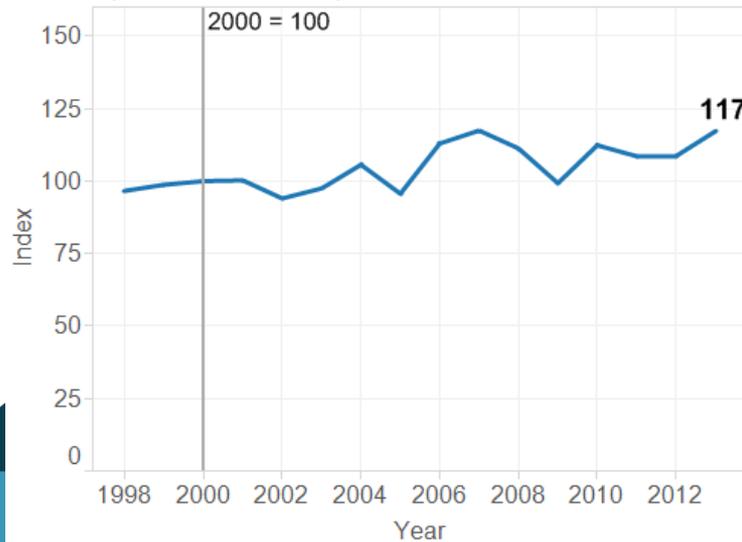
OPERATIONS



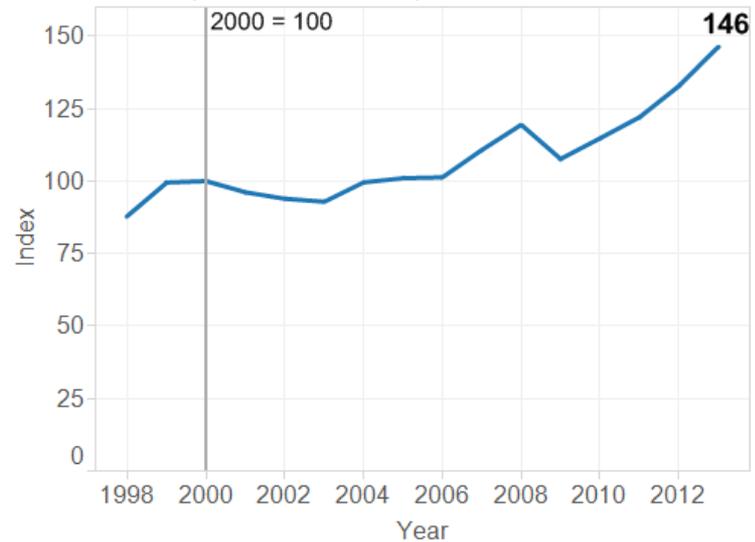
PASSENGERS (ALL)



CARGO (INTERNATIONAL)

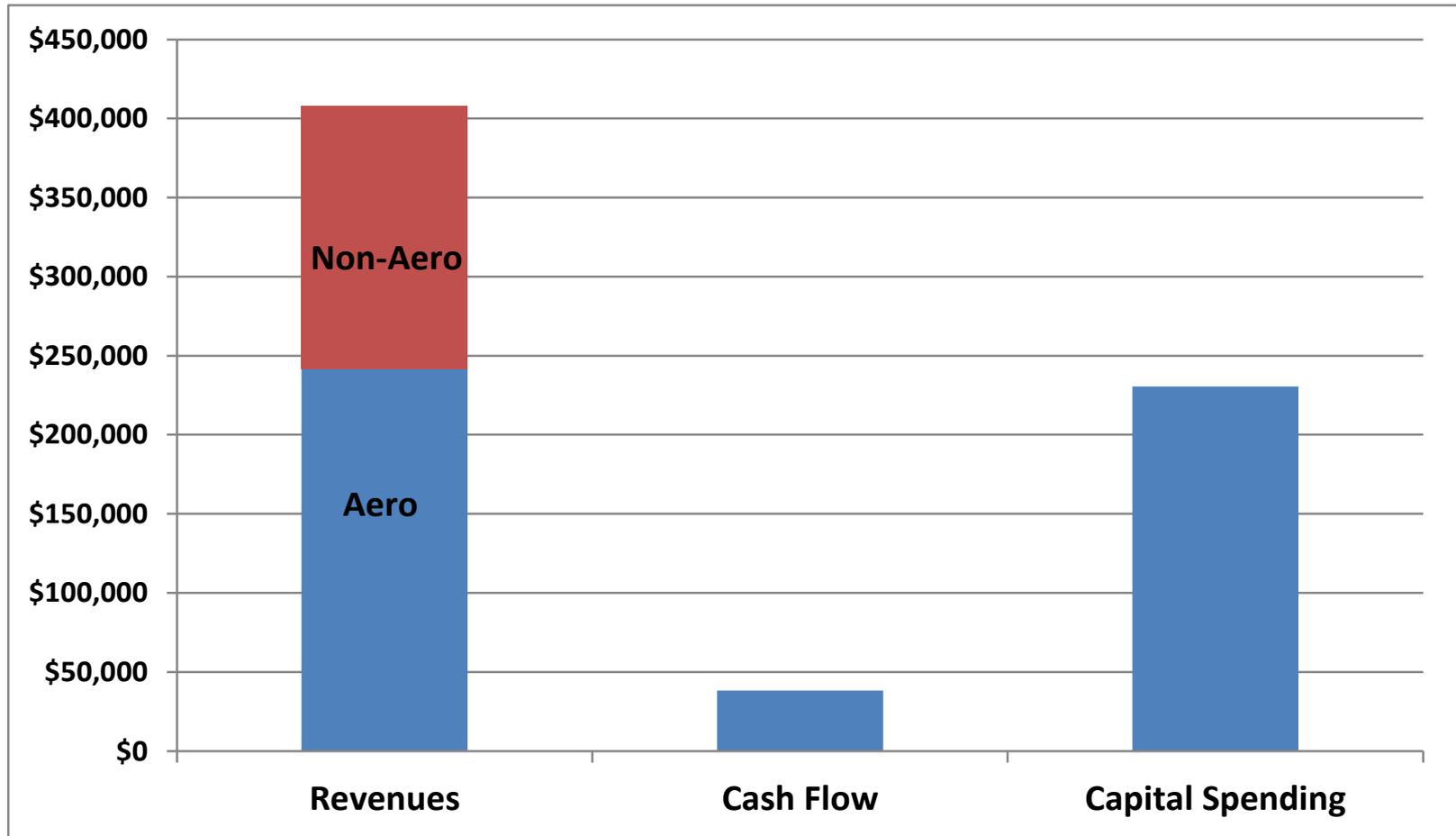


PASSENGERS (INTERNATIONAL)



Airport 2014 Budget Overview

Figures in 000s

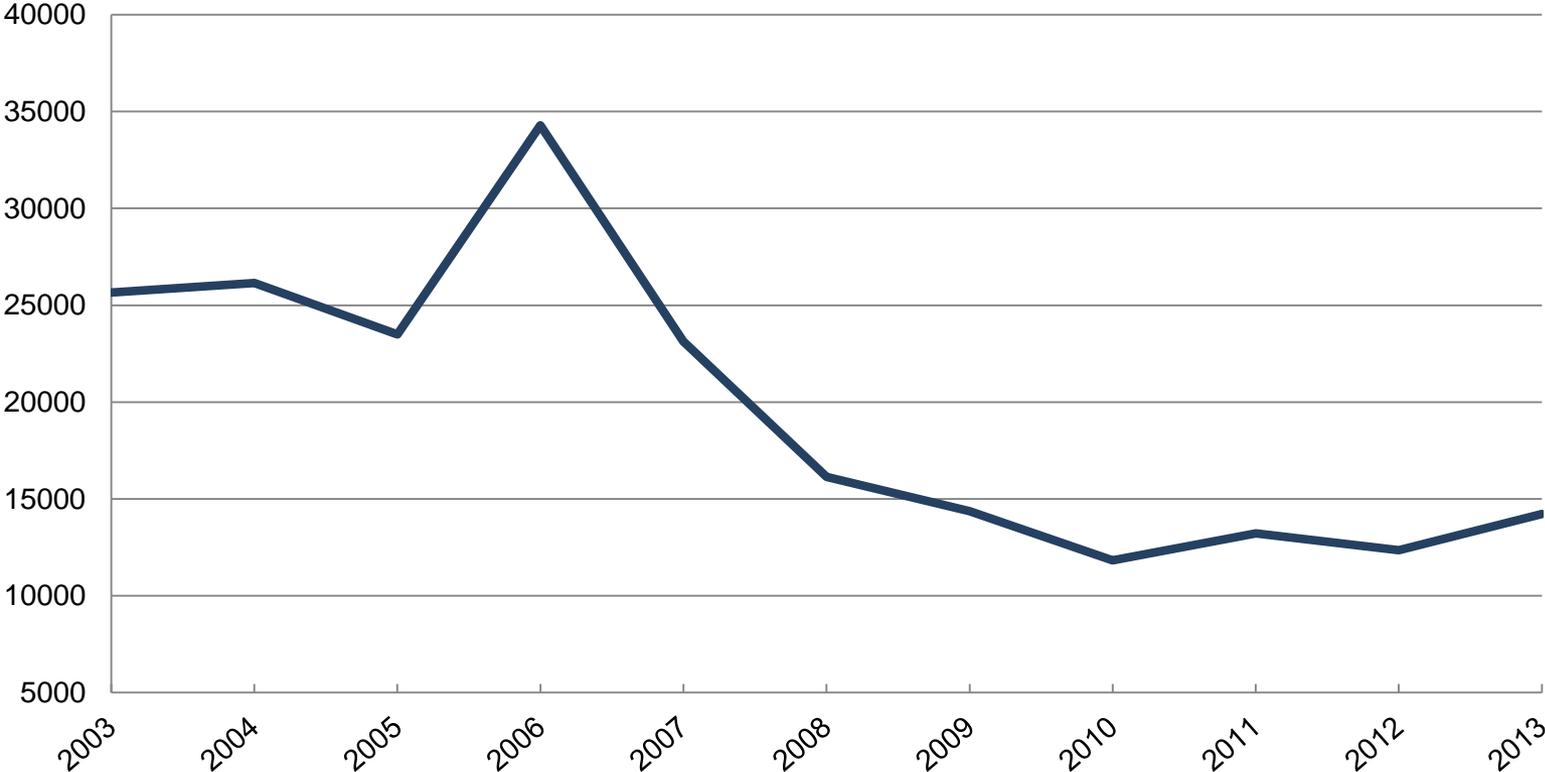


Airport Employment

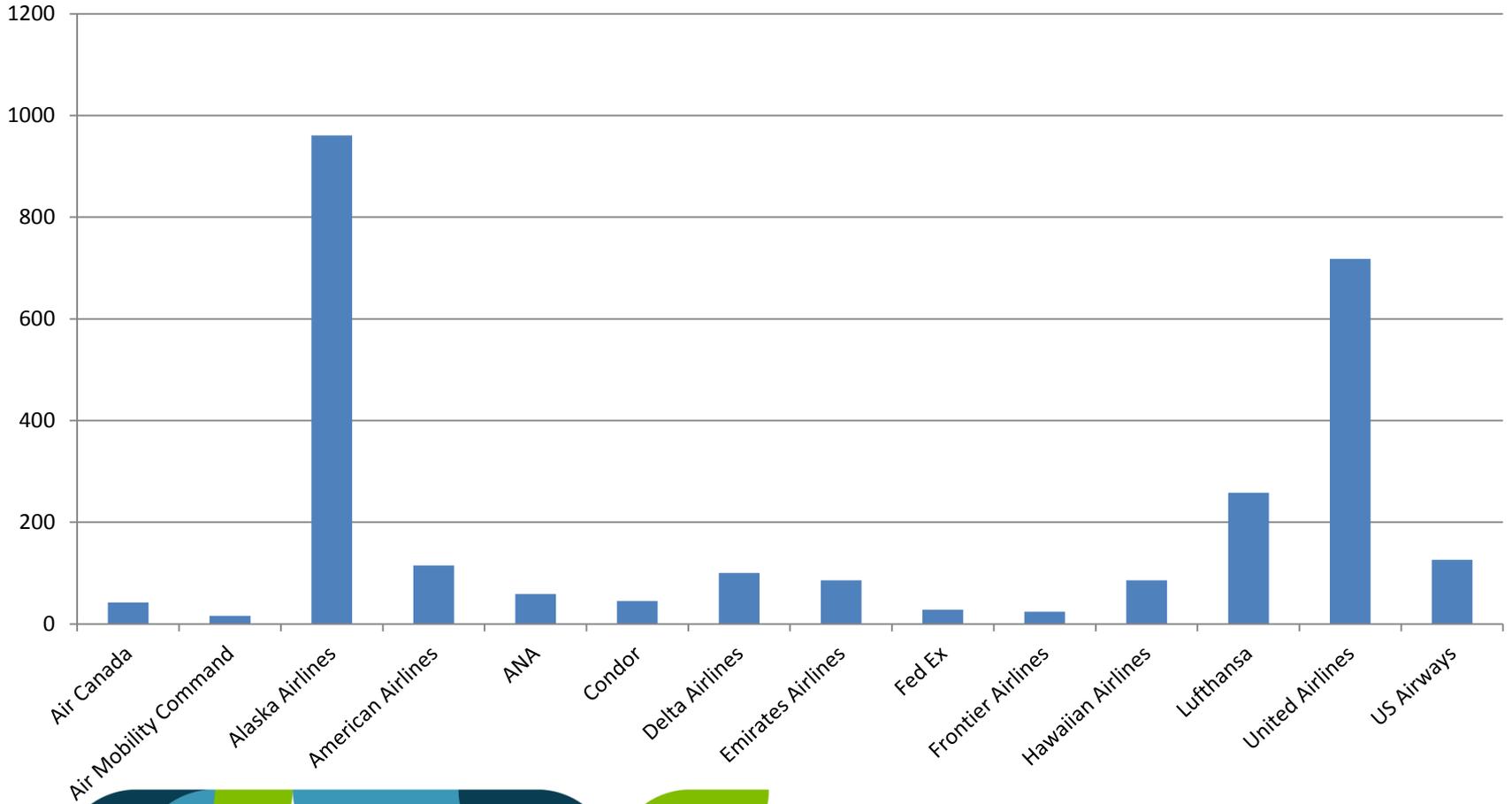
Port of Seattle	~1,100
Airlines	4,200
Airline Contractor	2,901
Concessions	1,861
Government	1,810
Other Badged	2,489
Non-Badged	~1,310
TOTAL	14,871



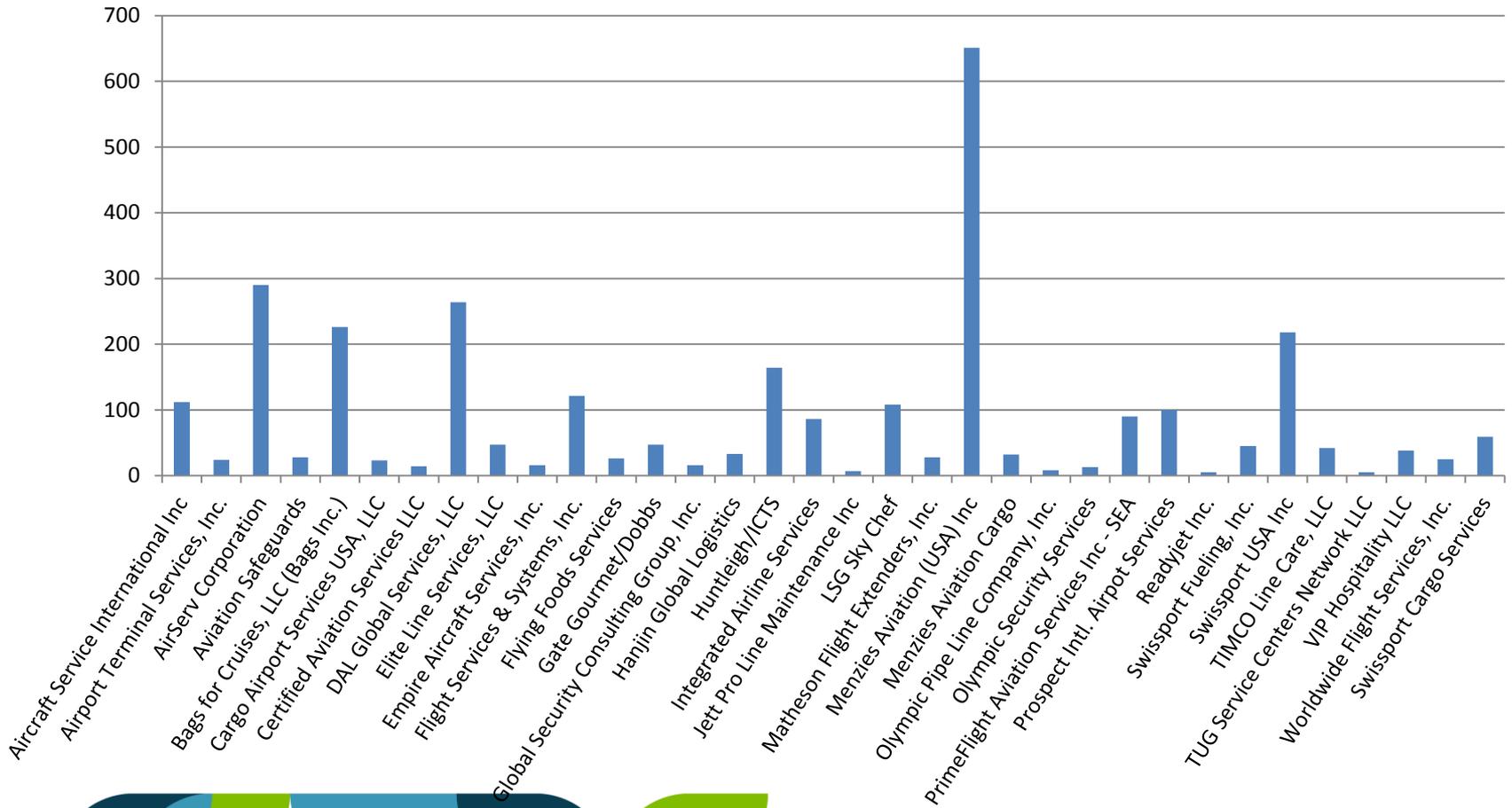
Change in Badged Employees



Contracted Employees by Airline



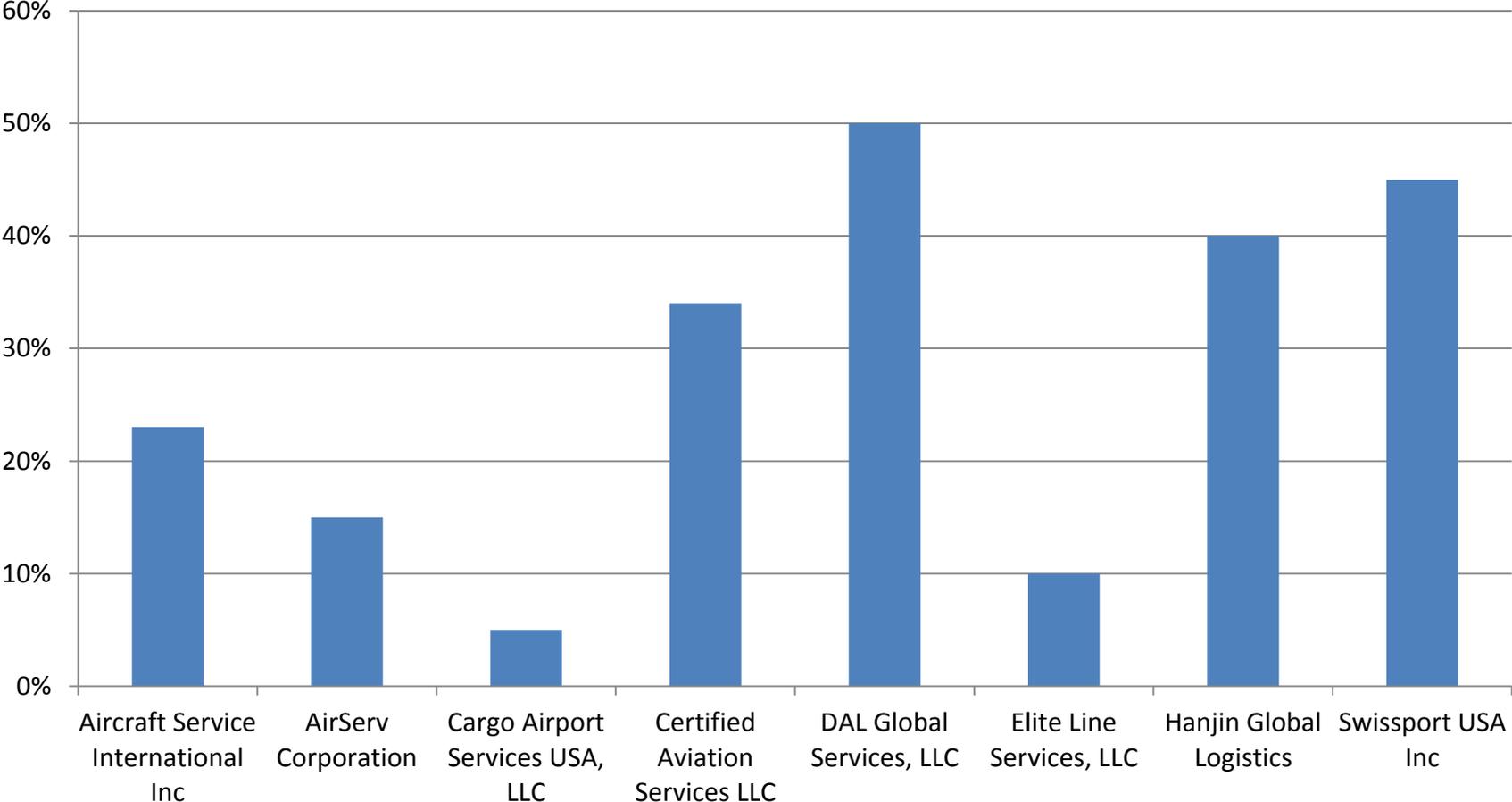
Employees by Aeronautical Service Provider



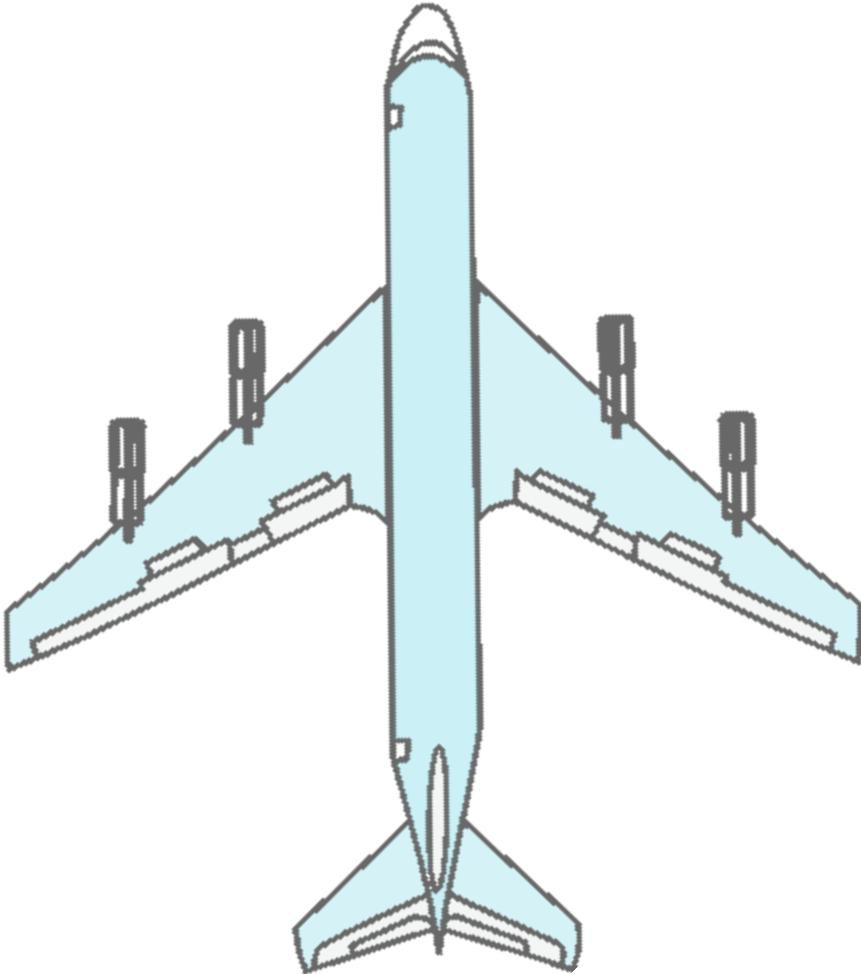
Aeronautical Services Provided

<p>A/C Fueling</p> <ul style="list-style-type: none"> • ASIG • Swissport 	<p>Cabin Cleaning</p> <ul style="list-style-type: none"> • Air Serv • ATS • DGS • FSS • IAS • Menzies • Primeflight • Swissport 	<p>Wheelchairs</p> <ul style="list-style-type: none"> • Air Serv • Aviation • Safeguard Bags Inc. • British • FSS • Huntleigh • Primeflight • Prospect 	<p>Cargo Handling</p> <ul style="list-style-type: none"> • CAS • Hanjin • IAS • Menzies • Primeflight • Swissport • WFS
<p>Ramp Employee</p> <ul style="list-style-type: none"> • Air Serv • ATS • CAS • IAS • Menzies • Swissport 	<p>Catering</p> <ul style="list-style-type: none"> • Flying Foods • Gate Gourmet • LSG 	<p>Bag Delivery</p> <ul style="list-style-type: none"> • Air Serv • Archer Bags Inc. • Swissport 	<p>GSE Repair</p> <ul style="list-style-type: none"> • Air Serv • ATS • ELS • IAS • Menzies • Swissport • TUG

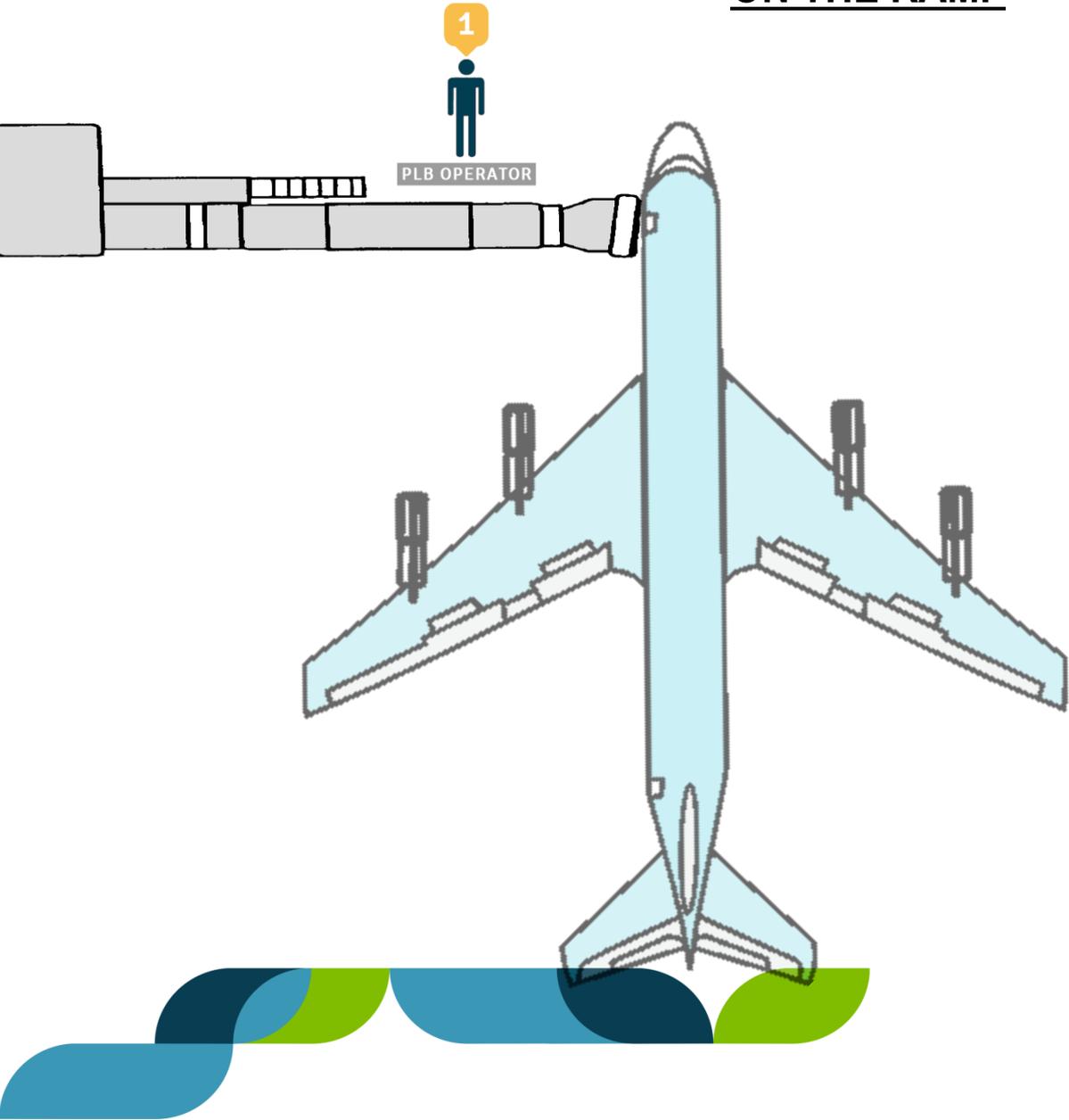
Employee Turnover -- Sample



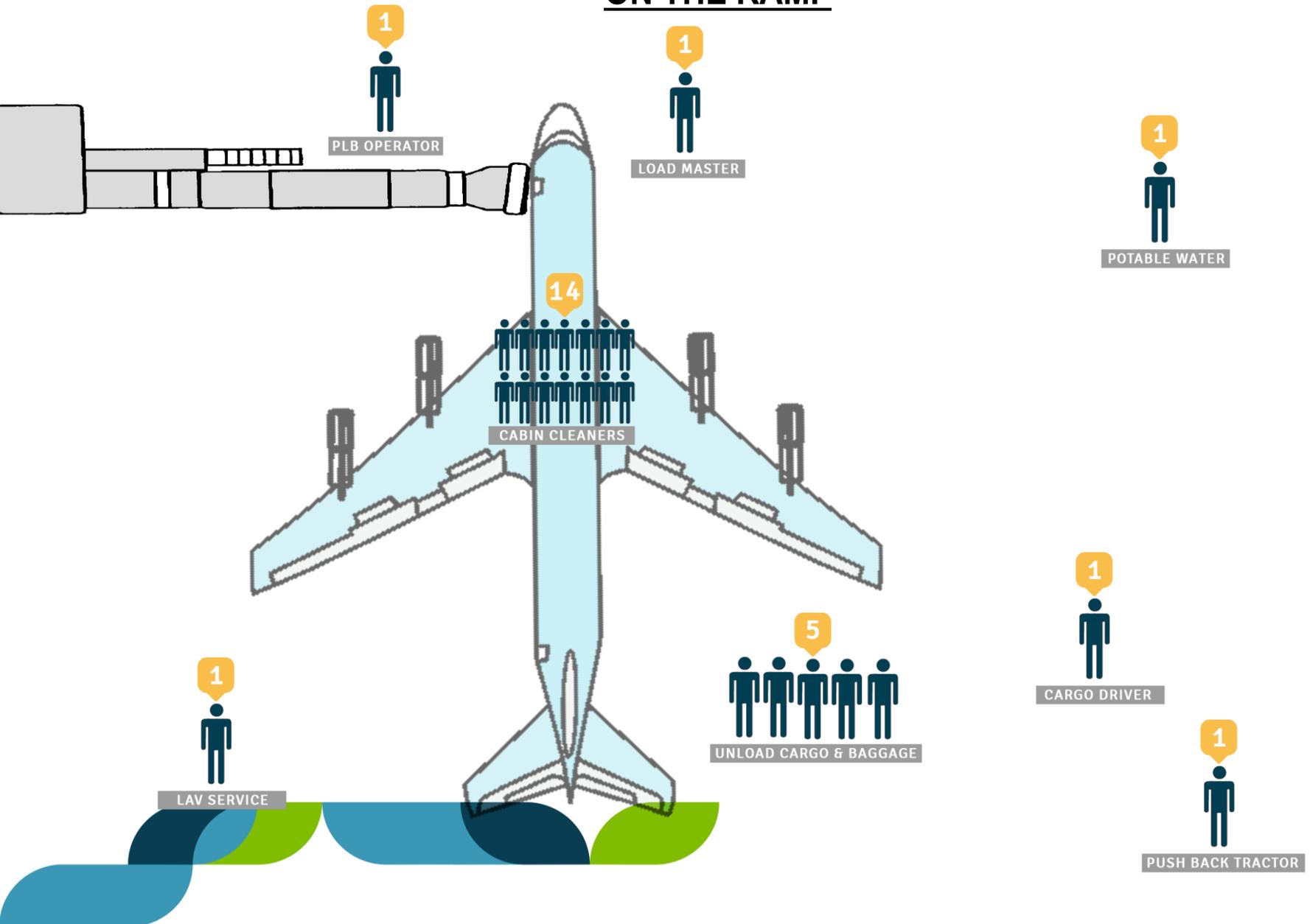
HOW MANY EMPLOYEES DOES IT TAKE TO STAFF A WIDE BODY TURN-AROUND?



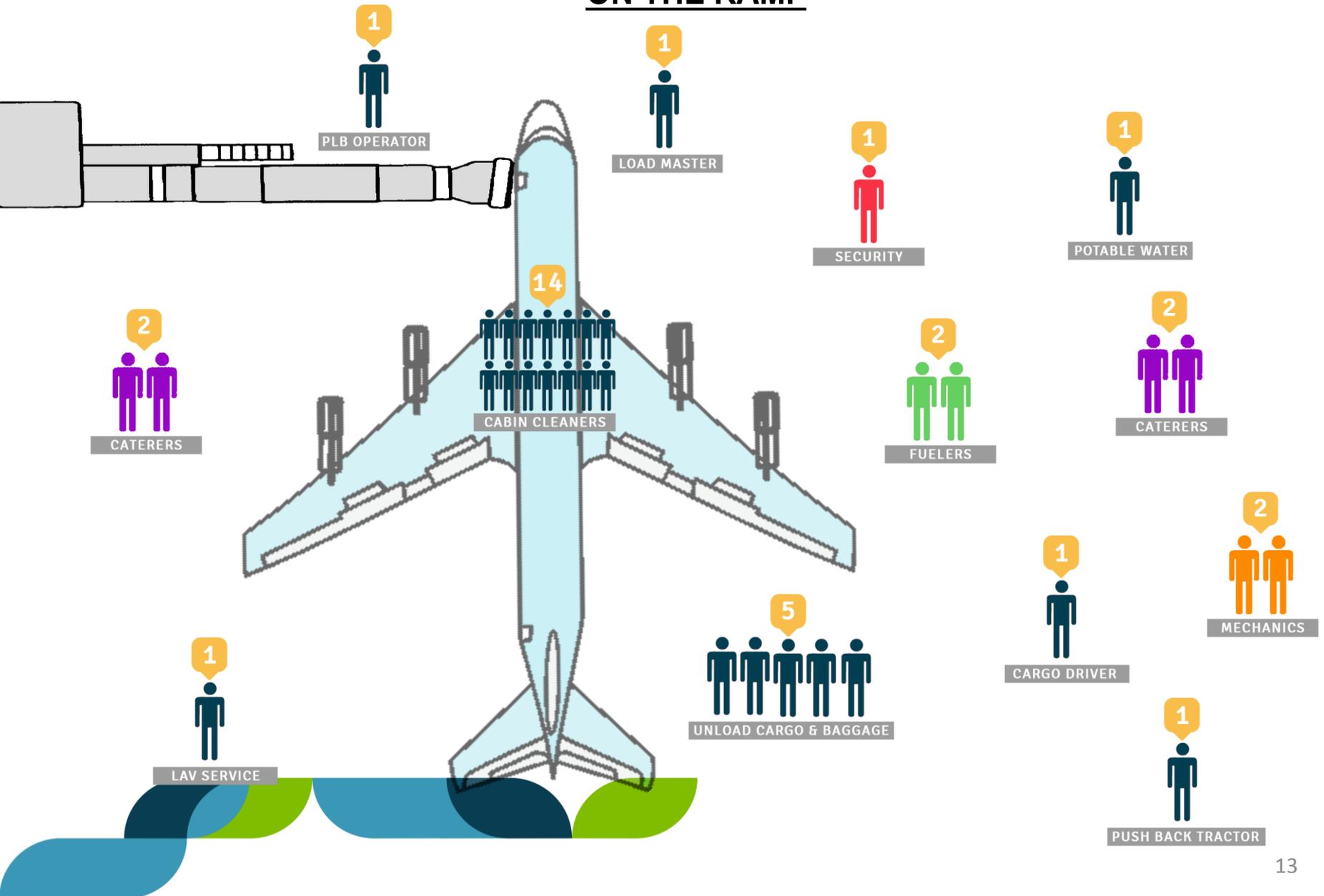
HOW MANY EMPLOYEES DOES IT TAKE TO STAFF A WIDE BODY TURN-AROUND? ON THE RAMP



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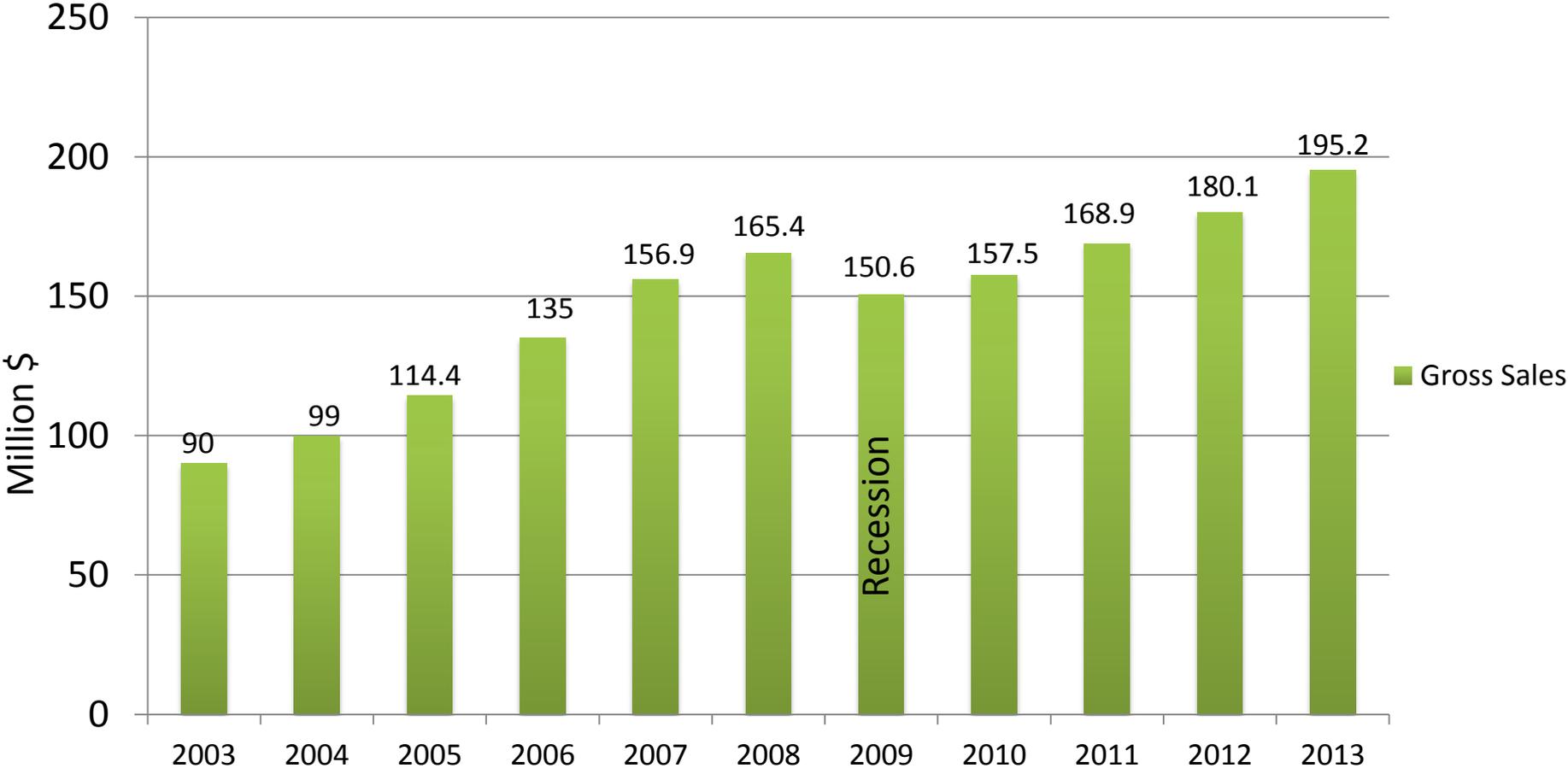
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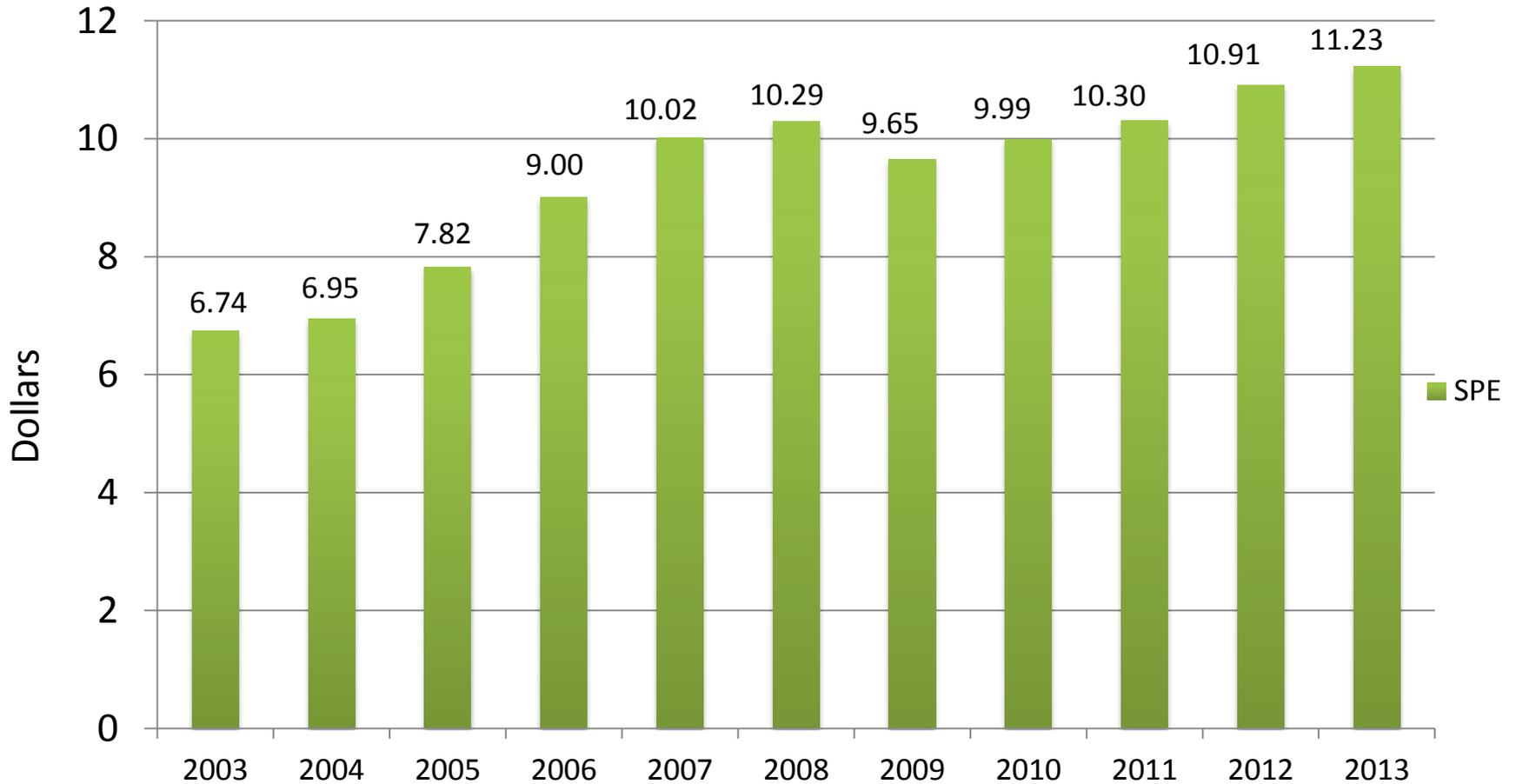
HOW MANY EMPLOYEES DOES IT TAKE TO STAFF A WIDE BODY TURN-AROUND? WHILE PASSENGERS ARE BEING SCREENED IN CUSTOMS



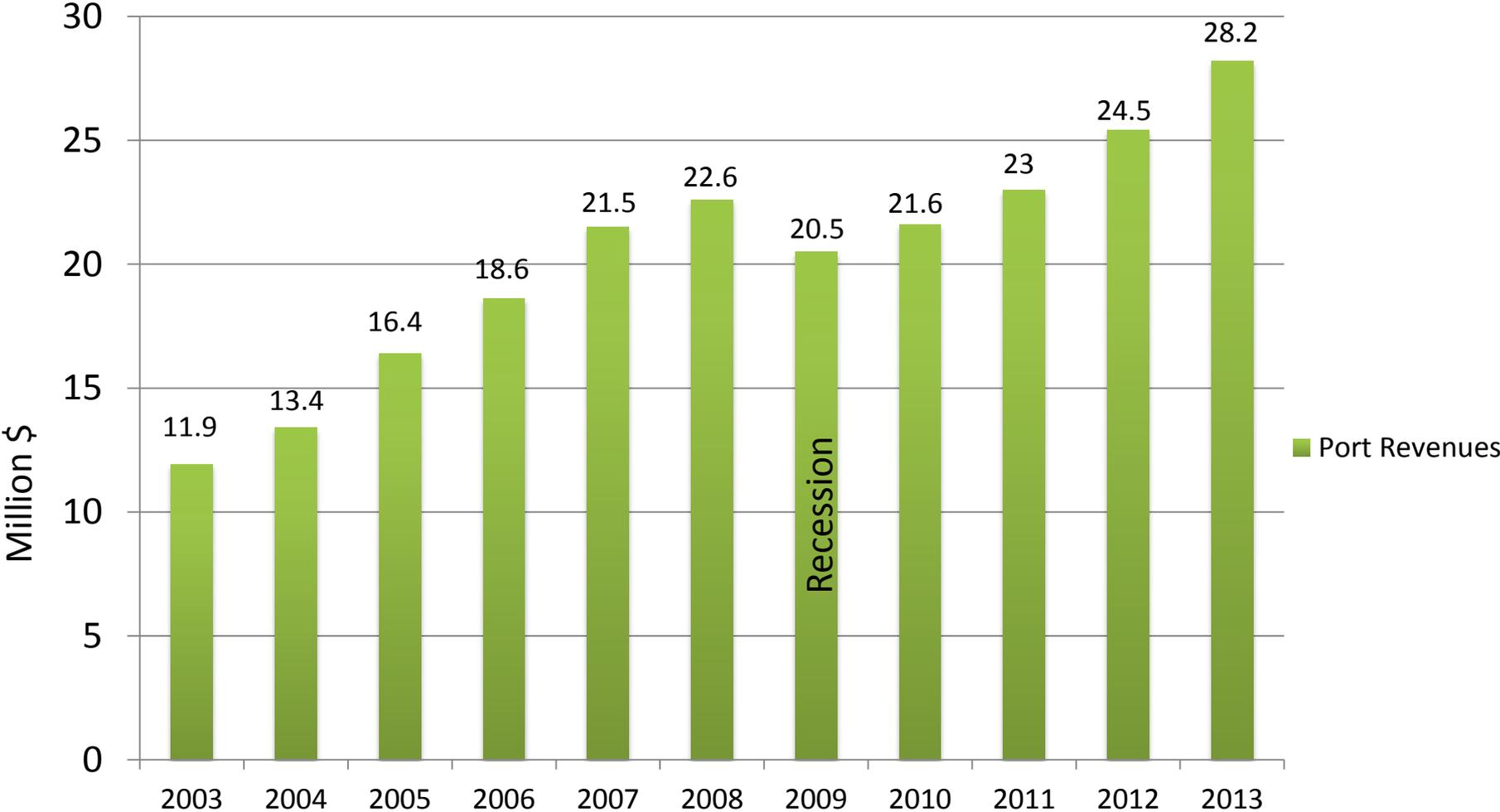
Gross Concessions Sales



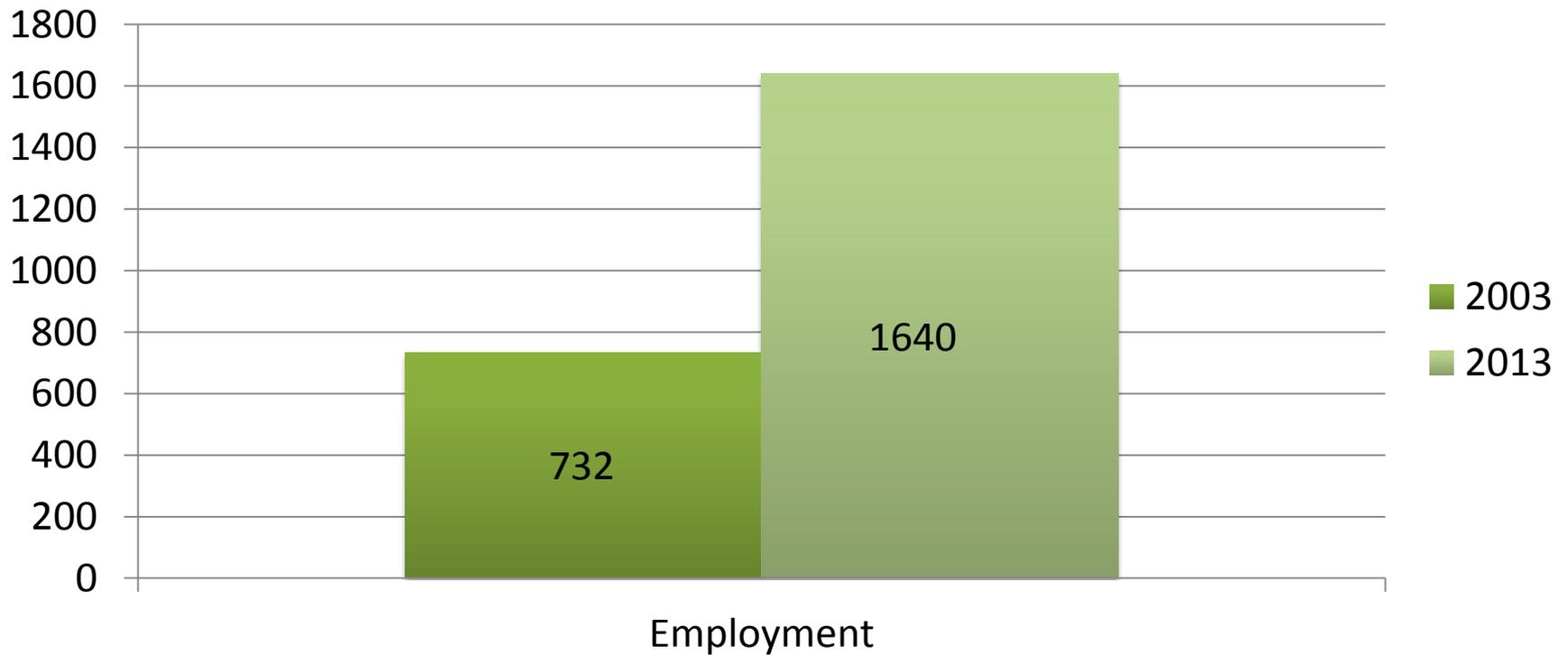
Concessions Sales per Enplanement



Concessions Revenue to Sea-Tac



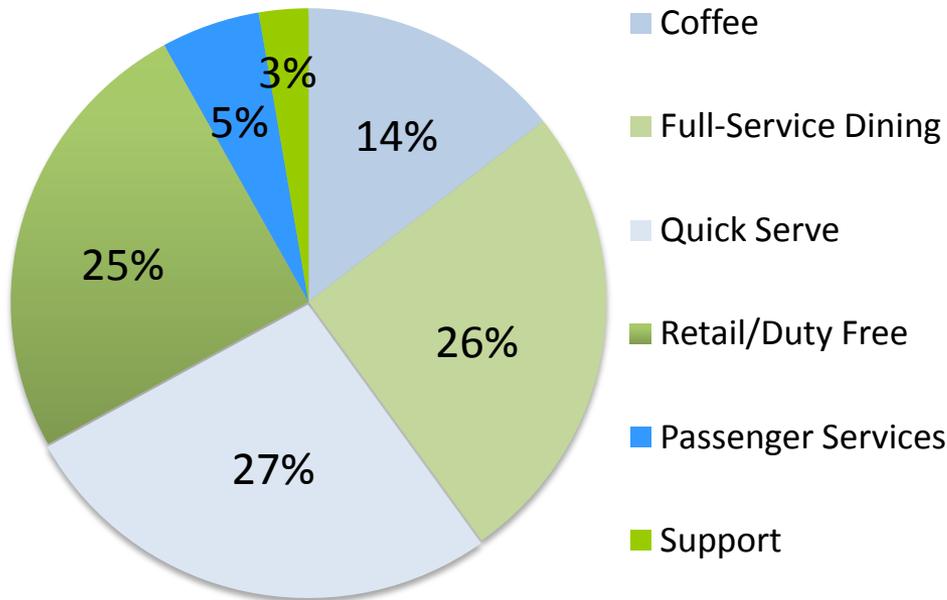
Concessions Employment



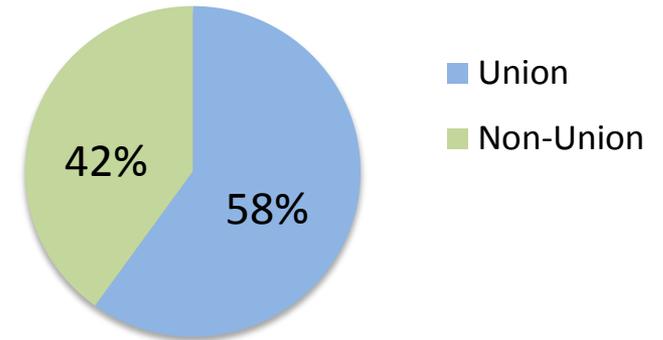
124% Growth in Jobs

Employees

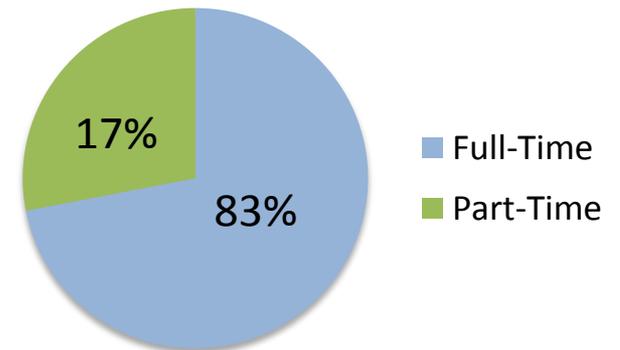
Type of Operation



Representation



Full-Time/Part-Time



Total Employees = 1640

Summary

- Wide diversity of employers and employees
- Different corporate philosophies and programs
- Different priorities for employees
- Overall employment at Sea-Tac has declined
- Concessions job growth very substantial
 - Reflects dramatic improvements in program

