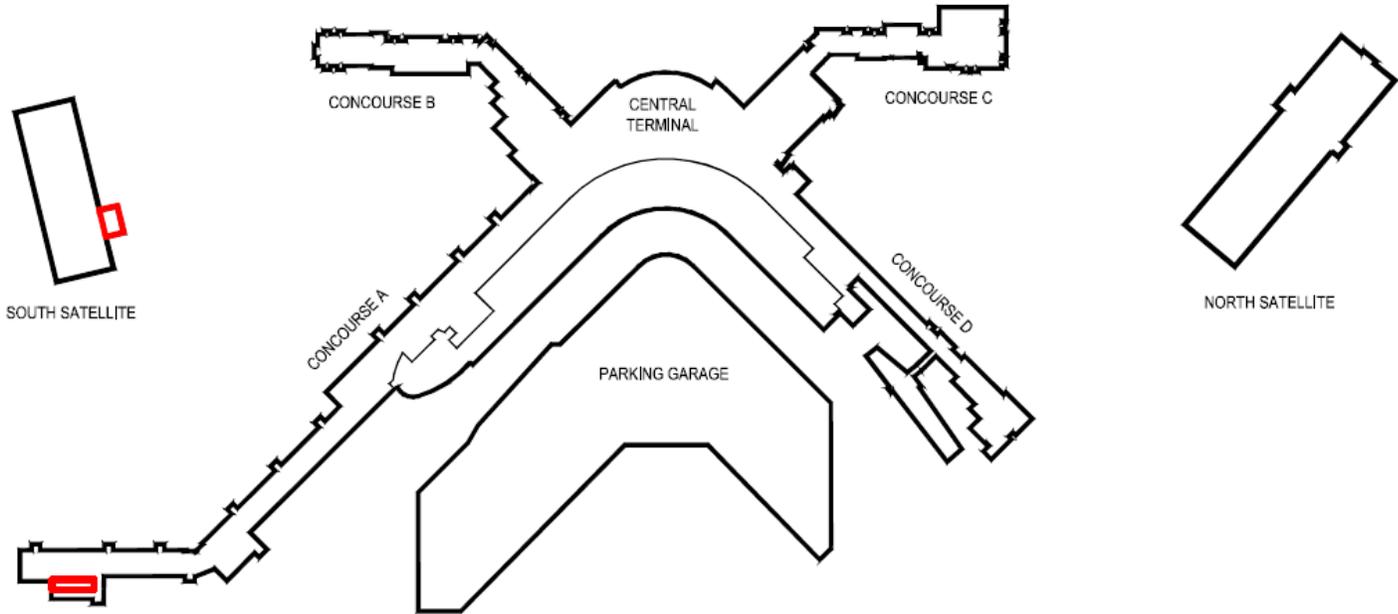


SEA'S COMMON-USE LOUNGES

Commission
9/24/19

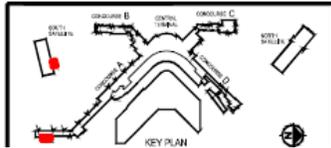
- Lounges are an essential service for international airlines
- The Port has two common-use premium lounges at SEA – one in the South Satellite and one on Concourse A – that meet the needs of international carriers
- In addition, there has been a dramatic increase in the demand for lounge access by domestic travelers

THE PORT'S COMMON USE LOUNGES



LEGEND:

 PORT OF SEATTLE LOUNGE



Port of Seattle/Aviation Properties
Seattle-Tacoma International Airport

BUILDING: TERMINAL WIDE
LEVEL:
LOCATION:

DATE: 9AUG2018
SCALE: AS SHOWN
DRAWN BY:
CHECKED BY:
EXHIBIT NO. A-1

MULTIPLE BENEFITS FROM SEA'S COMMON-USE LOUNGES

- SEA's two common-use lounges have provided an essential service for new international carriers calling on SEA
- Lounge membership programs represent a significant generator of revenue to the Port (net operating income has grown 35%, compounded annually, during the last five (5) year contract)
- This additional revenue enables the Port to reinvest in terminal services that have become expectations of the traveling public (pet relief areas, nursing suites, enhanced accessibility services, power at seats.....)

PASSENGER VISITS TO AND REVENUE FROM SEA'S COMMON USE LOUNGES

CONTRACT YEAR	2015	2016	2017	2018	Total
Total Passengers	74,991 (Apr-Dec only)	104,514	187,411	284,577	576,502
Passengers from Third Party Sales Programs	15,738	31,796	112,409	184,286	344,229
Net Operating Income	\$ 1,249,839	\$1,609,298	\$3,081,300	\$4,192,793	\$10,133,230

CONTRACT TERMS

- Up to ten (10) years contract for lounge management services
- Contract cost estimated to be \$60,000,000, over the 10-year contract term, including management fee, incentive management fee and operating expenses