

# Peninsula Airport Commission Board of Commissioners Meeting Packet

*Lindsey Carney Smith, Chair*  
*Chris Morello, Executive Director*

Thursday, February 19, 2026

8:00 a.m.

Newport News Williamsburg International Airport

Commission Room

900 Bland Blvd.

Newport News, VA 23606

# AGENDA

**PENINSULA AIRPORT COMMISSION  
REGULAR MEETING AGENDA**

**Date: February 19, 2026**

**Time: 8:00 am**

**Location: Newport News / Williamsburg International Airport  
Commission Room  
900 Bland Blvd  
Newport News, VA 23602**

- 1) Call to Order
- 2) Approval of Minutes
  - Regular Meeting – December 18, 2025
- 3) Read Instructions for Public Comment
- 4) Public Comment
- 5) Special Reports
  - Site Readiness/Air Commerce Park
- 6) Master Plan Update
- 7) Partnership Reports
  - GOVA Grant
  - eIPP
- 8) Committee Reports
  - Finance & Audit Committee
    - Proposed FY 2027 Budget
  - Facilities Committee
- 9) Executive Director Report
- 10) Old Business
- 11) New Business

12) Closed Session §2.2-3711(A)(1): Personnel, §2.2-3711(A)(3): Acquisition & disposition of property, and §2.2-3711(A)(5): Prospective Business

13) Adjournment

# MINUTES

# Peninsula Airport Commission

## Board of Commissioners Meeting Minutes

December 18, 2025 – Regular Meeting

### **Commissioners in Attendance:**

Chair, Lindsey Carney Smith  
Assistant Secretary, John Lawson  
Treasurer, James “Jay” Joseph  
Assistant Treasurer, McKinley Price, DDS

### **Staff Members in Attendance:**

Interim Executive Director, Chris Morello  
Deputy Executive Director, John Borden  
Office Manager, Barbara Harris  
Executive Assistant, Jenna Coyle  
Chief Financial Officer, Mark Adams  
Director of Operations, Rob Gay

### **Public Officials Present:**

Ralph “Bo” Clayton, Deputy City Manager, City of Newport News  
Kim Bracy, Communications Manager, City of Newport News

### **Counsel:**

L. Scott Seymour

### **Public Attendees:**

David Hause, Kiln Creek HOA  
Dave Dober, ATAC  
Mark Lee, Atlantic Aviation

**Chair Smith called the meeting to order at 8:00 a.m.** She began by thanking everyone in attendance and wished everyone a happy holiday. Chair Smith reported that Mr. Garner is absent due to a business conflict.

**Approval of Minutes from November 20, 2025:** Chair Smith asked if there were any comments or edits to the Minutes. Dr. Price made a motion to approve the Minutes as presented and Mr. Joseph seconded the motion. The motion was approved by voice vote, **4-0**.

**Public Comment:** Chair Smith asked if there was anyone who signed up for Public Comment and Mrs. Harris stated that there were none.

### **Committee Reports:**

**Finance & Audit Committee.** Mr. Joseph reported that the committee met and that financial information was included in the meeting packet. He stated that Mr. Morello would address certain fiscal matters in the Executive Director Report. He reported the committee had a brief discussion regarding how to account for City fiscal contributions in the financial statements, and further discussion on this topic is anticipated.

**Facilities Committee.** Mr. Morello stated that there is no committee report, but that Mr. Borden will provide updates on current projects.

**Terminal Roof Replacement.** Mr. Borden stated that terminal roof replacement work began the week after Thanksgiving. He stated that safety barriers have been installed on the lower roof area, and preparation is underway on both the upper roof near the skylights and the lower roof. Mr. Borden stated that the project experienced several start delays due to weather, including rain and a snow and ice event. It is now moving forward nicely.

**Taxiway Delta.** Mr. Borden stated the FAA 7460 obstruction process for Taxiway Delta is ongoing and has delayed the start of the Runway 7/25 closure until at least the first week of February. He reported material submittals and badging activities are continuing and that a batch plant and construction materials may arrive on site around January 20<sup>th</sup>.

**General Aviation Ramp.** Mr. Borden reported that the GA Ramp rehabilitation project is on schedule, with the first update meeting held on December 16<sup>th</sup> and that concrete pouring has begun in selected areas in front of the Fire Station and Rick Aviation. He stated that joint cutting and resealing activities are ongoing.

**Terminal Bathrooms.** Mr. Borden stated that the 60% design review was completed on December 8<sup>th</sup>, and revisions are currently being addressed in preparation for the 90% review. He reported that the full bid package remains on track for release between late January and mid-February.

**Jetbridge Replacement.** Mr. Borden reported that the Jetbridge replacement project is undergoing the FAA 7460 obstruction review process, and a safety plan is being developed in response to the 7460 requirements. He stated that geotechnical and seismic studies are ongoing, and project submittals have begun. He reported that the manufacturer, Oshkosh, has informed Talbert & Bright that the earliest possible delivery date is now November 2026. Chair Smith asked that since the jet bridge delivery date of November 2026 is still a long way off, whether adequate arrangements will be in place to manage operations in the interim. Mr. Borden stated that B2 and B3 are being utilized in the meantime.

**Executive Director Report:** Mr. Morello stated that the audit was finalized and delivered to both the Airport and the City on November 26<sup>th</sup>, along with the legal letter and management representation letter, thereby closing out all audit activities. He reported that the final audit contains no changes from the draft version that was previously reviewed and approved by the Commission. Mr. Morello stated that he appreciated the Commission's consideration and approval of the FY 2025 draft audit at the prior meeting, as well as the City's Finance Director and City Manager's Office for their coordination. This approval allowed the Airport's audit to be

incorporated into the City's final audit presentation to City Council on December 9<sup>th</sup>. Chair Smith stated that it's prudent to approve the previously approved draft audit as the final airport FY 2025 audit entitled "Financial Statements and Supplementary Information As of the Year Ended June 30, 2025". Mr. Joseph made a motion to approve, and Dr. Price seconded the motion. The motion was approved by voice vote, **4-0**.

Mr. Morello stated that the Airport experienced a significant snow event on December 8<sup>th</sup> and 9<sup>th</sup>, and that the airport's maintenance and operations crew successfully kept the main runway clear. He reported that a photograph taken from the air by pilot Bill Winger of the Tidewater Flying Club was shared with staff, documenting the conditions and expressing appreciation for the airport's efforts. Mr. Morello stated that Mr. Winger provided permission for the photo to be used in social media to recognize and commend the operations and maintenance team for their work.

Mr. Morello reported that Operations Director, Rob Gay conducted an Airport Emergency Planning review. Mr. Gay stated that on December 11<sup>th</sup>, the annual airport emergency plan review was attended by representatives from PAC staff, airport tenants, and mutual aid partners, including the York County Sheriff's Office, Riverside Hospital, Newport News Fire Department, and TSA. He reported that the FAA-mandated review ensured that the emergency plan is accurate and up to date, clarified policies, confirmed assigned responsibilities, and aligned all mutual aid agencies in their roles for managing airport emergencies. Mr. Gay stated that the feedback from the mutual aid partners was very positive, emphasizing the importance of collaboration in maintaining a safe and prepared airport environment.

Mr. Morello stated that staff collaboration is ongoing to prepare the FY27 proposed budget for review at the January meeting. He reported that during the recent Finance and Audit Committee meeting, it was emphasized that one of the most important priorities is to carefully evaluate material, non-recurring capital needs, including unforeseen maintenance and emergency repairs. Mr. Morello stated that a core budget team, working with maintenance and management staff, is focused on addressing these critical maintenance items first, using a collaborative approach to ensure thorough consideration.

Mr. Morello reported on the Airport's business development efforts using the Placer AI platform, which was engaged a few months ago to help analyze aggregate people movements, independent of transportation mode (see Exhibit A). He stated that the platform allows tracking of movements to and from zip codes within the airport's catchment area, with the ability to narrow or expand the geographic scope. Mr. Morello reported that two staff members are licensed and trained to use the platform, which offers robust capabilities and potential for on-demand reporting. He stated that today's presentation provided a broad overview, as the data represents aggregated cell phone movements. He stated that further exploration and deeper analysis of the platform's capabilities are ongoing with training. Mr. Morello reported that the Department of Aviation has also received the maps and data presented at its request upon learning the airport has this capability and are being incorporated into Virginia's application into the FAA for the eIPP program we hope will be awarded.

Mr. Morello stated that staff has initiated a measured increase in the airport's social media presence, highlighting community engagement and service-oriented activities, such as the

November food drive for Thrive, which featured short video clips of staff loading and unloading donations. Mr. Morello also reported the former Hudson News space has been refurbished and re-purposed by adding tables, furniture, and electrical outlets on tabletops, creating a comfortable area for passengers to sit and use the Internet at the newly created “PHFirst Stop Lounge”, which had previously been closed and used for storage. Informal feedback has been gathered from visitors using the lounge to ensure it meets their needs and enhances the airport experience. He reported that preparations are underway to implement a QR code ordering system allowing customers in the Terminal and Atrium to order from the Grill for delivery at PHFirst Stop, similar to a restaurant pick-up model..

Mr. Morello reported that earlier this summer, the general contractor for the Mary Immaculate Hospital Surgical Center Expansion Project requested access to approximately 240 parking spaces within the Airport’s cell lot on McManus Boulevard adjacent to the car wash beginning in early January. Staff has negotiated terms of a parking lease agreement consistent with previous similar arrangements and a monthly fee of \$3,500. He stated that the contractor has verbally agreed to the terms and anticipates needing the lot for approximately 24 months, totaling about \$84,000 over the two-year period. Mr. Morello asked whether the parking license agreement should be brought before the PAC at the January meeting. Mr. Seymour responded, and Chair Smith confirmed, that the Executive Director has previously been delegated the authority to execute licenses and agreements with terms of five years or less.

Mr. Morello stated that in January, the eAviation Drone Academy, part of the New Horizons Regional Education Center – Newport News, has requested to hold a job fair and expo related to advanced air mobility. He reported that after meeting to understand logistics and feasibility, the staff is coordinating with them to host the event in Concourse A on January 21<sup>st</sup> from 3-6pm. Mr. Morello stated that approximately 30 exhibitors are expected to attend the event, as well as over 100 visitors.

Mr. Morello reported parking rate increases and fuel flow rate increases previously authorized by the Commission, will go into effect January 1<sup>st</sup>. He stated that notifications regarding the parking rate increase are being posted in the parking areas, and signage will be installed to inform the public. He stated tenants who had previously been notified in tenant meetings will also receive written notice regarding the fuel flowage rate increase.

Mr. Morello stated the meeting packet includes an adjustment from prior months and years in how air service passenger load factors are reported. He reported a new chart is provided to show current passenger levels in comparison to the same period in the previous fiscal year, offering a clearer view of performance trends.

**Master Plan Update:** Mr. Morello stated Passero and Talbert & Bright is continuing to work collaboratively on elements of the Master Plan Update, including design alternatives, an environmental overview, and the identification of triggering events that determine specific development paths for airfield and adjacent property buildout. He also reported that he has written the sub-section addressing Advanced Air Mobility (AAM) in consultation with DOAV and the consultants. Chair Smith asked for clarification for the Commission regarding the meaning of a “triggering event”. Mr. Morello stated that a triggering event could occur when a

potential development prospect requires access to the airfield, prompting the need for more detailed engineering and land-use planning and as a project advances to the point where preliminary land planning can be defined. He stated the goal for the Master Plan is to allow flexibility and that identifying triggering events helps to articulate possible development paths in the Plan, and which distinguish it from previous Master Plans' relative inflexibility. Chair Smith added that significant time was devoted to developing alternatives because the FAA will not approve a specific concept or funding unless there is a triggering event, defined as a legitimate development prospect that is ready to move forward, and that by identifying and documenting alternatives in advance, the Master Plan allows FAA approval to be pursued once such a triggering event occurs.

**Special Reports:** Mr. Morello reminded the Commission that at the November meeting, eight of the nine required studies and reports needed to obtain Tier 4 status for Air Commerce Park (ACP) East and Air Commerce Park West had been completed, leaving the traffic impact analysis (TIA) pending completion. He stated that in the interim, the TIA has been completed and formally accepted by the City which included comments by VDOT. Mr. Morello stated that with the TIA finalized, staff is now working with the consultant to complete a preliminary engineering report, which packages all studies together in an overview and is the final piece of the application for Tier 4 certification for both ACP East and West. He reported the preliminary engineering report is expected to be submitted to the state before the end of the month, with the goal of receiving certification promptly. He reminded the Commission this work was made possible through a Virginia Business Ready Sites Program grant, administered by the Economic Development Authority, with total study costs exceeding \$500,000, of which \$328,000 is being funded through the grant. Chair Smith asked if once all approvals are received, will the VEDP use this designation as a major marketing tool for promoting aviation-related assets across the Commonwealth. Mr. Morello confirmed and stated the state is highly motivated to have the ACP achieve Tier 4 status for this reason.

### **Partnership Reports:**

**Mobile Innovation Center (MIC).** Mr. Morello stated that there is continued enthusiasm by the aviation industry for participation in the proposed Mobile Innovation Center (MIC) which will move forward if a GOVA grant award is received this spring. Mr. Morello stated that the initiative is a comprehensive effort to help position the region at the forefront of advanced air mobility. He reported that the initiative is largely private sector driven, with USI serving as the primary private partner alongside other private entities, regional universities and colleges, and that the EDA is the grant applicant. He stated that workforce development, skills training, certification programs, and apprenticeship efforts, as well as building regional technical capabilities for beyond-visual-line-of-sight training and research and development, are all heavily emphasized. He stated these capabilities would support both private-sector needs and governmental partners, including the military and the FAA, particularly as it advances new regulatory frameworks. Mr. Morello also stated that this initiative presents an opportunity to help define and develop new certifications that do not currently exist. Mr. Joseph asked for clarification on the project's status, noting that it had previously reporting that it been moved off site and what role the Airport's staff or property would have in the project if the GO Virginia grant were ultimately awarded. Mr. Morello reported that the majority of the project will be

mobile, with the potential for future beyond-visual-line-of-sight operations at the airfield when regulatory guidance has been established. Mr. Morello said that he is hopeful the initiative attracts connected interest in airport property for hangar and office space.

EVTOL Integration Pilot Program (EIPP). As part of his explanation of the airport's participation Mr. Morello presented background information from U.S. Department of Transportation materials stemming from an executive order directed to the DOT and the FAA regarding the establishment of eIPP corridors (see Exhibit A). Mr. Morello reported that Virginia is pursuing designation as one of up to seven eIPP corridors nationwide, with six additional airfields across the Commonwealth participating. He stated he, Chair Smith, and Newport News Director of Development Florence Kingston are participating in frequent coordination calls with a large team led by Virginia Tech's Mid-Atlantic Aviation Partnership and the Virginia Department of Aviation. He stated the Department of Aviation is the lead applicant and will submit the application to the FAA, with involvement from numerous private-sector partners, including aircraft manufacturers. Mr. Morello reported that PHF was identified as a key component of the effort which builds on Virginia Tech's existing research corridors, along with West Virginia, Pennsylvania, Maryland, Ohio, Massachusetts, California, Utah, Oklahoma, and Washington State. This initiative focuses on broader national policy guidance and that there is no conflict between the Virginia application and the multi-state effort.

Mr. Morello reported that a letter of attestation related to the larger multi-state collaboration was submitted through the Department of Aviation following consultation with Chair Smith and legal counsel (see Exhibit B). He stated that the letter does not commit funding but affirms the Airport's intent to collaborate and coordinate as part of the Virginia group participating in the broader multi-state effort, expressing support for its goals and for multi-state cooperation on policy directives. Mr. Morello also noted that a connected letter of transmittal and a memorandum of understanding (MOU) are also provided for review for the Commission prior to submittal to the state. Mr. Morello reported that the documents include general language indicating that the airfield and operational capabilities would be made available as needed, consistent with standard operating procedures. Chair Smith emphasized recognition that there are two separate initiatives underway: a multi-state effort supported by a letter of attestation, and a Commonwealth effort governed by a memorandum of understanding (MOU). Chair Smith reported that she and legal counsel independently reviewed the MOU and reached the conclusion that it is a non-binding, collaborative partnership document with no financial obligations and no requirement for staff time or in-kind contributions. She stated that the MOU primarily affirms that the airport would be available for eVTOL operations as required, consistent with existing FAA assurances and participation was noted as beneficial due to partnerships with private-sector leaders in eVTOL technology, which may create future development opportunities for Air Commerce Park East and West to be discussed in closed session. Dr. Price made a motion to grant Mr. Morello the authority to sign the MOU and Mr. Lawson seconded the motion. The motion was approved by roll call vote, **4-0**.

**Old Business:** Chair Smith asked if there was any old business. There was none.

**New Business:** Chair Smith asked if there was any new business. There was none.

**Closed Session:** Chair Smith asked Mr. Seymour to read closed session statements for §2.2-3711(A)(1): Personnel, §2.2-3711(A)(3) Acquisition & disposition of real property, and §2.2-3711(A)(5): Prospective Business.

Dr. Price made a motion to enter into Closed Session and Mr. Lawson seconded the motion. The motion was approved by roll call vote, **4-0, and the PAC entered Closed Session at 9:00am.**

Chair Smith asked Mr. Seymour to read the required certification statement to return to Open Session. Dr. Price made a motion to return to Open Session and Mr. Lawson seconded the motion. The motion was approved by roll call vote, **4-0, and the PAC returned to Open Session at 9:23 a.m.**

**Chair Smith adjourned the meeting at 9:24 a.m.**

**Next Regular Meeting Date:** January 15, 2025, at 8:00 a.m.

# EXHIBIT A

Newport News  
Williamsburg Airport

# Peninsula Airport Commission Regular Meeting

December 18, 2025

## eIPP summary information published on US DOT website:

- The Department of Transportation (DOT), through the Federal Aviation Administration (FAA), announces a new eVTOL and AAM Integration Pilot Program (eIPP) that will accelerate the deployment of safe and lawful eVTOL and other AAM aircraft operations in the United States.
- The eIPP requests that State, local, tribal, and territorial (SLTT) governments, in partnership with a private sector partner(s) with demonstrated experience in eVTOL or other AAM development, manufacturing, and operations, or new supporting technologies enabling AAM operations integration into the NAS, submit proposals.
- The eIPP continues the DOT's efforts to integrate eVTOL and other AAM aircraft developed or offered by a United States-based entity into the National Airspace System (NAS) by identifying the most effective partnerships to test and validate operational concepts that can be scaled to national and international applications. SLTT governments and their private sector partner(s) will propose and define these operational concepts under the safety oversight role of the FAA.

Newport News  
Williamsburg Airport

# Executive Director Report



Newport News  
Williamsburg Airport



**Table View**

**Domestic Travel & Tourism Report** | Analysis of people traveling from their primary residence and visiting a city of interest for up to 31 days (Note: Only overnight stays are counted)

Select a Region: **CBSA - Washington-Arlin..** **Go**    Dates: **Last 12 Months**    **\*Default Filters Were Changed** ✕

**Overnight Trips** ?  
**1.2M** +5.5% YoY

**Visit Nights** ?  
**3.0M** +7.0% YoY

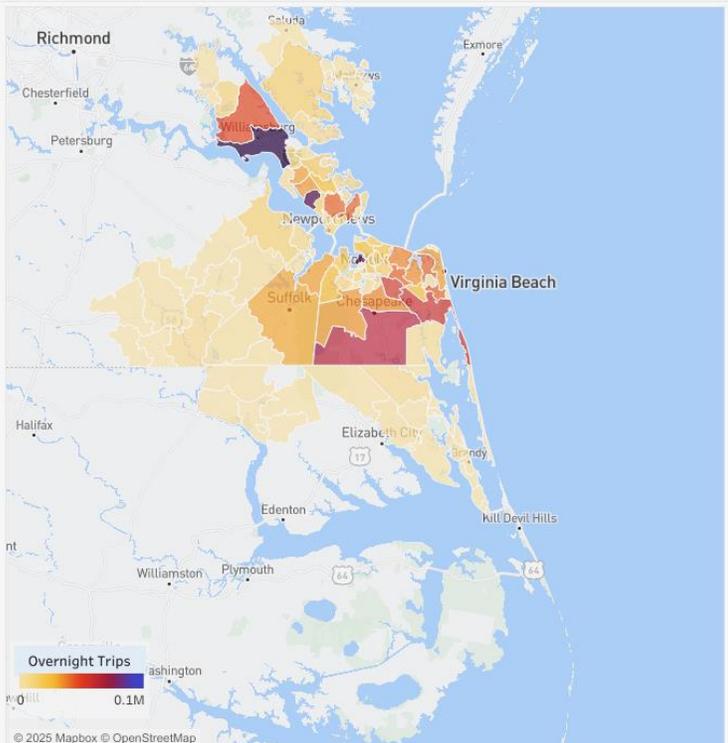
Visit Length: All ?  
 Home Distance: Multiple values  
 Origin CBSA: Virginia Beach-Norfolk..

Show By:  
**Visitor Origins**    Local Destinations    Spend Analysis

**Visitors Origins**

Show By: By Zipcode    Metric: Overnight Trips    Filter CBSA: All    Showing top 500 ZIPs for the selected CBSAs

Zipcodes	Main City <span>?</span> <small>(some origin ZIPs may be partly within selected region)</small>	Overnight Trips	% Of Total	YoY % Change
23185	Williamsburg	77.5K	6.59%	12.89%
23606	Newport News	72.1K	6.13%	22.05%
23508	Norfolk	71.8K	6.10%	13.83%
23322	Chesapeake	52.0K	4.42%	5.28%
23456	Virginia Beach	47.2K	4.02%	-3.97%
23464	Virginia Beach	44.6K	3.79%	2.71%
23188	Williamsburg	39.4K	3.35%	-0.50%
23454	Virginia Beach	34.8K	2.96%	-0.23%
23666	Hampton	34.8K	2.96%	19.58%
23462	Virginia Beach	34.5K	2.93%	-4.12%
23669	Hampton	34.3K	2.91%	2.35%
23455	Virginia Beach	29.8K	2.54%	8.16%
23320	Chesapeake	29.5K	2.51%	1.86%
23452	Virginia Beach	28.2K	2.40%	6.52%
23323	Chesapeake	26.9K	2.29%	2.85%
23602	Newport News	26.6K	2.26%	-3.77%
23435	Suffolk	25.2K	2.14%	1.60%
23451	Virginia Beach	25.1K	2.13%	-4.05%
23608	Newport News	25.0K	2.13%	12.71%
23434	Suffolk	23.7K	2.01%	18.08%
23453	Virginia Beach	20.4K	1.73%	-3.66%
23321	Chesapeake	19.9K	1.69%	-4.63%
23693	N/A	19.1K	1.62%	4.34%
23505	Norfolk	17.0K	1.44%	-7.88%
23518	Norfolk	17.0K	1.44%	0.30%
23504	Norfolk	16.0K	1.36%	-4.02%
23503	Norfolk	15.3K	1.30%	15.99%
23703	Portsmouth	13.1K	1.12%	-0.63%
23513	Norfolk	12.3K	1.05%	-14.18%
23601	Newport News	12.2K	1.04%	7.13%
23602	N/A	11.0K	1.01%	12.00%

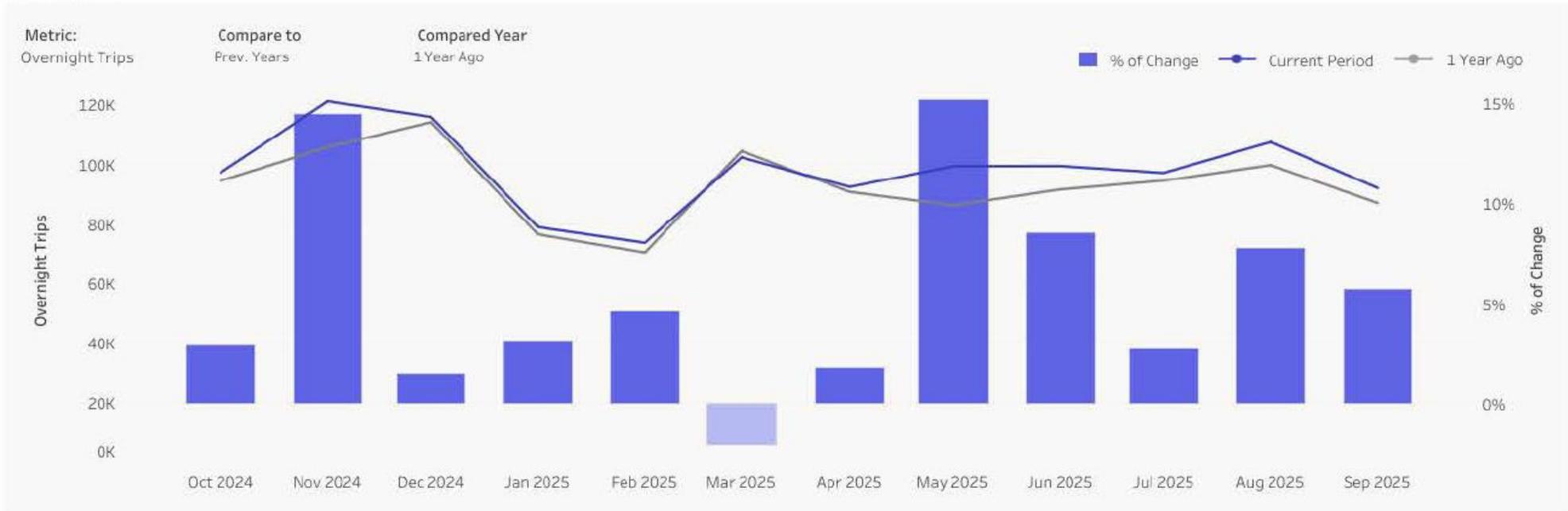


Newport News  
Williamsburg Airport

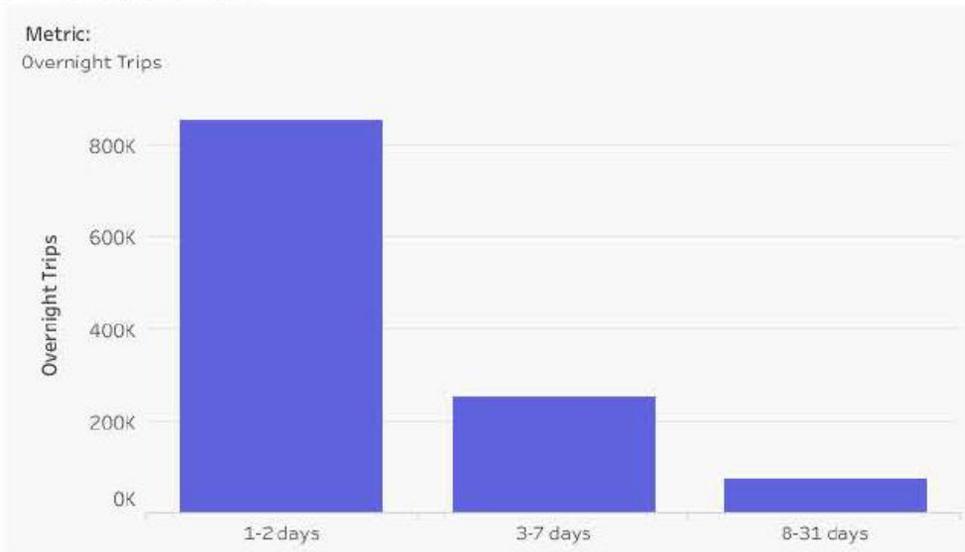


**Visitor Metrics**

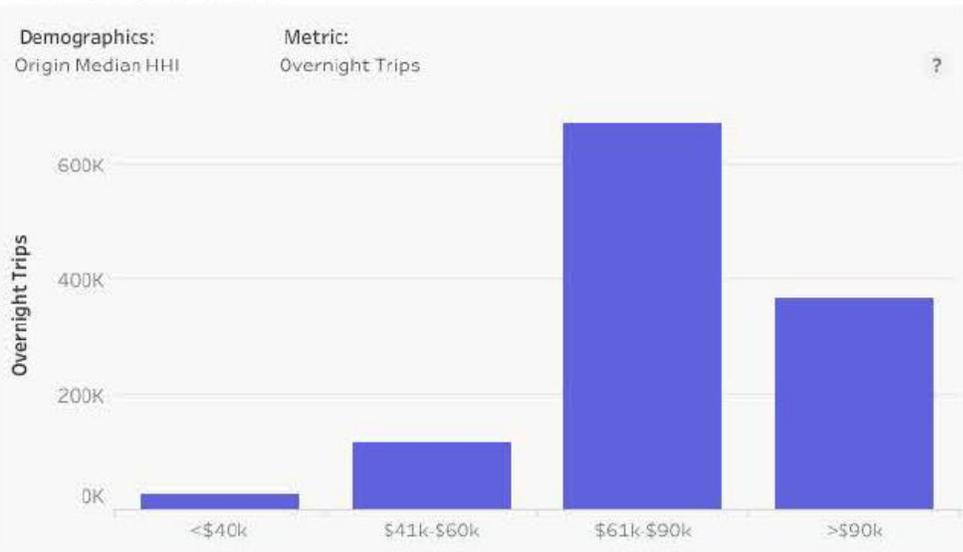
**Visits Variance**



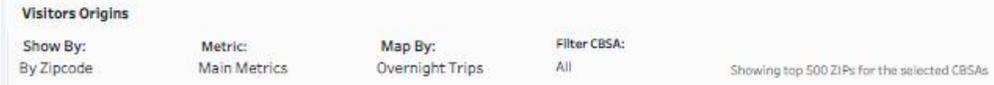
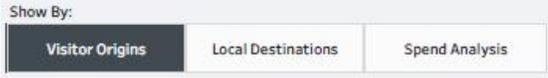
**Breakdown By Visit Lengths**



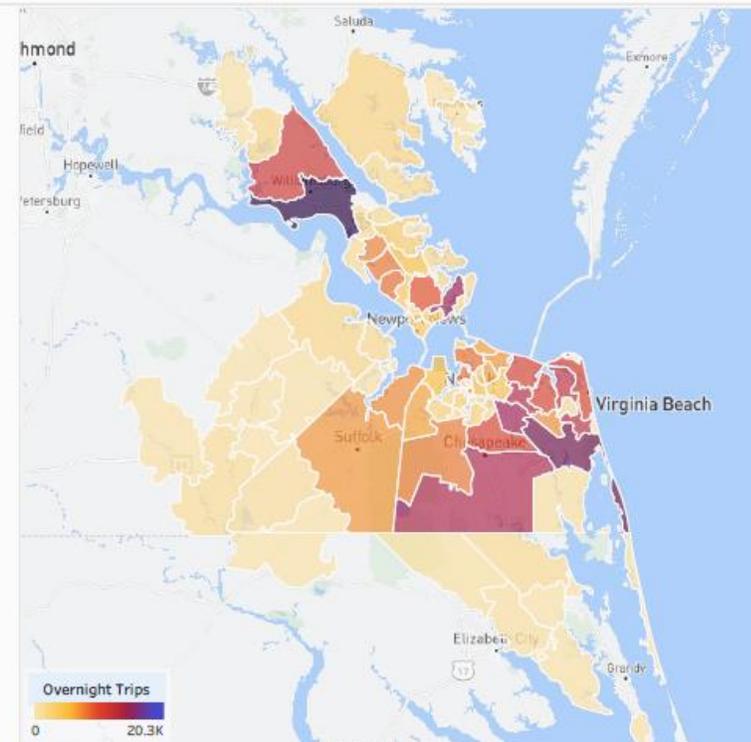
**Breakdown By Demographics**



# New York Metro



Zipcodes	Main City	Overnight Trips		Visit Nights	
		Value	Color	Value	Color
23185	Williamsburg	20.3K	Dark Purple	70.5K	Dark Blue
23669	Hampton	15.9K	Dark Red	62.5K	Dark Blue
23464	Virginia Beach	15.6K	Dark Red	41.9K	Dark Blue
23456	Virginia Beach	17.6K	Dark Red	40.8K	Dark Blue
23462	Virginia Beach	14.2K	Dark Red	37.6K	Dark Blue
23322	Chesapeake	14.6K	Dark Red	33.2K	Dark Blue
23454	Virginia Beach	13.4K	Dark Red	32.1K	Dark Blue
23320	Chesapeake	11.2K	Dark Red	31.8K	Dark Blue
23188	Williamsburg	12.2K	Dark Red	30.8K	Dark Blue
23455	Virginia Beach	11.3K	Dark Red	29.4K	Dark Blue
23666	Hampton	10.1K	Dark Red	28.3K	Dark Blue
23452	Virginia Beach	11.1K	Dark Red	26.4K	Dark Blue
23508	Norfolk	8.8K	Dark Red	25.4K	Dark Blue
23451	Virginia Beach	11.2K	Dark Red	24.9K	Dark Blue
23606	Newport News	8.9K	Dark Red	24.1K	Dark Blue
23608	Newport News	8.0K	Dark Red	23.1K	Dark Blue
23602	Newport News	8.5K	Dark Red	21.8K	Dark Blue
23505	Norfolk	8.9K	Dark Red	21.6K	Dark Blue
23323	Chesapeake	8.4K	Dark Red	20.3K	Dark Blue
23518	Norfolk	7.2K	Dark Red	19.7K	Dark Blue
23321	Chesapeake	6.6K	Dark Red	19.5K	Dark Blue
23435	Suffolk	7.7K	Dark Red	18.1K	Dark Blue
23513	Norfolk	6.8K	Dark Red	17.8K	Dark Blue
23503	Norfolk	6.7K	Dark Red	17.6K	Dark Blue
23453	Virginia Beach	7.6K	Dark Red	17.5K	Dark Blue
23434	Suffolk	7.2K	Dark Red	16.8K	Dark Blue
23504	Norfolk	4.6K	Dark Red	14.6K	Dark Blue
23703	Portsmouth	4.9K	Dark Red	12.4K	Dark Blue
23502	Norfolk	4.3K	Dark Red	12.2K	Dark Blue
23693	N/A	4.5K	Dark Red	11.0K	Dark Blue
23511	Norfolk	2.7K	Dark Red	11.0K	Dark Blue

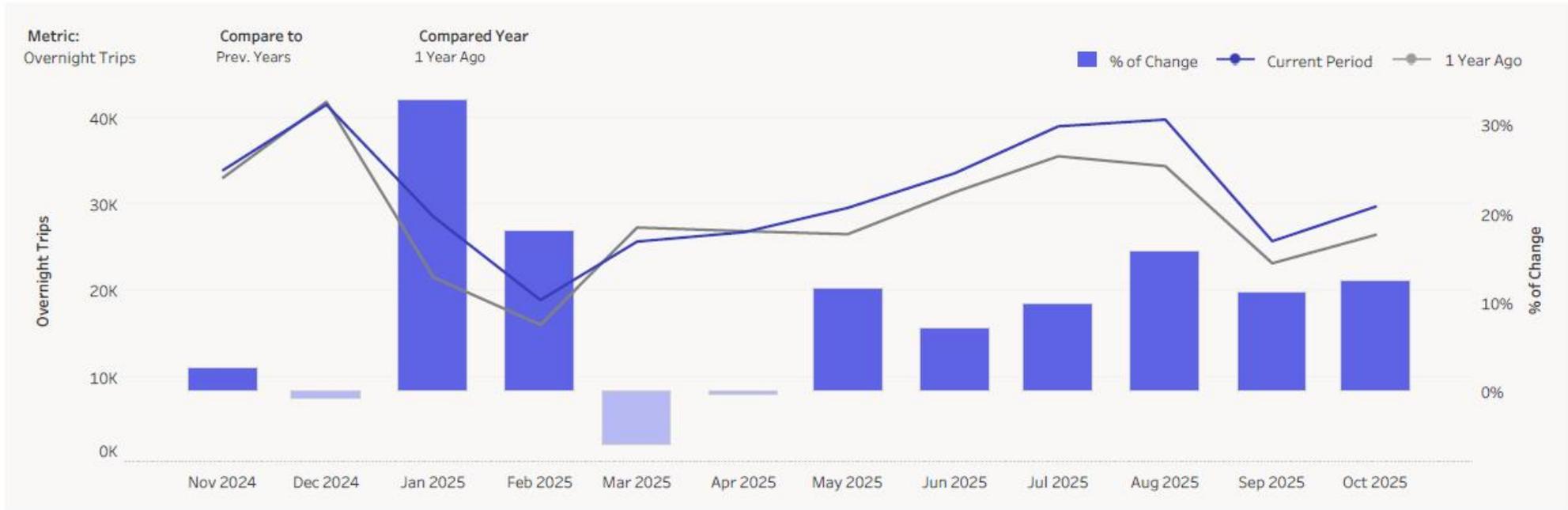


Newport News  
Williamsburg Airport

Visitor Metrics

**New York Metro**

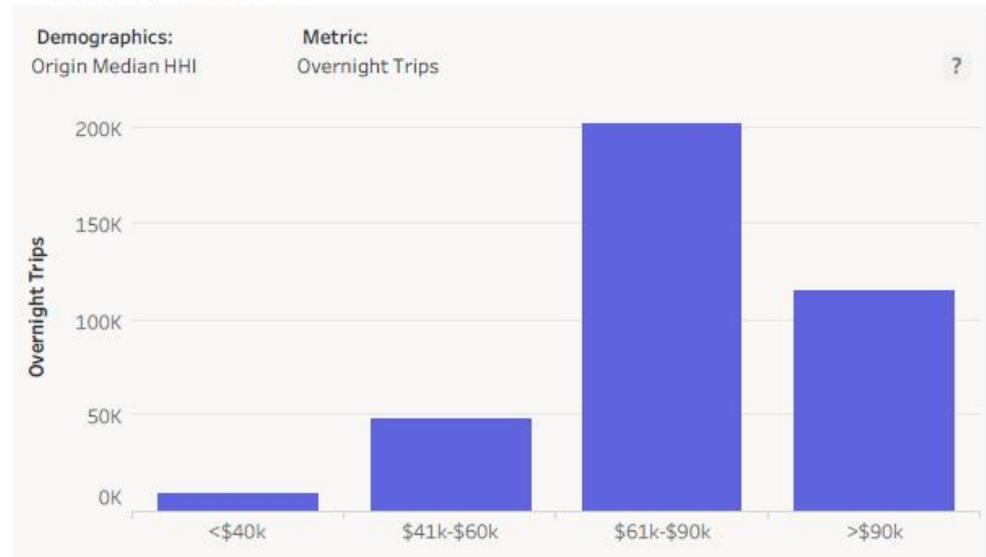
Visits Variance



Breakdown By Visit Lengths



Breakdown By Demographics



Newport News  
Williamsburg Airport

# Raleigh/ Durham Metro

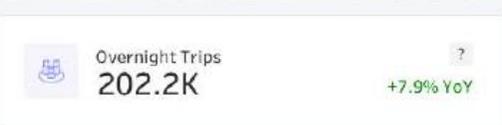


Domestic Travel & Tourism Report | Analysis of people traveling from their primary residence and visiting a city of interest for up to 31 days (Note: Only overnight stays are counted)

Select a Region:  
CBSA - Raleigh-Cary, NC

Dates:  
Last 12 Months

\*Default Filters Were Changed



Visit Length: All

Home Distance: All

Origin CBSA: Virginia Beach Norfolk..

Show By:

- Visitor Origins
- Local Destinations
- Spend Analysis

### Visitors Origins

Show By:  
By Zipcode

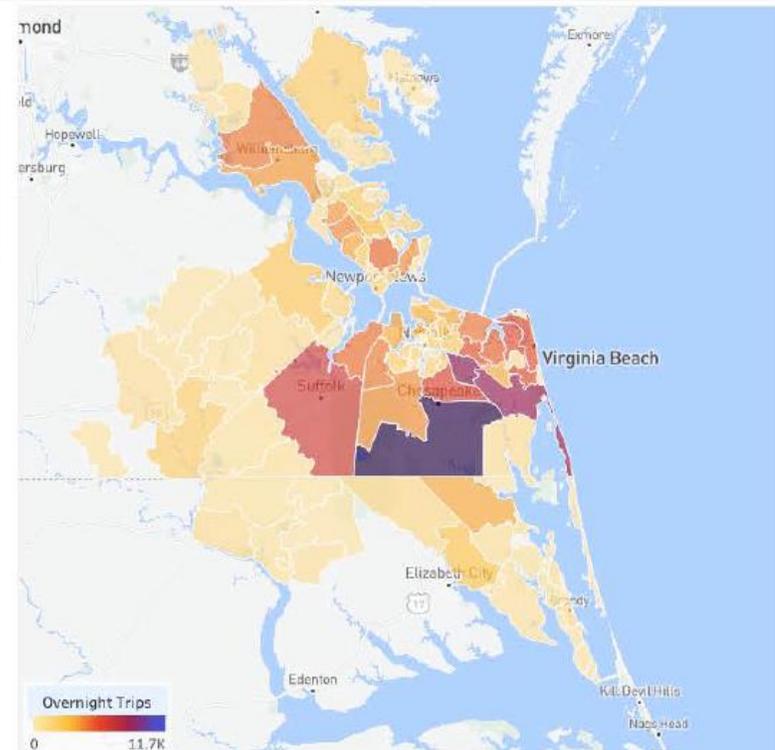
Metric:  
Main Metrics

Map By:  
Overnight Trips

Filter CBSA:  
All

Showing top 500 ZIPs for the selected CBSAs

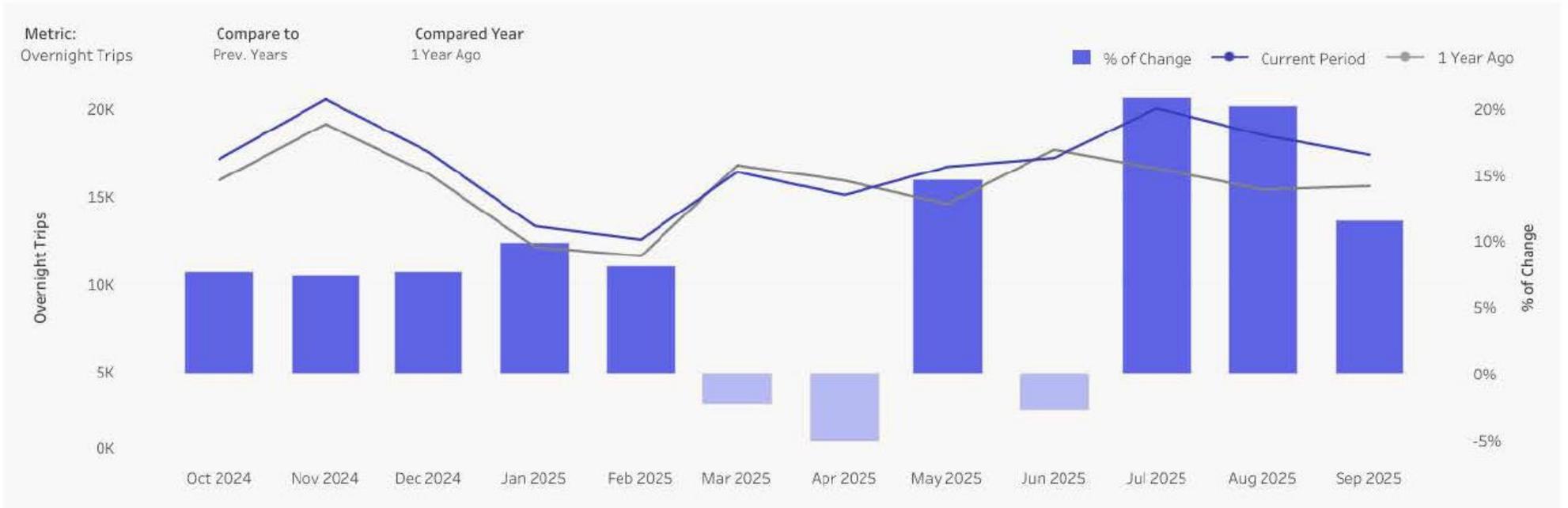
Zipcodes	Main City	Overnight Trips			Visit Nights				
		0K	5K	10K	0K	5K	10K	15K	20K
23322	Chesapeake	11.7K			21.1K				
23464	Virginia Beach	9.6K			18.9K				
23456	Virginia Beach	9.2K			16.3K				
23434	Suffolk	6.9K			13.7K				
23669	Hampton	4.3K			12.2K				
23666	Hampton	5.3K			11.7K				
23451	Virginia Beach	5.9K			11.7K				
23462	Virginia Beach	5.8K			11.5K				
23320	Chesapeake	6.4K			11.0K				
23454	Virginia Beach	6.1K			11.0K				
23188	Williamsburg	4.9K			10.7K				
23508	Norfolk	3.7K			10.1K				
23455	Virginia Beach	4.9K			9.9K				
23435	Suffolk	5.1K			9.7K				
23452	Virginia Beach	5.4K			9.4K				
23602	Newport News	4.5K			9.4K				
23321	Chesapeake	4.8K			9.1K				
23608	Newport News	4.1K			8.8K				
23518	Norfolk	3.7K			8.6K				
23185	Williamsburg	4.0K			8.4K				
23606	Newport News	3.7K			8.1K				
23323	Chesapeake	4.4K			7.4K				
23505	Norfolk	3.4K			6.9K				
23703	Portsmouth	3.5K			6.6K				
23453	Virginia Beach	3.5K			6.3K				
23503	Norfolk	2.8K			6.2K				
27958	Waycross	3.6K			5.9K				
23513	Norfolk	2.3K			5.9K				
23504	Norfolk	1.8K			5.8K				
27921	Elizabeth City	2.6K			5.7K				
23603	N/A	2.1K			5.6K				



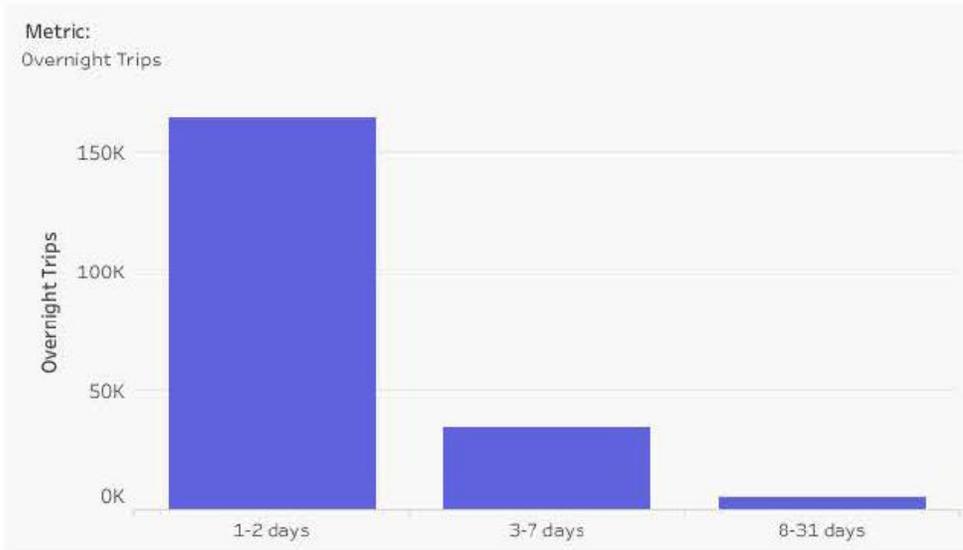
Visitor Metrics

**Raleigh/  
Durham  
Metro**

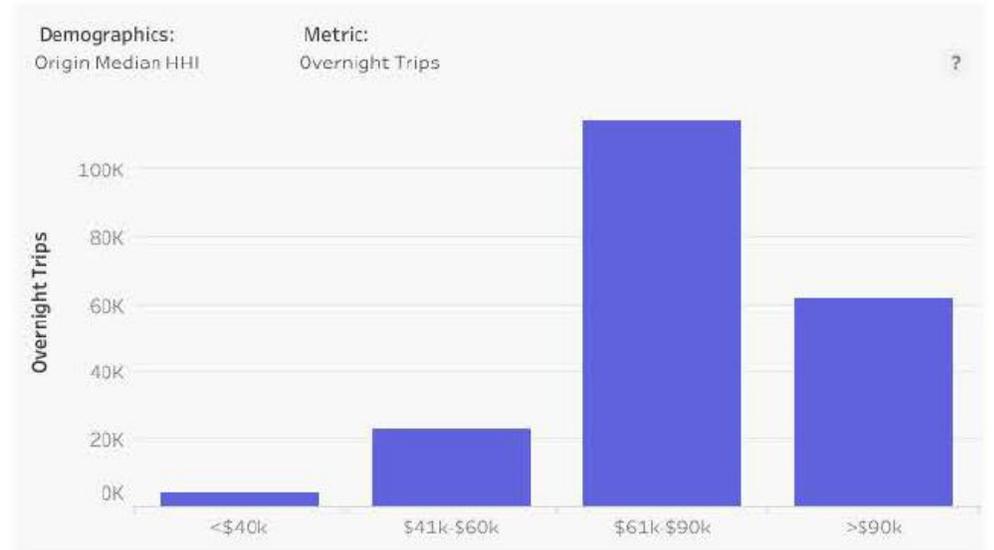
Visits Variance



Breakdown By Visit Lengths



Breakdown By Demographics



# ***PH**First Stop Lounge*



Newport News  
Williamsburg Airport

# 2026 Uncrewed Systems EXPO and Career Fair



 **LAUNCH  
YOUR  
CAREER**

**ANNUAL UNCREWED SYSTEMS  
CAREER FAIR 2026**

**WHY ATTEND?**

-  Meet Employers
-  Explore Training
-  **FREE** to attend



**SAVE  
THE  
DATE**

**ANNUAL UNCREWED  
SYSTEMS CAREER FAIR**  
JANUARY 21 | 3-6 P.M.

## Explore Training:

eAviation & Drone Academy  
New Horizons Regional Education Center  
Center for Apprenticeship and Adult  
Training  
Hampton University  
Christopher Newport University  
Old Dominion University  
VersAbility

## Exhibitors:

Above the Rest Digital Imaging  
Adaptive Aerospace Group  
Advanced Aircraft  
Bihrl Applied Research  
City of Hampton  
City of Newport News  
City of Virginia Beach  
Civil Air Patrol  
Coastal Seaplanes  
DARS  
FAA  
Fairlead  
Hampton Dept of Economic Development  
HII (Newport News Shipbuilding)  
IFly Drones  
James City County Police Dept

Newport News  
Williamsburg Airport

# Newport News Williamsburg Airport

## Monthly Air Service Report Summary November 2025

- Load factors:
  - 76% for American
  - 64% for Charters/Charter Diversions
  
- 4271 Flight Ops (landings & take-offs)

	FY26 Actual PASSENGERS	FY25 Actual PASSENGERS	% Change	FY 26 Flight Ops	FY25 Flight Ops	% Change
<b>Jul</b>	10,739	13,079	-17.9%	3,878	3,475	10.4%
<b>Aug</b>	10,821	14,420	-24.5%	3,855	4,003	-3.7%
<b>Sep</b>	10,050	11,676	-13.9%	4,124	3,061	25.7%
<b>Oct</b>	9,798	13,759	-28.8%	4,616	5,274	-12.5%
<b>Nov</b>	8,040	13,571	-27.1%	4,271	4,341	-1.6%
<b>Dec</b>		13,502			3,037	
<b>Jan</b>		11,623			3,060	
<b>Feb</b>		8,997			3,566	
<b>Mar</b>		10,508			4,363	
<b>Apr</b>		10,256			4,843	
<b>May</b>		10,327			3,585	
<b>Jun</b>		10,324			3,535	
<b>Totals/AVGS.</b>	<b>49,448</b>	<b>142,042</b>	<b>- 22.4%</b>	<b>20,744</b>	<b>46,143</b>	<b>3.7%</b>

**INTENTIONALLY BLANK**

# EXHIBIT B

# Newport News Williamsburg Airport

December 15, 2025

Pennsylvania Department of Transportation (PennDOT)  
Bureau of Aviation  
400 North Street, 7th Floor  
Harrisburg, PA 17120

Subject: Letter of Support for Participation in the Multi-State Collaborative eIPP (MSCE)  
Application – Screening Information Request 697DCK-25-R-00445

To Whom It May Concern:

On behalf of the Peninsula Airport Commission (PAC) as its Executive Director, I am providing this letter of attestation and commitment for participation in the Multi-State Collaborative eIPP (MSCE) submission to the Federal Aviation Administration's (FAA) eVTOL Integration Pilot Program (eIPP) with PennDOT as lead offeror.

PAC supports the MSCE's market-driven approach to the eIPP, with flight demonstrations and testing focused on regional markets across the United States where the respective state Department of Transportation of Aviation Bureau (DOTs) has identified unmet needs and demands for new air services. The MSCE's market-driven approach to the eIPP is more likely to deliver actual Advanced Air Mobility (AAM) industry progress and real, lasting capabilities to the American people because of the MSCE's focus on commercially viable routes and services. PAC will participate in the MSCE team in the role of "Site."

As a Site participant, PAC will support MSCE operations and consult with the MSCE leadership team in community outreach efforts, including engaging regional and community stakeholders and supporting stakeholder meetings and identification of need, market qualification and review of data analysis products. As a Site participant, PAC will support MSCE operations in site characterization including identifying infrastructure baselines and planning, infrastructure development through logistical support, and support required licensure and approvals by providing necessary data. PAC will support MSCE flight test demonstration and operations by providing logistical support for flight test operations as described in the Statement of Work, in accordance with FAA regulations and active cooperation from the airport's ATC. Any participation of PHF will in all cases and events be subject to the applicable governing legislation, laws and regulations to which PHF is subject, as well as availability of applicable funding for such participation and cooperation.

# Newport News Williamsburg Airport

PAC is a United States–based entity, incorporated as a political subdivision of the Commonwealth of Virginia, with its principal business location at 900 Bland Boulevard, Suite G, Newport News, VA 23606, and is not directly or indirectly owned or controlled by a foreign entity. As a Stakeholder in the national aviation system, PAC has an interest in the development of concepts of operations that support the commercially viable roll out of AAM services in the future. PAC’s participation in the MSCE eIPP project, if awarded, will support the project’s goals, as enumerated below, all of which for PAC’s part would be subject to the applicable governing legislation, laws and regulations, including without limitation the Virginia Freedom of Information Act, to which PHF is subject, as well as availability of applicable funding for such participation and cooperation:

- **Collaboration:** PAC affirms its willingness to cooperate with all eIPP partners and flexibility to collaborate with additional collaborators added by the MSCE (subject to confidentiality).
- **Data Sharing:** PAC affirms its willingness to share project data with PennDOT, USDOT, and the FAA.
- **Cost Acknowledgement:** PAC acknowledges that no federal funds are anticipated to be exchanged under the Other Transaction Agreements (OTAs) resulting from this solicitation, and we are prepared to bear our own costs as a collaborator in this program, subject to availability of such funding.

PAC appreciates the importance of protecting sensitive information. Proprietary, protected, confidential and competitively sensitive information shared through this partnership should be handled by PennDOT in accordance with applicable state and federal protections.

PAC is excited to support, and participate in, the MSCE eIPP project, if awarded. This innovative, deliberate, market-driven approach to identify and develop regional services under the auspices of the state DOTs through their state system planning functions presents a unique opportunity drive the AAM industry forward and delivery lasting, meaningful services to the American people.

Sincerely,



Christopher A. Morello  
Executive Director  
Newport News/Williamsburg Airport

# Newport News Williamsburg Airport

December 16, 2025

Greg Campbell, Director  
Virginia Department of Aviation  
5702 Gulfstream Road  
Richmond, VA 23250

Subject: MOU between the VA Department of Aviation and the Peninsula Airport Commission

Dear Mr. Campbell:

On behalf of the Peninsula Airport Commission (PAC) as its Executive Director, I am providing the enclosed and executed Memorandum of Understanding (MOU) in connection with the Commonwealth of Virginia's application to have the FAA/USDOT choose the Commonwealth's proposed demonstration corridor for an eVTOL Integration Pilot Program (eIPP). The application will include participation by the Newport News/Williamsburg Airport (KPHF) as an operational partner in accordance with Appendix A of the MOU.

Appendix A of the MOU states the following:

The Peninsula Airport Commission's collaboration and use of resources under this MOU and as enumerated below will in all cases and events be subject to the applicable governing legislation, laws and regulations to which PHF is subject, as well as availability of applicable funding for such participation and cooperation:

1. *Facilities & Infrastructure:* Access to airspace, Runway/Taxiway/Apron access
2. *Operational Support:* Emergency Response, Security Services, assistance by Airport Operational staff, assistance with coordination with FBOs for Fueling/Charging infrastructure access

PAC is excited to support, and participate in, the Commonwealth's eIPP project, if awarded. Please let me know if you have any questions.

Sincerely,



Christopher A. Morello  
Executive Director  
Newport News/Williamsburg Airport

cc: Scott Denny, Senior Program Manager - Advanced Air Mobility, DOAV  
Lindsey Carney Smith, Chair, Peninsula Airport Commission

This Memorandum of Understanding ("MOU" or "Agreement") is made and entered into this \_\_\_\_ day of \_\_\_\_\_, 2025 by and between the Virginia Department of Aviation, private sector partners, and/or other entities, as enumerated in the Signature blocks at the end of this Agreement ("or") sometimes hereinafter referred to individually as "Agency" or jointly as "Agencies."

## RECITALS

WHEREAS, the Agencies have engaged in strategic, technical and programmatic discussions pertaining to the harmonization of policy and infrastructure planning as it pertains to the integration of advanced air mobility technologies into the current air transportation system;

WHEREAS, the Agencies have engaged in strategic, technical and programmatic discussions pertaining to the development of joint proposals for jointly administered programs to the Federal Government, including, but not limited to, proposals to the Federal Aviation Administration and including, but not limited to, the eVTOL Integration Pilot Program;

WHEREAS, the Agencies have engaged in strategic, technical and programmatic discussions pertaining to the sharing and pooling of resources, including data, data and information services, and potential infrastructure or project funds;

WHEREAS each Agency recognizes that each state within this Memorandum of Agreement is an independent entity bound by their individual state constitutions and laws;

WHEREAS each signatory of this Memorandum of Understanding acknowledges the oversight of airspace and rules and regulations as mandated by the Federal Aviation Administration;

THEREFORE, in consideration of these recitals, as well as the mutual obligations herein made and undertaken, Agencies hereby covenant and agree as follows:

### Section 1

#### BACKGROUND AND PURPOSE

1.1 This Memorandum of Understanding is hereby entered into by the undersigned Agencies for the purpose of promoting the collaboration of the Agencies in establishing policies and governance, target infrastructure service levels, and shared services and projects consistent throughout the borders of the jurisdictions of each signatory.

1.2 It is the intent of this Memorandum of Understanding to ensure that policies created and enforced within the borders of each signatory permit the harmonious interstate operations of advanced air mobility aircraft. These policies include but are not limited to: operations that pertain to eVTOL takeoff and landing areas, Vertiports, UAS operations, instrument approach and departure procedures for UAS

and other AAM Aircraft, alternate fuels and traffic management systems, and other policies that may impact the integration of UAS and AAM aircraft with facilities that host other aviation stakeholders.

1.3 It is the intent of this Memorandum of Understanding to ensure that planning and potential investment and deployment of novel infrastructure within the borders of each signatory permit the harmonious interstate operations of advanced air mobility aircraft. These potential forms of infrastructure include, but are not limited to, equipment and services that pertain to: eVTOL takeoff and landing areas, Vertiports, UAS operations, instrument approach and departure procedures for UAS and other AAM Aircraft, alternate fuels and traffic management systems, alternative energy infrastructure, novel information and data systems supporting navigation and safety, and other infrastructure or systems that may impact the integration of UAS and AAM aircraft with facilities that host other aviation stakeholders.

1.4 It is the intent of this Memorandum of Understanding to ensure that the undersigned signatories have the opportunity to collaborate on joint projects that permit the harmonious interstate operations of advanced air mobility aircraft. These potential joint projects include proposals to the United States Federal Government and pooling and/or sharing of resources and funding for projects that include, but are not limited to: eVTOL takeoff and landing areas, Vertiports, UAS operations, instrument approach and departure procedures for UAS and other AAM Aircraft, alternate fuels and traffic management systems, alternative energy infrastructure, novel information and data systems supporting navigation and safety, and other infrastructure or systems that may impact the integration of UAS and AAM aircraft with facilities that host other aviation stakeholders.

1.5 The Agencies reiterate and agree that each Agency represents a Sovereign State, a private sector entity and/or other entity and is therefore not subject to the jurisdiction of the other; any further agreements or harmonization reached under this MOU must be consistent with the governing law of each Sovereign State and be approved pursuant to the appropriate process in each State, respectively. Further, the Agencies agree that all agreements or commitments reached under this MOU shall be subject to superior jurisdiction of United States Federal Law and Regulation as described in the United States Code and Code of Federal Regulations.

## SECTION 2 ROLES AND RESPONSIBILITIES

2.1 In fulfilling the stated purpose of this Agreement, the Agencies recognize that each Agency brings substantial knowledge and experience to this collaboration.

2.2 The Agencies agree to collaborate to develop policy for harmonizing state and local rules and regulations across their respective jurisdictions as described in a relevant scope attached to this agreement; with the understanding that any policy must not contradict Federal and State law.

2.3 The Agencies agree to collaborate to develop target infrastructure minimum service levels across their respective jurisdictions as described in a relevant scope attached to this agreement; with the understanding that any policy must not contradict Federal and State law.

2.4 The Agencies agree to collaborate to develop joint project proposals for submission to the Federal Government or other entities as appropriate to develop projects within their respective jurisdictions as described in a relevant scope attached to this agreement; with the understanding that any policy must not contradict Federal and State law.

2.5 The Agencies agree to pool and share resources in support of joint projects as submitted to the Federal Government or other entities as appropriate to develop infrastructure within their respective jurisdictions as described in a relevant scope attached to this agreement; with the understanding that any policy must not contradict Federal and State law.

2.6 The Agencies agree, pursuant to this MOU, that this agreement shall contain one or more Appendices detailing specific resource contributions including but not limited to land, airspace access, data infrastructure, and funding pertaining to Subsections 2.2-2.5 above, and that any subset of the undersigned Agencies may elect to participate or not participate in any given Specific scoping Appendices.

2.7 The Agencies acknowledge that this MOU DOES NOT counteract or supersede any other MOU between the Agencies that involve interstate commerce, enforcement of federal law or existing or future mutual aid agreements.

## SECTION 3 EFFECTIVE PERIOD, TERM, AND TERMINATION

3.1 This Agreement is effective as of the date above until terminated. This Agreement may be terminated by any undersigned AGENCY, without cause, on 90 days written notice.

SECTION 4  
CONFIDENTIALITY AND PUBLICITY

4.1 The undersigned Agencies desire, from time to time, to make public announcements pertaining to the work covered by this Agreement. Any news release, public announcement, advertisement, or other publicity proposed for release by any agency will be subject to the good faith review and written approval of all undersigned Agencies prior to release.

SECTION 5  
OTHER MATTERS

5.1 Each Agency has appointed a responsible individual to represent and manage the Agency commitments under this Agreement and to receive official notices on behalf of their Agency, as listed in the signature blocks in this Agreement.

5.2 The Agencies reiterate and agree that each agency represents a Sovereign State, a private sector entity, and/or other entity and is therefore not subject to the jurisdiction of any other; any further agreements or harmonization reached under this MOU must be consistent with the governing law of each Sovereign State and be approved pursuant to the appropriate process in each State, respectively. Further, the Agencies agree that all agreements or commitments reached under this MOU shall be subject to superior jurisdiction of United States Federal Law and Regulation as described in the United States Code and Code of Federal Regulations.

5.3 The Agencies shall each bear their own respective costs, nor shall any Agency have any expectations of cost reimbursement from any other Agency, except as explicitly described in one or more scoping Appendices.

5.4 Upon signing by their duly authorized representatives, this Agreement shall become a mutually binding agreement by and between the undersigned Agencies. It shall not be varied except by an instrument in writing of subsequent date duly executed by an authorized representative of each Agency.

5.5 This Agreement may be executed in counterparts, each of which shall be deemed an original, but all of which together shall be deemed to be one and the same agreement. A signed copy of this Agreement delivered by email or other means of electronic transmission shall be deemed to have the same legal effect as delivery of an original signed copy of this Agreement.

5.6 The Agencies agree that this Agreement may be executed by fax, facsimile, email, or similar electronic means and shall be as effective as and as binding as if the Agreement was executed with original signatures. The Agencies also agree that this Agreement may be executed in duplicate, with each Agency retaining one original.

5.7 The failure of any Agency at any time to require performance by any other Agency of any provision hereof, shall in no way effect the right of the Agency not requiring performance to enforce the same. Nor shall waiver by said Agency of any

breach of provision hereof be taken or held to be a waiver of the provision itself.

5.8 If, for any reason, any provision of this Agreement is determined to be illegal or otherwise invalid or unenforceable under applicable present or future laws or regulations, that provision shall be deemed not to be a part of this Agreement, and so much of the remainder of this Agreement as shall otherwise remain valid shall be given full force and effect and shall bind the Agencies.

5.9 Sections 3, 4, and 5 shall survive the termination of this Agreement. This Agreement may be amended by the Agencies in writing at any time by mutual agreement.

SECTION 6  
AUTHORIZING SIGNATURES AND SIGNATURE BLOCKS

The following signatories have substantially participated in the conversations between the Parties that led to the creation of this MOU; agree that the contents herein reflect the commitments made to one another; and that the undersigned representatives of the Parties are authorized to execute this Agreement.

Agreed:

Virginia Department of Aviation

Point of Contact

By: \_\_\_\_\_

Address: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Peninsula Airport Commission

By:  \_\_\_\_\_

Address: 900 Bland Blvd.  
Suite G, Newport News, VA 23602

Name: Christopher A. Morello

Name: Christopher A. Morello

Title: Executive Director

Title: Executive Director

Date: Dec. 16, 2025

Phone: 757.877.0221

Email: cmorello@newportnewsairport.com

## Appendix A

### **Peninsula Airport Commission (Newport News/Williamsburg Airport)**

Peninsula Airport Commission's collaboration and use of resources under this MOU and as enumerated below will in all cases and events be subject to the applicable governing legislation, laws and regulations to which PHF is subject, as well as availability of applicable funding for such participation and cooperation:

1. **Facilities & Infrastructure:** Access to airspace, Runway/Taxiway/Apron access
2. **Operational Support:** Emergency Response, Security Services, assistance by Airport Operational staff, assistance with coordination with FBOs for Fueling/Charging infrastructure access

# FINANCIALS

**PENINSULA AIRPORT COMMISSION  
JAN 2026  
OPERATING INCOME STATEMENT**

DESCRIPTION	JAN 2026 ACTUAL	JAN 2026 BUDGET		YTD ACTUAL	YTD BUDGET		ANNUAL BUDGET	
<b>REVENUE</b>								
Airline Fees	34,006	42,740	79.6%	239,753	297,740	80.5%	472,226	50.8%
Fixed Based Operators	51,064	50,237	101.6%	367,159	386,523	95.0%	665,261	55.2%
Property Rental	100,802	100,345	100.5%	684,210	690,937	99.0%	1,224,736	55.9%
Rental Cars	155,996	146,940	106.2%	1,102,633	1,185,030	93.0%	1,952,615	56.5%
Parking Lot	55,272	64,866	85.2%	362,588	493,678	73.4%	790,151	45.9%
Restaurant Income	15,900	14,680	108.3%	138,350	151,509	91.3%	250,279	55.3%
<b>TOTAL REVENUE</b>	<b>413,040</b>	<b>419,808</b>	<b>98.4%</b>	<b>2,894,693</b>	<b>3,205,417</b>	<b>90.3%</b>	<b>5,355,268</b>	<b>54.1%</b>
<b>EXPENSES</b>								
Labor and Benefits	380,433	438,187	86.8%	2,503,633	2,824,333	88.6%	4,819,710	51.9%
Marketing & Advertising	8,643	11,133	77.6%	69,881	83,441	83.7%	126,984	55.0%
Office & Administration	29,833	60,061	49.7%	657,889	661,248	99.5%	901,557	73.0%
Utilities	61,502	67,913	90.6%	499,499	558,052	89.5%	947,539	52.7%
Repairs & Maintenance	136,319	108,593	125.5%	481,106	473,171	101.7%	818,236	58.8%
Restaurant Expense	24,053	21,557	111.6%	172,143	164,775	104.5%	269,597	63.9%
Bond Debt	55,100	55,100	100.0%	385,701	385,700	100.0%	661,200	58.3%
<b>TOTAL OPERATING EXPENDITURES</b>	<b>695,883</b>	<b>762,544</b>	<b>91.3%</b>	<b>4,769,852</b>	<b>5,150,720</b>	<b>92.6%</b>	<b>8,544,823</b>	<b>55.8%</b>
<b>NET INCOME</b>	<b>(282,843)</b>	<b>(342,736)</b>	<b>82.5%</b>	<b>(1,875,159)</b>	<b>(1,945,303)</b>	<b>96.4%</b>	<b>(3,189,555)</b>	<b>58.8%</b>
<b>OTHER ITEMS</b>								
Sale of Land/Fixed Assets	340	-		20,089	-		-	
<b>NET AFTER OTHER</b>	<b>(282,503)</b>	<b>(342,736)</b>		<b>(1,855,070)</b>	<b>(1,945,303)</b>		<b>(3,189,555)</b>	

**BALANCE SHEET**

	Change Current mo	Prior mo	Change Current YTD	PY End	YTD End
Cash - Unrestricted	(332,119)	2,651,636	871,777	1,447,740	2,319,517
Cash - Restricted	101,972	14,694,027	(229,076)	15,025,075	14,795,999
Accounts Receivable	(2,307)	208,120	57,001	148,812	205,813
Other Current Assets	-	523,913	(144,296)	668,209	523,913
Fixed Assets (Net of Depreciation)	76,527	61,356,259	288,688	61,144,098	61,432,786
<b>TOTAL ASSETS</b>	<b>(155,927)</b>	<b>79,433,955</b>	<b>844,094</b>	<b>78,433,934</b>	<b>79,278,028</b>
Current Liabilities	19,727	1,437,285	(62,649)	1,519,661	1,457,012
Long Term Notes Payable - Restricted	-	-	-	-	-
Long Term Notes Payable - Unrestricted	-	3,685,450	-	3,685,450	3,685,450
OPEB	-	4,997,374	-	4,997,374	4,997,374
<b>TOTAL LIABILITIES</b>	<b>19,727</b>	<b>10,120,109</b>	<b>(62,649)</b>	<b>10,202,485</b>	<b>10,139,836</b>
Net Capital Beginning	-	68,231,449	-	68,231,449	68,231,449
Capital Contributions	101,735	(328,956)	(227,221)	-	(227,221)
Expense Subsidy (including interest)	5,113	2,983,921	2,989,034	-	2,989,034
YTD Earnings Current Year	(282,502)	(1,572,568)	(1,855,070)	-	(1,855,070)
<b>TOTAL LIABILITIES AND CAPITAL</b>	<b>(155,927)</b>	<b>79,433,955</b>	<b>844,094</b>	<b>78,433,934</b>	<b>79,278,028</b>

## **Peninsula Airport Commission**

### **Operating Income Statement results analysis – January 2026**

#### **Revenue:**

Airline Fees Revenue is less than budgeted. Unexpected loss of one daily flight to and from CLT resulted in total seats available not returning to seasonal expectations for the month.

Rental car revenues had increases in overall per passenger overall yield, in comparison to the same month last year and the prior month. This revenue source continues to do better than expected relative to the reduction in passenger flights.

Parking lot and restaurant declines in revenue were expected with declines in passenger counts. The snowy days with flight cancelations also had a noticeable impact.

Property Rental revenues are down slightly year-to-date due to a couple of General Aviation hangars becoming available. The month over month increase is due to the majority of scheduled annual rent escalations happening in January.

Fixed Based Operator revenues are down slightly due mainly to lower Jet A fuel flowage gallons.

#### **Expenses:**

Labor costs are under budget consistent with unfilled approved positions.

Office & Administration and Marketing & Advertising are slightly below budget due to some identified cost savings in these activities. These are mostly fixed expenditures and normally would not be tied to the reduction in passenger flights.

Repairs & Maintenance included some upgrades needed in the terminal which were not specifically budgeted.

Utilities were higher compared to December due to colder average temperatures. The cost is below the same month in the prior year. The impact of the new windows will require a full year of comparisons to evaluate. Significantly colder temperatures have been experienced in early February. The next few months will give a better indication of the overall impact of the windows project.

#### **Balance Sheet:**

Unrestricted cash decrease is consistent with the net reported operating loss for the month as adjusted for changes in current receivables and liabilities.