MOVING FORWARD
WITH MOMENTUM

SAVANNAH HILTON HEAD INTERNATIONAL
flySAV.com
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SAVANNAH AIRPORT COMMISSION

The Savannah Airport Commission is charged with the operation and management of Savannah/Hilton Head International. Founded in 1949, the body is composed of a five-member Commission appointed by the Mayor and Alderman of the City of Savannah. Commission members serve five-year terms. Pictured above are members of the Airport Commission who served in 2015.

VISION

The Vision of the Savannah Airport Commission is to provide safe, secure and efficient facilities, to provide air service and to promote the economic development of the airport and the region as a whole.

MISSION

The Mission of the Savannah Airport Commission is to provide leadership in aviation development necessary to provide safe, secure and functional facilities for the traveling public and airport tenants, managing such facilities while maintaining a least-cost approach, maintaining sufficient resources for future growth, providing adequate and affordable air service, promoting airport economic development and supporting regional economic development activities.

CULTURE

The Culture of the Savannah Airport Commission is to maintain the airfield as our top priority and ensure excellence in safety and airport security. We work very hard to do everything in a first-class manner; to offer the best customer service possible and treat our tenants as our customers. The Savannah Airport Commission has the utmost respect for our employees, and we strive for employee development in order to succeed and provide superior leadership in aviation.
SENIOR STAFF
From left to right:
Lenard T. Robinson, John F. Rauback, Lori A. Lynah,
Gregory B. Kelly, George A. Fidler

COMMISSION MEMBERS
Sylvester Formey
Chairman
Stephen S. Green
Vice Chairman
Shirley James
Sheldon Tenenbaum
Lois Wooten
James B. Blackburn
Commission Attorney

SENIOR STAFF
Gregory B. Kelly, A.A.E.
Executive Director
John F. Rauback, A.A.E.
Assistant Executive Director
George A. Fidler, Jr., P.E.
Director of Engineering
Lori A. Lynah
Director of Marketing & Air Service Development
Lenard T. Robinson
Director of Landside Facilities
Gregory B. Kelly, A.A.E.
EXECUTIVE DIRECTOR
A MESSAGE
FROM THE EXECUTIVE DIRECTOR

Momentum, as defined by Merriam Webster, is the impetuous and driving force gained by the development of a process or cause of events. When we look back at some key events that took place in 2014, we can see the beginning of movement in a positive direction, which has gradually become a driving force. It was important for us to recognize this and properly identify it as the beginning of momentum in a direction in which we want to be moving and make sure that we did not sit back and rest on our laurels. We know that it is hard to get momentum going in the right direction these days, and once it starts, we need to work even harder to keep it going.

We made it our primary objective for 2015 to ensure that more processes and more events developed over the course of the year to keep the driving force going, and develop they did with the following announcements:

- JetBlue added additional weekly service to New York and Boston
- Allegiant added four new markets to the three they started with in 2014
- Sun Country added additional service to Minneapolis/St. Paul in addition to the service they initiated in 2014
- Delta added service to Minneapolis/St. Paul
- United programmed for upgraded equipment and seasonal mainline service
- American upgauged Dallas/Fort Worth service and some Philadelphia and Charlotte service
- Enplanements came within 20,000 of breaking the all-time record
- Parking revenues reached record levels across all parking categories, and the new Value Park lot far exceeded expectations
- Uber had a successful launch, and all forms of ground transportation have seen growth
- A sister airport agreement was executed between Savannah/Hilton Head International and Hartsfield-Jackson Atlanta International Airport which will strengthen the economic and professional bond between Georgia’s two largest airports.

This report will show in some detail the effects of this momentum we have established and built on throughout 2015. Being here at this airport, one can feel the momentum that gained in strength over the course of the last year. There is no doubt it will carry over to 2016. We appreciate all the efforts of those who contributed to propelling us forward.

Gregory B. Kelly, A.A.E.
Executive Director
AIRLINE MARKET SHARE

- **47.7%** Delta
- **24.7%** American
- **13.7%** United
- **12.0%** JetBlue
- **1.7%** Allegiant
- **0.2%** Sun Country
ENPLANEMENTS

DEPLANEMENTS

AVAILABLE SEATS

Enplanements
Deplanements
Available Seats

LOAD FACTOR %

AIRLINE PASSENGERS 2,027,262
TOTAL CARGO 7,668 TONS
AIRCRAFT OPERATIONS 88,691
2015 TOTAL OPERATING REVENUE: $27,861,252

SOURCES OF AIRPORT REVENUE

PARKING 23.36%
AIRCRAFT 18.95%
APRON 0.22%
VENDING 0.14%
FIRST QUARTER IN REVIEW

JANUARY
- SAC announces completion of the Airport Master Plan Update Document
- SAC approves an Intergovernmental Agreement with Chatham County to receive funding provided by the Georgia Department of Transportation for interim improvements to the access ramps of I-95 at Airways Avenue
- SAV expands parking options and opens Value Park lot

FEBRUARY
- Allegiant Airlines announces new nonstop, seasonal service to Savannah from three Ohio cities: Akron, Cincinnati and Columbus

MARCH
- Sun Country Airlines begins nonstop, seasonal service to SAV from Minneapolis/St. Paul
- SAC receives the Patriot Award from the Georgia Air National Guard
- SAV celebrates St. Patrick’s Day
- SAV hosts the 18th Annual AAEE GIS Conference and Exhibition
SECOND QUARTER IN REVIEW

APRIL
- SAV receives 2015 anna.aero Award in the category of Fastest Growing Airport between 0.5m and 2m Passengers

MAY
- SAC executes the Coastal Regional Metropolitan Planning Organization Memorandum of Understanding with the Metropolitan Planning Commission
- Allegiant Airlines starts new nonstop service from Cincinnati/Northern Kentucky International and Akron-Canton to Savannah
- SAV hosts multi-agency active shooter drill

JUNE
- SAV removes and repaints runway hold position markings
- Allegiant Airlines begins new low-cost, nonstop, seasonal service between Columbus and Savannah
THIRD QUARTER IN REVIEW

JULY
- SAC holds first Employee Health and Wellness Fair
- SAV hosts 4th Annual Chatham County Youth Commission Aviation Day Tour
- Terminal restroom wall tile replacement project completed

AUGUST
- SAC executes operating agreement with Uber Technologies, Inc.
- SAV hosts SEADOG/WESTDOG Conference in Savannah
- Completed carpet replacement in Terminal Hold Rooms

SEPTEMBER
- SAC accepts Airport Improvement Program (AIP) Grant Offer from Federal Aviation Administration in the amount of $3,767,889 for airport development
- SAV hosts F. Russell Hoyt National Airports Conference (NAC) September 20-22

2015 YEAR IN REVIEW
FOURTH QUARTER IN REVIEW

OCTOBER

- Sun Country Airlines announces plans to continue nonstop seasonal service to SAV in 2016

NOVEMBER

- SAV passes annual FAA Part 139 Inspection
- SAC introduces new Bomb Detection K-9 Officer Apollo
- SAC signs a Sister Airport Agreement with Hartsfield-Jackson Atlanta International Airport
- SAV completes roadway rehabilitation project for Airways Avenue and airport thoroughfares

DECEMBER

- SAV hosts 2nd Annual Home for the Holidays Contest
- SAV hosts the 20th Annual School Chorus Days
- SAC signs a Sister Airport Agreement with Hartsfield-Jackson Atlanta International Airport
- SAV completes Seal and Coat Runway 10-28 Asphalt Sections and Apron Shoulders Project
AIRLINES
SERVING SAVANNAH IN 2015

17 Non-Stop Destinations
Seasonal Service
Year-Round Service

Houston
IAH

Dallas
DFW

Chicago
ORD

Minneapolis
MSP

Detroit
DTW

Washington D.C.
DCA / IAD

Newark
EWR

New York
LGA / JFK

Philadelphia
PHL

Savannah
Hilton Head Island

Detroit
DTW

Cincinnati
CVG

Columbus
LCK

Akron-Canton
CAK

Charlotte
CLT

Atlanta
ATL
**American Airlines**

- **Weekly nonstop departures to CINCINNATI**
  - Daily Number of Seats: 177

- **Weekly nonstop departures to AKRON CANTON**
  - Daily Number of Seats: 166

- **Weekly nonstop departures to COLUMBUS**
  - Daily Number of Seats: 166

- **8 daily nonstop departures to CHARLOTTE**
  - Daily Number of Seats: 507

- **2 daily nonstop departures to DALLAS/FORT WORTH**
  - Daily Number of Seats: 158

- **1 daily Mon - Fri nonstop departure to PHILADELPHIA**
  - Daily Number of Seats: 74

- **2 Saturday and 2 Sunday departures to PHILADELPHIA**
  - Daily Number of Seats: 296

- **1 Saturday and 1 Sunday departure to WASHINGTON REAGAN**
  - Total Number of Seats: 100

---

**Delta**

- **11 daily nonstop departures to ATLANTA**
  - Daily Number of Seats: 1,419

- **3 daily nonstop departures to NEW YORK LGA**
  - Daily Number of Seats: 207

- **2 daily nonstop departures to NEW YORK JFK**
  - Daily Number of Seats: 132

- **1 daily nonstop departure to DETROIT**
  - Daily Number of Seats: 66

- **1 Saturday nonstop departure to MINNEAPOLIS/ST. PAUL**
  - Daily Number of Seats: 76

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**jetBlue**

- **2 daily nonstop departures to NEW YORK JFK**
  - Daily Number of Seats: 300

- **1 daily nonstop departure to BOSTON**
  - Daily Number of Seats: 100

---

**Sun Country Airlines**

- **Weekly nonstop departures to MINNEAPOLIS/ST. PAUL**
  - Daily Number of Seats: 162

---

**United**

- **2 daily nonstop departures to NEWARK**
  - Daily Number of Seats: 100

- **2 daily nonstop departures to HOUSTON**
  - Daily Number of Seats: 100

- **3 daily nonstop departures to WASHINGTON IAD**
  - Daily Number of Seats: 150

- **3 daily nonstop departures to CHICAGO O'HARE**
  - Daily Number of Seats: 150

*Indicates Seasonal Service.*
GREEN
INITIATIVES

By replacing the east lighting circuit on Taxiway C with energy-efficient LED fixtures, SAV’s constant current reduction (CCR) was reduced from 5.4 kilowatts to 2 kilowatts in 2015. With plans to change out additional terminal and parking facility lighting circuits in the near future, the airport will reduce its power consumption even further.

SAV has helped eliminate waste from 217,871 disposable plastic bottles since the installation of water bottle refill stations in baggage claim and the airport concourse.

“SAV’S CONSTANT CURRENT REDUCTION (CCR) WAS REDUCED FROM 5.4 KILOWATTS TO 2 KILOWATTS IN 2015.”

Throughout the year, SAV also made a positive environmental impact through recycling efforts, garnering a total of 26.36 tons of recyclable material picked up by the City of Savannah, 31.053 tons of cardboard bales picked up by Pratt Industries and 37,323 pounds of metal picked up by Southern Metal Recycling.

In an effort to help decrease pollution in the community’s waterways and in the air, SAV continues to use green cleaning products. These eco-friendly products not only minimize impact on ozone depletion, but also do not contribute to the production of photochemical smog, tropospheric ozone, eutrophication or poor indoor air quality.
On March 24, 2015, five vintage World War II-era SNJ-2 GEICO aircraft arrived at Sheltair SAV for Media Day leading up to the Beaufort Air Show, April 11-12. The world-famous GEICO Skytypers Airshow Team performs skytyping and precision flying demonstrations at air shows across the U.S. While at Sheltair, select members of the local media joined the GEICO Skytypers squadron pilots as they performed heart-pumping precision flight maneuvers in the two-seater aircrafts as a preview for their upcoming performance at the Beaufort Air Show.
SAC’s accounting department earned its seventeenth Certificate of Achievement for Excellence in Financial Reporting (CAFR*) for the fiscal year ending December 31, 2014. The CAFR is presented by the Government Finance Officers Association of the United States and Canada to government units and public employee retirement systems whose comprehensive annual financial reports achieve the highest standards in government accounting and financial reporting.

The Airports Council International welcomed Executive Director Kelly as a regional representative for the North America region on the ACI World Safety and Technical Standing Committee for a two-year term starting in February 2015.

Director of Landside Facilities Lenard Robinson was appointed to the Georgia Airports Association Board of Directors.

The Employer Support of the Guard and Reserve (ESGR) presented SAC with the Patriot Award for recognizing, honoring and enforcing the Uniformed Services Employment and Reemployment Rights Act (USERRA) and for continually recognizing and supporting our country’s servicemembers and their families in peace, crisis and war. SAC was also named a Patriotic Employer by the ESGR.

In the 5th Annual US ANNIE Airport Awards, SAV received the Fastest Growing Airport With Between 0.5m and 2m Passengers award on April 2015 for colossal growth of 16.7% in 2014. Each year, anna.aero examines OAG scheduled data across over 630 US airports and presents the US ANNIE Awards to winners in seven airport categories based on science, statistics and evidence.

The 2015 MarCom Awards, an international competition recognizing creative work in various categories, awarded SAV with a Gold award for its 2015 RBC Heritage Television Commercial in the TV: Single Spot category. SAV was also honored with a Gold award for its 2014 Annual Report in the Uncategorized Annual Report category, and an Honorable Mention for the Have a Scoop on Us with a Sip of Southern project in the Communications/Public Relations: Special Event category.

*Comprehensive Annual Financial Report
On December 3, 2015, Savannah/Hilton Head International entered into a five-year Sister Airport Agreement with Hartsfield-Jackson Atlanta International Airport. Both airports are committed to exchanging ideas and information pertaining to the passenger and tourism industries at both airports; to promoting the relationship and advantages of visiting and/or doing business at the other’s airport through customary marketing processes; and creating working groups made up of a limited number of representatives from each party to promote and monitor the exchange of ideas and strategies. Savannah/Hilton Head International is the first domestic airport Hartsfield-Jackson Atlanta International Airport has selected as a Sister Airport.
NEW SAV VALUE PARKING LOT

On January 28, 2015, Savannah/Hilton Head International expanded its parking options with the opening of a new $5 per day SAV Value Lot. With the addition of several new low-cost carriers, the new lot provides budget-conscious travelers with an economical parking option to help stretch their travel dollars even further. The expansion added 250 more parking spaces to the airport’s existing parking facilities.

NEW SAV WI-FI SYSTEM

In April 2015, the Savannah Airport Commission approved a service agreement with Hargray, Inc. to install, operate and maintain new internet bandwidth services and a public Wi-Fi system at SAV. The new Wi-Fi system increased the bandwidth from a modest 3MB to 100MB. In addition, a separate 100MB internet connection was installed to support the operational needs of the Airport.
2015 FINANCIAL STATEMENTS

For your information and review are the financial statements of Savannah/Hilton Head International for the year ending December 31, 2015. These financial statements are provided by management for information only and have not been audited.

The following statements are being provided:
- Statements of Net Position
- Statement of Revenues, Expenses & Changes in Net Position

## Statements of Net Position

<table>
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<th>ASSETS</th>
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<th>2014</th>
<th>Restricted assets</th>
<th>2015</th>
<th>2014</th>
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<tr>
<td>Current assets</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Unrestricted assets</td>
<td></td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>Cash and cash equivalents</td>
<td>$7,233,667</td>
<td>$6,404,226</td>
<td>Revenue bond renewal and replacement fund</td>
<td>$2,000,000</td>
<td>$2,000,000</td>
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<tr>
<td>Short-term investments</td>
<td>$16,293,056</td>
<td>$13,171,470</td>
<td>Cash and cash equivalents</td>
<td>$8,600,114</td>
<td>$7,391,289</td>
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<tr>
<td>Accounts receivable</td>
<td>$2,153,775</td>
<td>$1,823,869</td>
<td>Accounts receivable</td>
<td>$458,508</td>
<td>$324,438</td>
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<tr>
<td>Inventories</td>
<td>$306,733</td>
<td>$259,102</td>
<td>TOTAL CURRENT RESTRICTED ASSETS</td>
<td>$11,058,622</td>
<td>$9,715,727</td>
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<tr>
<td>Prepaid expenses and other</td>
<td>$631,656</td>
<td>$290,965</td>
<td></td>
<td></td>
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<tr>
<td>Leases receivable - current portion</td>
<td>$257,704</td>
<td>$267,261</td>
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<tr>
<td>Deposits</td>
<td>$4,000</td>
<td>$4,000</td>
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<tr>
<td>TOTAL CURRENT UNRESTRICTED ASSETS</td>
<td>$26,880,591</td>
<td>$22,220,893</td>
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<tr>
<td>TOTAL CURRENT ASSETS</td>
<td>$37,939,213</td>
<td>$31,936,620</td>
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<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
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<tr>
<td>Non-current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capital assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Land</td>
<td>$10,669,398</td>
<td>$10,669,398</td>
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<tr>
<td>Construction in progress</td>
<td>$4,930,309</td>
<td>$6,681,003</td>
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<tr>
<td>Buildings and improvements</td>
<td>$164,254,539</td>
<td>$160,548,683</td>
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<td>Runways, taxiways and lights</td>
<td>$103,535,502</td>
<td>$103,162,604</td>
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<tr>
<td>Equipment</td>
<td>$18,537,867</td>
<td>$17,283,412</td>
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<td>Access roads</td>
<td>$23,143,633</td>
<td>$20,831,917</td>
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<tr>
<td>Subtotal capital assets</td>
<td>$325,071,248</td>
<td>$319,177,017</td>
</tr>
<tr>
<td>Less accumulated depreciation</td>
<td>$162,899,755</td>
<td>$152,102,361</td>
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<tr>
<td>TOTAL CAPITAL ASSETS</td>
<td>$162,171,493</td>
<td>$167,074,656</td>
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<tr>
<td>Leases receivable, net of current portion</td>
<td>$891,979</td>
<td>$1,166,361</td>
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<tr>
<td>Investments</td>
<td>$24,293,000</td>
<td>$22,667,000</td>
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<tr>
<td>TOTAL NON-CURRENT ASSETS</td>
<td>$187,356,472</td>
<td>$190,908,017</td>
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<table>
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<tr>
<th>Deferred outflows of resources</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deferred amounts from refunding of debt</td>
<td>$50,524</td>
<td>$101,048</td>
</tr>
<tr>
<td>TOTAL DEFERRED OUTFLOWS OF RESOURCES</td>
<td>$50,524</td>
<td>$101,048</td>
</tr>
</tbody>
</table>

| TOTAL ASSETS AND DEFERRED OUTFLOWS OF RESOURCES | $225,346,209 | $222,945,685 |
## LIABILITIES AND NET POSITION

### 2015 | 2014
--- | ---
**Current liabilities** | |  
Accounts payable and accrued expenses | $1,534,875 | $962,513  
Security deposits | $77,460 | $68,143  
Salaries and wages payable | $77,917 | $217,835  
Contracts payable - retainage | $95,715 | $177,946  
Deferred revenue | $217,953 | $244,235  
Accrued vacation liability | $1,314,241 | $1,206,034  
**TOTAL CURRENT LIABILITIES** | **$3,318,161** | **$2,876,706**  

### Non-current liabilities | |  
Net OPEB obligation | $3,944,410 | $4,016,406  
Revenue bonds, includes an unamortized premium of $136,380 and $272,760 as of December 31, 2015, and 2014, respectively | $2,981,380 | $5,822,760  
**TOTAL NON-CURRENT LIABILITIES** | **$6,925,790** | **$9,839,166**  
**TOTAL LIABILITIES** | **$10,243,951** | **$12,715,872**

### Net Position | |  
Invested in capital assets, net of related debt | $159,240,637 | $161,352,944  
**Restricted** | |  
Renewal and replacement fund | $2,000,000 | $2,000,000  
Operation and maintenance fund | $5,179,524 | $4,938,306  
Bond debt service reserve | $1,501,000 | $1,501,000  
Passenger facility charges | $1,310,591 | $884,646  
Customer facility charges | $790,315 | $186,320  
General aviation fund charges | $265,525 | $193,120  
Savannah Aviation Village fund charges | $10,147 | $10,147  
Other restricted assets | $1,520 | $2,188  
**TOTAL RESTRICTED** | **$11,058,622** | **$9,715,727**  
**UNRESTRICTED** | |  
| $44,802,999 | $39,161,142  
**TOTAL NET POSITION** | **$215,102,258** | **$210,229,813**  
**TOTAL LIABILITIES AND NET POSITION** | **$225,346,209** | **$222,945,685**

Questions concerning the financial statements and any other information provided should be directed to:  
GREGORY B. KELLY, A.A.E.  EXECUTIVE DIRECTOR, SAVANNAH AIRPORT COMMISSION  
400 Airways Avenue  ·  Savannah, GA 31408  ·  (912) 964-0514  ·  flySAV.com
# Statements of Revenues, Expenses, and Changes in Net Position

**Years ended December 31**

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating revenues</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Airfield</td>
<td>$3,430,523</td>
<td>$3,257,492</td>
</tr>
<tr>
<td>Terminal</td>
<td>$12,378,721</td>
<td>$11,965,612</td>
</tr>
<tr>
<td>Airport Business Center</td>
<td>$146,878</td>
<td>$212,094</td>
</tr>
<tr>
<td>Commercial Aviation</td>
<td>$2,229,309</td>
<td>$2,216,288</td>
</tr>
<tr>
<td>Apron</td>
<td>$60,231</td>
<td>$54,381</td>
</tr>
<tr>
<td>Parking</td>
<td>$6,508,913</td>
<td>$6,018,305</td>
</tr>
<tr>
<td>Non-Aviation</td>
<td>$3,106,677</td>
<td>$2,713,210</td>
</tr>
<tr>
<td><strong>TOTAL OPERATING REVENUES</strong></td>
<td><strong>$27,861,252</strong></td>
<td><strong>$26,437,382</strong></td>
</tr>
</tbody>
</table>

| **Operating expenses** |            |            |
| Airfield              | $2,146,532 | $1,905,637 |
| Terminal              | $9,449,322 | $9,094,306 |
| Airport Business Center | $85,877   | $140,603   |
| Commercial Aviation   | $158,716   | $261,441   |
| Apron                 | $26,691    | $24,547    |
| Parking               | $1,337,464 | $1,369,561 |
| Non-Aviation          | $1,028,223 | $1,110,988 |
| Administrative expenses | $6,485,382| $5,751,582 |
| Depreciation          | $11,202,854| $9,969,695 |
| **TOTAL OPERATING EXPENSES** | **$31,921,061** | **$29,628,360** |
| **OPERATING LOSS**    | **($4,059,809)** | **($3,190,978)** |

| **Non-operating revenues (expenses)** |            |            |
| Passenger facility charges | $3,902,443 | $3,640,888 |
| Customer facility charges  | $658,964   | $611,273   |
| General aviation fund charges | $87,267   | $79,130    |
| Interest revenue           | $404,423   | $319,351   |
| Interest expense           | ($260,600) | ($345,038) |
| Bond premium amortization  | $136,380   | $248,182   |
| Loss on bond refunding     | ($50,524)  | ($149,932) |
| Net increase (decrease) in the fair value of investments | $23,651       | ($45,893)   |
| Gain on disposal of capital assets | $8,664      | $11,297    |
| **TOTAL NON-OPERATING REVENUES** | **$4,910,668** | **$4,369,258** |

| **INCOME BEFORE CAPITAL CONTRIBUTIONS** |            |            |
| **CAPITAL CONTRIBUTIONS**              | $850,859   | $1,178,280 |
| **INCREASE IN NET POSITION**           | $4,021,586 | $5,932,857 |
| **TOTAL NET POSITION, BEGINNING OF YEAR** | **$4,872,445** | **$7,111,137** |
| **TOTAL NET POSITION, END OF YEAR**    | **$215,102,258** | **$210,229,813** |