Agenda

1. OIAA Overview

2. Development

3. Air Service

4. Customer Service

1. OIAA Overview

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OIAA Mission

Operate and grow Ontario International Airport (ONT) as one of the most competitive, efficient, innovative customer-friendly passenger, cargo, and business airports in the United States as a key economic asset serving the Inland Empire and the entire Southern California region.

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What is the OIAA?

- Created on August 21, 2012 via a Joint Exercise of Powers Agreement between the City of Ontario and the County of San Bernardino.

- Autonomous public entity, separate, apart and independent from the City of Ontario and the County of San Bernardino. All ONT assets are owned and operated by OIAA.

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What is the OIAA?

- Governed by a five (5) person Board of Airport Commissioners. Four (4) members are appointed by Ontario City Council, and one (1) member shall be the Supervisor of the San Bernardino County Board of Supervisors representing the district in which the airport is located. Of the four (4) members appointed by City Council, two (2) are members of the business community within the airport's market service area, and two (2) are Ontario City Council members.

- Organization currently comprised of approximately 10 OIAA staff, supported by approximately 200 Los Angeles World Airports staff as we transition over the next 21 months (or sooner) to a new organizational airport management model.

- Current revenues nearly $ 60 Million annually with strong growth potential.

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How is OIAA/ONT funded?

- OIAA/ONT is required to be totally self-sufficient and generate revenues to cover all costs.

- OIAA/ONT is funded primarily by fees paid by airport users including airlines, passengers and businesses operating at the airport.

- OIAA/ONT accepts millions of dollars annually from the Federal Aviation Administration (FAA) in the form of entitlement and discretionary grants to support capital projects.

- In light of accepting federal funds, OIAA/ONT is statutorily required to expend all airport revenues for the operating and capital costs of its' airports only. "Aviation pays for aviation".
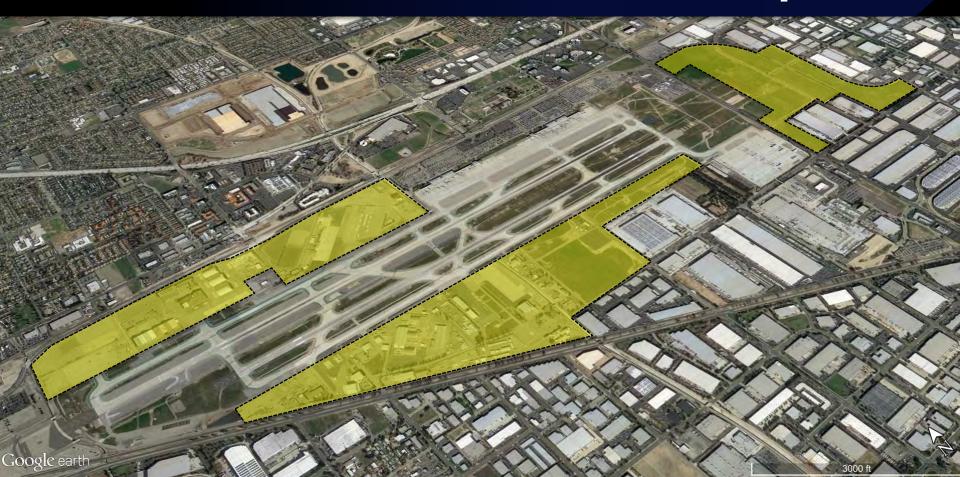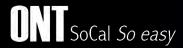
2. Development

LAND DEVELOPMENT OPPORTUNITIES

3.   Air Service

ONT is in the 15th-largest MSA in the U.S.; and in the nation's 2nd-largest CMSA
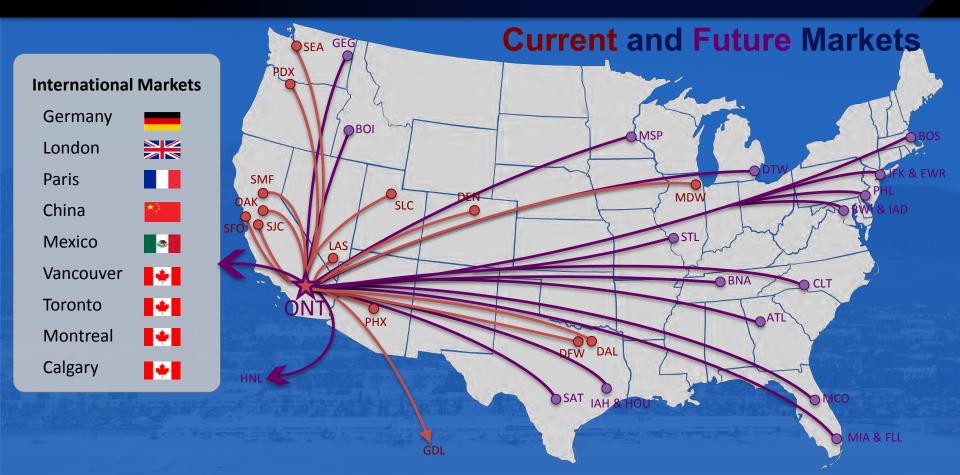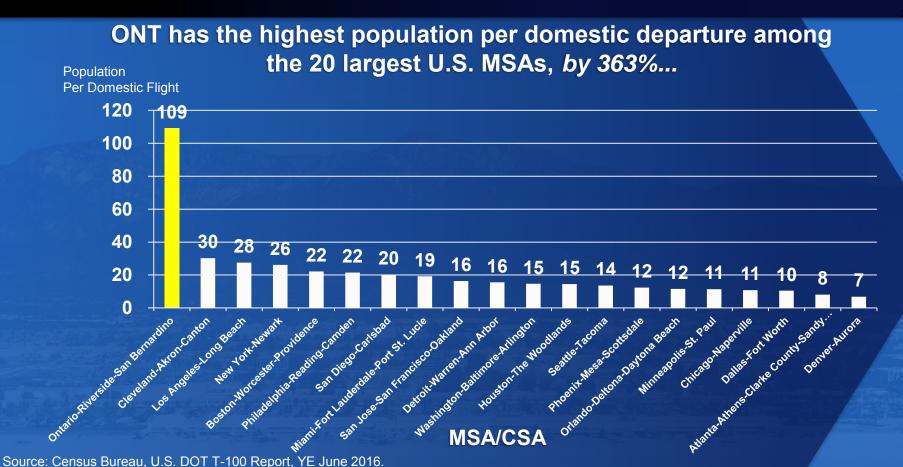
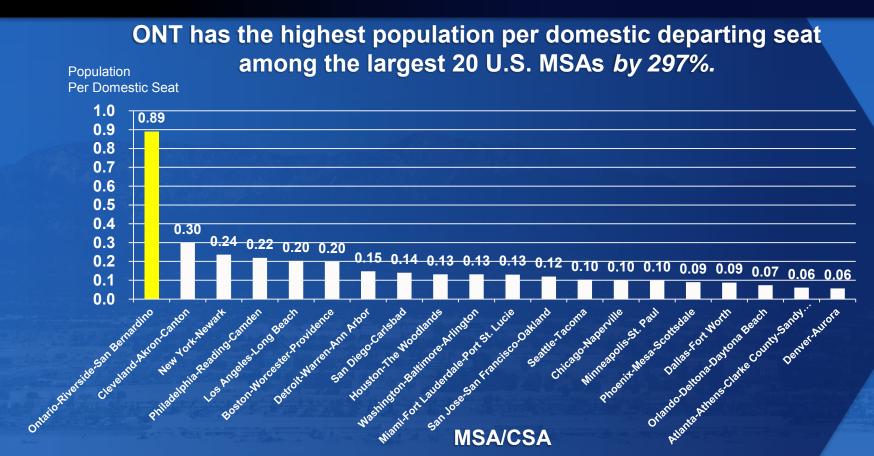| Rank	Metro Area	2015 Population
1	New York-Newark, NY-NJ-CT-PA CSA	23,723,696
2	Los Angeles-Long Beach-Anaheim, CA CSA	18,679,763
3	Chicago-Naperville, IL-IN-WI CSA	9,923,358
4	Washington-Baltimore-Arlington, DC-MD-VA-WV-PA CSA	9,625,360
5	San Jose-San Francisco-Oakland, CA CSA	8,713,914
6	Boston-Worcester-Providence, MA-RI-NH-CT CSA	8,152,573
7	Dallas-Fort Worth, TX-OK CSA	7,504,362
8	Philadelphia-Reading-Camden, PA-NJ-DE-MD CSA	7,183,479
9	Houston-The Woodlands, TX CSA	6,855,069
10	Miami-Fort Lauderdale-Port St. Lucie, FL CSA	6,654,565
11	Atlanta--Athens-Clarke County--Sandy Springs, GA CSA	6,365,108
12	Detroit-Warren-Ann Arbor, MI CSA	5,319,913
13	Seattle-Tacoma, WA CSA	4,602,591
14	Phoenix-Mesa-Scottsdale, AZ Metro Area	4,574,531
15	**Ontario-Riverside-San Bernardino, CA Metro Area**	**4,489,159**
16	Minneapolis-St. Paul, MN-WI CSA	3,866,768
17	Cleveland-Akron-Canton, OH CSA	3,493,596
18	Denver-Aurora, CO CSA	3,418,876
19	San Diego-Carlsbad, CA Metro Area	3,299,521
20	Orlando-Deltona-Daytona Beach, FL CSA	3,129,308
21	Portland-Vancouver-Salem, OR-WA CSA	3,110,906
22	Tampa-St. Petersburg-Clearwater, FL Metro Area	2,975,225
23	St. Louis-St. Charles-Farmington, MO-IL CSA	2,916,447
24	Pittsburgh-New Castle-Weirton, PA-OH-WV CSA	2,648,605
25	Charlotte-Concord, NC-SC CSA	2,583,956
26	Sacramento-Roseville, CA CSA	2,544,026
27	Salt Lake City-Provo-Orem, UT CSA	2,467,709
28	Kansas City-Overland Park-Kansas City, MO-KS CSA	2,428,362
29	Columbus-Marion-Zanesville, OH CSA	2,424,831
30	San Antonio-New Braunfels, TX Metro Area	2,384,075

Portion of this CSA comprises ONT's secondary catchment area

ONT primary catchment area

Source: U.S. Census Bureau, 2015.

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Air Service

ONT has the highest population per domestic departure among the 20 largest U.S. MSAs, *by 363%...*

Population Per Domestic Flight

Chart values (Population Per Domestic Flight):
- Ontario-Riverside-San Bernardino: 109
- Cleveland-Akron-Canton: 30
- Los Angeles-Long Beach: 28
- New York-Newark: 26
- Boston-Worcester-Providence: 22
- Philadelphia-Reading-Camden: 22
- San Diego-Carlsbad: 20
- Miami-Fort Lauderdale-Port St. Lucie: 19
- San Jose-San Francisco-Oakland: 16
- Detroit-Warren-Ann Arbor: 16
- Washington-Baltimore-Arlington: 15
- Houston-The Woodlands: 15
- Seattle-Tacoma: 14
- Phoenix-Mesa-Scottsdale: 12
- Orlando-Deltona-Daytona Beach: 12
- Minneapolis-St. Paul: 11
- Chicago-Naperville: 11
- Dallas-Fort Worth: 10
- Atlanta-Athens-Clarke County-Sandy…: 8
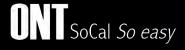- Denver-Aurora: 7

MSA/CSA

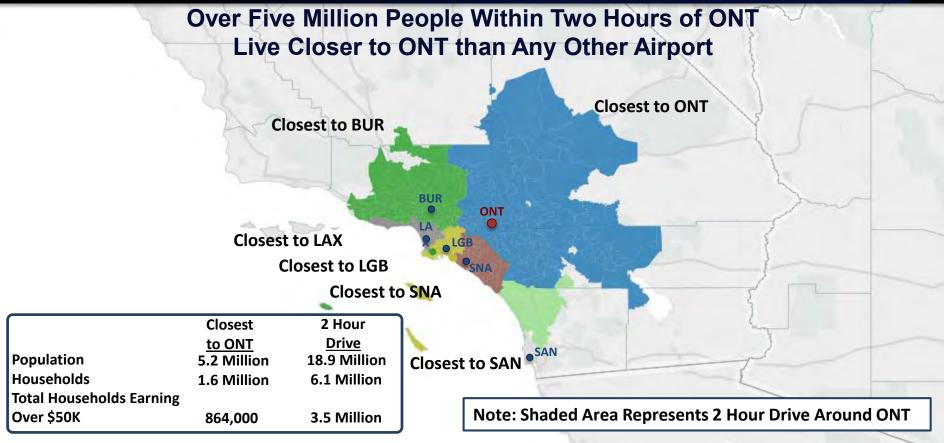Source: Census Bureau, U.S. DOT T-100 Report, YE June 2016.

L.A. is the **Most-Congested City** in the **U.S.**
(12 of the Country's worst 40 bottlenecks surrounding LAX)
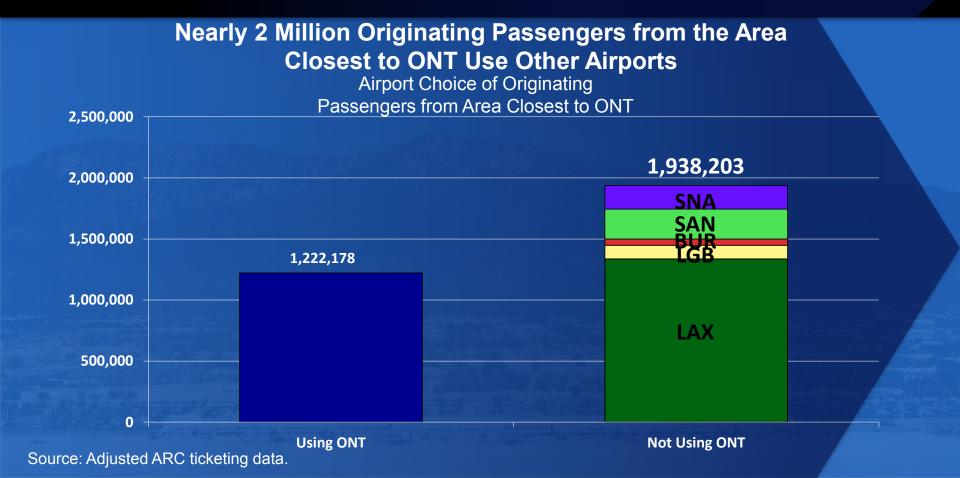
America's Top 50 Traffic Bottlenecks
November 2015

National Rank	Bottleneck	Location	Queue Length (miles)	Annual Total Delay (millions of hours)	Annual Lost Value of Time/ Productivity (US$ millions)	Annual Fuel Wasted (milllions of gallons)
2	Seal Beach	I-405 between SR-22 and I-605	4.1	7.1	$191	1.82
3	Downtown L.A.	I-10 between Santa Fe Ave. and Crenshaw Blvd.	6.9	6.9	$187	2.23
4	Westside L.A.	I-405 between Venice Blvd. and Wilshire Blvd.	5.2	6.3	$169	1.96
5	Hollywood Freeway	US-101 between Franklin Ave. and Glendale Blvd.	4.4	5.4	$146	1.76
6	Downtown L.A.	I-10 between Exposition Blvd. and Stadium Way	4.3	5.4	$145	1.86
7	Sherman Oaks	US-101 between Sepulveda Blvd. and Laurel Cany	3.8	3.6	$96	1.05
11	Downtown L.A.	I-5 / I-10 between N. Mission Rd. and US-101	2.0	2.3	$62	0.97
13	Culver City	I-10 between La Brea Ave. and National Blvd.	2.2	2.1	$57	0.55
14	Eastside L.A.	I-5 between S. Eastern Ave. and Euclid Ave.	2.0	2.1	$56	0.99
29	Tarzana/Encino	I-405 between Burbank Blvd. and Ventura Blvd.	1.0	1.0	$26	0.34
30	Downtown L.A.	US-101 between SR-110 and Alameda St.	1.0	1.0	$26	0.43
40	Downtown L.A.	I-10 between I-5 and US-101	0.6	0.5	$13	0.24
			37.5	43.7	$1,174	14.2

Source: American Highway Users Alliance, Unclogging America's Arteries 2015, pp. VII-IX, November 23, 2015.

4.   Customer Service

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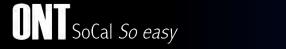
"De-Stealthing" ONT

- Getting attention and building awareness

- Comprehensive, targeted, marketing and promotional campaign

- How you can help:
  - Use ONT
  - Advertise at ONT
  - Share travel data
  - Share insights and advice
  - Be an extension of our OIAA Marketing Team

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