

Airport Economic Development Strategies

Best Practices for Attracting Jobs and
Investments

Georgia Airports Association

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Classic Economic Development



Economic Development Opportunities for Airports

- Continued growth of global air travel
- All international air manufacturers want a U.S. presence
- Increased opportunities for suppliers
- MRO
- Aviation training (particularly for foreign allies)
- Research and development
- Changeover in major defense aviation platforms
- Southeast US emerging as the new center for US aviation manufacturing

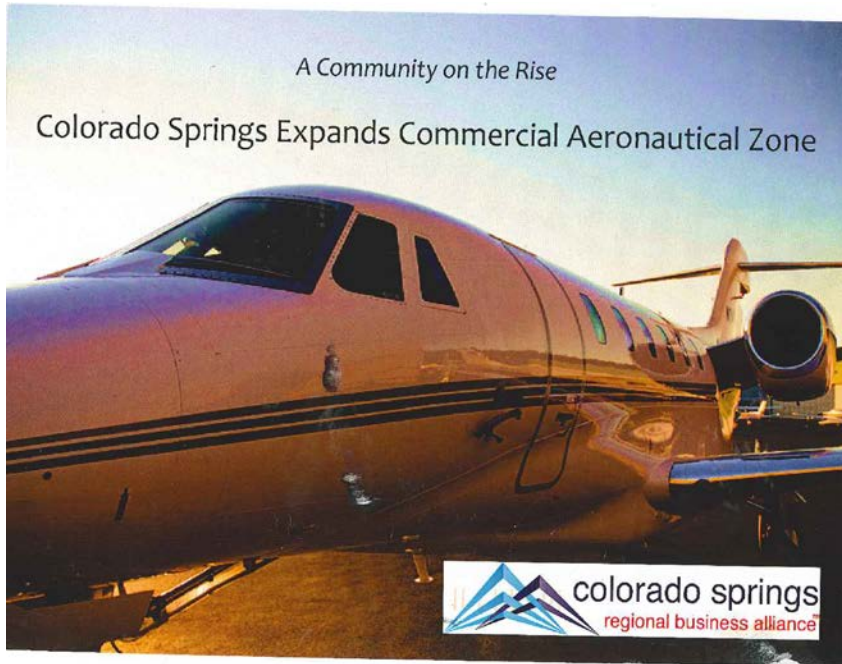
What Prospects Want

- Pro-business real estate policies
- Interstate (and perhaps rail) access nearby
- Ability to access multiple manufacturers and suppliers
- Trained workforce along with continuing education opportunities
- Favorable tax climate
- Few conflicting operational issues

Improving your Economics

- Subsidize cost of land
- Invest in workforce training
- Site readiness and certification
- Reduced taxes on fuel, parts
- Aviation focused incentives

Aviation Incentives



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Effective September 1, 2015, Colorado Springs City Council expanded the Commercial Aeronautical Zone (CAZ) that incorporates the Colorado Springs Airport and surrounding properties. As defined by city ordinance, sales and use taxes from the City of Colorado Springs, El Paso County and Pikes Peak Rural Transportation Authority are abated for businesses located in the CAZ and specifically engaged in a variety of aeronautical activities.

Exempt under this City Tax Code:

- The sale, purchase, lease, rental, use, storage, distribution or consumption of any aircraft, aircraft parts or supplies, equipment, tooling, solvents and/or paints used or consumed in the manufacture, maintenance, repair or overhaul of aircraft within the CAZ.
- Purchase or lease of equipment directly and exclusively used or consumed in the manufacture, maintenance, repair or overhaul of aircraft within the CAZ.

For more information on the Colorado Springs CAZ visit: www.csrba.com, or call or email me:

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Case Study – Ogden, UT



- Private investors build jet center
- Public private partnership develops space for Northrop Grumman
- New hanger for Borsight
- Allegiant flight to PHX

Honda Aircraft Company – Greensboro, NC



\$178 million investment
1000+ full time jobs

GTCC training partnership
Significant local investment

Honda Aero – Burlington, North Carolina



\$27 million investment
30 full time jobs

Large local commitment
Leveraged LabCorp

Questions or Comments?

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