



# Property Management & Business Development

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Property Management & Business Development

September 26, 2024

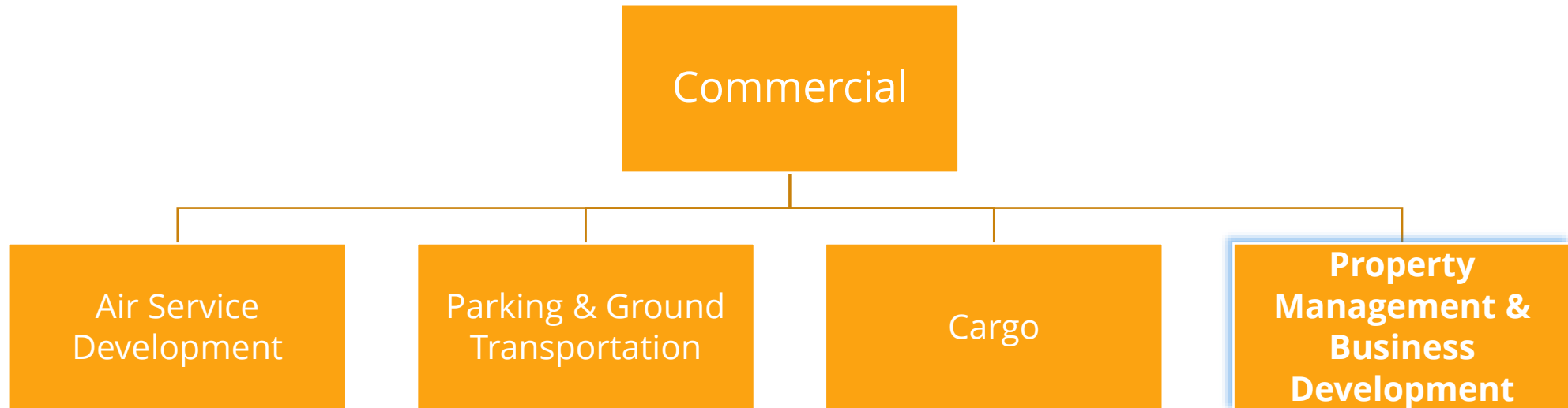


City of Philadelphia,  
Department of Aviation



PHILADELPHIA INTERNATIONAL AIRPORT  
NORTHEAST PHILADELPHIA AIRPORT

# Commercial Team





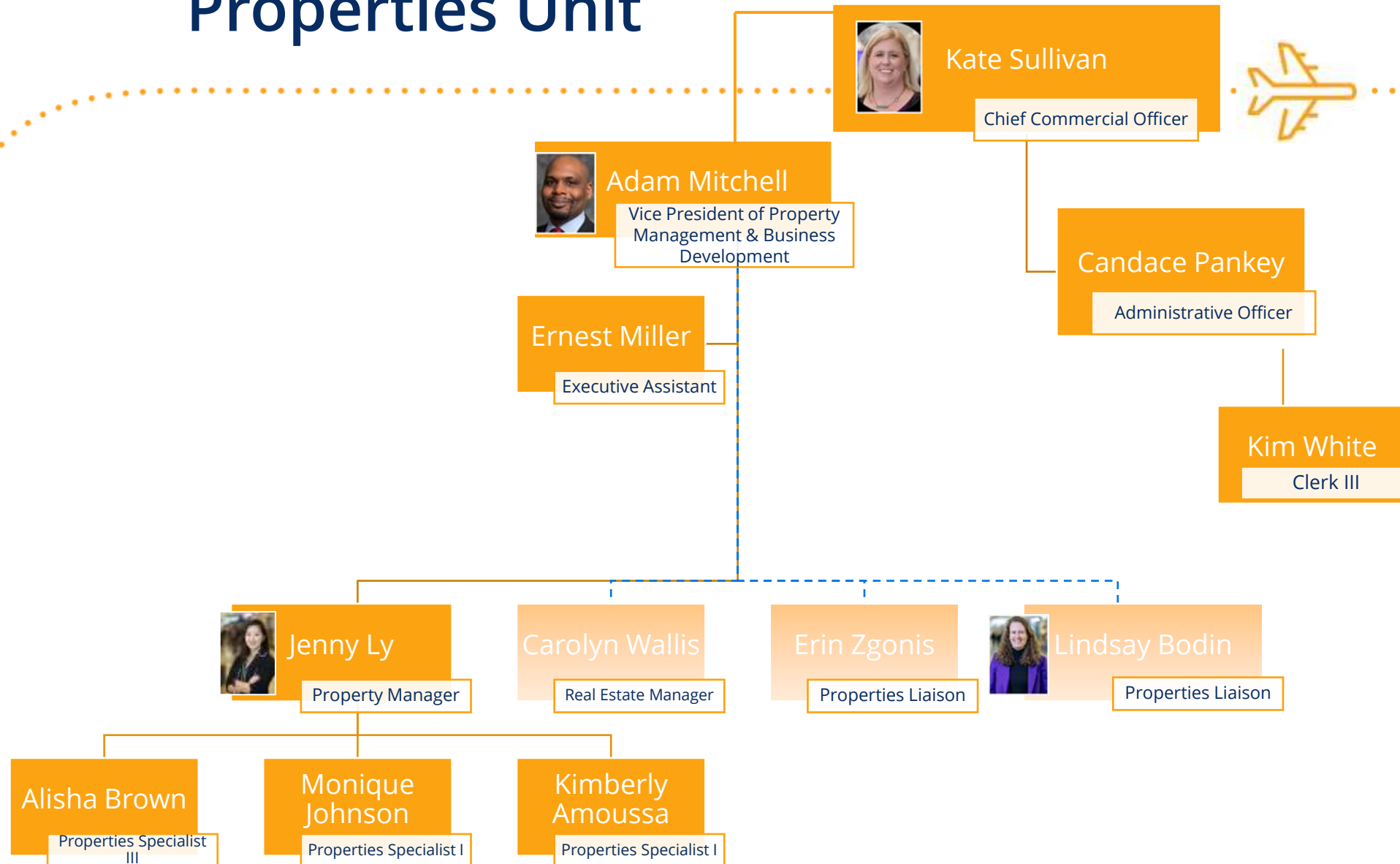
# Who Are We? What Does Properties Do?



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# Properties Unit



# We Are...the "Landlord" of the Airport



Property Managers



Project Managers



Contract Managers





# Property Management



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Properties is responsible for land owned by the City of Philadelphia

- Use
- Tenants
- Revenue
- Expectations
- Responsibilities

...via Agreements (legal contracts)

At PHL and...



**PHILADELPHIA INTERNATIONAL AIRPORT**

AIRPORT AND SURROUNDING COMMUNITY

SCALE 1" = 1500'

2022

— Property Boundary    - - - - - County Boundary



# PNE

- 1,150 acres
- General Aviation
- Numerous aeronautical and non-aeronautical tenants + uses

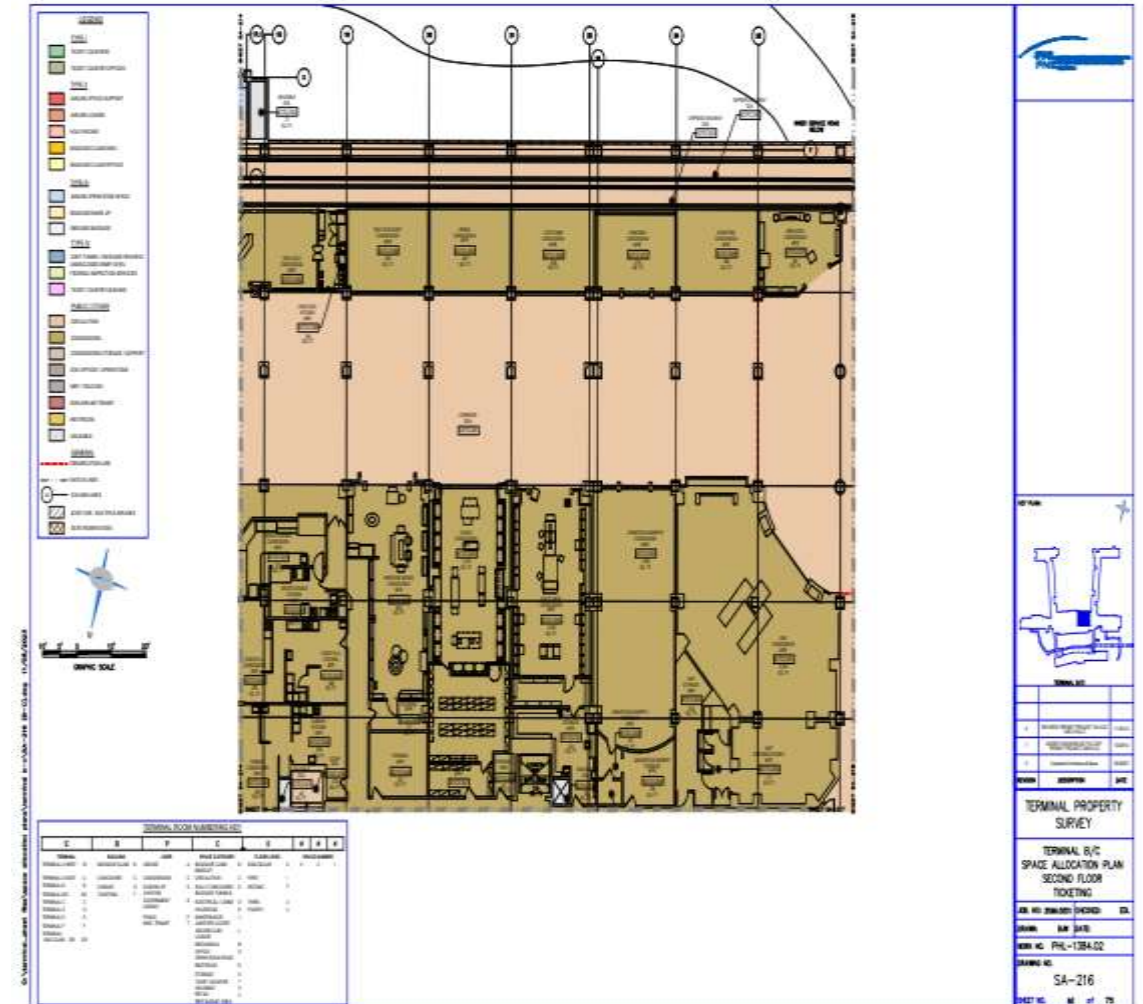




# Property Managers, Airport “Landlords”



- Who is in the space?
- How is the space utilized?
- What is the square footage?
- How much revenue?



# Property Managers, Airport “Landlords”



- “Can we have more?”

## Leasing Space

- First point of contact for any space
  - Offices
  - Gates
  - Hold rooms
  - Ticketing Counters
  - Queuing
  - Storage
  - And MORE!









# Project Management



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# Project Managers



- Planning
- Bringing together groups for collaboration
- Guiding the tenant/team through the real estate process
- Following up to drive the schedule to completion

## Example:

### Air Canada ATO/BSO

- Use? Scope?
- What is the timeline?
- Who needs to be involved? Connecting the groups such as Ops, IT and Facilities
- Following up with different teams for status updates for on time activation
- SAP Updates- CAD



# Contract Management



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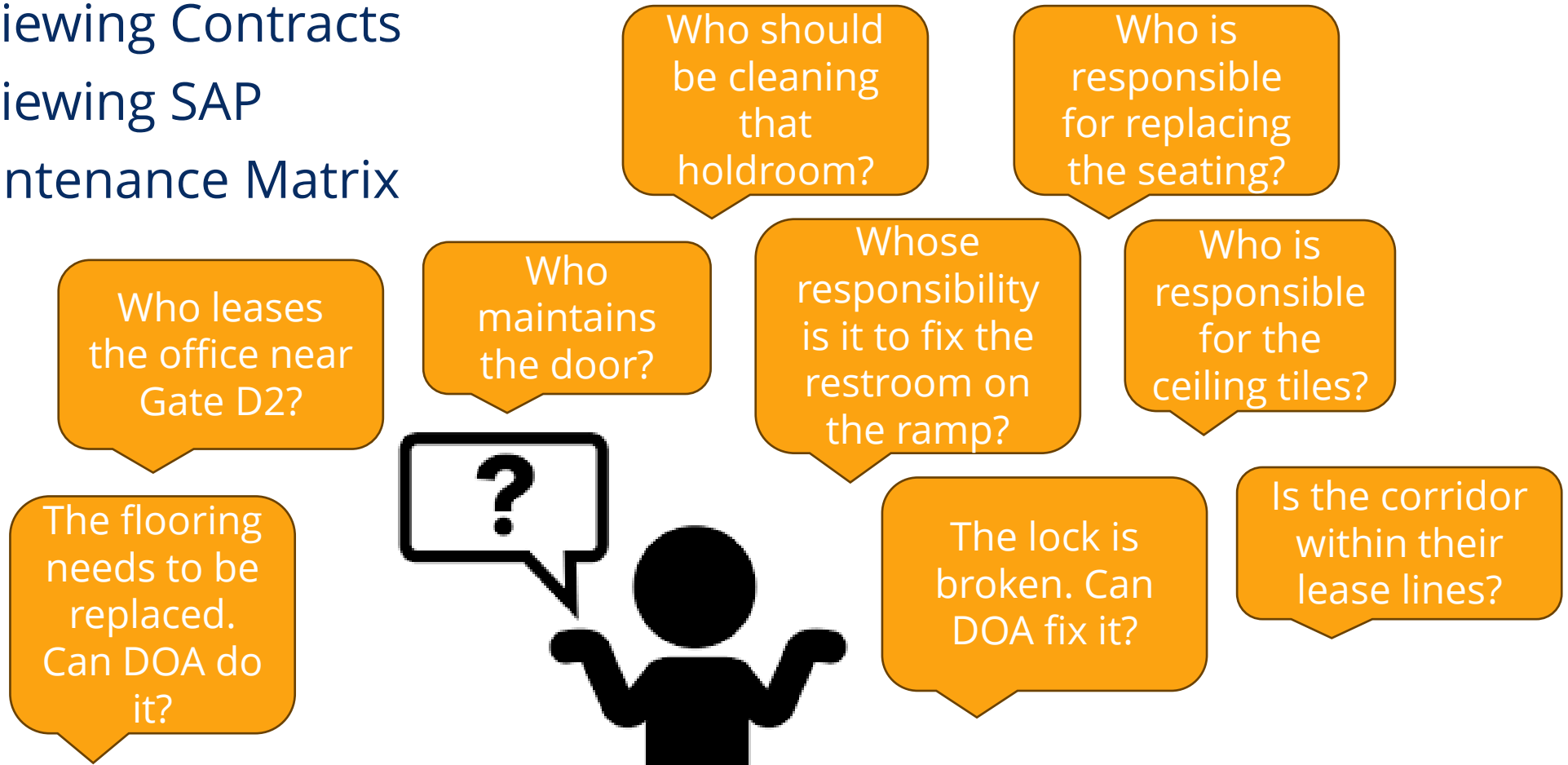
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# Maintenance Responsibility



- Reviewing Contracts
- Reviewing SAP
- Maintenance Matrix



# PHL

Airlines

MarketPlace

Advertising

Luggage Carts

Government  
Agencies

Network  
Programming

Rental Cars

Ground  
Handlers

General  
Aviation

# PHL Outside of the Terminals



USA Environmental Management

One Main Financial

Sun Pipeline

Gemini Finance

Pacific Fruit

Today's Graphics





# Philadelphia Northeast Airport (PNE)



Keystone Aerial Surveys

Skate Zone

Leonardo

United Refrigeration

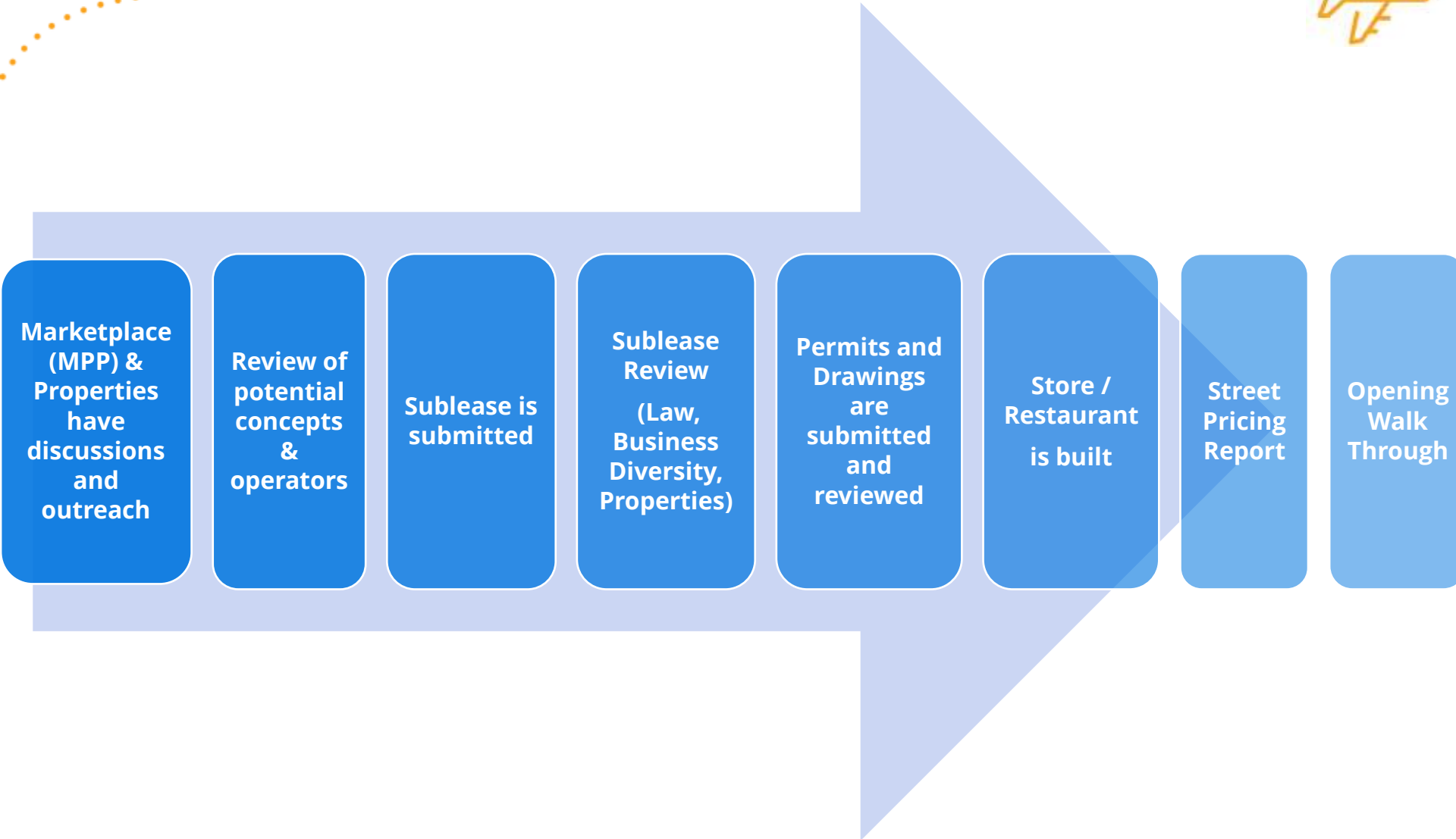
SAR Trilogy



# What You See



# What You Do Not See





# PHL Food & Shops



## Quick Facts:



41 Retail



40 Quick Service



27 Bars & Restaurants



22 News & Gifts



11 Coffee



1 Lounge



1 Currency Exchange



3 Duty Free

3 Retail Merchandising Units (RMU)



\*As of August 2024

# Looking Forward



**Including more local brands in our Food, Beverage and Retail Program**



**Coming Soon:**



**D/E Connector**  
January 2025



**B/C Connector**  
April 2025

**OYSTER HOUSE**

**B/C Connector**  
May 2025

# Thank You!



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