



Opportunity. Arriving Soon.



Charlotte

Gate Open









# CHARLOTTE



## Why CLT is the next destination for your airline.

Charlotte Douglas International Airport is in the perfect position to help your airline reach its fullest potential. CLT operates as a streamlined and efficient business with a focus on the customer experience for our passengers and airline partners. We also serve as a critical gateway to the vibrant region we're located in. These factors all come together to create a unique opportunity for any airline joining the CLT family. With our renovations currently underway, we can only go up from here.



# Opportunity for your business.

The key to CLT's success is that we operate the airport like the business it is, creating benchmarks that we need to meet in order to set our airlines up for success. For example, CLT has retained top-tier financial metrics while preserving COVID grant capacity. We take great pride in our self-sustaining business model that allows CLT to make more competitive and compelling offers to airlines. CLT is on a mission to be the preferred airport and airline hub by providing the highest quality product for the lowest possible cost. Our process and commitment have boosted the bottom line for our partners and resulted in our airport boasting the lowest cost per enplanement in the country.

In addition, CLT maintains a strong credit rating by all three major U.S. ratings agencies—Moody's Investors Service, Standard & Poor's Global Ratings and Fitch Ratings. We are honored by this high distinction and it's proof we're on the right trajectory of continued growth for the airport and our valued partners.

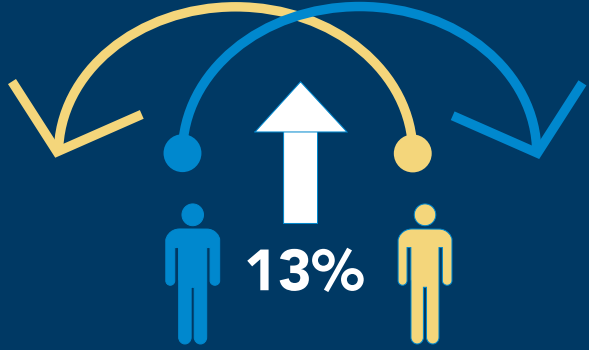


LOWEST LARGE-HUB AIRPORT CPE



40%

NET REMAINING TERMINAL COMPLETE REVENUE SHARING FOR SIGNATORY AIRLINES



ORIGIN AND DESTINATION PASSENGER GROWTH BETWEEN FY23 AND FY24

# Charlotte Douglas International Airport

## Airline Rates and Charges

### Fiscal Year 2025 Budget

#### Airline Rates and Charges Summary

	Signatory Budget FY 2024	Non-Sig Budget FY 2024
<b>Landing Fees:</b>		
<b>Landing Fee</b>	\$1.98	\$1.98
<b>Terminal Rates &amp; Fees:</b>		
Preferential/Exclusive Use Rate (per square foot)	\$94.56	\$94.56
Common Use Gate/Holdroom Fee (per Seat Delivered)	\$1.62	\$2.08
Common Use Ticket Counter Fee (per Hour Used)	\$12.56	\$12.56
City-Owned Loading Bridge Fee (per Bridge)	\$64,624	NA <sup>1</sup>
CBP Fee (per Intl. Deplaned Passenger Processed)	\$8.31	\$8.31
Inline Baggage System Fee (per Originating Bag)	\$1.32	\$1.32

<sup>1</sup> Included in Common use Gate/Holdroom Fee (per Seat Delivered)

ANNUAL ONBOARD PASSENGERS



53.5 MILLION



< HOURS >

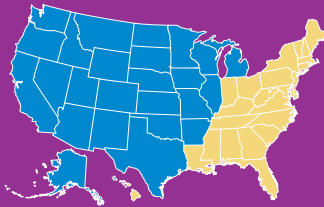


< HOURS >



60%

U.S. POPULATION



CLT

6.9 MILLION



21<sup>st</sup>

LARGEST ECONOMY IN THE U.S.

CSA



15.3%



5-YEAR GROWTH

FASTEST GROWING COMBINED STATISTICAL AREA

## Opportunity for your customers.

Your customers in the Charlotte region want convenience when it comes to travel. That's exactly what they will find at CLT. Though we're one of the largest hub airports in the country, we offer your customers a seamless path to and from their gate. Passengers don't need to board a train or shuttle to get to where they're going—everything is located under one roof. Plus, the close proximity to Uptown Charlotte only adds to what makes CLT so special. The airport is more than able to service the high volume of travelers in and around the region with all the technology and conveniences of a megahub, yet with a personal touch unique to Charlotte.

All data as of 2023

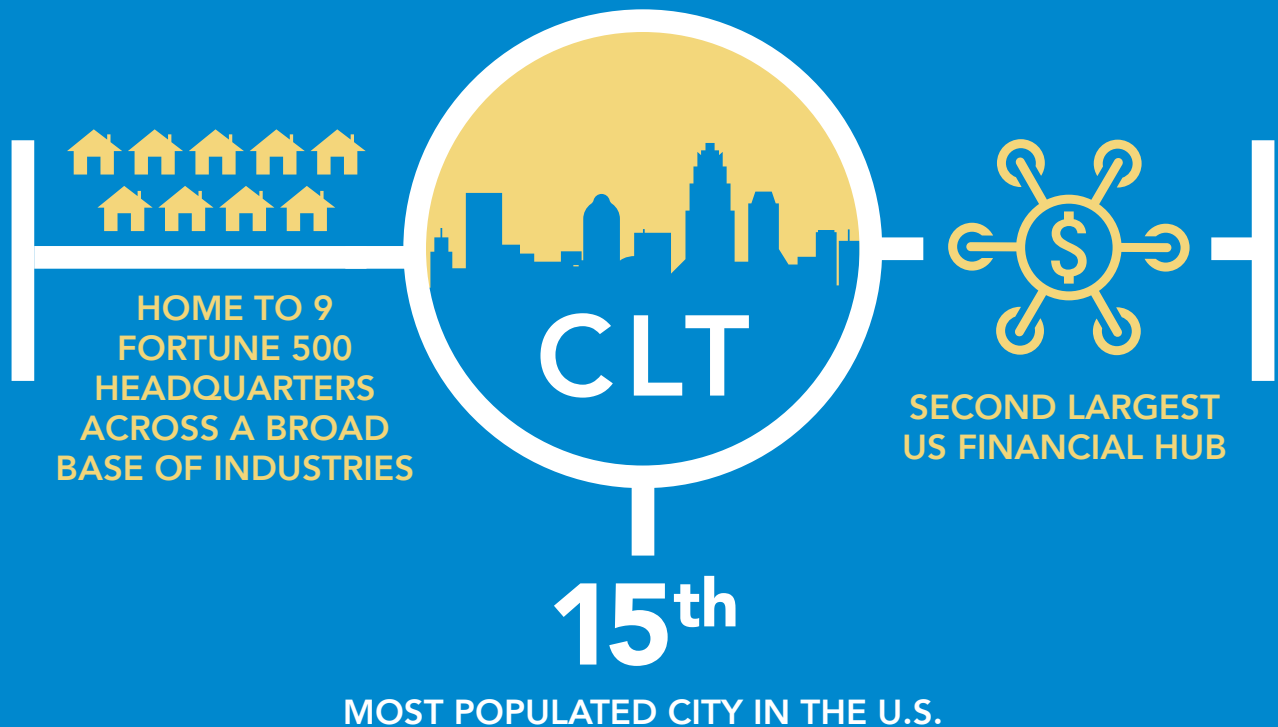
# In 2021, Charlotte Attracted



**9,000**  
NEW JOBS



**OVER**  
**\$3.2B**  
IN INVESTMENTS



---

CLT is the only Large Hub airport in the Carolinas as classified by the FAA as of Aug 2022.





# 8/10

PASSENGERS HIGHLY SATISFIED  
WITH OVERALL CLT EXPERIENCE



# 9/10

PASSENGERS PLEASED WITH  
CLT CHECK-IN EXPERIENCE  
AND TERMINAL FACILITIES

*Source: Bracey Passenger Survey, 2024*







## CLT is itself a destination.

To make our airport stand out from others in the country we've brought in some local flavor unique to the Charlotte region. Using art, technology and customer engagement programs, we've made it a priority to elevate the airport experience. That way if your customers are returning from a long trip away, it's a nice welcome home. For departing passengers, it's a "See you soon," and if it's just a quick layover, they can say they had a taste of Charlotte hospitality.



# Airport renovations today create a gateway to even happier travelers tomorrow.

We're currently undergoing a \$3.1 billion capital investment program to renovate the concourses and expand airport runways, the airfield and terminal. CLT's capital improvement plan is focused on increasing capacity affordably while preserving efficiency - the proven CLT formula for four decades. CLT's balanced funding plan and strategic use of Bipartisan Infrastructure Law (BIL)/ other federal grants minimizes new debt and keeps airline costs low. All of our current partners are genuinely excited about all the opportunity awaiting our expanded growth and capabilities. The sky is truly the limit.







# Safe and efficient ground operations are essential to airline operations.

There are many ground handling companies serving CLT's airlines both above and below wing.

AIR GENERAL

G2 SECURE STAFF

DNATA

ISS

JETSTREAM

GROUND SERVICES

MENZIES

PRIMEFLIGHT  
AVIATION SERVICES

PROSPECT AIRPORT  
SERVICES

STS LINE  
MAINTENANCE

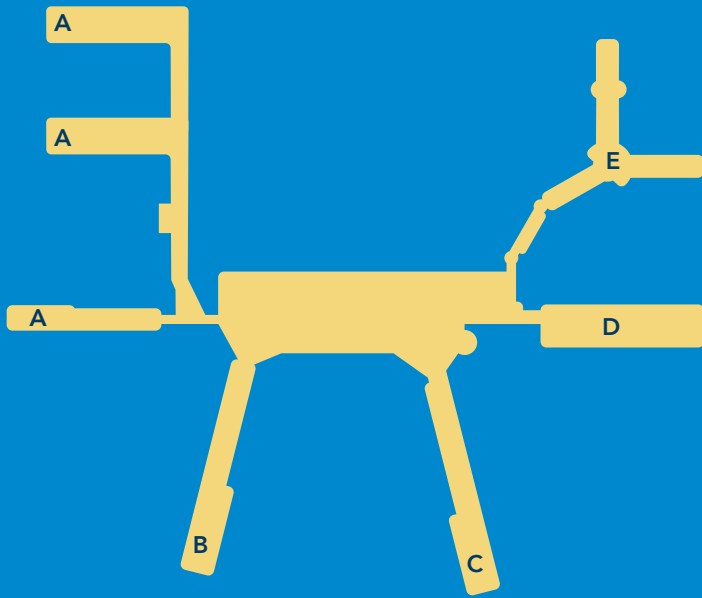
UNIFI

VICTORY LANE  
AVIATION

XTREME AVIATION  
AND MANY MORE...



# CLT Terminal



123

GATES

13

CITY OWNED  
COMMON USE GATES

22

COMMON USE  
TICKET COUNTERS

## AIR CARRIERS CURRENTLY SERVING CLT



FBO MANAGED BY WILSON AIR CENTER

## TOP 5 DOMESTIC DESTINATIONS BY ENPLANEMENT

- 1) ORLANDO (MCO)
- 2) DALLAS/FORT WORTH (DFW)
- 3) NEW YORK CITY (LGA)
- 4) CHICAGO (ORD)
- 5) BOSTON (BOS)

## TOP 5 INTERNATIONAL DESTINATIONS BY ENPLANEMENT

- 1) CANCUN, MEXICO (CUN)
- 2) LONDON, ENGLAND (LHR)
- 3) PUNTA CANA, DOMINICAN REPUBLIC (PUJ)
- 4) MONTEGO BAY, JAMAICA (MBJ)
- 5) MUNICH, GERMANY (MUC)



# Charlotte delivers a regional opportunity for work and play.

CLT supports and is also supported by a strong and thriving region. It's a symbiotic relationship that's proven to be a recipe for success for all. As we've grown so has the region right along with us. The area continues to be a desirable destination for tourism and business trips alike. Benefiting from the year-round moderate climate, seasonal attractions and the emerging tech and energy sectors. Not to mention the traditional banking industry that has called Charlotte home for decades.





## CLT is just 7 miles

from Charlotte's Central  
Business District

## Area attractions include:

- NASCAR Hall of Fame
- U.S. National Whitewater Center
- Charlotte Hornets
- Carolina Panthers
- Charlotte FC
- Charlotte Motor Speedway
- Carowinds Amusement Park

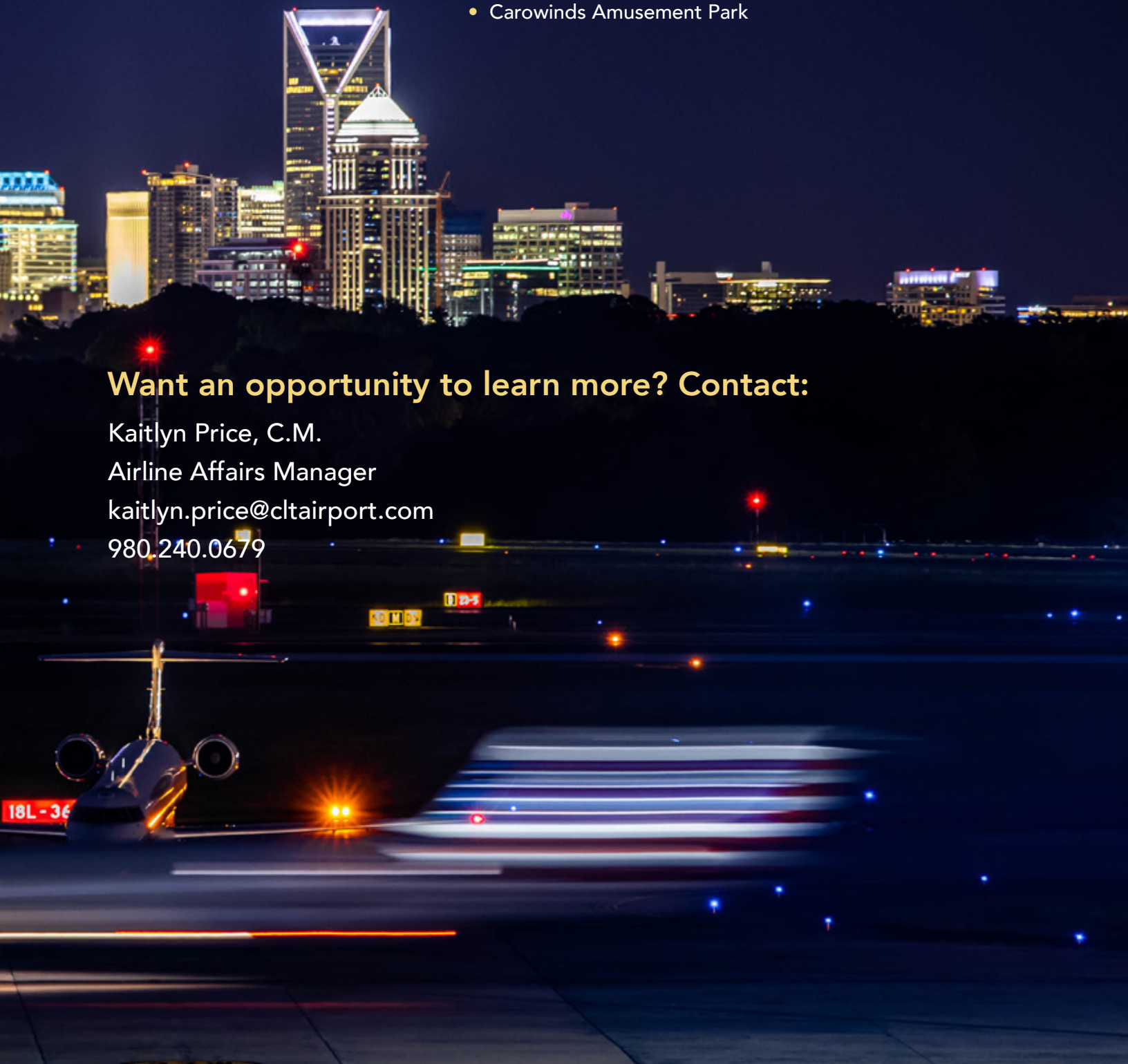
## Want an opportunity to learn more? Contact:

Kaitlyn Price, C.M.

Airline Affairs Manager

[kaitlyn.price@cltairport.com](mailto:kaitlyn.price@cltairport.com)

980.240.0679



# CHARLOTTE DOUGLAS INTERNATIONAL AIRPORT STRATEGIC PRINCIPLES

## SAFETY AND SECURITY

Establish a strong safety and security culture that protects people and property.

## EMPLOYEE SUCCESS

Promote a diverse and inclusive workplace that values authenticity, belonging, and teamwork.

## CUSTOMER EXPERIENCE

Deliver a superior travel experience anchored by innovation and creative solutions.

## STRATEGIC GROWTH

Maintain global competitiveness through demand driven, economically conscious development.

## POSITIVE PARTNERSHIPS

Safeguard business and community relationships by practicing integrity, transparency, and fiscal responsibility.

## ASSET PRESERVATION

Minimize service disruptions and improve reliability through proactive strategies.

