



CLT AIRLINE USE AND LEASE AGREEMENT – ACTION PREVIEW

October 12, 2026



CLT Negotiation Team

- Haley Gentry, Chief Executive Officer
- Ted Kaplan, Chief Business & Innovation Officer
- Mike Hill, Chief Financial Officer
- Elizabeth Smithers - Airport Chief Legal Officer
- Anderson & Kreiger LLP – Legal Advisors
- Frasca & Associates, LLC – Financial Advisors

CLT Headlines

- 7th Busiest Airfield in the World
- 11th Busiest in Passenger Traffic in North America
- 3rd Largest Hub in the U.S.
- \$40 Billion in economic impact to the Carolinas (5% of NC GDP)
- Most Financially Efficient Airport in North America four years in a row
- 184,400 jobs supported with nearly 21,000 badge holders

CLT By the Numbers

123

GATES

1,400

DAILY ARRIVALS &
DEPARTURES

118,000

DAILY PASSENGERS

21,000

PARKING SPACES

6,000

ACRES OF LAND



100+

CONCESSIONS

3

TOTAL RUNWAYS

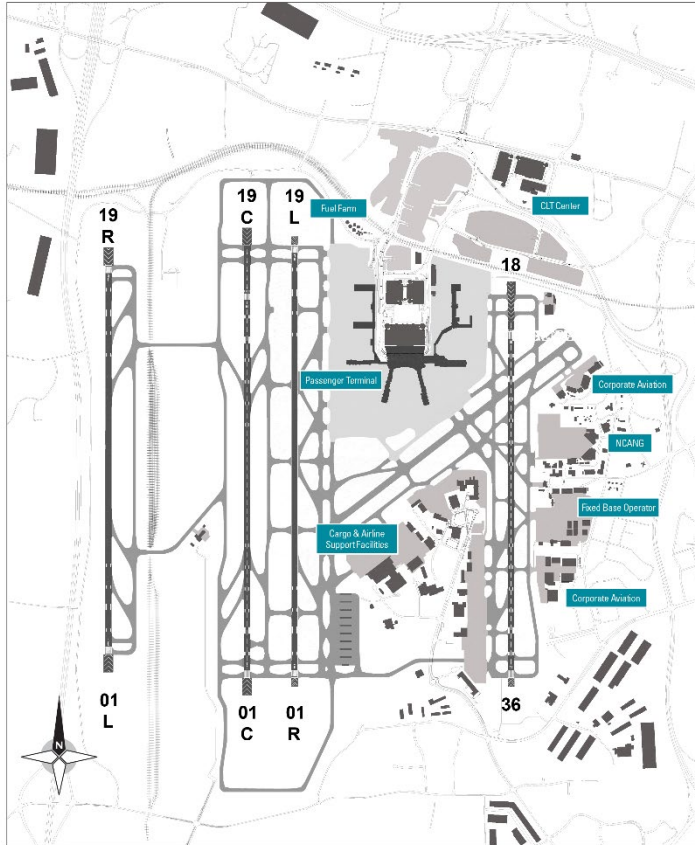
2.2M Sq. Ft.

TERMINAL WITH
5 CONCOURSES



CLT's Airline Use and Lease Agreement (AULA)

CLT AIRPORT MAP



- **Current AULA:** Set to expire on June 30, 2026; parties agreed to extend for up to 1 year.
- **Signatory Carriers:** American, Delta, Frontier, United and Southwest
 - Any commercial airline may elect to become a signatory to the AULA.
- **Scope:** The AULA defines the business relationship between the airport and airlines and governs the use and lease of key airport assets, including:
 - **Airfield:** Three parallel runways (with a fourth runway under construction), taxiway system and ramp areas.
 - **Terminal:** 123 gates, 1 million sq. ft. of rentable airline space, baggage handling system, Federal Inspection Station (FIS) and associated support space.



CLT's Core Negotiation Objectives



CAPITAL
DEVELOPMENT



ASSET
PRESERVATION



ENHANCE
FINANCIAL
POSITION



OPERATIONAL
FLEXIBILITY

Legal and Regulatory Considerations

- Airport Improvement Program Grant Assurances
 - Financial Self Sustainability
 - Competitive Access
- Airline Deregulation Act – Prohibits the City from regulating airfares and airline rates, routes and service quality
- Americans with Disabilities Act – allocates certain responsibilities to the airport and others to the airlines.
- Air Carrier Access Act – Establishes the services and support required for disabled passengers that must be provided by the airlines.
- NC Wage and Hour Act – CLT is prohibited from regulating employer wages, benefits and conditions of employment

Key Terms of the Proposed AULA

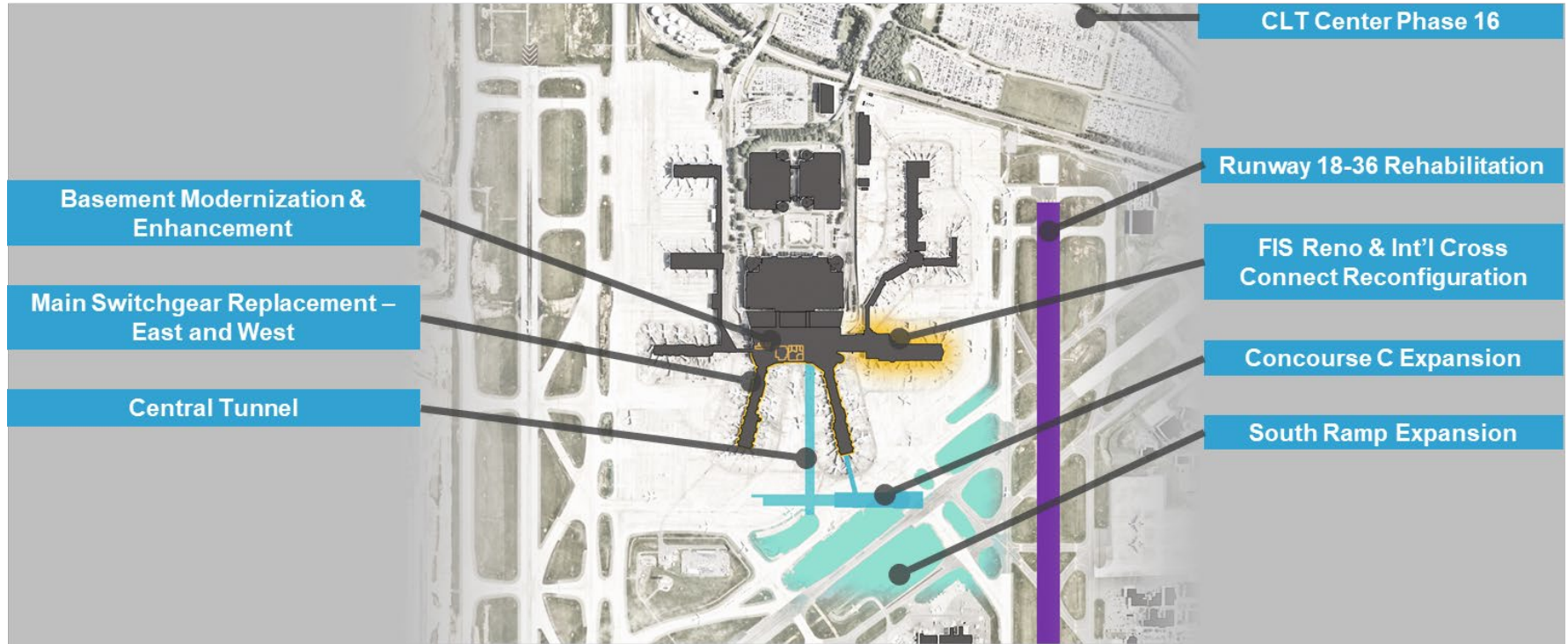
- **10.5-year base** term beginning on January 1, 2027.
- **5-year extension** upon one of the following circumstances:
 - Agreement between airport and airline(s) to add new or replacement gates at a project value of \$500 million or greater
 - Agreement of airport and airlines to extend the agreement on its terms prior to expiration.
- **\$2.1 billion** estimated capital development program.
- **\$3 billion** estimated net airline rents, fees and charges payable to airport over the 10.5-year base term.
- Enhanced **airport financial protections**

Capital Development Program – **CLT Beyond**

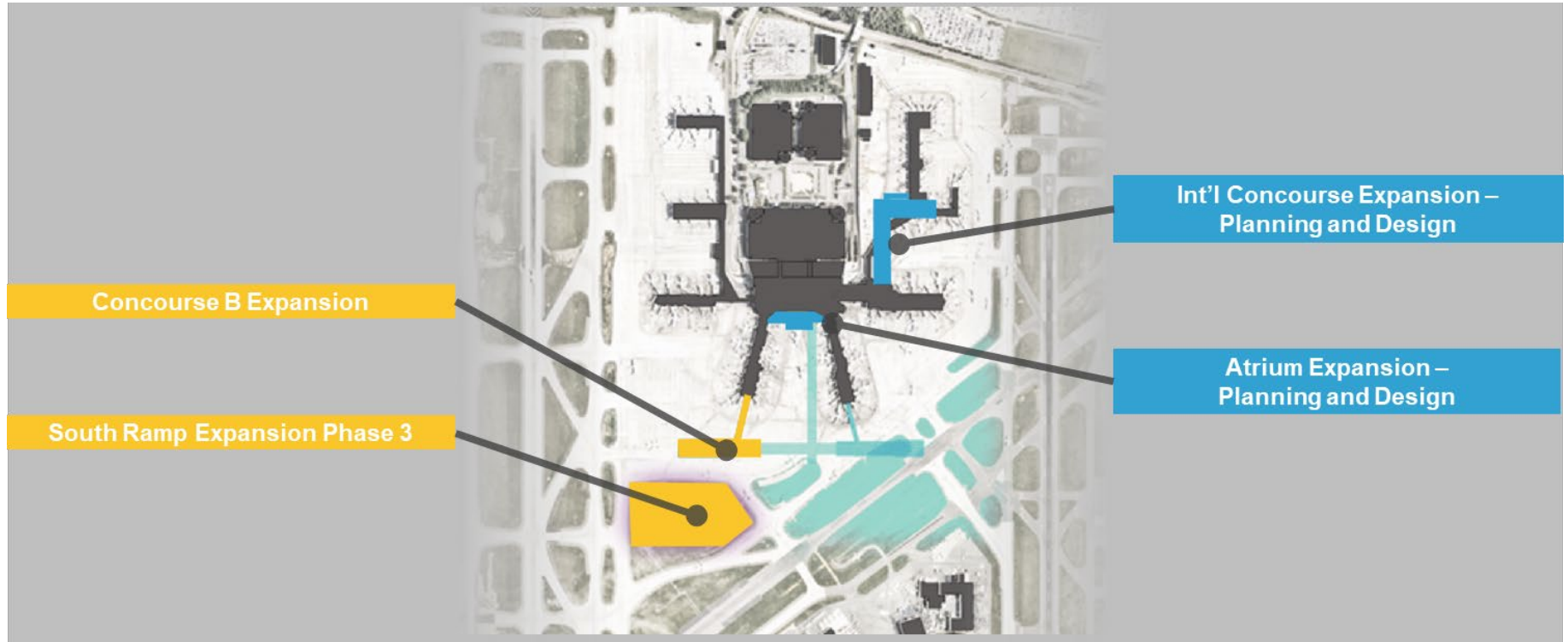


- Agreement on a capital program totaling more than **\$2.1 billion**
- Key projects include:
 - Concourse C Expansion
 - Central Tunnel
 - International Concourse – Planning and Design
 - Atrium Expansion – Planning and Design
 - South Ramp Expansion
- The **CLT Beyond** capital program is more than 4X the authorized capital program in the current agreement
- Anticipated additional capital development during the term of this AULA

AULA Launches **CLT Beyond**



Future Projects (Subject to Airline Consultation and Approval)





Asset Preservation

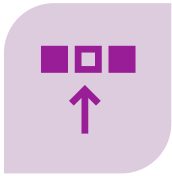
- As part of the **CLT Beyond** capital program, the airlines are committing to significant reinvestment in critical CLT infrastructure
 - Runway 18/36 and Taxiway D Rehabilitation
 - International Arrivals Facility Renovations
 - Critical electrical infrastructure upgrades
 - Terminal basement modernization and enhancement
 - CLT Center rehabilitation
 - International gate security and capacity enhancements

Enhancing CLT'S Financial Position



- Balances airport and airline financial integrity with the proposed multi-billion-dollar capital program
- Expanded debt service coverage protections enabling the multi-billion-dollar capital program, bolstering CLT's financial position and protecting **CLT's AA credit rating**
- Enhanced cost recovery methodologies to protect the City and its creditors
- Modified revenue share (55% airport-45% signatory airlines) in exchange for ongoing airline investment in their operations at CLT
- Agreement will generate an estimated **\$3 billion in net airline rates and charges** over the 10.5-year base term

Operational Flexibility and Competitive Access



- Increased gate utilization targets to ensure efficient use of gates by all airlines
- Recapture and accommodation provisions streamlined to increase and protect competitive access
- Rules for common use gate assignments strengthened to balance the needs of new entrants with those of existing airlines
- 17 common use gates – 70% increase since 2016



Badged Employee Engagement

- CLT continues to explore ways to enable all employees at the airport to be safe and successful
- Initiatives planned for the coming year include:
 - Airport Employee Resource Fairs held on April 28 And September 22 – served nearly 1,700 badged employees with 23 agencies represented.
 - Creation of Airport Partnership Committee to collaborate on workforce development
 - Expand partnership opportunities with Airport Tenant Safety Committee, Accessible CLT and other employee health and well-being initiatives



Briefings to City Council on the Proposed AULA

Memoranda to Council	Seven this calendar year
Office Hours for Council	April and October 2026
Closed Session	September 14, 2026
Action Preview	October 12, 2026
Draft negotiated agreement	To be provided to Council on October 13, 2026
Request for Council Action	Staff prepared to bring forward as soon as October 26, 2026