



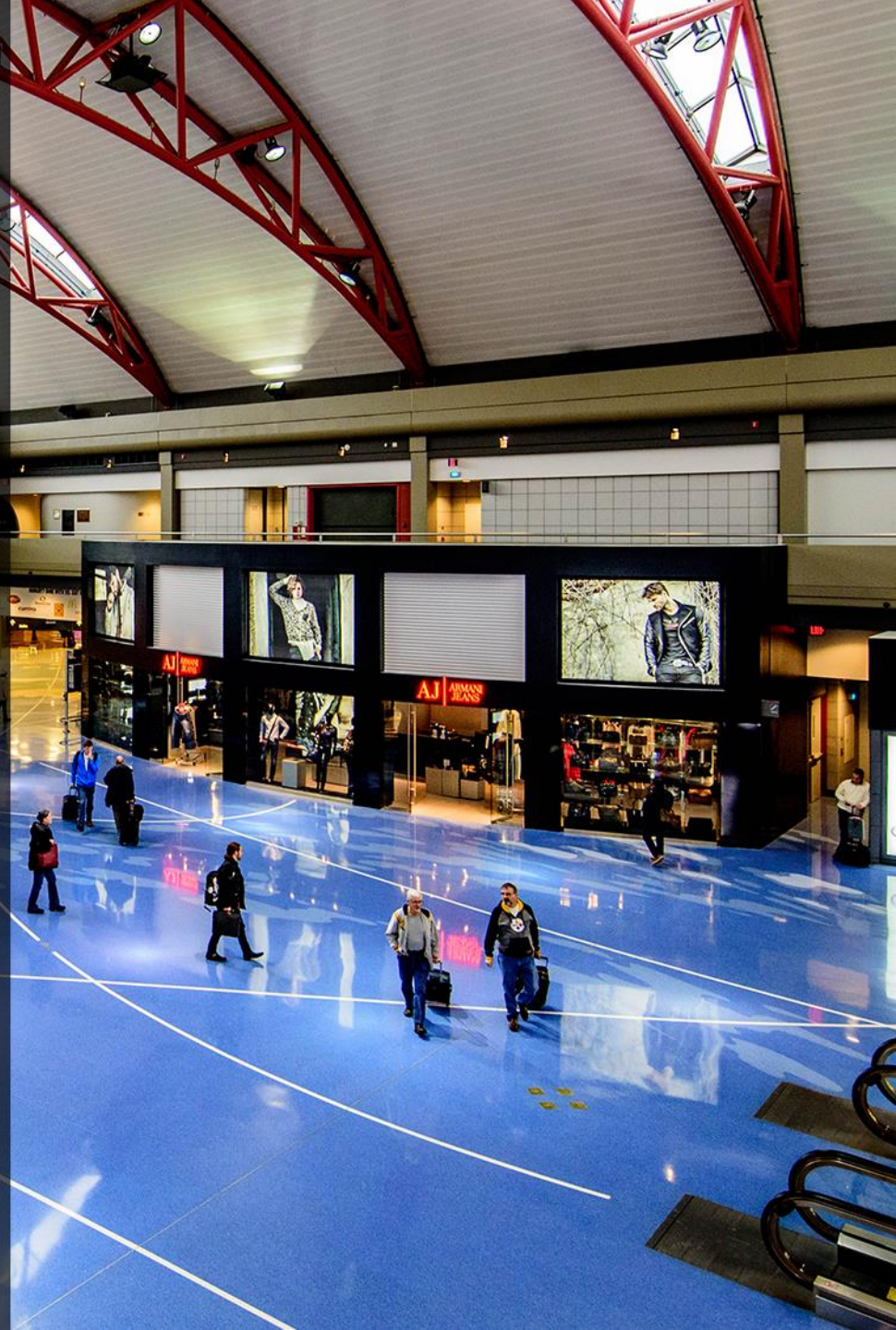
ALLEGHENY COUNTY AIRPORT AUTHORITY

PITTSBURGH INTERNATIONAL AIRPORT
ALLEGHENY COUNTY AIRPORT

Pre-Proposal Meeting & Discussion
March 13, 2018

PRESENTATION OUTLINE

- ➔ Introduction to Pittsburgh & ACAA
- ➔ Program Overview
- ➔ Organizational Structure
- ➔ Discussion of Team
- ➔ TMP Elements
- ➔ Schedule
- ➔ Budget Overview
- ➔ RFTP Overview
- ➔ Selection Criteria
- ➔ Key Dates
- ➔ Insurance Requirements
- ➔ Questions
- ➔ Logistics for Rest of Day
- ➔ Closing



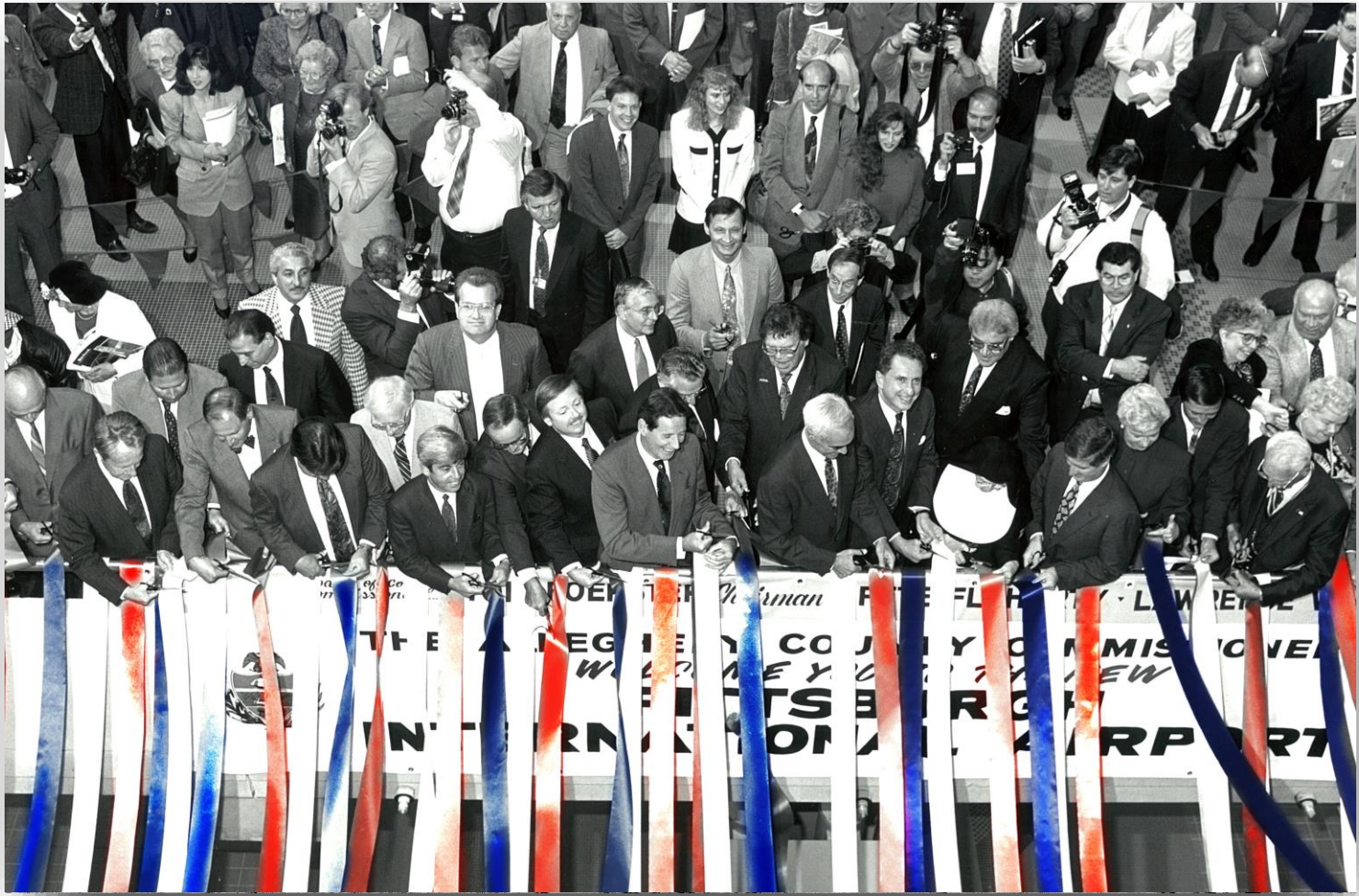
Allegheny County Airport – September 11, 1931



Greater Pittsburgh International Airport – May 31, 1952



PIT Midfield Construction – October 1, 1992



“You **can’t** go
back and **change**
the beginning
but you can start
where you are
and **change the**
ending.”

– C.S. Lewis



PITTSBURGH, PENNSYLVANIA

A Transformation Story



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Pittsburgh's image has been transformed

2013 *NBC Today Show*
One of the best world-
wide destinations

2014 *Travel Channel*
Top 10 All-American
vacation destinations

2014 *The Economist*
The "most livable" place
on the continental U.S.

2015 *Forbes*
A Top City for
Millennials

2015 *Livability.com*
#1 in the Top Ten
Best Downtowns

2015 *Condé Nast*
Top Three Places to
Visit in the World

2016 *Zagat*
America's Top
Food City

2017 *Harper's Bazaar*
A Top Place to Visit



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A snapshot of Pittsburgh International

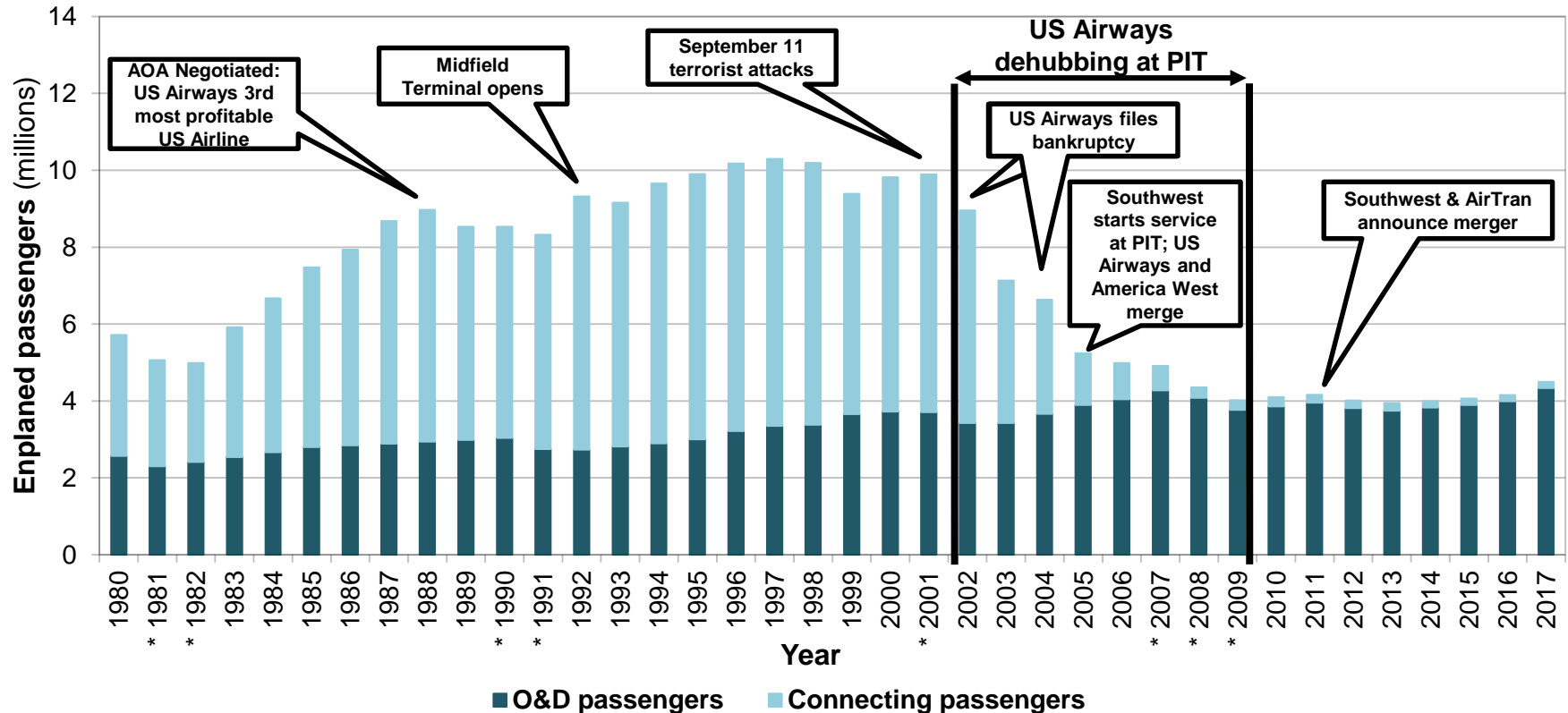
- Opened October 1992
- Built for 32 million passengers
- Operated by the Allegheny County Airport Authority



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Changing traffic patterns accelerated the need to modernize



Notes: * Indicates national recession during all or part of year, according to the NBER.

The O&D/connecting split was estimated for 2011-2017

Sources: Allegheny County Airport Authority actual (1980-2017) & estimates (2014-2017);

Leigh Fisher estimates (1980-2013); US DOT T-100, O&D Survey & ACAA Monthly Traffic Reports



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PIT Today



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3/8/2018

11

Today we have a Landside Terminal that is not flexible



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But an Airside Terminal that *mostly* works



A massive Cultural Change in only three years

May 7th, 2015 at 4:00 PM

- Communication
- Collaboration
- Engagement
- Innovation

BUILT MOMENTUM!



Physical Transformation is built on Cultural Change



The approval of our terminal modernization is the result of some major wins

KEY PERFORMANCE INDICATOR	2014	2015	2016	2017	3-Yr % Inc/Dec
Employee Engagement	N/A	N/A	3.72	4.12	10.75%
Total Passengers	7,998,970	8,128,187	8,309,754	8,988,016	12.36%
Year-End Non-Stop Destinations	37	50	68	73	97.30%
Non-Aero / Non-Op Revenue	\$97,334,680	\$99,422,897	\$104,457,649	\$116,283,934	19.47%
ASQ Passenger Overall Satisfaction	4.06	4.23	4.31	4.36	7.39%
Cost per Enplaned Passenger (CPE) ¹	\$13.91	\$12.89	\$12.86	\$12.76	-8.70%

ATW
AIR TRANSPORT WORLD
2017 Airport of the Year

CAPA
CENTRE FOR AVIATION
2017 Regional Airport of the Year

myPITtpass
SHOP. DINE. EXPLORE.



“The greater danger for most of us lies not in setting our **aim too high and falling short**, but in setting our **aim too low and achieving our mark.**”

- *Michelangelo*



So starting here ...



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TMP - Taking our Success to a Whole New Level



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Pittsburgh has precedence for buildings that celebrate their surroundings



- Topography
- Spirit
- People
- Values
- Behaviors
- History
- Future



Pittsburgh means a LOT of things:

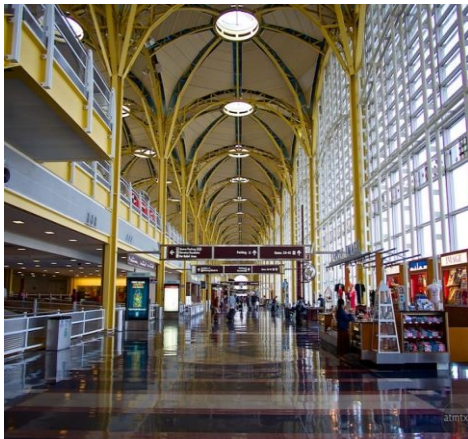
Doing More With Less
Foresight
authentic
DIY
Control our Destiny
out-of-the-box
Plucky
GRIT
Forged
Fortitude
GUTS
Resilience
Innovation
Pull up by own bootstraps
Wellcoming
Unconventional
Game Changer
Heart
tenacious
Proud
Future
Accountable
neighbor
mettle



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Our Aspirations



The Best Airport for Pittsburgh and by Pittsburgh

Best practice focus areas:

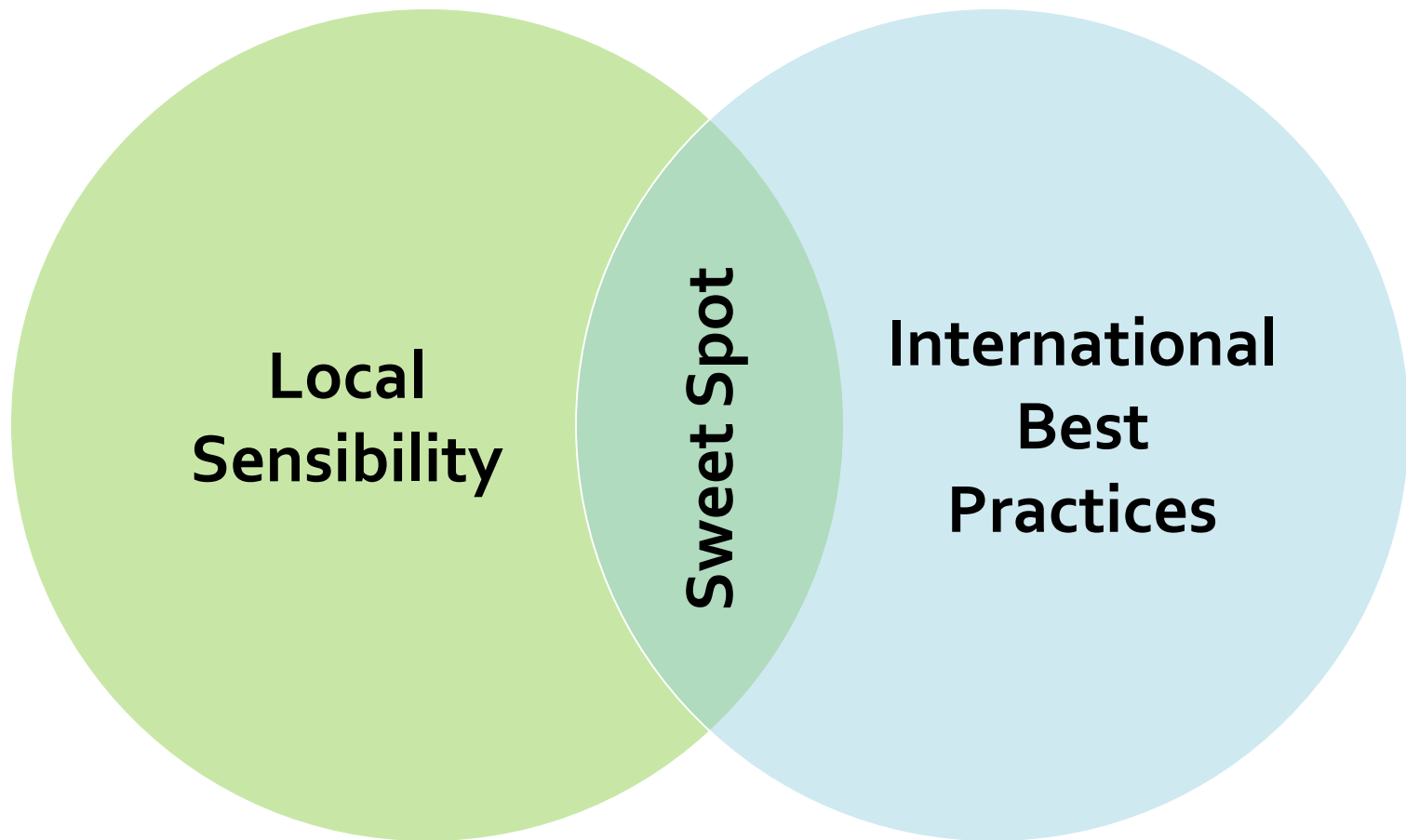
- Arts and Culture
- Building Systems/BIM
- Concessions
- Gardens and Landscaping
- Ground Transportation and Parking
- Accessibility
- Safety and Security
- Sustainability
- Technology



The Team



**We're looking for a team who can bring both
to our design and construction**



The completed terminal is only part of our objective



The Terminal

Quality

Best Practices

Input from Stakeholders

Integration with ACAA

On Budget

On Time



“**Innovation** happens when people are given the **freedom** to ask questions and the **resources** and **power** to find the answers.”

– *Richard Branson*



You've all come a ways to get here



- Congratulations!
- You represent the **4 best** of many submissions
- Each of your teams has something that made you stand out from the rest



We want the Perfect Team

- And NONE of you represent that Perfect team.
- Each team has work to do.



What is that Perfect Team?

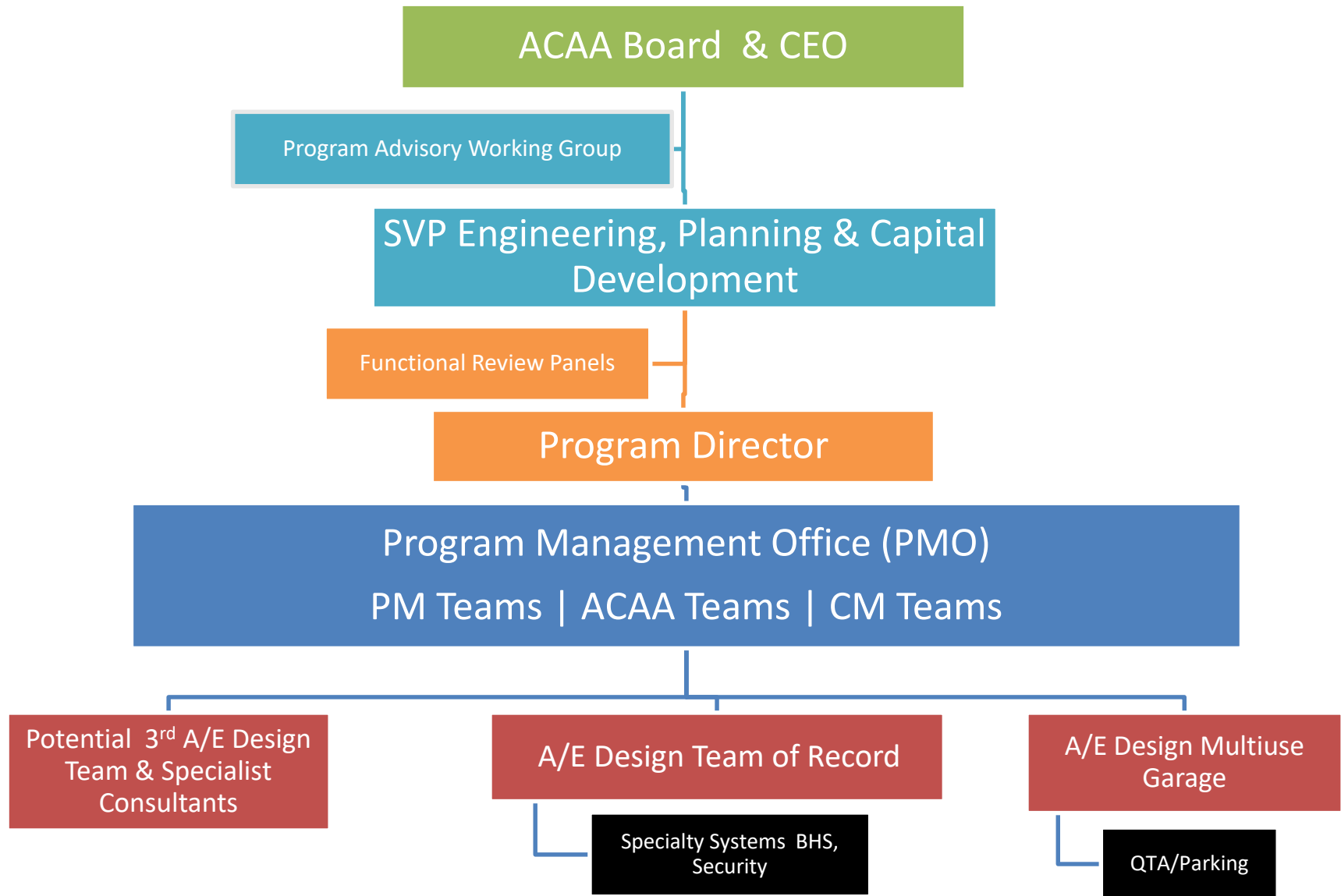
- Visionary architect
- Aviation & vertical experience
- Strong, experienced PM
- DBE roles that make sense
- Integrated, on/near-site team
- Quality work and plan
- Best practices
- Technology-savvy
- Fit for our culture
- Previous partnering
- Focused on our vision



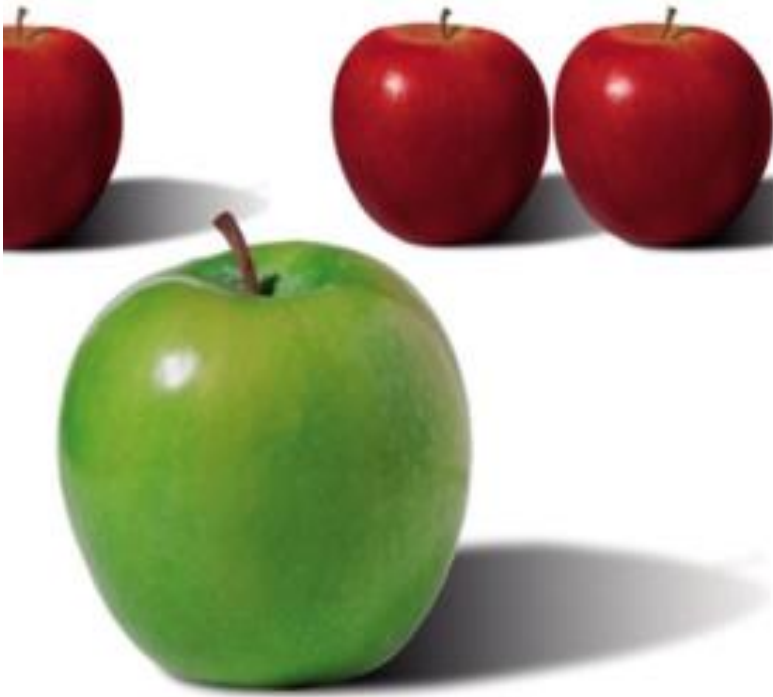
Assembling a team of experts to build the Airport that Pittsburgh deserves

- Program Director / Owner's Representative Onboarding
 - Program Governance
 - Executive PMO
 - Internal Staffing and Staff Augmentation
 - Oversight Committee Assignments and Training
- Design Team RFP and Procurement
- PM/CM Team(s) RFP and Procurement





What makes your team different?



- How do you measure up to our definition of the Perfect Team?
- How will you make our facility world-class and like it belongs in Pittsburgh?
- What can you offer that others can't?
- How will you innovate?
- Why should we work with you?



TMP Elements



“Things don’t
happen. Things
are *made to*
happen.”

-John F. Kennedy



Terminal Modernization Program

Conceptual Rendering



Terminal Modernization Program

Conceptual Rendering



A/E Design Scope

- **Advance the comprehensive design** of the TMP elements to a Design Development (DD) level of design refinement
- **Provide construction contract documents** and construction phase services for the new Landside Terminal and refurbishment of the existing Airside Terminal's concourses, and all other TMP elements not identified as a separate A/E design package.
- **Assist ACAA** with formulating separate A/E design packages, which could include such elements as roadways and utilities, and at a minimum, would include the parking garage, GTC, rental car counters, ready return, QTA facility, and cell phone lot.

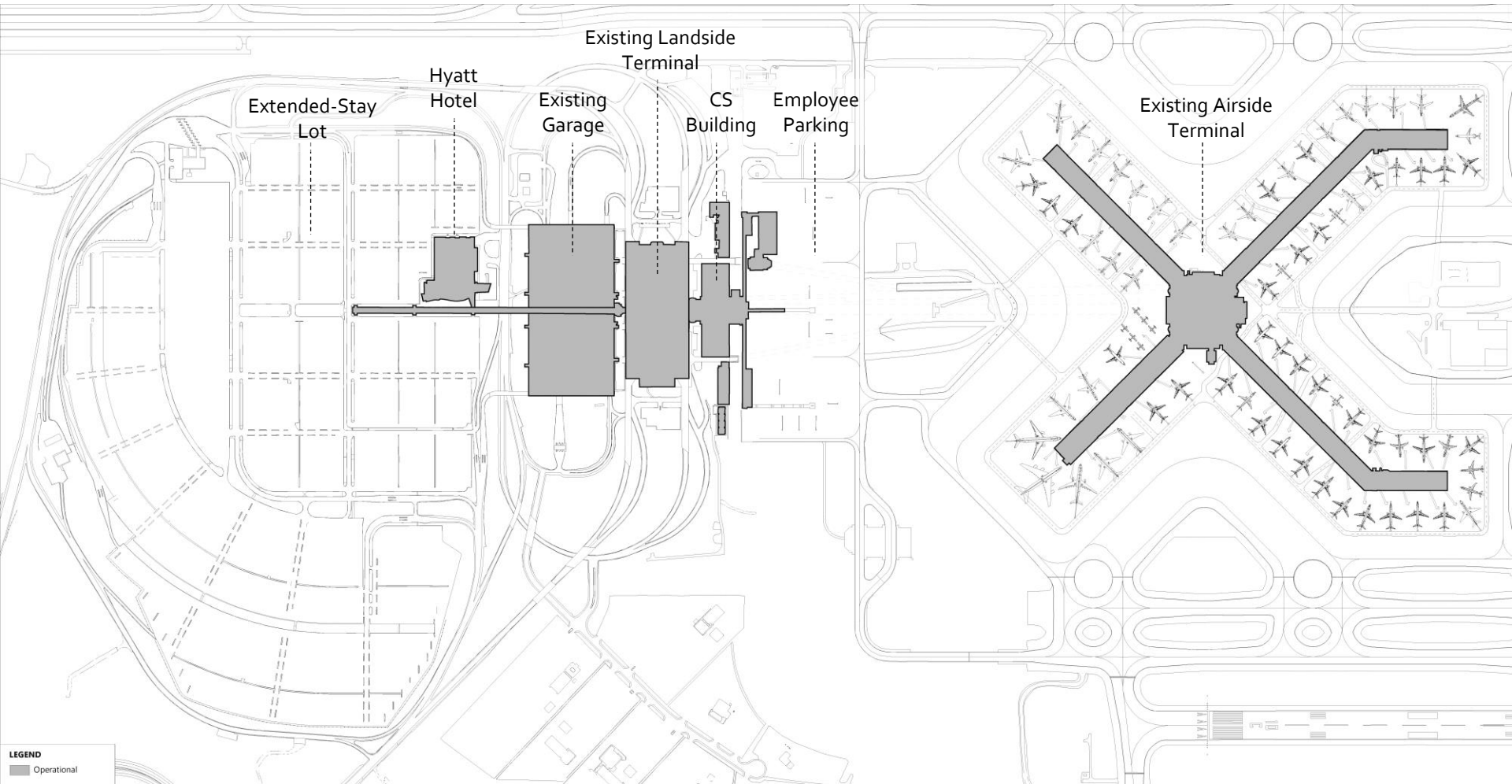


Other Potential A/E Design Teams

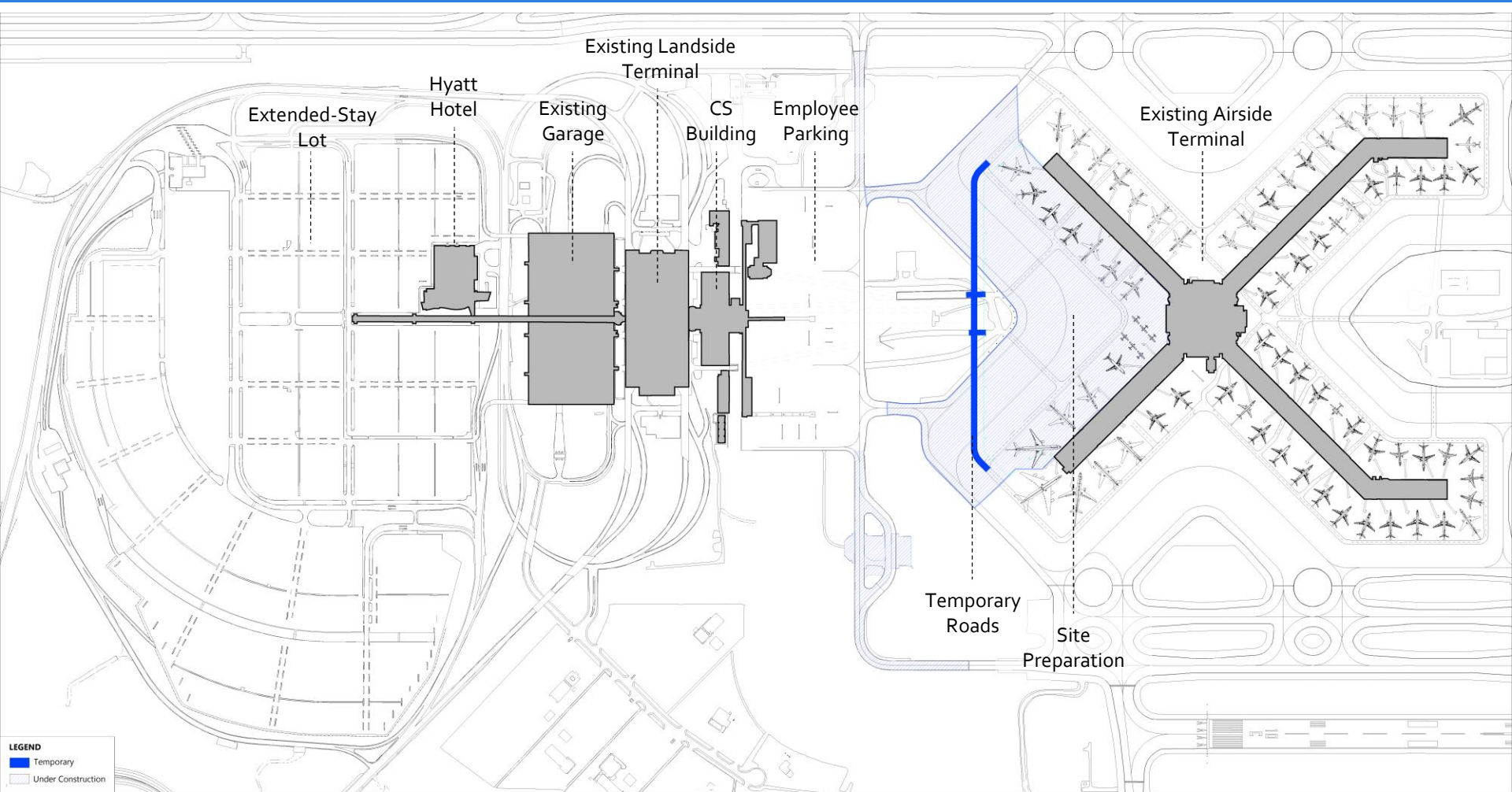
- Multi-Purpose garage, QTA
- Roadways, Civil and Utilities



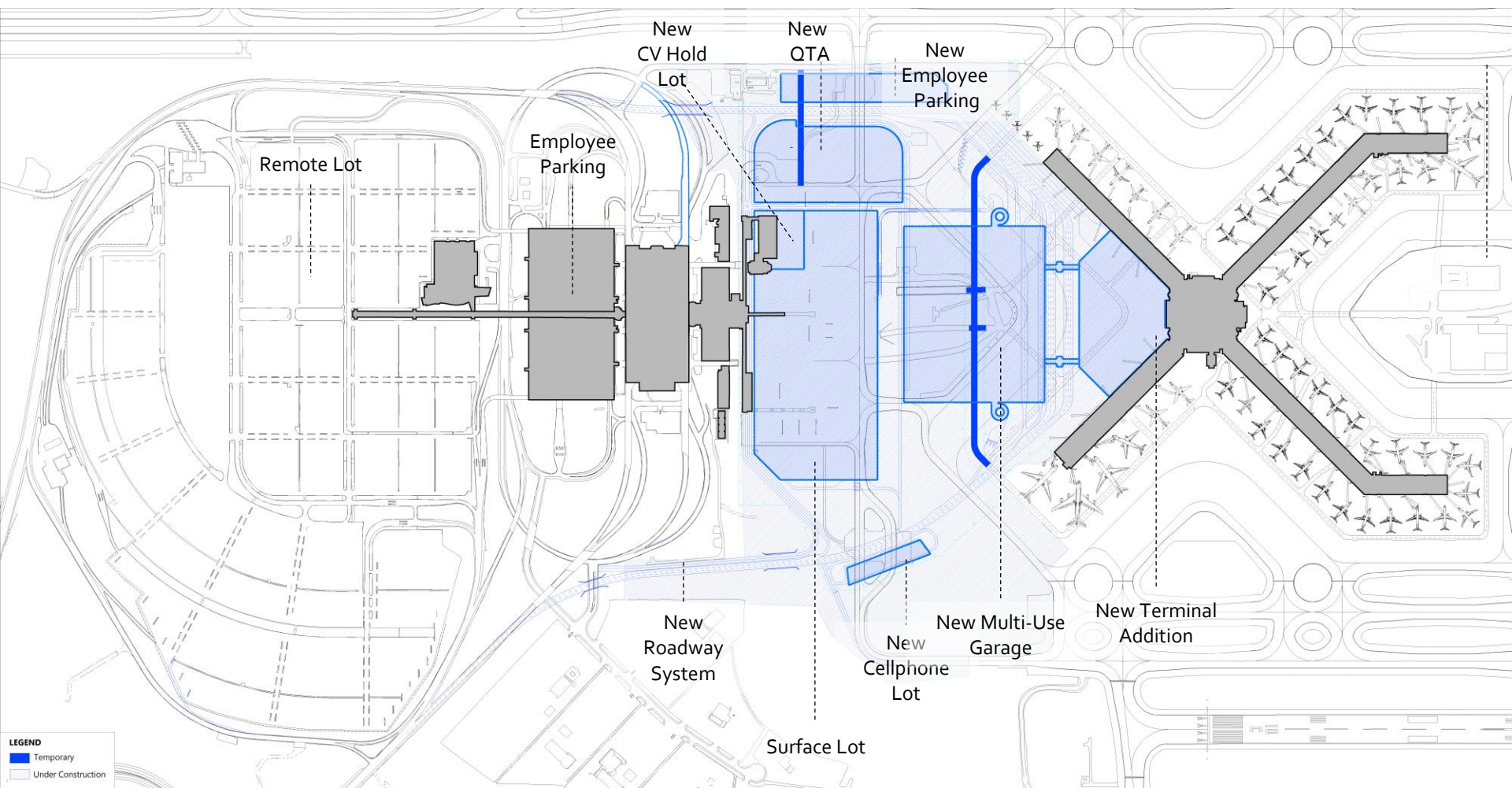
Existing Conditions



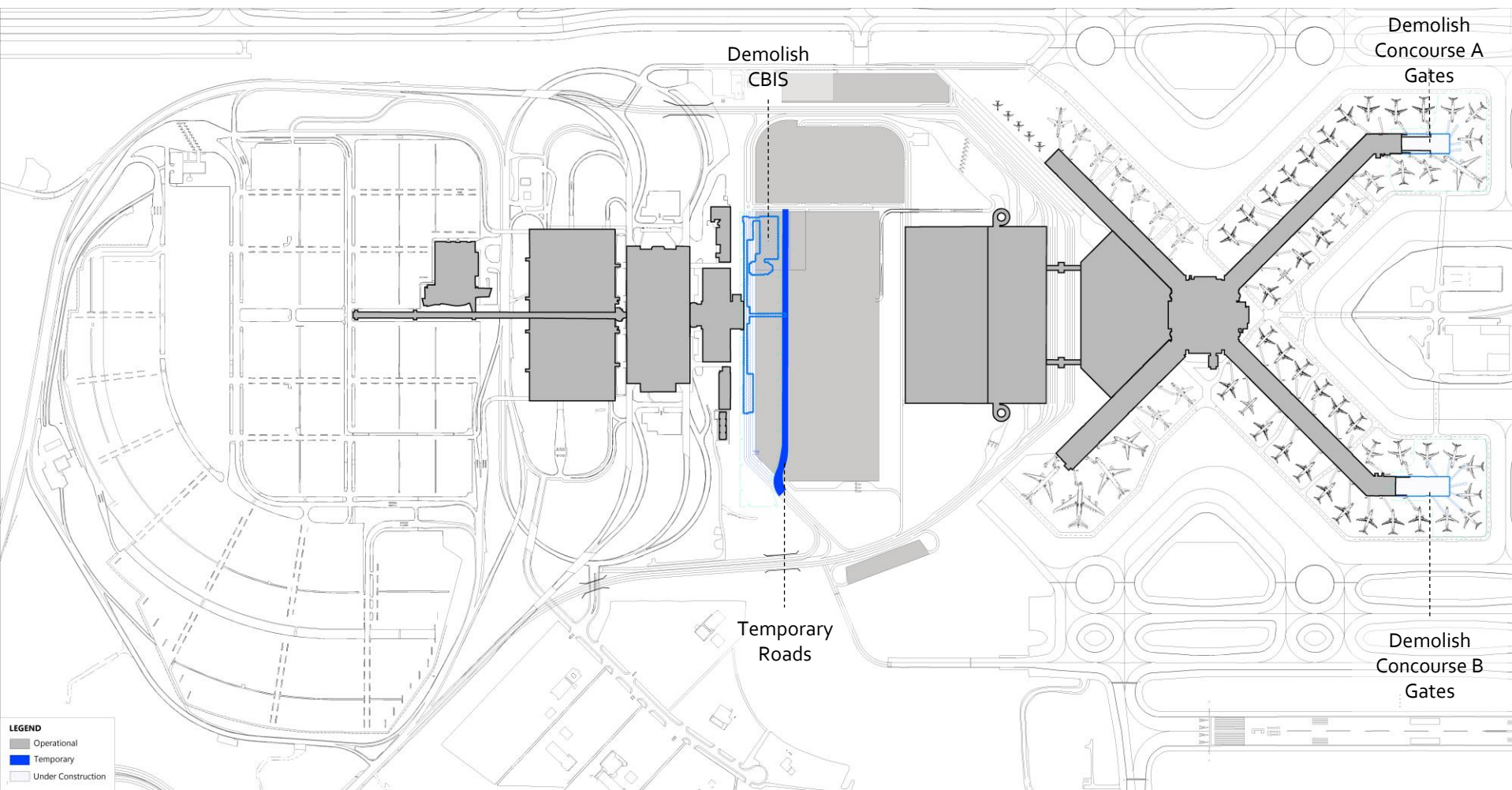
TMP Implementation: Phase 1



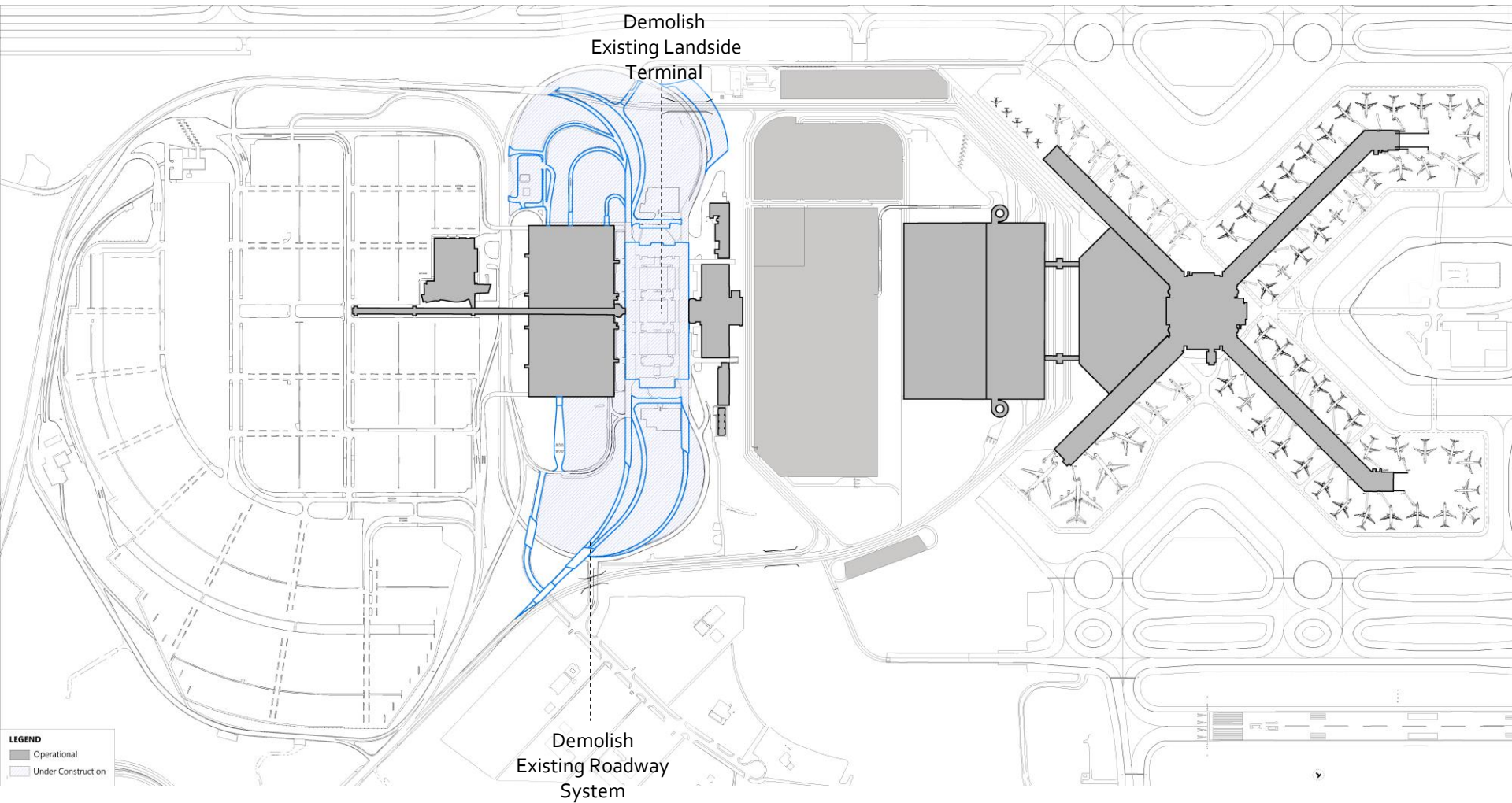
TMP Implementation: Phase 2



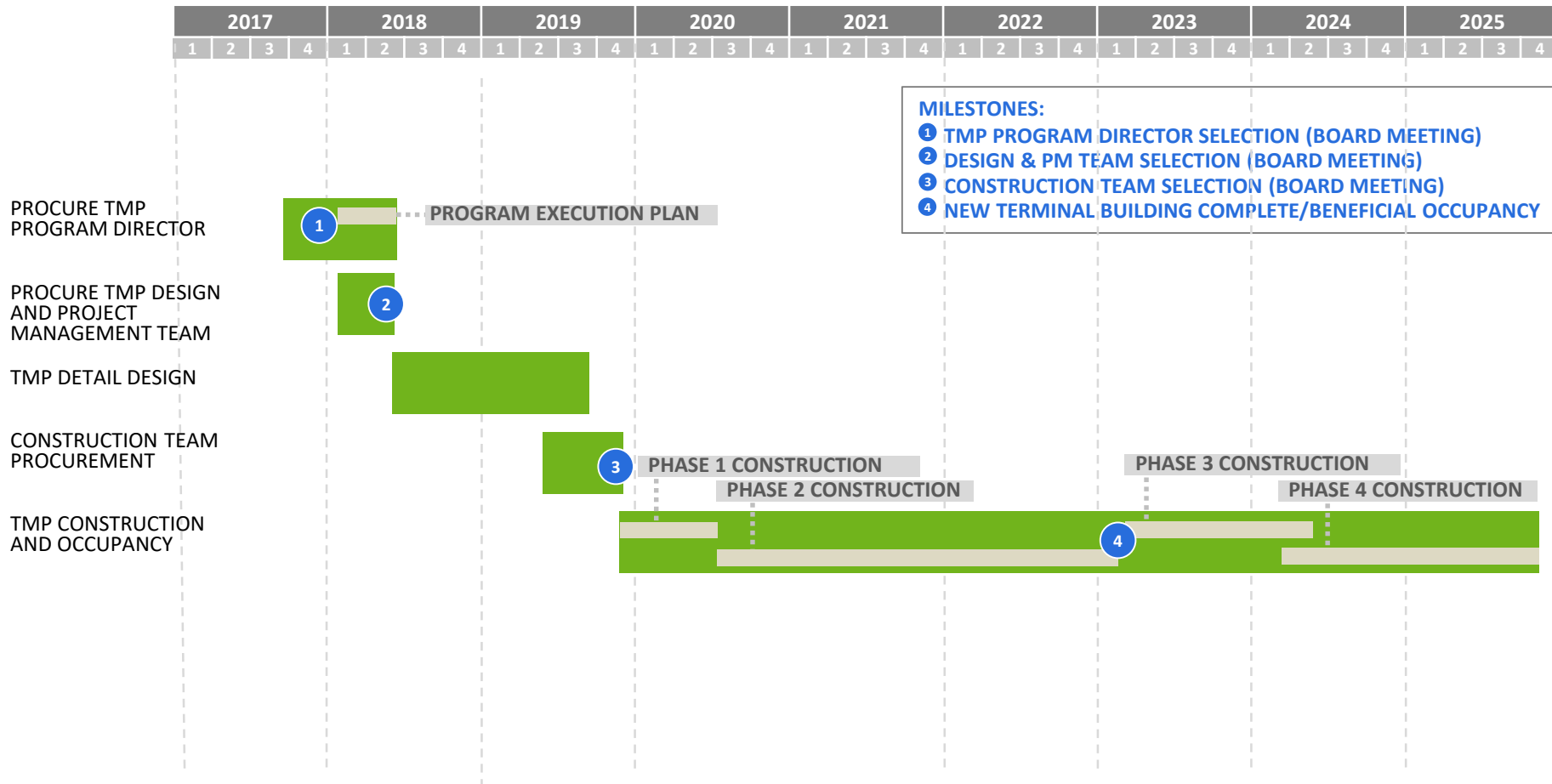
TMP Implementation: Phase 3



TMP Implementation: Phase 4



Terminal Modernization Program Schedule



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Proposed Construction Delivery Method(s)

- PA Separations Act requires traditional delivery method for vertical construction
- Existing staff expertise is in the traditional method, or Design-Bid-Build (D-B-B)
- As of today, we are projecting to use traditional, D-B-B method for all work



Budget Overview

- TMP Program Budget \approx \$1.1 Bn
 - Includes All Program Costs
- Direct Costs (Construction) \approx \$700Mn
 - Terminal
 - Roads
 - Parking/GTC
 - Concourse Renovations
 - Demolitions



RFTP Overview



The Selection Criteria

- Team Composition
- Project Understanding
- Work Plan Approach
- Design Management Approach
- Sense of Place Commitment
- Best-in-Class Commitment
- Construction Cost Estimate
- QA/QC Program
- Other Relevant Information
- Teams Qualifications/Experience



Maintaining Transparency in the Q&A Process

- Submit questions via TMPProcurement@Flypittsburgh.com
- Deadline to submit is 3/14/18
- Questions and replies to be sent through TMPProcurement@Flypittsburgh.com on 3/19/2018
- A link to a Video of today's presentations will also be sent via TMPProcurement@Flypittsburgh.com



Insurance Requirements



Insurance Requirements

- Once contract is awarded, negotiations will begin with regards to scope of work and fees.
- For this particular agreement, insurance coverage will also be negotiated with the exception of the statutorily mandated coverages.
- When the scope and fees have been determined, an Administrative Action is submitted to the ACAA Board for approval.



Schedule



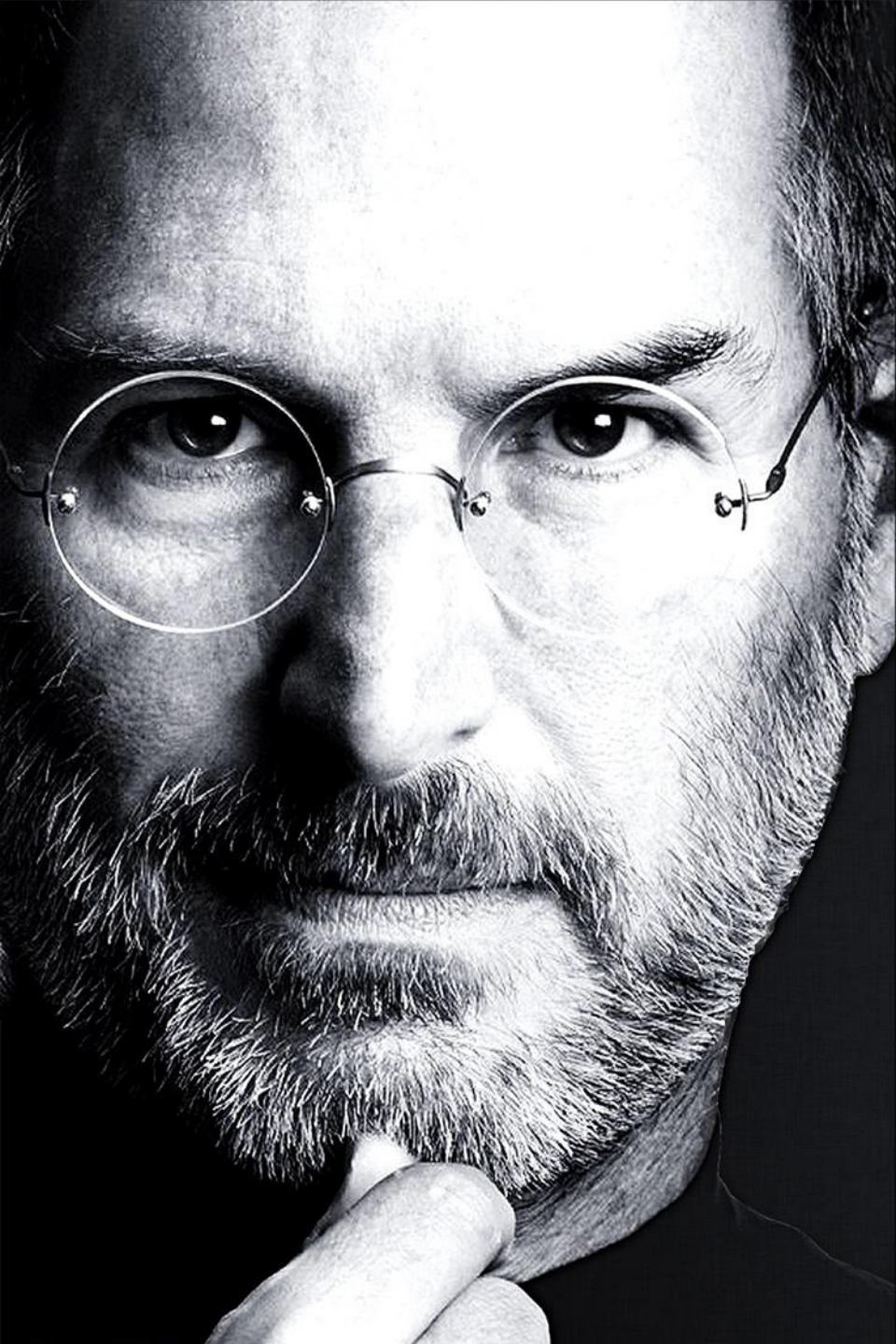
Key Dates for Proposal Process

Step	Date(s)
Last Date for ACAA to receive questions on RFTP	March 14, 2018 4:00 PM Eastern Time
Video link sent to short-listed teams	March 19, 2018
Answers to submitted questions posted	March 19, 2018
Technical Proposals Due	March 30, 2018 by 4:00 PM Eastern Time
Interview and Testing Shortlist notification	April 6, 2018
Interviews	April 10 – 12, 2018
Selection and Negotiations	April 20, 2018 – June 8, 2018
ACAA Board Approval	June 15, 2018
Contract Starts	July, 2018



Q & A





“Innovation
distinguishes
between a **leader**
and a follower.”

– *Steve Jobs*

Today's Agenda

11 AM to 1 PM

Self-Guided Tour of Airside

- Pick up SAP Pass
- Ambassadors will lead you
- Explore our Airside (including Birdly)

1 PM to 4 PM

Small, Local, Veteran-Owned Business and DBE, WBE & MBE Session

- Meet
- Interact
- Build that Perfect Team



A commercial airplane is shown in flight, banking slightly to the right, against a backdrop of a sunset sky with soft orange and pink clouds. Below the sky, a dense line of trees is silhouetted against the horizon. In the foreground, a body of water reflects the light from the sky.

Thank you for your time!

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INTERNATIONAL AIRPORT