

## SNOHOMISH COUNTY

Snohomish County Government, which owns Paine Field Airport (PAE), and Propeller Airports formed a Public/Private Partnership to develop the first greenfield airport terminal in the US in over 20 years. Propeller negotiated a 30-year ground lease (with options) on which to fund, build and operate a terminal. The terminal was developed coincident with Propeller securing service by Alaska Airlines and United Airlines, including 24 non-stop flights from PAE to nine western US cities.

The first flight in March 2019 was the result of decades of effort, requiring significant leadership to deliver this critical new service to the Puget Sound region. The project required extensive environmental study and long-term public engagement.

This \$40 million project created 300 direct jobs and an estimated 1,000 indirect jobs. As of January 1, 2020, the terminal has served an estimated 850,000 passengers. Flights to Spokane and Palm Springs were added by Alaska Airlines in Q4 2019, bringing total destinations to eleven. Future passenger growth can be accommodated by up-sizing from the current Embraer 175.

The terminal is designed with passengers in mind, emphasizing convenience and quality. On an average day, it takes under 30 minutes to get from curb to gate. Arriving passengers can reach baggage claim or their car in less than five minutes. Flights from PAE significantly reduce the carbon footprint that drivers generate while in traffic to Sea-Tac International Airport. A projected 1.2 million annual travelers utilizing PAE reduce the associated congestion on I- 5/I-405 and other major highways.

Commercial air service is an asset keeping Snohomish County (and the Greater Seattle region) competitive for recruitments. Travel times between Sea-Tac Airport and Snohomish County no longer met a typical 60-minute drive requirement in an RFI; PAE accomplishes this. Propeller and Alaska Airlines undertook a media campaign to raise awareness of Paine Field/Everett/Snohomish County. From a BRE perspective, local companies with supplier/customer relationships on the West Coast increase productivity by minimizing travel and security times required for Sea-Tac departures. It is also a valuable convenience for suppliers/customers visiting Snohomish County companies. Service at PAE encourages tourists to consider more options beyond Seattle destinations.

Snohomish County's project approach represents a model that can be replicated nationwide, bringing tremendous benefits to local economies without burdening taxpayers. PAE has been recognized for its innovation, including;

- 2019 Innovation Project Award from the National Council for Public-Private Partnerships
- 2019 NAIOP Community Impact Award (real estate development professional association)

"The Paine Field project is the definition of 'Innovation' and what the Council seeks to recognize and highlight with our Innovation Award. We truly hope that other airports will seek to replicate this innovative P3 approach as they modernize their facilities and build new terminals."

Jason Washington, Executive Director, National Council for Public-Private Partnerships

"We've built an airport for the future by bringing back some of the glamour and service of the past, with tailored concessions, design and maintenance, and a higher level of convenience for local passengers."  
Brett Smith, President, Propeller Airports

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