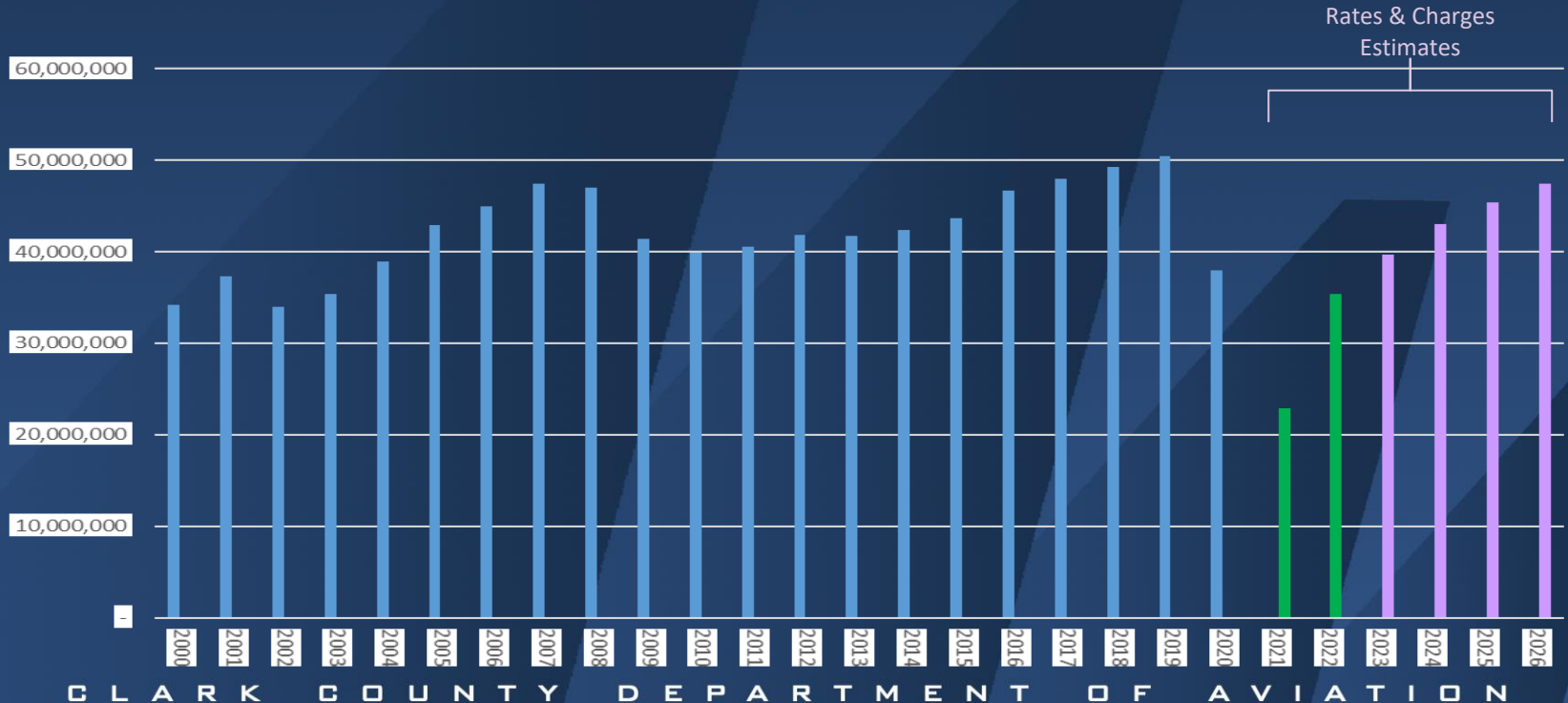


LAS Fiscal Year 2022 Rates and Charges

LAS PASSENGERS BY FY2000 TO FY2020 WITH FY2021 THROUGH FY2026 ESTIMATES

- Actual FY 2020 passengers was 37,975,672, a 25 percent decrease from FY 2019
- Projected FY 2021 passengers is 22,846,000, a 55 percent decrease from FY 2019
- Budgeted FY2022 passengers is 35,342,000, a 30 percent decrease from FY 2019



COST CONTAINMENT MEASURES BY LAS

- Voluntary Separation Program
- Strategic hiring freeze
- Removed overtime
- Reduced work schedules (76-hour pay periods)
- Purchase reviews
- Budget reductions
- Cancelled / suspended capital construction projects
- Renegotiated contracts
- Consolidated operations
- Voluntary furloughs

Collaborating with:

- Airlines
- Concessionaires
- Tenants

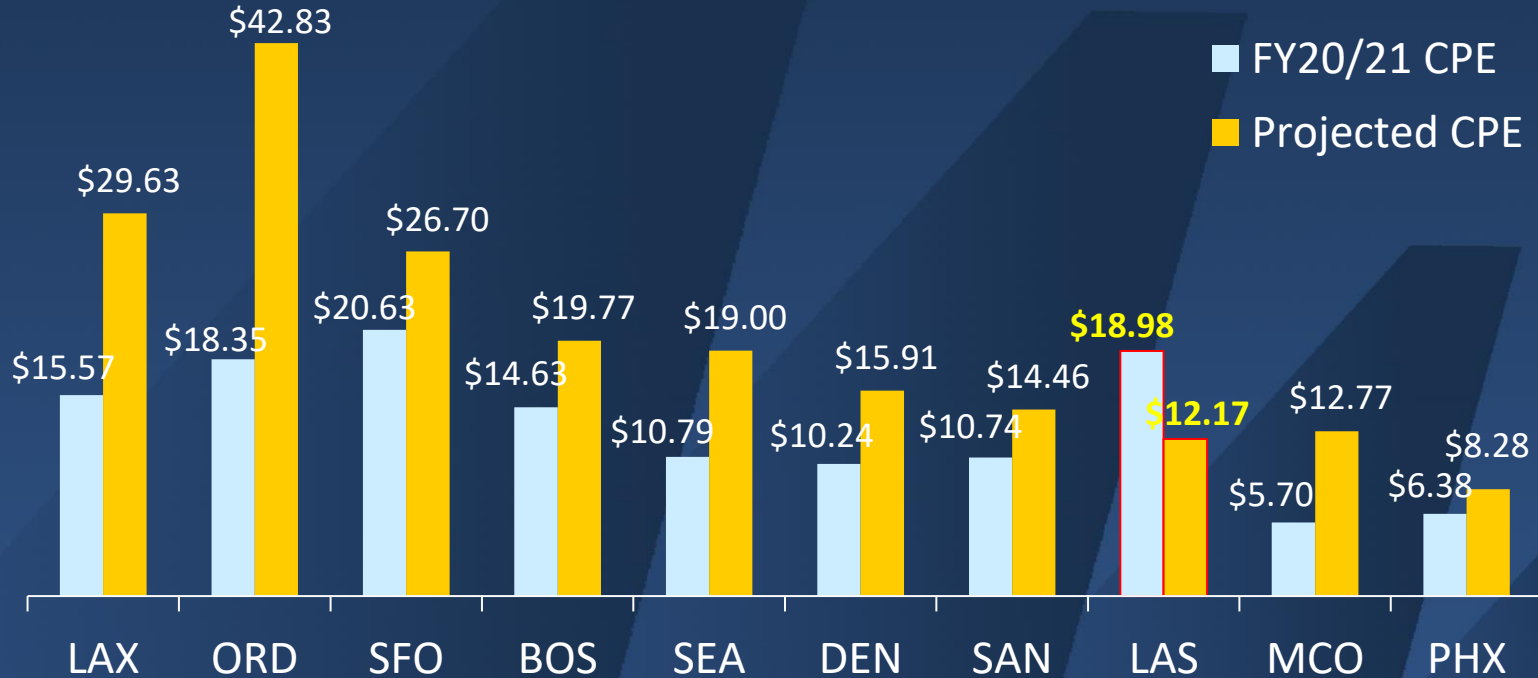


RATES AND CHARGES FY2017 TO FY2022

	FY17	FY18	FY19	FY20	MID-YEAR FY21	FY22
Landing Fee	\$1.93	\$1.73	\$1.70	\$1.68	\$1.88	\$1.33
Terminal Rental Rate	\$168.20	\$161.93	\$167.10	\$169.88	\$173.37	\$156.29
Common Use Passenger Fee	\$1.59	\$1.48	\$1.48	\$1.50	\$3.01	\$1.98
FIS Use Passenger Fee	\$8.00	\$8.00	\$8.50	\$8.50	\$8.50	\$8.50
Gate Use Fee	\$198,418	\$187,821	\$173,333	\$195,821	\$203,082	\$183,428
Turn Fee (Narrow Body)	\$360	\$364	\$358	\$364	\$494	\$399
Turn Fee (Wide Body)	\$540	\$546	\$536	\$545	\$741	\$598
Budgeted CPE	\$10.80	\$10.24	\$10.19	\$10.26	\$18.98	\$12.17

COST PER ENPLANEMENT

Comparison of Top 10 O&D Airports



Source: DWU Consulting LLC – Large Hub Cost Per Enplaned Passenger

Southwest Airlines Co.
David Sellers
P.O. Box 36611
Dallas, Texas 75235-1611
214-792-4909
E-mail: david.sellers@wnco.com



April 17, 2021

Ms. Rosemary A. Vassiliadis
Director, Clark County Department of Aviation
McCarran International Airport
5757 Wayne Newton Blvd.
Las Vegas, NV 89119

Re: **Approval of the Proposed Airline Rates and Charges - Fiscal Year Ended June 30, 2022**

Dear Rosemary,

As mentioned multiple times during the April 15th LAS AAAC meeting, the results of all of the hard work you and your team have put into managing McCarran over this past year are truly remarkable. Your efforts at reducing costs and managing your debt profile in parallel with the strategy for use of the Rate Stabilization Fund and CARES funding have put all of us in an excellent position to recover in FY 2022 from a devastating FY 2021.

In quick summary, you and your team were able to reduce the Terminal Rental Rate from the 2021-budgeted rate of \$173.37 to \$156.29, the Landing Fee from \$1.88 to \$1.22 and the Aircraft Gate Use Fee from \$203,958 to \$183,428. These reductions along with similar reductions in every category of Airport Rates and Charges has resulted in a substantially improved projected Airport CPE of \$12.17, down dramatically from the projected FY 2021 CPE of \$18.80. Again, these are truly remarkable results that you and the team should be very proud to have achieved. Thank you!

Please accept this correspondence as formal notification of the air carrier's support for the new fiscal year 2021/2022 rates and charges and for continuing the work necessary to execute the your capital plan for the new FY.

As usual, our annual meeting went extremely well and I was very pleased to be able to attend in person. Thank you for your wonderful hospitality and please don't hesitate to contact me if you have any questions.

Sincerely,

DP Sellers

David Sellers
SOUTHWEST AIRLINES CO.
Chair - LAS Airline and Airport Affairs Committee
Cc: LAS AAAC

THANK YOU

QUESTIONS & ANSWERS