Dallas/Fort Worth International Airport
Commercial Development Department

Urban Land Institute Fall Meeting
October 18, 2012
Business Overview
Owner Cities of Dallas and Fort Worth

- Jointly-owned by the cities of Dallas and Fort Worth
- Operations are handled by DFW Airport Board
- Considered one of the most successful cooperative projects in the history of the cities
- Foundation for the future International Airport City
Business Overview
Considered the economic engine of the entire North Texas region

$16.6 Billion in Total Annual Economic Impact
$7.6 Billion in Payroll Annually
305,000 Full Time Jobs

Source: The Economic Impact of Dallas/Fort Worth International Airport 2005, Texas Department of Transportation
Business Overview
Considered the economic engine of the entire North Texas region

- Airport City Model requires airports to do business the way businesses do business
- Optimized by corridor and cluster development
- Emerging because of the advantages airports provide in a fast-paced, globally networked economy
- Commercial services can attract a dual customer base of travelers and the public

Aerotropolis Schematic, Dr. John Kasarda - http://www.aerotropolis.com/airportCities/about-the-aerotropolis
DFW Land Use Plan
Historical Impact on Regional Development

1969

= Off-Airport Development

Today
DFW Land Use Plan
Supports goal to be more competitive in the global travel market by developing a multifaceted center of commerce.

- Approximately 6,600 acres of developable land
- More than 5,200 gross acres of property will emerge into multiple centers of development
- Strategic location between Dallas and Fort Worth and proximity to a network of highways provide commercial developers with numerous key advantages
DFW Land Use Plan
Core Business Operations

12,000 acres maintained for core business operations
Tax Sharing Agreements

History

- Since 1999, DFW has successfully achieved tax-sharing arrangements as a result of interlocal agreements and legislation collaboration with the Owner Cities.
- “The Cities of Dallas and Fort Worth and the Board agree that as a result of this Agreement, development opportunities within the Property which are consistent with the development policies of the Board, shall be encouraged.”

Benefits

- Generates tax revenues for the Owner Cities
- Increases economic development and creates job opportunities
- Provides an equitable distribution of tax revenues (Dallas, Fort Worth and the host city)

Quote Source: Interlocal Agreement
Tax Sharing Arrangements
Currently in place with Euless and Irving

- Euless Tax Share Agreement
  - In 2011, Dallas received $4,409,632.69
  - In 2011, Fort Worth received $4,303,619.01

- Irving Tax Share Agreement
  - In 2011, Dallas received $917,790.80
  - In 2011, Fort Worth received $524,451.89

- Grapevine legislative tax-sharing arrangement
  - Owner Cities to share in tax proceeds in excess of a $5,956,313.04 threshold annually

- Total annual tax contribution to taxing entities +/- $63,000,000
Business Model Analysis
Development Districts Map

1. Southgate Plaza Mixed-Use
2. Founders’ Plaza
3. Freeway Commercial – Coppell
4. Northwest Logistics Industrial
5. Southwest Cargo Logistics / Industrial Redevelopment
6. Beltline TOD Mixed-Use
7. North Entertainment – Grapevine
8. Industrial Use – Coppell
9. East Air Cargo
10. Passport Park
11. West Grapevine
12. Bear Creek
13. Walnut Hill Industrial
Commercial Development Initiatives
Southgate Plaza Concept
Commercial Development Initiatives
Grapevine 1100 Acres Economic Analysis

Transform DFW Airport from a “facilitator” to a “driver” of regional tourism

The ‘1100 Acres’

‘Themed’ Destination
Cooperative Planning
Task Force Support

Purpose and Mission

- To promote communication between leadership teams of DFW Airport and its Owner Cities of Dallas and Fort Worth for mutual benefit.

- To coordinate strategies regarding commercial development at DFW Airport, including economic development and legal issues.

- To increase Owner Cities’ awareness of development opportunities, plans, and activities at DFW Airport, including tax-sharing possibilities.

- To allow DFW staff proactive involvement in addressing Owner Cities’ concerns.

- To create trust and support for maintaining strategic alliances.
Strategic Alliances / Initiatives

- Taoyuan International Airport – Sister Airport Agreement
- Shanghai International Airport
- Dubai Airport Freezone (DAFZ) – Negotiation Alliance
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