



Princess Juliana International Airport

THE SXM AIRPORT HORIZON

NEWSLETTER | MARCH 2019

“Still Connecting the World to the Caribbean,” was the theme presented by the joint delegation of St. Maarten, at the 12th Annual Routes Americas conference which was held in Quebec City, Canada, from February 12 – 14, 2019. The event presented the opportunity for the Ministry of TEATT, Princess Juliana International Airport (SXM) and the St. Maarten Tourist Bureau to network with international senior airline decision makers of 147 airports. It also offered the opportunity for SXM Airport to build high-value relationships with some of the most influential aviation professionals across the region.

Meanwhile in 2018, the theme which was echoed post-hurricane Irma was “SXM Strong - Rebuilding Our Nation.” Both themes appeared vividly on an exhibition booth, which was strategically



L - R Michel Hyman, COO, SXM Airport, May-Ling Chun, Director, St. Maarten Tourist Bureau, Stuart Johnson, Minister of TEATT

SXM AIRPORT STILL CONNECTING THE WORLD TO THE CARIBBEAN: ISLAND DELEGATION ATTENDS ROUTES AMERICAS IN QUEBEC CITY, CANADA

located at the heart of the 11th Routes Americas exhibition hall in Quito, Ecuador. Both the long and short haul airline carriers were eager to sit with the St. Maarten delegates, as they shared the sentiments that the route has many possibilities that are yet to be tapped into. The delegation included the honorable Minister of TEATT, Stuart Johnson, Chief Operations Officer of the SXM Airport, COO, Michel Hyman and the Director of the St. Maarten Tourist Bureau, May-Ling Chun.

“We addressed all the airline carriers who are currently operating at the SXM Airport and those representing the preferred new air service routes. We were able to give a detailed update on the recovery of the passenger volume, the 2018 Air Service Recovery Plan, future developments of the Princess Juliana International Airport (SXM) and the hub partner connection. The airline representatives were quite receptive and reassured of our progress moving forward,” disclosed the Chief Operating Officer of the SXM Airport, COO, Michel Hyman.

At the dose of each high-level meeting with the airline carriers reps, the delegation disclosed its joint strategic plan for the air service development, stating that it is their short-term goal to regain the 2016 flight operations and passenger volume by 2020.

Furthermore, the long term goals shared included the expansion of Latin American services with broadened hub development, the establishment of US Pre-Clearance and the ongoing talks with the Customs Border Pre-Clearance (CBP).

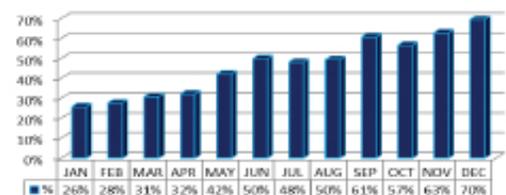
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SXM PAX VOLUME RECOVERY

Passenger volume at SXM increased progressively in 2018, in the aftermath of the 2017 hurricanes, and in December 2018 departing passengers were at 70% of the 2016 level.

SXM 2018 Departing Pax Volume as a % of 2017 (Jan-Aug) & 2016 (Sep-Dec)



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CEO BRIAN MINGO: FUTURE OF PJIAE AND ITS 270 WORKERS IN THE HANDS OF ALL STAKEHOLDERS

Chief Executive Officer (PJIAE) Brian Mingo, said the immediate and combined effort of all stakeholders and interested parties is urgently needed to pull St. Maarten's premier port of entry, the Princess Juliana International Airport (SXM) out of its poor financial state so that the facility can lead a booming recovery of the island.

For the second consecutive month, PJIAE is finding itself having to juggle cash as it is forced to meet liquidity challenges head-on.

The recently appointed CEO is building a financial recovery strategy that he says will require buy-in from all Stakeholders so that PJIAE can lead the way in a new wave of restoration construction on St. Maarten.

"We will continue to experience cash shortfalls unless we take action now. St. Maarten is still reporting just over 60% recovery of its hospitality inventory consisting of the main hotels, restaurants, property rentals, etc," said Mingo.

He said investors cautiously adopted a "Wait & See" attitude as they wait for the economy to pick up again, and most will not expose their capital until they see some strong activity in areas of the economy such as our airport.

"PJIAE stands ready to be the catalyst for these investors to give them the confidence they need to invest in St. Maarten again. Once the airport is up and running and the airlines further step up their schedules to the island once again, we can really say "we're really back in business," said the CEO.

Mingo says Management and staff at PJIAE have done an amazing job with very little resources and are once again utilizing one-third of the Terminal Building, much to the appreciation of travelling passengers. Mingo notes however, that these passengers are under the misapprehension that the airport reconstruction is actually under way and get frustrated and angry at the lack of

progress.

"What people do not realize is that the main reconstruction phase has not started yet," said Mingo.

"We have spent millions of dollars cleaning up, making the environment safe, making the facility useable and as comfortable for passengers as possible and we have also spent a massive \$14 Million securing the roof," explained the PJIAE chief.

"What we need immediately is a \$15 Million bridge loan that has been allocated by the Netherlands, so that we can meet our immediate liquidity needs and support the cash shortfall, and then a final decision on financing to that. The works can then begin on the reconstruction plans within three weeks and start of construction by July this year.

"If all goes as planned and urgent action is taken now, we will be celebrating the re-opening of our reconstructed airport terminal by Christmas 2020," said Mingo.

Mingo sent a report to the Supervisory Board of Directors (SBOD-PJIAE), outlining his plans and will promote the urgency for the much needed airport financing.

One source of funding Mingo has continuously stated that he is ready to accept, with the government and board's approval, is a \$100 Million soft



Brian Mingo, Chief Executive Officer, (PJIAE)

loan from the World Bank administered Dutch Trust Fund and the European Investment Bank (EIB).

Mingo said government has been most supportive of the airport's struggles up to now, recognizing particular support and interest from the Prime Minister, Hon. Mrs. Leona Romeo-Marlin, Minister of Finance, Hon. Mr. Perry Geerlings and the Minister of TEATT, Hon. Mr. Stuart Johnson whose ministry is responsible for PJIAE.

"I thank government for their input and help thus far, but it is not our government alone, the Netherlands, Parliament, the Shareholder Representative, the Supervisory Board of Directors, Managing Board and the personnel. We all need to come together, to be on the same page, to remain focused and head in the same direction to fuel the growth of St. Maarten through our #1 port of entry," concluded Mingo.

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The passenger volume at SXM Airport increased progressively in 2018, in the aftermath of the 2017 hurricanes Irma and Maria. In December 2018, the departing passengers were at 70% of the 2016 level. Moreover, the 2018 Air Service Recovery plan shows the passenger movement at 792,740 while the aircraft movement was recorded at 67,834.

"Routes America 2019 gave St. Maarten a great opportunity to update our airline partners on the state of our industry as well as establishing new relationships." stated the Director of St. Maarten Tourist Bureau, May-Ling Chun.

GEERLINGS SIGNS PJIAE BRIDGE LOAN AGREEMENT

Princess Juliana International Airport (SXM) no longer has to repay the US \$5 million emergency loan it received from Government coffers in January 2019 to pay salaries, now that the Hon. Finance Minister, Perry Geerlings signed the agreement for it to receive an additional \$15 million bridge loan.

According to a press release from the Hon. Minister Geerlings' cabinet, he said the Governments of

the Netherlands and St. Maarten have also reached an agreement for the Dutch Government to repay the \$5 million emergency loan.

SXM Airport was required to repay the \$5 million once it received the bridge loan. The government of St. Maarten was to deduct the emergency loan from the bridge loan as part of the original lending conditions.



CEO ADDRESSES HIS FIRST FRENCH AND DUTCH STAKEHOLDERS MEETING

The Chief Executive Officer, CEO of the Princess Juliana International Airport, Brian Mingo sat with the external stakeholders for the first time at the Chambre Consulaire Interprofessionnelle (CCISM), on February 8, 2019. Mingo took the opportunity to introduce himself and applauded the joint efforts. "The meeting which combines the French and Dutch stakeholders is a good initiative, I want to thank you for giving it the much needed attention it deserves to further drive our economy," disclosed the CEO. There was also a brief explanation of the reconstruction and financial stability of the Princess Juliana International Airport (SXM) post hurricanes Irma, Jose and Maria.



8 *Happy Women's DAY*
03 . 08 . 2019



Hotel Highlight: **SONESTA MAHO BEACH RESORT, CASINO & SPA**

Sonesta Maho Beach Resort, Casino & Spa celebrated a soft opening early March 2019. The highly-regarded hotel is being updated with a new contemporary design and a modern layout for the hotel rooms. Sonesta Maho Beach Resort is keeping its signature family-friendly charm, as it features a Kids Club and Teen Zone with fun daily activities. It also offers an array of restaurants for a unique culinary experience.

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JETBLUE LAUNCHES SEASONAL SERVICE FROM BOSTON

JetBlue re-launched its popular seasonal, twice-weekly service from Boston to St. Maarten on February 16, 2019. JetBlue has also introduced a new Saturday Mint service on the route. Additionally, Saturday Mint flights from New York-JFK resumed on February 16, 2019. JetBlue's new Fort Lauderdale service and Mint flights to St. Maarten are part of the airline's broader commitment to the destination as it increases capacity in the market. JetBlue has continually restored service to hurricane-impacted markets in the Caribbean as facilities

have permitted, and as demand for travel has returned.

All JetBlue flights feature award-winning service with comfortable seating; complimentary and unlimited name-brand snacks; more than 100 channels of free SIRIUSXM® radio programming and 36 channels of free, live DIRECTV® programming on personal seatback televisions; free Fly-Fi high-speed wireless Internet and the most leg room in coach.

NEW AIR SERVICE

jetBlue

Seasonal Schedule between
Boston (BOS) and St. Maarten (SXM)

BOS - SXM Flight # 77	7:12 a.m. – 12:26 p.m.
SXM - BOS Flight # 78	1:51 p.m. – 5:33 p.m.

Saturday Mint Schedule between
New York (JFK) and St. Maarten (SXM)

JFK - SXM Flight # 1487	7:12 a.m. – 12:26 p.m.
SXM - JFK Flight # 1488	1:51 p.m. – 5:33 p.m.



Mr. George Greaux Jr. Chairman of Supervisory Board of Director with several members of the WINAIR team presenting plaque of appreciation to Mrs. Maartje Draai.

The Management of WINAIR paid tribute to the late Vice President of the Supervisory Board of Directors, Gerrit Draai. He served the company

Country St. Maarten and the Netherlands, following the dismantling of the former Netherland Antilles. He was a retired Vice President of "Marti-

WINAIR HONORS GERRIT DRAAI

from 2010 until his untimely passing in July 2018, Mr. Draai was instrumental in the financial and operational turn around at WINAIR, when he managed the transfer of the shares of WINAIR to

nair" and a consummate airline professional with a 35 year plus career in the aviation industry. According to the Management of WINAIR, Mr. Draai served with distinction and will be remembered by those who had the pleasure to work with Gerrit. Mrs. Maartje Draai, his wife and lifetime partner was invited to St. Maarten to attend a brief ceremony at the WINAIR's hanger to witness the naming of one of the aircrafts in memory of the late Gerrit Draai. She received a plaque of appreciation from the WINAIR team.



CARIBBEAN AIRLINES LAUNCHES "THE CARIBBEAN IDENTITY" CAMPAIGN

The Caribbean Airline has launched its new campaign, "The Caribbean Identity," which embraces and celebrates the authenticity of the Caribbean region and all the components which make it unique. The airline will have similar events in St. Maarten and the Caribbean Identity campaign will be rolled out in all 20 destinations the airline serves.

At the launch, the airline revealed its Carnival partnerships in Trinidad and Tobago with, among others, the Red Cross Children's Carnival, Caribbean Airlines Skiffle, the National Carnival Commission (NCC), Pan Trinbago and Machel Monday and the Machel Montano G.O.A.T (Greatest of All Time) Carnival Tour 2019.

The launch was a grand show that featured popular elements of Carnival and culture including performances by Machel Montano, Caribbean Airlines Skiffle and limbo dancers.

The airline also honored Dr. Leroy Calliste, the "Black Stalin", as elements of his song "Caribbean Man" will be featured in the campaign, with voice-overs by 3 Canal's Wendell Manwarren.

SPECTACULAR LANDINGS AT SXM AIRPORT FOR MARCH 2019

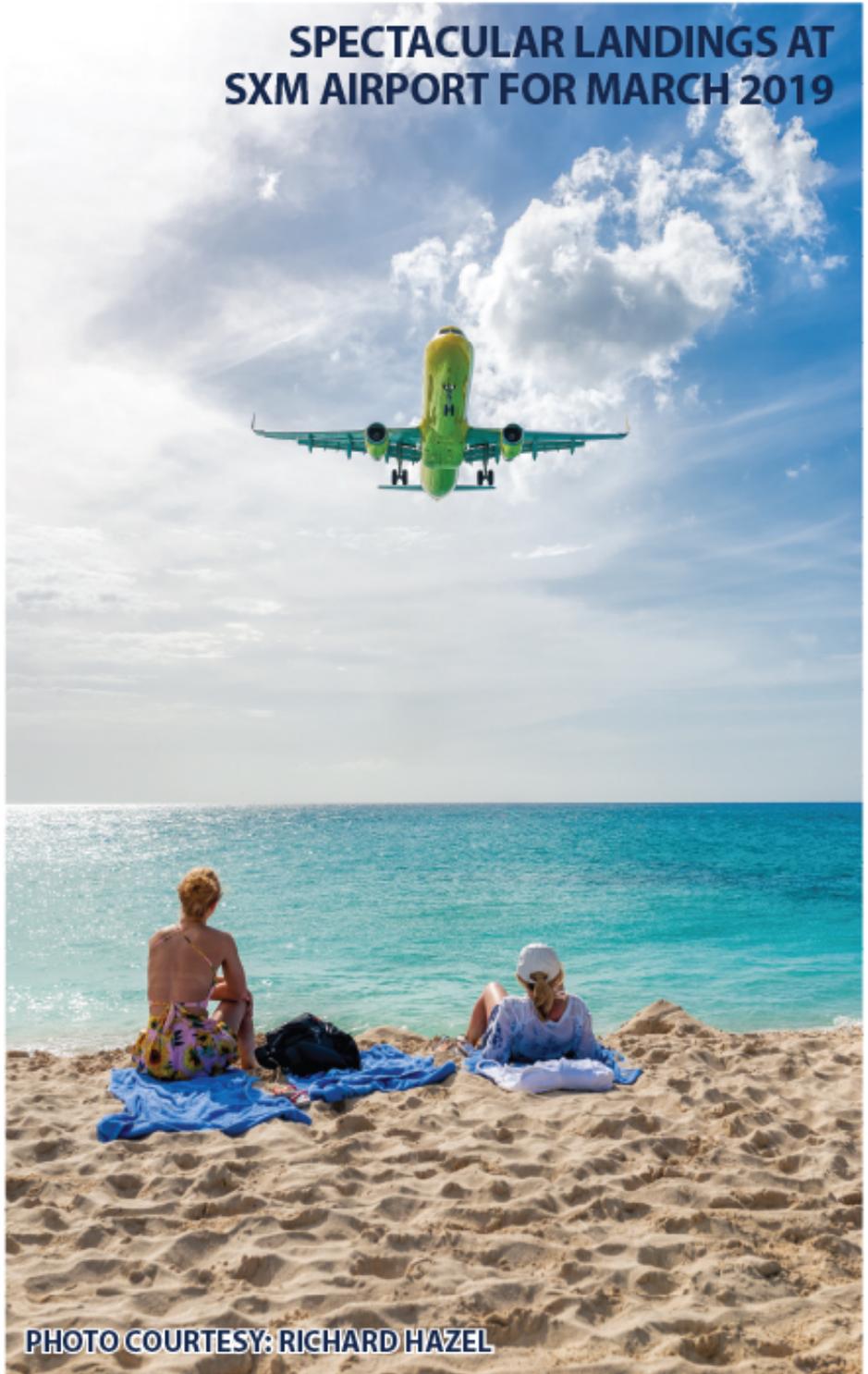


PHOTO COURTESY: RICHARD HAZEL

SXM AIRPORT EMPLOYEES CELEBRATING JOB ANNIVERSARIES

25

PREVIN HODGE
25 Years of Service

Security Department - Supervisor



47

MELVIN GUMBS
47 Years of Service
ATC - Control Tower Assistant



SPIRIT AIRLINES UNVEILED A NEW THEMED AIRBUS A321 FEATURING DISNEY'S DUMBO



PHOTO COURTESY: IRVING MADURO

The Spirit Airlines Disney's Dumbo livery landed on St. Maarten on Saturday March 9, 2019. To celebrate the upcoming release of Disney's latest live-action film, "Dumbo," Spirit Airlines unveiled a new themed Airbus A321 featuring the character.

Passengers traveling between Detroit, Orlando, San Juan, Fort Lauderdale, and Baltimore/Washington routes will have the chance to "Fly with Dumbo" on its first three days of service. The aircraft will then travel across the U.S. for the next two months, ahead of the film's release date of March 29, 2019



SXM AIRPORT ADDS NEW STARTING CHARGERS

The Facilities Maintenance department is slated to install a total of 400 chairs with charging units at the Princess Juliana International Airport (SXM). The passenger seating fixtures are referred to as "3D



seating," with USB ports. The Managing Board has also approved a total of 40 single seating for physically-challenged passengers, which are yet to be installed.



UPCOMING LOCAL EVENTS DUTCH ST. MAARTEN CARNIVAL 2019

SAVE THE DATES
APRIL 20TH - MAY 7TH 2019