



# June Commission Presentation

## *Director's Report*

Rebecca Hupp  
Boise Airport Director

JUNE 1, 2017

# Airport Operations Update

## May 9

Airport Operations attended and presented at the 2017 National Weather Service Boise Integrated Warning Team Workshop

## May 25

Airport Operations participated in FAA SRMP for upcoming summer airfield construction

## May 26

Airport Operations/BOI hosted annual ID/WY/MT Security Summit



# May Runway Closures

- **May 3: 10R/28L, 7:30 A.M. – 3:30 P.M.**  
Closed for lighting, circuit maintenance and Tech Ops work
- **May 10: 10R/28L 8:00 A.M. – 3:00 P.M.**  
Closed for Tech Ops Maintenance on the 28L MALSR System
- **May 11: 10R/28L, 8:00 A.M. – 10:00 A.M.**  
Closed for emergency safety area repairs
- **May 17: 10L/28R, 8:00 A.M. – 3:30 P.M.**  
Closed for routine PM work on the runway and the safety area.
- **May 30: 10R/28L, 8:00 A.M. – 9:00 A.M.**  
Closed for emergency Tech Ops work on the VASI system
- **May 31: 10R/28L, 8:00 A.M. – 3:00 P.M.**  
Closed for routine AFM work and Tech Ops work



**No scheduled runway closures for June**

# Pipeline Update

- Consultant in town June 5<sup>th</sup>
- Meeting with airport stakeholders to discuss potential fuel consortium
- Meeting with City of Boise leaders to discuss potential tank farm project



# Gowen Strong Update

- Rebecca Hupp along with representatives from Idaho Commerce and the Idaho Air National Guard spoke to Boise Regional Realtors Group
- Director Hupp submitted a guest opinion to the Idaho Statesman



**GOWEN  
STRONG**

Good for Idaho • Good for America

# TSA Pre✓ Results

- Temporary enrollment event at BOI May 8-12
- Goal of 250 new enrollees
- A total of 624 Treasure Valley travelers enrolled during the temporary event



# Idaho Wines Fly Free

- New promotion by Alaska Airlines
- First case of Idaho wines are free to check on Alaska for mileage plan members
- Promotion starts June 1



# ACI-NA Jumpstart Conference

- June 5-7, 2017
- Meeting with 9 airlines
- 20 minutes per meeting

Alaska Airlines	JetBlue Airways
Allegiant Air	Spirit Airlines
American Airlines	Volaris
Southwest Airlines	WestJet
United Airlines	



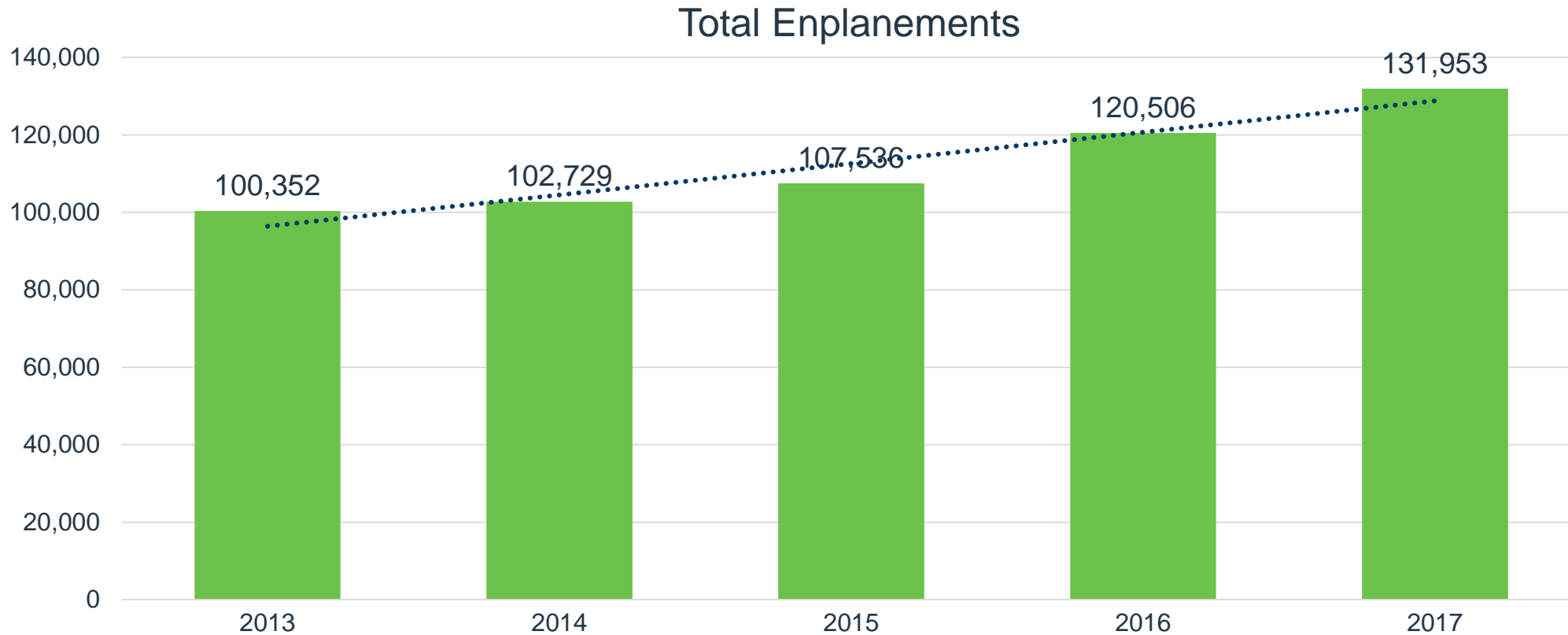


<b>Top 10 Operating Revenue Description</b>	<b>FY 2017</b>	<b>FY 2016</b>	<b>\$ Change</b>	<b>% Change</b>
Parking Lot	\$ 5,972,545	\$ 5,514,102	\$ 458,443	8%
Rental Car Concession	\$ 2,518,644	\$ 2,178,488	\$ 340,156	16%
Terminal Rent – Airlines	\$ 2,156,747	\$ 2,301,318	\$ (144,571)	-6%
Industrial Land Rent	\$ 2,003,076	\$ 1,897,617	\$ 105,459	6%
Signatory Airline Landing Fees	\$ 1,783,989	\$ 1,755,021	\$ 28,968	2%
Terminal Concession – Food/Beverage	\$ 615,042	\$ 555,416	\$ 59,626	11%
Terminal Concession – Retail	\$ 510,502	\$ 414,057	\$ 96,445	23%
Landings/Freight	\$ 447,498	\$ 401,591	\$ 45,907	11%
Terminal Rent – Non airline	\$ 286,531	\$ 292,417	\$ (5,886)	-2%
Advertising	\$ 246,798	\$ 195,386	\$ 51,412	26%
<b>Total Top 10 Operating Revenue</b>	<b>\$ 16,541,372</b>	<b>\$ 15,505,413</b>	<b>\$ 1,035,959</b>	<b>-</b>
Other Operating Revenue	\$ 1,623,167	\$ 1,517,191	\$ 105,976	7%
<b>Total Operating Revenue</b>	<b>\$ 18,164,539</b>	<b>\$ 17,022,604</b>	<b>\$ 1,141,935</b>	<b>7%</b>

<b>Top 10 Operating Expenses Description</b>	<b>FY 2017</b>	<b>FY 2016</b>	<b>\$ Change</b>	<b>% Change</b>
Personnel	\$ 4,201,667	\$ 3,973,364	\$ 228,303	6%
Fire Service	\$ 1,477,671	\$ 1,423,305	\$ 54,366	4%
Policing Service	\$ 1,473,554	\$ 1,389,791	\$ 83,763	6%
Indirect Cost Reimbursement	\$ 754,272	\$ 611,434	\$ 142,838	23%
Parking Management	\$ 750,188	\$ 548,644	\$ 201,544	37%
Chemicals	\$ 691,327	\$ 675,220	\$ 16,107	2%
Power	\$ 402,694	\$ 400,921	\$ 1,773	0%
Management/Strategic Planning	\$ 381,001	\$ -	\$ 381,001	-
R/M – Terminal	\$ 325,855	\$ 129,250	\$ 196,605	152%
R/M – Structural/Electrical/Plumbing	\$ 314,060	\$ 369,487	\$ (55,427)	-15%
<b>Total Top 10 Operating Expenses</b>	<b>\$ 10,772,289</b>	<b>\$ 9,521,416</b>	<b>\$ -</b>	<b>-</b>
Other Operating Expense	\$ 1,947,124	\$ 1,757,002	\$ 190,122	11%
<b>Total Operating Expense</b>	<b>\$ 12,719,413</b>	<b>\$ 11,278,418</b>	<b>\$ 1,440,995</b>	<b>13%</b>

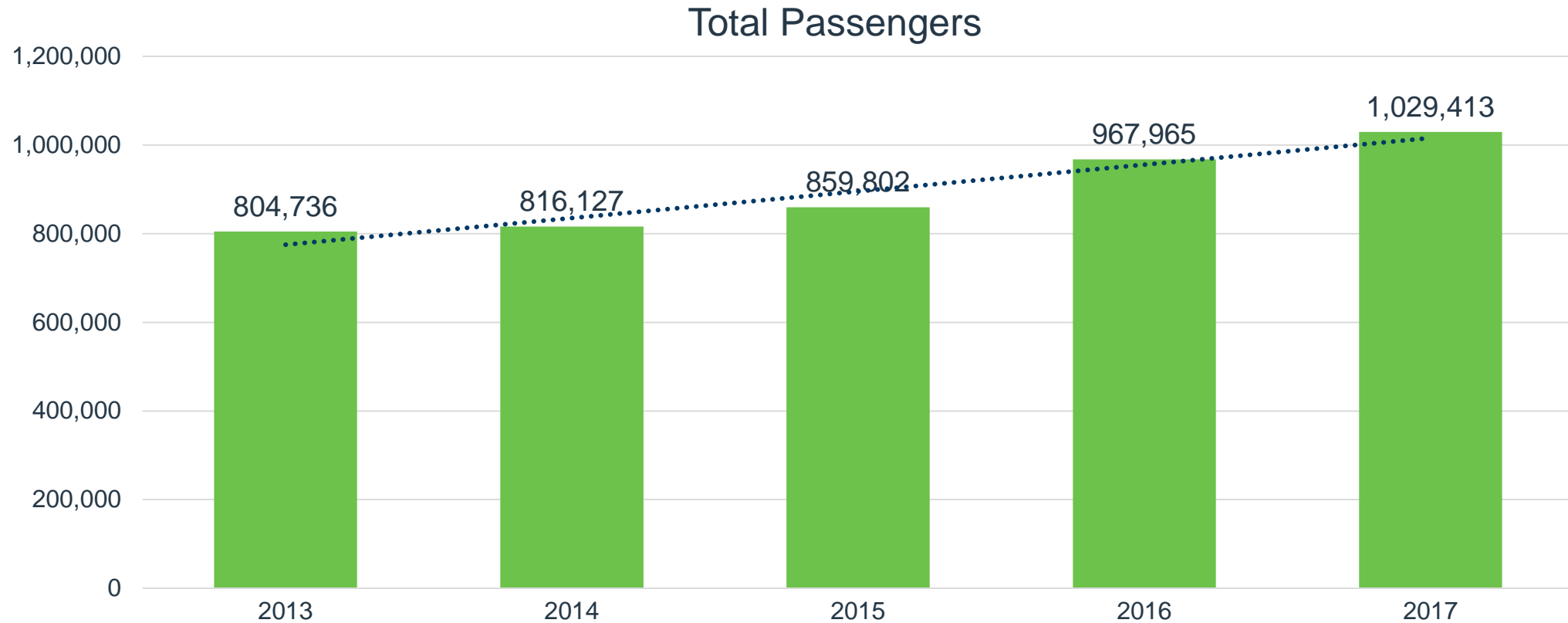
# April Enplanements

*Up 9% April 2017 over April 2016*

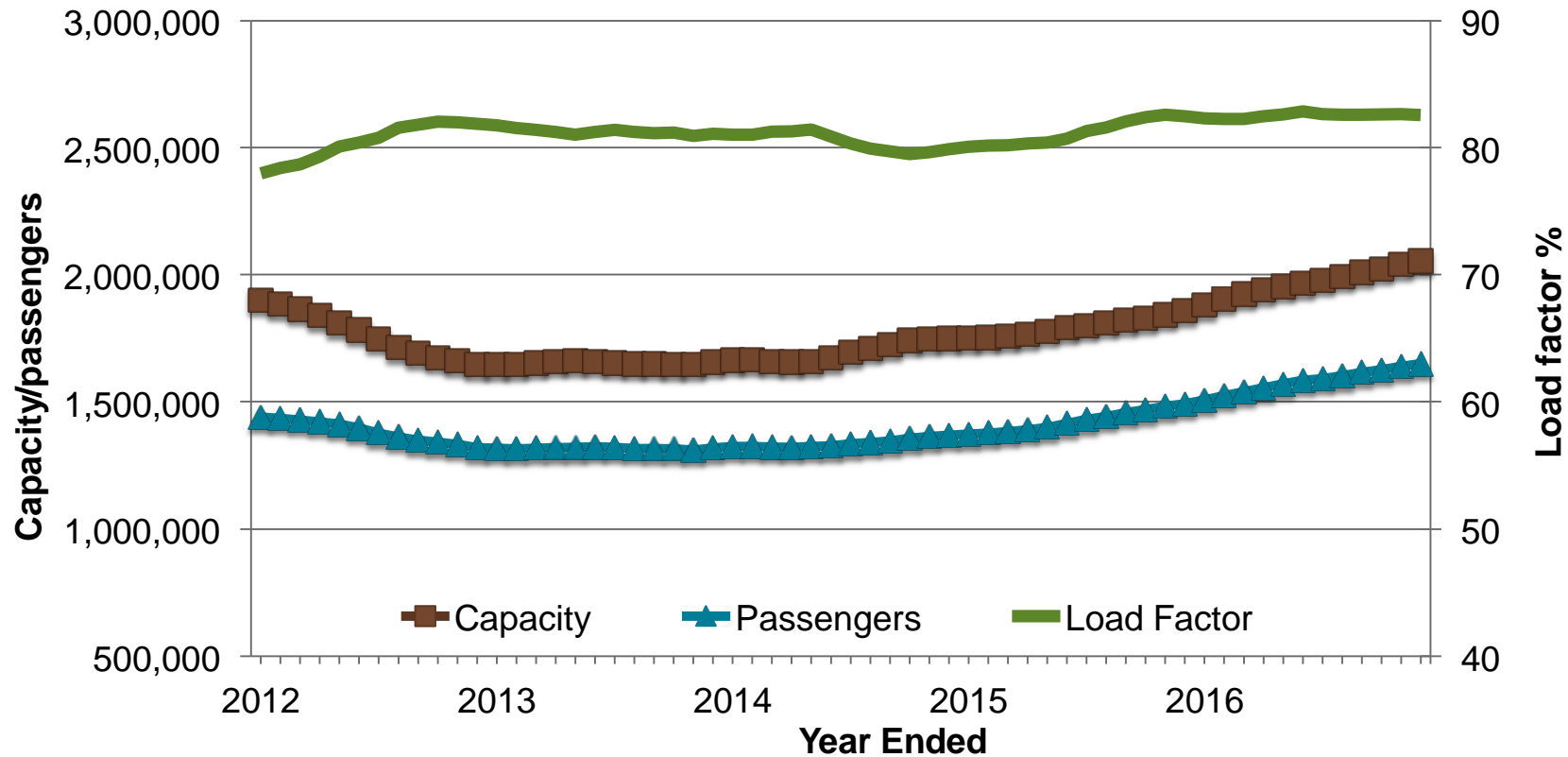


# 2017 Total Passengers

*Up 6% YTD*



# BOI TRAFFIC/CAPACITY TRENDS



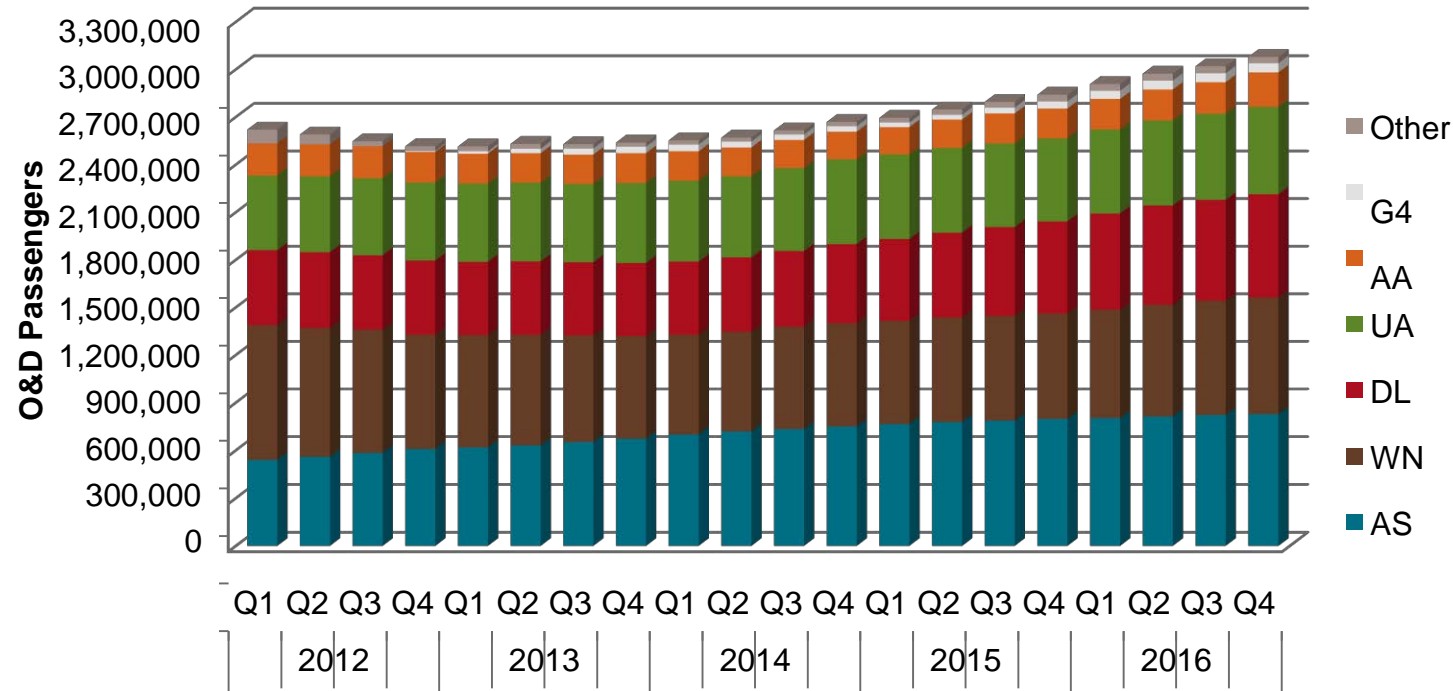
YE December 2016 capacity was up 11% while passengers were up 11%, leading to a stable 83% average load factor

# TOP O&D MARKETS – Q4 2016

Rank	Destination	O&D Pax	O&D Revenue	Average Fare (\$)	Yield (¢)	% Change Since 4Q 2015			
						Pax	Rev	Fare	Yield
1	Seattle, WA	75,901	8,519,318	112	28	0	2	2	2
2	Portland, OR	54,174	6,287,101	116	34	(1)	1	2	2
3	Spokane, WA	38,620	2,869,951	74	26	20	(6)	(22)	(22)
4	Los Angeles, CA	37,599	4,318,256	115	17	17	0	(14)	(14)
5	Phoenix, AZ (PHX)	35,490	5,548,144	156	21	(8)	(4)	4	4
6	Las Vegas, NV	32,966	3,663,956	111	21	(6)	(9)	(3)	(3)
7	Denver, CO	31,714	5,216,422	164	25	(2)	2	4	4
8	Sacramento, CA	24,542	2,499,271	102	23	75	48	(16)	(16)
9	San Diego, CA	22,425	3,120,197	139	19	(1)	9	11	11
10	Salt Lake City, UT	20,071	3,046,811	152	52	7	(2)	(8)	(8)
11	Oakland, CA	18,818	2,864,977	152	30	1	(3)	(4)	(4)
12	Orange County, CA	17,065	2,004,307	117	17	39	4	(26)	(26)
13	San Jose, CA	15,042	1,850,324	123	24	11	5	(5)	(5)
14	San Francisco, CA	14,745	2,683,965	182	35	8	(5)	(12)	(12)
15	Dallas, TX (DFW)	12,023	2,697,778	224	18	27	36	7	7
16	Chicago, IL (ORD)	11,743	3,232,106	275	19	(1)	12	13	13
17	Minneapolis, MN	11,742	2,636,902	225	20	9	(0)	(9)	(9)
18	Ontario, CA	9,107	1,220,377	134	20	11	(1)	(10)	(10)
19	Atlanta, GA	8,786	2,147,317	244	13	7	2	(5)	(5)
20	Orlando, FL (MCO)	8,654	1,928,609	223	10	1	1	0	0
	<b>Total/Average</b>	<b>801,772</b>	<b>147,601,986</b>	<b>184</b>	<b>17</b>	<b>8</b>	<b>4</b>	<b>(3)</b>	<b>(3)</b>

The top 10 markets were similar to the prior year quarter with the exception of Sacramento overtaking Oakland for a top 10 placement

# BOI O&D PASSENGER MARKET SHARE



All airlines had steady market share for the third quarter in a row

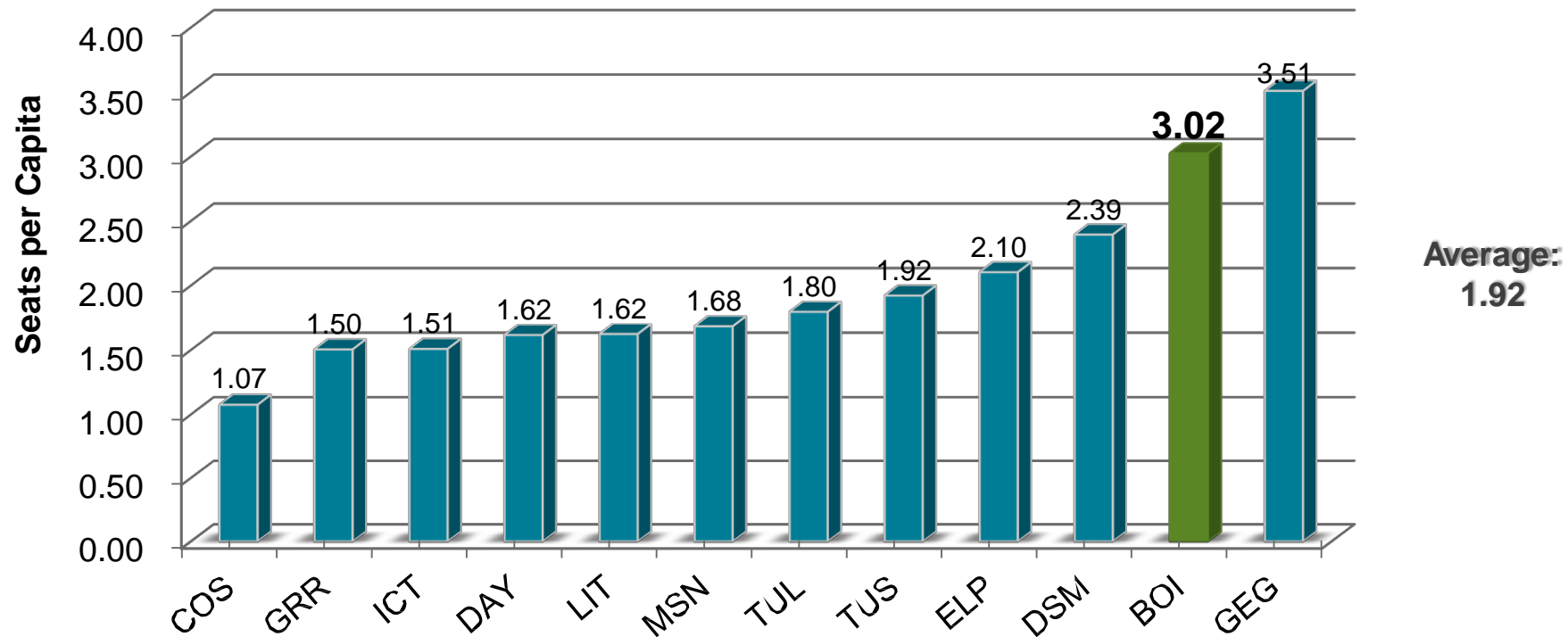
Year	Quarter	Airline Market Share						
		AS	WN	DL	UA	AA	G4	Other
2015	Q1	28%	24%	19%	20%	6%	1%	1%
	Q2	28%	24%	19%	19%	7%	1%	1%
	Q3	28%	24%	20%	19%	7%	1%	1%
	Q4	28%	23%	20%	18%	7%	2%	2%
2016	Q1	28%	23%	21%	18%	7%	2%	1%
	Q2	27%	24%	21%	18%	7%	2%	1%
	Q3	27%	24%	21%	18%	7%	2%	1%
	Q4	27%	24%	21%	18%	7%	2%	1%

# BOI FORWARD LOOKING SCHEDULE

Destination	Airline	Year over Year Change %											
		May 2017		Jun 2017		Jul 2017		Aug 2017		Sept 2017		Oct 2017	
		Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats
Chicago, IL (MDW)	Southwest			4%	4%	0%	0%	417%	417%				
Chicago, IL (ORD)	American					100%	100%	100%	100%	100%	100%	100%	100%
	United	7%	10%	0%	3%	2%	2%	0%	0%	0%	3%	0%	2%
Dallas, TX (DFW)	American	100%	100%	3%	29%	87%	77%	10%	23%	0%	0%	0%	0%
Denver, CO	Southwest	9%	10%	0%	7%	2%	8%	2%	6%	2%	4%	0%	(2%)
	United	1%	2%	0%	17%	(2%)	27%	2%	26%	0%	2%	1%	13%
Houston, TX (IAH)	United	0%	6%	0%	8%	0%	7%	0%	8%	0%	9%	0%	9%
Las Vegas, NV	Allegiant	(11%)	(12%)	0%	1%	0%	0%	13%	12%	(11%)	(11%)	0%	0%
	Southwest	(3%)	(2%)	5%	7%	8%	10%	0%	1%	2%	2%	0%	2%
Lewiston, ID	Alaska	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Los Angeles, CA	Allegiant	(11%)	(12%)	0%	1%	0%	0%	13%	12%	(11%)	(11%)	(31%)	(31%)
	Delta	0%	0%	0%	3%	3%	9%	0%	3%	0%	0%	0%	0%
	United	(3%)	(4%)	0%	(0%)	0%	0%	0%	(4%)	0%	(1%)	0%	(6%)
Minneapolis, MN	Delta	0%	(4%)	(4%)	(4%)	(1%)	2%	0%	1%	(1%)	0%	7%	4%
Oakland, CA	Southwest	16%	16%	0%	0%	2%	2%	(2%)	(2%)	0%	0%	0%	0%
Phoenix, AZ (PHX)	American	(6%)	(13%)	10%	6%	7%	4%	5%	3%	(3%)	(3%)	2%	0%
	Southwest	0%	1%	0%	1%	0%	1%	0%	2%	0%	3%	0%	3%
Portland, OR	Alaska	1%	1%	1%	1%	4%	4%	2%	2%	(2%)	(2%)	0%	0%
Reno, NV	Alaska	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Sacramento, CA	Alaska	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	Southwest	0%	0%	12%	15%	19%	24%	15%	16%	15%	15%	19%	19%
Salt Lake City, UT	Alaska	(3%)	(3%)	(39%)	(37%)	(42%)	(42%)	(38%)	(38%)	0%	0%	0%	0%
	Delta	(3%)	0%	(3%)	(15%)	1%	(4%)	2%	2%	(4%)	14%	4%	13%
San Diego, CA	Alaska	0%	9%	0%	9%	0%	0%	0%	0%	0%	0%	0%	0%
	Southwest	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
San Francisco, CA	United	1%	14%	0%	10%	(3%)	3%	(3%)	5%	1%	7%	1%	8%
San Jose, CA	Alaska	0%	0%	(3%)	(3%)	0%	0%	0%	0%	0%	0%	0%	0%
	Southwest	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Seattle, WA	Alaska	2%	3%	(10%)	0%	(9%)	5%	(10%)	5%	(10%)	5%	(8%)	6%
	Delta	24%	30%	5%	14%	1%	13%	0%	13%	(3%)	4%	(1%)	3%
Spokane, WA	Alaska	15%	15%	17%	17%	13%	13%	15%	15%	14%	14%	(5%)	(5%)
	Southwest	2%	2%	(7%)	(7%)	(12%)	(12%)	0%	0%	0%	0%	2%	2%
<b>Total</b>		<b>5%</b>	<b>8%</b>	<b>0%</b>	<b>4%</b>	<b>3%</b>	<b>9%</b>	<b>4%</b>	<b>10%</b>	<b>2%</b>	<b>7%</b>	<b>3%</b>	<b>7%</b>

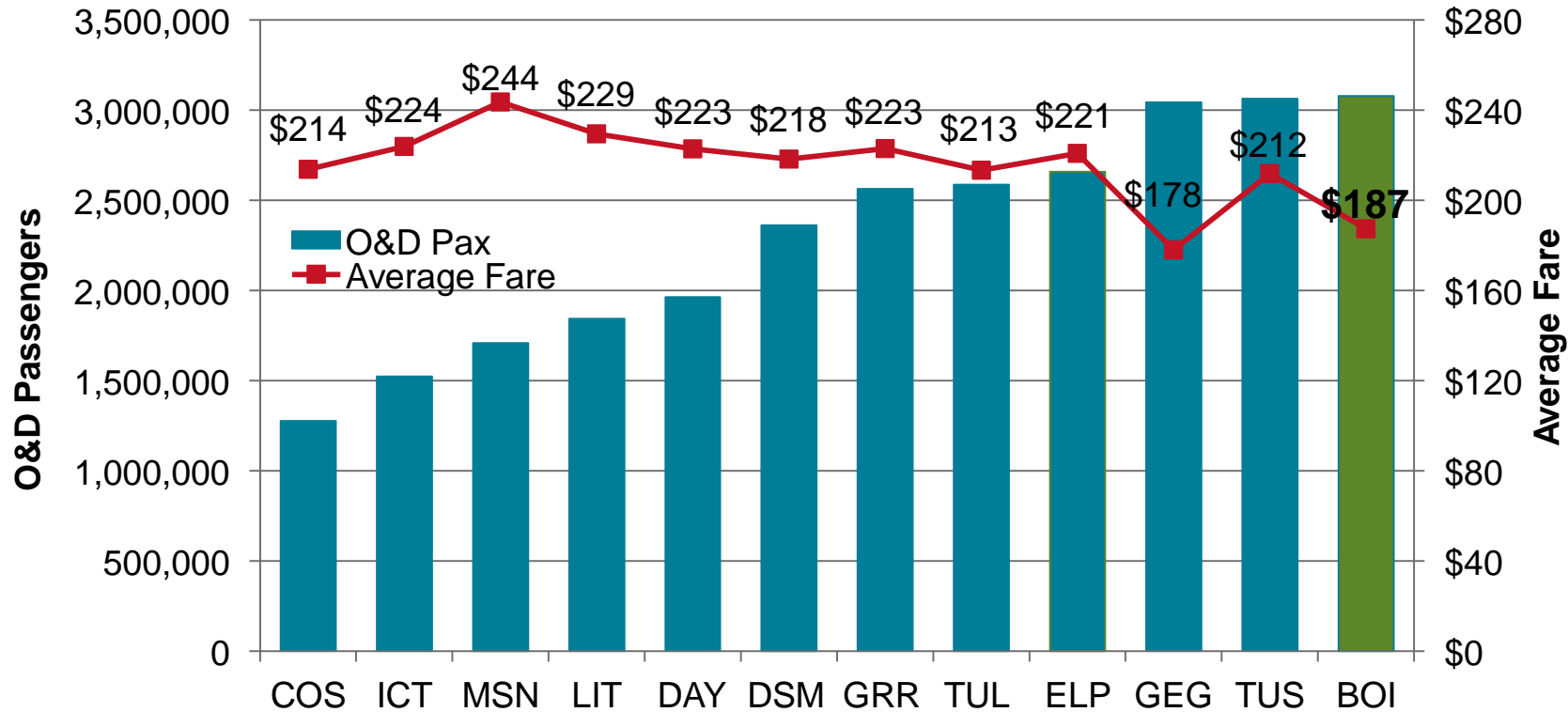


# SEAT PER CAPITA COMPARISONS



**Boise consistently exceeds all comparison markets except Spokane in seats per capita**

# O&D PASSENGER AND AIRFARE COMPARISONS



**BOI continued to surpass Spokane and Tucson in origin and destination passengers for the year ended 4Q 2016**

# YEAR-OVER-YEAR COMPARISONS

Airport	2016 MSA Population	YE 4Q 2016			YOY Change		
		# of Nonstop Destinations	O&D Pax	Seats	# of Nonstop Destinations	O&D Pax	Seats
Spokane, WA	550,761	12	3,043,506	1,932,087	1	3%	4%
Des Moines, IA	618,796	22	2,361,278	1,481,486	3	5%	9%
Wichita, KS	649,129	14	1,522,252	978,716	3	2%	0%
Madison, WI	649,142	11	1,707,848	1,092,490	(1)	9%	7%
<b>Boise, ID</b>	<b>679,123</b>	<b>20</b>	<b>3,078,361</b>	<b>2,053,651</b>	<b>1</b>	<b>8%</b>	<b>11%</b>
Colorado Springs, CO	700,489	12	1,275,869	753,011	2	12%	8%
Little Rock, AR	750,503	13	1,842,862	1,218,139	(2)	(1%)	2%
Dayton, OH	803,454	19	1,962,641	1,297,904	4	(2%)	(1%)
El Paso, TX	866,140	15	2,657,398	1,820,786	3	2%	6%
Tulsa, OK	984,120	21	2,585,665	1,766,521	1	(1%)	(1%)
Tucson, AZ	1,036,007	17	3,062,112	1,989,911	2	2%	6%
Grand Rapids, MI	1,044,581	24	2,563,335	1,570,942	1	4%	5%

**BOI's seats have increased at a faster rate than all other comparison markets**

# Upcoming Events

Date	Event
June 1, 2017	Master Plan Technical Advisory Meeting
June 4, 2017	Southwest begins nonstop service to San Diego
June 4, 2017	Alaska begins nonstop mainline service to Seattle
June 5-7, 2017	JumpStart Air Service Development Conference
August 3, 2017	Next Commission Meeting
October 14-15, 2017	Gowen Thunder Open House & Airshow