



March Commission Presentation

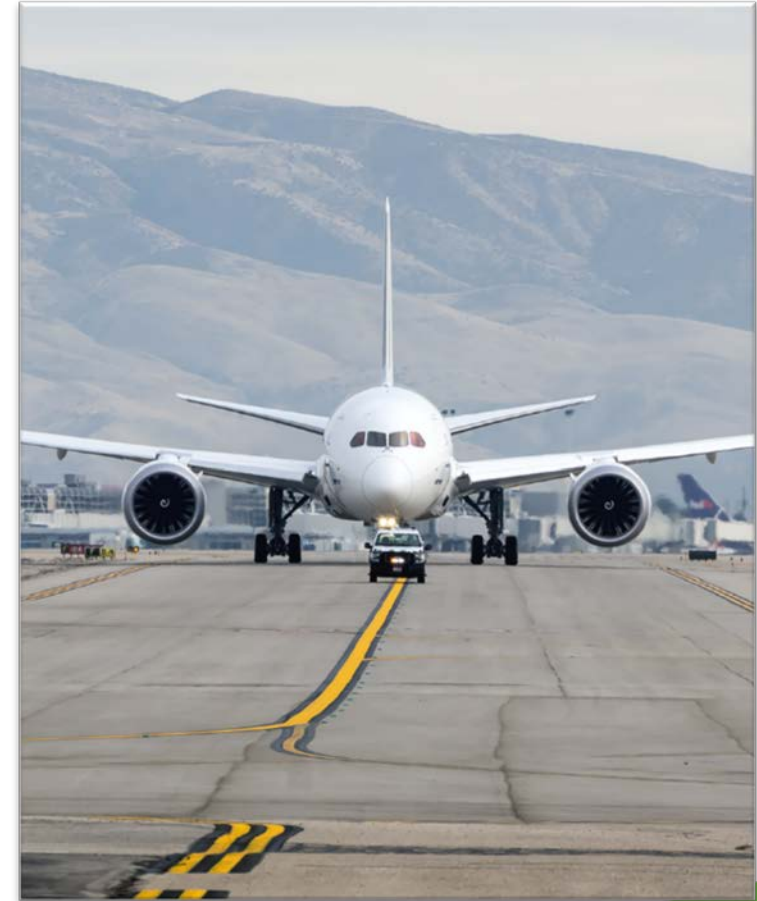
Director's Report

Rebecca Hupp A.A.E.
Boise Airport Director

MARCH 1, 2018

Airport Operations Update

- FAA certification inspection revealed **zero discrepancies**
 - *“We commend you for the procedures you are using in the day-to-day operation of the airport” – FAA*
- 13 aircraft diverted to Boise, mostly due to weather, were successfully handled
- TSA Comprehensive inspection is currently underway. So far, there have been zero discrepancies



February Runway Closures

- **Feb. 5: 10L/28R, 10:15 a.m. – 1:15 p.m.**
Tech Ops maintenance and pavement repair
- **Feb. 6: 10L/28R, 9:00 a.m. – 5:00 p.m.**
Pavement repair
- **Feb. 21: 10L/28R, 10:00 a.m. – 11:30 a.m.**
Feb. 21: 10R/28L, 1:00 p.m. – 3:30 p.m.
Lighting & signage maintenance, sweeping
- **Feb. 22:** Alternating runways for snow removal
- **Feb. 24:** Alternating runways for snow removal
- **Feb. 26: 10R/28L, 1:00 p.m. – 2:30 p.m.**
Signage and lighting repair



No scheduled runway closures in March

Alaska Upgauges Another Flight

- Alaska Airlines adds second Boeing 737 mainline service to Seattle
- Replaces regional aircraft



Boise Chamber After Hours Event

- Boise Airport co-hosted event with Lamar Airport Advertising
- Nearly 150 attendees
- Many attendees are community leaders/business leaders



Create Common Good

- Now available in multiple locations throughout the airport
- Partnership promoted in newsletter and social media

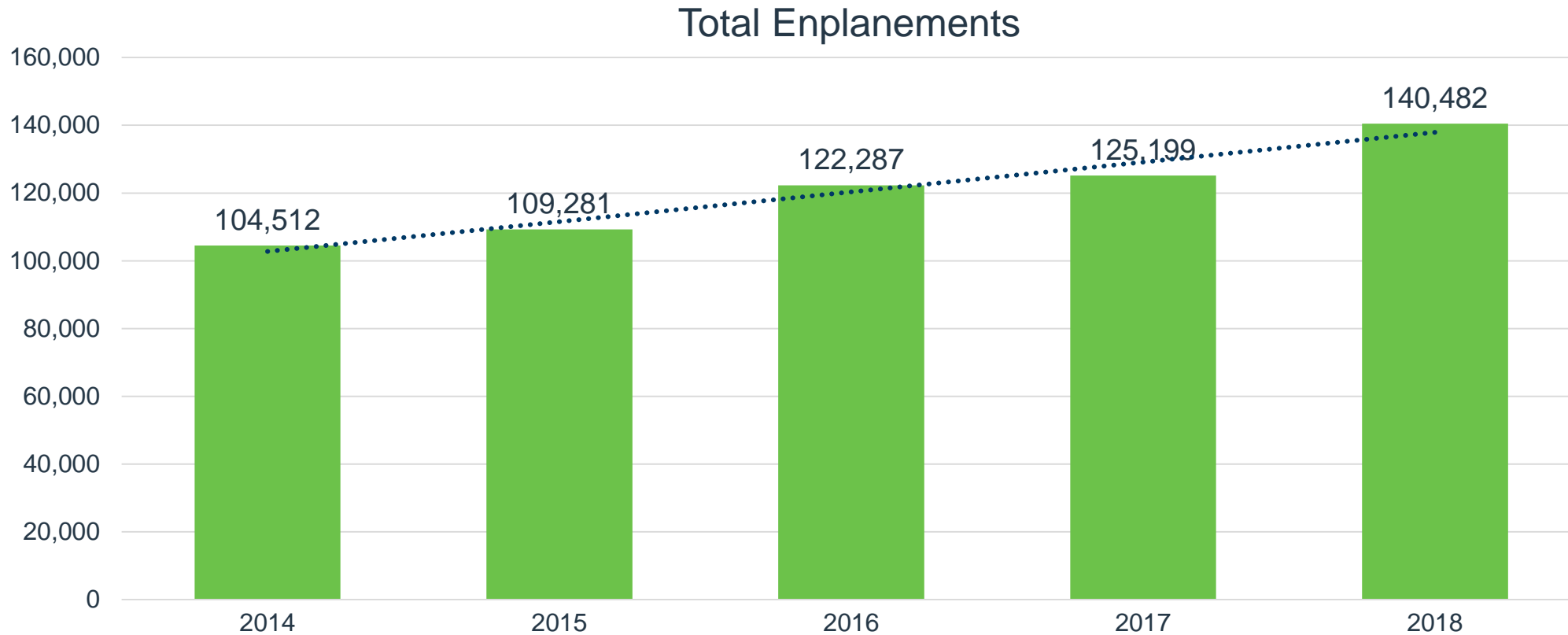


Top 10 Operating Revenue Description	FY 2018	FY 2017	\$ Change	% Change
Parking Lot	\$ 3,685,382	\$ 3,408,394	\$ 276,988	8%
Rental Car Concession	\$ 1,422,703	\$ 1,476,123	\$ (53,420)	-4%
Industrial Land Rent	\$ 1,200,692	\$ 1,137,082	\$ 63,610	6%
Terminal Rent – Airlines	\$ 1,166,233	\$ 1,233,989	\$ (67,756)	-5%
Signatory Airline Landing Fees	\$ 977,593	\$ 1,032,147	\$ (54,554)	-5%
Terminal Concession – Food/Beverage	\$ 391,931	\$ 356,921	\$ 35,010	10%
Terminal Concession – Retail	\$ 340,838	\$ 300,676	\$ 40,162	13%
Landings/Freight	\$ 200,334	\$ 256,239	\$ (55,905)	-22%
Terminal Rent – Non airline	\$ 186,199	\$ 164,218	\$ 21,981	13%
Employee Parking	\$ 185,827	\$ 159,817	\$ 26,010	16%
Total Top 10 Operating Revenue	\$ 9,757,732	\$ 9,525,606	\$ 232,126	-
Other Operating Revenue	\$ 1,080,583	\$ 961,952	\$ (118,631)	-
Total Operating Revenue	\$ 10,838,315	\$ 10,487,558	\$ 350,757	3%

Top 10 Operating Expenses Description	FY 2018	FY 2017	\$ Change	% Change
Personnel	\$ 2,473,146	\$ 2,576,584	\$ (103,438)	-4%
Fire Service	\$ 923,657	\$ 844,383	\$ 79,274	9%
Policing Service	\$ 858,738	\$ 842,031	\$ 16,707	2%
Indirect Cost Reimbursement	\$ 440,452	\$ 521,162	\$ (80,710)	-15%
Parking Management	\$ 430,557	\$ 554,104	\$ (123,457)	-22%
Chemicals	\$ 389,919	\$ 517,063	\$ (127,144)	-25%
Power	\$ 233,673	\$ 199,779	\$ 33,894	17%
R/M – Structural/Electrical/Plumbing	\$ 177,357	\$ 164,931	\$ 12,426	8%
Minor Equipment	\$ 151,450	\$ 80,491	\$ 70,959	88%
R/M – Fleet Management	\$ 137,455	\$ 145,372	\$ (7,917)	-5%
Total Top 10 Operating Expenses	\$ 6,216,404	\$ 6,445,900	\$ -	-
Other Operating Expense	\$ 1,103,086	\$ 1,214,462	\$ (111,376)	-9%
Total Operating Expense	\$ 7,319,490	\$ 7,660,362	\$ (340,872)	-4%

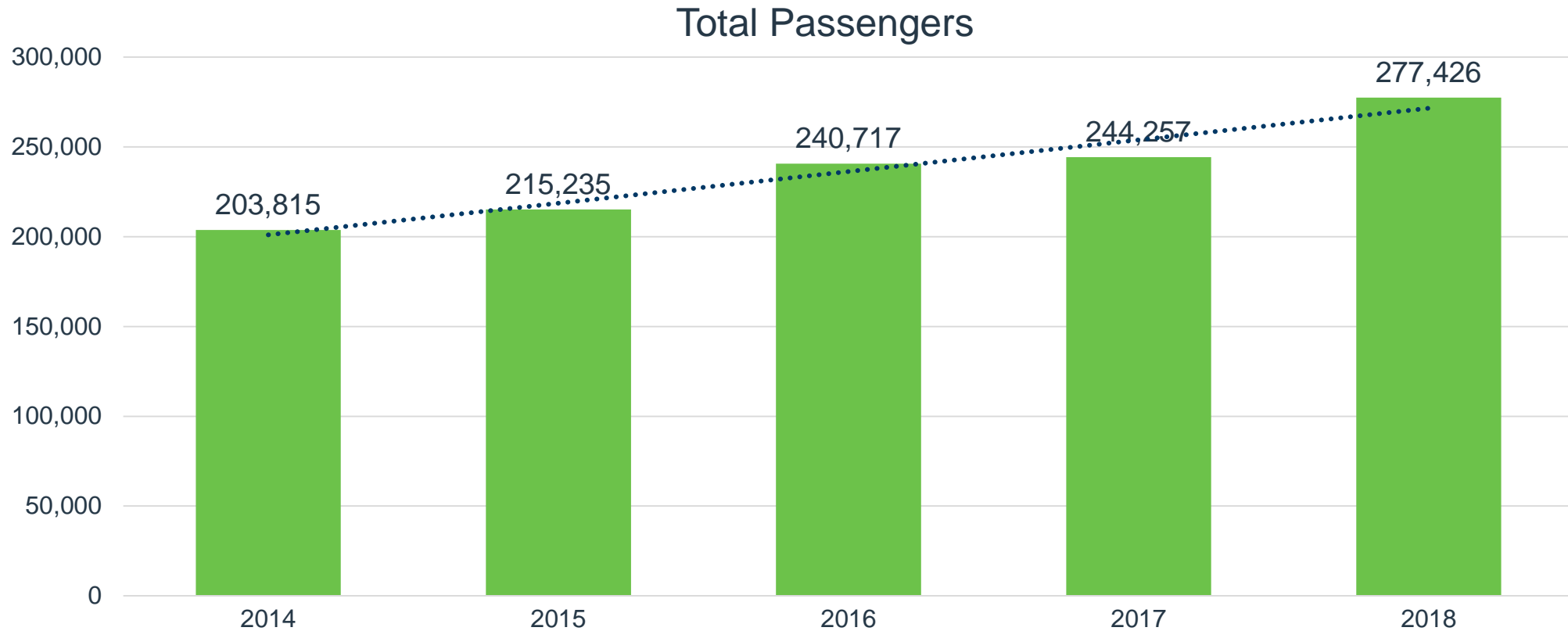
January Enplanements

Up 12% January 2018 over January 2017

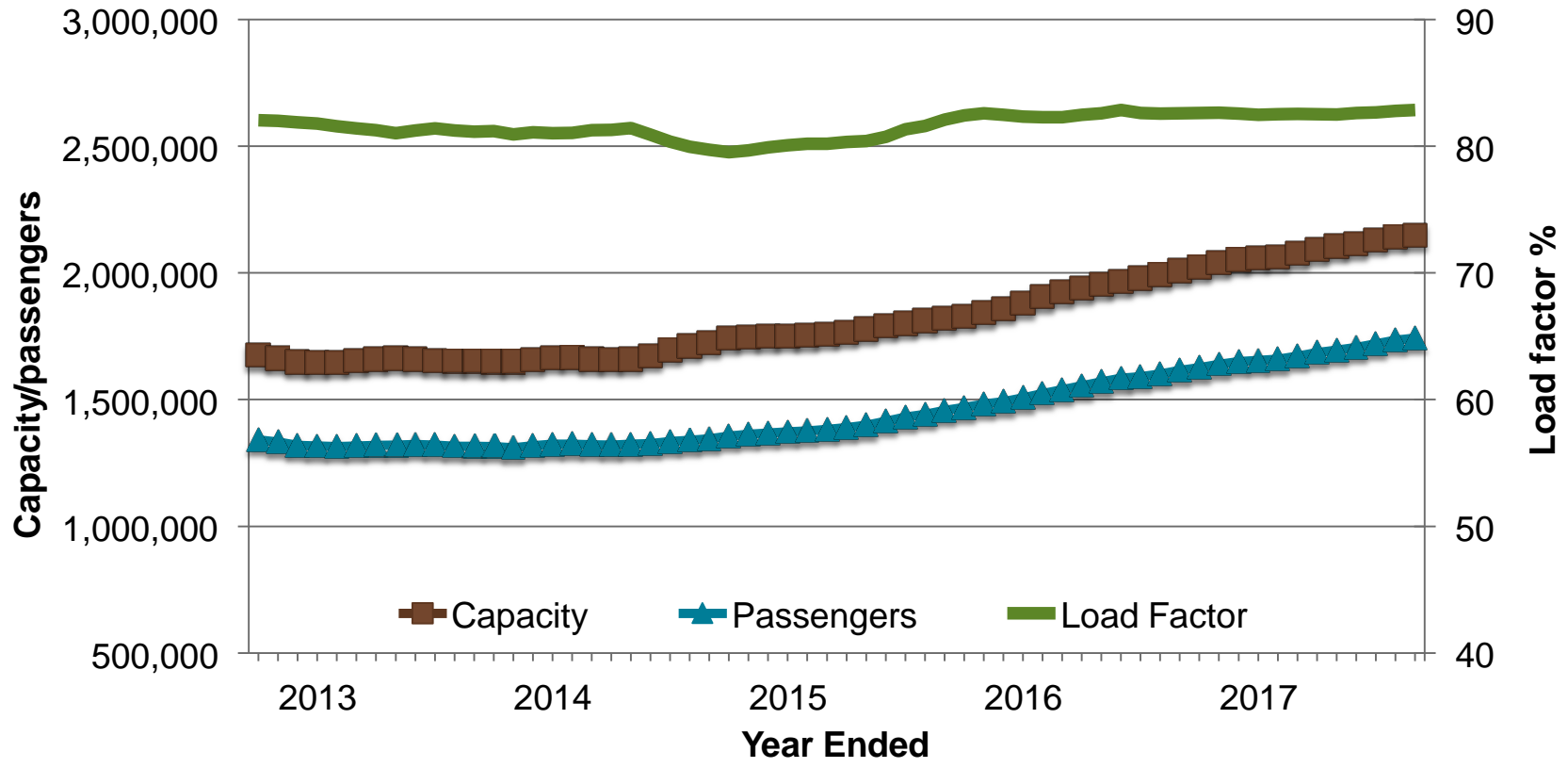


2018 Total Passengers

Up 14% over 2017



Boise Traffic/Capacity Trends



Year end September 2017 capacity was up 7%, while passengers were up 8%, leading to a stable 83% average load factor.

Top Origination/Destination Markets

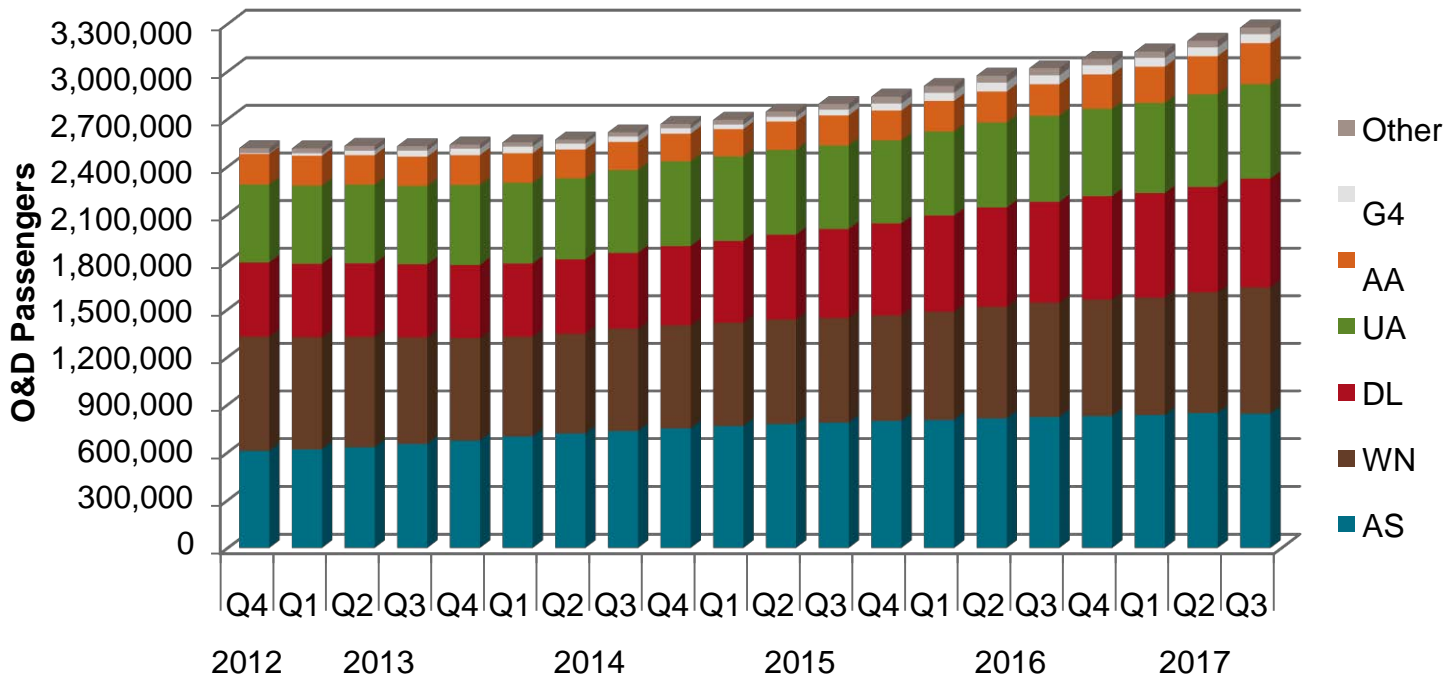
Rank	Destination	O&D Pax	O&D Revenue	Average Fare (\$)	Yield (¢)	% Change Since 3Q 2016			
						Pax	Rev	Fare	Yield
1	Seattle, WA	81,215	8,559,560	105	26	7	2	(5)	(5)
2	Portland, OR	50,699	5,855,384	115	34	(0)	2	2	2
3	Denver, CO	40,925	5,874,283	144	22	21	3	(15)	(15)
4	Los Angeles, CA	38,355	4,411,515	115	17	19	20	1	1
5	Spokane, WA	36,314	2,806,432	77	27	11	6	(5)	(5)
6	San Diego, CA	35,921	3,796,509	106	14	52	35	(11)	(11)
7	Phoenix, AZ (PHX)	32,574	4,379,204	134	18	17	2	(13)	(13)
8	Las Vegas, NV	30,295	3,257,142	108	21	3	9	6	6
9	Sacramento, CA	27,079	2,757,523	102	23	9	14	5	5
10	San Francisco, CA	19,712	3,620,831	184	35	33	28	(4)	(4)
11	Salt Lake City, UT	19,041	3,296,971	173	60	(2)	11	14	14
12	Oakland, CA	18,457	2,837,125	154	30	(4)	(9)	(5)	(5)
13	San Jose, CA	16,727	2,090,523	125	24	7	7	1	1
14	Orange County, CA	16,677	2,090,104	125	18	3	9	6	6
15	Minneapolis, MN	15,466	3,457,831	224	20	7	12	5	5
16	Chicago, IL (ORD)	14,306	3,341,442	234	16	18	5	(11)	(11)
17	Dallas, TX (DFW)	13,463	2,873,641	213	17	5	5	(0)	(0)
18	Anchorage, AK	12,026	2,330,502	194	11	21	22	1	1
19	Boston, MA	10,995	2,592,316	236	10	18	18	(0)	(0)
20	Ontario, CA	9,977	1,231,805	123	19	18	14	(3)	(3)
Total/Average		894,442	165,914,501	185	16	10	7	(3)	(2)

The top 10 markets were similar to 3Q 2016 with the exception of San Francisco replacing Salt Lake City for the #10 position; however, individual market ranking changed slightly in the top 10 markets.

Boise Airline Market Share

Market shares remained the same in Q3 2017 compared to Q2 2017.

Year	Quarter	Airline Market Share						
		AS	WN	DL	UA	AA	G4	Other
2015	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%
2017	Q1	27%	24%	21%	18%	7%	2%	1%
	Q2	26%	24%	21%	18%	8%	2%	1%
	Q3	26%	24%	21%	18%	8%	2%	1%



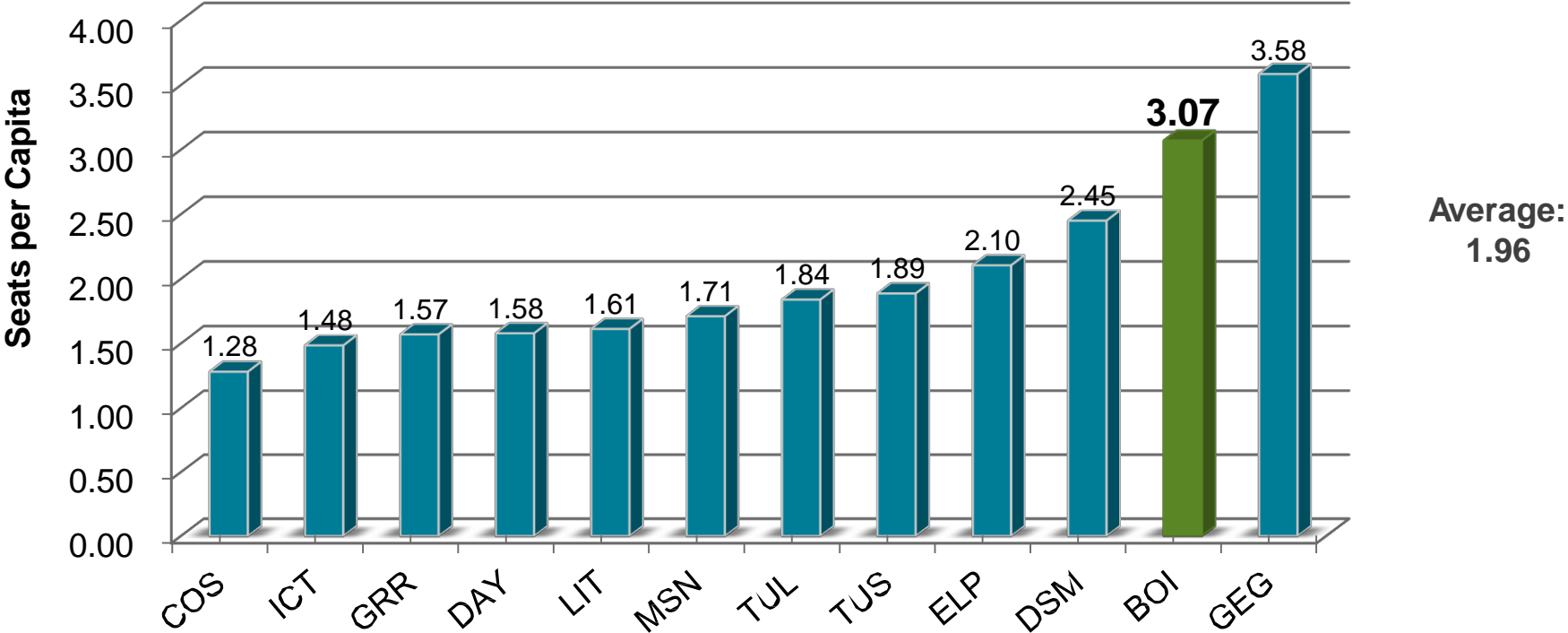
Boise Forward Looking Schedule

Destination	Airline	Year over Year Change %											
		Feb 2018		Mar 2018		Apr 2018		May 2018		Jun 2018		Jul 2018	
		Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats
Chicago, IL (MDW)	Southwest	100%	100%	100%	100%	100%	100%	100%	100%	(11%)	(11%)	0%	0%
Chicago, IL (ORD)	American	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	15%	15%
	United	2%	2%	0%	0%	0%	4%	2%	2%	0%	0%	0%	0%
Dallas, TX (DAL)	Southwest									100%	100%	100%	100%
Dallas, TX (DFW)	American	0%	25%	0%	25%	0%	2%	0%	0%	0%	(16%)	(47%)	(43%)
Denver, CO	Frontier			100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
	Southwest	2%	2%	0%	(6%)	0%	3%	0%	11%	6%	1%	6%	0%
	United	7%	(13%)	1%	(8%)	5%	13%	3%	9%	21%	12%	29%	13%
Houston, TX (IAH)	United	0%	0%	0%	0%	0%	(1%)	0%	(6%)	0%	(1%)	0%	2%
Las Vegas, NV	Allegiant	0%	3%	0%	6%	0%	6%	0%	2%	0%	(6%)	0%	(6%)
	Southwest	2%	3%	0%	0%	(3%)	(3%)	2%	2%	(5%)	2%	(10%)	(4%)
Lewiston, ID	Alaska	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Los Angeles, CA	Allegiant	(20%)	(20%)	(25%)	(25%)	(31%)	(31%)	0%	0%	0%	(6%)	0%	(6%)
	Delta	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	United	0%	(33%)	0%	(31%)	0%	(33%)	0%	(32%)	0%	(33%)	0%	(33%)
Minneapolis, MN	Delta	0%	(2%)	2%	4%	2%	6%	(2%)	14%	4%	7%	(1%)	(2%)
Oakland, CA	Southwest	0%	8%	0%	2%	0%	9%	(6%)	4%	0%	9%	0%	7%
Phoenix, AZ (AZA)	Allegiant	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Phoenix, AZ (PHX)	American	75%	14%	71%	1%	95%	16%	98%	18%	45%	5%	43%	7%
	Southwest	0%	0%	0%	3%	0%	4%	0%	2%	0%	1%	0%	0%

Boise Forward Looking Schedule

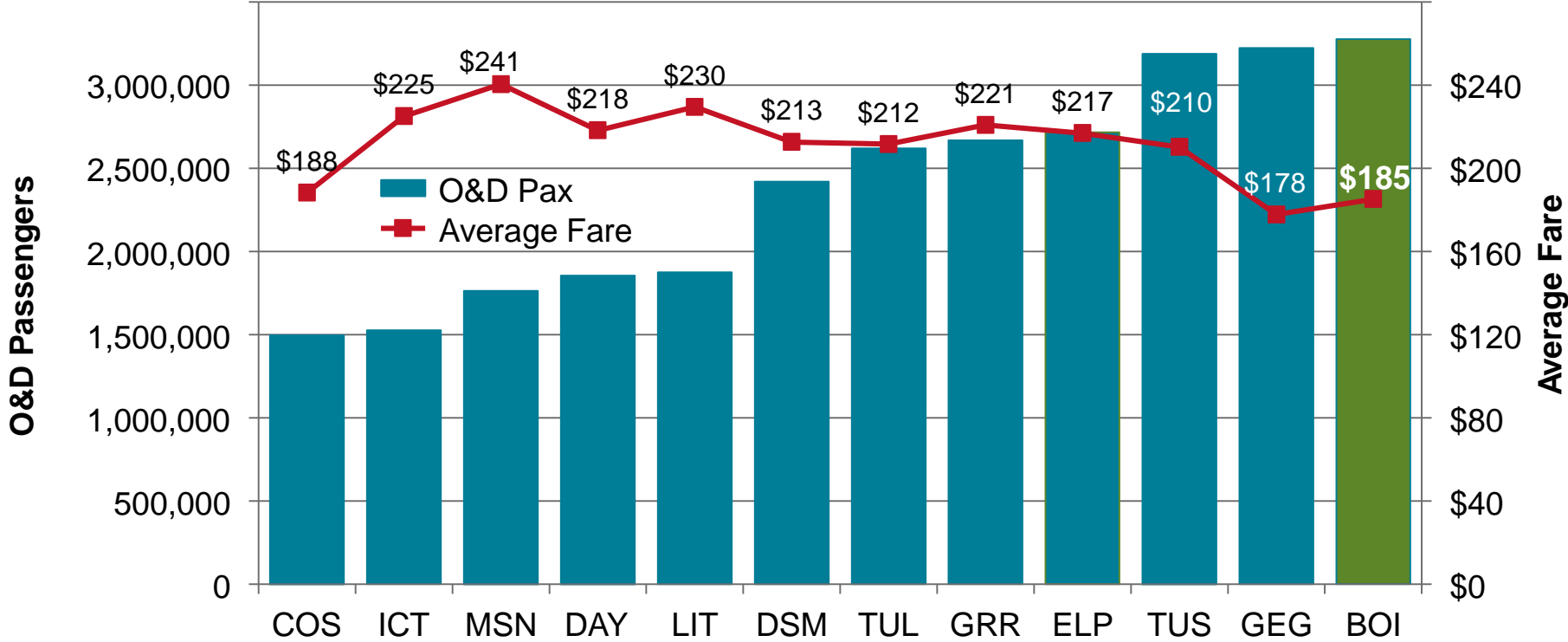
Destination	Airline	Year over Year Change %											
		Feb 2018		Mar 2018		Apr 2018		May 2018		Jun 2018		Jul 2018	
		Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats
Portland, OR	Alaska	0%	1%	(2%)	(1%)	(1%)	(1%)	0%	0%	0%	0%	1%	1%
Reno, NV	Alaska	0%	0%	(10%)	(10%)	(13%)	(13%)	(13%)	(13%)	(17%)	(17%)	(13%)	(13%)
Sacramento, CA	Alaska	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	Southwest	17%	17%	15%	15%	20%	20%	15%	15%	3%	0%	0%	(3%)
Salt Lake City, UT	Alaska	0%	14%	0%	14%	0%	0%	3%	3%	0%	0%	0%	0%
	Delta	(3%)	5%	0%	17%	6%	12%	1%	9%	0%	8%	1%	6%
San Diego, CA	Alaska	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	Southwest	100%	100%	100%	100%	100%	100%	288%	251%	11%	14%	0%	3%
San Francisco, CA	United	25%	9%	25%	12%	22%	9%	25%	9%	25%	51%	29%	66%
San Jose, CA	Alaska	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	Southwest	100%	100%	100%	100%	100%	100%	675%	675%	650%	650%	520%	520%
Seattle, WA	Alaska	(11%)	1%	(5%)	15%	(7%)	18%	(7%)	18%	3%	13%	5%	14%
	Delta	0%	6%	(1%)	8%	1%	11%	1%	11%	0%	4%	1%	3%
Spokane, WA	Alaska	(18%)	(18%)	(5%)	(5%)	9%	9%	7%	7%	4%	4%	9%	9%
	Southwest	4%	4%	6%	6%	12%	12%	6%	6%	6%	6%	12%	12%
Total		6%	7%	7%	9%	10%	14%	10%	14%	9%	11%	7%	9%

Seats Per Capita Comparison



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

Origination/Destination Passenger and Airfare Comparison



BOI continued to surpass Spokane and Tucson in O&D passengers for the year-ended 3Q 2017 and has the lowest fare among all compare markets with the exception of Spokane.

Year-Over-Year Comparisons

Airport	2018 MSA Population	YE 3Q 2017			YOY Change		
		# of Nonstop Destinations	O&D Pax	Seats	# of Nonstop Destinations	O&D Pax	Seats
Spokane, WA	561,542	16	3,223,073	2,012,703	4	7%	5%
Des Moines, IA	632,364	21	2,419,213	1,549,238	0	3%	7%
Wichita, KS	657,695	13	1,525,949	976,000	(1)	0%	(0%)
Madison, WI	664,639	13	1,763,087	1,136,555	2	6%	5%
Boise, ID	699,707	20	3,276,386	2,147,759	0	9%	7%
Colorado Springs, CO	716,366	15	1,497,008	917,035	4	23%	28%
Little Rock, AR	769,178	13	1,875,037	1,239,592	(2)	2%	3%
Dayton, OH	804,901	18	1,854,886	1,270,008	0	(5%)	(2%)
El Paso, TX	891,189	15	2,715,600	1,874,842	1	3%	5%
Tulsa, OK	1,000,438	19	2,618,867	1,839,536	(3)	1%	5%
Tucson, AZ	1,064,215	18	3,188,576	2,007,199	3	6%	2%
Grand Rapids, MI	1,064,672	24	2,667,214	1,670,732	0	6%	9%

BOI's seats have increased at a faster rate than all other comparison markets except DSM and COS; O&D passengers have increased faster than all other compare markets except COS.

Upcoming Events

Date	Event
March 27, 2018	Frontier Airlines begins service in Boise
April 5, 2018	Next commission meeting
April 8, 2018	Southwest begins daily nonstop service to San Jose
May 1, 2018: 2:00 – 3:30 p.m.	Final master plan technical advisory committee meeting
May 1, 2018: 5:00 – 7:00 p.m.	Final master plan public open house