



September Commission Presentation

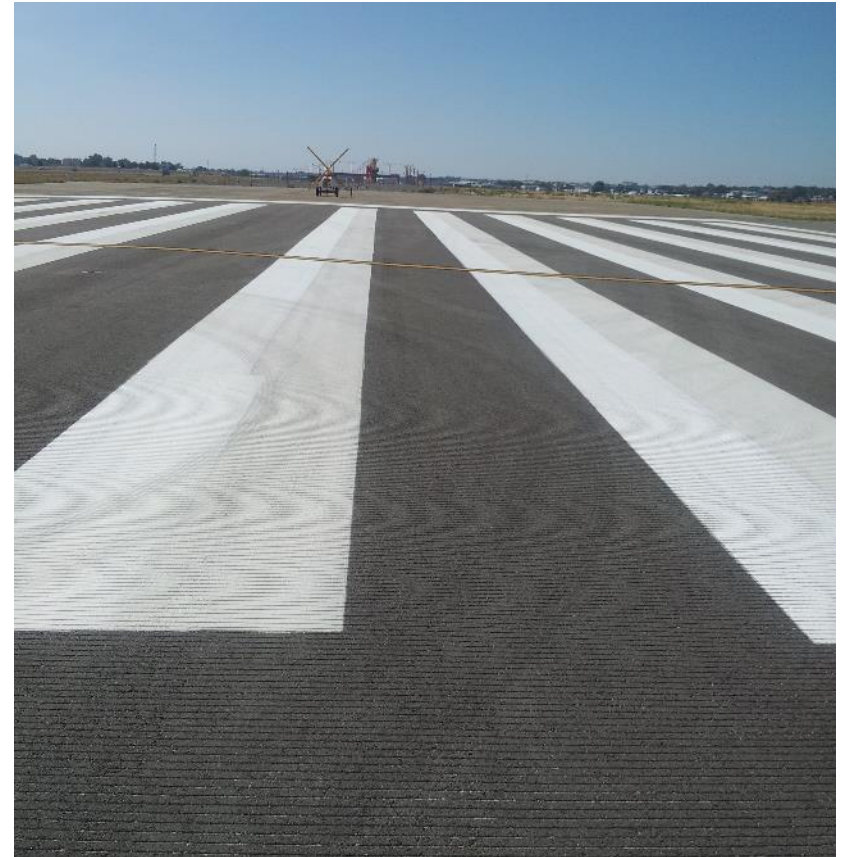
Director's Report

Rebecca Hupp A.A.E.
Boise Airport Director

SEPTEMBER 6, 2018

August Runway Closures

- **August 8: 10L/28R, 7:30 a.m. – 5:00 p.m.**
Seal coat work and maintenance
- **August 13: 10R/28L, 7:30 a.m. – 3:00 p.m.**
Painting and maintenance
- **August 14: 10R/28L, 7:30 a.m. – 3:00 p.m.**
Painting and maintenance
- **August 20: 10R/28L, 7:30 a.m. – 3:00 p.m.**
Painting and maintenance
- **August 21: 10R/28L, 7:30 a.m. – 3:00 p.m.**
Painting and maintenance



Planned Runway Closures

- **Runway 10L/28R**
September 6 – 14, Monday – Friday,
8:00 a.m. – 6:00 p.m.
Installation of PAPI's
- **Runway 10L/28R**
September 18 – October 5
Planned airfield construction



Water Retention Pond Expansion

- Expanding capacity of the water retention pond located west of Firehawk Helicopters
- Growth from 15,000 to 21,000 cubic yards
- Project is expected to be completed in October 2018



ARFF Construction Update

- Phase 2 nearly complete
- In mid-September, team will occupy truck bay, day room, kitchen and captains office
- Phase 3 completed by end of 2018
- Phase 4 completed by February 2019



JetBlue Meeting

- Met with network planners in New York
- Service would not happen in 2019 due to lack of aircraft
- Under consideration in 2020
- JetBlue would look at Boston and Long Beach service



Airport Work Plan Meeting

- The work plan will guide the airport for the next two years
- Includes reviewing the Capital Improvement Plan and Master Plan Projects
- Ensure plan falls in line with the city's strategic initiatives



Recruitment for Deputy Director of Finance and Administration

- ADK and City of Boise HR assisted in the search
- 28 total applications were received
- Anticipate interviews will be complete by the end of September



AAAE President's Award

- Presented to Director Hupp
- For blazing the way for women within the industry

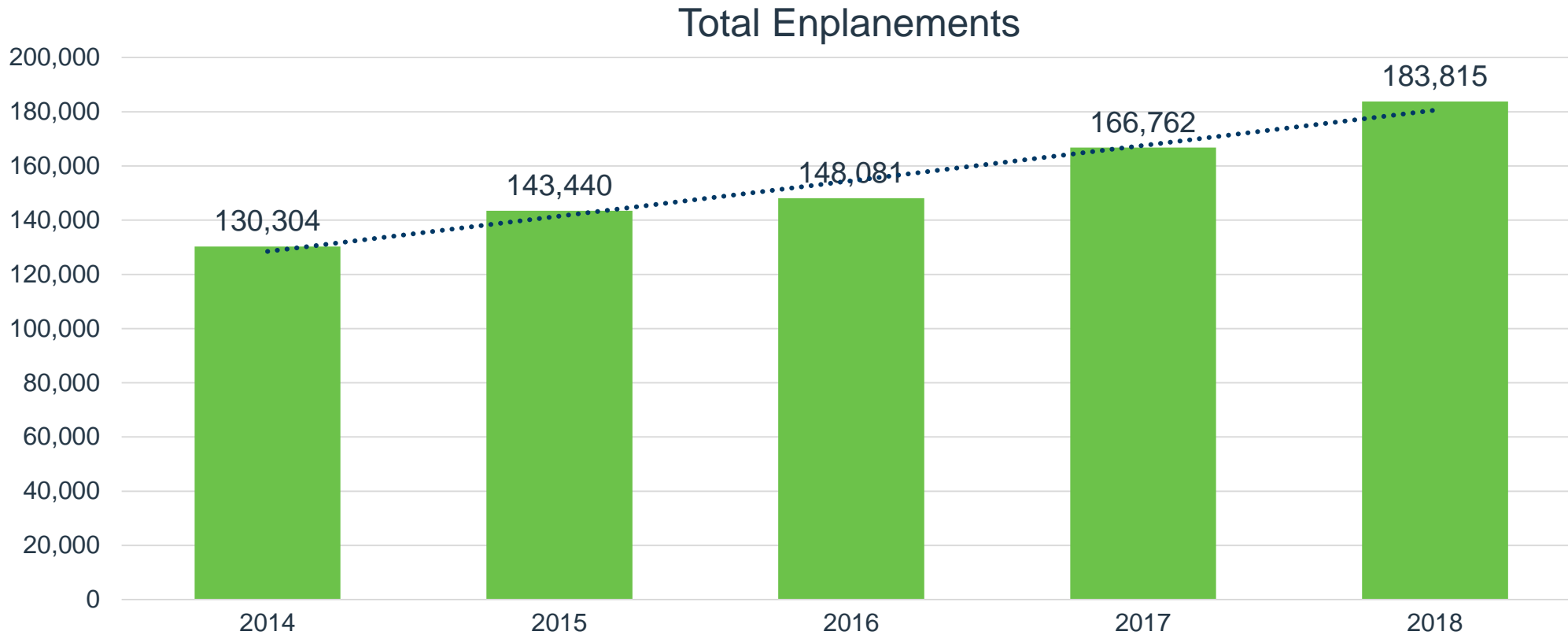


Top 10 Operating Revenue Description	FY 2018	FY 2017	\$ Change	% Change
Parking Lot	\$ 9,313,054	\$ 8,715,439	\$ 597,615	7%
Rental Car Concession	\$ 3,779,293	\$ 3,668,728	\$ 110,565	3%
Industrial Land Rent	\$ 3,006,880	\$ 2,887,578	\$ 119,302	4%
Terminal Rent – Airlines	\$ 2,932,263	\$ 3,059,398	\$ (127,135)	-4%
Signatory Airline Landing Fees	\$ 2,559,371	\$ 2,579,054	\$ (19,682)	-1%
Terminal Concession – Food/Beverage	\$ 985,032	\$ 886,948	\$ 98,084	11%
Terminal Concession – Retail	\$ 842,844	\$ 751,084	\$ 91,760	12%
Landings/Freight	\$ 499,260	\$ 621,748	\$ (122,488)	-20%
Terminal Rent – Non airline	\$ 480,023	\$ 407,466	\$ 72,557	18%
Employee Parking	\$ 387,437	\$ 291,515	\$ 95,921	33%
Total Top 10 Operating Revenue	\$ 24,785,456	\$ 23,868,957	\$ 916,499	--
Other Operating Revenue	\$ 2,481,759	\$ 2,333,292	\$ 148,467	6%
Total Operating Revenue	\$ 27,267,215	\$ 26,202,249	\$ 1,064,966	4%

Top 10 Operating Expenses Description	FY 2018	FY 2017	\$ Change	% Change
Personnel	\$ 6,120,853	\$ 5,986,485	\$ 134,369	2%
Fire Service	\$ 2,309,143	\$ 2,110,958	\$ 198,184	9%
Policing Service	\$ 2,146,845	\$ 2,105,077	\$ 41,768	2%
Parking Management	\$ 1,107,937	\$ 1,056,358	\$ 51,579	5%
Indirect Cost Reimbursement	\$ 1,093,698	\$ 983,325	\$ 110,373	11%
Power	\$ 654,496	\$ 617,900	\$ 36,596	6%
Chemicals	\$ 547,905	\$ 793,511	\$ (245,606)	-31%
R/M – Structural/Electrical/Plumbing	\$ 464,521	\$ 503,304	\$ (38,783)	-8%
R/M – Terminal	\$ 333,150	\$ 380,519	\$ (47,368)	-12%
R/M – Fleet Management	\$ 330,986	\$ 672,867	\$ (341,881)	-51%
Total Top 10 Operating Expenses	\$ 15,109,534	\$ 15,210,303	\$ --	--
Other Operating Expense	\$ 3,740,621	\$ 2,794,818	\$ 945,803	34%
Total Operating Expense	\$ 18,850,155	\$ 18,005,121	\$ 845,033	5%

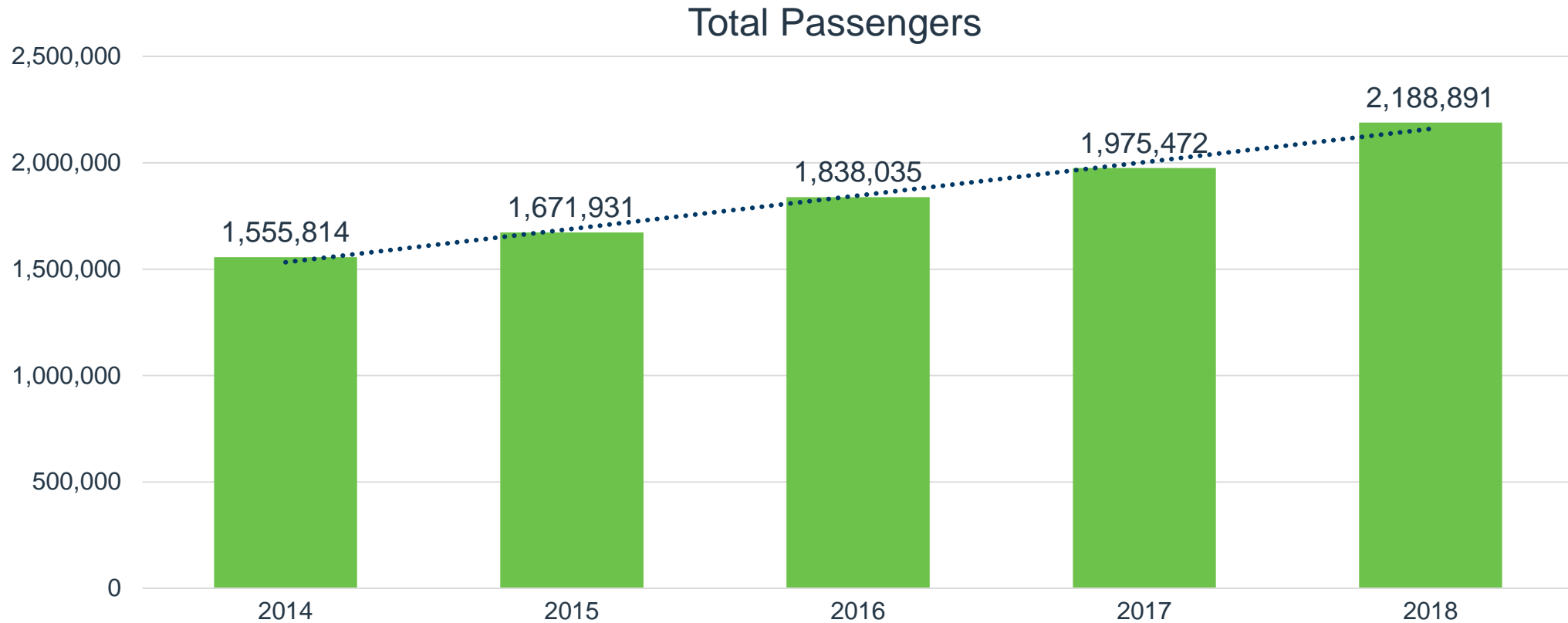
July Enplanements

Up 10% July 2018 over July 2017

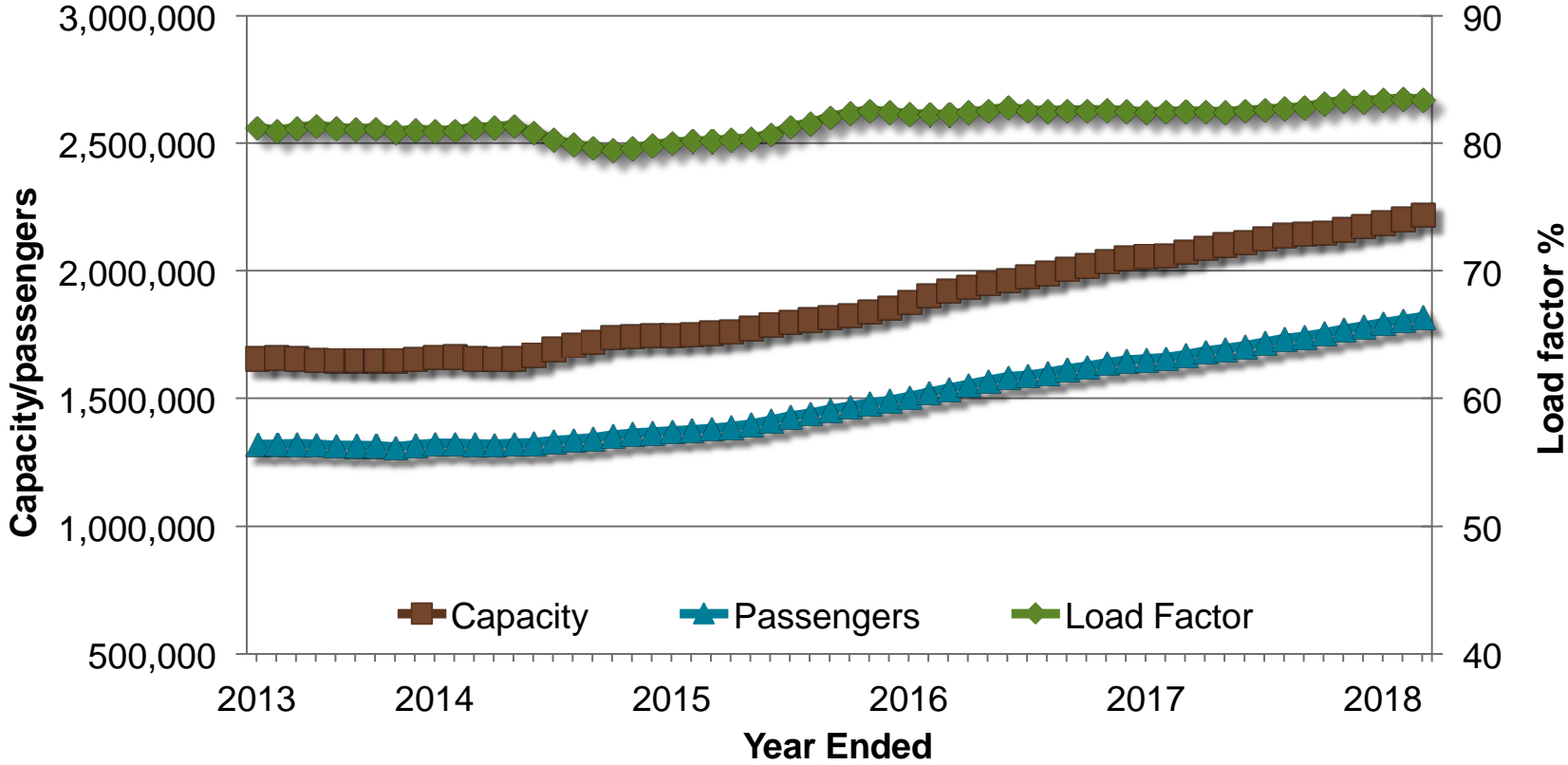


2018 Total Passengers

Up 11% over 2017



Boise Traffic/Capacity Trends



Year end March 2018 capacity was up 7%, while passengers were up 9%, leading to a 2% point increase in average load factor.

Top Origination/Destination Markets

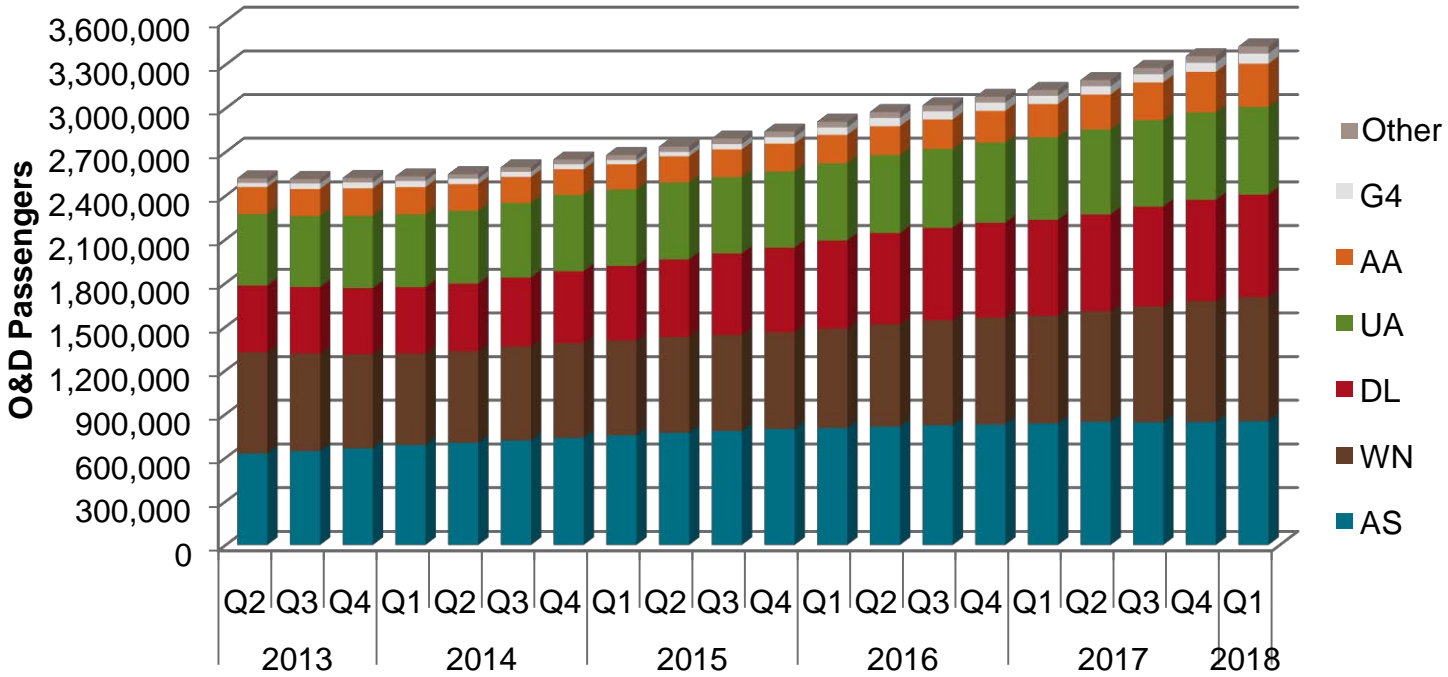
Rank	Destination	O&D Pax	O&D Revenue	Average Fare (\$)	Yield (¢)	% Change Since 1Q 2017			
						Pax	Rev	Fare	Yield
1	Seattle, WA	72,369	8,413,408	116	29	5	16	11	11
2	Portland, OR	50,743	6,040,209	119	35	3	7	4	4
3	Phoenix, AZ (PHX)	42,893	5,553,946	129	18	19	(2)	(18)	(18)
4	Los Angeles, CA	37,706	4,436,369	118	17	13	16	3	3
5	Las Vegas, NV	36,459	4,063,394	111	21	6	(2)	(7)	(7)
6	Spokane, WA	35,417	2,695,743	76	27	1	(5)	(6)	(6)
7	Denver, CO	33,578	4,512,846	134	21	12	6	(5)	(5)
8	San Diego, CA	32,459	3,527,586	109	15	36	23	(9)	(9)
9	Sacramento, CA	26,008	2,365,376	91	21	16	7	(8)	(8)
10	Salt Lake City, UT	21,002	3,636,935	173	60	(4)	3	8	8
11	San Francisco, CA	17,973	3,194,039	178	34	27	16	(9)	(9)
12	Oakland, CA	16,387	2,275,353	139	27	3	(12)	(15)	(15)
13	Orange County, CA	13,954	1,949,837	140	20	(9)	4	15	15
14	San Jose, CA	12,829	1,739,936	136	26	(5)	5	11	11
15	Orlando, FL (MCO)	10,989	2,274,943	207	9	10	2	(8)	(8)
16	Chicago, IL (ORD)	10,684	2,746,281	257	18	35	28	(5)	(5)
17	Dallas, TX (DFW)	10,611	2,431,992	229	18	8	4	(4)	(4)
18	Minneapolis, MN	9,897	2,379,610	240	21	24	21	(2)	(2)
19	Ontario, CA	8,530	1,140,599	134	20	(12)	(2)	11	11
20	Atlanta, GA	7,592	1,853,784	244	13	3	(3)	(6)	(6)
Total/Average		804,534	147,919,428	184	17	9	9	(0)	(1)

The top 10 markets were similar to Q1 2017; however, individual market ranking changed slightly in the top 10 markets.

Boise Airline Market Share

Delta lost 1% of market share to American in the latest year-ended period.

Year	Quarter	Airline Market Share						
		AS	WN	DL	UA	AA	G4	Other
2016	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%
	Q4	25%	25%	21%	18%	8%	2%	1%
2018	Q1	25%	25%	20%	18%	9%	2%	1%



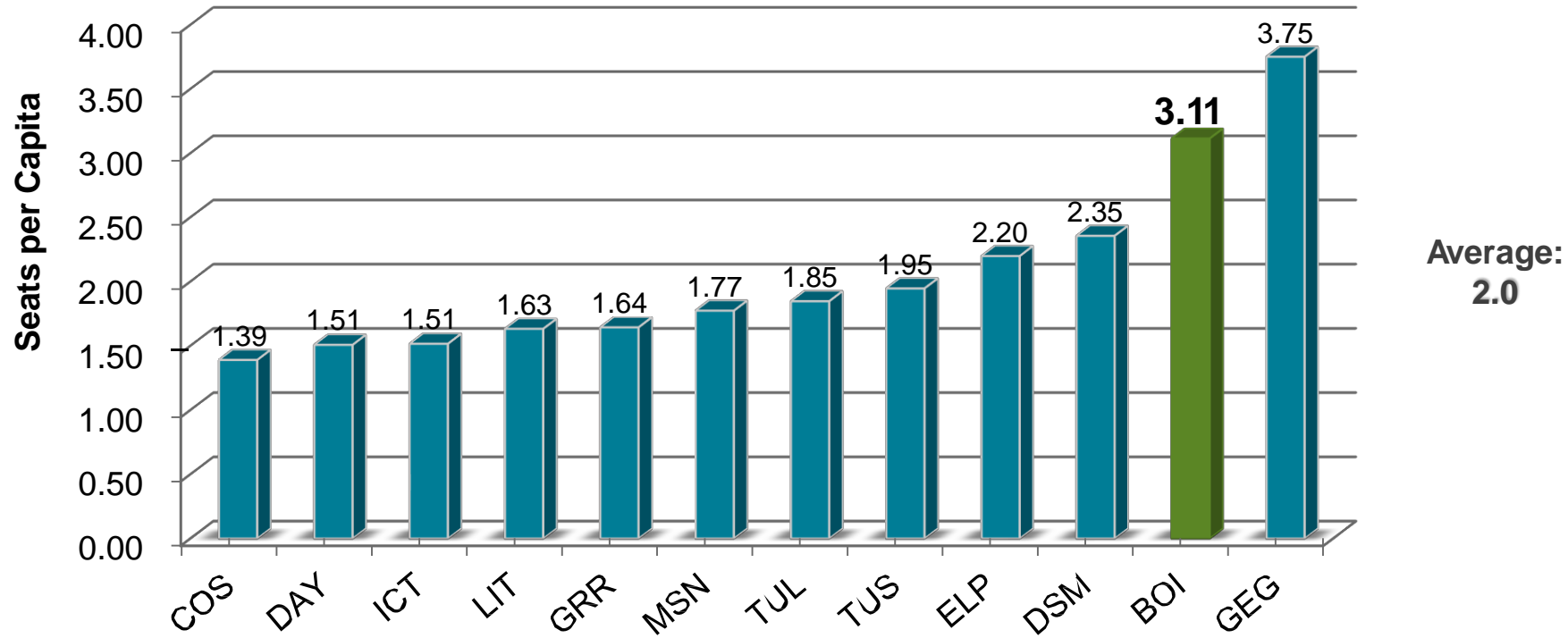
Boise Forward Looking Schedule

Destination	Airline	Year over Year Change %											
		Aug 2018		Sep 2018		Oct 2018		Nov 2018		Dec 2018		Jan 2019	
		Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats
Chicago, IL (MDW)	Southwest	(73%)	(73%)	25%	25%								
Chicago, IL (ORD)	American	(3%)	3%	(14%)	(13%)	(11%)	(16%)	(90%)	(91%)	(100%)	(100%)	(100%)	(100%)
	United	0%	0%	0%	0%	(2%)	(2%)	(2%)	(2%)	0%	0%	63%	63%
Dallas, TX (DAL)	Southwest	100%	100%										
Dallas, TX (DFW)	American	50%	57%	0%	0%	0%	0%	0%	0%	42%	42%	16%	16%
Denver, CO	Frontier	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
	Southwest	(3%)	(8%)	(2%)	2%	0%	1%	0%	(2%)	0%	1%	0%	7%
	United	18%	7%	15%	18%	16%	21%	14%	25%	12%	17%	18%	16%
Houston, TX (IAH)	United	0%	3%	0%	1%	0%	1%	(3%)	4%	0%	6%	0%	1%
Las Vegas, NV	Allegiant	0%	(3%)	13%	13%	(11%)	(2%)	10%	13%	(10%)	(9%)	13%	13%
	Southwest	0%	1%	0%	0%	0%	(2%)	0%	2%	0%	5%	0%	7%
Lewiston, ID	Alaska	(32%)	(32%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)
Los Angeles, CA	Allegiant	0%	3%	13%	13%	(11%)	(11%)	0%	0%	10%	10%	(11%)	(11%)
	Delta	0%	0%	0%	0%	0%	0%	(3%)	(3%)	0%	0%	0%	0%
	United	0%	(34%)	0%	(9%)	10%	43%	88%	34%	93%	37%	90%	58%
Minneapolis, MN	Delta	(7%)	(4%)	(31%)	1%	(8%)	(6%)	(9%)	(13%)	5%	7%	9%	14%
Oakland, CA	Southwest	2%	3%	(5%)	(5%)	(2%)	(2%)	8%	11%	12%	16%	2%	(4%)
Phoenix, AZ (AZA)	Allegiant	100%	100%	100%	100%	13%	23%	13%	28%	0%	13%	(11%)	1%
Phoenix, AZ (PHX)	American	57%	14%	0%	10%	2%	10%	19%	(16%)	11%	(18%)	26%	0%
	Southwest	0%	(1%)	0%	(3%)	0%	(3%)	6%	9%	5%	1%	0%	2%

Boise Forward Looking Schedule

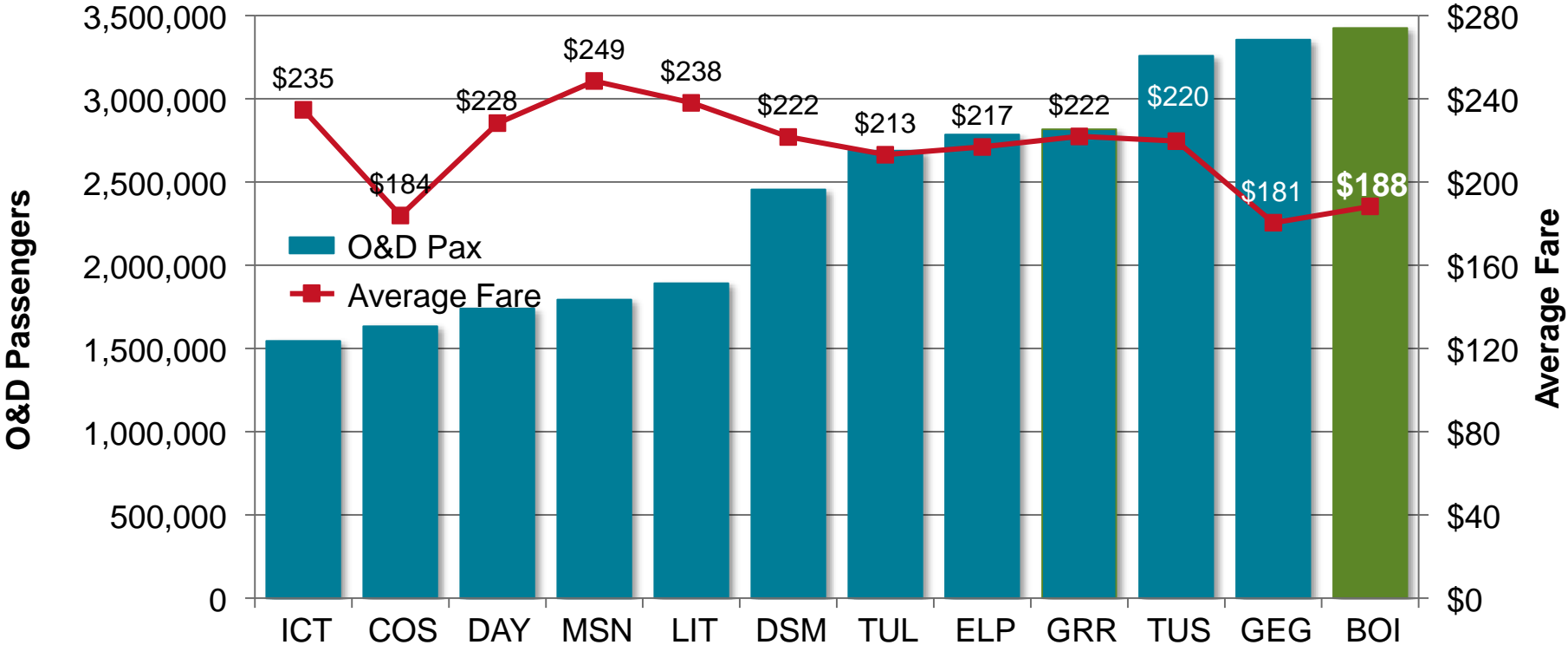
Destination	Airline	Year over Year Change %											
		Aug 2018		Sep 2018		Oct 2018		Nov 2018		Dec 2018		Jan 2019	
		Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats
Portland, OR	Alaska	15%	15%	4%	5%	0%	11%	12%	18%	15%	15%	1%	6%
Reno, NV	Alaska	(10%)	(10%)	(20%)	(20%)	(16%)	(16%)	(13%)	(13%)	(16%)	(16%)	(13%)	(13%)
Sacramento, CA	Alaska	0%	0%	(3%)	(3%)	3%	3%	0%	0%	0%	0%	0%	0%
	Southwest	0%	12%	0%	1%	13%	13%	33%	33%	39%	39%	6%	9%
Salt Lake City, UT	Alaska	0%	0%	(20%)	(20%)	(10%)	(10%)	(13%)	(13%)	(16%)	(16%)	(13%)	(13%)
	Delta	(1%)	6%	1%	15%	2%	22%	(1%)	15%	2%	14%	0%	0%
San Diego, CA	Alaska	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	Southwest	0%	1%	0%	(1%)	0%	0%	0%	0%	0%	0%	0%	0%
San Francisco, CA	United	25%	70%	6%	46%	0%	28%	5%	5%	2%	(2%)	5%	5%
San Jose, CA	Alaska	3%	3%	3%	3%	3%	3%	0%	0%	0%	0%	0%	0%
	Southwest	675%	675%	650%	650%	100%	100%	100%	100%	100%	100%	100%	100%
Seattle, WA	Alaska	37%	56%	4%	36%	26%	46%	9%	38%	14%	36%	6%	34%
	Delta	(3%)	(1%)	0%	2%	1%	3%	1%	2%	2%	2%	6%	6%
Spokane, WA	Alaska	29%	29%	11%	11%	7%	7%	17%	21%	0%	0%	0%	0%
	Southwest	2%	2%	(4%)	(4%)	(2%)	(2%)	11%	11%	18%	18%	10%	10%
Total		12%	14%	1%	11%	4%	13%	6%	11%	7%	11%	6%	10%

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 Tucson and Spokane in O&D passengers for the year-ended Q1 2018 and has the lowest fare among all compare markets with the exception of Colorado Springs and Spokane.

Year-Over-Year Comparisons

Airport	2018 MSA Population	YE 1Q 2018			YOY Change		
		# of Nonstop Destinations	O&D Pax	Seats	# of Nonstop Destinations	O&D Pax	Seats
Spokane, WA	565,178	16	3,354,612	2,119,214	4	8%	8%
Des Moines, IA	647,250	21	2,454,530	1,524,270	(1)	3%	0%
Wichita, KS	652,041	13	1,545,519	987,656	(1)	1%	2%
Madison, WI	662,071	13	1,793,364	1,173,282	1	2%	5%
Boise, ID	713,623	21	3,424,130	2,221,222	1	10%	7%
Colorado Springs, CO	727,328	17	1,632,739	1,010,263	5	21%	26%
Little Rock, AR	752,681	13	1,891,687	1,227,608	0	2%	0%
Dayton, OH	801,152	17	1,739,983	1,206,740	(2)	(11%)	(7%)
El Paso, TX	864,722	15	2,783,846	1,900,134	0	4%	3%
Tulsa, OK	1,001,296	19	2,688,123	1,848,134	(1)	4%	3%
Tucson, AZ	1,038,399	21	3,258,583	2,020,010	4	5%	1%
Grand Rapids, MI	1,063,958	24	2,816,611	1,747,324	1	8%	8%

BOI's seats have increased at the same or a faster rate than all other compare markets except Spokane, Colorado Springs and Grand Rapids; O&D passengers have increased faster than all other compare markets except Colorado Springs.

Upcoming Events

Date	Event
September 12, 2018	Mayor Bieter's State of the City Address
September 15, 2018	Wings For Autism (Delta & Southwest participating)
October 4, 2018	Next commission meeting
October 18, 2018	Boise Metro Chamber's Annual Gala