



December Commission Presentation

Director's Report

Rebecca Hupp A.A.E.
Boise Airport Director

DECEMBER 6, 2018

November Runway Closures

- **Nov. 9: 10L/28R & 10R/28L,
4:00am – 6:00am**
Runways were alternately closed for one hour each to conduct snow removal exercises
- **Nov. 14: 10L/28R,
9:30am – 10:30am**
Light/sign maintenance



Economy Parking Lot Open Daily

- Open daily through January 1, 2019
- Total shuttles has been increased for efficiency
- Did not have any capacity issues during the Thanksgiving holiday



Deputy Director of Finance and Administration

- Kathleen Watkins, CPA
- Begins December 10
- Kathleen most recently was the Chief Financial Officer for the State of Idaho Career & Technical Education



Holiday Themed Concerts

Many choir groups will visit the Boise Airport this holiday season to sing festive music

Dates

- December 8, 7pm – 8pm
- December 15, 5pm – 6pm
- December 21, 3pm – 4pm
- December 22, 1pm – 2pm

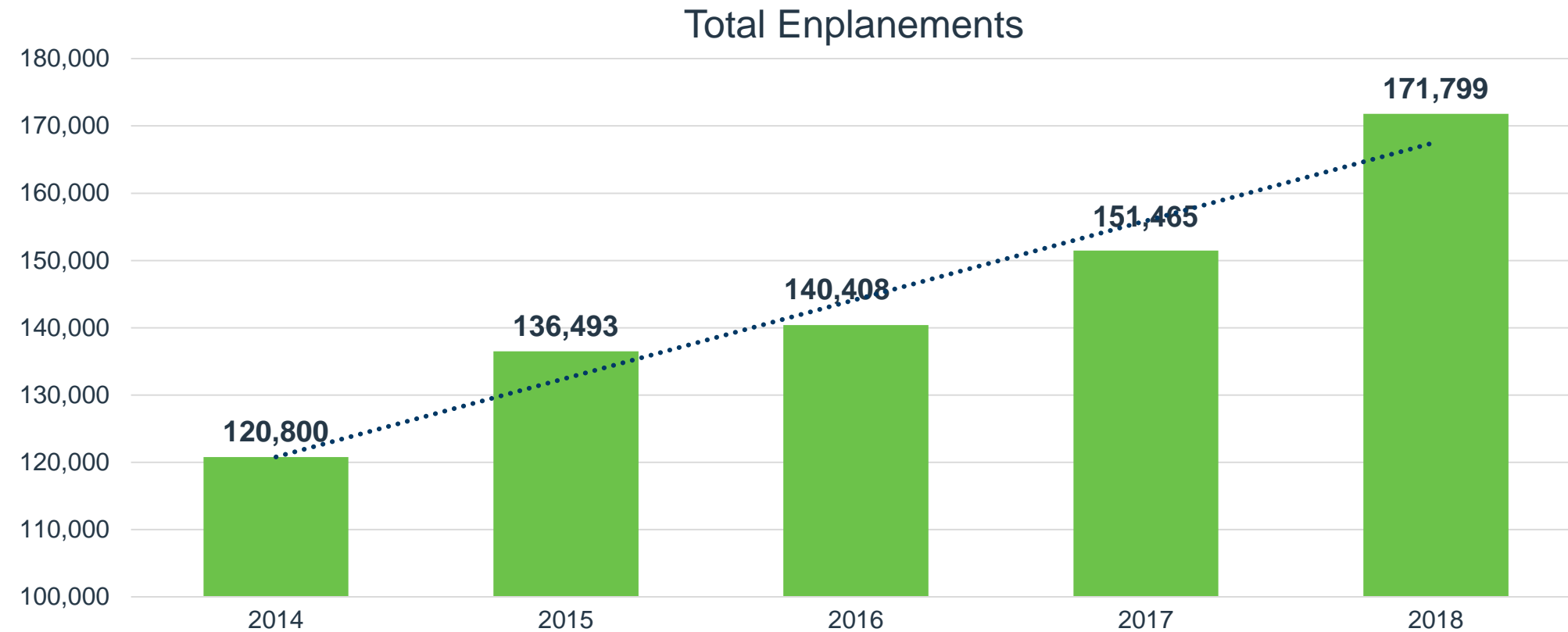


Top 10 Operating Revenue Description	FY 2019	FY 2018	\$ Change	% Change
Parking Lot	\$ 1,156,598	\$ 1,047,080	\$ 109,518	10%
Rental Car Concession	\$ 508,101	\$ 453,309	\$ 54,792	12%
Industrial Land Rent	\$ 307,216	\$ 303,335	\$ 3,881	1%
Terminal Rent – Airlines	\$ 300,765	\$ 291,205	\$ 9,560	3%
Signatory Airline Landing Fees	\$ 280,972	\$ 244,777	\$ 36,195	15%
Terminal Concession – Retail	\$ 119,833	\$ 107,820	\$ 12,012	11%
Terminal Concession – Food/Beverage	\$ 106,191	\$ 94,204	\$ 11,988	13%
Terminal Rent – Non airline	\$ 50,069	\$ 45,387	\$ 4,682	10%
Landings/Freight	\$ 46,877	\$ 46,954	\$ (77)	0%
National Guard Rent	\$ 43,801	\$ 43,801	\$ 0	0%
Total Top 10 Operating Revenue	\$ 2,920,423	\$ 2,677,872	\$ 242,551	--
Other Operating Revenue	\$ 282,600	\$ 280,142	\$ 2,458	1%
Total Operating Revenue	\$ 3,203,023	\$ 2,958,014	\$ 245,009	8%

Top 10 Operating Expenses Description	FY 2019	FY 2018	\$ Change	% Change
Personnel	\$ 732,073	\$ 716,515	\$ 15,558	2%
Fire Service	\$ 230,914	\$ 230,914	\$ 0	0%
Policing Service	\$ 219,408	\$ 214,685	\$ 4,724	2%
Indirect Cost Reimbursement	\$ 122,586	\$ 111,307	\$ 11,279	10%
Parking Management	\$ 85,581	\$ 57,906	\$ 27,675	48%
Power	\$ 69,420	\$ 15,458	\$ 53,962	349%
R/M – Fleet Management	\$ 56,117	\$ 38,051	\$ 18,067	47%
Dues and Subscriptions	\$ 31,360	\$ 33	\$ 31,327	94,930%
Janitorial Services	\$ 23,712	\$ 27,454	\$ (3,742)	-14%
Credit Card Fees	\$ 22,690	\$ 23,098	\$ (409)	-2%
Total Top 10 Operating Expenses	\$ 1,593,862	\$ 1,435,422	\$ --	--
Other Operating Expense	\$ 223,048	\$ 200,643	\$ 22,405	11%
Total Operating Expense	\$ 1,816,910	\$ 1,636,065	\$ 180,845	11%

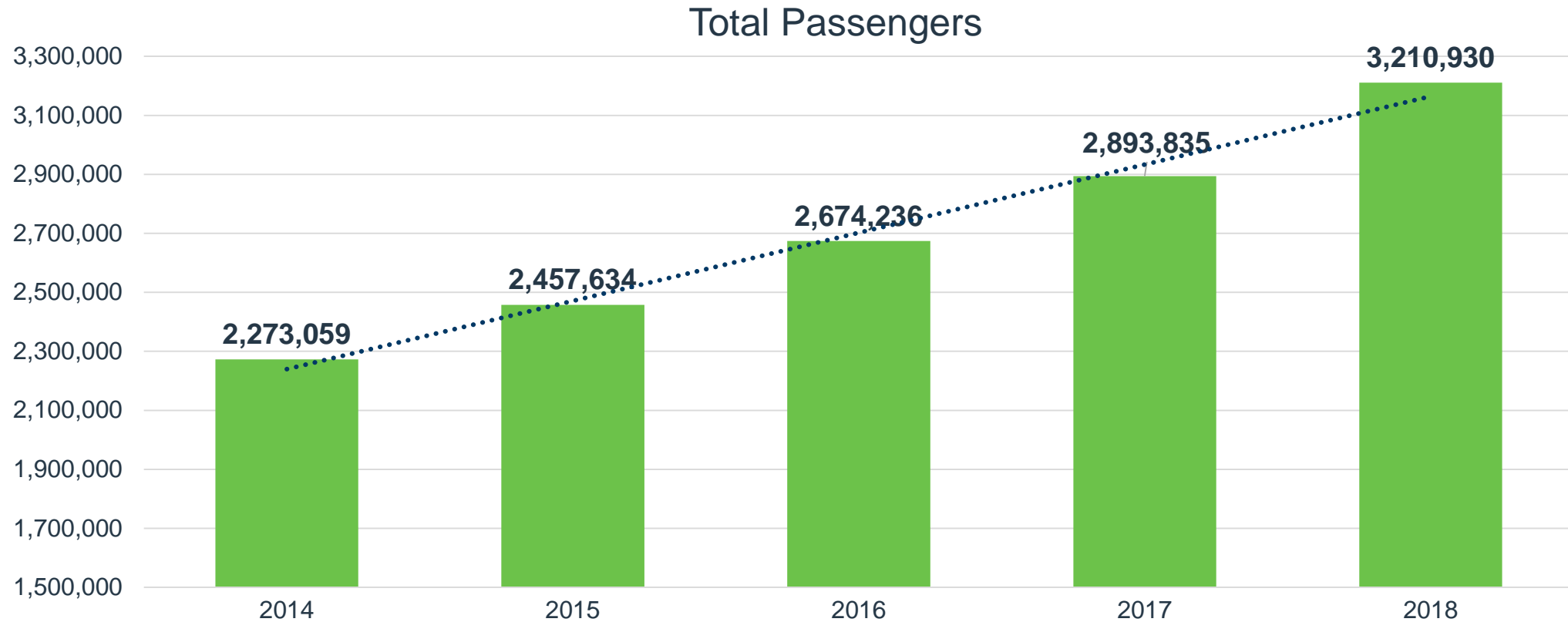
October Enplanements

Up 13% October 2018 over October 2017

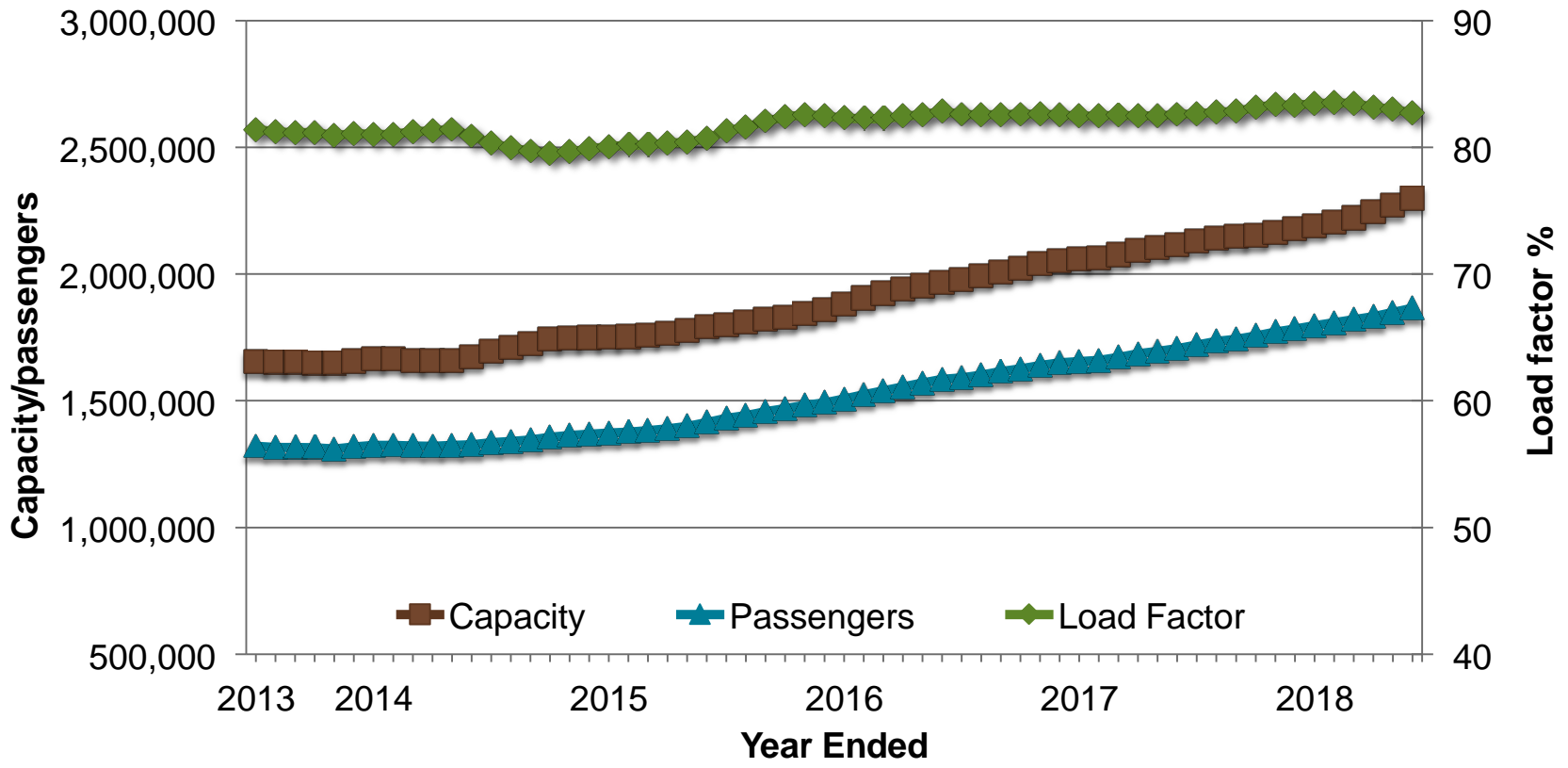


2018 Total Passengers

Up 11% over 2017 | Up 41% over 2014



Boise Traffic/Capacity Trends



Year end June 2018 capacity was up 9%, while passengers were up 9%, leading to no change in the average load factor.

Top Origination/Destination Markets

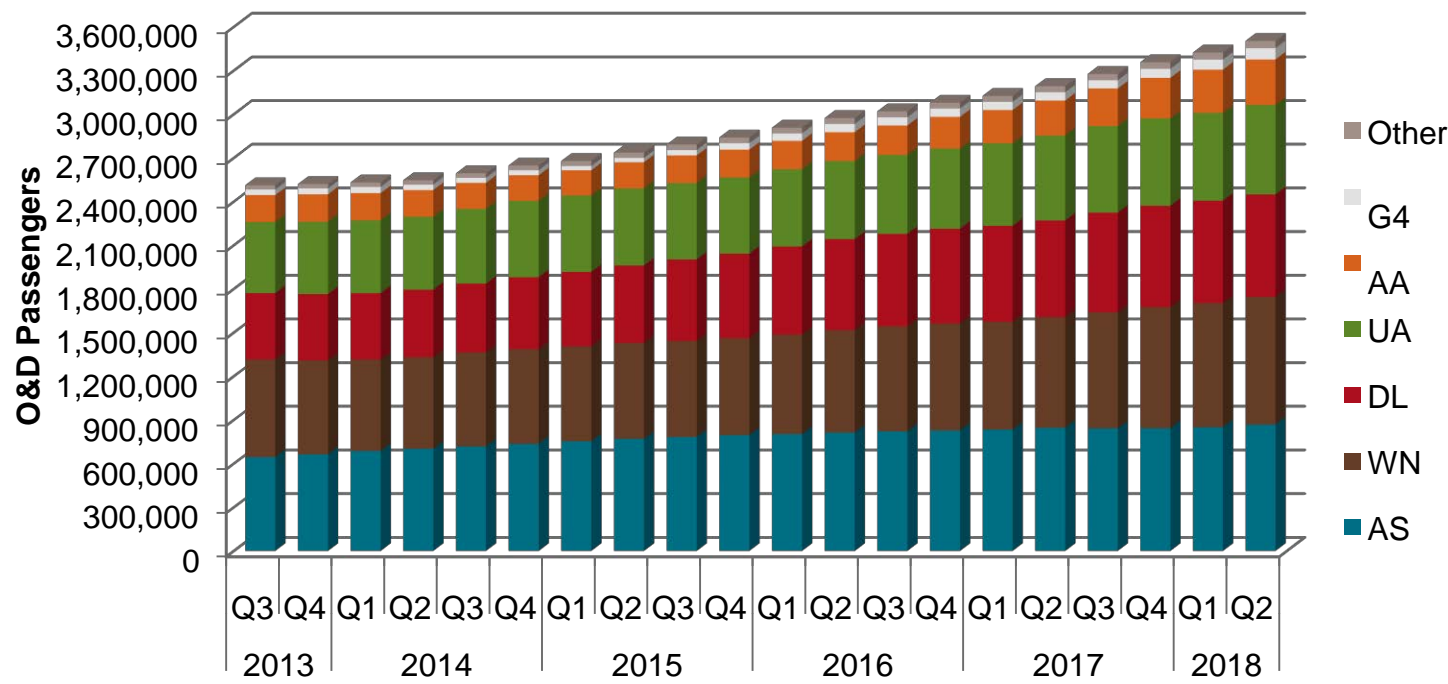
Rank	Destination	O&D Pax	O&D Revenue	Average Fare (\$)	Yield (¢)	% Change Since Q2 2017			
						Pax	Rev	Fare	Yield
1	Seattle, WA	83,543	8,660,144	104	26	8	6	(2)	(2)
2	Portland, OR	51,410	6,102,976	119	35	1	1	(0)	(0)
3	Denver, CO	42,277	5,369,880	127	20	14	(8)	(20)	(20)
4	Los Angeles, CA	40,689	4,825,082	119	18	11	13	2	2
5	Spokane, WA	40,189	3,152,963	78	27	6	8	2	2
6	San Diego, CA	35,657	3,900,650	109	15	25	21	(4)	(4)
7	Phoenix, AZ (PHX)	35,428	4,632,023	131	18	10	(5)	(14)	(14)
8	Las Vegas, NV	34,147	3,714,602	109	21	9	4	(5)	(5)
9	Sacramento, CA	28,970	2,779,977	96	22	17	4	(11)	(11)
10	Salt Lake City, UT	21,936	3,374,458	154	53	18	7	(10)	(10)
11	San Jose, CA	19,799	2,432,425	123	23	27	21	(5)	(5)
12	San Francisco, CA	19,028	3,388,064	178	34	(1)	(15)	(14)	(14)
13	Oakland, CA	18,263	2,288,027	125	25	11	(12)	(20)	(20)
14	Orange County, CA	15,733	2,255,967	143	21	(7)	6	13	13
15	Dallas, TX (DFW)	15,505	3,363,892	217	17	32	19	(10)	(10)
16	Chicago, IL (ORD)	14,099	3,629,369	257	18	6	(2)	(8)	(8)
17	Minneapolis, MN	13,663	2,972,357	218	19	13	3	(9)	(9)
18	Orlando, FL (MCO)	11,195	2,290,627	205	9	10	1	(8)	(8)
19	Atlanta, GA	10,280	2,574,123	250	14	7	2	(4)	(4)
20	Ontario, CA	10,092	1,397,492	138	21	9	13	4	4
Total/Average		933,674	175,588,854	188	16	11	6	(4)	(5)

The top 10 markets were similar to Q2 2017; however, Salt Lake City moved into the top 10, replacing San Francisco.

Boise Airline Market Share

Each of the airlines maintained their market share for year-end Q2 2018.

Year	Quarter	Airline Market Share						
		AS	WN	DL	UA	AA	G4	Other
2016	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%
	Q2	25%	25%	20%	18%	9%	2%	1%



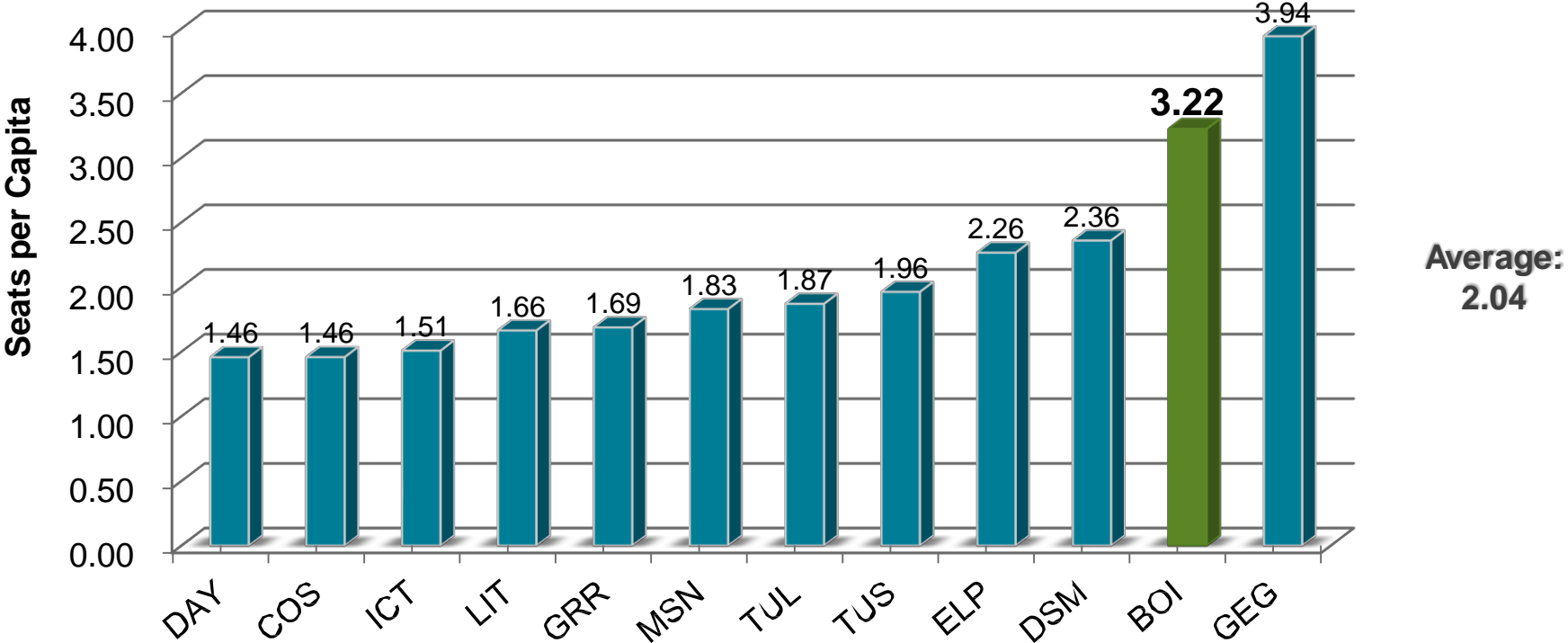
Boise Forward Looking Schedule

Destination	Airline	Year over Year Change %											
		Nov 2018		Dec 2018		Jan 2019		Feb 2019		Mar 2019		Apr 2019	
		Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats
Chicago, IL (ORD)	American	(90%)	(91%)	(64%)	(63%)	(84%)	(84%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)
	United	(2%)	(2%)	0%	0%	63%	63%	33%	33%	0%	0%	0%	0%
Dallas, TX (DFW)	American	0%	0%	32%	32%	97%	10%	100%	(5%)	100%	(5%)	3%	(2%)
Denver, CO	Frontier									(100%)	(100%)	(100%)	(100%)
	Southwest	0%	(2%)	0%	1%	0%	7%	(2%)	9%	0%	10%	0%	(6%)
	United	16%	27%	10%	17%	(1%)	(1%)	(3%)	12%	(4%)	10%	(4%)	(1%)
Houston, TX (IAH)	United	(3%)	4%	0%	6%	0%	1%	0%	0%	0%	0%	0%	6%
Las Vegas, NV	Allegiant	10%	12%	(10%)	(11%)	13%	13%	0%	(3%)	0%	(6%)	(11%)	(16%)
	Southwest	0%	2%	0%	5%	0%	7%	0%	8%	0%	1%	0%	0%
Lewiston, ID	Alaska	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)
Los Angeles, CA	Allegiant	0%	0%	10%	10%	(11%)	(11%)	13%	13%	22%	22%	(11%)	(11%)
	Delta	(3%)	(3%)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	United	88%	34%	86%	36%	87%	56%	100%	128%	100%	112%	100%	100%
Minneapolis, MN	Delta	(9%)	(13%)	5%	7%	11%	21%	(2%)	(2%)	0%	(5%)	0%	(14%)
Oakland, CA	Southwest	8%	11%	12%	16%	2%	(4%)	0%	(7%)	0%	4%	0%	(6%)
Phoenix, AZ (AZA)	Allegiant	13%	28%	0%	13%	(11%)	1%	0%	13%	0%	13%	0%	7%
Phoenix, AZ (PHX)	American	(28%)	(11%)	(42%)	(17%)	(37%)	0%	(12%)	3%	1%	1%	1%	1%
	Southwest	6%	9%	5%	1%	0%	2%	0%	3%	0%	1%	0%	(3%)

Boise Forward Looking Schedule

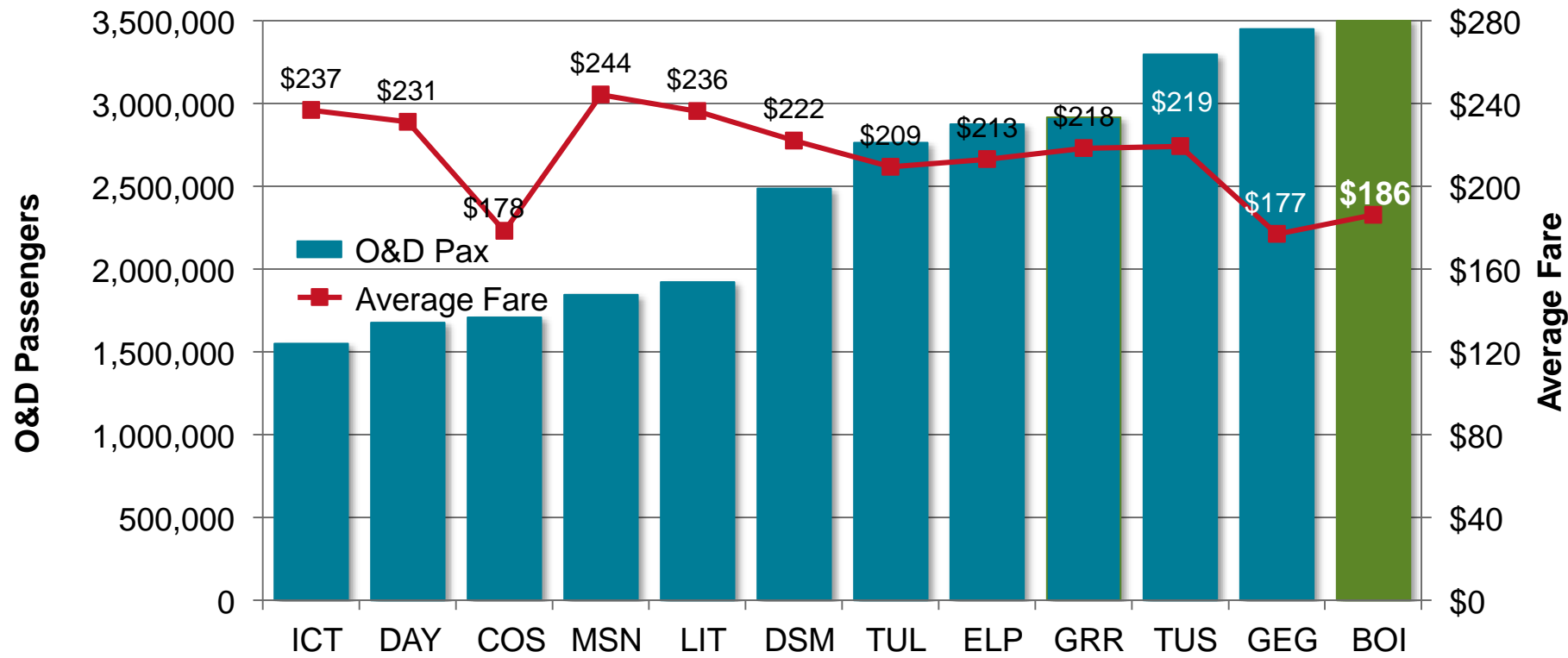
Destination	Airline	Year over Year Change %											
		Nov 2018		Dec 2018		Jan 2019		Feb 2019		Mar 2019		Apr 2019	
		Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats
Portland, OR	Alaska	15%	21%	19%	19%	(1%)	4%	(4%)	(4%)	1%	2%	4%	4%
Reno, NV	Alaska	(7%)	(7%)	(10%)	(10%)	(6%)	(6%)	(14%)	(14%)	(7%)	(7%)	0%	0%
Sacramento, CA	Alaska	0%	0%	0%	0%	(10%)	(10%)	(14%)	(14%)	(6%)	(6%)	0%	0%
	Southwest	33%	33%	39%	39%	6%	9%	0%	2%	0%	4%	0%	1%
Salt Lake City, UT	Alaska	(10%)	(10%)	(13%)	(13%)	(10%)	(10%)	(14%)	(14%)	(19%)	(19%)	(13%)	(13%)
	Delta	0%	16%	1%	14%	1%	1%	1%	(2%)	1%	3%	0%	0%
San Diego, CA	Alaska	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	Southwest	0%	0%	0%	0%	0%	0%	0%	1%	0%	3%	0%	3%
San Francisco, CA	United	5%	5%	2%	(2%)	5%	5%	2%	2%	0%	(1%)	(17%)	(20%)
San Jose, CA	Alaska	(3%)	(3%)	(10%)	(10%)	0%	0%	0%	0%	0%	0%	0%	0%
	Southwest	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	17%	17%
Seattle, WA	Alaska	9%	28%	14%	21%	15%	26%	30%	42%	10%	18%	2%	7%
	Delta	1%	4%	2%	3%	4%	4%	3%	3%	6%	6%	6%	6%
Spokane, WA	Alaska	20%	25%	21%	21%	(21%)	(21%)	(14%)	(14%)	(3%)	(3%)	0%	0%
	Southwest	0%	0%	18%	18%	8%	8%	(2%)	(2%)	(2%)	(2%)	0%	0%
Total		4%	10%	5%	10%	3%	6%	3%	6%	2%	4%	(2%)	(3%)

Seats Per Capita Comparison



Boise consistently exceeds all comparison markets except Spokane (GEG) 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 Q2 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 Q2 2018			YOY Change		
		# of Nonstop Destinations	O&D Pax	Seats	# of Nonstop Destinations	O&D Pax	Seats
Spokane, WA	565,178	17	3,448,986	2,226,347	3	10%	13%
Des Moines, IA	647,250	22	2,486,158	1,526,466	1	3%	(1%)
Wichita, KS	652,041	13	1,549,077	982,250	0	1%	1%
Madison, WI	662,071	15	1,844,402	1,210,280	3	5%	7%
Boise, ID	713,623	21	3,515,050	2,299,080	1	10%	9%
Colorado Springs, CO	727,328	19	1,708,458	1,059,198	7	22%	26%
Little Rock, AR	752,681	15	1,920,884	1,251,150	2	3%	2%
Dayton, OH	801,152	17	1,675,921	1,166,254	0	(13%)	(11%)
El Paso, TX	864,722	15	2,874,199	1,957,524	0	7%	5%
Tulsa, OK	1,001,296	24	2,763,145	1,870,727	4	6%	3%
Tucson, AZ	1,038,399	20	3,296,284	2,036,024	3	5%	1%
Grand Rapids, MI	1,063,958	24	2,915,638	1,793,865	0	11%	9%

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

Upcoming Events

Date	Event
December 12, 2018	Employee Holiday Party
January 3, 2019	Next commission meeting