



# May Commission Presentation

## *Director's Report*

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Boise Airport Director

MAY 2, 2019

# April Runway Closures

- **April 19: 10R/28L, 10:00am – noon**  
FOD walk
- **April 24: 10L/28R, 6:00am – 10:00am**  
Safety area maintenance
- **April 26: 10R/28L, 6:00am – 10:00am**  
Safety area maintenance
- **April 30: 10L/28R, 10:30am – 11:15am**  
**April 30: 10R/28L, 11:15am – noon**  
FAA runway inspection



# ARFF Grand Opening

- Celebrated expanded and remodeled Aircraft Rescue and Firefighting station
- Meets Boise Green Building Code
- \$4.5 million project
  - \$3.9 million reimbursed through federal grant



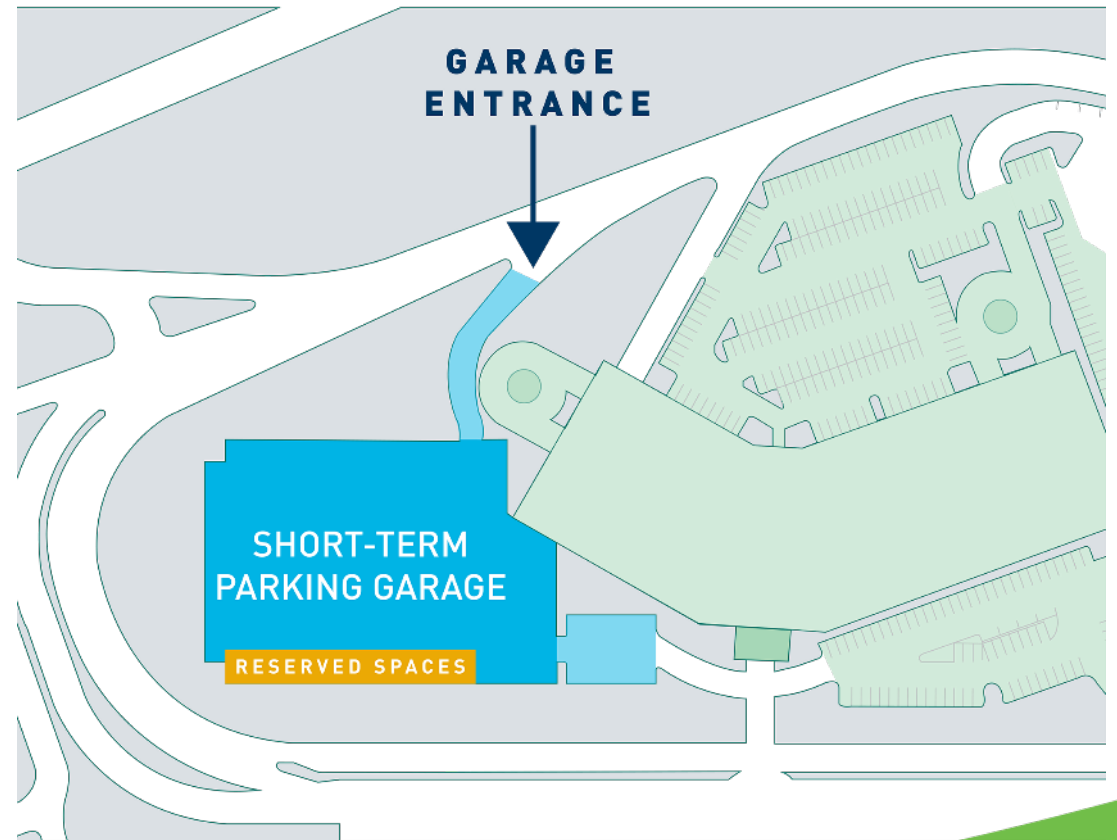
# T-Hangar Relocation Update

- Hangar C has been relocated and is being reassembled
- Hangar A is scheduled to be relocated in mid-May



# Parking Space Reservations

- Testing reserved parking, beginning in May
- Managed through ParkMobile App
- Users pay a \$3.50 reservation fee, and short-term parking daily rate



# ACI-NA JumpStart Air Service Development Conference

- June 3-5, 2019
- Meeting with seven airlines
- Highlight the Treasure Valley's outstanding growth
- Discuss current and future air service possibilities

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# TSA PreCheck Enrollment Event

- Airport will host a temporary enrollment center for TSA PreCheck
- May 20-24, 2019
- The enrollment center will be located near carousel 1 in baggage claim



# FOD Walk – Airfield Clean Up Program

- Nearly 30 employees walked the south runway and safety areas picking up Foreign Objects and Debris (FOD)
- FOD can be harmful to aircraft
- The airport plans to hold another FOD walk in the fall





# Earth Day

- Airport partnered with Delaware North to give away reusable straws on Earth Day
- Stainless steel straws were handed out at Bardenay
- Paper straws were handed out at other locations

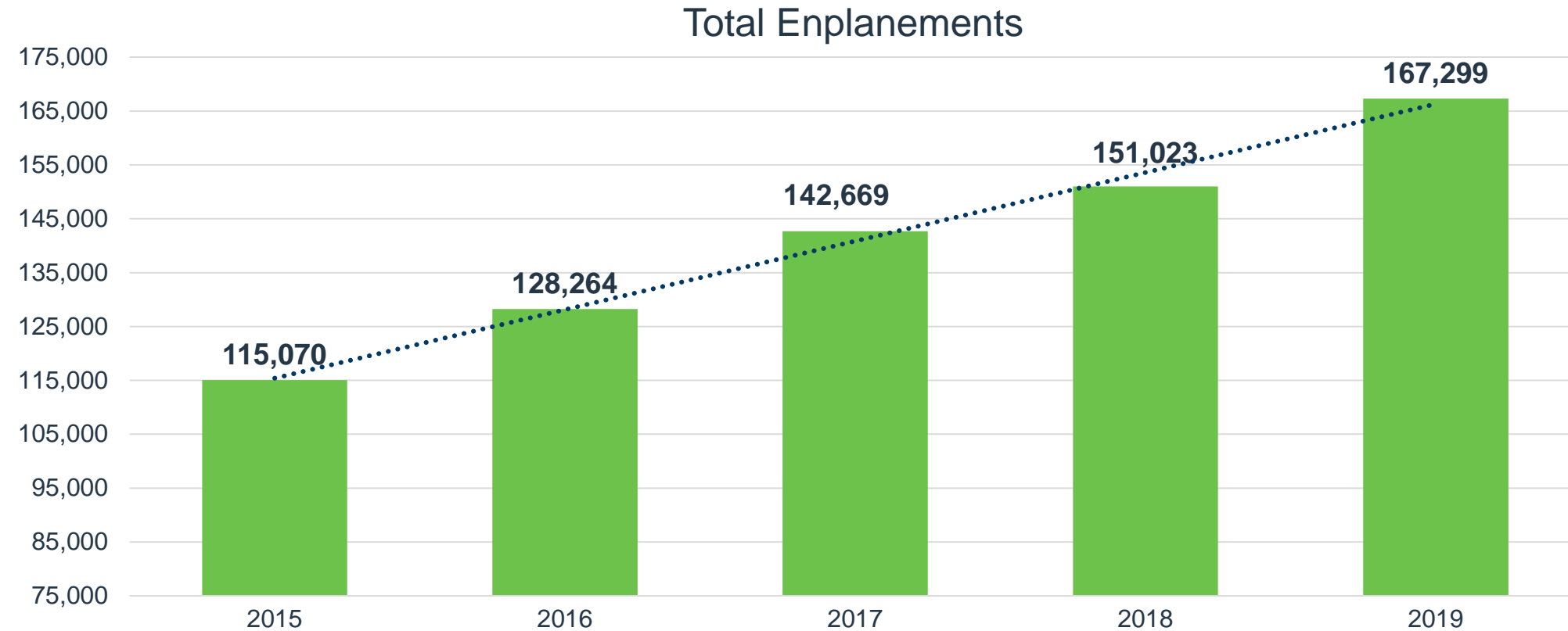


<b>Top 10 Operating Revenue Description</b>	<b>FY 2019</b>	<b>FY 2018</b>	<b>\$ Change</b>	<b>% Change</b>
Parking Lot	\$5,814,649	\$5,461,327	\$353,322	6%
Rental Car Concession	\$2,346,889	\$2,113,016	\$233,873	11%
Industrial Land Rent	\$1,826,869	\$1,794,203	\$32,666	2%
Terminal Rent – Airlines	\$1,792,094	\$1,743,713	\$48,380	3%
Signatory Airline Landing Fees	\$1,613,236	\$1,459,819	\$153,417	11%
Terminal Concession – Food/Beverage	\$639,829	\$571,053	\$68,776	12%
Terminal Concession – Retail	\$534,244	\$490,323	\$43,921	9%
Landing/Freight	\$311,813	\$296,862	\$14,950	5%
Employee Parking Permits	\$305,870	\$254,419	\$51,451	20%
Terminal Rent – Non Airlines	\$296,641	\$278,196	\$18,445	7%
<b>Total Top 10 Operating Revenue</b>	<b>\$15,482,133</b>	<b>\$14,462,932</b>	<b>\$1,019,202</b>	<b>7%</b>
Other Operating Revenue	\$1,434,174	\$1,489,659	\$(55,486)	-4%
<b>Total Operating Revenue</b>	<b>\$16,916,307</b>	<b>\$15,952,591</b>	<b>\$963,716</b>	<b>6%</b>

<b>Top 10 Operating Expenses Description</b>	<b>FY 2019</b>	<b>FY 2018</b>	<b>\$ Change</b>	<b>% Change</b>
Personnel	\$3,812,663	\$3,707,548	\$105,115	3%
Fire Service	\$1,385,486	\$1,385,486	-	0%
Policing Service	\$1,316,450	\$1,288,107	\$28,343	2%
Parking Management	\$787,616	\$719,279	\$68,337	10%
Indirect Cost Reimbursement	\$663,555	\$713,400	\$(49,845)	-7%
Power	\$391,043	\$375,706	\$15,337	4%
R/M – Structural/Electrical/Plumbing	\$296,275	\$245,963	\$50,312	20%
Chemicals	\$210,051	\$502,985	\$(292,934)	-58%
R/M – Fleet Management	\$206,301	\$204,382	\$1,920	1%
Credit Card Fees	\$159,921	\$143,305	\$16,616	12%
<b>Total Top 10 Operating Expenses</b>	<b>\$9,229,360</b>	<b>\$9,286,160</b>	<b>\$(56,801)</b>	<b>-1%</b>
Other Operating Expense	\$1,805,481	\$2,073,814	\$(268,332)	-13%
<b>Total Operating Expense</b>	<b>\$11,034,841</b>	<b>\$11,359,974</b>	<b>\$(325,133)</b>	<b>-3%</b>

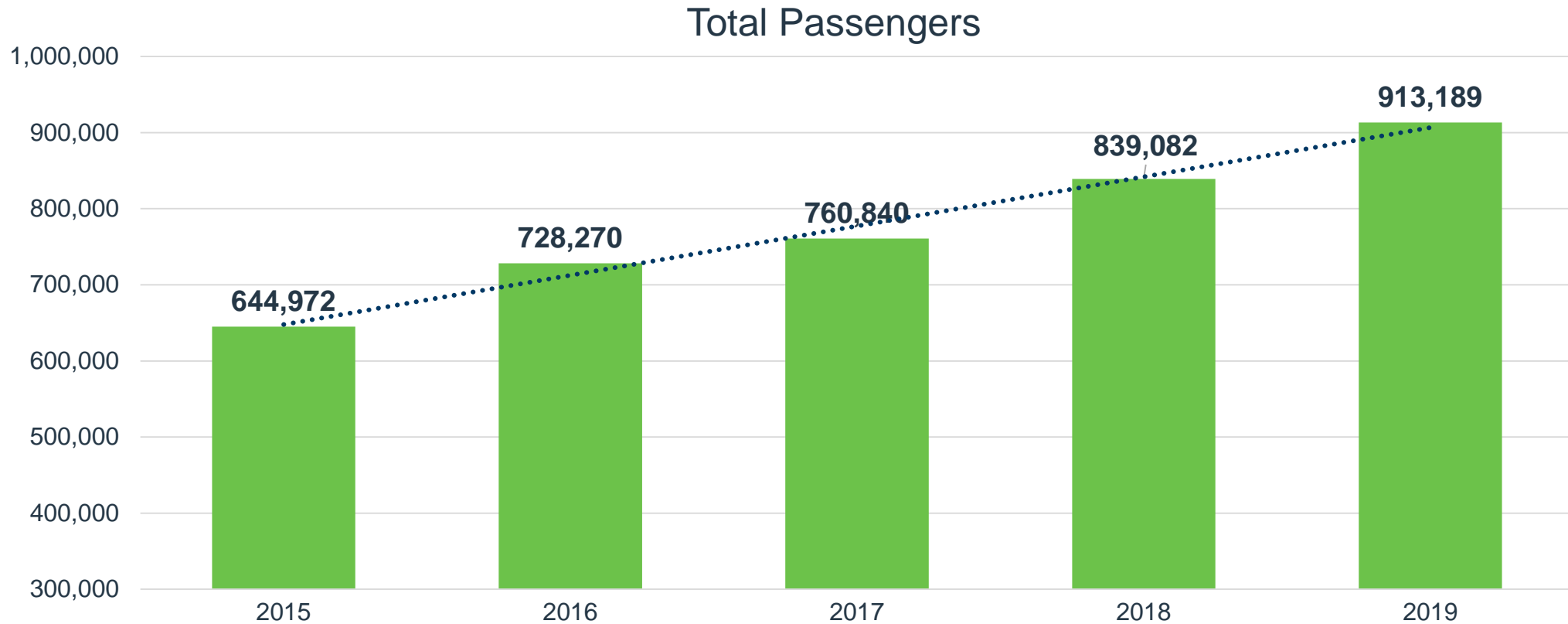
# March Enplanements

*Up 11% March 2019 over March 2018*

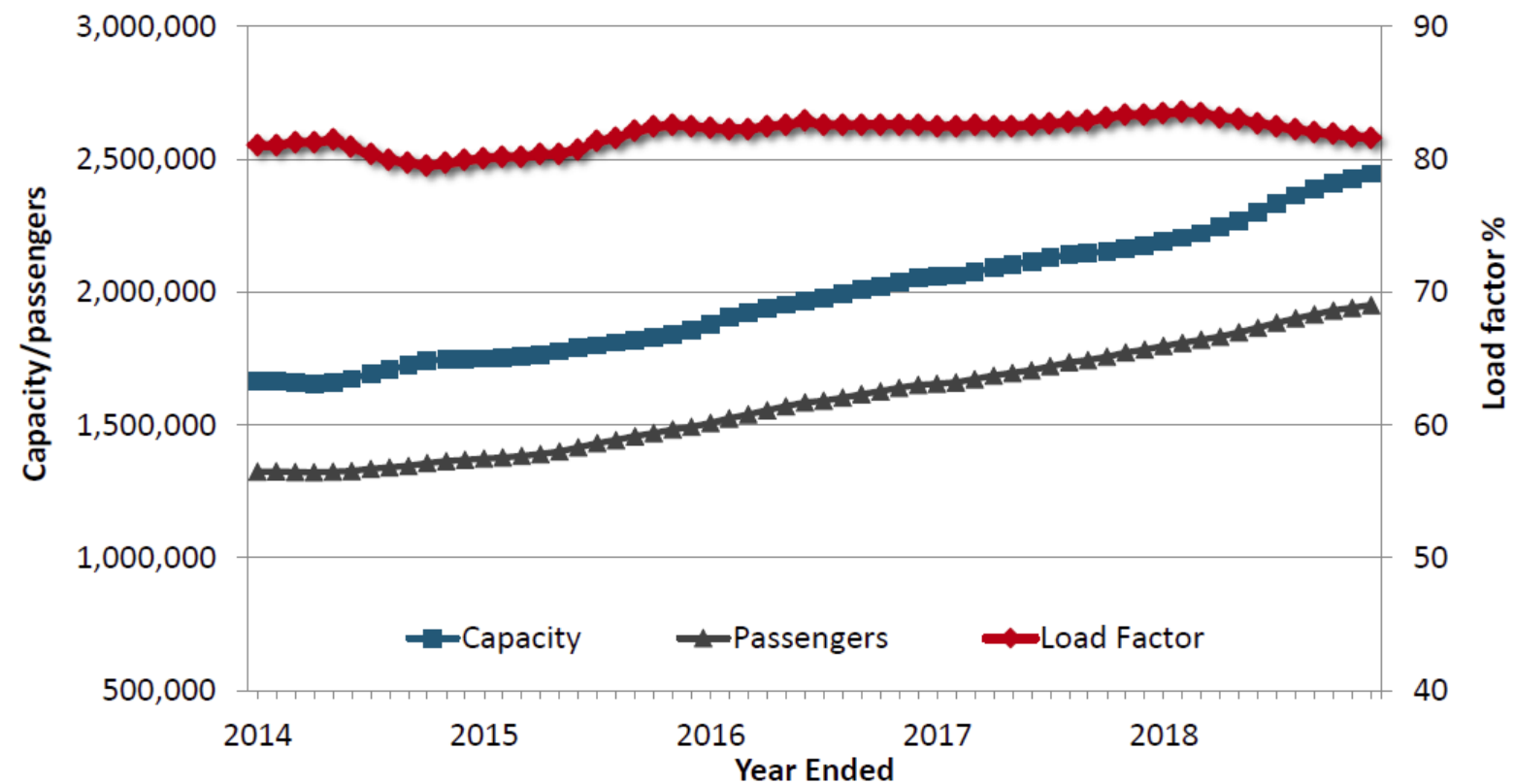


# 2019 Total Passengers

*Up 9% over 2018*



# Boise Traffic/Capacity Trends



Year end December 2018 capacity was up 12%, while passengers were up 9%, leading to 2% point decline in the average load factor

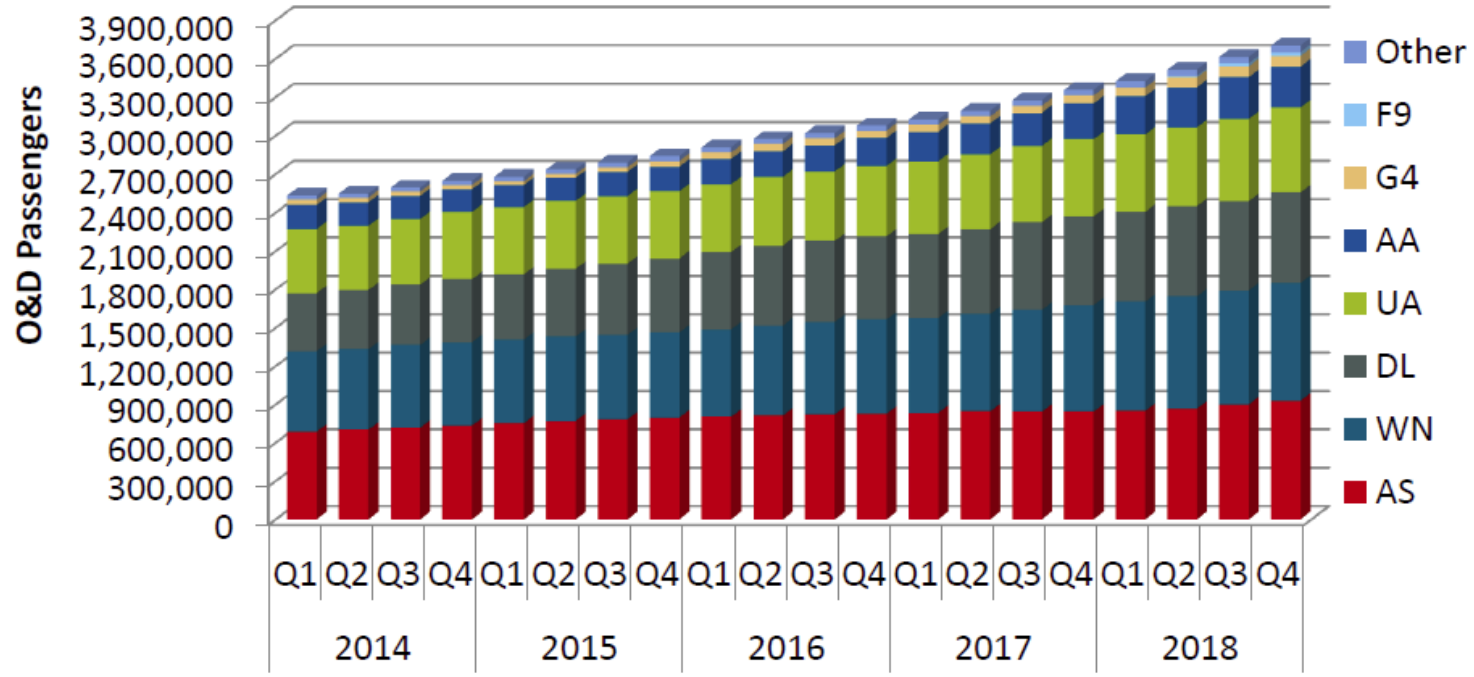
# Top Origination/Destination Markets

Rank	Destination	O&D Pax	O&D Revenue	Average Fare (\$)	Yield (¢)	% Change Since Q4 2017			
						Pax	Rev	Fare	Yield
1	Seattle, WA	94,657	9,490,103	100	25	18	3	(13)	(13)
2	Portland, OR	59,521	7,017,296	118	34	10	5	(4)	(4)
3	Spokane, WA	44,374	3,594,542	81	28	9	15	5	5
4	Los Angeles, CA	44,161	5,849,901	132	20	9	25	14	14
5	Denver, CO	41,539	5,689,400	137	21	6	(3)	(8)	(8)
6	Phoenix, AZ (PHX)	40,708	5,359,278	132	18	1	5	4	4
7	San Diego, CA	38,496	4,515,688	117	16	12	18	5	5
8	Las Vegas, NV	38,255	4,280,076	112	22	9	10	1	1
9	Sacramento, CA	35,305	3,385,046	96	22	26	16	(8)	(8)
10	Salt Lake City, UT	24,981	3,522,939	141	48	13	4	(8)	(8)
11	San Jose, CA	21,959	2,765,627	126	24	58	41	(11)	(11)
12	San Francisco, CA	21,910	3,657,951	167	32	10	4	(5)	(5)
13	Oakland, CA	20,400	2,579,720	126	25	6	(6)	(11)	(11)
14	Dallas, TX (DFW)	15,008	3,396,294	226	18	22	20	(1)	(1)
15	Orange County, CA	14,961	2,353,273	157	23	(18)	(1)	20	20
16	Chicago, IL (ORD)	14,836	3,898,252	263	18	3	12	9	9
17	Minneapolis, MN	13,851	3,009,882	217	19	14	11	(3)	(3)
18	Orlando, FL (MCO)	10,641	2,409,991	226	10	12	15	3	3
19	Ontario, CA	10,435	1,465,750	140	21	5	14	8	8
20	Atlanta, GA	9,064	2,251,356	248	14	5	9	4	4
<b>Total/Average</b>		<b>969,732</b>	<b>177,150,119</b>	<b>183</b>	<b>17</b>	<b>10</b>	<b>10</b>	<b>0</b>	<b>(0)</b>

The top 10 markets were identical to Q4 2017, with some shifting among rankings. DEN/PHX and SAN/LAS swapped rankings

# Boise Airline Market Share

Airline shares remained steady from the YE Q3 2018 to the YE Q4 2018.



Year	Quarter	Airline Market Share							
		AS	WN	DL	UA	AA	G4	F9	Other
2017	Q1	27%	24%	21%	18%	7%	2%	0%	1%
	Q2	26%	24%	21%	18%	8%	2%	0%	1%
	Q3	26%	24%	21%	18%	8%	2%	0%	1%
	Q4	25%	25%	21%	18%	8%	2%	0%	1%
2018	Q1	25%	25%	20%	18%	9%	2%	0%	1%
	Q2	25%	25%	20%	18%	9%	2%	0%	1%
	Q3	25%	25%	19%	18%	9%	2%	1%	1%
	Q4	25%	25%	19%	18%	9%	2%	1%	1%



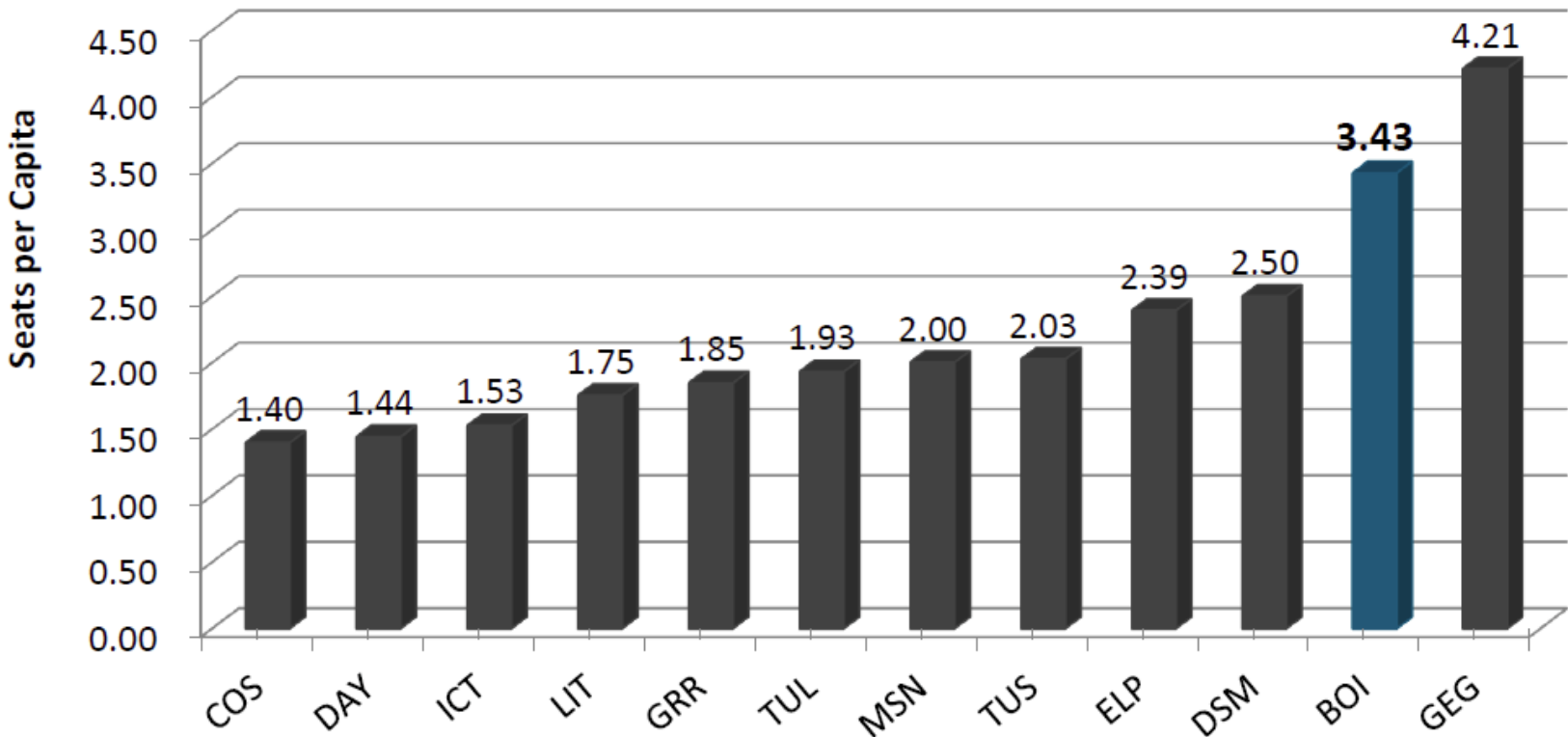
# Boise Forward Looking Schedule

Destination	Airline	Year over Year Change %											
		May 2019		Jun 2019		Jul 2019		Aug 2019		Sep 2019		Oct 2019	
		Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats
Chicago, IL (MDW)	Southwest			(100%)	(100%)	(100%)	(100%)	(56%)	(56%)	(20%)	(20%)		
Chicago, IL (ORD)	American	0%	(14%)	0%	(14%)	0%	(14%)	0%	(6%)	0%	9%	0%	9%
	United	0%	0%	0%	0%	0%	0%	2%	3%	8%	15%	2%	1%
Dallas, TX (DAL)	Southwest			(25%)	(25%)	0%	0%	0%	0%				
Dallas, TX (DFW)	American	94%	94%	11%	11%	2%	2%	(2%)	(2%)	180%	40%	200%	43%
Denver, CO	Frontier	(100%)	(100%)	(50%)	(48%)	(36%)	(34%)	(38%)	(36%)	(38%)	(36%)	(31%)	(28%)
	Southwest	0%	(10%)	(10%)	(10%)	(13%)	(6%)	(3%)	14%	2%	6%	0%	7%
	United	3%	3%	4%	(1%)	3%	(1%)	(5%)	(1%)	(7%)	(0%)	2%	9%
Houston, TX (IAH)	United	0%	9%	0%	2%	0%	0%	0%	0%	0%	0%	0%	0%
Las Vegas, NV	Allegiant	(10%)	(13%)	0%	0%	(11%)	(11%)	0%	6%	0%	0%	13%	2%
	Southwest	0%	(0%)	5%	(2%)	7%	(1%)	2%	0%	0%	0%	(2%)	(2%)
Lewiston, ID	Alaska	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)				
Los Angeles, CA	Allegiant	13%	18%	0%	13%	44%	50%	33%	41%	0%	0%	13%	13%
	Delta	0%	0%	63%	63%	81%	81%	84%	84%	67%	67%	87%	87%
	United	100%	192%	100%	115%	97%	97%	97%	97%	97%	98%	15%	10%
Minneapolis, MN	Delta	0%	10%	(3%)	8%	(2%)	10%	(1%)	7%	(7%)	2%	(2%)	14%
Oakland, CA	Southwest	(2%)	(11%)	0%	(8%)	(2%)	(1%)	0%	1%	2%	3%	0%	3%
Phoenix, AZ (AZA)	Allegiant	(50%)	(47%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)
Phoenix, AZ (PHX)	American	(50%)	(14%)	(50%)	(10%)	(50%)	(8%)	(39%)	(7%)	0%	(1%)	0%	0%
	Southwest	0%	(2%)	0%	0%	0%	6%	0%	3%	0%	4%	0%	16%

# Boise Forward Looking Schedule

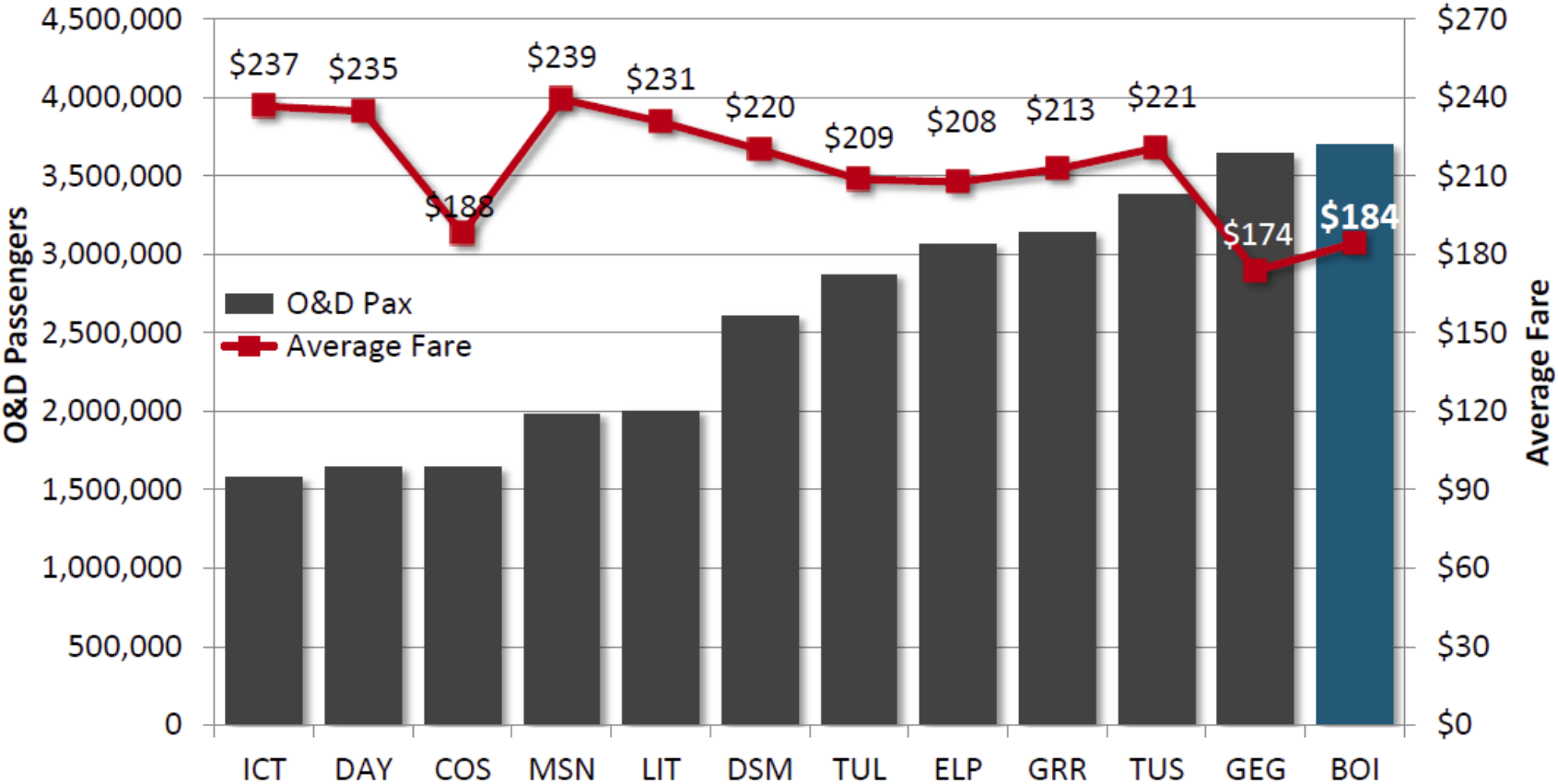
Destination	Airline	Year over Year Change %											
		May 2019		Jun 2019		Jul 2019		Aug 2019		Sep 2019		Oct 2019	
		Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats
Portland, OR	Alaska	15%	17%	10%	13%	11%	11%	8%	8%	2%	2%	1%	1%
Reno, NV	Alaska	0%	0%	16%	16%	15%	15%	11%	11%	8%	8%	4%	4%
Sacramento, CA	Alaska	0%	0%	0%	0%	0%	0%	0%	0%	3%	3%	3%	3%
	Southwest	0%	0%	0%	0%	0%	0%	0%	(12%)	0%	(1%)	(16%)	(17%)
Salt Lake City, UT	Alaska	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)
	Delta	(1%)	4%	1%	13%	4%	10%	1%	9%	1%	9%	(1%)	4%
San Diego, CA	Alaska	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	Southwest	0%	2%	0%	(1%)	0%	(3%)	0%	(1%)	0%	0%	(3%)	(3%)
San Francisco, CA	United	(6%)	(0%)	(4%)	(24%)	(1%)	(27%)	16%	3%	(1%)	(22%)	(1%)	(19%)
San Jose, CA	Alaska	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	Southwest	(13%)	(13%)	57%	57%	81%	81%	74%	76%	70%	73%	74%	52%
Seattle, WA	Alaska	9%	4%	18%	9%	(1%)	(4%)	(0%)	(4%)	9%	3%	9%	4%
	Delta	5%	5%	3%	3%	5%	5%	3%	3%	6%	6%	0%	0%
Spokane, WA	Alaska	(9%)	(9%)	(4%)	(4%)	(1%)	(1%)	0%	0%	3%	3%	1%	1%
	Southwest	(2%)	(2%)	0%	0%	0%	0%	(2%)	(2%)	2%	2%	17%	17%
<b>Total</b>		<b>(2%)</b>	<b>1%</b>	<b>(1%)</b>	<b>(1%)</b>	<b>(2%)</b>	<b>(2%)</b>	<b>0%</b>	<b>2%</b>	<b>6%</b>	<b>3%</b>	<b>5%</b>	<b>3%</b>

# Seats Per Capita Comparison



Boise consistently exceeds all comparison markets except Spokane (GEG) in seats per capita. BOI improved from 3.35 to 3.43 from YE Q3 2018 to YE Q4 2018.

# Origination/Destination Passenger and Airfare Comparison



BOI continued to surpass Tucson and Spokane in O&D passengers and has the lowest fare among all compare markets with the exception of Spokane.

# Year-Over-Year Comparisons

Airport	2018 MSA Population	YE Q4 2018			YOY Change		
		# of Nonstop Destinations	O&D Pax	Seats	# of Nonstop Destinations	O&D Pax	Seats
Spokane, WA	565,178	17	3,639,017	2,381,450	1	10.3%	15.9%
Des Moines, IA	647,250	23	2,605,036	1,617,406	2	6.9%	5.1%
Wichita, KS	652,041	13	1,576,986	994,691	0	2.4%	1.2%
Madison, WI	662,071	18	1,983,502	1,325,842	5	10.7%	14.3%
<b>Boise, ID</b>	<b>713,623</b>	<b>21</b>	<b>3,701,289</b>	<b>2,446,771</b>	<b>0</b>	<b>10.2%</b>	<b>12.4%</b>
Colorado Springs, CO	727,328	17	1,640,885	1,016,140	0	3.7%	4.3%
Little Rock, AR	752,681	16	2,002,439	1,319,474	3	5.8%	7.1%
Dayton, OH	801,152	17	1,640,705	1,154,528	(1)	(8.6%)	(7.0%)
El Paso, TX	864,722	15	3,059,491	2,069,561	0	11.4%	9.5%
Tulsa, OK	1,001,296	25	2,869,767	1,934,243	6	7.9%	4.8%
Tucson, AZ	1,038,399	21	3,380,894	2,104,172	2	5.2%	5.2%
Grand Rapids, MI	1,063,958	26	3,138,785	1,964,216	2	15.6%	15.8%

Boise had the fourth highest percentage increase in seats and the fifth highest percentage increase in O&D passengers among compare markets.

# Upcoming Events

Date	Event
May 20-24, 2019	TSA PreCheck Event
June 3-5, 2019	JumpStart Air Service Development Conference
June 6, 2019	Next Commission Meeting
June 6, 2019 5:30 p.m. – 7:00 p.m.	General Aviation Barbecue and Meeting