



December Commission Presentation

Director's Report

Rebecca Hupp A.A.E.
Boise Airport Director

DECEMBER 5, 2019

November Runway Closures

- **November 8: Both runways alternately closed 3:30am – 5:30am**
Snow removal practice
- **November 21: 10L/28R, 9:30am – Noon**
Preventative maintenance
- **November 22: 10R/28L 9:30am – 12:30pm**
Preventative maintenance

No December runway closures scheduled.
Expect alternating runway closures during snow removal.



Preparing For Winter Operations

- Airfield Maintenance and Airport Operations conducted a winter operations dry run to simulate mock snow event
- Airport met with all airline and cargo station managers to discuss winter operations and de-icing best practices



Airport Construction Projects

- Began Taxilane Sierra extension
 - Adding 800' of taxilane for new ITD Aeronautics Hangar
 - Completion date: Spring 2020
- Tenant improvements complete in old ARFF building
 - FedEx moved back in
- Temporary rental car bypass road complete



Open and Awarded Bids/RFPs

- Open Request For Bids
 - Improvements and expansion of Economy Parking Lot and Apollo Street Parking Lot
 - Utility relocation for new Employee Parking Garage



New Contracts and Leases

- Venture 66, LLC land lease at 6406 W. Gowen Rd.
 - Exercised ten year renewal term
- Forever Heather
 - Lease agreement: month to month extension



Airport Purchases E-ONE Ecologic Equipment

- Allows ARFF vehicles to test fire suppression foam system in an environmentally responsible way
- With this new equipment, ARFF will only disperse firefighting foam in an emergency situation



Temporary Air Service Added

- United Airlines added 12 red-eye flights to Chicago around the holidays
- Flights depart Boise around 12:30am
- Arrive in Chicago at 5:00am

Round One: After Thanksgiving

Redeye	Night of...	Actual date
UA 5760 to Chicago	Saturday, November 30	12/1 at 12:50 am
UA 5760 to Chicago	Sunday, December 1	12/2 at 12:50 am

Round Two: After Christmas

Redeye	Night of...	Actual date
UA 4527 to Chicago	Wednesday, December 25	12/26 at 12:30 am
UA 4527 to Chicago	Thursday, December 26	12/27 at 12:30 am
UA 4527 to Chicago	Friday, December 27	12/28 at 12:30 am
UA 4527 to Chicago	Saturday, December 28	12/29 at 12:30 am
UA 4527 to Chicago	Sunday, December 29	12/30 at 12:30 am
UA 4527 to Chicago	Monday, December 30	12/31 at 12:30 am
UA 5236 to Chicago	Wednesday January 1	1/2 at 12:30 am
UA 5236 to Chicago	Thursday, January 2	1/3 at 12:30 am
UA 5236 to Chicago	Friday, January 3	1/4 at 12:30 am
UA 5236 to Chicago	Saturday, January 4	1/5 at 12:30 am

Thanksgiving Travel Update

- Travel went smooth out of BOI during the Thanksgiving Holiday
- Airport parking was able to accommodate all passengers
- Airport conducted media interviews with all local television stations and Boise State Public Radio



Haley Kramer  @HaleyKBOI · 16h

Today I got a behind the scenes look at the **Boise Airport** during busy Thanksgiving travel:

idahonews.com/news/local/tip...



1



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Stress Reliever Dogs Visit Airport

- The Go Team Therapy, Crisis, and Airport Dogs visited the Boise Airport around the Thanksgiving Holiday
- Teams were located pre-security
- Trained to comfort passengers and reduce stress



Women in Tech Networking Event

- Director Hupp spoke at the event encouraging women to step up and volunteer for speaking gigs, committees and conferences.
 - Hupp told the group “*Wherever you are in your career, be a leader in your current position.*”
- The event was hosted by Clearwater Analytics, Intuit and Kount



Passenger Comments

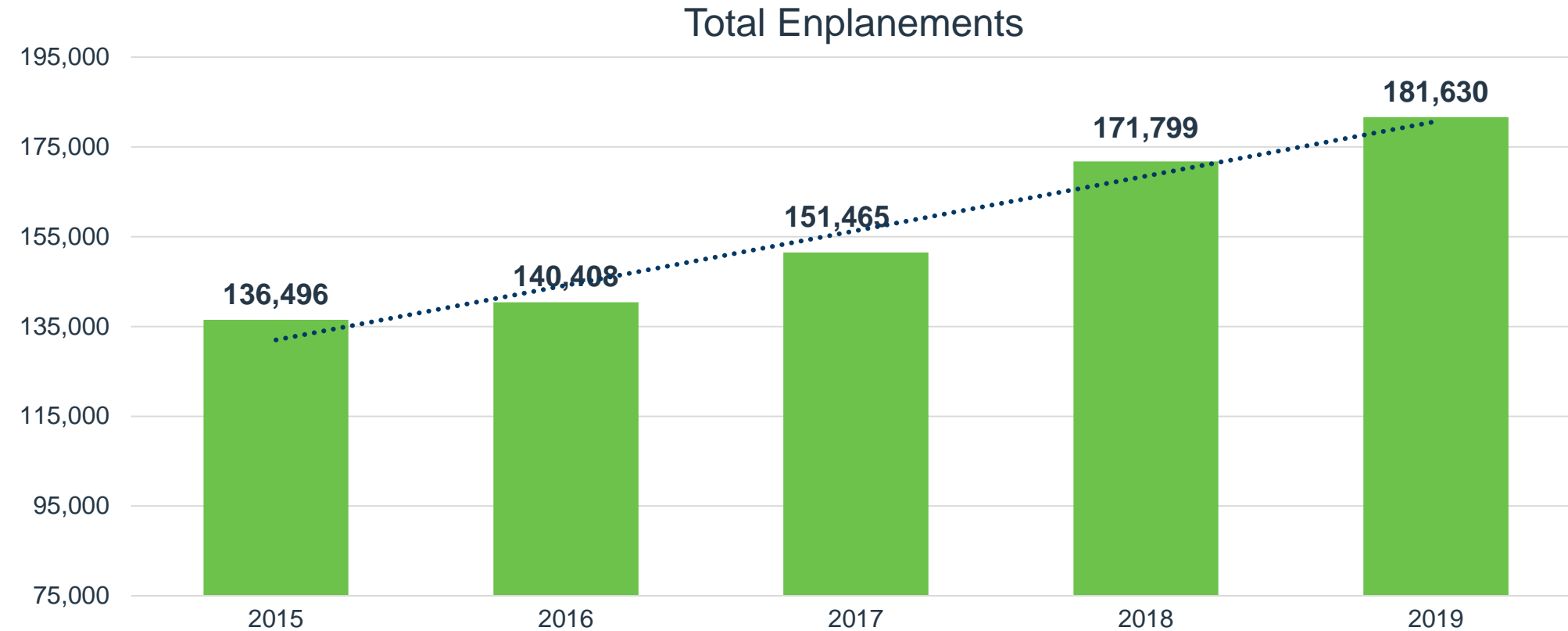
*“I wanted to send over a compliment. I recently traveled to/from BOI and wanted to make note of a young man who I thought made the usually stressful flying experience just a bit more pleasant. His name is Ben, and he worked for **“Delaware North”** according to his uniform. While I nibbled on food waiting for my flight in the food court, **he was kind, courteous and simply a pleasant person on a stressful day. He seemed to take pride in his work, and I really think he should be acknowledged for turning three cynics from LA into smiling travelers.”***

Top 10 Operating Revenue Description	FY 2020	FY 2019	\$ Change	% Change
Parking Lot	\$ 1,145,696	\$ 1,156,598	\$ (10,902)	-1%
Rental Car Concession	\$ 505,453	\$ 508,101	\$ (2,648)	-1%
Signatory Airline Landing Fees	\$ 315,381	\$ 280,972	\$ 34,409	12%
Industrial Land Rent	\$ 314,662	\$ 307,216	\$ 7,446	2%
Terminal Rent – Airlines	\$ 288,672	\$ 300,765	\$ (12,093)	-4%
Terminal Concession – Food/Beverage	\$ 131,248	\$ 106,191	\$ 25,057	24%
Terminal Concession – Retail	\$ 125,643	\$ 119,833	\$ 5,810	5%
Landings/Freight	\$ 78,118	\$ 46,877	\$ 31,242	67%
Terminal Rent – Non Airlines	\$ 44,154	\$ 50,069	\$ (5,916)	-12%
National Guard Rent	\$ 43,801	\$ 43,801	\$ 0	0%
Total Top 10 Operating Revenue	\$ 2,992,828	\$ 2,920,423	\$ 72,406	
Other Operating Revenue	\$ 242,709	\$ 282,598	\$ (39,890)	-14%
Total Operating Revenue	\$ 3,235,537	\$ 3,203,021	\$32,516	1%

Top 10 Operating Expenses Description	FY 2020	FY 2019	\$ Change	% Change
Personnel	\$ 680,594	\$ 732,073	\$ (51,480)	-7%
Fire Service	\$ 245,366	\$ 230,914	\$ 14,452	6%
Policing Service	\$ 244,264	\$ 219,408	\$ 24,856	11%
Indirect Cost Reimbursement	\$ 222,088	\$ 122,586	\$ 99,502	81%
R/M – Fleet Management	\$ 69,356	\$ 56,117	\$ 13,239	24%
Power	\$ 64,896	\$ 69,420	\$ (4,524)	-7%
R/M – Structural/Electrical/Plumbing	\$ 48,890	\$ 20,440	\$ 28,450	139%
R/M – Terminal	\$ 32,380	\$ 22,406	\$ 9,974	45%
Minor Equipment	\$ 29,697	\$ 7,689	\$ 22,008	286%
Credit Card Fees	\$ 28,615	\$ 22,690	\$ 5,925	26%
Total Top 10 Operating Expenses	\$ 1,666,146	\$ 1,503,744	--	--
Other Operating Expense	\$ 54,157	\$ 227,585	\$ (173,428)	-76%
Total Operating Expense	\$ 1,720,303	\$ 1,731,329	\$ (11,026)	-1%

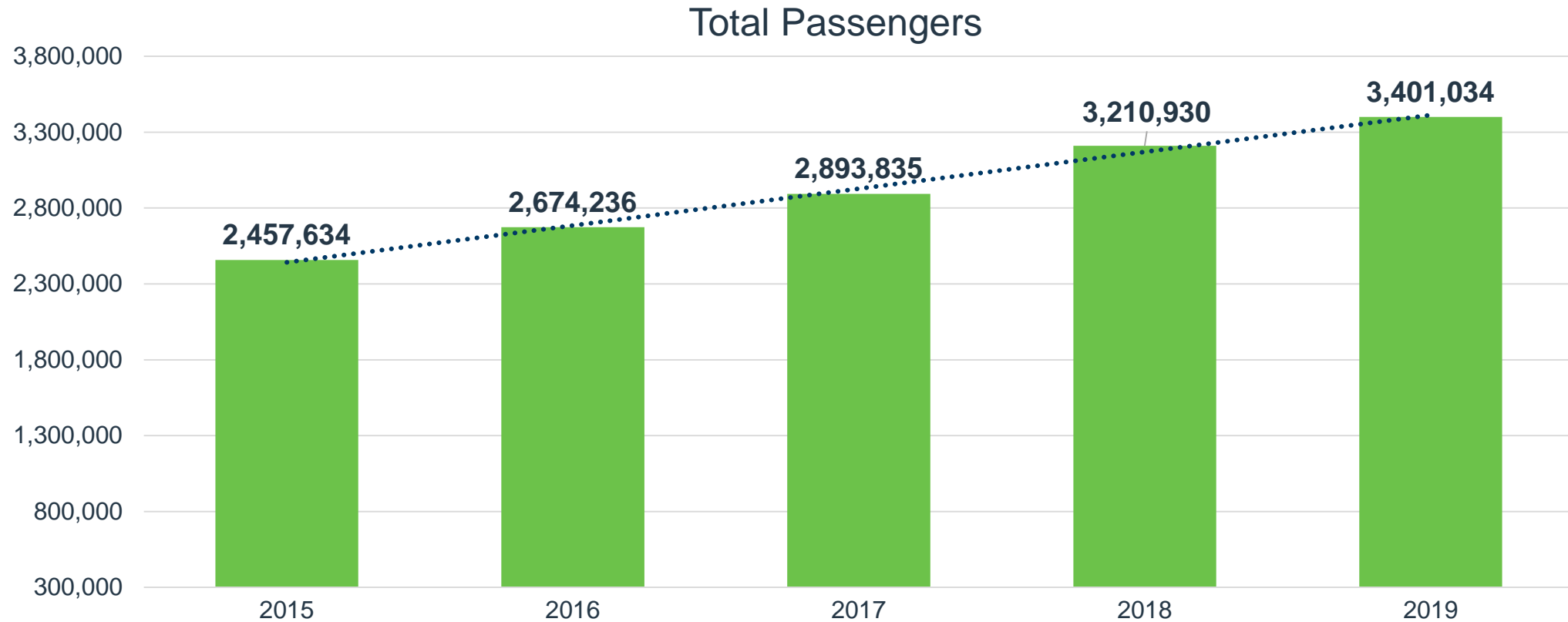
October Enplanements

Up 6% October 2019 over October 2018

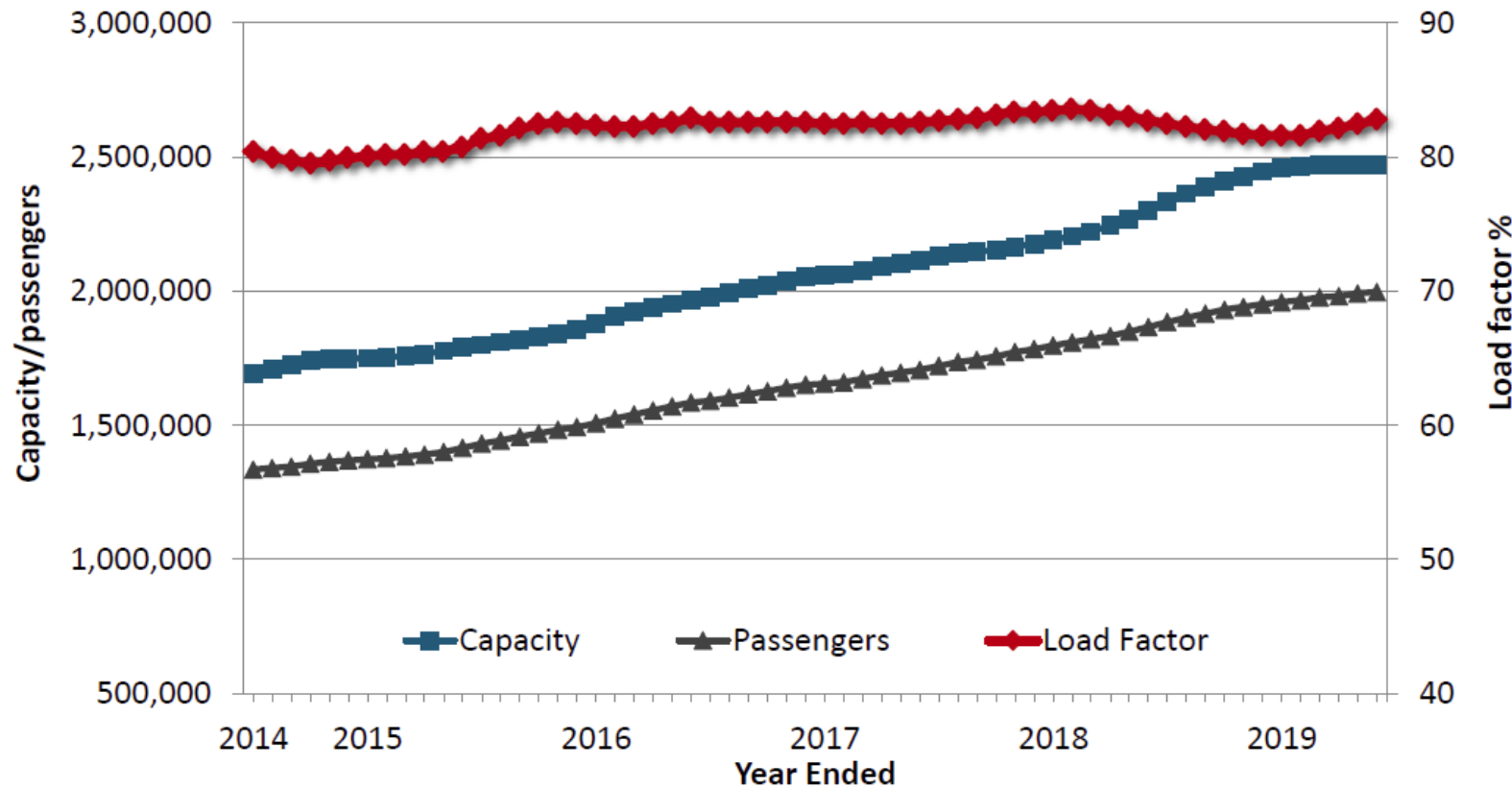


2019 Total Passengers

Up 6% over 2018 (through October)



Boise Traffic/Capacity Trends



Year end June 2019 capacity and passengers was up 7%, leading to no change in the average load factor (83%).

Top Origination/Destination Markets

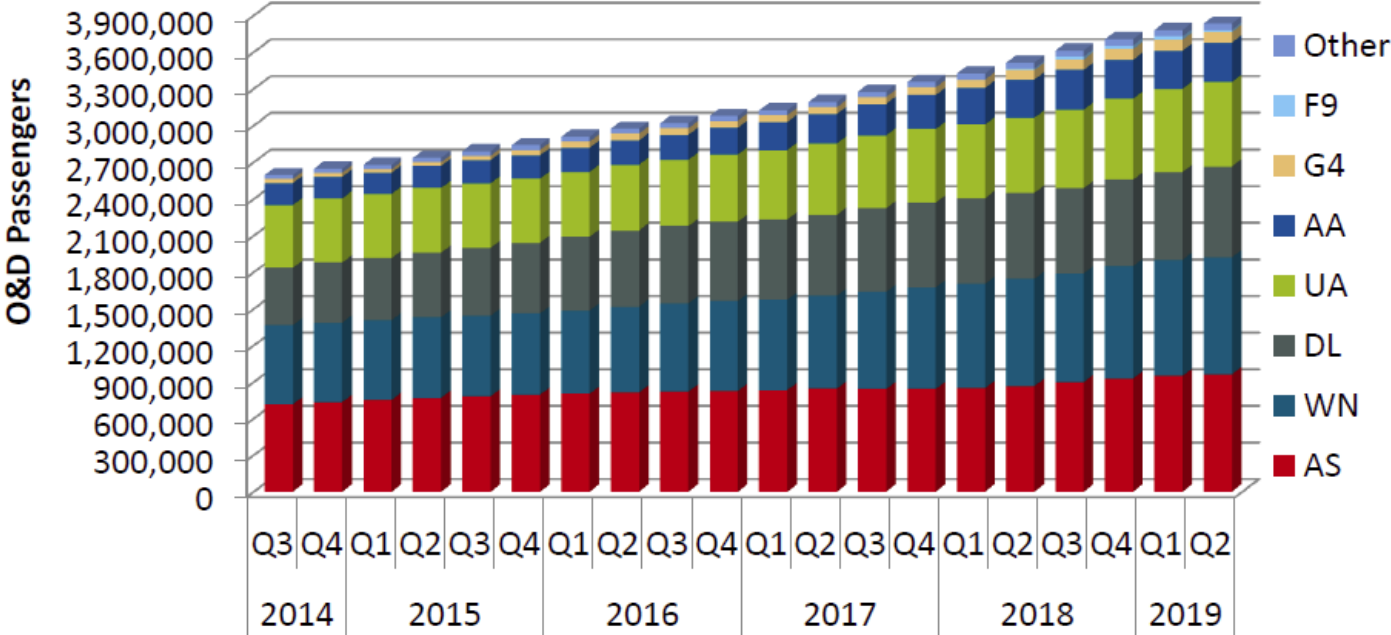
Rank	Destination	O&D Pax	O&D Revenue	Average Fare (\$)	Yield (¢)	% Change Since Q2 2018			
						Pax	Rev	Fare	Yield
1	Seattle, WA	95,706	9,079,979	95	24	15	5	(9)	(9)
2	Portland, OR	56,915	6,470,374	114	33	11	6	(4)	(4)
3	Los Angeles, CA	45,984	5,803,522	126	19	13	20	6	6
4	Spokane, WA	41,283	3,515,087	85	30	3	11	8	8
5	Phoenix, AZ (PHX)	39,606	5,801,609	146	20	12	25	12	12
6	Denver, CO	39,176	6,470,534	165	25	(7)	20	30	30
7	San Diego, CA	38,550	4,460,702	116	15	8	14	6	6
8	Las Vegas, NV	36,666	4,252,430	116	22	7	14	6	6
9	Sacramento, CA	31,688	3,368,964	106	24	9	21	10	10
10	San Jose, CA	23,741	3,012,196	127	24	20	24	3	3
11	San Francisco, CA	21,230	3,982,626	188	36	12	17	5	5
12	Salt Lake City, UT	19,545	3,743,071	192	66	(11)	11	24	24
13	Oakland, CA	18,438	2,549,928	138	27	1	11	10	10
14	Chicago, IL (ORD)	16,382	4,447,931	272	19	16	23	5	5
15	Orange County, CA	16,173	2,556,178	158	23	3	13	10	10
16	Dallas, TX (DFW)	15,348	4,028,679	262	21	(1)	20	21	21
17	Minneapolis, MN	13,852	3,362,911	243	21	1	13	11	11
18	Orlando, FL (MCO)	12,710	2,836,054	223	10	13	23	9	9
19	Atlanta, GA	10,586	2,862,481	270	15	3	11	8	8
20	Ontario, CA	10,208	1,491,600	146	22	1	6	5	5
Total/Average		985,841	192,156,244	195	17	6	9	4	5

San Jose replaced Salt Lake City in the top 10 markets compared to Q2 2018.

The other markets remained the same, with some shifting among rankings.

Boise Airline Market Share

Delta gained 1% of share against American in the latest year-ended period.



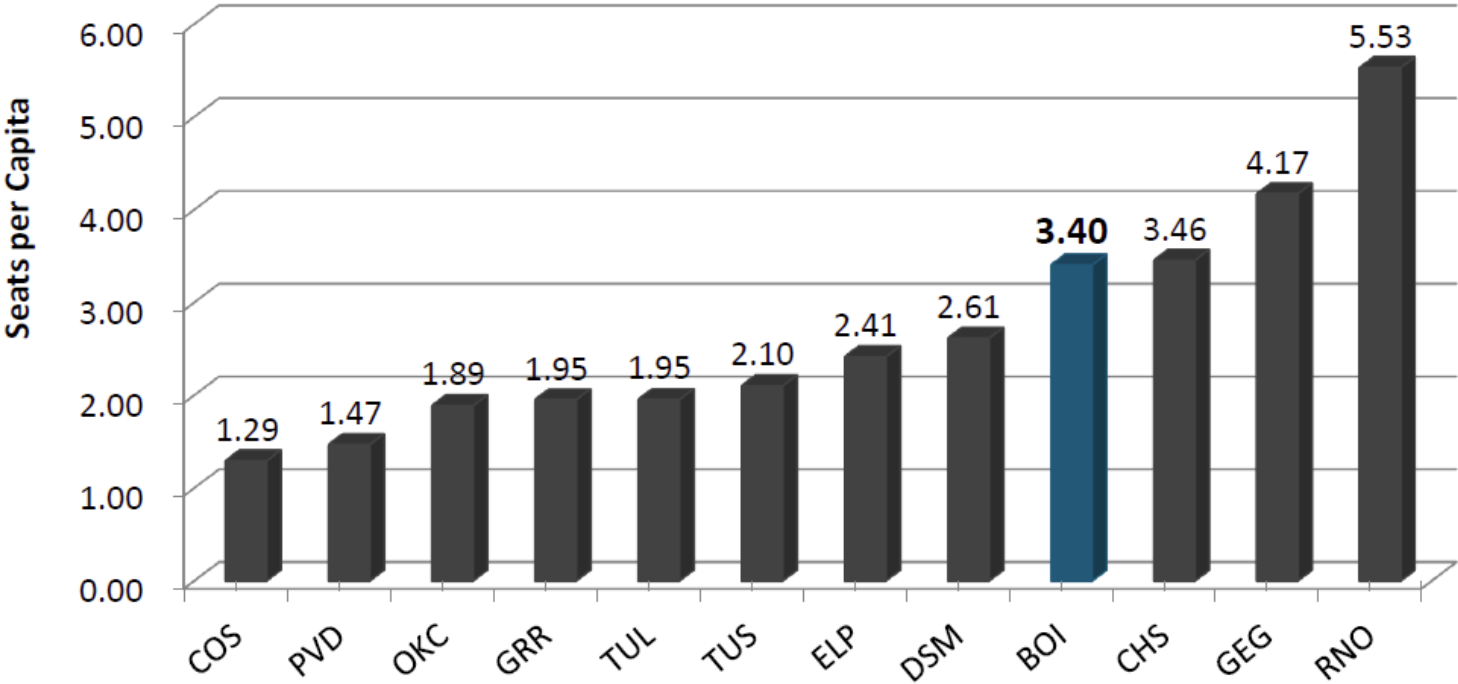
Year	Quarter	Airline Market Share							
		AS	WN	DL	UA	AA	G4	F9	Other
2017	Q3	26%	24%	21%	18%	8%	2%	0%	1%
	Q4	25%	25%	21%	18%	8%	2%	0%	1%
2018	Q1	25%	25%	20%	18%	9%	2%	0%	1%
	Q2	25%	25%	20%	18%	9%	2%	0%	1%
	Q3	25%	25%	19%	18%	9%	2%	1%	1%
	Q4	25%	25%	19%	18%	9%	2%	1%	1%
2019	Q1	25%	25%	19%	18%	9%	2%	1%	1%
	Q2	25%	25%	20%	18%	8%	2%	1%	1%

Boise Forward Looking Schedule

Destination	Airline	Year over Year Change %											
		Nov 2019		Dec 2019		Jan 2020		Feb 2020		Mar 2020		Apr 2020	
		Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats
Total		8%	4%	11%	5%	6%	5%	11%	8%	14%	11%	22%	17%



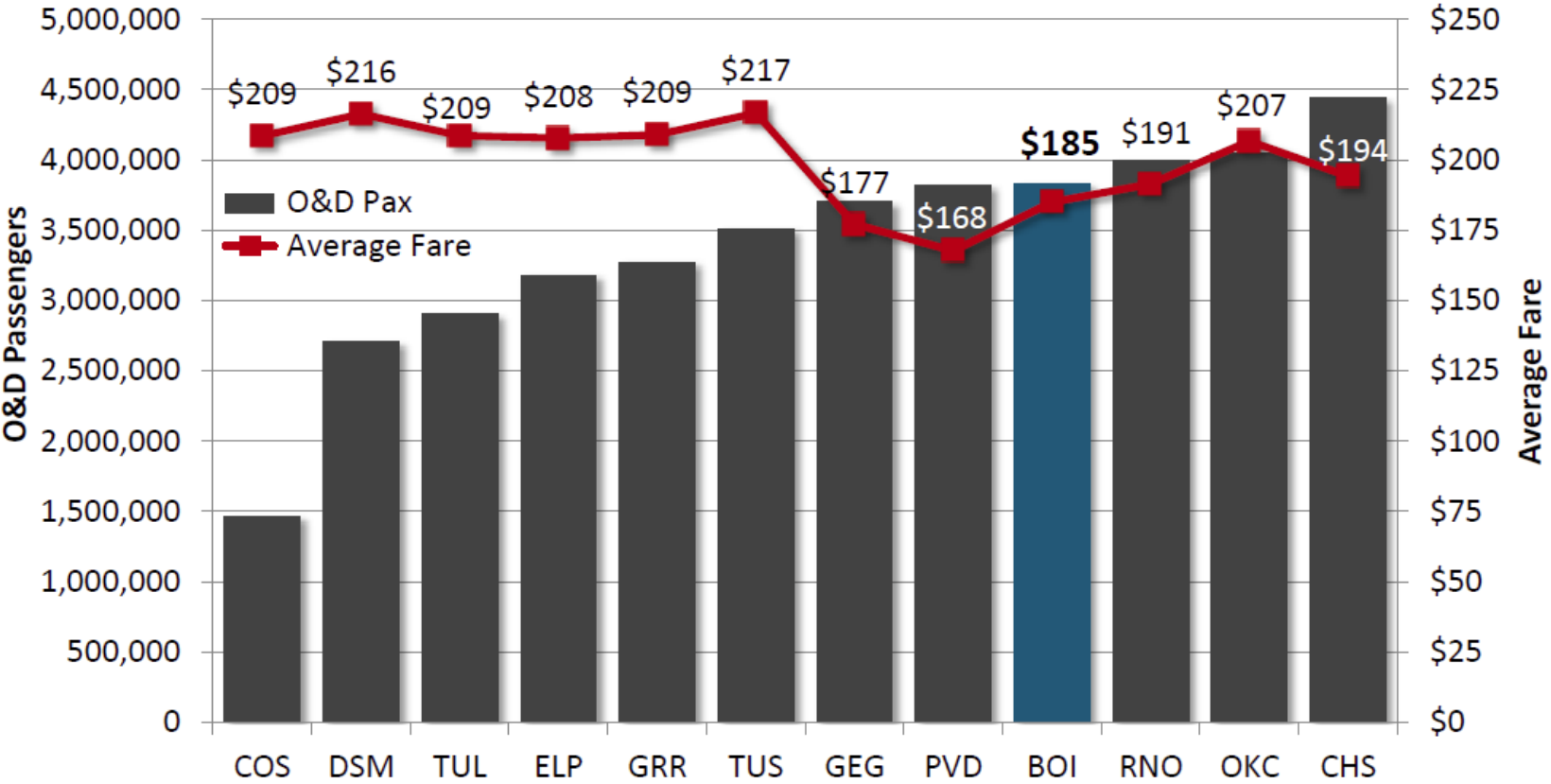
Seats Per Capita Comparison



BOI declined slightly from 3.43 to 3.40 seats per capita from YE Q1 2019 to YE Q2 2019.

Average:
2.39

Origination/Destination Passenger and Airfare Comparison



BOI had the 4th highest O&D passengers and had the lowest fare among compare markets with the exception of Spokane and Providence.

Year-Over-Year Comparisons

Airport	2019 MSA Population	YE Q2 2019			YOY Change		
		# of Nonstop Destinations	O&D Pax	Seats	# of Nonstop Destinations	O&D Pax	Seats
Reno, NV	475,990	24	3,999,328	2,632,475	0	3.8%	2.7%
Spokane, WA	569,690	17	3,701,249	2,376,044	0	7.3%	6.7%
Des Moines, IA	653,824	24	2,704,574	1,709,650	2	8.9%	12.0%
Boise, ID	725,234	21	3,832,912	2,468,971	0	9.1%	7.4%
Colorado Springs, CO	735,207	15	1,464,836	950,336	(4)	(13.4%)	(10.3%)
Charleston, SC	802,945	31	4,442,061	2,774,358	2	11.5%	12.8%
El Paso, TX	876,620	17	3,178,497	2,115,376	2	10.6%	8.1%
Tulsa, OK	1,008,780	24	2,902,175	1,970,646	0	5.3%	5.3%
Tucson, AZ	1,050,054	22	3,508,689	2,205,263	2	6.5%	8.3%
Grand Rapids, MI	1,072,862	27	3,273,702	2,093,502	3	12.4%	16.7%
Oklahoma City, OK	1,415,614	30	4,052,488	2,670,826	3	6.6%	6.3%
Providence, RI	1,638,093	32	3,820,794	2,403,104	(3)	(4.4%)	(7.0%)

Boise had the 6th highest percentage increase in seats and the 4th highest percentage increase in O&D passengers among compare markets.

Upcoming Events

Date	Event
December 5, 2019	Tour New Turbo Air Hangar (after commission meeting)
December 11, 2019	Employee Holiday Party (Noon – 1:30pm & 9:30pm – 11:00pm)
December 12, 2019	PFC Air Carrier Consultation Meeting @ 1:30pm
January 1, 2020	New Parking Rates Begin
January 7, 2020	Boise Mayoral Inauguration @ 6:00pm
January 9, 2020	Next Commission Meeting



Financial Update 2019

Kathleen Watkins, CPA
Deputy Director of Finance and Business

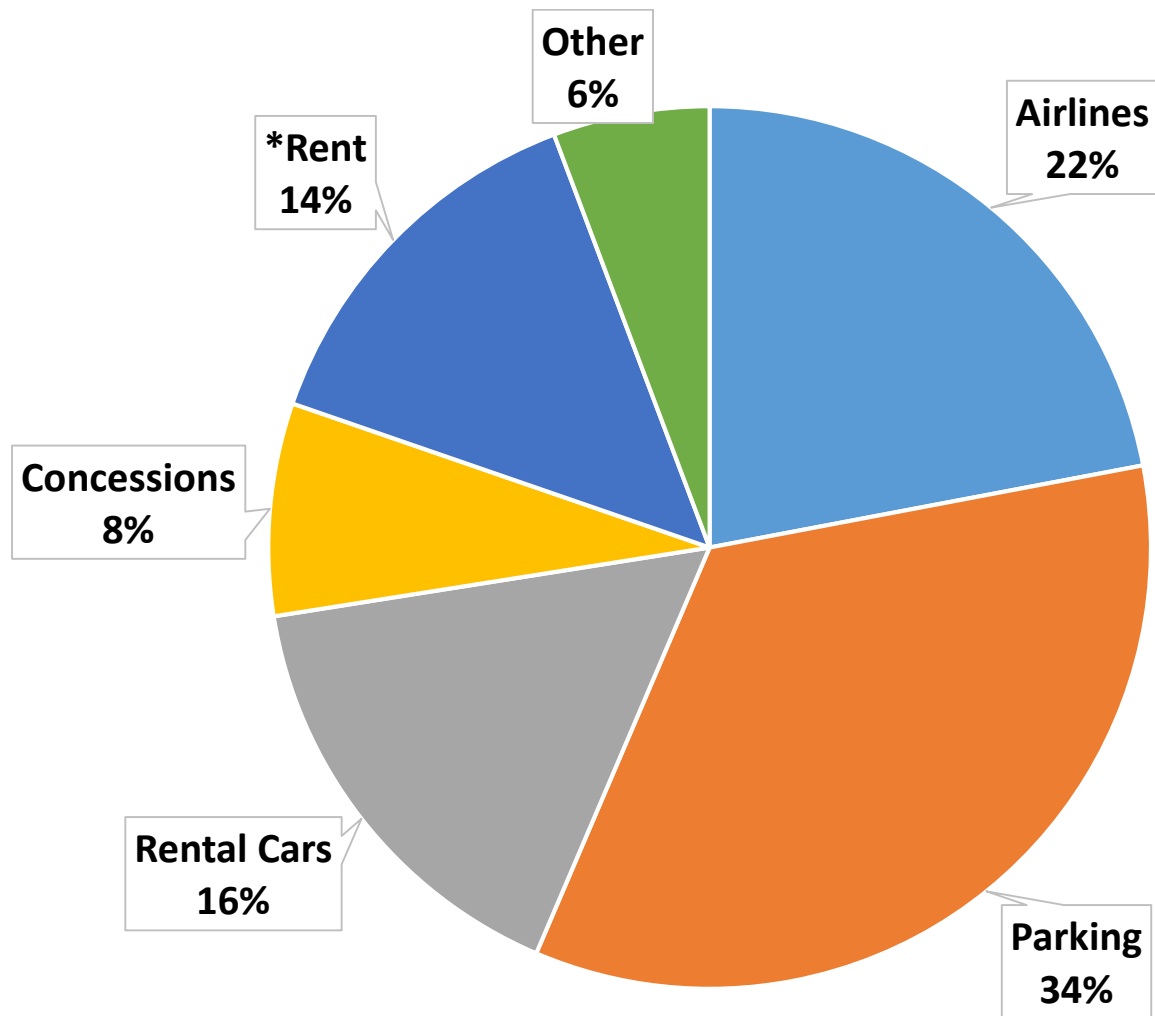
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Budget to Actuals

Operating Revenue

	Budget	Actual	Percentage Change
Airline Landing Fees	\$ 3,789,961	\$ 4,404,036	116%
Airline Rent	\$ 3,340,455	\$ 3,586,327	107%
Parking Fees	\$ 10,218,393	\$ 12,486,173	122%
Rental Cars	\$ 5,092,818	\$ 5,835,856	115%
Concessions	\$ 2,438,354	\$ 2,824,786	116%
Rental Income	\$ 4,640,057	\$ 5,071,068	109%
Other	\$ 869,791	\$ 2,081,508	239%
TOTAL	\$ 30,389,829	\$ 36,289,754	119%

Fiscal Year 2019 Operating Revenue

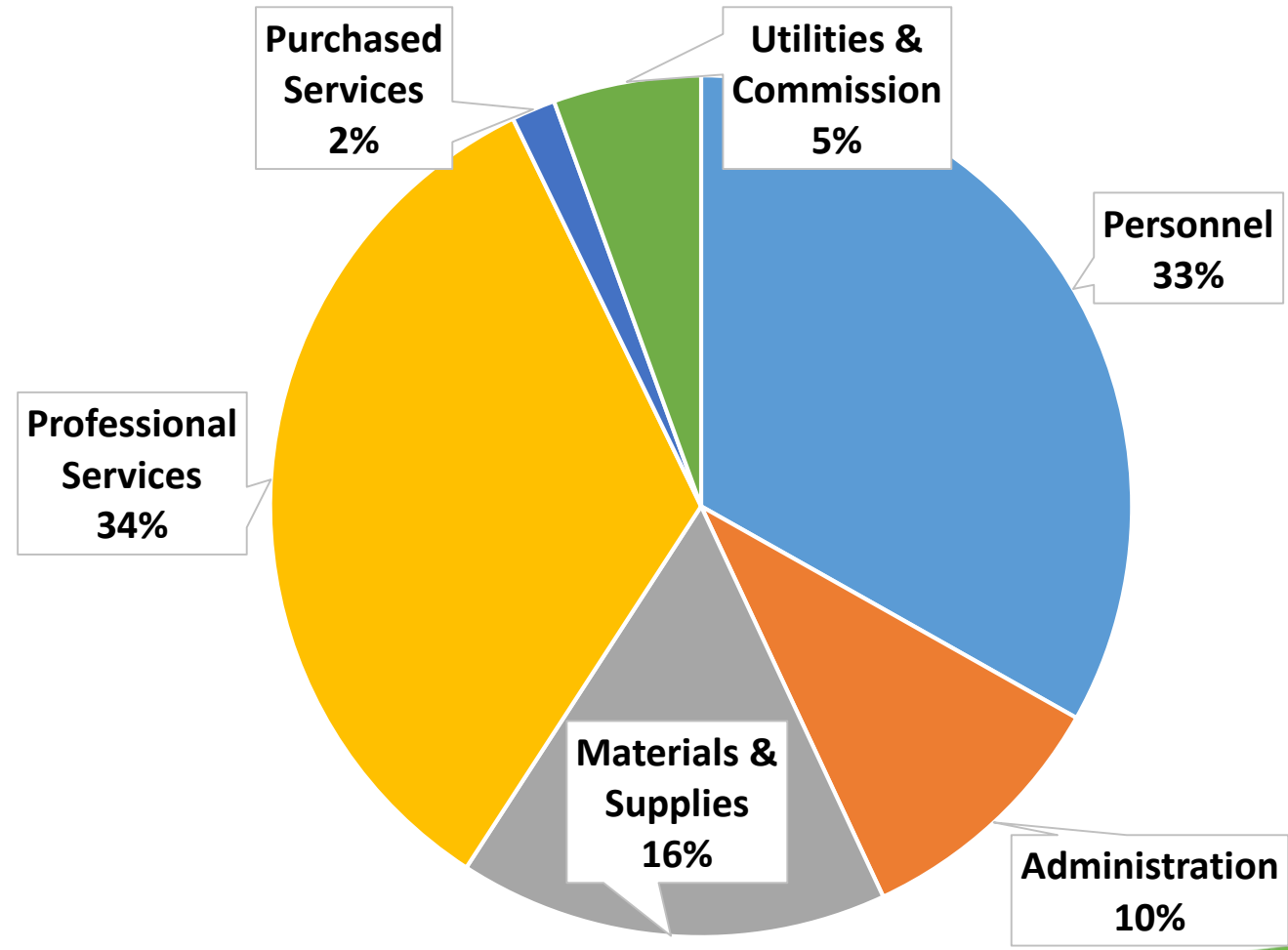


Budget to Actuals

Operating Expenses

	Budget	Actual	Percentage Change
Personnel Services	\$ 8,058,189	\$ 7,686,031	95%
Administrative	\$ 2,558,874	\$ 2,289,444	89%
Materials & Supplies	\$ 5,089,475	\$ 3,734,381	73%
Professional Services	\$ 7,253,744	\$ 7,793,537	107%
Purchased Services	\$ 284,404	\$ 381,854	134%
Utilities & Communication	\$ 1,415,947	\$ 1,284,823	91%
TOTAL	\$ 24,660,633	\$23,170,071	94%

Fiscal Year 2019 Operating Expenses

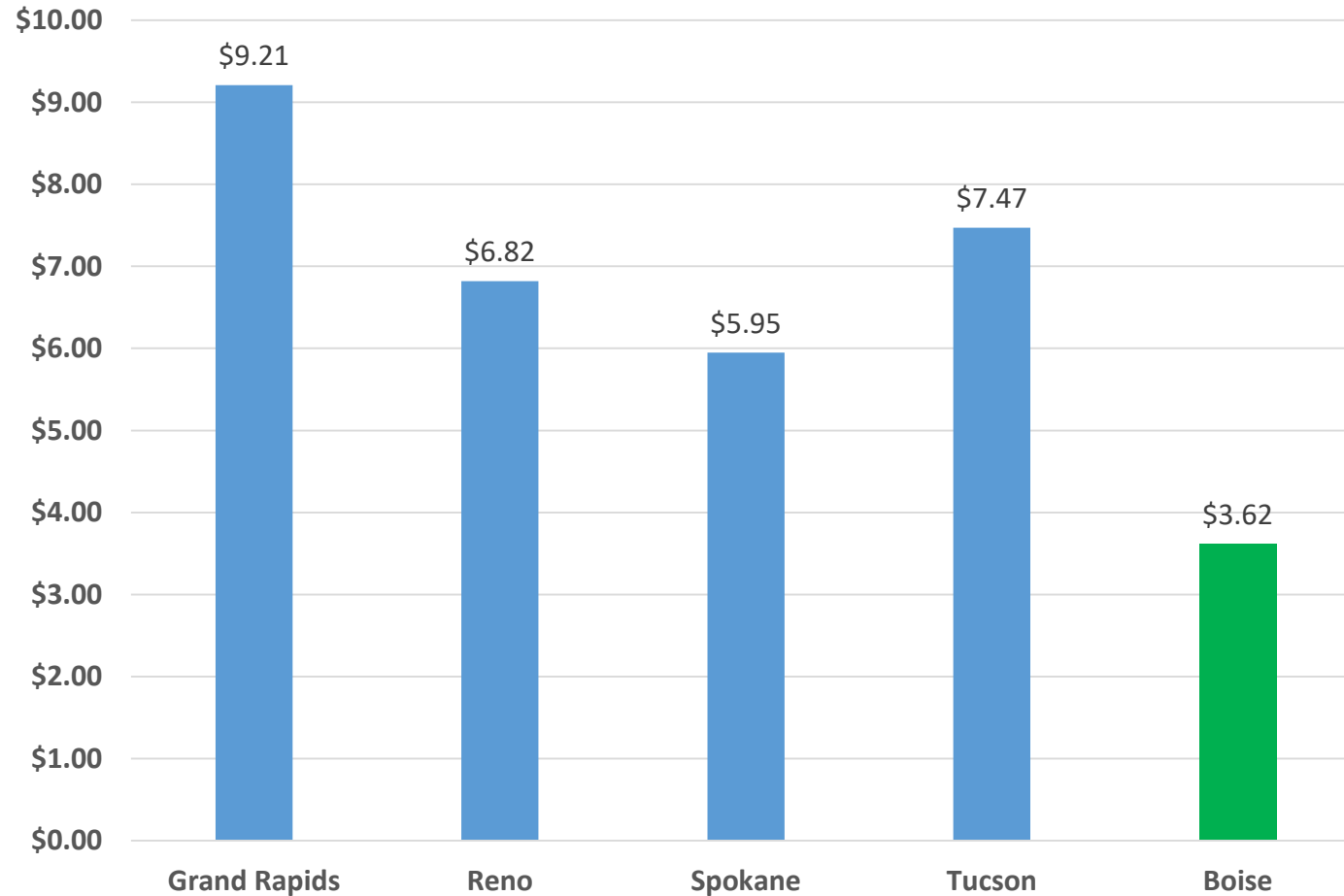


Five Year Change

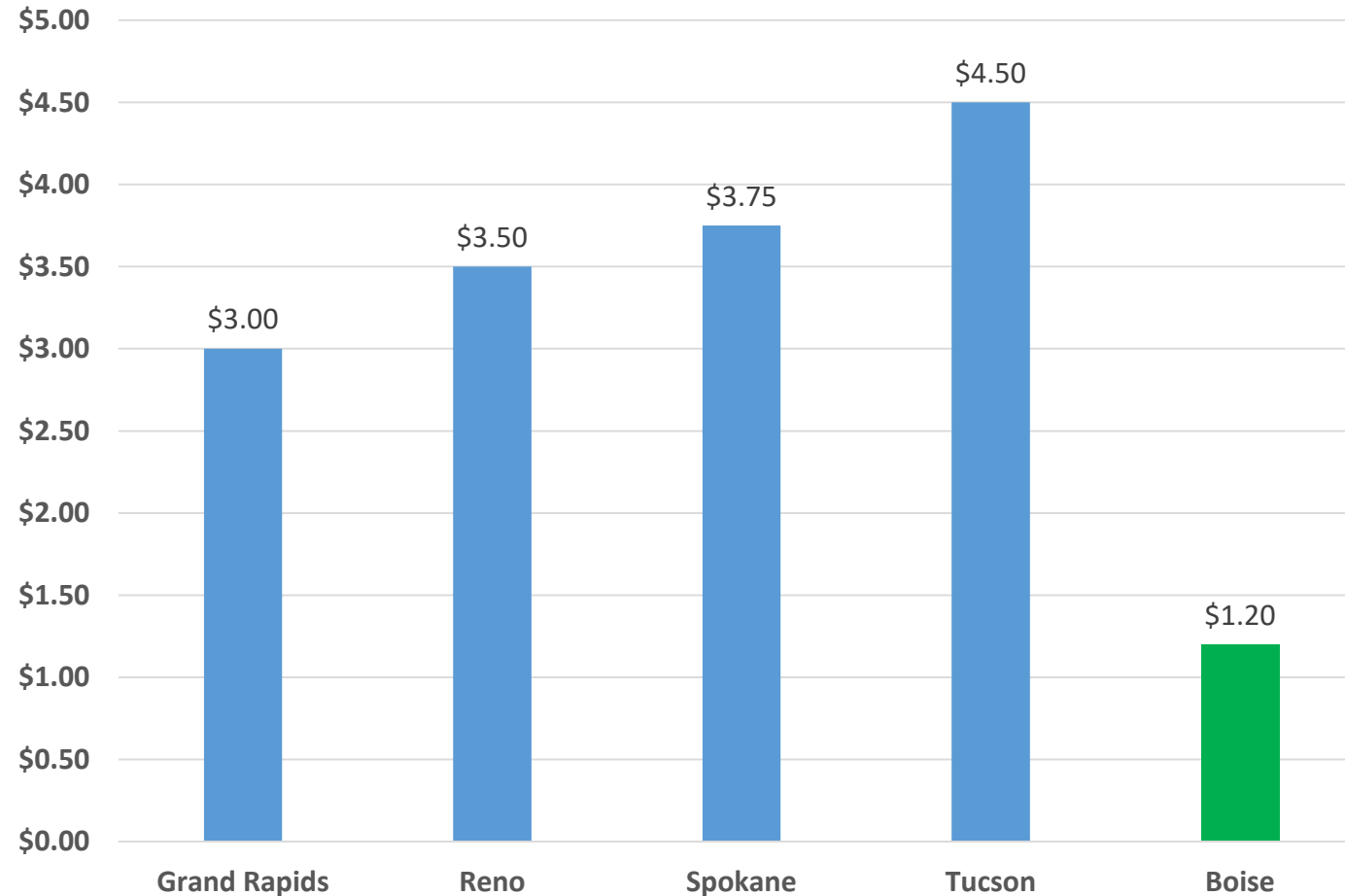
Enplanements, Revenue, Expenses

	2019	2014	5 Year Change
Enplanements	1,808,160	1,216,860	48.6%
Revenue	\$ 48,279,000	\$ 37,023,000	30.4%
Expenses	\$ 35,082,000	\$ 31,784,000	10.38%

Cost Per Enplanement (CPE) Comparisons



Customer Facility Charge (CFC) Comparisons



Existing Debt Services

Existing Debt Services	2020	2025	2030	2035
Series 2011 Bonds	\$ 4,426,000	-	-	-
Series 2012 Bonds	\$ 826,000	\$ 829,000	\$ 827,000	-
Series 2015 Bonds	\$ 791,000	\$ 790,000	\$ 794,000	\$ 791,000
Net Existing Debt Services	\$ 2,561,000	\$ 1,619,000	\$ 1,621,000	\$ 791,000

Questions?

The logo for Boise Airport, featuring a stylized graphic of three curved lines in shades of blue and green above the text.

Boise Airport

www.iflyboise.com