



December Commission Report

Director's Update

Given by Rebecca Hupp, Airport Director
Boise Airport

DECEMBER 6, 2023

Employee Parking Garage Construction



- Framing for perforated panels continues to be installed on the North and East Elevations
- Landscaping in progress along Airport Way
- Wayfinding signage is being installed on level 1

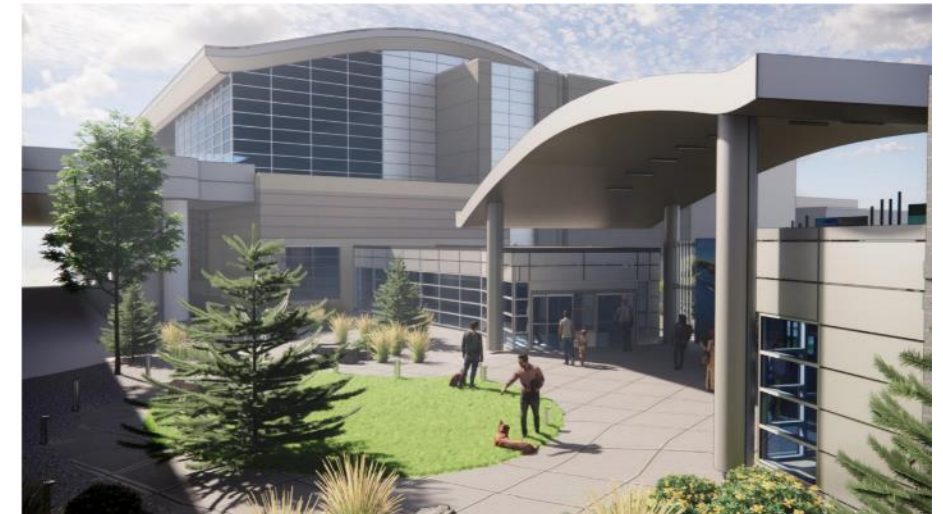
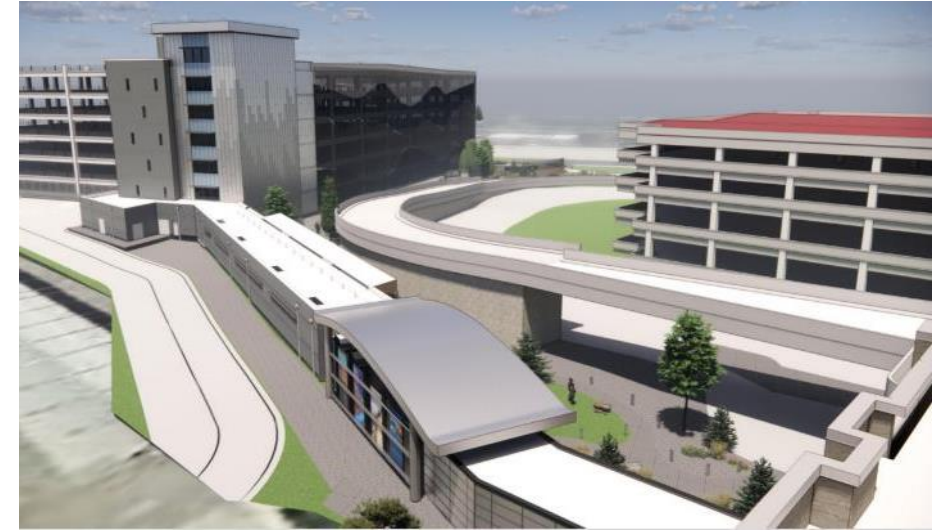
Cooling Tower Relocation



- Three new cooling towers were set north of the C Concourse to replace the existing two towers that are at the end of their lifecycle. Old towers currently sit where the future CONRAC walkway will be built
- New towers will provide additional cooling capacity with the ability to add a fourth tower for future expansion
- Project is expected to be complete by end of April

CONRAC

- The Construction Manager/General Contractor (CMGC) agreement with McAlvain for Package #1 was approved by City Council on 11/28
- Based on subcontractor bids, BOI and McAlvain will work through the Guaranteed Maximum Price (GMP) for the two remaining packages:
 - Package #2 (Deep foundation, procurement of long-lead items): Bid is currently being validated.
 - Package #3 (Vertical construction, terminal connector walkway): Timing TBD
- Once pricing is validated by the CMGC and BOI, the bid will be sent to City Council for approval
- The Notice to Proceed for Package #1 was issued on 12/01. Commencement of work is anticipated mid-December 2023



A Successful Thanksgiving Travel Season

- The weather cooperated and allowed for a successful and punctual Thanksgiving travel season across the nation
- Boise Airport parking facilities met passenger demand, with about 700 stalls available throughout the system, even during peak usage dates
- In the terminal, The GoTeam therapy dogs made multiple visits on our busiest travel days—comforting passengers and staff
- The airport received media coverage on all stations, with most stories highlighting the availability of the East Garage



Passenger Facility Charge Application #8

- The Airport met with Air Carriers to review the project descriptions and justifications for PFC #8
- Public comment is now being accepted about the application **until December 29, 2023**
- The PFC Application is posted on the Boise Airport's website

| Project number | Project title | Level of collection | Proposed PFC amount |
|-------------------|--|---------------------|---------------------|
| 8.1 | Taxilane A3 Relocation (Design & Construction) | \$ 4.50 | \$ 232,123 |
| 8.2 | Taxiway D Relocation and ARFF Road (Design & Construction) | \$ 4.50 | \$ 1,500,000 |
| 8.3 | Concourse A Design (30% design) | \$ 4.50 | \$ 2,925,000 |
| 8.4 | Ticket Lobby Expansion (Design & Construction) | \$ 4.50 | \$ 2,600,000 |
| 8.5 | RIM Improvements Environmental Assessment (Ph. 2, 30% design) | \$ 4.50 | \$ 300,000 |
| 8.6 | Purchase Replacement ARFF Vehicle (S-9) | \$ 4.50 | \$ 1,400,000 |
| 8.7 | Terminal Access Roadway Rehabilitation (Design & Construction) | \$ 4.50 | \$ 3,000,000 |
| 8.8 | SE Cargo Apron and Cargo Taxi-Lane | \$ 4.50 | \$ 648,553 |
| 8.9 | Replace Circulation Area Windows | \$ 4.50 | \$ 490,000 |
| 8.10 | Runway 10R/28L and 10L/28R Reseal (Design & Construction) | \$ 4.50 | \$ 2,000,000 |
| 8.11 | Terminal Lighting Upgrades | \$ 4.50 | \$ 390,000 |
| 8.12 | Baggage System Upgrade - 5th Make Up Pier - Design Only | \$ 4.50 | \$ 200,000 |
| 8.13 | Family Restroom in Concourse B | \$ 4.50 | \$ 650,000 |
| 8.14 | Airfield Access Gate Replacement | \$ 4.50 | \$ 600,000 |
| 8.15 | PFC Consulting Services | \$ 4.50 | \$ 65,000 |
| Total Application | | | \$ 17,000,676 |

Upcoming Solicitations

1. CONCESSIONS REQUEST FOR PROPOSAL

- Plan to issue the RFP on January 2, 2024
- All proposals received by BOI by April 1, 2024

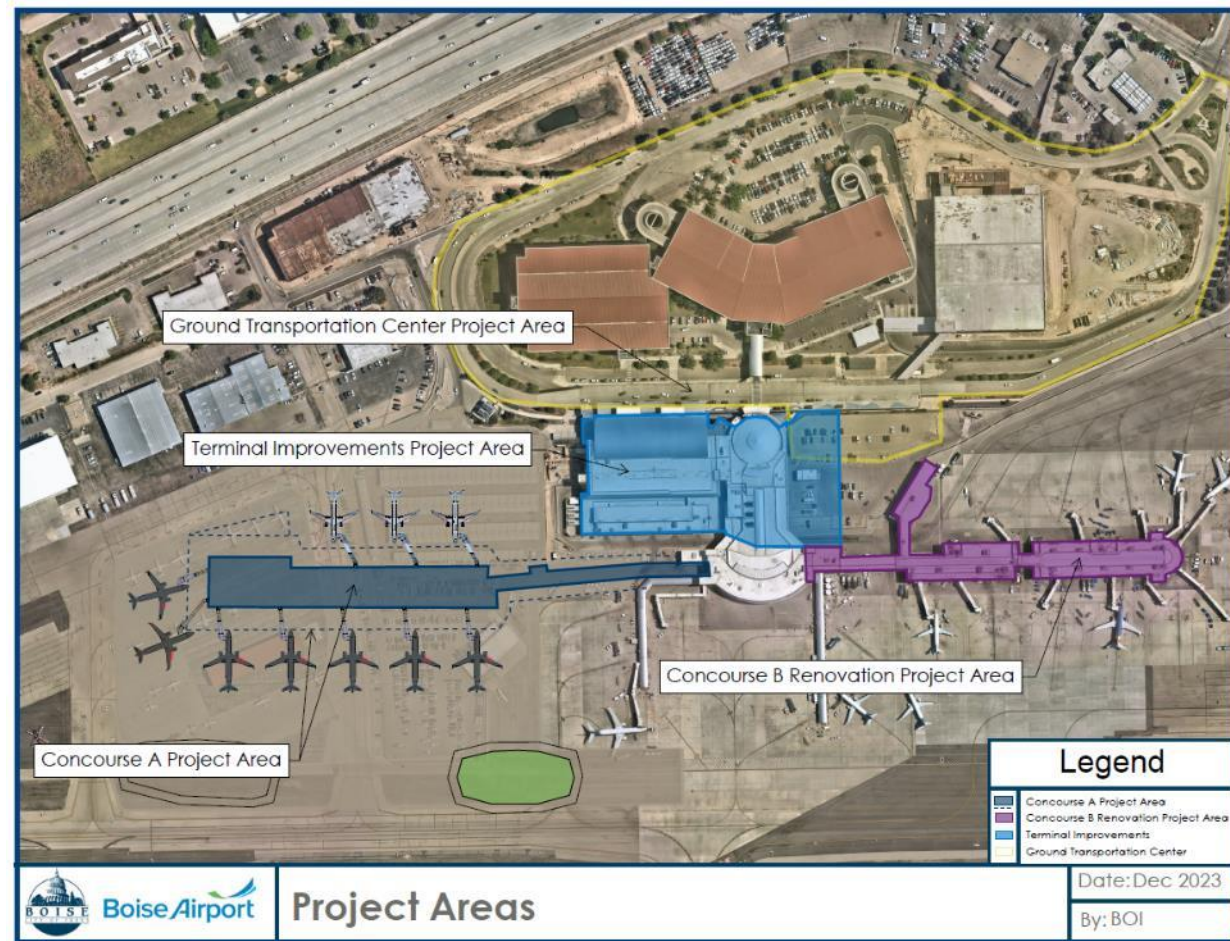
2. BOI UPGRADE PROGRAM: CONCOURSE DEVELOPMENT AND TERMINAL IMPROVEMENTS REQUEST FOR QUALIFICATIONS

- Working towards issuing the RFQ at the beginning of the year with a 4 – 6-week advertising window prior to responses being due



BOI Upgrade Program: Concourse Development and Terminal Improvements

- The Airport intends to proceed with design of the Concourse A and Concourse B Renovation project areas and deliver the projects with a Construction Manager at Risk
- Dependent on future needs and available funding, the project areas may also include the following:
 - Ground Transportation Center
 - Terminal Renovation including, but not limited to: Ticket Counter Expansion and renovation, Baggage Handling System Expansion and upgrade, and Security Checkpoint Expansion



Meet Up with the Mayor

- Mayor McLean joined Director Hupp to discuss the future growth at the Boise Airport, focusing on BOI Upgrade and potential air service
- This event was one of the best attended meetings in the “Meet Up with the Mayor” series and the airport’s GA community was well-represented



Concessions Meet and Greet



- BOI held a meet and greet for local businesses to network with potential concessionaire partners on 11/2
- Event was very well attended by both concessionaires and local restauranters and gift shop suppliers



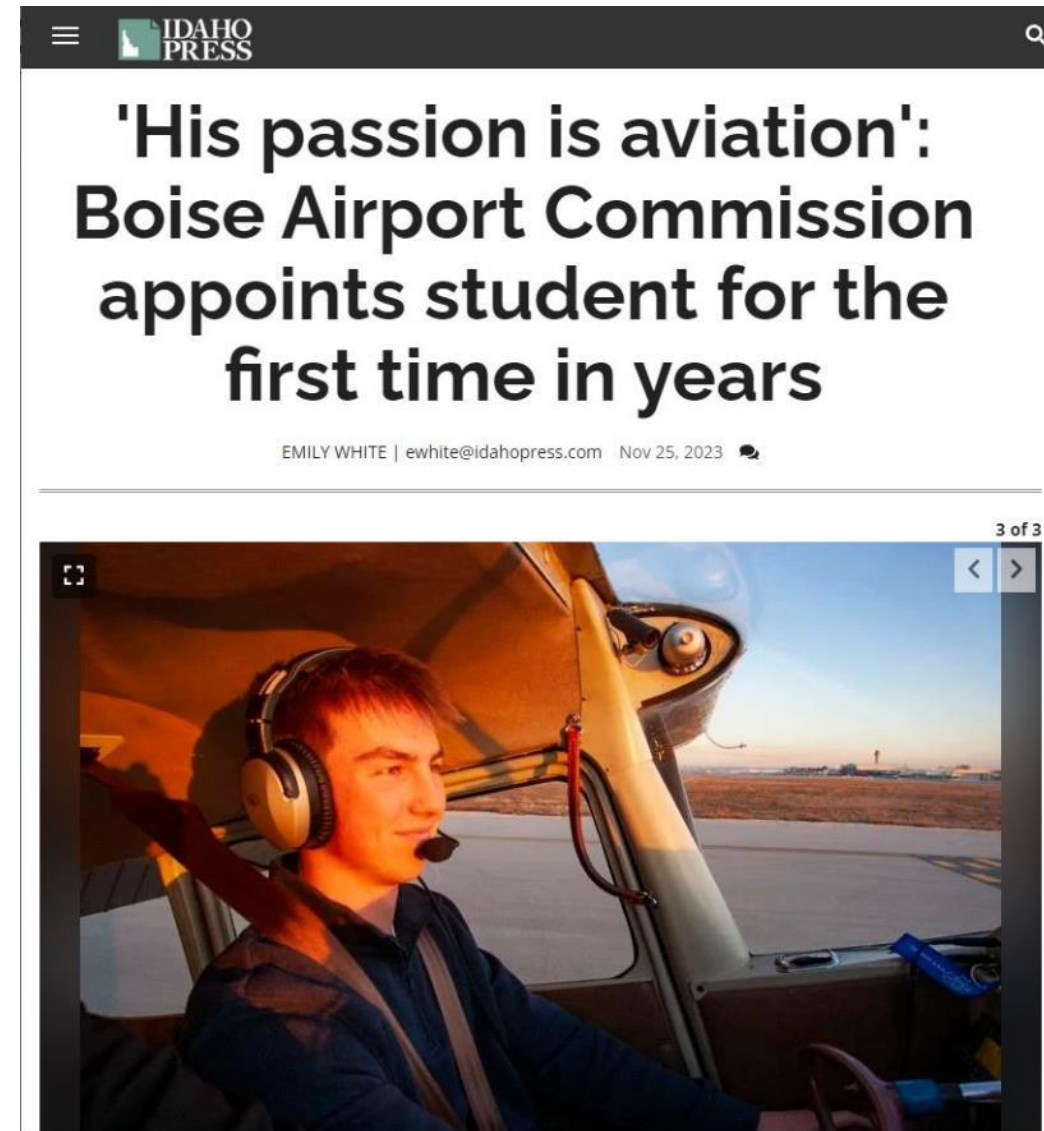
Exceptional Customer Service

BOI Received Multiple Passenger Compliments in November:

- The airport custodial team received a passenger compliment after helping locate a lost hearing aid. The passenger was incredibly grateful for their positive attitudes and quick service.
- The Car Park staff helped a passenger whose car battery died while it was parked in the garage. The evening supervisor quickly came to their aid with a battery charger and helped them get their car started.
- The Car Park received another compliment for their patient and friendly attitude while helping a retrieve a replacement receipt for airport parking.

Miles Makes the News!

- The Idaho Press interviewed Miles Conklin and Jamie Boesiger about his student commissioner seat
- Article ran 11/25/23 and touches on the importance of the airport commission and Miles' unique perspective as a commissioner



Celebrating Our Concessions Partners



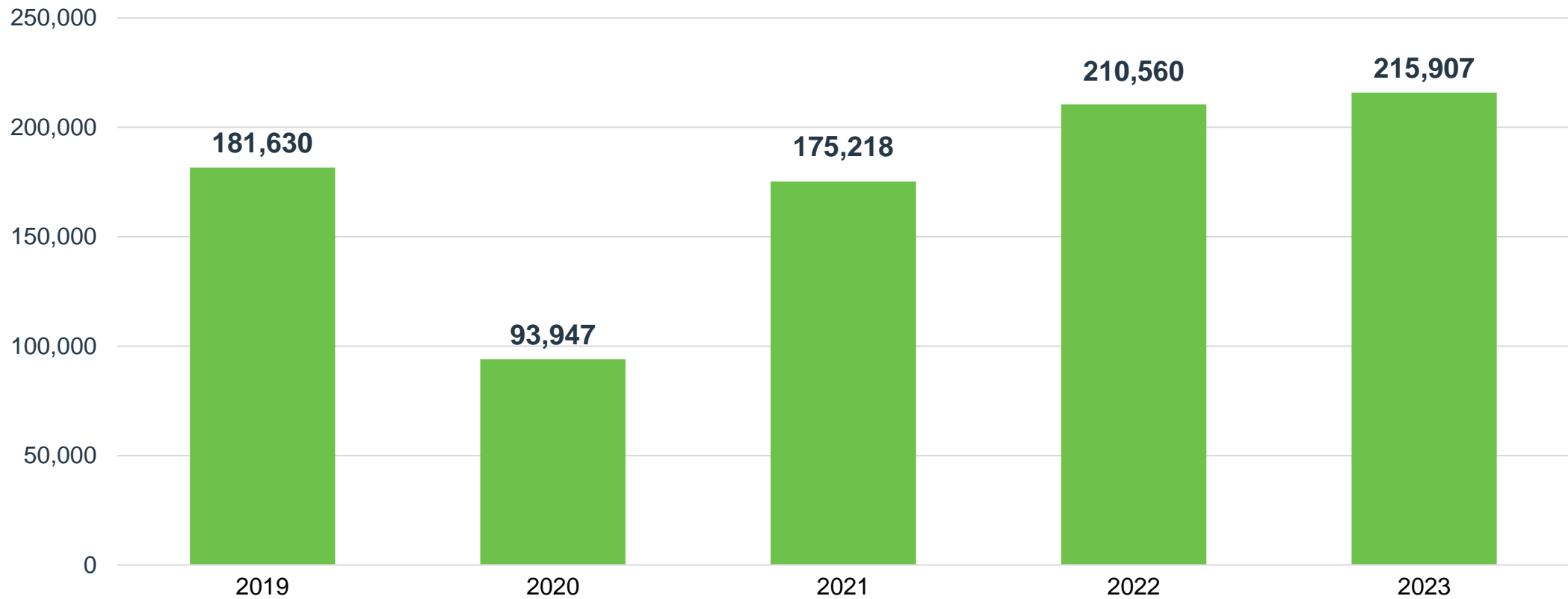
Tara Sterling was named Paradies Lagadere's 2023 Manager of the Year for Division 2!



Bill Best recently celebrated his 33rd Anniversary with Delaware North!

October Enplanements

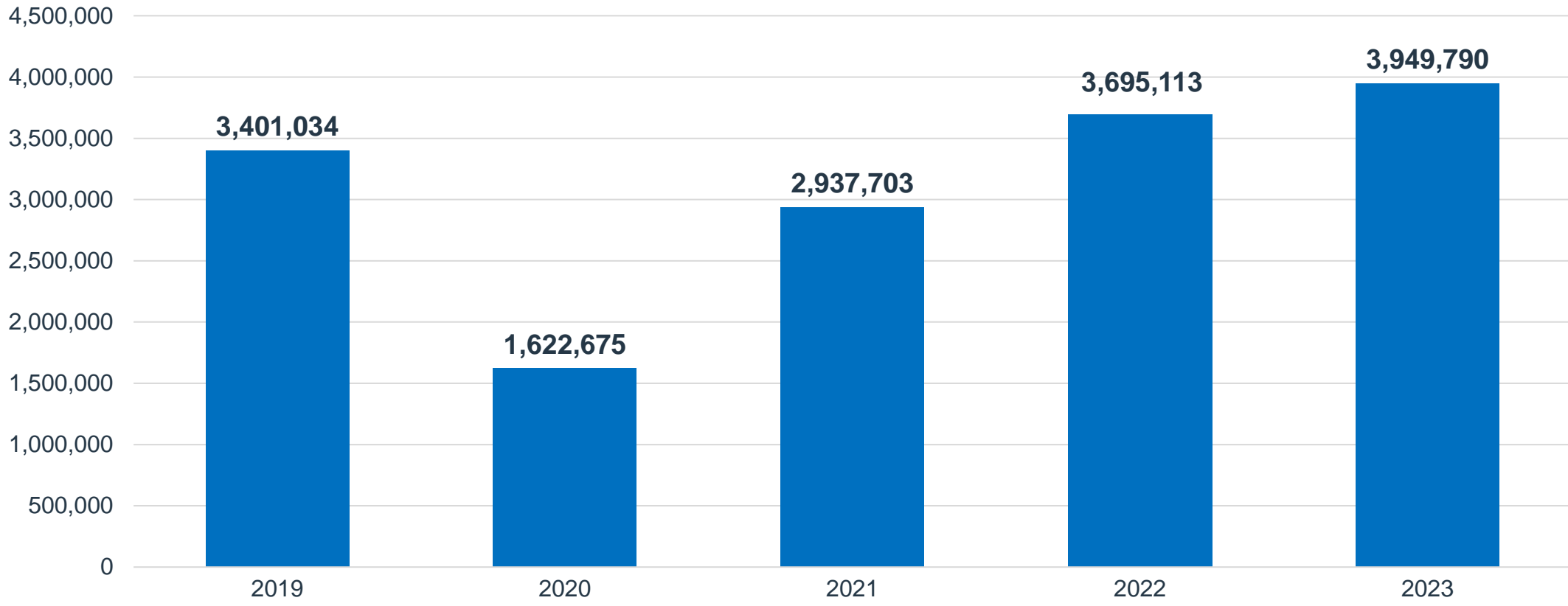
Enplanements are up 3% above October 2022



2023 Total Passengers (through October)

Holding steady at 7% over 2022

Total Passengers



| Top 10 Operating Revenue Description | FY 2024 | FY 2023 | \$ Change | % Change |
|---|---------------------|---------------------|-------------------|-----------------|
| Parking Lot | \$ 1,948,041 | \$ 1,537,522 | \$ 410,519 | 27% |
| Rental Car Concession | \$ 659,281 | \$ 679,842 | (\$ 20,561) | -3% |
| Signatory Airline Landing Fees | \$ 578,517 | \$ 349,923 | \$ 228,595 | 65% |
| Terminal Rent - Airlines | \$ 383,046 | \$ 292,807 | \$ 90,239 | 31% |
| Industrial Land Rent | \$ 361,758 | \$ 339,419 | \$ 22,339 | 7% |
| Terminal Concessions – Food/Beverage | \$ 166,408 | \$ 154,242 | \$ 12,166 | 8% |
| Terminal Concessions – Retail | \$ 101,442 | \$ 172,677 | (\$ 71,235) | -41% |
| Landings/Freight | \$ 91,898 | \$ 66,386 | \$ 25,512 | 38% |
| Advertising | \$ 78,428 | \$ 28,971 | \$ 49,457 | 171% |
| TNC Revenue | \$ 55,511 | \$ 45,918 | \$ 9,593 | 21% |
| Total Top 10 Operating Revenue | \$ 4,424,330 | \$ 3,667,707 | \$ 756,623 | -- |
| Other Operating Revenue | \$ 335,862 | \$ 280,003 | \$ 55,859 | 20% |
| Total Operating Revenue | \$ 4,760,192 | \$ 3,947,710 | \$ 812,482 | 21% |

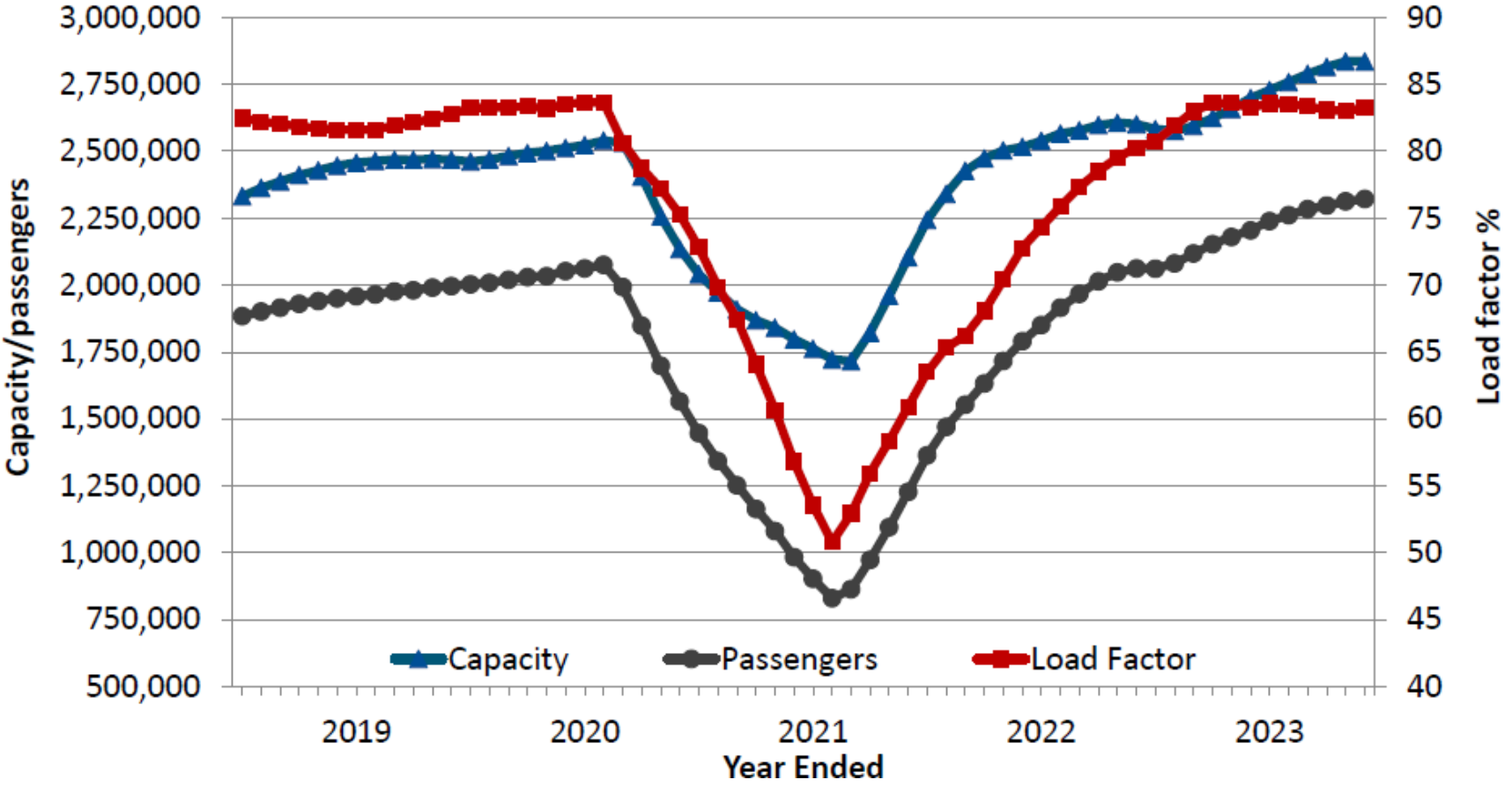
| Top 10 Operating Expenses Description | FY 2024 | FY 2023 | \$ Change | % Change |
|--|---------------------|---------------------|---------------------|-----------------|
| Personnel | \$ 1,436,466 | \$ 1,157,500 | \$ 278,966 | 24% |
| Parking Management | \$ 632,245 | \$ 195,872 | \$ 436,373 | 223% |
| Indirect Cost Reimbursement | \$ 582,216 | \$ 500,275 | \$ 81,940 | 16% |
| Fire Service | \$ 381,205 | \$ - | \$ 381,205 | 100% |
| Policing Service | \$ 380,206 | \$ - | \$ 380,206 | 100% |
| Power | \$ 88,585 | \$ 82,089 | \$ 6,497 | 8% |
| R/M – Structural/Electrical/Plumbing | \$ 69,455 | \$ 53,174 | \$ 16,282 | 31% |
| R/M – Fleet Management | \$ 53,586 | \$ 40,412 | \$ 13,174 | 33% |
| Marketing and Public Relations | \$ 43,255 | \$ 429 | \$ 42,825 | 9979% |
| Credit Card Fees | \$ 41,773 | \$ 32,156 | \$ 9,618 | 30% |
| Total Top 10 Operating Expenses | \$ 3,708,992 | \$ 2,061,906 | -- | -- |
| Other Operating Expense | \$ 279,624 | \$ 274,415 | \$ 5,210 | 2% |
| Total Operating Expense | \$ 3,988,616 | \$ 2,336,321 | \$ 1,652,295 | 71% |

Top Origination/Destination Markets

| Rank | Destination | O&D Pax | O&D Revenue | Average Fare (\$) | Yield (¢) | % Change Since Q2 2022 | | | |
|------|----------------------|------------------|--------------------|-------------------|-----------|------------------------|----------|----------|------------|
| | | | | | | Pax | Rev | Fare | Yield |
| 1 | Seattle, WA | 91,085 | 11,088,147 | 122 | 31 | 13 | 18 | 4 | 4 |
| 2 | Phoenix, AZ (PHX) | 57,479 | 8,550,568 | 149 | 20 | 5 | 8 | 3 | 3 |
| 3 | Las Vegas, NV | 55,986 | 5,698,009 | 102 | 20 | 35 | 1 | (26) | (26) |
| 4 | Los Angeles, CA | 45,862 | 7,228,588 | 158 | 23 | (16) | (14) | 3 | 3 |
| 5 | Denver, CO | 44,392 | 8,117,321 | 183 | 28 | 5 | 12 | 7 | 7 |
| 6 | Portland, OR | 41,787 | 6,502,291 | 156 | 45 | 5 | 12 | 7 | 7 |
| 7 | Sacramento, CA | 40,833 | 4,977,002 | 122 | 28 | 30 | 16 | (11) | (11) |
| 8 | San Diego, CA | 40,517 | 5,857,660 | 145 | 19 | 5 | (1) | (6) | (6) |
| 9 | Orange County, CA | 30,460 | 3,878,704 | 127 | 19 | 14 | 10 | (3) | (3) |
| 10 | Spokane, WA | 28,680 | 3,837,040 | 134 | 47 | 9 | 12 | 3 | 3 |
| 11 | San Jose, CA | 28,537 | 3,587,453 | 126 | 24 | 31 | 23 | (6) | (6) |
| 12 | San Francisco, CA | 25,191 | 3,990,831 | 158 | 30 | (12) | (5) | 9 | 9 |
| 13 | Burbank, CA | 24,922 | 2,680,054 | 108 | 16 | 81 | 68 | (7) | (7) |
| 14 | Oakland, CA | 21,636 | 2,639,827 | 122 | 24 | (8) | (5) | 3 | 3 |
| 15 | Chicago, IL (ORD) | 20,699 | 5,249,680 | 254 | 18 | 12 | (2) | (12) | (12) |
| 16 | Dallas, TX (DFW) | 19,537 | 5,430,419 | 278 | 22 | 8 | 3 | (5) | (5) |
| 17 | Salt Lake City, UT | 19,085 | 3,858,280 | 202 | 69 | 5 | 9 | 3 | 3 |
| 18 | Minneapolis, MN | 15,137 | 4,131,288 | 273 | 24 | (2) | 10 | 13 | 13 |
| 19 | Atlanta, GA | 15,080 | 4,812,357 | 319 | 17 | 4 | 1 | (3) | (3) |
| 20 | Orlando, FL (MCO) | 13,151 | 3,733,134 | 284 | 13 | (7) | (14) | (7) | (7) |
| | Total/Average | 1,146,640 | 258,888,164 | 226 | 19 | 8 | 9 | 1 | (3) |

15 of the top 20 markets had increased passengers compared to Q2 2022, with Burbank increasing by the highest percentage

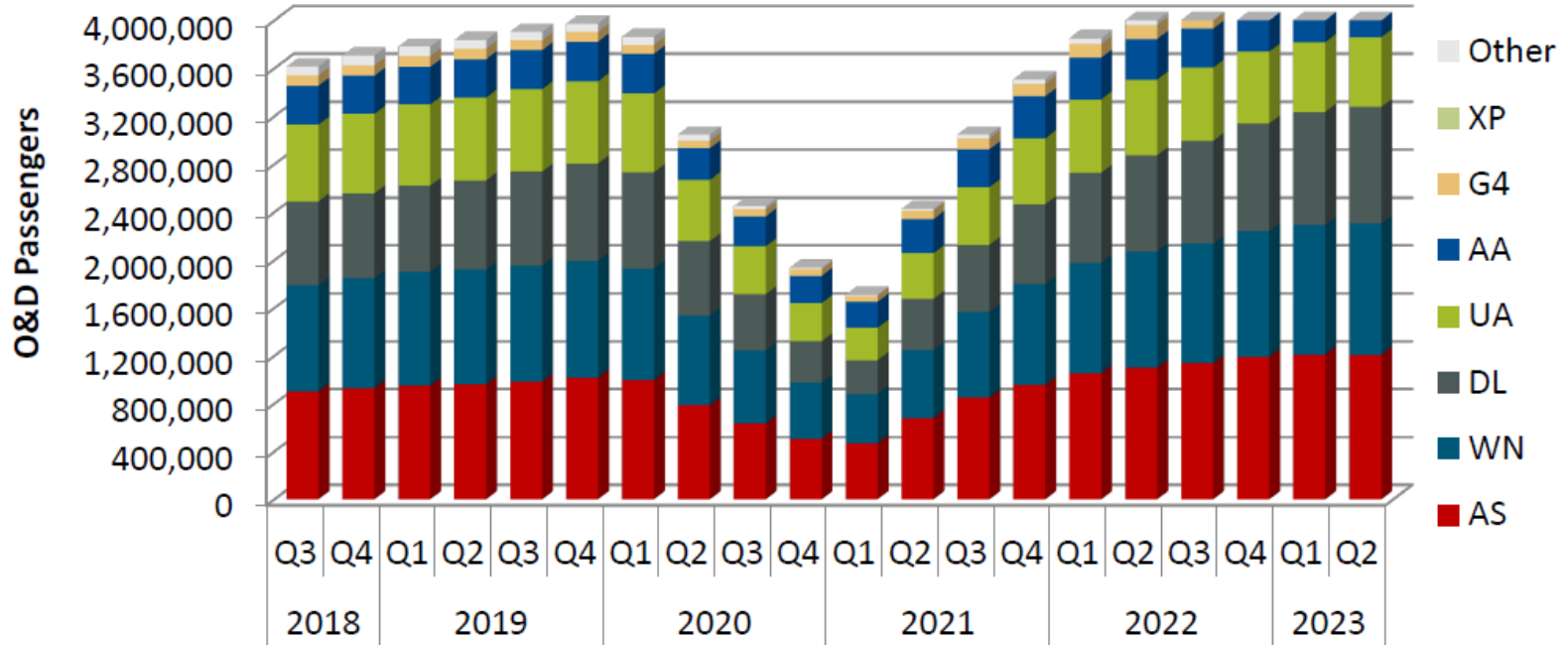
Boise Traffic/Capacity Trends



YE June 2023 capacity was up 9%, while passengers were up 13%, leading to a 3% point increase in the average load factor (83%)

Boise Airline Market Share

AS and WN lost 1% point of share each to DL and NK in the latest year-ended period



| Year | Quarter | Airline Market Share | | | | | | | | |
|------|---------|----------------------|-----|-----|-----|-----|----|----|----|-------|
| | | AS | WN | DL | UA | AA | G4 | NK | XP | Other |
| 2021 | Q3 | 28% | 24% | 18% | 16% | 10% | 3% | 0% | 0% | 1% |
| | Q4 | 27% | 24% | 19% | 16% | 10% | 3% | 0% | 0% | 1% |
| 2022 | Q1 | 27% | 24% | 20% | 16% | 9% | 3% | 0% | 0% | 1% |
| | Q2 | 27% | 24% | 20% | 16% | 9% | 3% | 0% | 0% | 1% |
| | Q3 | 28% | 24% | 21% | 15% | 8% | 3% | 0% | 0% | 1% |
| | Q4 | 28% | 25% | 21% | 14% | 8% | 2% | 1% | 0% | 1% |
| 2023 | Q1 | 28% | 25% | 21% | 13% | 8% | 2% | 1% | 1% | 1% |
| | Q2 | 27% | 24% | 22% | 13% | 8% | 2% | 2% | 1% | 1% |

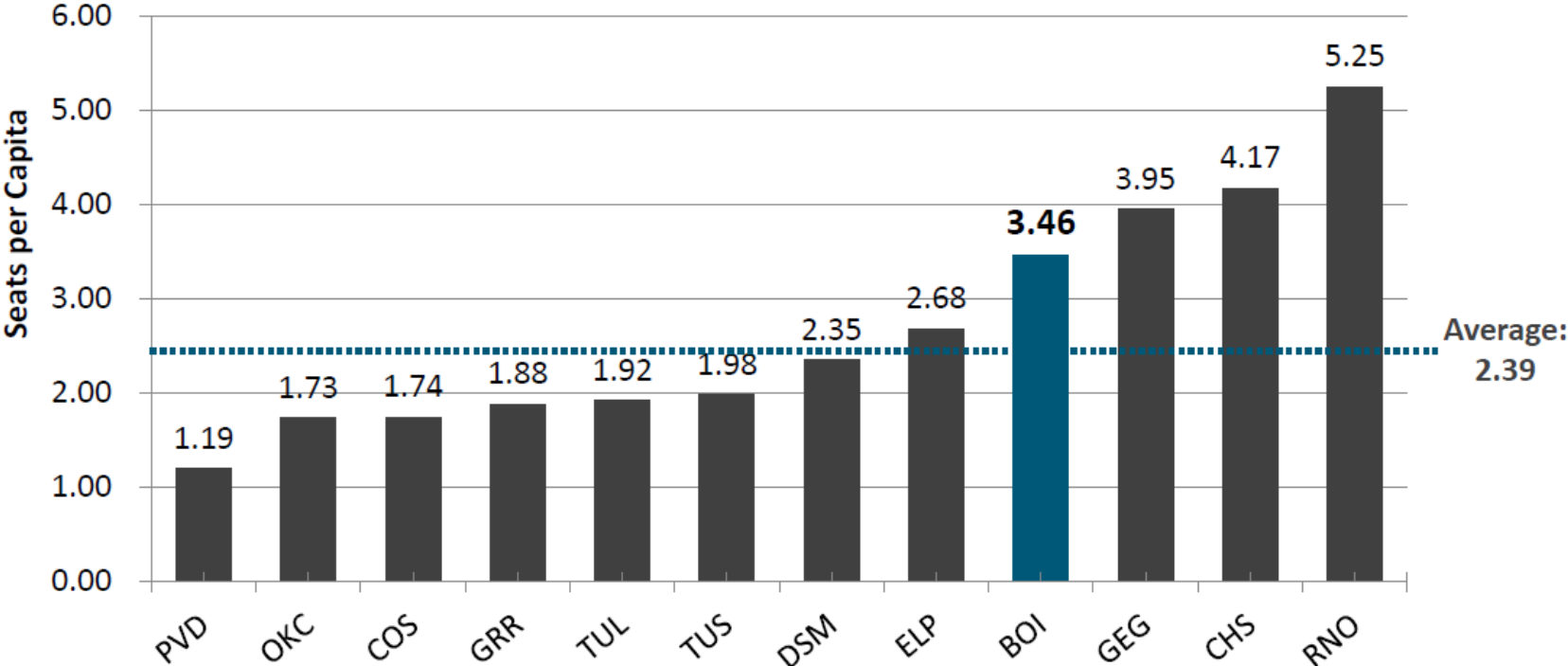
Boise Forward Looking Schedule

Over the next 6 months, BOI's flights are scheduled to be up 2%, while seats are scheduled to be up 1% compared to the same months in the prior year

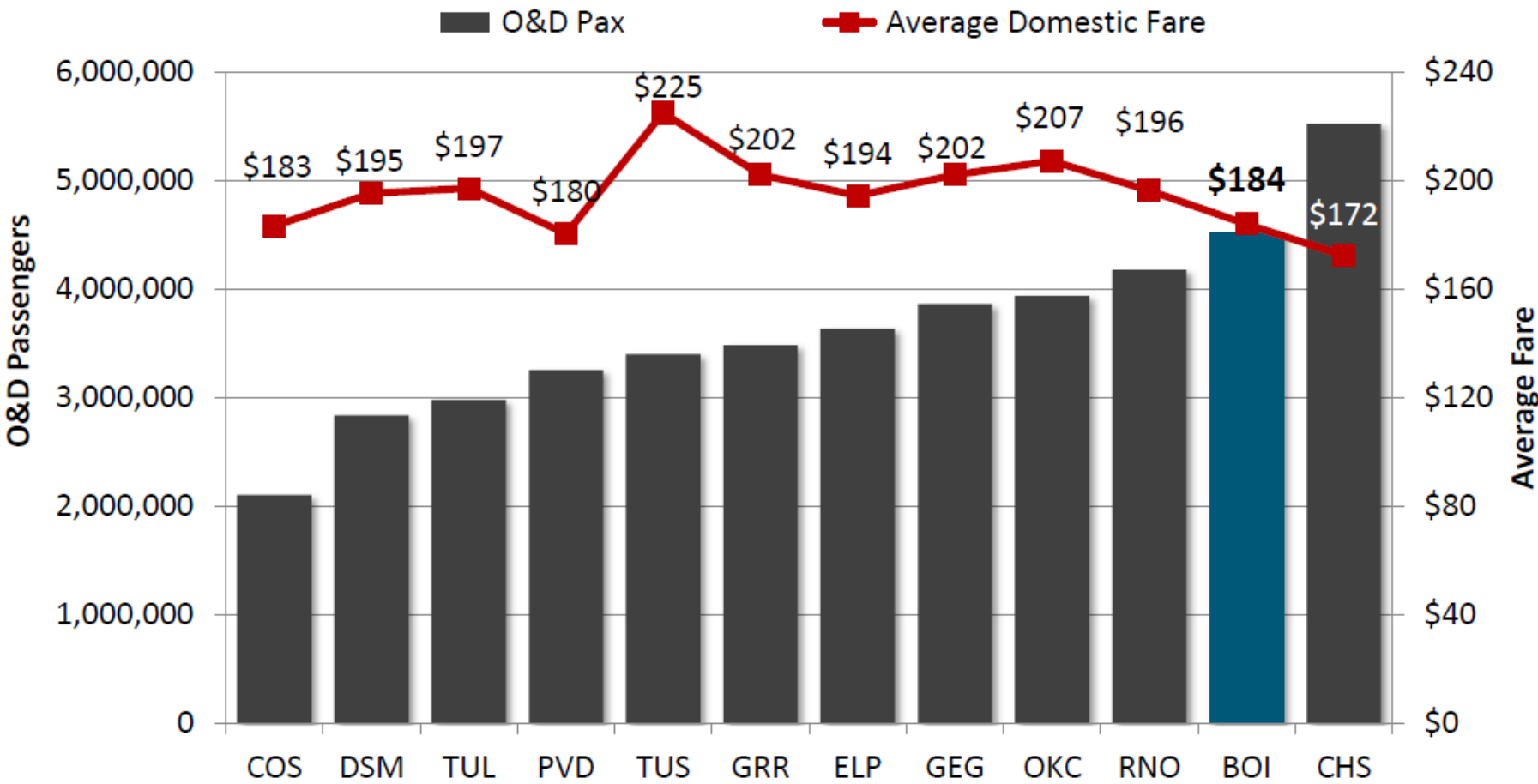
| Airline | Destination | Year-Over-Year Change % | | | | | | | | | | | |
|--------------|-------------|-------------------------|-------|----------|-------|----------|-------|----------|-------|----------|-------|----------|-------|
| | | Oct 2023 | | Nov 2023 | | Dec 2023 | | Jan 2024 | | Feb 2024 | | Mar 2024 | |
| | | Flts | Seats | Flts | Seats | Flts | Seats | Flts | Seats | Flts | Seats | Flts | Seats |
| Total | | 1% | 3% | 3% | 2% | 2% | (2%) | (2%) | (2%) | (3%) | (2%) | 10% | 9% |

Seats Per Capita Comparison

BOI exceeds all comparison markets except Spokane (GEG), Charleston (CHS) and Reno (RNO) in seats per capita and increased from 3.4 to 3.46 from YE Q1 2023 to YE Q2 2023



Origination/Destination Passenger and Airfare Comparison



BOI ranked 2nd in O&D passengers and had the 4th lowest average domestic fare

Year-Over-Year Comparisons

| Airport | 2023 MSA Population | YE Q2 2023 | | | YOY Change | | |
|----------------------|---------------------|---------------------------|------------------|------------------|---------------------------|------------|-----------|
| | | # of Nonstop Destinations | O&D Pax | Seats | # of Nonstop Destinations | O&D Pax | Seats |
| Reno, NV | 510,337 | 31 | 4,174,677 | 5,354,888 | (4) | 5% | 3% |
| Spokane, WA | 603,137 | 21 | 3,859,702 | 4,765,445 | (1) | 10% | 7% |
| Des Moines, IA | 732,565 | 31 | 2,834,149 | 3,444,818 | (1) | 12% | 9% |
| Colorado Springs, CO | 780,903 | 16 | 2,101,592 | 2,720,784 | 3 | 2% | (3%) |
| Boise, ID | 820,134 | 26 | 4,519,414 | 5,672,736 | (4) | 13% | 9% |
| Charleston, SC | 835,740 | 49 | 5,522,652 | 6,972,025 | 0 | 14% | 10% |
| El Paso, TX | 888,155 | 15 | 3,633,771 | 4,761,370 | (2) | 12% | 19% |
| Tulsa, OK | 1,037,114 | 26 | 2,977,695 | 3,977,477 | 1 | 15% | 19% |
| Tucson, AZ | 1,071,487 | 21 | 3,397,692 | 4,234,470 | 1 | 10% | 12% |
| Grand Rapids, MI | 1,105,402 | 33 | 3,481,491 | 4,155,666 | (2) | 7% | 6% |
| Oklahoma City, OK | 1,468,034 | 25 | 3,936,824 | 5,075,454 | (1) | 10% | 11% |
| Providence, RI | 1,682,286 | 32 | 3,252,574 | 4,019,020 | 4 | 14% | 17% |

BOI had the 4th highest percentage passenger increase and tied for the 7th highest percentage seat increase of the comparison markets.



Boise Airport

www.iflyboise.com