



# March Commission Report

## *Director's Update*

Given by Rebecca Hupp, Airport Director  
Boise Airport

MARCH 6, 2024

# Engineering & Planning Hires

## Landside Program Manager

- Kelly Burrows will start 3/13
- Worked for Parks and Rec as Landscape Architect 2007-2022
- Most Recently at CCDC



## Airside Program Manager

- Markus Green will start 3/11
- Served as BOI Airfield Engineer Since May 2019
- Previously worked for WGI/AECOM



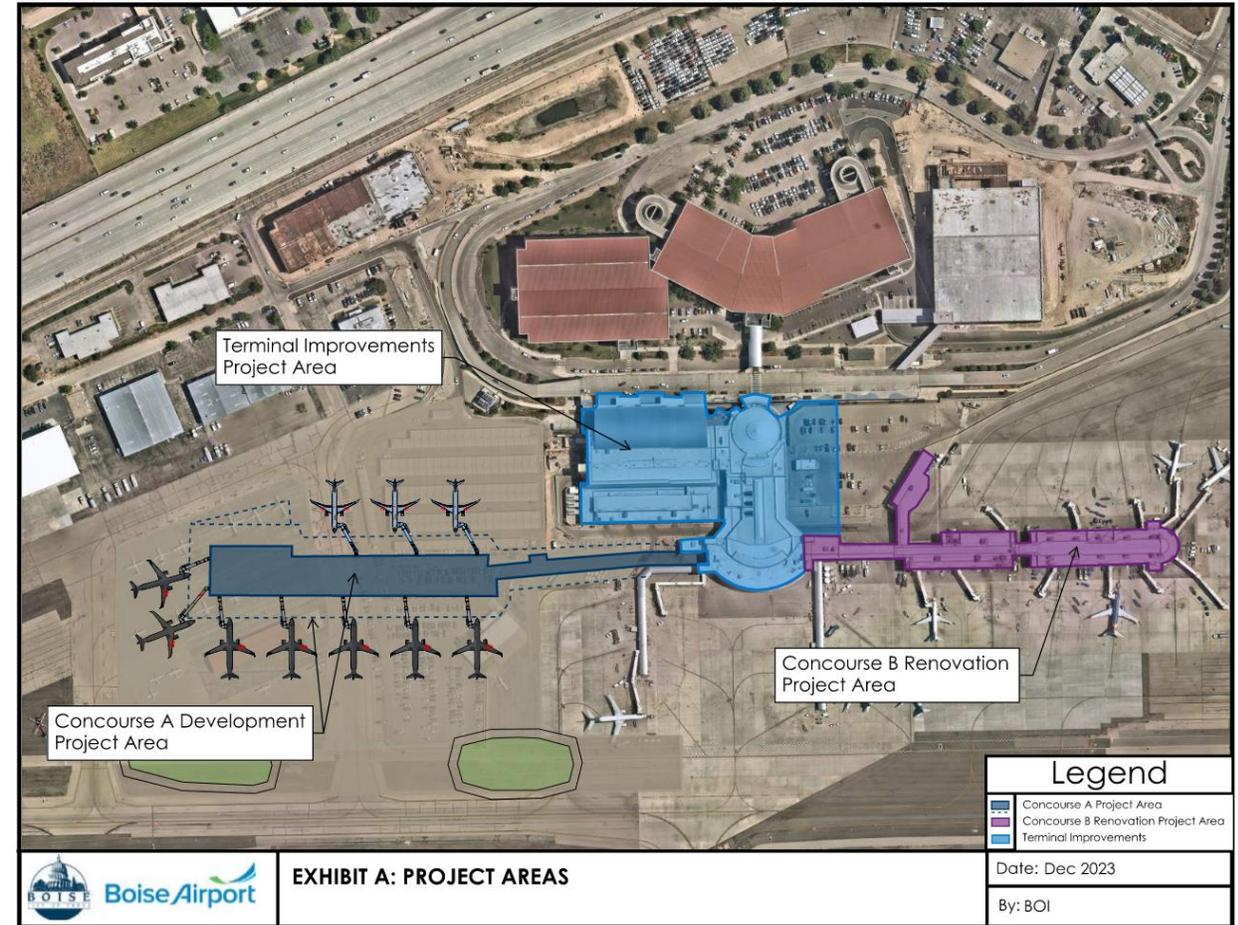
# New Property & Contracts Manager

- Curtis Calder joined the team in February 2024
- Most recently, Curtis worked at the Elko Airport



# RFQ Update: BOI Upgrade Program: Concourse Development and Terminal Improvements

- The Airport received five submissions and has shortlisted four firms
- Scope includes architectural, engineering, and construction administration for:
  - **Concourse A Development**
    - 80,000SF, double loaded pier, approximately 10 gates
  - **Concourse B Renovation**
    - Existing 60,000SF, 13 Aircraft parking positions and 11 passenger boarding bridges
  - **Terminal Improvements:** depending on future needs & funding
    - Ticket Counter Expansion: common use
    - Security Checkpoint Expansion
    - Baggage Handling System expansion and upgrade



# Employee Parking Garage Construction



- Punch list walk-through items are mostly complete
- Focus on final cleaning of garage
- Paver installation outside of Main Stair Tower Lobby finishing up
- Exterior Facia installation is complete
- Targeting Spring 2024 opening

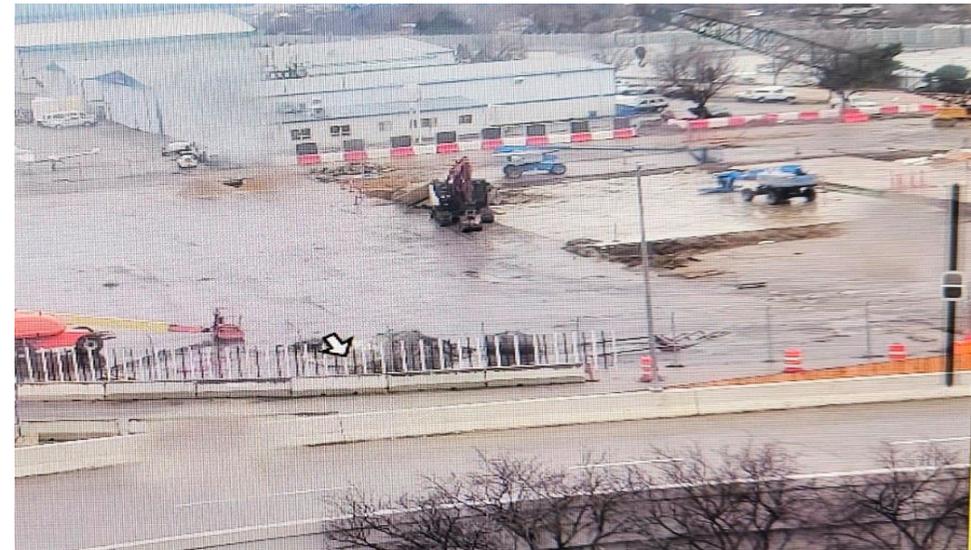
# Cooling Tower Relocation



- BOI has three new cooling towers - set north of the C Concourse - to provide conditioned air for the terminal
- New towers will provide additional cooling capacity with the ability to add a fourth tower for future expansion (Concourse A)
- Towers will be providing conditioned air at the end of March

# CONRAC

- Groundbreaking ceremony was held 2/27
- Removal of ITD Hangar complete
- Foundation preparations underway
- Dry and wet utility work underway



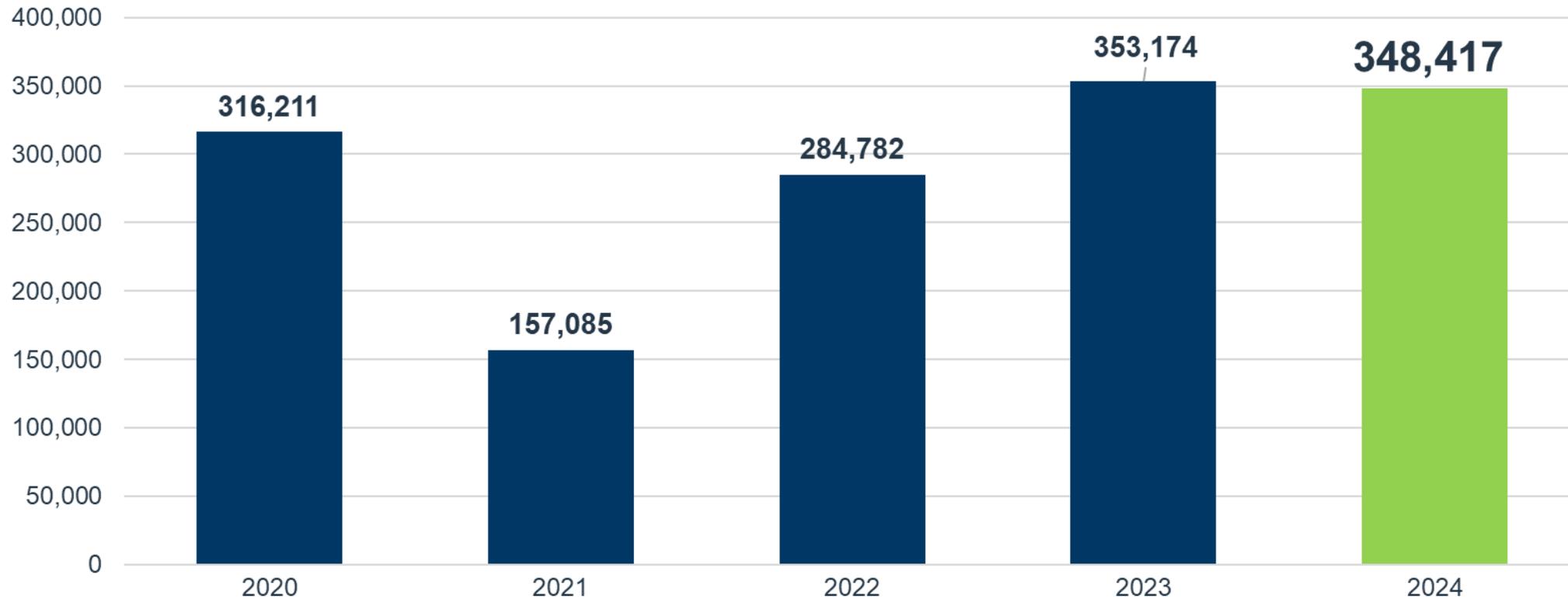
# Nonstop Flights to Sonoma County

- Avelo announced nonstop, summer seasonal, service to Sonoma County
- Begins May 2, 2024
- Twice weekly service, operating on Thursday and Sunday
- This route qualifies for an Air Service Incentive



# Passenger Trends

*January 2024 saw a 1% decline year-over-year*

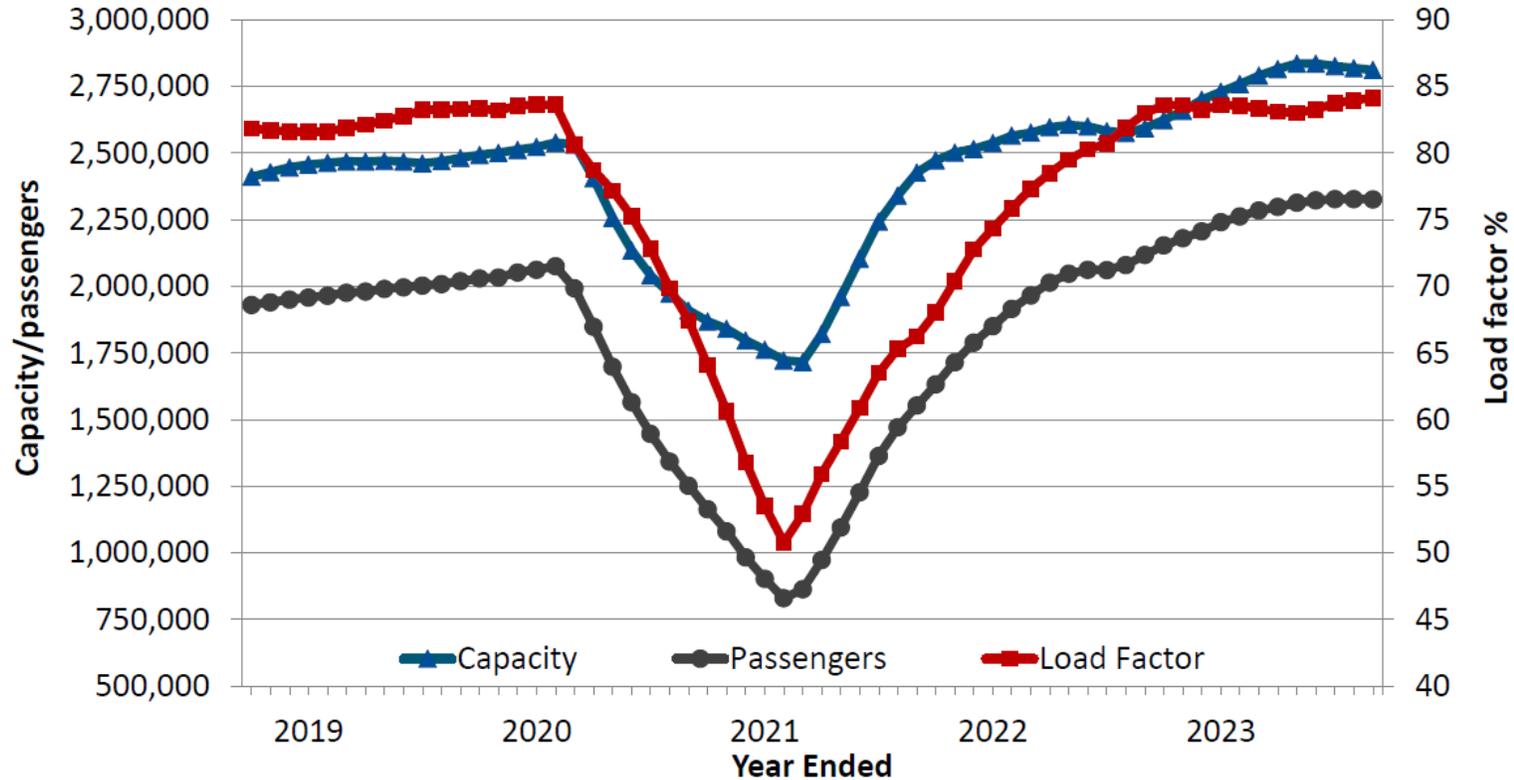


<b>Top 10 Operating Revenue Description</b>	<b>FY 2024</b>	<b>FY 2023</b>	<b>\$ Change</b>	<b>% Change</b>
Parking Lot	\$ 6,902,564	\$ 5,573,427	\$ 1,329,137	24%
Signatory Airline Landing Fees	\$ 3,461,943	\$ 1,325,640	\$ 2,136,303	161%
Rental Car Concession	\$ 2,203,869	\$ 2,055,056	\$ 148,812	7%
Terminal Rent - Airlines	\$ 1,723,461	\$ 1,253,129	\$ 470,332	38%
Industrial Land Rent	\$ 1,361,813	\$ 1,385,917	(\$ 24,104)	-2%
Terminal Concessions – Food/Beverage	\$ 673,389	\$ 601,848	\$ 71,541	12%
Landings/Freight	\$ 538,868	\$ 297,699	\$ 241,169	81%
Terminal Concessions – Retail	\$ 479,511	\$ 523,032	(\$ 43,522)	-8%
Advertising	\$ 253,712	\$ 237,319	\$ 16,393	7%
TNC Revenue	\$ 215,369	\$ 183,154	\$ 32,215	18%
<b>Total Top 10 Operating Revenue</b>	<b>\$ 17,814,497</b>	<b>\$ 13,436,220</b>	<b>\$ 4,378,277</b>	<b>--</b>
Other Operating Revenue	\$ 1,285,733	\$ 1,407,477	(\$ 121,744)	-9%
<b>Total Operating Revenue</b>	<b>\$ 19,100,230</b>	<b>\$ 14,843,697</b>	<b>\$ 4,256,533</b>	<b>29%</b>

JANUARY 2024

<b>Top 10 Operating Expenses Description</b>	<b>FY 2024</b>	<b>FY 2023</b>	<b>\$ Change</b>	<b>% Change</b>
Personnel	\$ 5,114,670	\$ 4,269,671	\$ 844,998	20%
Indirect Cost Reimbursement	\$ 1,766,263	\$ 1,527,551	\$ 238,712	16%
Fire Service	\$ 1,524,820	\$ 1,044,012	\$ 480,808	46%
Policing Service	\$ 1,520,823	\$ 1,102,739	\$ 418,084	38%
Parking Management	\$ 906,511	1,310,565	(\$ 404,054)	-31%
Chemicals	\$ 726,053	\$ 502,977	\$ 223,077	44%
Power	\$ 355,256	\$ 301,760	\$ 53,495	18%
R/M – Structural/Electrical/Plumbing	\$ 331,193	\$ 366,239	(\$ 35,046)	-10%
R/M – Fleet Management	\$ 330,839	\$ 146,725	\$ 184,113	125%
Credit Card Fees	\$ 209,005	\$ 141,800	\$ 67,205	47%
<b>Total Top 10 Operating Expenses</b>	<b>\$ 12,785,432</b>	<b>\$ 10,714,040</b>	<b>--</b>	<b>--</b>
Other Operating Expense	\$ 2,043,704	\$ 2,085,427	(\$ 41,723)	-2%
<b>Total Operating Expense</b>	<b>\$ 14,829,136</b>	<b>\$ 12,799,467</b>	<b>\$ 2,029,669</b>	<b>16%</b>

# Traffic/Capacity Trends



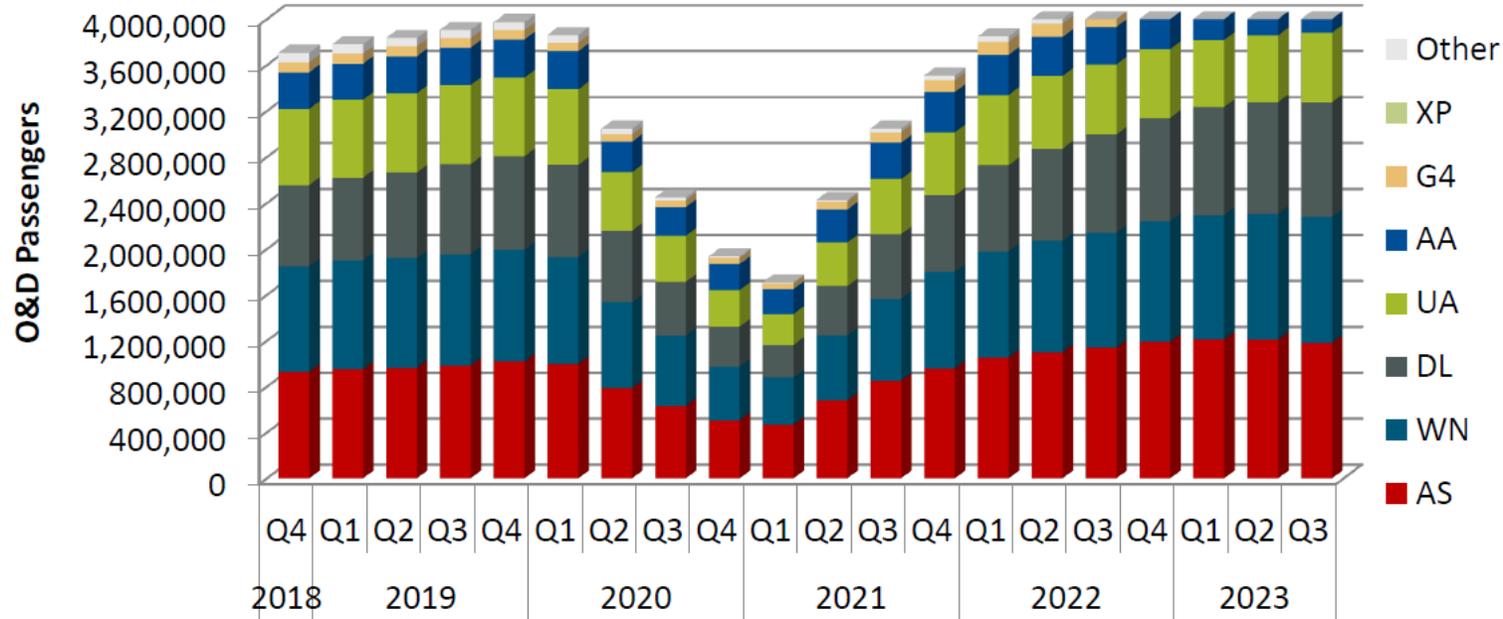
**YE September 2023 capacity was up 8%, while passengers were up 10%, leading to a 1 point increase in the average load factor (84%).**

# Top O&D Markets – Q3 2023

Rank	Destination	O&D Pax	O&D Revenue	Average Fare (\$)	Yield (¢)	% Change Since Q3 2022			
						Pax	Rev	Fare	Yield
1	Seattle, WA	101,948	11,839,865	116	29	9	22	12	12
2	Las Vegas, NV	58,254	5,515,130	95	18	16	15	(1)	(1)
3	Denver, CO	52,453	8,271,097	158	24	5	13	8	8
4	Phoenix, AZ (PHX)	48,674	6,804,231	140	19	(4)	18	23	23
5	Portland, OR	45,611	6,255,626	137	40	13	10	(2)	(2)
6	San Diego, CA	45,182	6,050,282	134	18	(14)	(5)	10	10
7	Los Angeles, CA	41,364	6,674,988	161	24	(9)	(5)	4	4
8	Sacramento, CA	41,244	4,859,222	118	27	(1)	12	14	14
9	Orange County, CA	32,848	3,895,283	119	17	6	16	10	10
10	Spokane, WA	29,989	3,736,340	125	43	12	4	(8)	(8)
11	San Francisco, CA	29,731	4,430,100	149	29	(2)	13	15	15
12	Burbank, CA	29,696	3,174,339	107	16	4	49	44	44
13	San Jose, CA	27,260	3,449,135	127	24	0	15	14	14
14	Chicago, IL (ORD)	24,249	5,364,095	221	15	2	(9)	(10)	(10)
15	Oakland, CA	23,673	2,502,689	106	21	(4)	7	12	12
16	Dallas, TX (DFW)	20,489	5,419,947	265	21	5	14	8	8
17	Minneapolis, MN	19,234	4,989,006	259	23	(10)	10	22	22
18	Salt Lake City, UT	19,119	4,024,303	210	72	(1)	3	4	4
19	Atlanta, GA	16,142	4,806,672	298	16	(8)	2	11	11
20	Anchorage, AK	14,557	4,130,635	284	15	1	8	7	7

**11 of the top 20 markets had increased passengers compared to Q3 2022, with Las Vegas increasing by the highest percentage.**

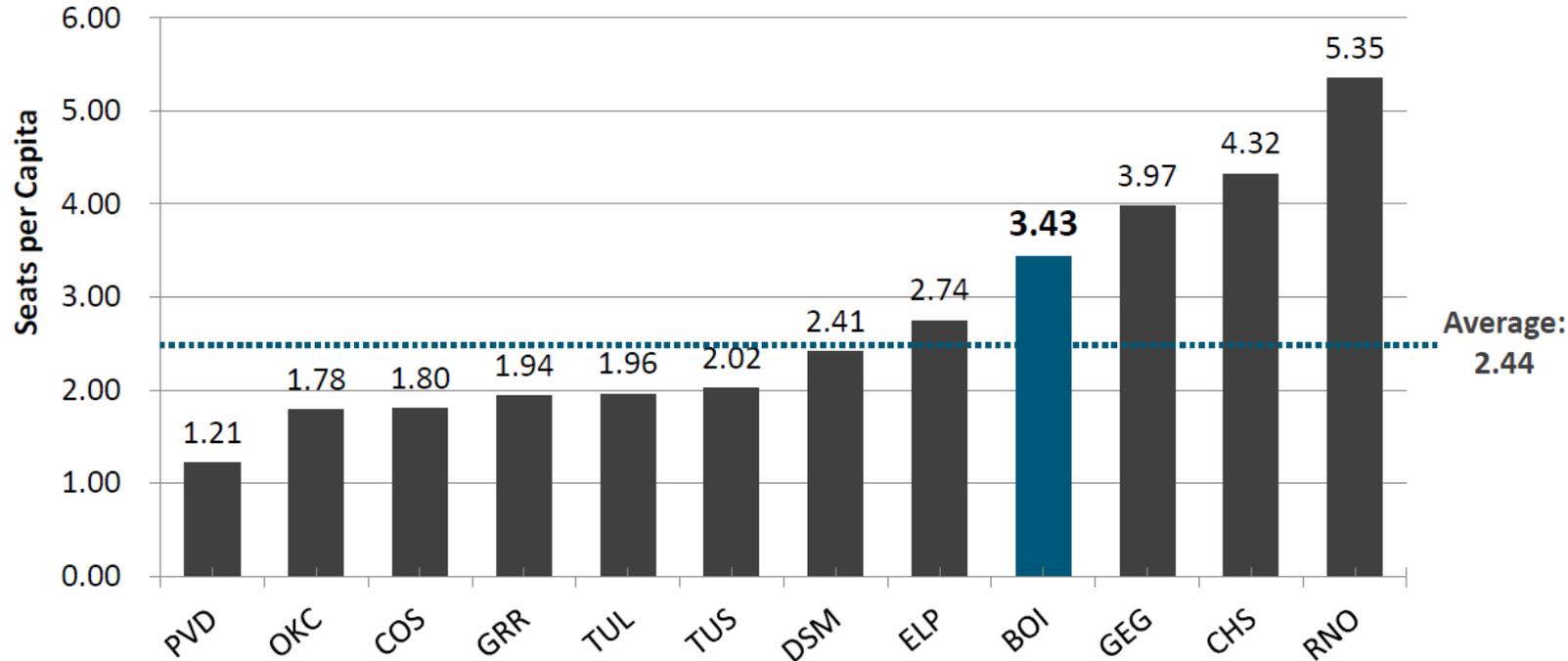
# O&D Passenger Market Share



Year	Quarter	Airline Market Share								
		AS	WN	DL	UA	AA	G4	NK	XP	Other
2021	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%	8%	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	27%	24%	21%	13%	8%	2%	1%	1%	1%
	Q2	27%	24%	22%	13%	8%	2%	2%	1%	2%
	Q3	26%	24%	22%	13%	8%	2%	2%	1%	2%

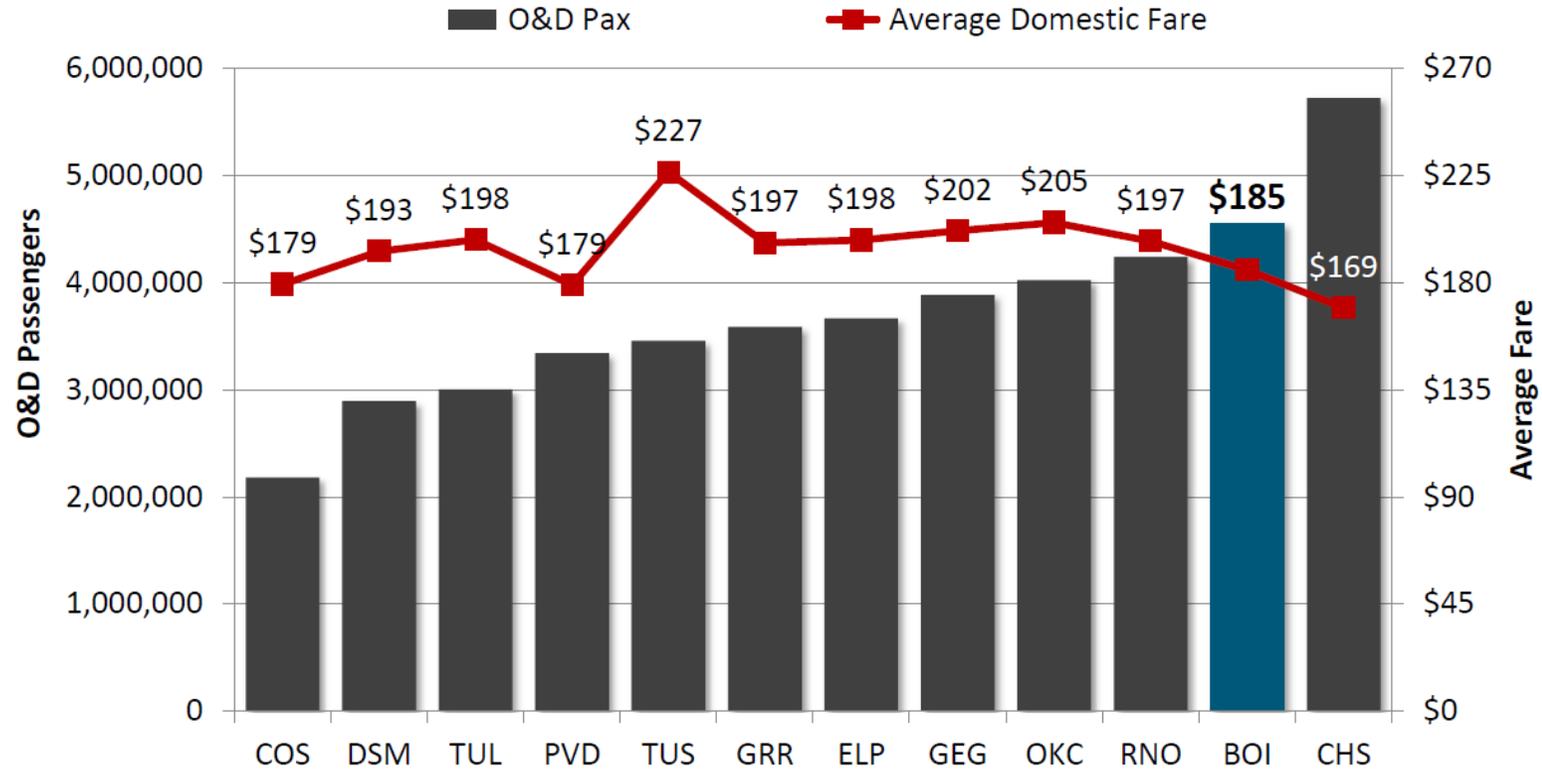
**DL, UA, and NK gained fractional market share against AS losing 1 point of share in the latest year-ended period.**

# Seats Per Capita Comparisons



**BOI exceeded all comparison markets except Spokane (GEG), Charleston (CHS), and Reno (RNO) in seats per capita but decreased from 3.46 to 3.43 from YE Q2 2023 to YE Q3 2023.**

# O&D Passenger & Airfare Comparisons



**BOI ranked 2<sup>nd</sup> in O&D passengers and had the 4<sup>th</sup> lowest average domestic fare.**

# Year-Over-Year Comparisons

Airport	2023 MSA Population	YE Q3 2023			YOY Change		
		# of Nonstop Destinations	O&D Pax	Seats	# of Nonstop Destinations	O&D Pax	Seats
Reno, NV	510,337	22	4,241,328	5,460,727	(12)	5%	7%
Spokane, WA	603,137	20	3,884,149	4,794,904	(1)	8%	7%
Des Moines, IA	732,565	31	2,894,884	3,534,260	(1)	11%	10%
Colorado Springs, CO	780,903	17	2,180,349	2,806,993	4	6%	2%
<b>Boise, ID</b>	<b>820,134</b>	<b>26</b>	<b>4,555,113</b>	<b>5,624,959</b>	<b>0</b>	<b>11%</b>	<b>8%</b>
Charleston, SC	835,740	52	5,722,822	7,222,666	2	15%	14%
El Paso, TX	888,155	16	3,665,575	4,873,965	0	9%	16%
Tulsa, OK	1,037,114	25	3,003,891	4,055,909	0	11%	16%
Tucson, AZ	1,071,487	21	3,456,557	4,318,470	2	10%	14%
Grand Rapids, MI	1,105,402	33	3,588,289	4,289,074	(2)	9%	9%
Oklahoma City, OK	1,468,034	24	4,022,702	5,234,029	(2)	10%	14%
Providence, RI	1,682,286	30	3,341,181	4,076,505	1	10%	10%

**BOI had the 3<sup>rd</sup> highest percentage passenger increase (slightly higher than DSM but slightly lower than TUL) and had the 4<sup>th</sup> lowest percentage seat increase of the comparison markets.**

# Load Factors



Airline	Destination	2020	2021				2022				2023			YOY Q3 Change	
		Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	'23 vs '21	'23 vs '22
Delta	Atlanta, GA	44	48	80	85	87	90	95	90	91	87	91	88	3	(2)
	Los Angeles, CA	51	53	71	69	84	83	87	78	84	81	87	85	16	7
	Minneapolis, MN	31	54	72	73	73	73	89	83	77	76	88	88	15	5
	Salt Lake City, UT	43	43	72	74	82	80	89	81	85	79	88	81	7	1
	Seattle, WA	30	34	58	60	70	70	83	74	78	77	82	80	20	6
Frontier	Denver, CO			56	65										
JetBlue	New York, NY (JFK)				62										
Southwest	Chicago, IL (MDW)			75	76	74							57	(19)	
	Dallas, TX (DAL)			73	69										
	Denver, CO	57	62	85	78	85	80	92	89	86	85	93	90	12	1
	Las Vegas, NV	60	74	86	77	86	89	93	89	86	87	88	84	7	(5)
	Oakland, CA	54	59	78	73	81	75	88	83	81	74	85	80	7	(3)
	Orange County, CA			72	83										
	Phoenix, AZ (PHX)	65	82	82	73	84	86	90	78	81	91	94	95	22	16
	Sacramento, CA	61	85	88	88	91	89	90	88	86	88	91	91	3	2
	San Diego, CA	54	66	79	78	83	88	86	86	81	79	92	96	18	9
Spirit	San Jose, CA	44	74	71	72	82	80	89	79	81	77	83	89	17	10
Spirit	Las Vegas, NV								65	68	69	74	68		3
United	Chicago, IL (ORD)	55	64	81	80	86	84	93	85	88	83	87	90	10	5
	Denver, CO	73	66	84	82	87	85	90	85	90	90	90	87	5	2
	Houston, TX (IAH)	70	67	81	78	90	91	91	82	89	88	88			
	Los Angeles, CA	51	52	71	69	84	83	87	78	83	80	87	85	16	7
	San Francisco, CA	51	55	73	75	82	79	84	79	83	75	83	81	5	2
Average Load Factor		52	57	75	74	81	81	88	82	82	82	87	85	12	3

Overall, BOI's average load factor increased by 3 points in Q3 2023 year-over-year.

# 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 %											
		Jan 2024		Feb 2024		Mar 2024		Apr 2024		May 2024		Jun 2024	
		Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats	Flts	Seats
Total		(1%)	(4%)	(4%)	(6%)	6%	2%	3%	2%	6%	9%	14%	16%

The logo features a stylized graphic of three curved lines in shades of blue and green, resembling a wing or a leaf, positioned above the text.

# Boise Airport

[www.iflyboise.com](http://www.iflyboise.com)