



Check SUN fares first when making travel plans  
Book early and save



# Friedman Memorial Airport Authority

## Regular Board Meeting

### December 1, 2015



*1616 Airport Circle*



*Hailey, ID 83333*



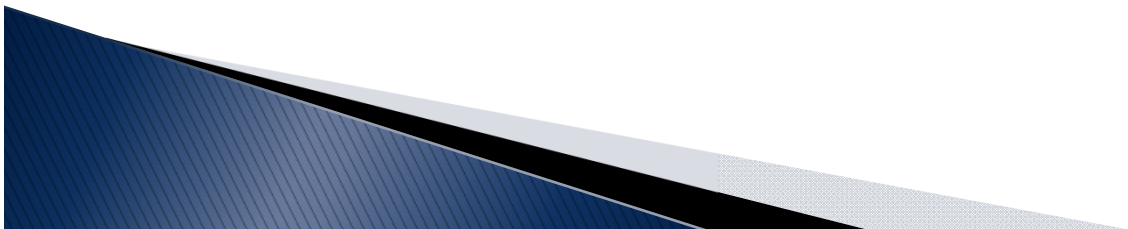
*208.788.4956*

» PUBLIC COMMENT

# Approve Friedman Memorial Airport Authority Meeting Minutes

- October 13, 2015 Regular Meeting
- November 3, 2015 Regular Meeting

– Approval



# Reports

- ▶ Chairman Report
- ▶ Blaine County Report
- ▶ City of Hailey Report
- ▶ Airport Manager Report







# AIRPORT STAFF BRIEF QUESTIONS



# UNFINISHED BUSINESS

# Airport Solutions Existing Site

## ► Plan to Meet 2015 Congressional Safety Area Requirement

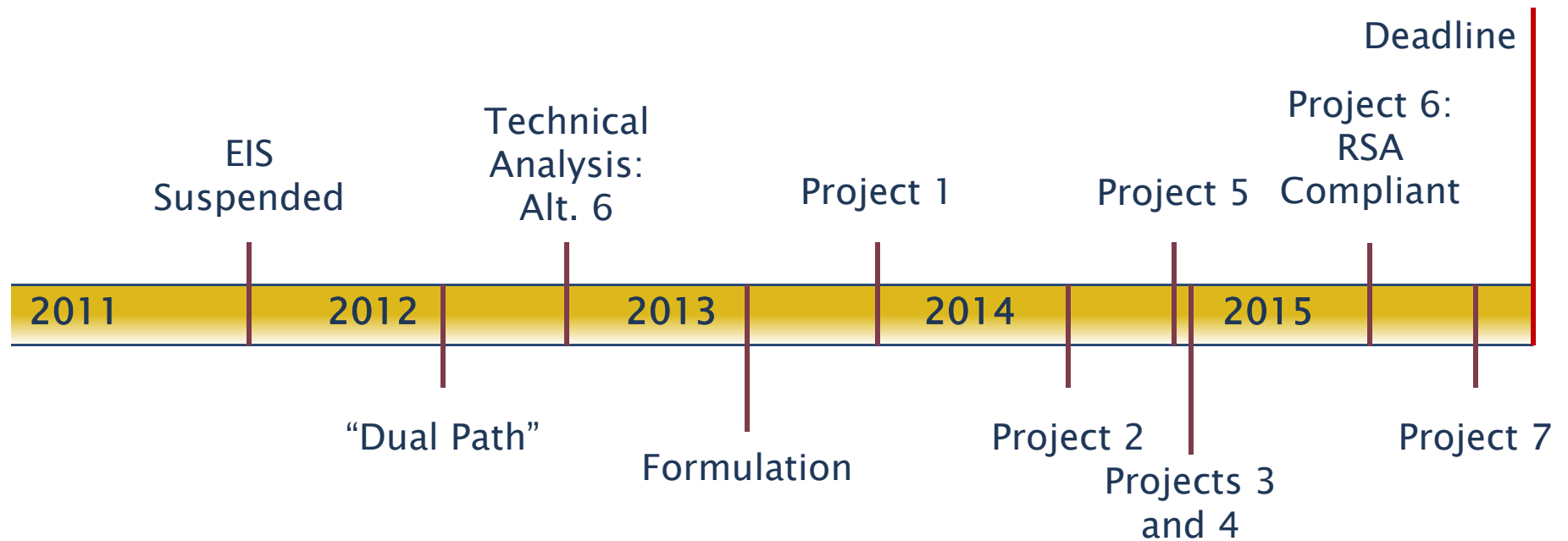
- Presented by:
  - Mr. Dave Mitchell, T-O Engineers
  - Airport Manager



# Runway Safety Area Improvements Project Recap

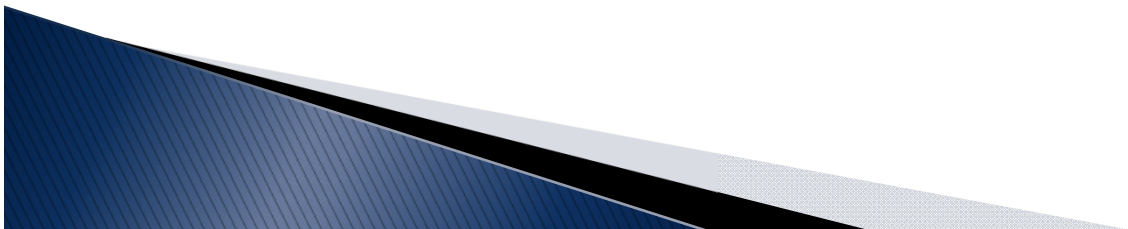


# History



# History

- ▶ Purpose: Comply with RSA deadline
- ▶ Goal: “Survive and Thrive”
  - Survive: Maintain air service
  - Thrive: Continue/grow airport’s role in the Wood River economy





# Alternative 6 Evolution



# Anticipated Costs

- ▶ Technical Analysis: \$38M
  - Included tower relocation @ \$4M
- ▶ Formulation: \$34M
  - Included \$3.6M in 3<sup>rd</sup>-party costs (hangars)







# Project 1

## Taxilane Relocation/Apron Overlay

- ▶ Fall 2013
- ▶ Prime Contractor: Knife River
- ▶ Costs:

Administration:	\$5,523
-----------------	---------

Engineering:	\$268,150
--------------	-----------

Construction:	\$2,131,414
---------------	-------------

<u>Utility Relocations:</u>	<u>\$96,754</u>
-----------------------------	-----------------

Total	\$2,501,841
-------	-------------





# Project 2

## Relocate South Taxiway B

- ▶ Spring 2014
- ▶ Prime Contractor: Western Construction

- ▶ Costs:

Administration:	\$3,740
Engineering:	\$824,623
Construction:	\$4,712,031
Reimbursable Agreement:	\$31,226
<u>Utility Relocations:</u>	<u>\$20,523</u>
Total	\$5,592,143



# Hangar Acquisition

► Spring 2014

► Costs:

Administration:	\$13,095
-----------------	----------

Consultants:	\$42,336
--------------	----------

<u>Construction:</u>	<u>\$1,674,779</u>
----------------------	--------------------

Total	\$1,730,210
-------	-------------



An aerial photograph of a large parking lot with several cars parked. In the background, a large building is under construction, with its skeletal frame visible. The sky is clear and blue.

# Project 3

## Terminal Expansion and Remodel

- ▶ Fall 2014 – Fall 2015
- ▶ Prime Contractor: Conrad Brothers
- ▶ Costs:

Administration:	\$12,065
Engineering:	\$1,162,695
Construction*:	\$8,347,068
<u>Utility Relocations:</u>	<u>\$1,261</u>
Total	\$9,435,391





# Project 4

## Airport Operations Building

- ▶ Fall 2014 – Fall 2015
- ▶ Prime Contractor: Barry Hayes Construction

- ▶ Costs:

Administration:	\$7,232
-----------------	---------

Engineering:	\$536,810
--------------	-----------

Construction:	\$3,716,690
---------------	-------------

<u>Utility Relocations:</u>	<u>\$914</u>
-----------------------------	--------------

Total	\$4,261,646
-------	-------------





# Project 5

## Reconstruct Terminal Apron

- ▶ Fall 2014
- ▶ Prime Contractor: Western Construction

- ▶ Costs:

Administration:	\$4,120
Engineering:	\$503,376
Construction:	\$2,423,232
Gate Relocation	\$84,202
<u>Utility Relocations:</u>	<u>\$172,374</u>
Total	\$3,187,304





# Project 6

## Relocate North Taxiway B

- ▶ Spring 2015
- ▶ Prime Contractor: Knife River
- ▶ Costs:

Administration:	\$9,790
Engineering (Est.):	\$925,000
Construction:	\$5,924,398
<u>Utility Relocations:</u>	<u>\$26,293</u>
Total	\$6,885,481



# Project 7

## Construct Central Bypass

- ▶ Fall 2015
- ▶ Prime Contractor: Western Construction

- ▶ Costs:

Administration:	\$4,000
-----------------	---------

Engineering (Est.):	\$257,110
---------------------	-----------

<u>Construction:</u>	<u>\$675,892</u>
----------------------	------------------

Total	\$937,002
-------	-----------



# Additional Projects

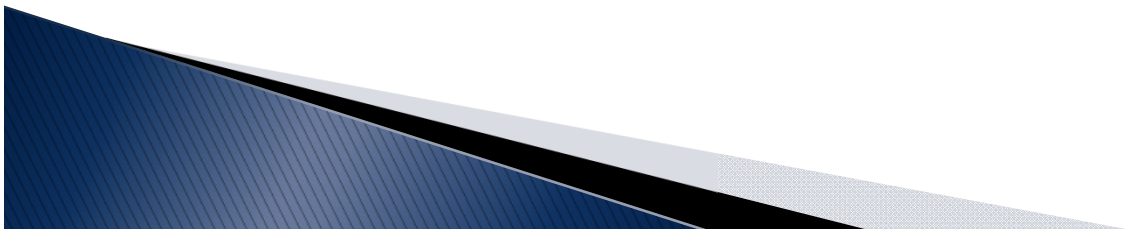


▶ Pavement Maintenance	\$73,881
▶ Landscaping	\$130,757
▶ <u>Tenant Improvements</u>	<u>\$362,532</u>
Total	\$567,170



# Cost Summary

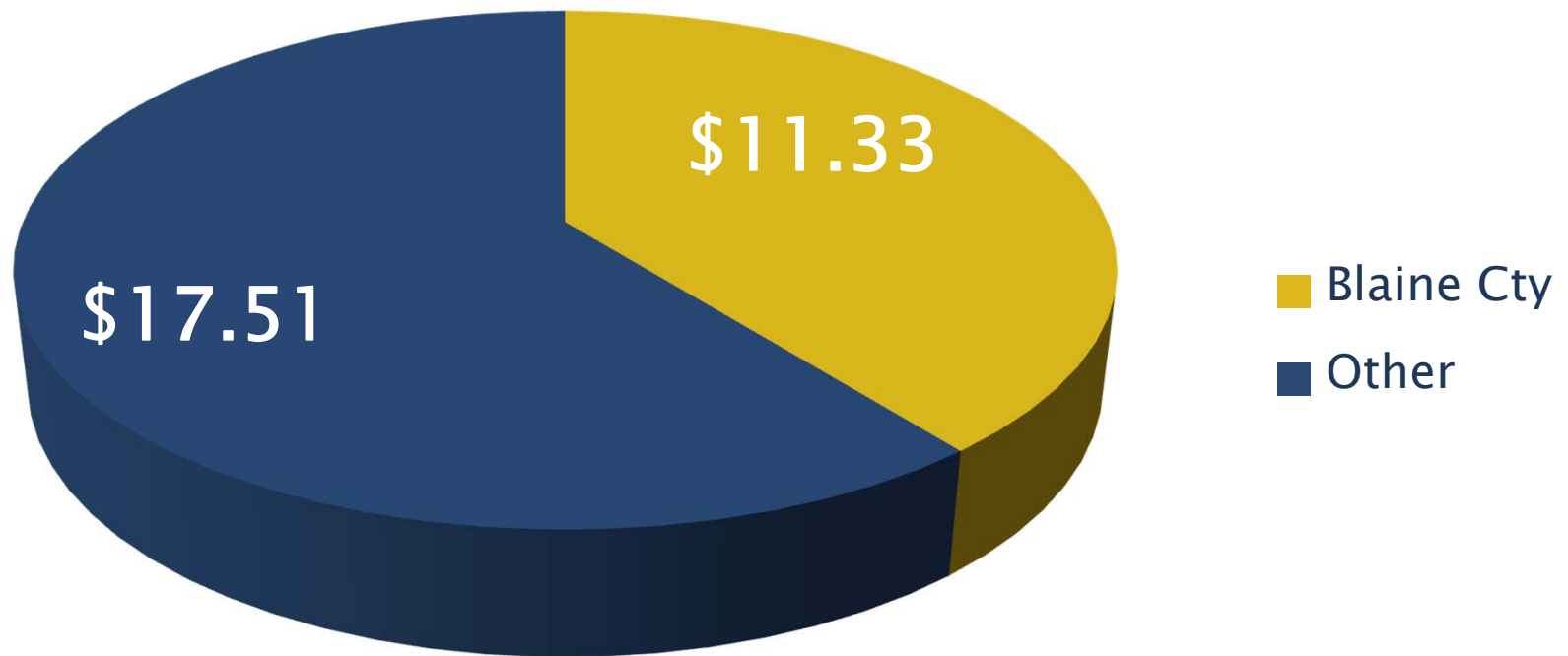
Project	Cost
Project 1	\$2,501,841
Project 2	\$5,592,143
Hangar Acquisition	\$1,730,210
Project 3	\$9,435,391
Project 4	\$4,261,646
Project 5	\$3,187,304
Project 6	\$6,885,481
Project 7	\$937,002
<b>Total</b>	<b>\$34,531,018</b>





# Local Impact

Construction Value (Millions)



# Summary

- ▶ 7 construction projects
- ▶ 26 months
- ▶ 51 closure days
- ▶ RSA compliant (6 months early)
- ▶ Updated, modern terminal
- ▶ New ARFF/SRE/Admin building











Thanks!

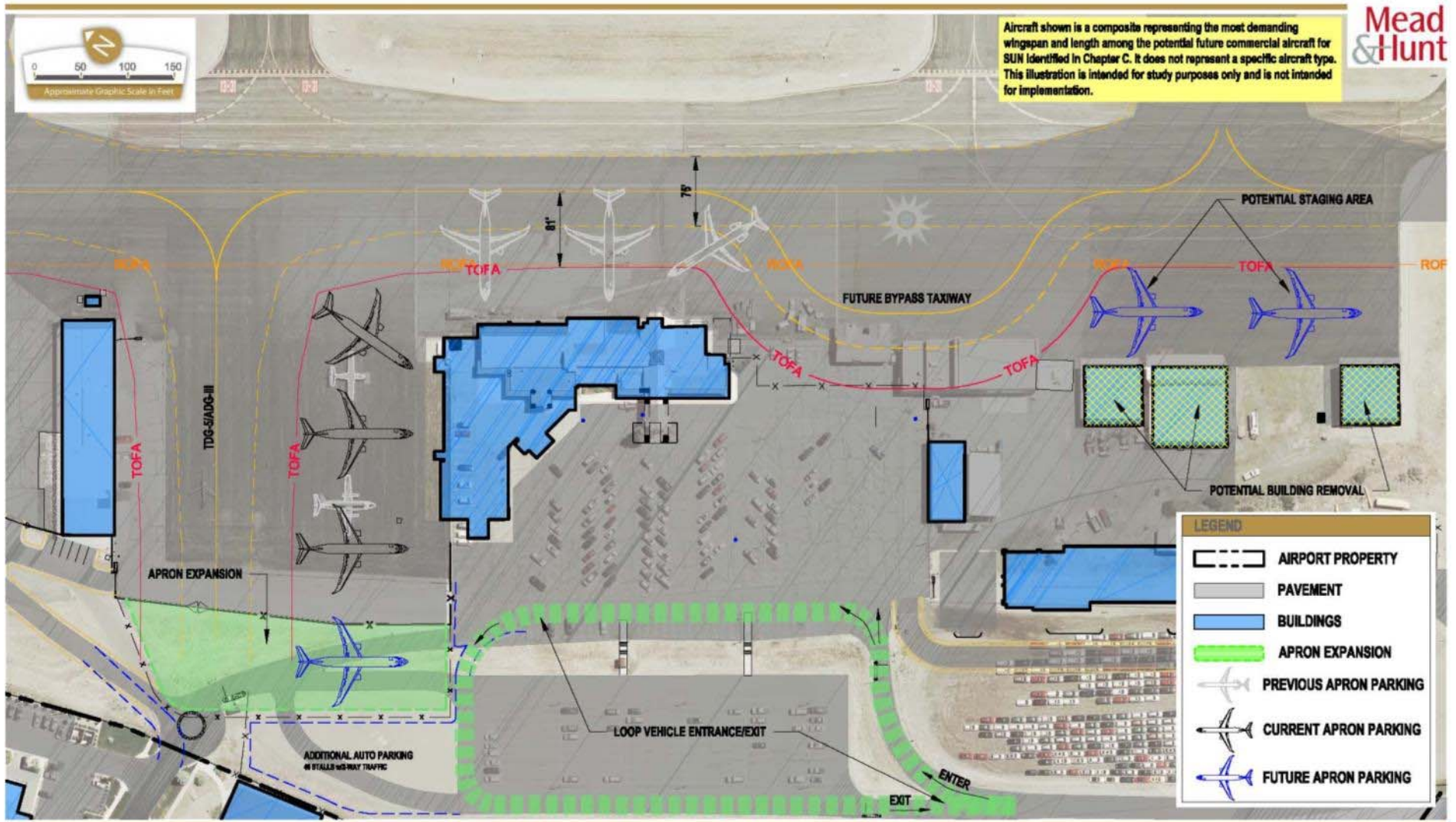
# Closeout

- ▶ AIP '040 closeout process is underway
  - Must be complete to get \$2.07M in reimbursement
  - 6 “volumes”
  - Submitted to FAA for review November 20
  - Hope to be complete by December 11
- ▶ AIP '041 will be closed out later this year





# Terminal Aircraft Parking Improvements



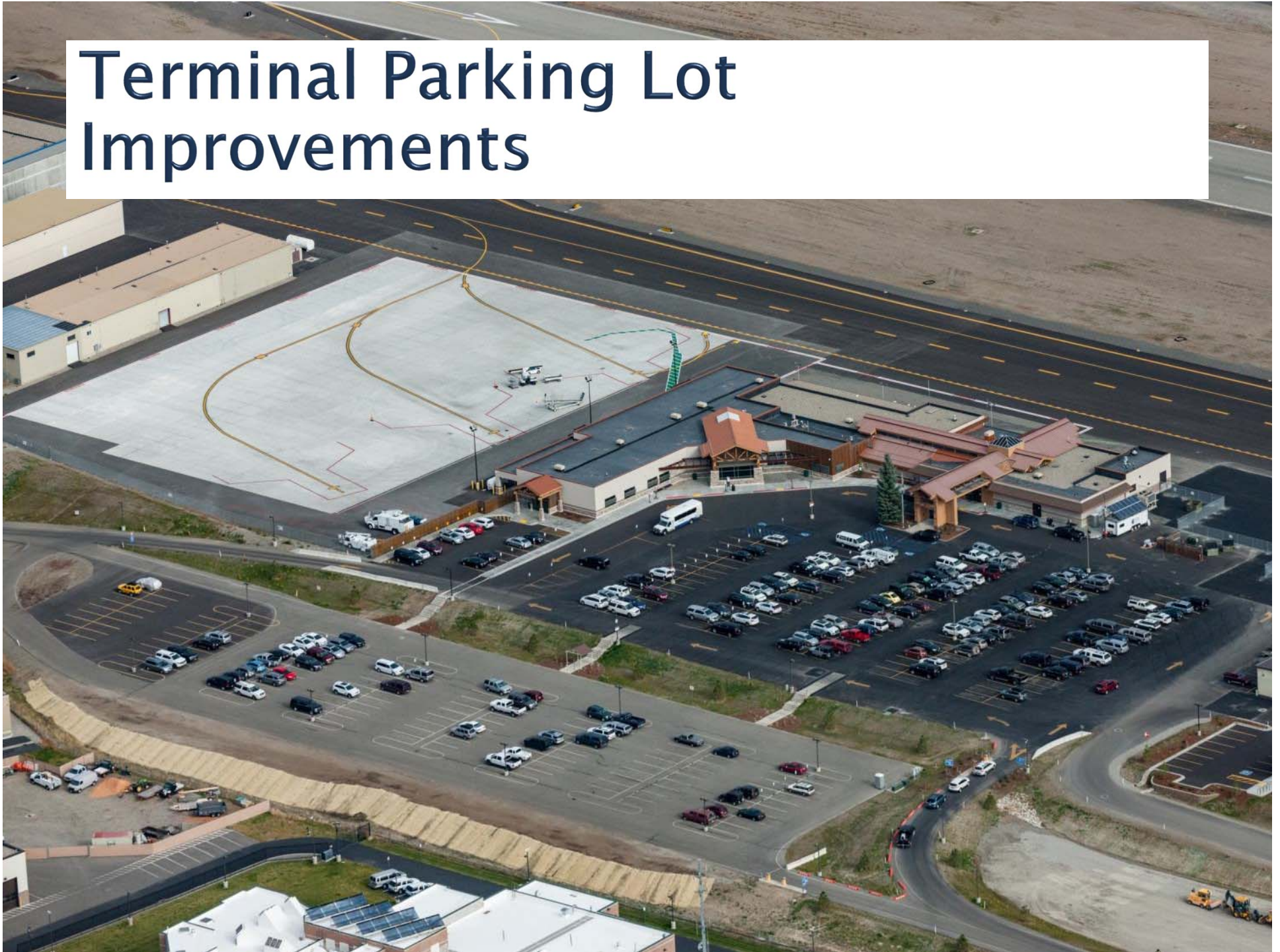


# Terminal Aircraft Parking Improvements

- ▶ Additional space may be needed sooner than anticipated (Summer 2017)
- ▶ Funds for design available in FY 2016
- ▶ Environmental must be completed by January 15, 2016
  
- ▶ Board Action Requested: Approve T-O Work Order 15-01 in the amount of \$3,430 to complete a Categorical Exclusion Checklist for a potential project to expand the air carrier apron.



# Terminal Parking Lot Improvements



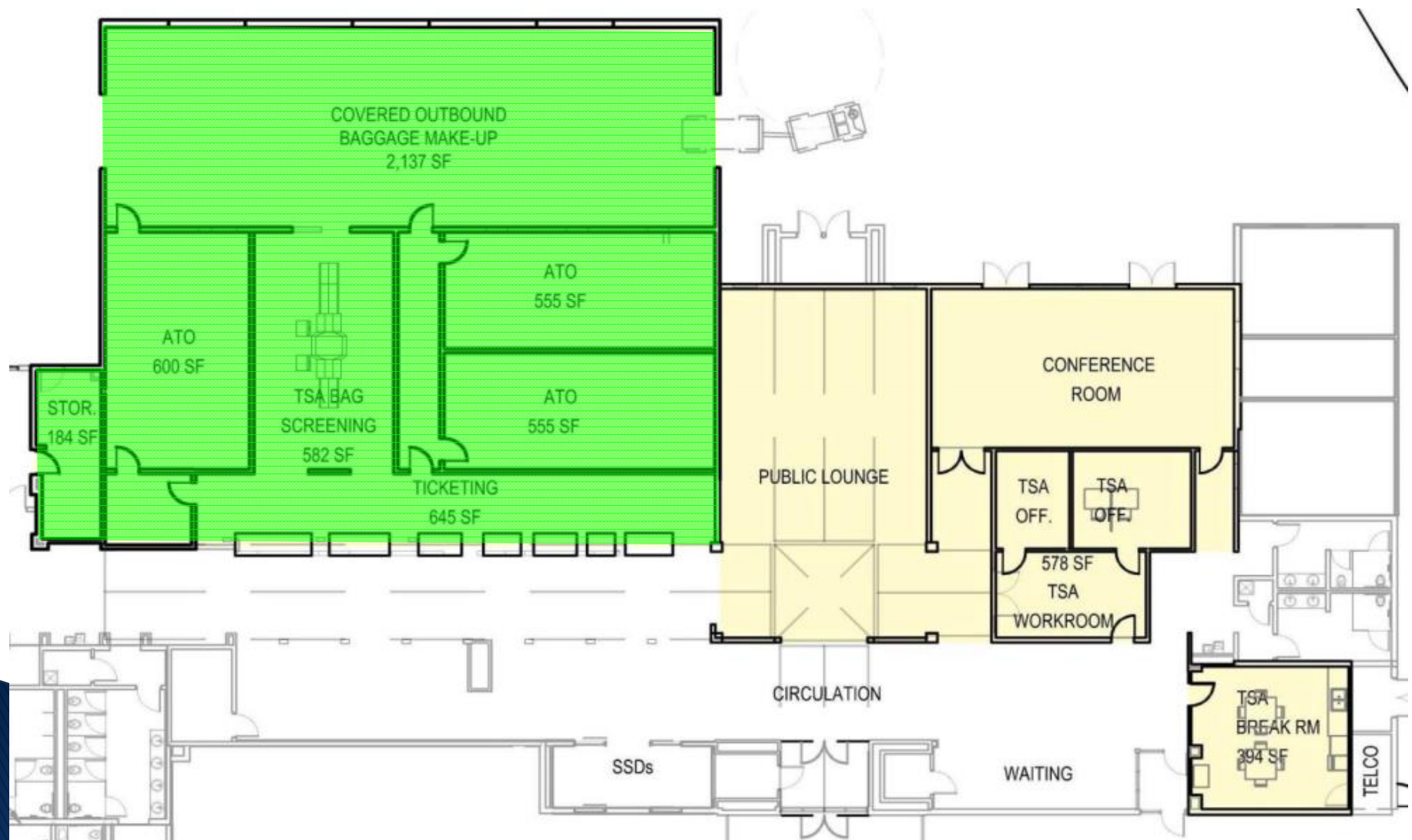
# Terminal Parking Lot Improvements

- ▶ Changes to the parking lot have been discussed previously
- ▶ If additional aircraft parking is constructed, the parking lot must be reconfigured
- ▶ Additional parking will likely be necessary soon
- ▶ Board Input Requested: Move forward with a work order to evaluate the parking lot in detail?



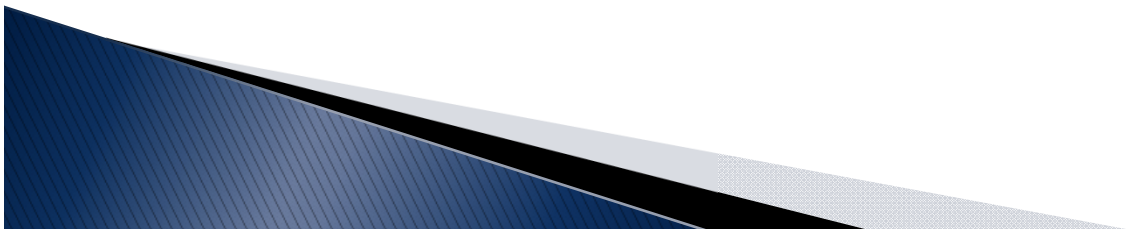


# Terminal Airline Ticketing Office Improvements



# Terminal Airline Ticketing Office Improvements

- ▶ Discussed previously
- ▶ Additional/more efficient space
- ▶ Improve baggage screening and makeup
- ▶ Board Input Requested: Move forward with a work order to design improvements to this area of the terminal?



# Friedman Memorial Airport Authority

## Master Plan Update

Chapter D Revisions

December 1, 2015





# Topics

- Revisions to Chapter D – *Existing Airport Site Alternatives*
- 20–Year Conceptual Development Plan (CDP)
- Next Steps



# What We Heard

- August: Draft Chapter D presented to FMAA.
- September: Public hearing held.
- November: Revised Chapter D included in meeting packet.
- Redlines are related to the following items:
  - General FMAA Comments
  - Air Traffic Control Tower
  - Passenger Terminal Building
  - Commercial Aircraft Parking
  - Passenger Vehicle Parking
  - General Aviation Facilities



# General FMAA Comments

- Planning Assumption 7: Land Acquisition. (Page D.2)
  - Revised to reflect January 2013 “Talking Points Moving Forward”.
- Planning Goal 4. (Page D.3)
  - Safety added as important consideration.
- Alternatives Summary. (Page D.34)
  - “This analysis recognizes that expansion will only be considered for facilities that are deemed necessary by the FMAA.”
- Various minor language revisions and clarifications, as requested by FMAA commissioners and Airport staff.



# Air Traffic Control Tower

- Sites 1 and 2 identified as most feasible and acceptable to FMAA, and are depicted on the 20-year CDP. (Pages D.11 and D.36)
- Efficient use of potential sites is important. (Pages D.5 and D.10)
- Planning, zoning, and land use issues with Site 5 (east of Highway 75) more clearly identified. (Page D.10)





# Passenger Terminal Building

- Long-term terminal building expansion/renovation concept accepted by FMAA and depicted on 20-year CDP. (Pages D.23 and D.36)
- Any parking displaced by future building expansion should be replaced elsewhere. (Page D.23)



# Commercial Aircraft Parking

- Alternative 2, *Expand Apron North and West*, depicted on 20-year CDP. (Pages D.23 and D.36)
- Expanding the existing apron to the north and west is preferable to towing of aircraft from remote staging positions. (Page D.23)
- Any hangars, automobile parking, or access roads lost due to commercial apron expansion should be replaced elsewhere. (Page D.23)





# Passenger Vehicle Parking

- FMAA desires to keep all reasonable options open. Therefore, potential parking structure locations and surface lot options in the Airport West business park are depicted on 20-year CDP. (Pages D.23 and D.36)
- Financial feasibility of parking structure and surface lot options will be considered in a subsequent chapter. (Page D.23)
- “Rural” remote surface lot options removed from further consideration. (Not shown on CDP)
- FMAA desires to control all future parking facilities to retain potential revenue increases. (Page D.23)



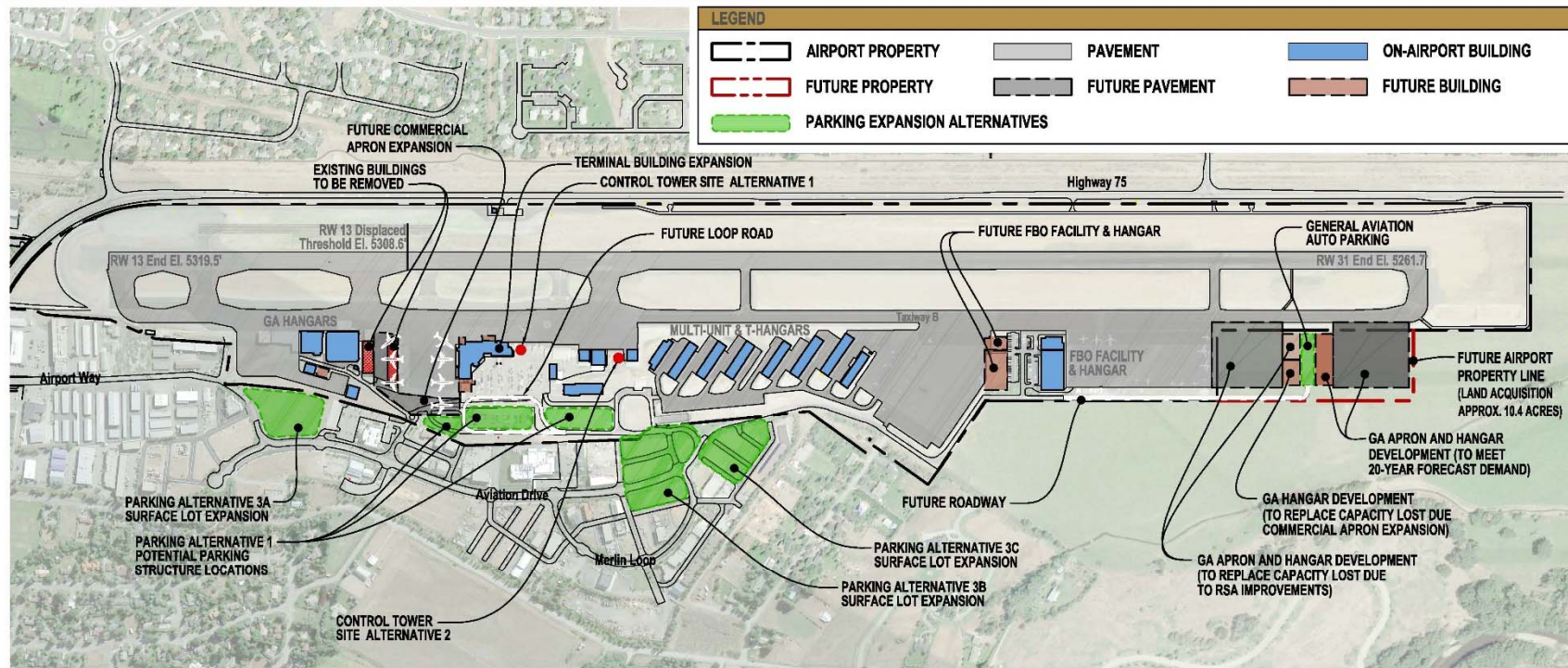
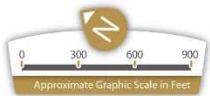
# General Aviation Facilities

- General Aviation Alternative 4, *Maximum South Development*, depicted on the 20-year CDP. (Pages D.31 and D.36)
- Expansion to the south is more compatible with neighboring land uses and more desirable from an operational standpoint than expansion to the west. (Pages D.31 and D.36)





# 20-Year Conceptual Development Plan



NOTE: This illustration is intended for study purposes only and is not intended for implementation.

FIGURE D11 Conceptual Development Plan

# Next Steps

- Financial and phasing considerations for 20–year CDP will be considered in a subsequent chapter.
- Draft Chapter E, *Siting Evaluation for Replacement Airport*, to be discussed at January FMAA meeting.
- 2<sup>nd</sup> Public Information Meeting/Hearing.
  - Preferred date and format?





# Comments / Discussion



# Proposed Voluntary Noise Abatement Program

- ▶ Airport Manager presented a recommended list of representatives during the November FMAA meeting
- ▶ Board offered comments on the structure of the committee
- ▶ Staff is requesting the Board begin making committee appointments



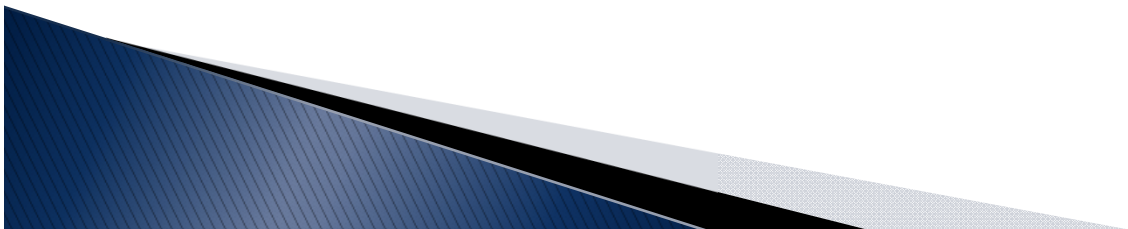


» NEW BUSINESS

# Air Service Update

## ► Friedman Memorial Air Service Update

- Presented by:
  - Mr. Ron McNeill, Mead & Hunt







## AIR SERVICE UPDATE

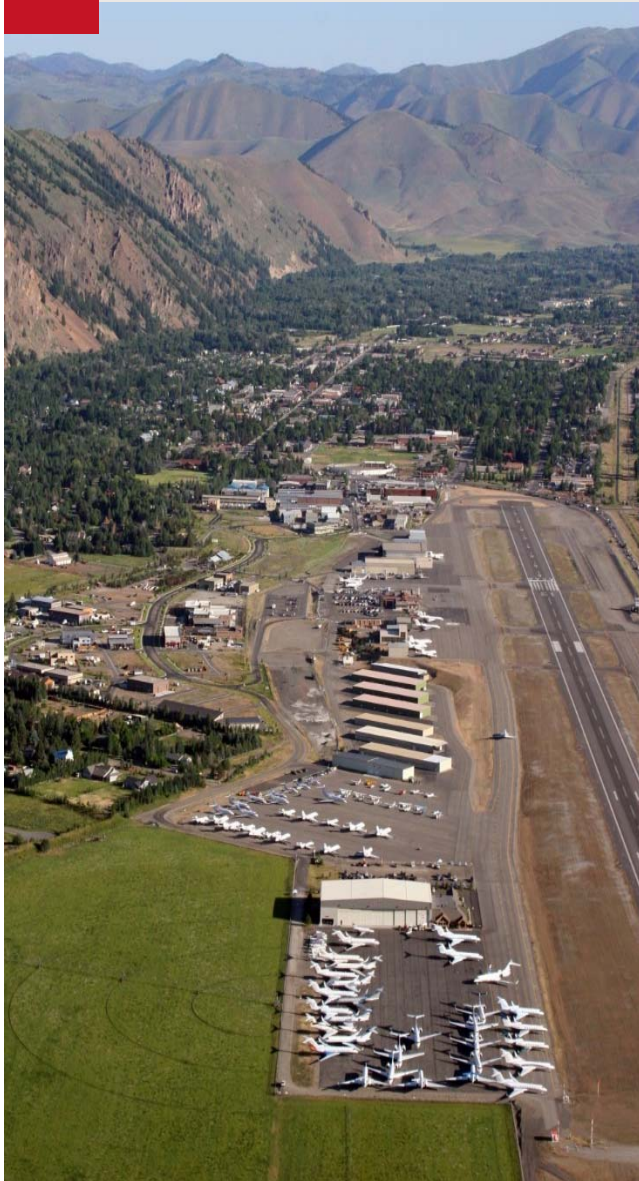
Sun Valley

December 1, 2015



# OVERVIEW

2

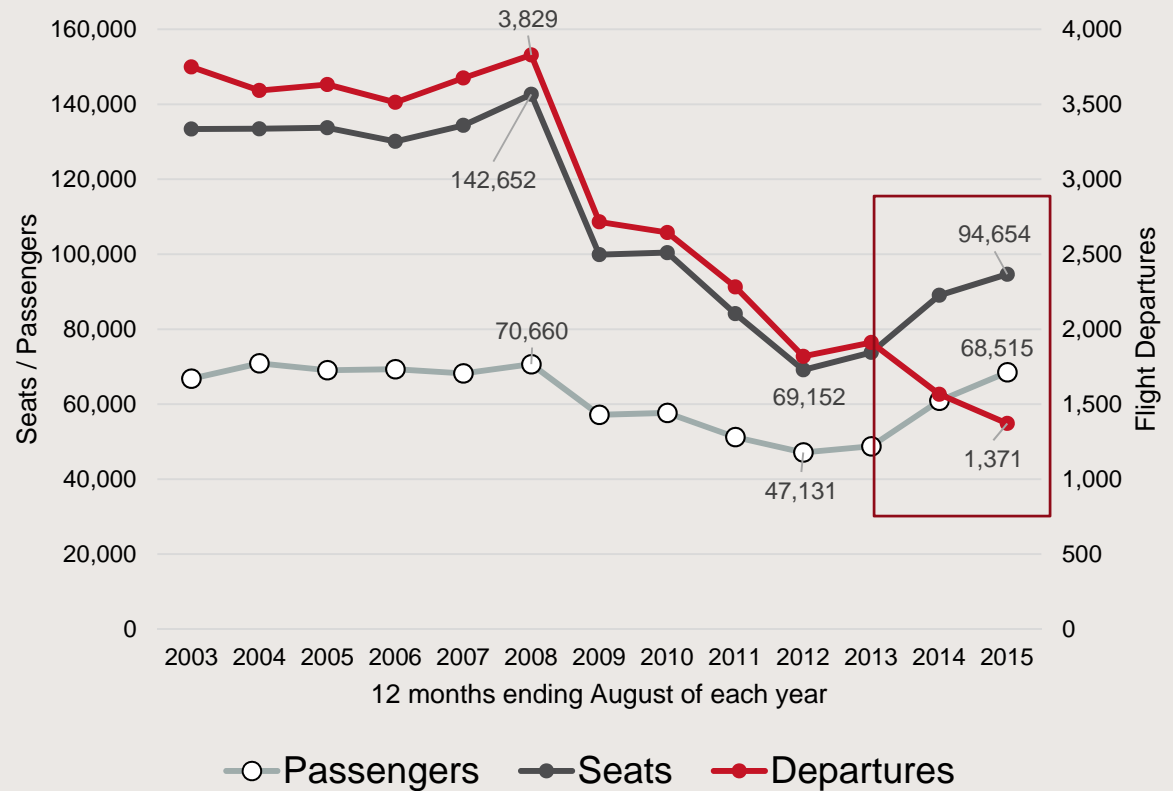


- Community involvement
- SUN changes over time
- Resort comparisons
- Locals and visitors
- Seasonality
- Load factors
- Airfares



## SUN FLIGHT PERFORMANCE BY YEAR

- SUN flights reduced in 2009 with the loss of OAK and year-round SEA service
- Seats began to increase at the end of 2013 with new service
- Passengers have grown significantly in the last two years but have not yet returned to 2008 peak level

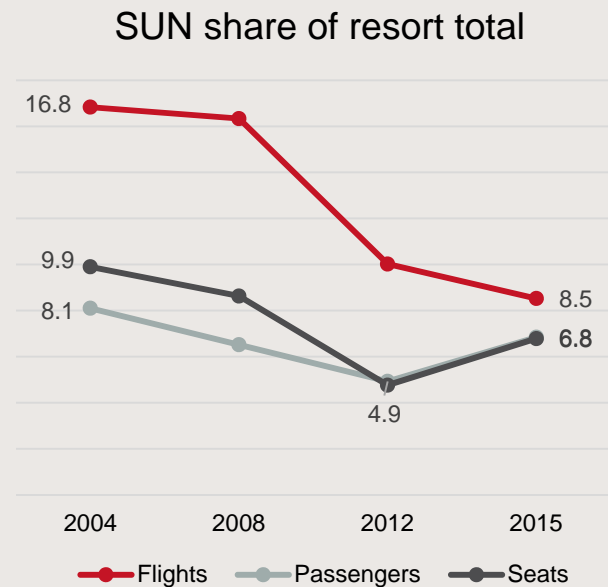


Source: Diio Mi T100 airline reported operations

# SUN CHANGES COMPARED TO RESORTS

12 months ending August	All resorts			SUN		
	Flights/day	Seats / Departure	Passengers/ Departure	Flights/day	Seats / Departure	Passengers/ Departure
2008	64.2	70	46	10.5	37	18
2012	49.7	80	53	5.0	38	26
2015	44.1	87	62	3.8	69	50
2015 vs 2008	(20)	16	16	(7)	32	32
% change	(31)	23	35	(64)	85	171

- Flight schedules peaked in 2008
- SUN passenger and seat shares dipped to 4.9% in 2012
- Passenger/seat shares increased to 6.8% with recent growth

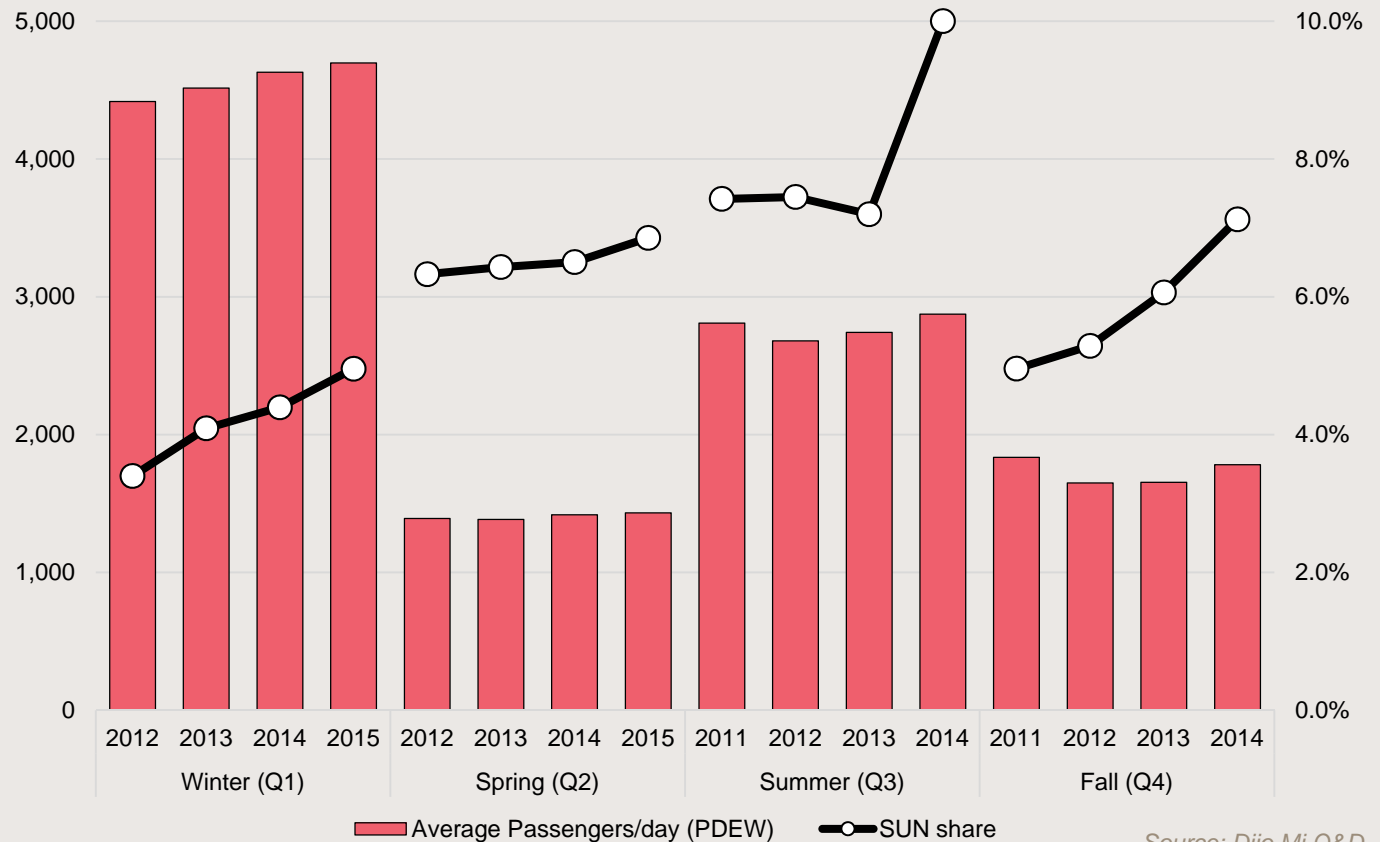


Source: Diio Mi T100 airline reported operations



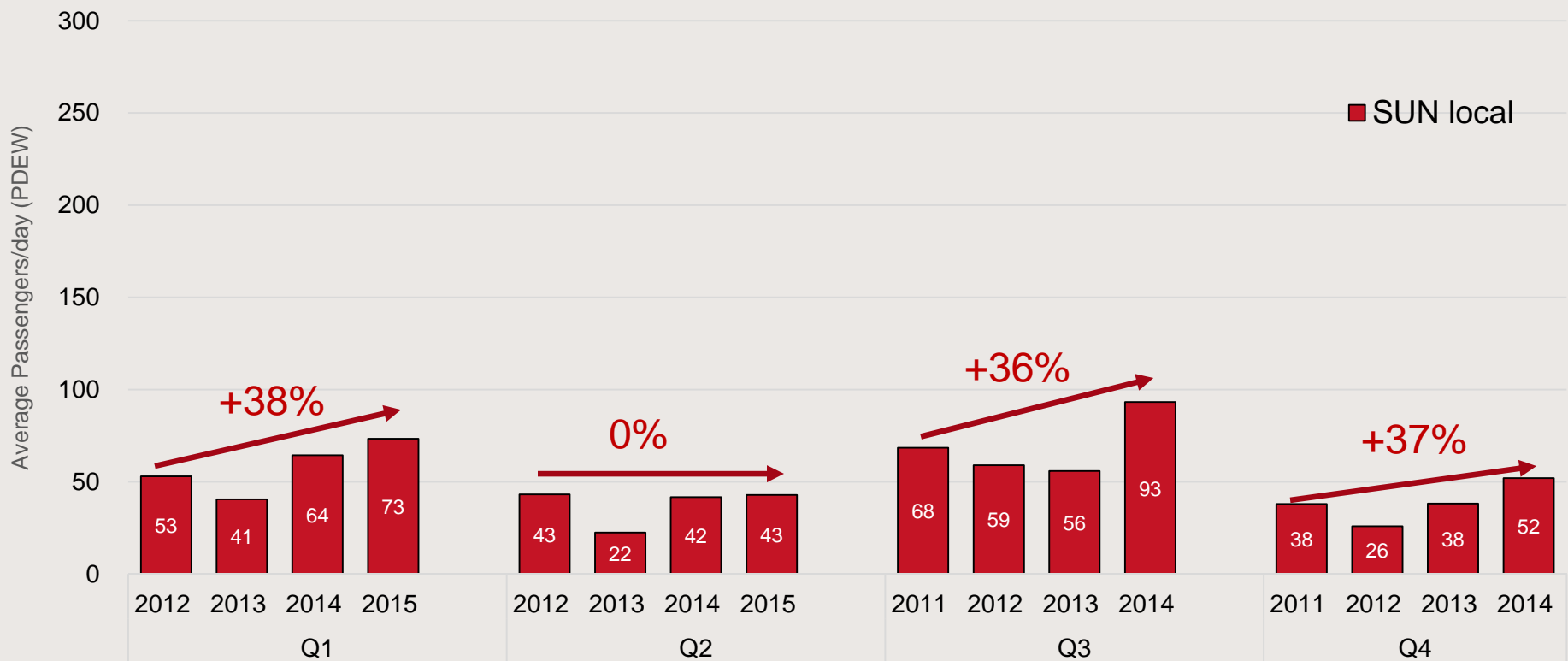
# SUN SHARE OF WESTERN RESORT TRAFFIC

- Winter (Q1) is the strongest season with SUN share now at 5.0%
- SUN share of summer (Q3) traffic jumped to 10.0% in 2014.



Source: Diio Mi O&D

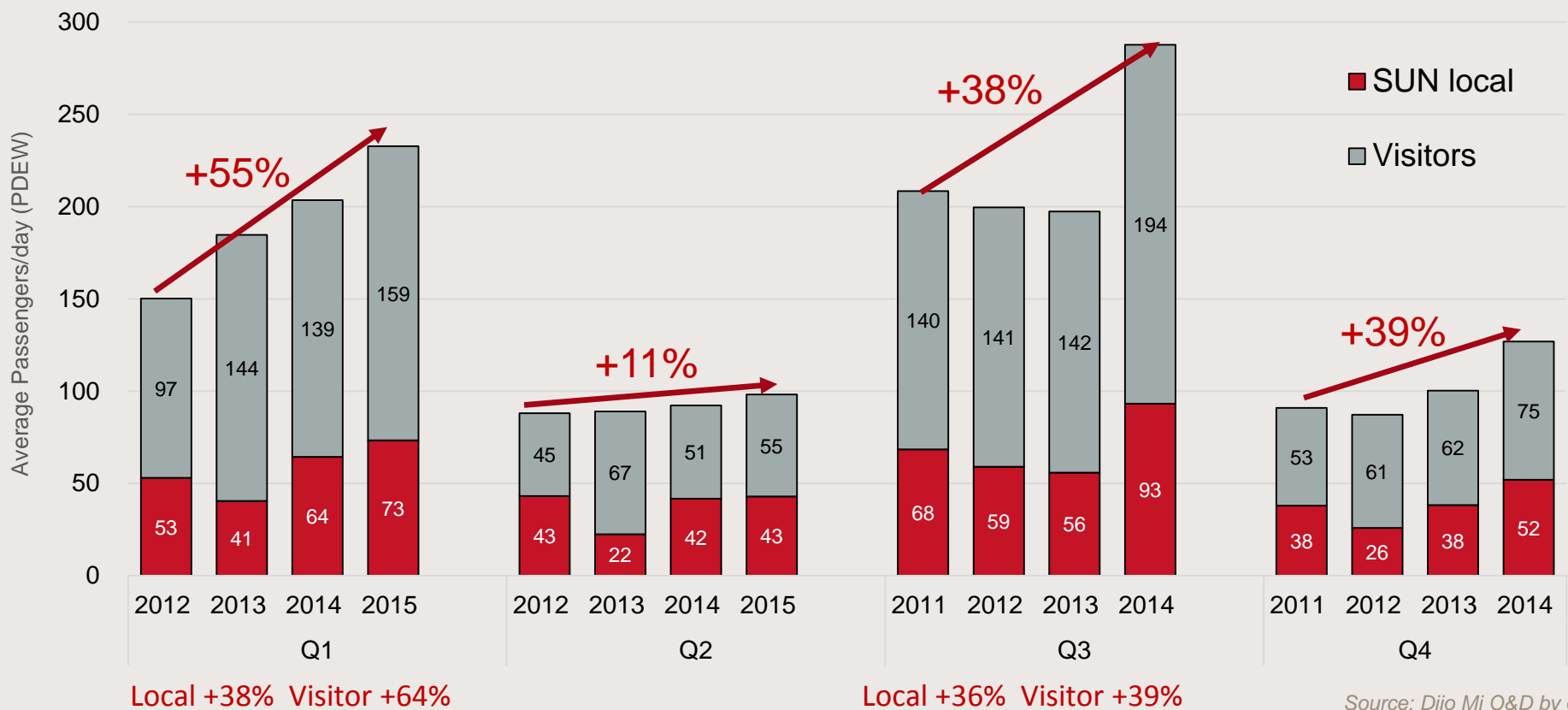
# SUN LOCAL PASSENGER GROWTH BY QUARTER



Source: Diio Mi O&D by origin



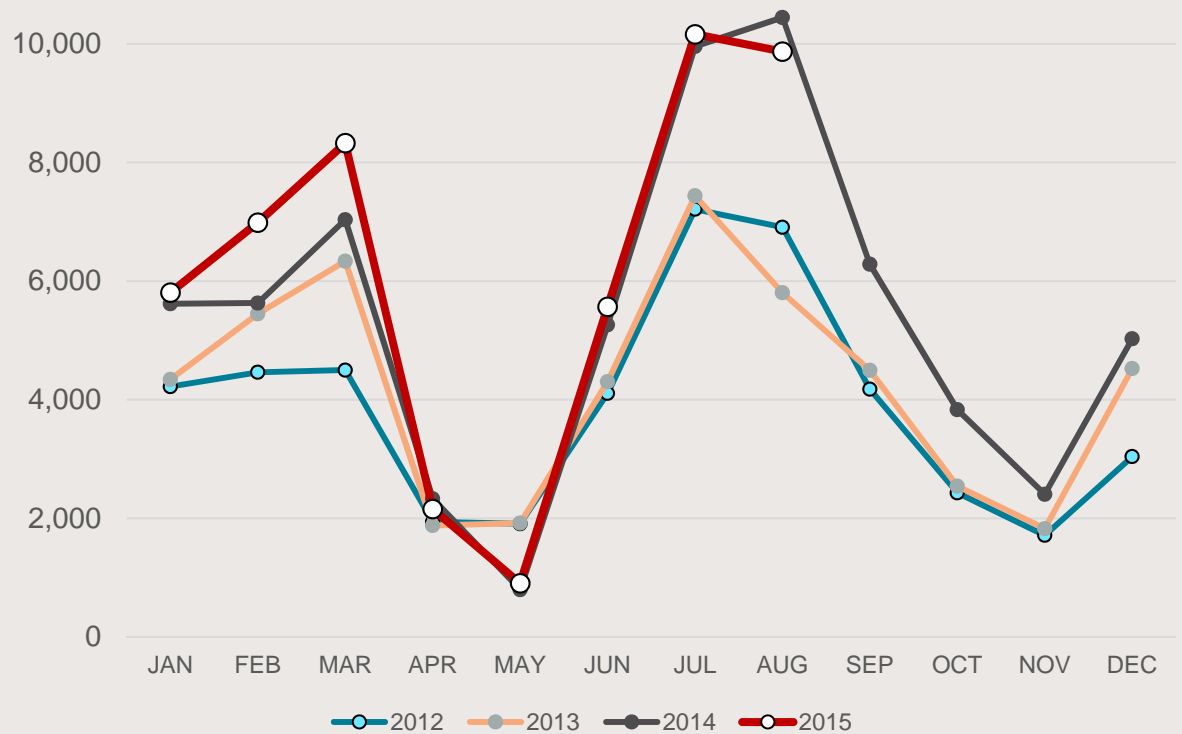
# SUN TOTAL PASSENGER GROWTH BY QUARTER



Source: Diio Mi O&D by origin

## SUN SEASONALITY

- March is the strongest winter month peaking at 8,325 passengers in 2015
- Passengers now peaking at 10,000+ in July and August
- November improved with RJ service
- December growing with new destinations

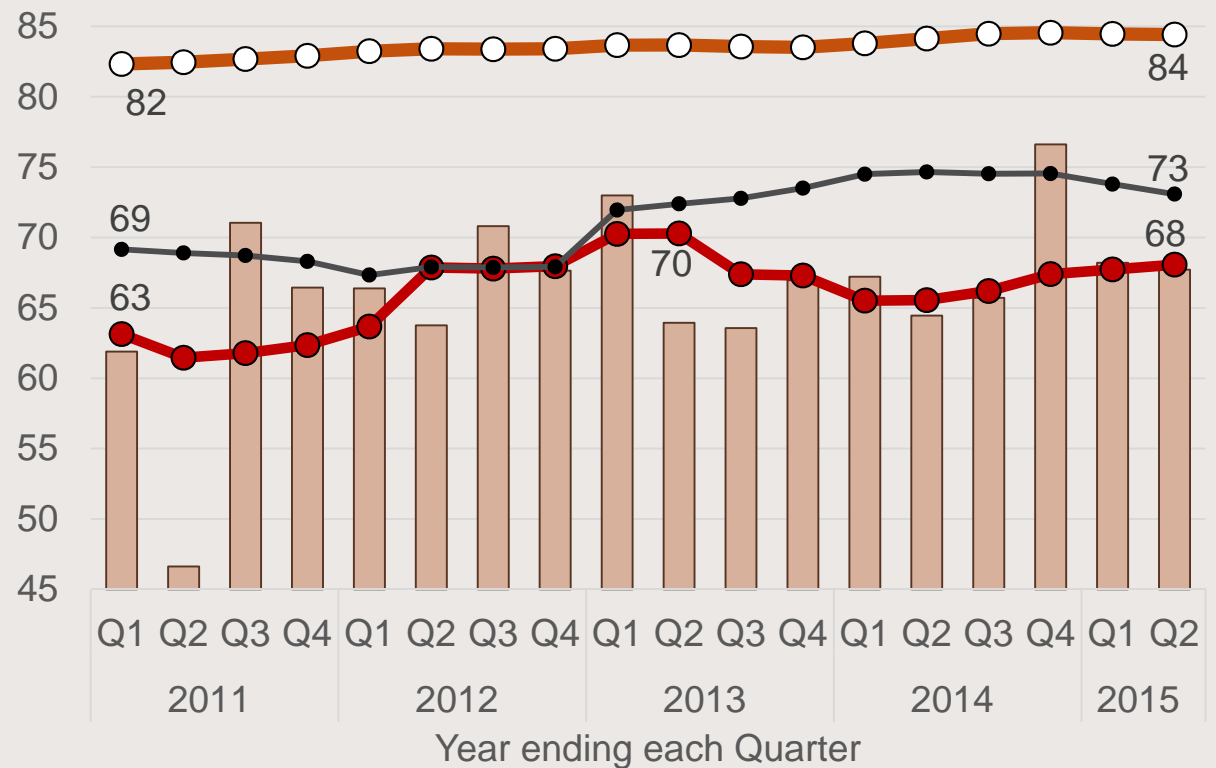


Source: Diio Mi T100 average arriving/departing passengers



# SUN LOAD FACTOR

- SUN load factors increased in 2012 and matched the resort average as SkyWest cut SLC flight frequency 21%
- Load factors dipped initially with RJ upgrades and new service but have increased in recent quarters

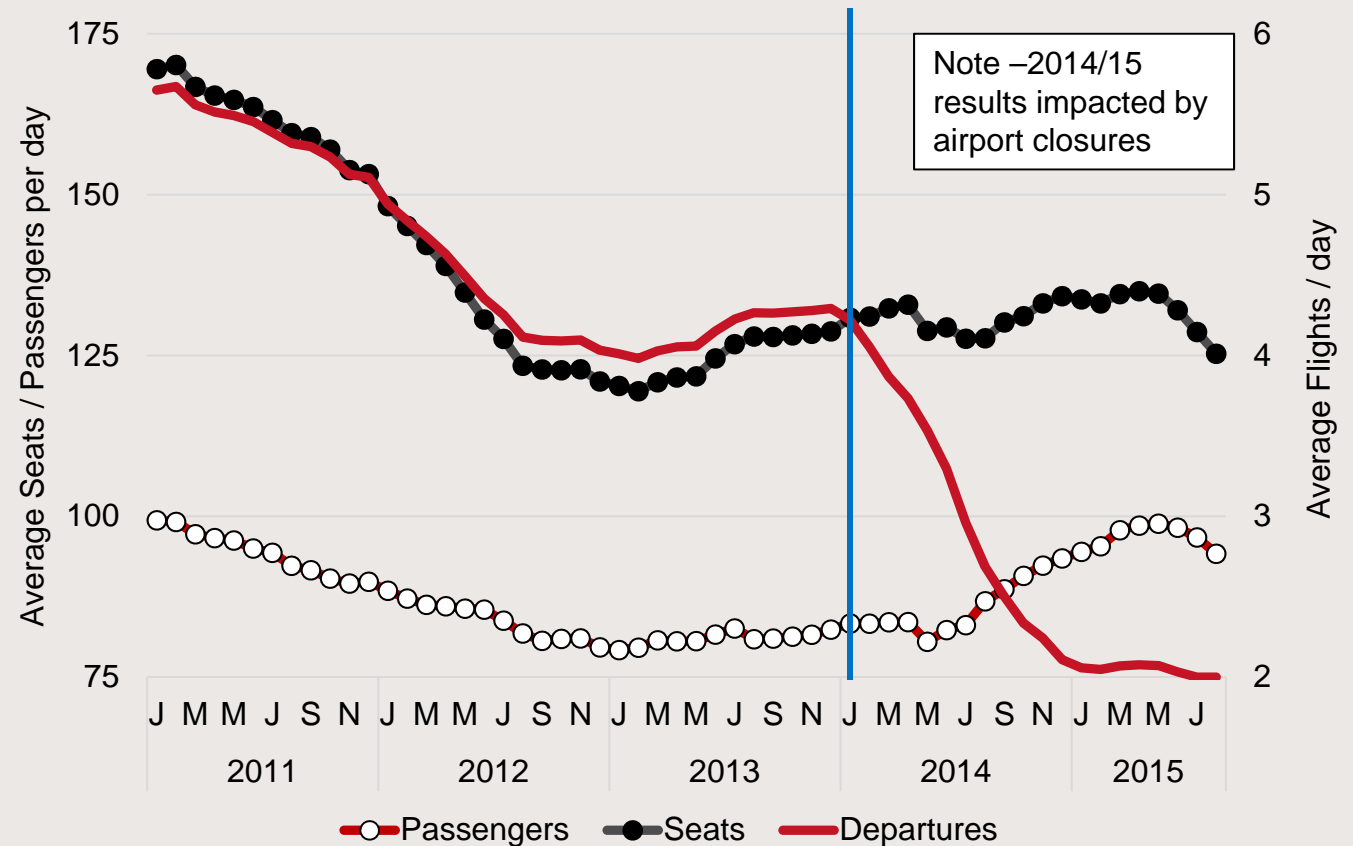


■ SUN by quarter ■ SUN ○ U.S. industry ● Resort Total

Source: Diio Mi T100 average arriving/departing passengers

# DL SUN-SLC EQUIPMENT UPGRADE

- Delta upgraded service to SLC in January 2014
- Frequency was reduced but DL retained capacity
- Passengers fell to an average of 82/day at the end of 2013 and have increased with the new RJ schedule



Source: Diio Mi T100 airline reported operations

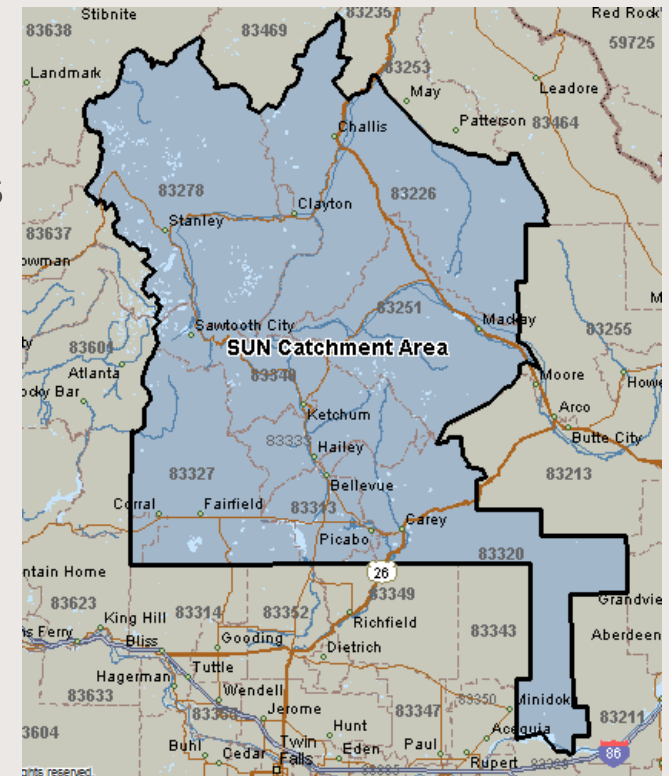


# SUN LEAKAGE (ARC ZIP CODE TICKET ANALYSIS)

- ARC tickets include local and online travel agencies like Travelocity, Expedia
- Table shows the percentage of local passengers originating travel at SUN vs BOI, SLC, etc

Community	Winter 2014/15		Summer 2014		Off-Peak 2014	
	% SUN	Change	% SUN	Change	% SUN	Change
Hailey	37	2	52	14	32	5
Ketchum	48	8	55	1	40	0
Bellevue	29	(3)	51	18	37	3
other	4	(4)	7	4	5	(4)

- 80% of area tickets from Hailey and Ketchum



Source: Current ARC ticket analysis compared to 2013 base analysis

## RESORT SUMMARY

Resort		YE Q2 2015		YOY change		% Change		
		PDEW	Fare	PDEW	Fare	PDEW	Seats	Fare
JAC	Jackson Hole	798	292	(4)	10	(0)	4	4
ASE	Aspen	596	323	44	1	8	5	0
EGE	Vail	436	311	(17)	11	(4)	(1)	4
HDN	Steamboat Springs	253	236	7	1	3	5	0
MTJ	Montrose	266	272	27	12	11	9	5
SUN	Sun Valley	186	241	38	(26)	26	13	(10)
GUC	Gunnison	89	247	7	(8)	8	8	(3)
MMH	Mammoth	68	127	(6)	2	(9)	(16)	2
TEX	Telluride	4	259	(11)	17	(74)	(81)	7
TOTAL		2,694	286	85	5	3	3	2

- Overall for the 9 resorts tracked, seats and passengers increased 3% as average fares rose 2%.
- SUN passengers increased 26% with a 13% increase in capacity
- SUN fares were down 10% and \$45 lower than the resort average

*Source: Diio Mi O&D data for 9 tracking resorts*

## LOOKING FORWARD TO WINTER (1Q) 2016

- Winter airline seats have grown 4% in recent years
- In 2012 SUN had fewer seats than Gunnison
- SUN seats are up 47% with the addition of UA service and additional frequencies to SLC and other markets
- SUN share of capacity has grown from 3.8% to 5.5%

Resort		2012	2016	Change	% chng
ASE	Aspen	164,380	163,653	(727)	(0)
EGE	Vail	196,616	152,599	(44,017)	(22)
JAC	Jackson Hole	89,780	132,397	42,617	47
HDN	Steamboat	102,645	96,548	(6,097)	(6)
MTJ	Montrose	49,047	73,673	24,626	50
<b>SUN</b>	<b>Sun Valley</b>	<b>26,150</b>	<b>38,414</b>	<b>12,264</b>	<b>47</b>
GUC	Gunnison	27,116	25,288	(1,828)	(7)
MMH	Mammoth	23,328	21,680	(1,648)	(7)
TEX	Telluride	3,952		(3,952)	(100)
<b>Total</b>		<b>683,014</b>	<b>704,252</b>	<b>21,238</b>	<b>3</b>

SUN markets		2012	2016	Change	% chng
AS	Los Angeles	6,460	6,612	152	2
	Seattle	6,460	6,840	380	6
DL	Los Angeles		455	455	
	Salt Lake City	13,230	14,777	1,547	12
UA	Denver		3,570	3,570	
	San Francisco		6,160	6,160	

Source: Diio Mi Scheduled seats



## RESORT TOP 20 MARKET WINTER CAPACITY

- Top 20 markets account for 62% of winter passengers
- New York is the largest overall ski market with 3 airports in the top 10
- DFW is the 2<sup>nd</sup> largest nonstop market and 2<sup>nd</sup> only to DEN for seats to resorts

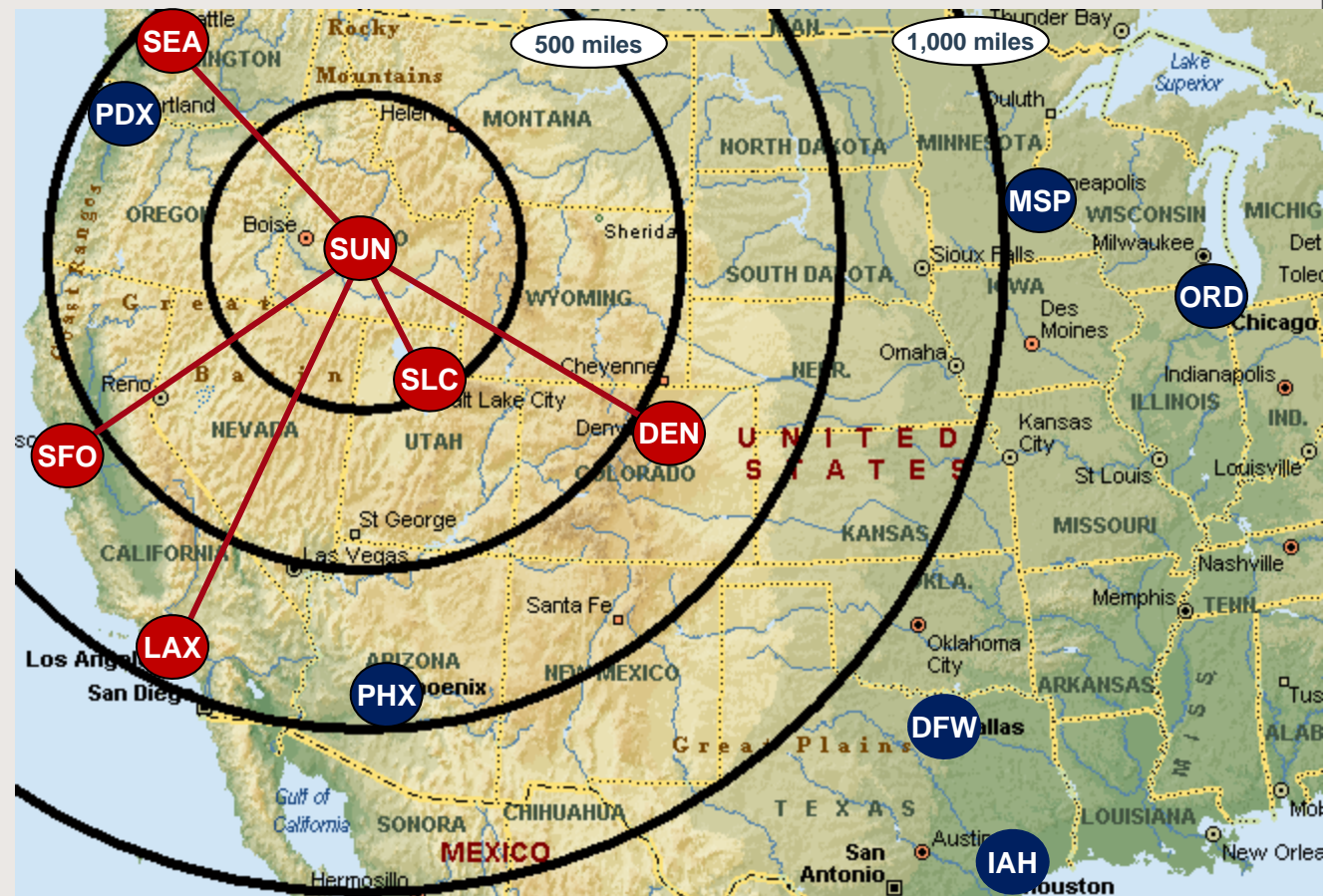
Rank	Market			PDEW 1Q 2015	Scheduled seats/day 1Q 2016								Total
					ASE	EGE	JAC	HDN	MTJ	SUN	GUC	MMH	
1	<b>LAX</b>	Los Angeles	CA	<b>396</b>	302	128	108	62	81	<b>78</b>	21	119	899
2	<b>DFW</b>	Dallas	TX	<b>260</b>	129	372	256	189	148		151		1,245
3	<b>ORD</b>	Chicago	IL	<b>249</b>	375	140	144	120	94		12		885
4	<b>IAH</b>	Houston	TX	<b>235</b>	179	110	23	154	62		14		542
5	<b>EWR</b>	Newark	NJ	<b>230</b>		115	77	35	28				255
6	<b>LGA</b>	New York	NY	<b>183</b>					18				18
7	<b>SFO</b>	San Francisco	CA	<b>181</b>	125		75	9	19	<b>68</b>		70	365
8	<b>ATL</b>	Atlanta	GA	<b>166</b>	63	174	82	135	46				500
9	<b>MIA</b>	Miami	FL	<b>158</b>		230							230
10	<b>JFK</b>	New York	NY	<b>132</b>		179	16						194
11	<b>BOS</b>	Boston	MA	<b>114</b>									0
12	<b>SEA</b>	Seattle	WA	<b>95</b>			11	38		<b>75</b>			124
13	<b>DEN</b>	Denver	CO	<b>73</b>	610	216	346	210	235	<b>39</b>	81	5	1,743
14	<b>IAD</b>	Washington	VA	<b>70</b>			10	30					40
15	<b>SAN</b>	San Diego	CA	<b>66</b>								44	44
16	<b>FLL</b>	Fort Lauderdale	FL	<b>65</b>									0
17	<b>MSP</b>	Minneapolis	MN	<b>65</b>	16		25	79					120
18	<b>PHL</b>	Philadelphia	PA	<b>65</b>									0
19	<b>AUS</b>	Austin	TX	<b>65</b>									0
20	<b>TPA</b>	Tampa	FL	<b>63</b>									0
All other markets				<b>1,763</b>		12	282		78	<b>162</b>			534
1Q Total				<b>4,696</b>	1,798	1,677	1,455	1,061	810	<b>422</b>	278	238	7,739

Source: Diio Mi 2015 O&D and 2016 capacity

# SUN AIR SERVICE

15

- DL SLC hub provides year-round service
- Seasonal service to major cities (LAX, SEA, SFO) and UA DEN hub
- New hub targets are generally over 1,000 miles



## SUMMARY AND NEXT STEPS –



- Community support and the collective efforts of Fly Sun Valley Alliance, Sun Valley Resort and Friedman Memorial Airport has been key to recent air service growth
  - Identified best opportunities for new and expanded service
  - Secured SCASDP grant and stable local funding for airline contracts/marketing
  - Active engagement with airlines
- Next steps to retain/improve air service
  - Monitor schedules and airfares
  - Track flight performance
  - Continue working with the airlines



An aerial photograph of a valley. In the foreground, there are green fields and a winding river. In the middle ground, there is a town with a large airport runway and taxiway. In the background, there are rolling hills and mountains under a clear sky.

Thank You

Ron McNeill  
Senior Consultant  
[ron.mcneill@meadhunt.com](mailto:ron.mcneill@meadhunt.com)

**Mead  
& Hunt**

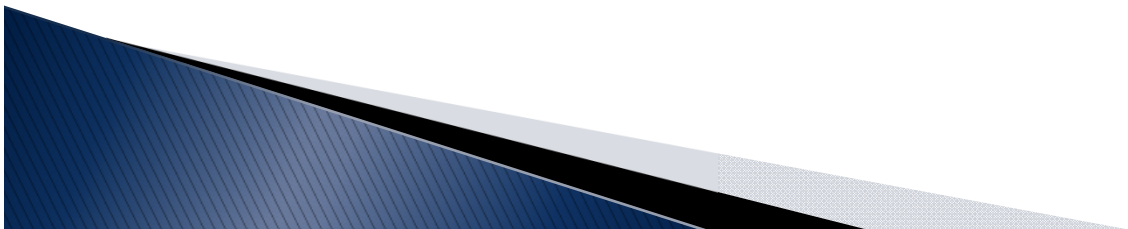
# Airport Art Committee

- ▶ Lisa Horowitz, (City of Hailey) initially approached the Airport Manager to discuss the presentation of art in the terminal
- ▶ City of Hailey and the Hailey Arts Commission offered to help secure various works of art in order to enhance the passenger terminal experience
- ▶ A solicitation was conducted and art was selected and installed in the terminal for approximately 4 months
- ▶ A second solicitation has been conducted and new art has been selected and displayed in the passenger terminal
- ▶ Staff suggests that a FMAA Board member work with the Hailey Arts Commission in order to develop a formal “Airport Arts Committee” for the purpose of establishing a continuing system for exhibiting art in the terminal



# Art Donation

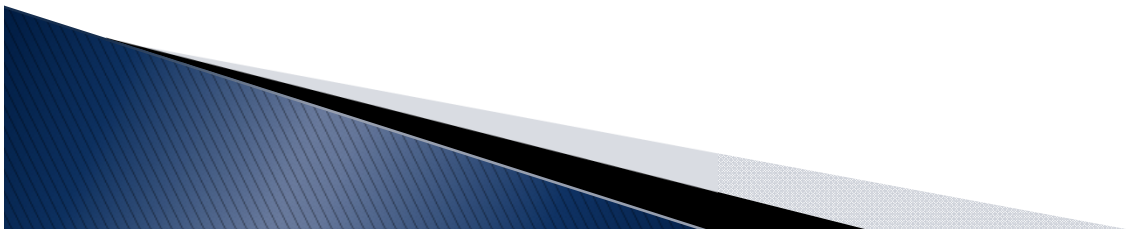
- ▶ North Fork Iron Works, LLC
  - North Fork Iron Works, LLC has offered to donate a gift of 4 Rod Kagan metal sculptures to the Friedman Memorial Airport
  - Sculptures are current on display in the Airport exit thoroughfare
  - Staff is hopeful that the Board will formally accept the gift





# January, February and March Meeting Dates

- ▶ Proposed meeting dates
- ▶ Tuesday, January 12, 2016
- ▶ Tuesday, February 9, 2016
- ▶ Tuesday, March 8, 2016



» PUBLIC COMMENT



Check SUN fares first when making travel plans  
Book early and save



# Thank you



*1616 Airport Circle • Hailey, ID 83333 • 208.788.4956*