



# Friedman Memorial Airport Authority

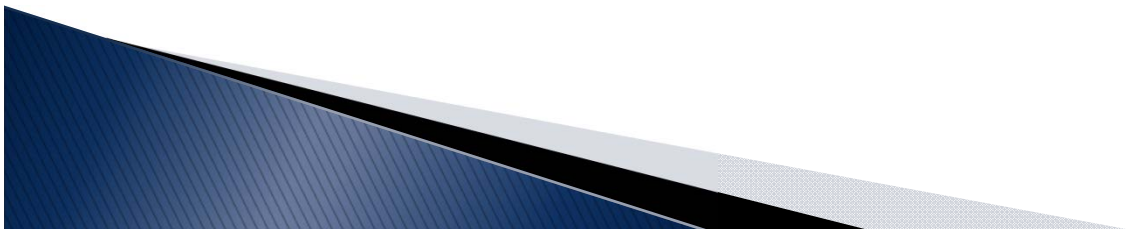
## Regular Board Meeting

May 2, 2017





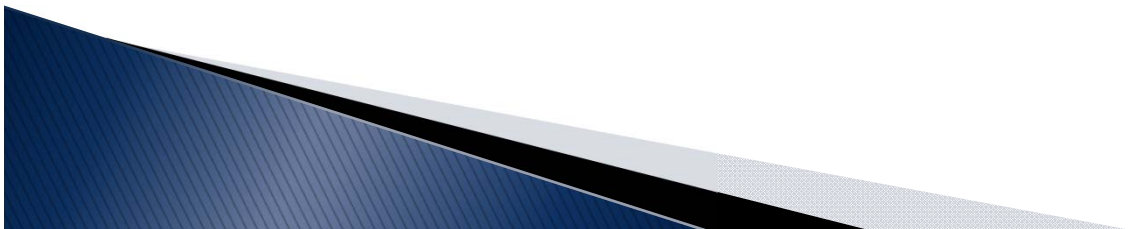
# Public Comment





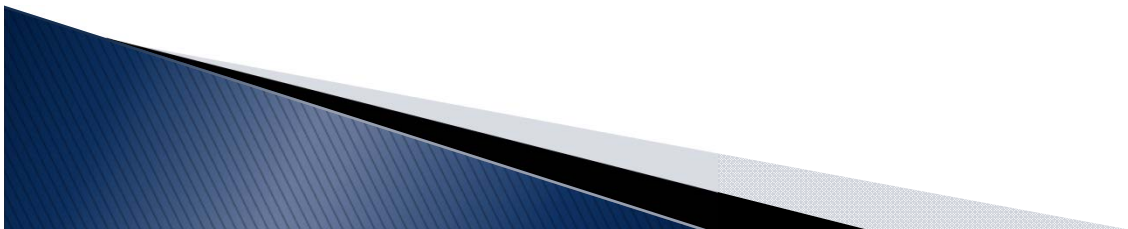
# Approval of Meeting Minutes

April 4, 2017 Regular Meeting





# Reports



# Reports

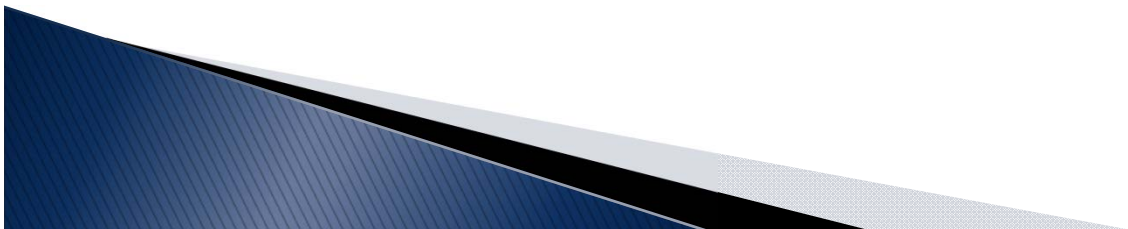
- ▶ Chairman Report
  - ▶ Blaine County Report
  - ▶ City of Hailey Report
- 

- ▶ Airport Manager Report
- ▶ Communications Director Report (Centerlyne)
- ▶ Fly Sun Valley Alliance Report



# Airport Manager Report

April 4, 2017



# EMB-175

- ▶ IT'S ON ITS WAY...!
- ▶ Inaugural Flight June 30 – United Express
  - SFO
  - DEN





# EMB-175

- ▶ Additional flight tests and crew training May 24–25
- ▶ Several northbound flights over Hailey as part of testing and training...
  - Not typical activity...





# Triennial Emergency Drill

- ▶ June 10
- ▶ Required by the FAA every three years
- ▶ NEED VOLUNTEERS!



# TSA AIT

- ▶ Online!
- ▶ Good feedback from passengers...



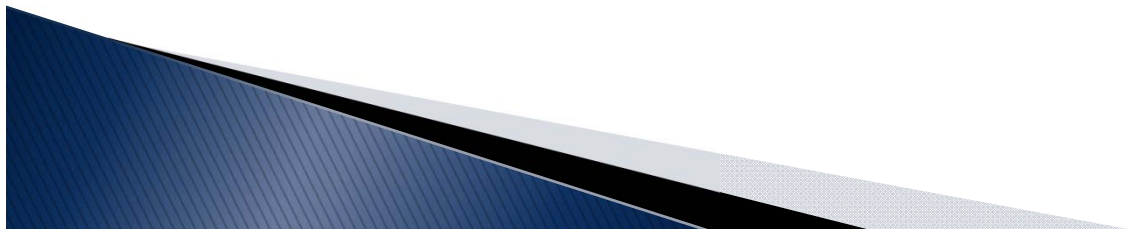
#### APPLICATIONS

- Aviation threat detection
- Select non-aviation environments



# Air Service Workshop

- ▶ April 11
  - SUN staff
  - FSVA
  - Air carriers
  
- ▶ Detailed discussion of growing air service
  - Airport capacity
    - E-175
    - Gates/aircraft parking
    - Terminal
  - Airline support capabilities



# Other happenings... Updates

- ▶ Federal .gov funding thru FY17
- ▶ July/August activity planning
  - Airspace consultant
- ▶ Reliability improvement options
- ▶ SAAC Rotation – May 18<sup>th</sup>



# Runway Pavement Maintenance

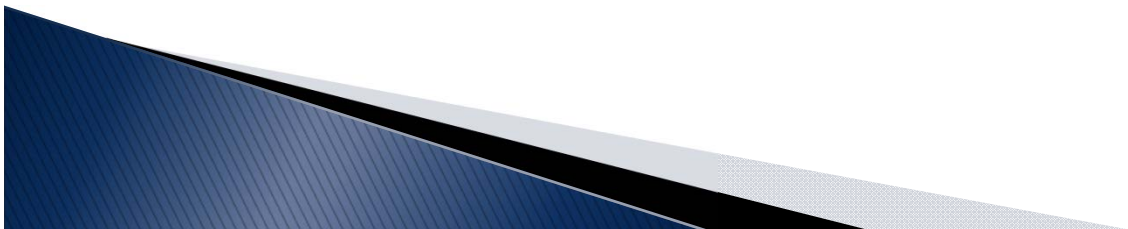
- ▶ June 5–7, 2017 (weather permitting...)





# “On the Horizon”

- ▶ Approval of T-O Bidding and Construction Fees for Apron Project
- ▶ Approval of Parking Lot Vending Services RFP
- ▶ Initial FY2018 Budget Review
- ▶ Approval of Auditor RFP
- ▶ Update on Project





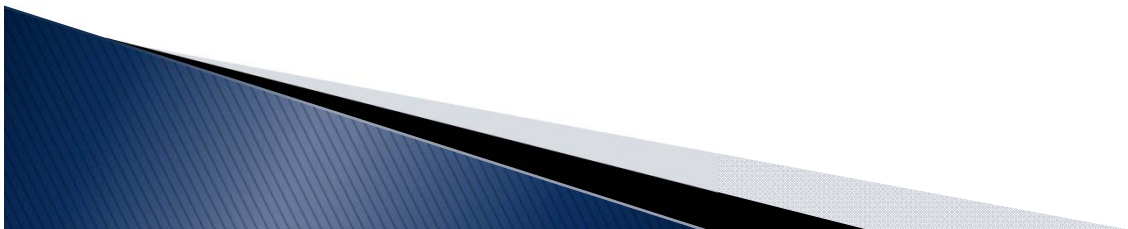
# Reports

- ▶ ~~Chairman Report~~
- ▶ ~~Blaine County Report~~
- ▶ ~~City of Hailey Report~~
- ▶ ~~Airport Manager Report~~
- ▶ Communications Director Report (Centerlyne)
- ▶ Fly Sun Valley Alliance Report



**CENTERLYNE**

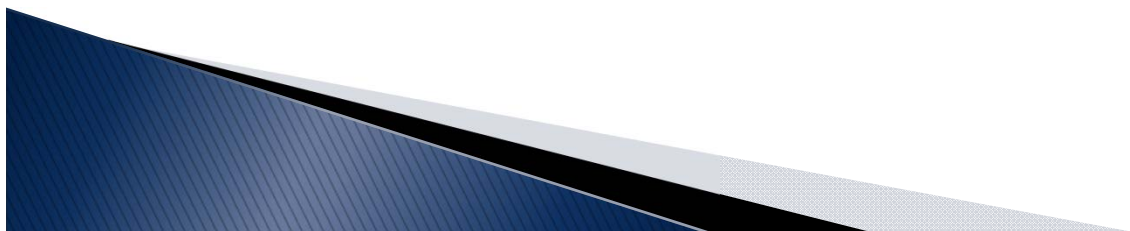
WEB & GRAPHIC DESIGN + SOCIAL MEDIA MARKETING + SEO



# Reports

- ▶ ~~Chairman Report~~
- ▶ ~~Blaine County Report~~
- ▶ ~~City of Hailey Report~~
- ▶ ~~Airport Manager Report~~
- ▶ ~~Communications Director Report (Centerlyne)~~
- ▶ Fly Sun Valley Alliance Report







# FSVA SUN AIR SERVICE UPDATE

April 20, 2017





# BIG SUCCESS

## Investment in Air Service Delivers Results

**MORE FLIGHTS = MORE BUSINESS, IMPROVED QUALITY OF LIFE**

- ❑ Local, business, part-time resident, visitor travelers have more choices, more convenience, more competitive fares
- ❑ Improved air service to Wood River Valley = more positive economic impact

**2013**



**2016**







## RESULTS & SUCCESS (2014-2016)

We have made great progress...

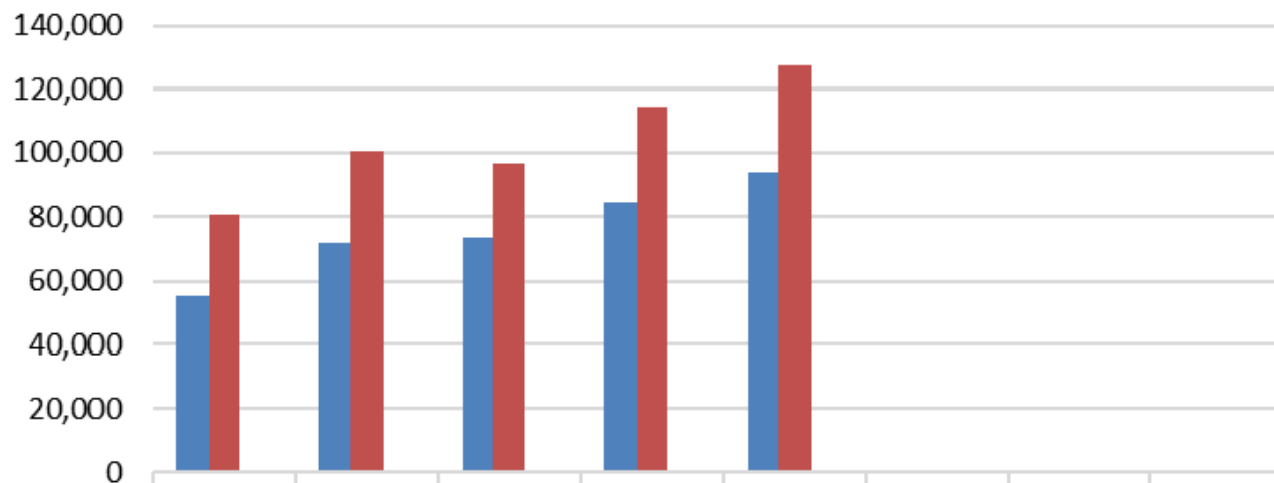
- ✓ 3 new flights-DEN, PDX, SFO (+LAX, SEA, SLC)
- ✓ New airline – United
- ✓ New regional jet service on United, Delta
- ✓ More seats to all 6 cities; longer seasons
- ✓ 40,000+ new air-travel visitors; spending \$55M
- ✓ \$340M total in direct spending by visitors and part-time residents
- ✓ \$200M overall economic impact from tourism developments (hotels, airport, etc.) and new visitor spending
- ✓ Airfares decreased by an average of 10%





# RESULTS & SUCCESS (2014-17 Projected)

**SUN Air Service Growth 2013-2017 Projected**



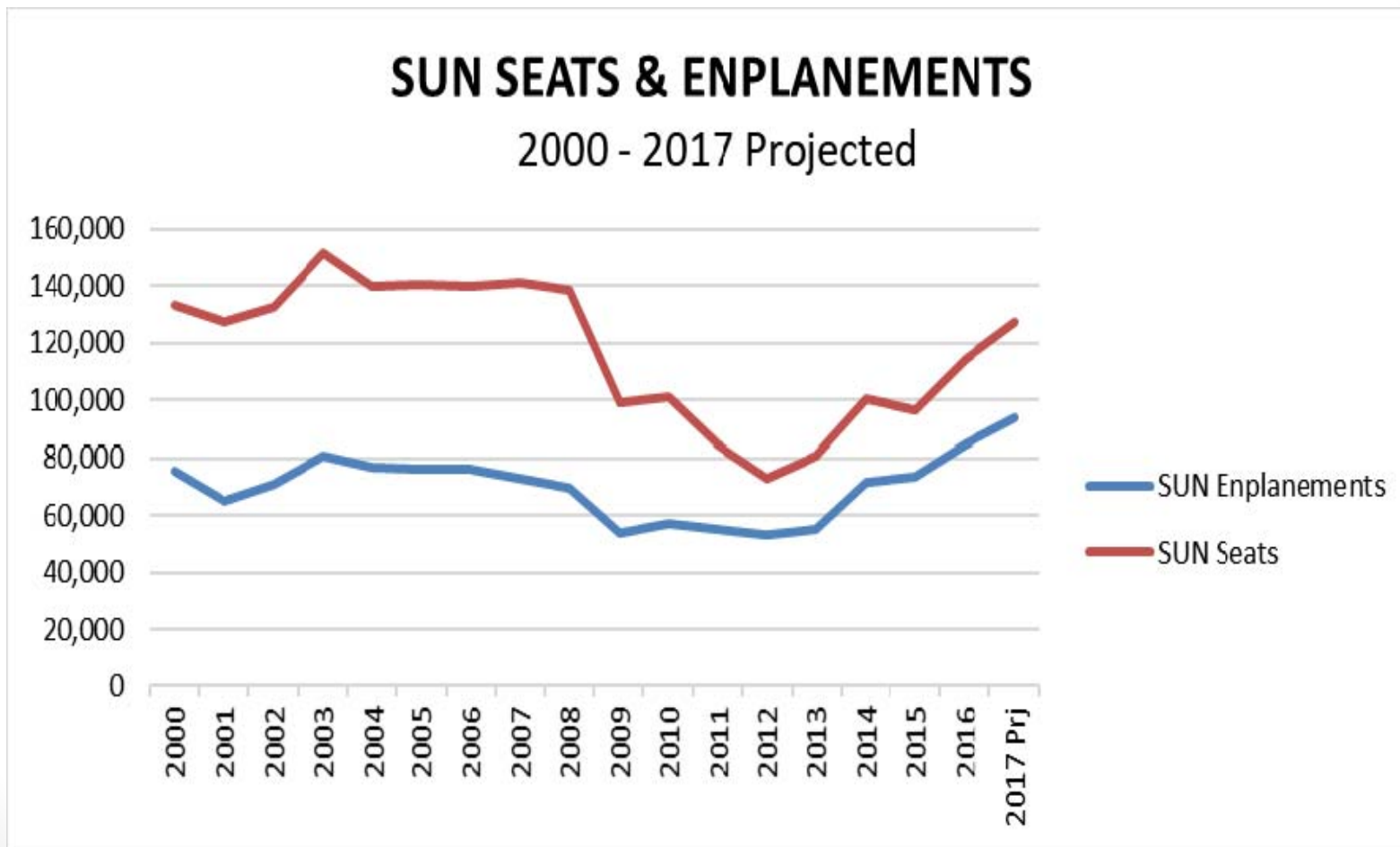
	2013	2014	2015	2016	2017 Proj	2013-15 Increase	2013-16 Increase	2013-17 Increase Proj
■ ENPLANEMENTS	55,313	71,543	73,420	84,560	94,000	33%	53%	70%
■ SEATS	80,663	100,777	96,309	114,370	127,350	19%	42%	58%
■ LOAD%	69%	71%	76%	74%	74%	7 pts	5 pts	5 pts

*\*SUN Airport Stats +5% estimated for diverted flights/pax. New service: SFO Dec 2013; DEN June 2014; PDX Dec 2016*



## SUN AIR SERVICE SEATS & ENPLANEMENTS

- SUN air service showing strong recovery

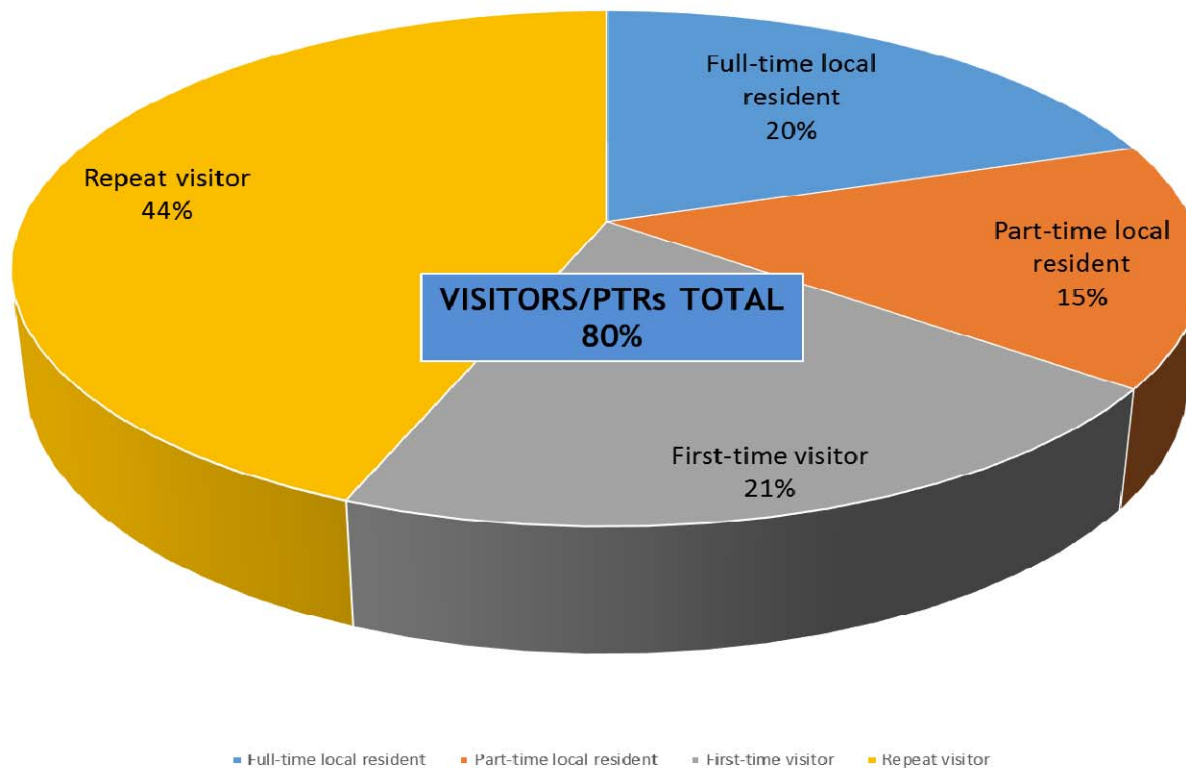




# SUN AIR PASSENGER MIX

## SUN Air Passenger Survey 2016

All respondents: winter/summer fall

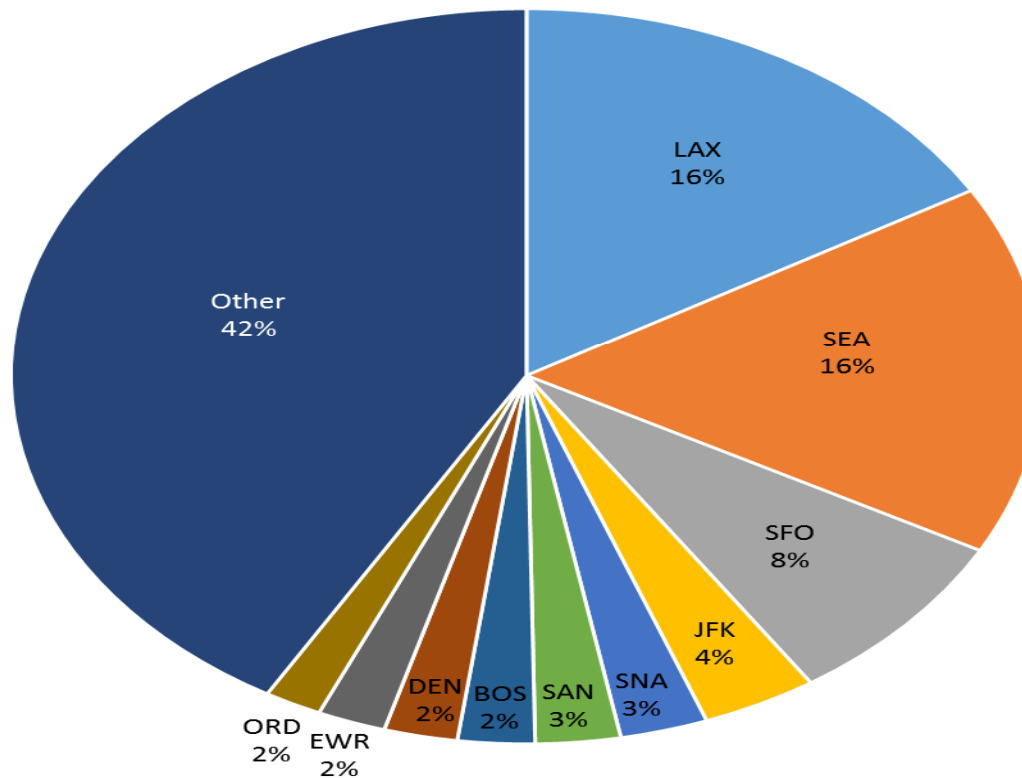


Source: SUN Air Passenger survey, 2016. RRC Associates for FSVA



# SUN PASSENGER ORIGIN

Top SUN Markets for Calendar Year 2016



- **TOP OD MARKETS FOR SUN 2016: Seattle, Los Angeles, San Francisco, New York**
- *Source: Mead & Hunt, USDOT, 2016 data – all SUN airlines*



# 2017 SUMMER/FALL UPDATE

## MORE SEATS & FLIGHTS

12% more seats added for summer 2017 (proj - fall UA flights still being finalized)

### NEW!

- Expanded United SFO service begins June 10
- Expanded Alaska SEA service June 9 – Dec 10  
(10 months in 2017, June-March!)
- New Alaska PDX summer service June 14 – Sept 17







# 2017 SUMMER/FALL UPDATE

## SUMMER/FALL 2017 SUN VALLEY (SUN) NON-STOP FLIGHT SCHEDULE

As of 4/5/2017

AIRLINE	CITY	AIRPORT	PLANE	DEPARTS CITY	ARRIVES SUN	DEPARTS SUN	ARRIVES CITY	FREQUENCY	DATES	DETAILS
<b>Alaska</b> www.alaskaair.com	Los Angeles	LAX	Q400	1:35pm	5:00pm	11:20am	12:55pm	Daily	Jun 9 - Sep 17	
				1:35pm	5:00pm	11:20am	12:55pm	3 x week	Sep 21 - Oct 15	Thurs, Fri, Sun
	Seattle	SEA	Q400	8:00am	10:50am	5:55pm	6:45pm	Daily	Jun 9 - Sep 17	
				5:30pm	8:20pm	8:55pm	9:45pm	2 x week	July 1 - Sep 3	Sat/Sun
				8:05am	10:45am	5:30pm	6:30pm	3 x week	Sep 22 - Dec 10	Thurs, Fri, Sun
	Portland	PDX	Q400	12:40pm	3:05pm	3:40pm	4:10pm	2 x week	Jun 14 - Sep 16	Wed/Sat
<b>DELTA</b> www.delta.com	Los Angeles	LAX	CRJ700	1:10pm	4:15pm	11:20am	12:20pm	Saturday	Jun 17 - Aug 26	
				9:45am	12:45pm	8:00am	9:05am	Sunday	Jun 18 - Aug 27	
	Seattle	SEA	CRJ700	9:30am	12:00pm	12:45pm	1:40pm	Saturday	Jun 10 - Aug 26	
	Salt Lake City	SLC	CRJ700	10:00pm	10:55pm	7:00am	7:50am	Daily	Year Round	
				11:00am	12:00pm	1:00pm	2:00pm	Daily	Year Round	
				1:55pm	3:00pm	3:25pm	4:25pm	Daily	Jun 12 - Sep 29	
<b>UNITED</b> www.united.com	Denver	DEN	CRJ700	7:00pm	8:55pm	7:15am	9:00am	Daily	Jun 30 - Sep 5	(to SUN June 30; from SUN July 1)
									Fall TBD	
	San Francisco	SFO	CRJ700	4:15pm	7:15pm	8:25am	9:35am	Daily	Jun 10 - Sep 5	(to SUN June 10; from SUN June 11)
									Fall TBD	

Flight times and dates are approximate and subject to change.  
Airline and independent booking resources should be checked for accurate flight schedules and times.

IMPROVING AIR SERVICE TO SUN VALLEY ✈️ [www.flysunvalleyalliance.com](http://www.flysunvalleyalliance.com)





# STRATEGIC GOALS

## Retain-Expand-Add Air Service

- Retain contracted nonstop SEA, LAX, SFO, DEN, PDX (+SLC) flights
- Strategically expand service schedules and frequency
- Secure increased service/frequency during non-peak months
- Contract for a new nonstop flight market in FY18, others in future years
- Work with airlines & marketing partners to increase load factors
- Ensure competitive fares through monitoring and advocacy





# IT'S WORKING – THANK YOU!

## FLY SUN VALLEY ALLIANCE SUN VALLEY AIR SERVICE KEY PARTNERS

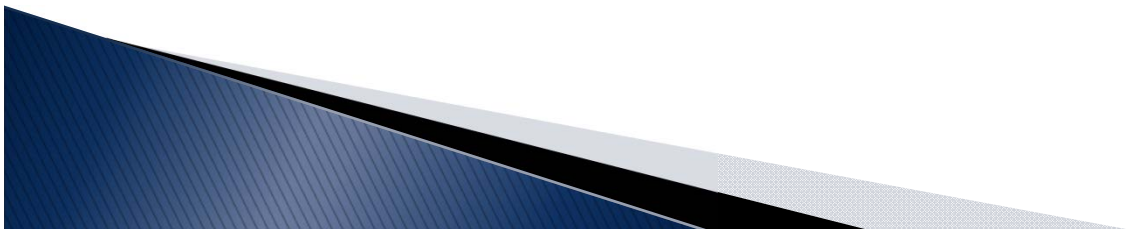
SUN VALLEY  
AIR SERVICE BOARD  
\*\*\*\*\*



**The Wood River Valley Community**  
**Over 50 Local Businesses**

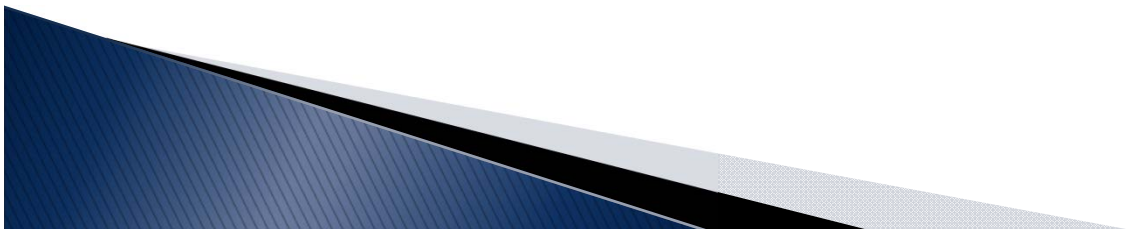


# Airport Staff Brief Questions

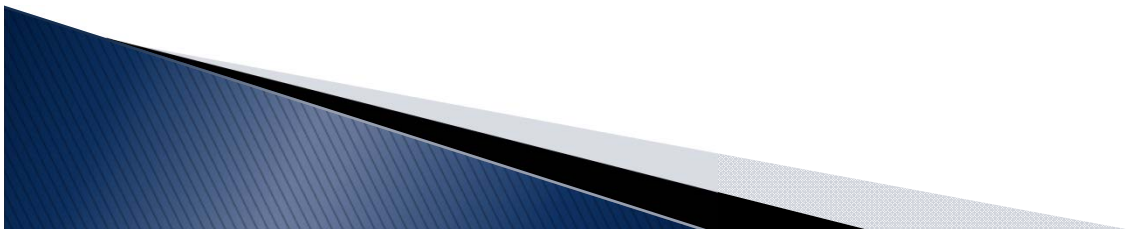




# Old Business



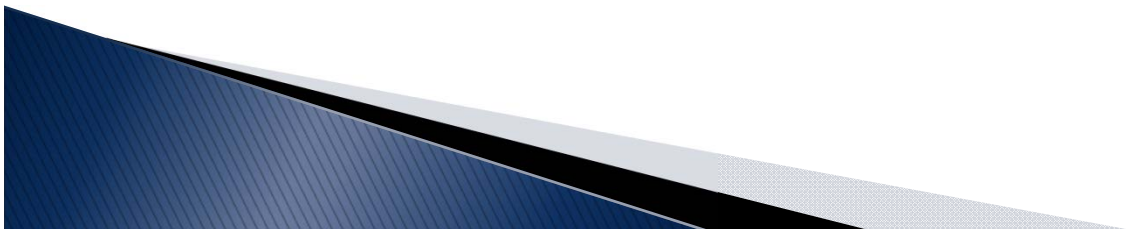
# Airport Voluntary Noise Abatement Program



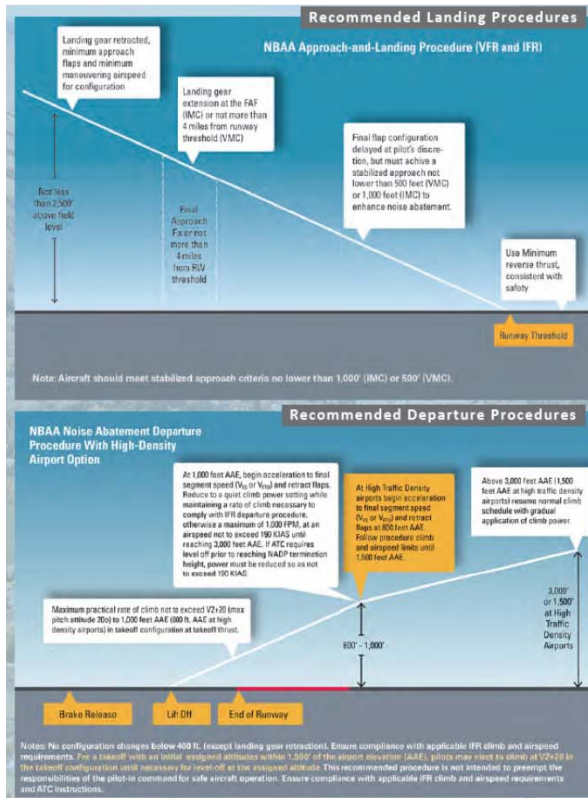


# Voluntary Noise Abatement Program Brochure

- ▶ Final Edition
  
- ▶ Next Steps:
  - Outreach
    - VNAP webpage improvements
    - Direct pilot coordination



# Voluntary Noise Abatement Program Brochure



## Welcome to Sun Valley

FRIEDMAN MEMORIAL AIRPORT  
PLEASE READ!

ENTIRE AREA IS RESIDENTIAL AND NOISE SENSITIVE

### VOLUNTARY NOISE ABATEMENT RECOMMENDATIONS

In response to local community concerns, Friedman Memorial Airport has a voluntary noise abatement program. The program is applicable to all types of aircraft. Please note that compliance with our voluntary noise abatement program is dependent on weather, Air Traffic Control instructions, aircraft performance capabilities, and pilot experience and familiarity with our airport. Safety should always take priority.

1. Avoid landing from the north or departing to the north over the City of Hailey unless weather, aircraft performance, pilot experience and familiarity, or company operations specifications dictate otherwise.
2. All aircraft are asked not to operate between the hours of 2300 and 0600 (local time).
3. Preferred hours of operation are 0700 - 2300 (local time) to coincide with hours during which the Hailey Tower and Friedman Memorial Airport crash/fire/rescue operations are staffed. There are limitations in services such as snow removal between the hours of 2300 and 0700 local.
4. Propeller-driven aircraft reduce prop RPM as soon as possible after take-off.
5. Auxiliary Power Unit (APU) usage is limited to 30 minutes.
6. Comply with the established arrival and departure corridors depicted on the overleaf.

### IMPORTANT AIRPORT CONTACT INFORMATION

Noise Abatement Center	208.788.5138
Automatic Terminal Information Service (ATIS)	208.788.2108
ATIS Frequency	128.225
Airport Manager's Office	208.788.4956

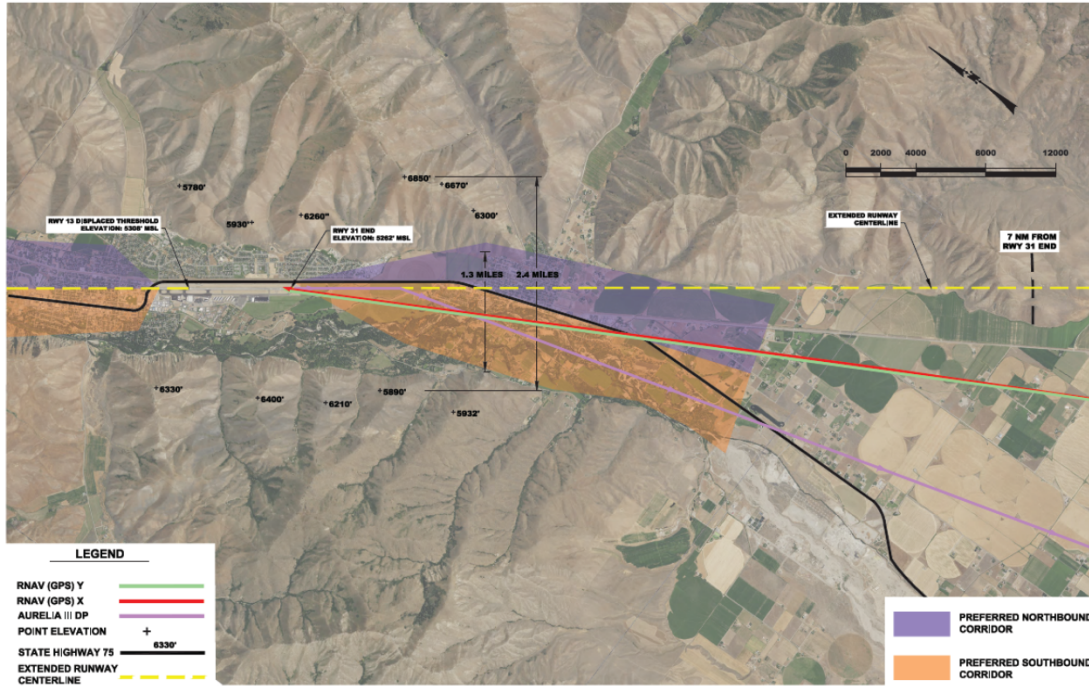
www.iflysun.com | 1616 AIRPORT WAY, HAILEY, IDAHO 83333 | p: 208.788.4956



# Voluntary Noise Abatement Program Brochure

Entire Area is Residential and Noise Sensitive

Hailey, Idaho



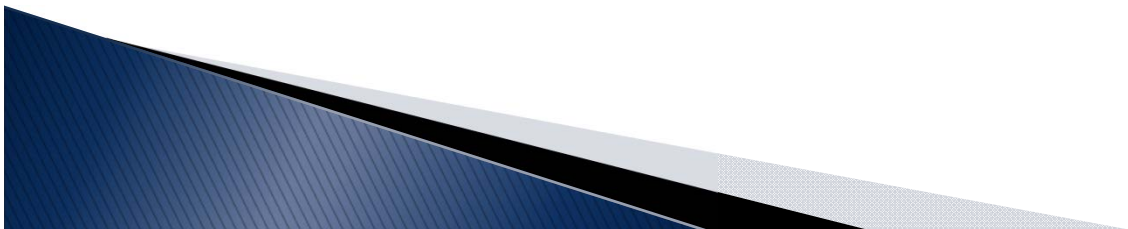
# Airport Noise Modeling

## ▶ Recap...

- Established average annual baseline
- Discussed scenario options with noise consultant and VNAC

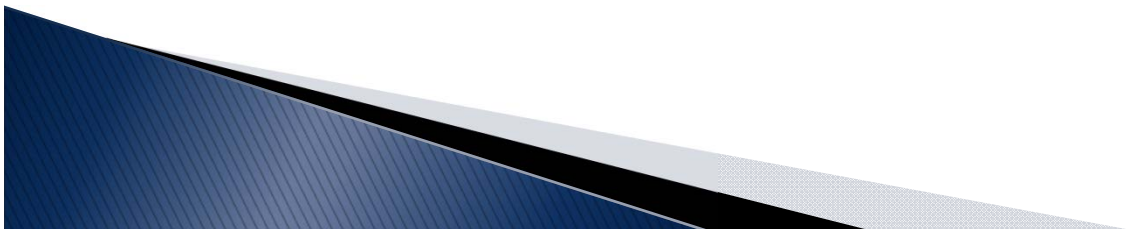
## ▶ Recommendations

- Staff to collect detailed activity data during the busy summer season maybe next winter
- Model these scenarios?



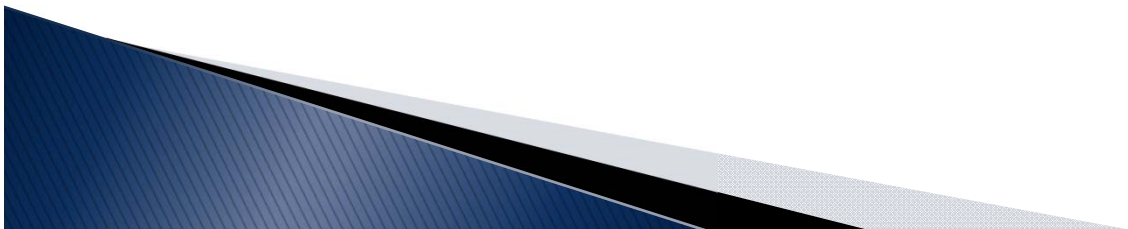


# Construction and Capital Projects



# RSA Improvements Project – Update

- ▶ No presentation
- ▶ AIP '041 close-out
  - Working on it. Still...





# Terminal Air Carrier Apron and Parking Lot Improvements

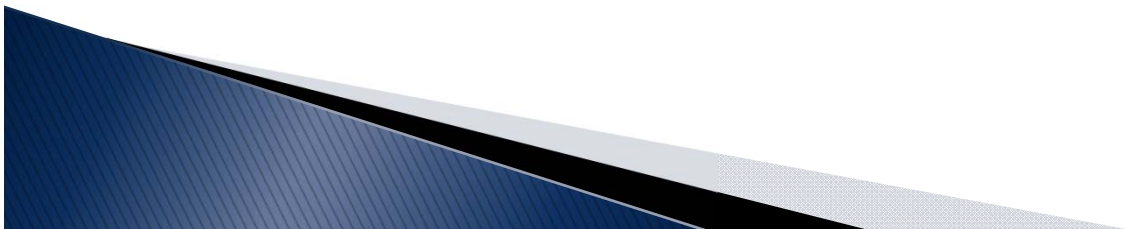
- ▶ Parking Booth Design Work Order
- ▶ Bid Results
- ▶ Award Discussion
- ▶ Apron Construction Services Work Order



# Parking Payment Booth Work Order

- ▶ Work Order for architectural design of the parking booth is provided in packet.
- ▶ Total fee: \$11,450
  - Lump Sum
  - Includes services through construction
- ▶ Board Action Requested:

Approve and authorize Chair to execute Work Order 17-02, “New Parking Lot Payment Collection Booth” in the amount of \$11,450.

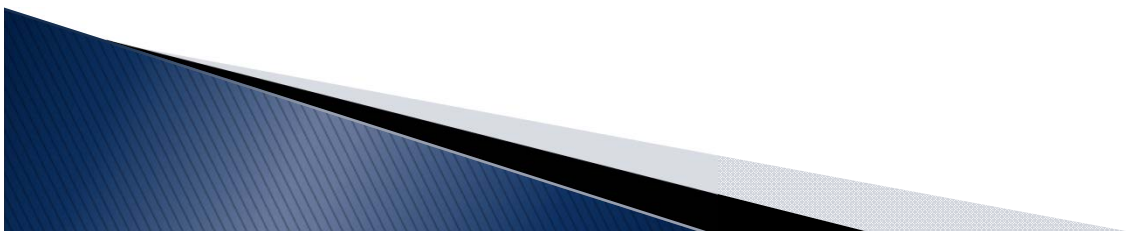


# Apron / Parking Lot Bids

- ▶ Bids opened at 2:00 pm today

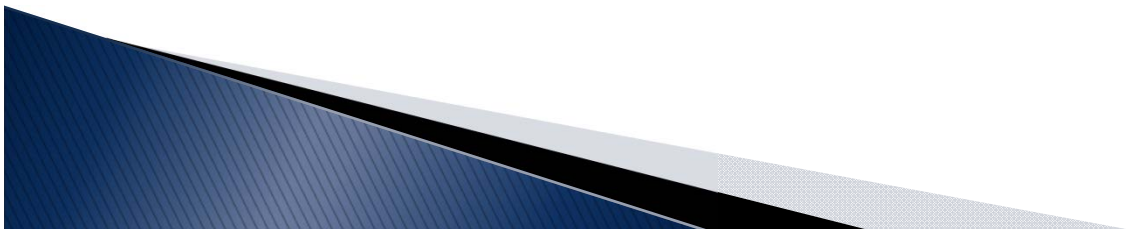
Bid Schedule	Engineer's Estimate	Knife River Corp. – Northwest	Difference
A	\$974,500	\$1,868,426.20	92%
B	\$982,300	\$1,857,082.40	89%
C	\$340,000	\$302,414.46	-11%
Add/Alt	\$299,800	\$177,235.00	-41%
TOTAL	\$2,596,600	\$4,205,158.06	62%

- ▶ Recommend Awarding Schedule C



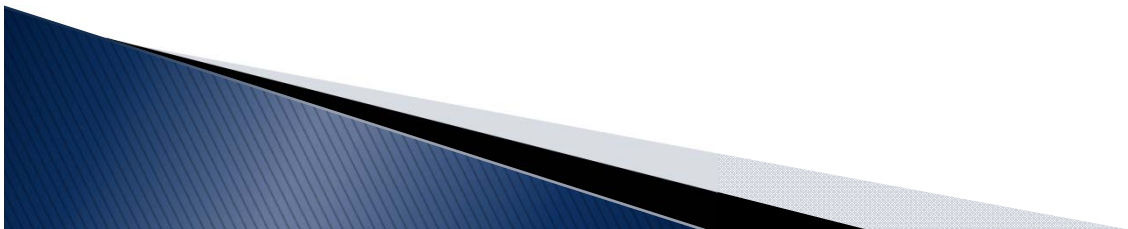
# Apron/Parking Strategy

- ▶ Knife River's bid is responsive
- ▶ Price is extremely high
  - High demand in Southern Idaho
  - Subconsultants are very busy
- ▶ Exceeds budget



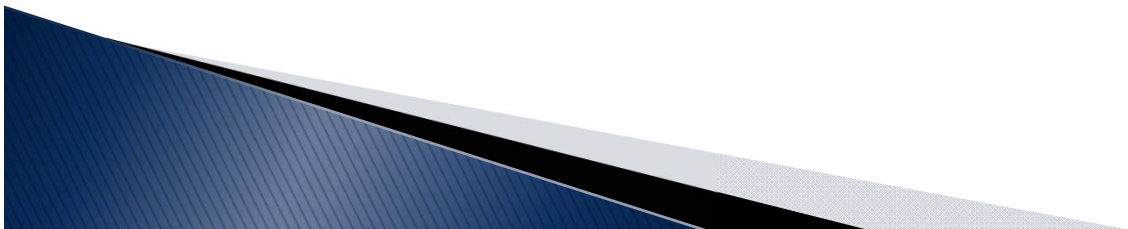
# Apron/Parking Options

- ▶ Option 1: Negotiate with Knife River
  - Reorganize schedule
    - Parking lot Fall 2017
    - Apron Spring 2018
  - Goal: Relax schedule and reduce risk
  - Advantages
    - No re-bid
    - Cash flow



# Apron/Parking Options

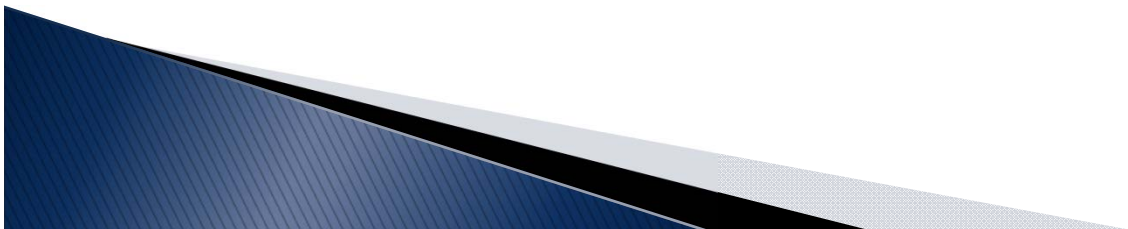
- ▶ Option 2: Re-bid
  - Open bids Mid-June
  - Parking Lot Fall 2017
  - Apron Spring 2018
  - Alternate: Bid in Winter 2018, build with similar schedule as this year
  - Advantages:
    - Competition
    - Cash flow
    - Opportunity to acquire Snow Removal Equipment





# Apron/Parking Recommendation

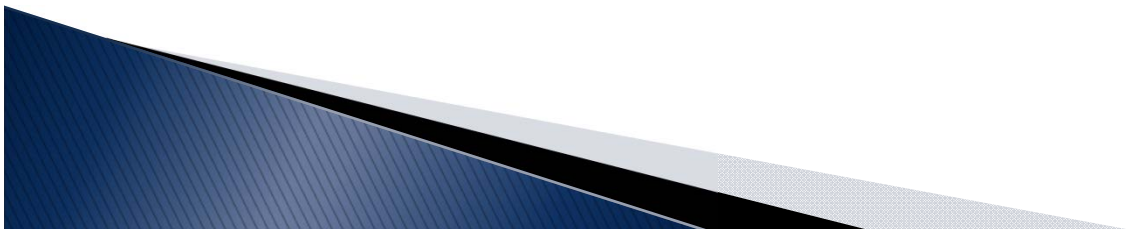
- ▶ Move forward with award of Schedule C
  - ▶ Discuss renegotiation with Knife River (one week)
  - ▶ Re-bid, with bids open in early- to mid-June
  - ▶ Construct parking improvements in Fall 2017
  - ▶ Construct apron expansion in Spring 2017
- 
- ▶ Proceed with acquisition of snow blower for delivery by December



# Apron / Parking

- ▶ Board Action Requested

Authorize award of Schedule C to Knife River Corporation – Northwest. Authorize Staff and Consultants to negotiate with Knife River Corporation – Northwest on remaining schedules. If progress is not made within one week, proceed with re-bidding the project, with the goal of opening bids by mid-June.

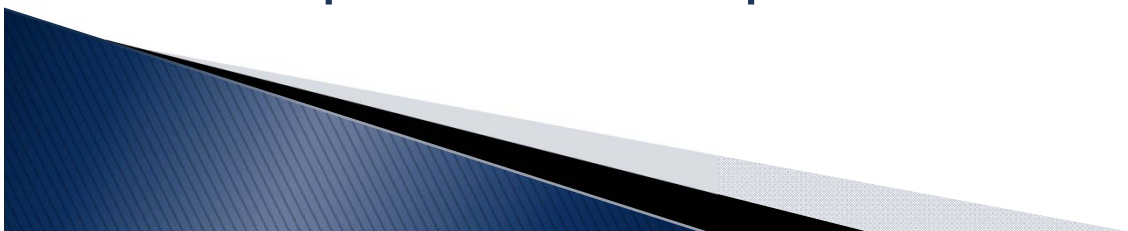


# Parking Booth Quotes

- ▶ “Simplified Acquisition”
  - No advertisement
  - Approached three contractors for quotes
- ▶ Lump sum for all work associated with construction of the booth
- ▶ Results:

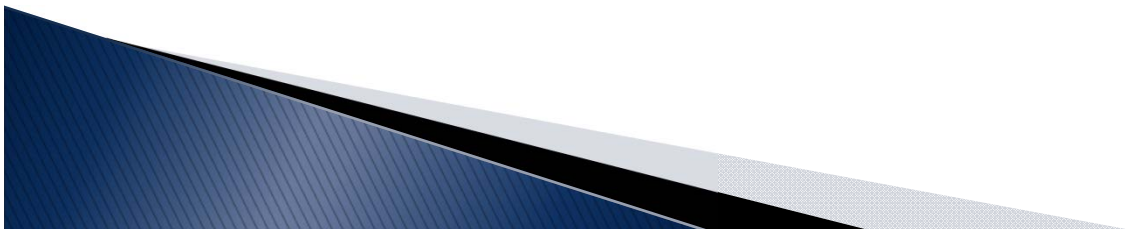
Contractor	Architect's Estimate	Conrad Brothers	KMV Builders	Sawtooth Construction
Quote:	\$64,350	\$112,031	\$141,000	\$138,000

- ▶ All quotes are responsive



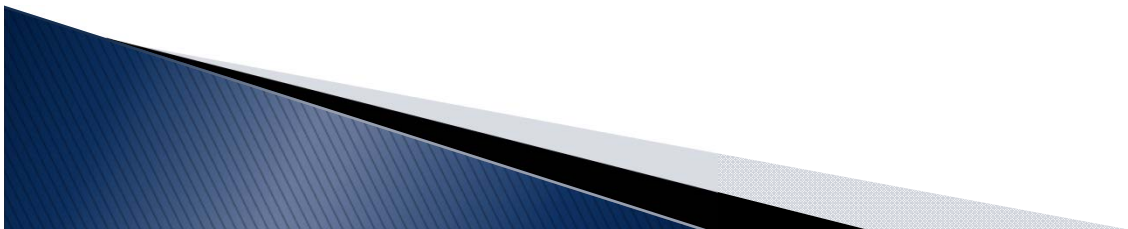
# Parking Payment Booth Award

- ▶ All quotes are over \$100,000
- ▶ Options:
  - Bid with same design
  - Pre-fabricated building
- ▶ Board input requested on strategy



# Apron/Parking Construction Services Work Order

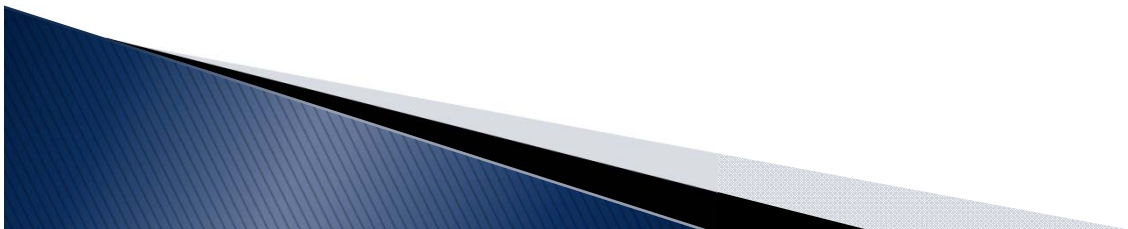
- ▶ Revise based on input from tonight's meeting.
- ▶ Revised scope and fee will be presented at June meeting.



# Next Steps

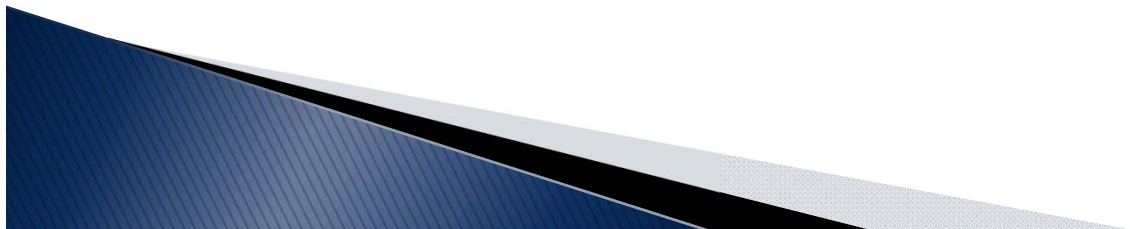
## Next Steps

- ▶ City of Hailey design review May 8
- ▶ Re-bid?
- ▶ Award?
- ▶ Grant
- ▶ Snow Removal Equipment Acquisition
- ▶ Parking equipment acquisition





# Airport Planning Projects



# Master Plan – Update

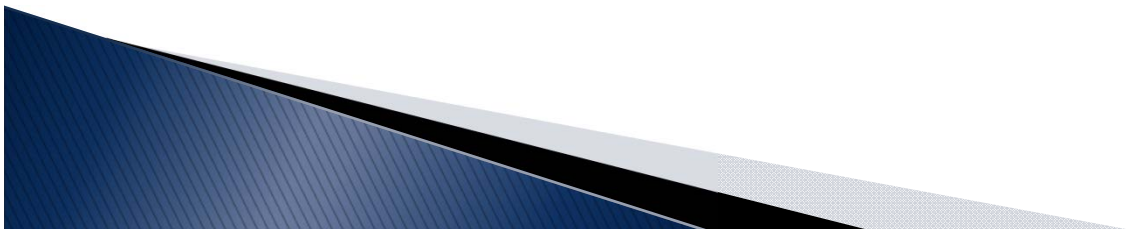
- ▶ Master plan narrative report and ALP drawing set sent to FAA
- ▶ 90–120 days for FAA coordination and approval
  - ADO
  - FAA “Lines of Business”



# RPZ/Approach Protection Land Acquisition Environmental Assessment – Scope of Work

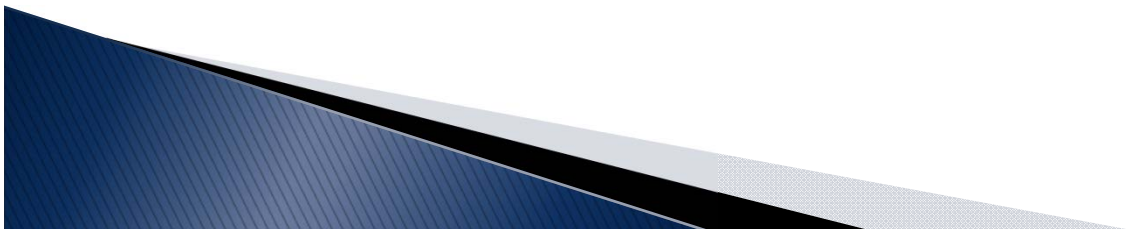
## ► Board Action

- Approval of T-O fee based on Independent Fee Estimate – \$104,980
- Approval of Work Order to start EA



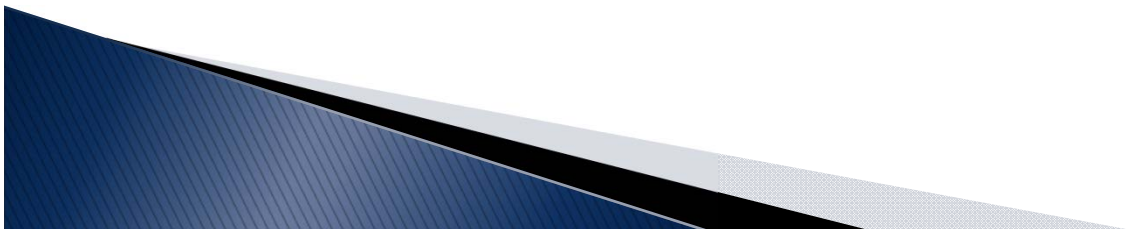


# New Business





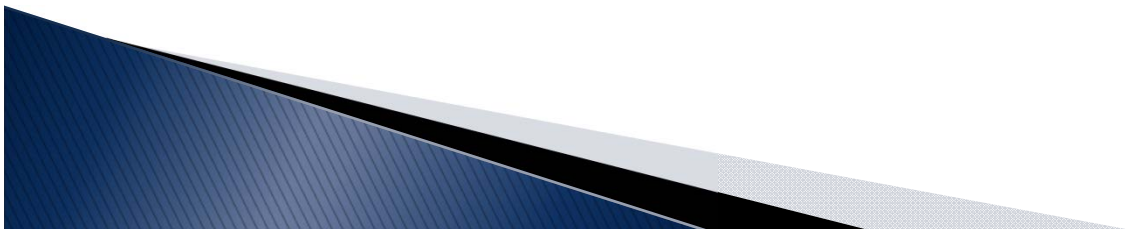
# Public Comment



# Executive Session

I.C §74-206 (c) To acquire an interest in real property which is not owned by a public agency

I.C §74-206 (f) to communicate with legal counsel to discuss legal ramifications for controversy imminently likely to be litigated





Thank You!

