



Friedman Memorial Airport Authority

Regular Board Meeting

December 3, 2019





Approve Agenda





Public Comment

(10 Minutes)





Approval of Meeting Minutes

November 5, 2019 Regular Meeting





Reports



Reports

- ▶ Chairman Report
- ▶ Blaine County Report
- ▶ City of Hailey Report
- ▶ Fly Sun Valley Alliance Report
- ▶ Airport Manager's Report

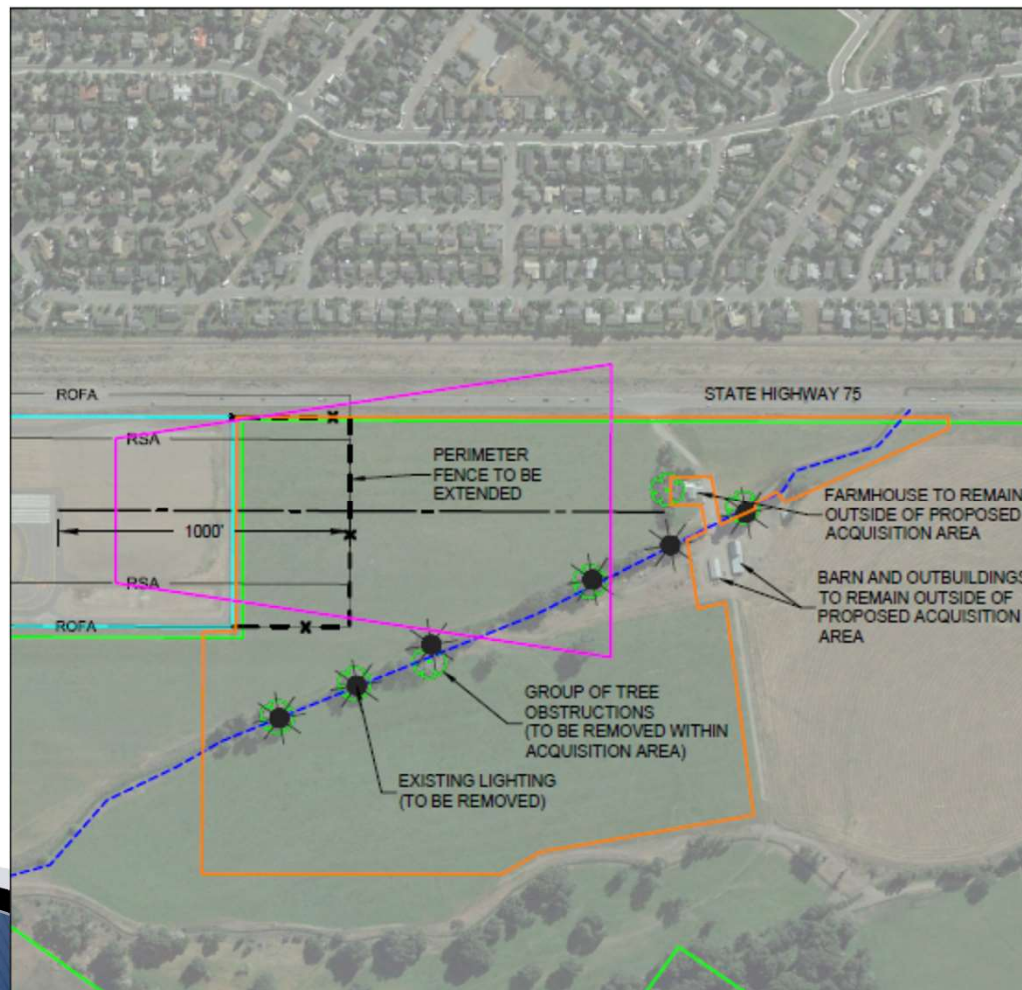


Airport Manager's Report



RPZ Land/Obstruction Removal

- ▶ 64.21 acres – closed!
- ▶ Obstruction removal – Ph.2 complete



Parking Lot Capacity

- ▶ Coordination with The Car Park
 - Website pop-up
 - Social Media blasts



The airport parking lot is
now full.

Please consider alternate
transportation.

Thank You!



Artist's Reception Nov. 21



Airport Holiday Party!



**HOLIDAY
PARTY**

- ▶ December 12
- ▶ 6:00 pm
- ▶ Airport Terminal

Hope to see you there!

“On the Horizon”

- ▶ Auditor Report
- ▶ Employee Handbook
- ▶ Tower effort update
- ▶ Finance Committee Meeting





Airport Staff Brief Questions





**Action
New Business**

None





Action Continuing Business





PARKING LOT UTILIZATION STUDY



CAJohnson Consulting
Beyond The Space

Friedman Memorial Airport Hailey Idaho

Friedman Rate History

□ Current Rates

- ▣ 0-30 minutes Free
- ▣ 30min-1.5hr \$2.00
- ▣ 1.5 – 2.0hr \$3.00
- ▣ 2.0-2.5hr \$4.00
- ▣ 2.5-3.0hr \$5.00
- ▣ 3.0-All Day \$10.00

2002 - Last increase in 0-1.5hr rate

2004 - Last increase in 1.5 – 3.0hr rate

2014 – Last Increase in the All-Day rate (+\$1.00)

Regional Rate Review

Boise

\$2.00 per hr

Garage 24hr max \$11.50

Surface 24hr max \$9.00

Idaho Falls

0-30 Free

3-60 min \$2.00

Ea add hr \$2.00

24hr max \$12.00

Jackson Hole

0 -2hr Free

2hr-24 max \$15.00

Aspen

0-60 min Free

Ea add hr \$2.00

24hr max \$12.00

Bend

0-30 min \$1.00

31-60 min \$2.00

Ea add hr \$2.00

24hr max \$15.00

Bozeman

0-60 Min Free

Ea add 30 min \$3.00

24hr max \$12.00

Twin Falls

Master Plan is to Begin Charging, 1-3 years

Rate Adjustment Review

Scenario 1&3 Summary Comparison Review

	Current Rate Structure			Proposed Scenario w/ \$1.00 all day increase			Proposed Scenario w/ \$2.00 all day increase		
Length of Stay	Current Rate	Transactions	Revenue	Proposed Rate	Projected Revenue	Increase w/ \$1.00 Rate	Proposed Rate	Projected Revenue	Increase w/ \$2.00 rate
0-30 mn	Free	84,864	\$0	Free	\$0	\$0	Free	\$0	\$0
30 mn-1.5 hr	\$2.00	7,353	\$14,705	\$2.00	\$14,705	\$0	\$2.00	\$14,705	\$0
1.5hr - 2 hr	\$3.00	1,589	\$4,767	\$4.00	\$6,357	\$1,589	\$4.00	\$6,357	\$1,589
2.hr - 2.5hr	\$4.00	813	\$3,250	\$6.00	\$4,875	\$1,625	\$6.00	\$4,875	\$1,625
2.5hr - 3 hr	\$5.00	658	\$3,291	\$6.00	\$3,950	\$658	\$6.00	\$3,950	\$658
3-24 hr	\$10.00	6,365	\$63,651	\$11.00	\$70,017	\$6,365	\$12.00	\$76,382	\$12,730
1+ Days	\$12.84	309	\$3,806	\$14.77	\$4,556	\$751	\$14.34	\$4,425	\$619
2+ Days	\$20.50	1,886	\$38,652	\$23.58	\$44,456	\$5,804	\$24.50	\$46,200	\$7,548
3+ Days	\$30.52	2,055	\$62,714	\$35.10	\$72,141	\$9,428	\$36.52	\$75,064	\$12,351
4+ Days	\$40.41	1,857	\$75,015	\$46.47	\$86,278	\$11,262	\$48.41	\$89,877	\$14,861
5+ Days	\$54.45	1,253	\$68,223	\$62.62	\$78,469	\$10,245	\$64.45	\$80,765	\$12,542
6+ Days	\$60.33	627	\$37,851	\$69.38	\$43,531	\$5,679	\$72.33	\$45,382	\$7,530
7+ Days	\$70.39	391	\$27,509	\$80.95	\$31,639	\$4,130	\$84.39	\$32,984	\$5,475
8+ Days	\$80.37	298	\$23,971	\$92.43	\$27,569	\$3,598	\$96.37	\$28,746	\$4,775
9+ Days	\$90.45	230	\$20,777	\$104.02	\$23,894	\$3,117	\$108.45	\$24,913	\$4,135
10+ Days	\$100.37	194	\$19,442	\$115.43	\$22,360	\$2,918	\$120.37	\$23,317	\$3,876
14+ Days	\$122.93	242	\$29,712	\$141.37	\$34,171	\$4,459	\$150.93	\$36,482	\$6,770
21+ Days	\$172.38	129	\$22,162	\$198.24	\$25,488	\$3,325	\$224.38	\$28,849	\$6,687
28+ Days	\$244.80	26	\$6,295	\$281.52	\$7,239	\$944	\$304.80	\$7,838	\$1,543
29+ Days	\$316.67	5	\$1,629	\$364.17	\$1,873	\$244	\$406.67	\$2,091	\$463
		111,142	\$527,424	Gross Rev	\$603,567	\$76,141	Gross Rev	\$633,201	\$105,777

Rate Adjustment Review Summary

Current Rate			Proposed Scenario #1 w/ \$1.00 all day increase		Proposed Scenario #1 w/ \$2.00 all day increase	
Current Revenue			Projected Revenue	Increase w/ \$1.00 Rate	Projected Revenue	Increase w/ \$2.00 rate
\$527,424			\$603,567	\$76,141	\$633,201	\$105,777
Rate projections based on current annual transactions 111,142						

Parking Lot Maintenance/Improvements Cost Estimates



Parking Lot Maintenance/Improvements Cost Estimates



Parking Lot Maintenance/Improvements Cost Estimates

Area	Full Depth	Partial Depth
Upper Parking Lot	\$680,000*	\$425,000*
Lower Parking Lot	\$450,000*	\$285,000*
Auxiliary Lot	\$415,000*	

- ▶ Auxiliary Lot includes heated stairs and heated ramp
 - Could be used for employee parking or additional passenger parking

*Does not include design and inspection...



Discussion and Updates

New Business



Parking Lot Management – Automation

- ▶ Management Agreement – 2018
 - Ambassador program
 - Parking equipment

- ▶ Automation is a suggested goal
 - Discontinue cash transactions
 - Staffing needs
 - Current
 - After automation
 - Timeline
 - Public outreach

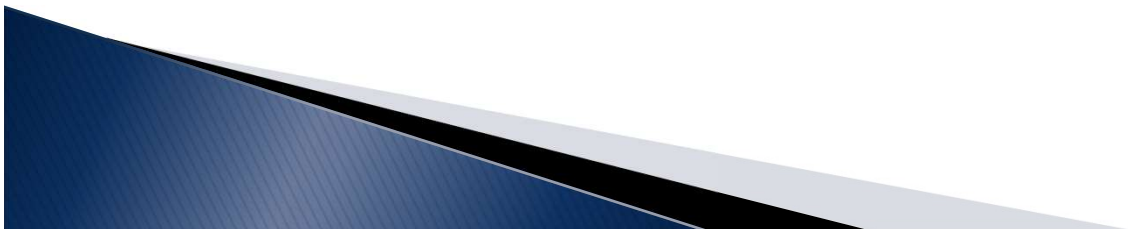




Discussion and Updates Continuing Business



Airport Planning Projects



Approach Improvements Update



Flight Tech
Engineering



Terminal Area Study – Update

- ▶ Draft Scope of Work
 - Mead & Hunt and FAA
- ▶ Next Steps
 - Finalize scope and funding



Miscellaneous

None





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!





PARKING LOT UTILIZATION STUDY



CAJohnson Consulting
Beyond The Space

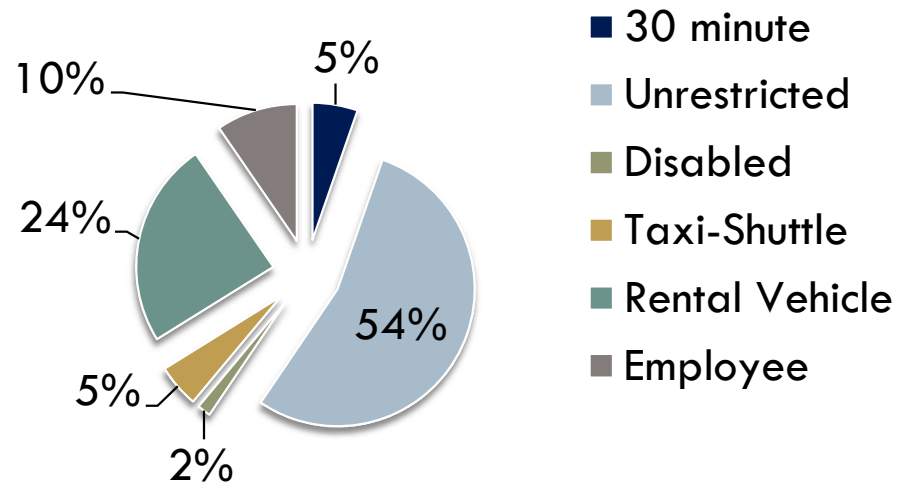
Friedman Memorial Airport Hailey Idaho

Current Facility Overview

Stall Count

30 Minute Parking	20
Unrestricted	203
Disabled	6
Taxi/Shuttle	19
Rental Vehicle	91
Employee	36

Stall Count Diversity

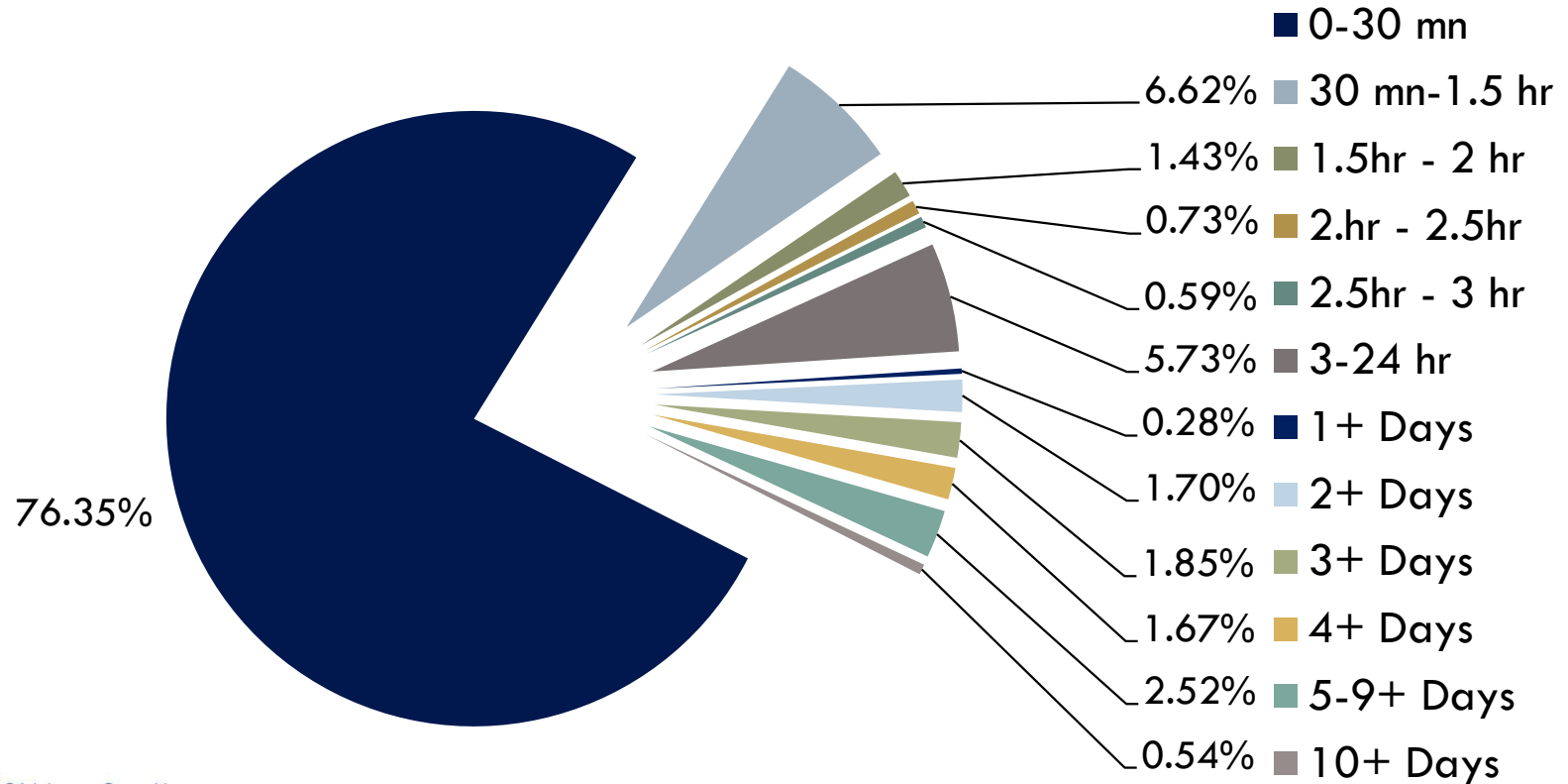


Active Access Cards - 257

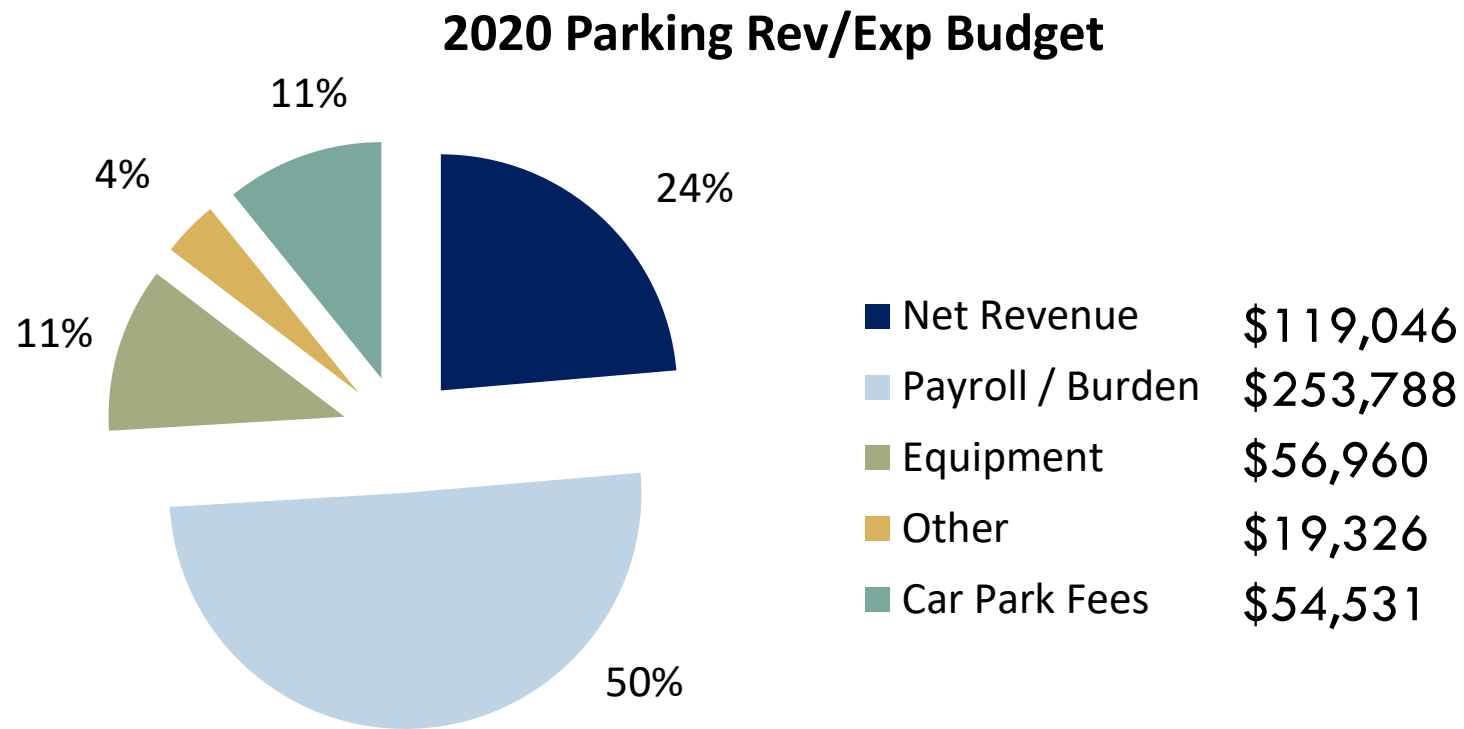
Tenants	FMA/ The Car Park	Vendors	Gov	Ground Transportation
114	33	20	41	49

Users by Duration of Stay

Users by Duration of Stay - Calendar 2019 -- Annualized



Current Revenue / Expenses



Increased Expenses

- Equipment \$54,000
- Ambassador \$65,000
- Manager Position \$20,000
- Payroll Labor Market Adjustment + 28%

Future Expenditures

Capital Improvements

Complete Signage upgrade

Additional Parking

Asphalt Repair / Replacement

Annual Expense Increases

Payroll – Avg. +3%

General Expenses +2%

Rate Adjustment Review

Scenario #1 1.5hr \$3 to \$4, 2hr to 3hr \$4/\$5 to \$6, Daily \$10 to \$11

Projected to annualized transaction and gross income							All Tickets		All Paid Tickets	All Tickets		All Paid Tickets
Current Rate		Transactions	Actual Revenue	Proposed Rate	Projected Revenue	Difference	Current Average Ticket Price	Current Average Ticket Price		Projected Average Ticket Price	Projected Average Ticket Price	
0-30 mn	Free	84,864.00	0.00	Free	\$ -	\$ -	\$ -			\$ -		
30 mn-1.5 hr	\$ 2.00	7,352.57	14,705.14	\$ 2.00	\$ 14,705	\$ -	\$ 2.00	2.00		\$ 2.00	2.00	
1.5hr - 2 hr	\$ 3.00	1,589.14	4,767.43	\$ 4.00	\$ 6,357	\$ 1,589	\$ 3.00	3.00		\$ 4.00	4.00	
2.hr - 2.5hr	\$ 4.00	812.57	3,250.29	\$ 6.00	\$ 4,875	\$ 1,625	\$ 4.00	4.00		\$ 6.00	6.00	
2.5hr - 3 hr	\$ 5.00	658.29	3,291.43	\$ 6.00	\$ 3,950	\$ 658	\$ 5.00	5.00		\$ 6.00	6.00	
3-24 hr	\$ 10.00	6,365.14	63,651.43	\$ 11.00	\$ 70,017	\$ 6,365	\$ 10.00	10.00		\$ 11.00	11.00	
1+ Days	\$ 12.84	308.57	3,805.71	\$ 14.77	\$ 4,556	\$ 751	\$ 12.33	12.33		\$ 14.77	14.77	
2+ Days	\$ 20.50	1,885.71	38,652.00	\$ 23.58	\$ 44,456	\$ 5,804	\$ 20.50	20.50		\$ 23.58	23.58	
3+ Days	\$ 30.52	2,055.43	62,713.71	\$ 35.10	\$ 72,141	\$ 9,428	\$ 30.51	30.51		\$ 35.10	35.10	
4+ Days	\$ 40.41	1,856.57	75,015.43	\$ 46.47	\$ 86,278	\$ 11,262	\$ 40.41	40.41		\$ 46.47	46.47	
5+ Days	\$ 54.45	1,253.14	68,223.43	\$ 62.62	\$ 78,469	\$ 10,245	\$ 54.44	54.44		\$ 62.62	62.62	
6+ Days	\$ 60.33	627.43	37,851.43	\$ 69.38	\$ 43,531	\$ 5,679	\$ 60.33	60.33		\$ 69.38	69.38	
7+ Days	\$ 70.39	390.86	27,509.14	\$ 80.95	\$ 31,639	\$ 4,130	\$ 70.38	70.38		\$ 80.95	80.95	
8+ Days	\$ 80.37	298.29	23,970.86	\$ 92.43	\$ 27,569	\$ 3,598	\$ 80.36	80.36		\$ 92.43	92.43	
9+ Days	\$ 90.45	229.71	20,777.14	\$ 104.02	\$ 23,894	\$ 3,117	\$ 90.45	90.45		\$ 104.02	104.02	
10+ Days	\$ 100.37	193.71	19,441.71	\$ 115.43	\$ 22,360	\$ 2,918	\$ 100.36	100.36		\$ 115.43	115.43	
14+ Days	\$ 122.93	241.71	29,712.00	\$ 141.37	\$ 34,171	\$ 4,459	\$ 122.92	122.92		\$ 141.37	141.37	
21+ Days	\$ 172.38	128.57	22,162.29	\$ 198.24	\$ 25,488	\$ 3,325	\$ 172.37	172.37		\$ 198.24	198.24	
28+ Days	\$ 244.80	25.71	6,294.86	\$ 281.52	\$ 7,239	\$ 944	\$ 244.80	244.80		\$ 281.52	281.52	
29+ Days	\$ 316.67	5.14	1,628.57	\$ 364.17	\$ 1,873	\$ 244	\$ 316.67	316.67		\$ 364.17	364.17	
		111,142.29	\$ 527,424		\$ 603,567	\$ 76,143	\$ 4.75	20.07		\$ 5.43	22.97	

Rate Adjustment Review

Scenario #2 Daily rate \$10.00 to \$11.00

Projected to annualized transaction and gross income							All Tickets		All Paid Tickets	All Tickets		All Paid Tickets
Current Rate		Transactions	Actual Revenue	Proposed Rate	Projected Revenue	Difference	Current Average Ticket Price	Current Average Ticket Price		Projected Average Ticket Price	Projected Average Ticket Price	
0-30 mn	Free	84,864.00	0.00	Free	\$ -	\$ -	N/A	N/A		N/A	N/A	
30 mn-1.5 hr	\$ 2.00	7,352.57	14,705.14	\$ 2.00	\$ 14,705	\$ -	\$ 2.00	2.00		\$ 2.00	2.00	
1.5hr - 2 hr	\$ 3.00	1,589.14	4,767.43	\$ 3.00	\$ 4,767	\$ -	\$ 3.00	3.00		\$ 3.00	3.00	
2.hr - 2.5hr	\$ 4.00	812.57	3,250.29	\$ 4.00	\$ 3,250	\$ -	\$ 4.00	4.00		\$ 4.00	4.00	
2.5hr - 3 hr	\$ 5.00	658.29	3,291.43	\$ 5.00	\$ 3,291	\$ -	\$ 5.00	5.00		\$ 5.00	5.00	
3-24 hr	\$ 10.00	6,365.14	63,651.43	\$ 11.00	\$ 70,017	\$ 6,365	\$ 10.00	10.00		\$ 11.00	11.00	
1+ Days	\$ 12.84	308.57	3,805.71	\$ 14.77	\$ 4,556	\$ 751	\$ 12.33	12.33		\$ 14.77	14.77	
2+ Days	\$ 20.50	1,885.71	38,652.00	\$ 23.58	\$ 44,456	\$ 5,804	\$ 20.50	20.50		\$ 23.58	23.58	
3+ Days	\$ 30.52	2,055.43	62,713.71	\$ 35.10	\$ 72,141	\$ 9,428	\$ 30.51	30.51		\$ 35.10	35.10	
4+ Days	\$ 40.41	1,856.57	75,015.43	\$ 46.47	\$ 86,278	\$ 11,262	\$ 40.41	40.41		\$ 46.47	46.47	
5+ Days	\$ 54.45	1,253.14	68,223.43	\$ 62.62	\$ 78,469	\$ 10,245	\$ 54.44	54.44		\$ 62.62	62.62	
6+ Days	\$ 60.33	627.43	37,851.43	\$ 69.38	\$ 43,531	\$ 5,679	\$ 60.33	60.33		\$ 69.38	69.38	
7+ Days	\$ 70.39	390.86	27,509.14	\$ 80.95	\$ 31,639	\$ 4,130	\$ 70.38	70.38		\$ 80.95	80.95	
8+ Days	\$ 80.37	298.29	23,970.86	\$ 92.43	\$ 27,569	\$ 3,598	\$ 80.36	80.36		\$ 92.43	92.43	
9+ Days	\$ 90.45	229.71	20,777.14	\$ 104.02	\$ 23,894	\$ 3,117	\$ 90.45	90.45		\$ 104.02	104.02	
10+ Days	\$ 100.37	193.71	19,441.71	\$ 115.43	\$ 22,360	\$ 2,918	\$ 100.36	100.36		\$ 115.43	115.43	
14+ Days	\$ 122.93	241.71	29,712.00	\$ 141.37	\$ 34,171	\$ 4,459	\$ 122.92	122.92		\$ 141.37	141.37	
21+ Days	\$ 172.38	128.57	22,162.29	\$ 198.24	\$ 25,488	\$ 3,325	\$ 172.37	172.37		\$ 198.24	198.24	
28+ Days	\$ 244.80	25.71	6,294.86	\$ 281.52	\$ 7,239	\$ 944	\$ 244.80	244.80		\$ 281.52	281.52	
29+ Days	\$ 316.67	5.14	1,628.57	\$ 364.17	\$ 1,873	\$ 244	\$ 316.67	316.67		\$ 364.17	364.17	
		111,142.29	\$ 527,424		\$ 599,694	\$ 72,270	\$ 4.75	20.07		\$ 5.40	22.82	

Summary

- Rate Adjustment Objectives
 - ▣ Fund Capital Projects
 - ▣ Fund Additional Parking Capacity (long term)
 - ▣ Space Utilization Control (short term)
 - ▣ Keep Pace with Rising Expenses

- Recommendation