



BATON ROUGE  
METROPOLITAN AIRPORT  
9430 Jackie Cochran Drive  
Suite 300, Terminal Building  
Baton Rouge, LA 70807  
PHONE (225) 355-0333  
FAX (225) 355-2334

**Agenda**  
**Baton Rouge Metropolitan Airport Commission**  
**Regular Meeting**  
**Tuesday, April 13, 2021**  
**3:30 p.m.**  
**Airport Administration Conference Room**  
**Suite 300, 3<sup>rd</sup> floor Terminal Building**

1. **Call to Order.**
2. **Pledge of Allegiance.**
3. **Roll Call.**

**Public Comment Policy**

All items on this agenda are open for public comment. Those members of the public desiring to speak on a particular item should approach the podium and request to speak after the item is announced by the Chairman. They will be required to give their name and address and the Chairman will allocate a specific amount of time for members of the public to speak.

4. **Approval of the minutes of the Regular Meeting of March 2, 2021.**
5. **Authorization for the Mayor-President and/or Chairman of the Airport Commission to accept and execute a grant agreement from the Federal Aviation Administration (FAA) through the Coronavirus Response and Relief Supplemental Appropriations Act (CRRSA) in the amount of \$2,993,620.00. By: Director of Aviation**
6. **Authorization for the Mayor-President and/or Chairman of the Airport Commission to accept and execute a grant agreement from the Federal Aviation Administration (FAA) through the Coronavirus Response and Relief Supplemental Appropriations Act (CRRSA) in the amount of \$85,582.00. By: Director of Aviation**
7. **Authorization for the Mayor President and/or Chairman of the Airport Commission to execute Amendment No. 1 to the lease agreement with Helix Aviation Academy to adjust the amount of leasehold improvements in accordance with the realized abatement afforded under the current terms of the lease. By: Director of Aviation.**

8. Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute a lease agreement with Taylor Made Concessions for a month-to-month term for a period not to exceed one (1) year to operate a food vehicle court in the cell phone lot at a rate of \$500.00 per month. By: Director of Aviation.
  
9. Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute a lease agreement with Scotland Money Mart, LLC d/b/a Airport Exxon for a period of two (2) years and eight (8) months commencing May 1, 2021 to lease a 1800 sq. ft. building and a 1.45 acre tract of land for the operation of a Fuel/C-Store facility at a minimum yearly rental rate of \$49,160.00. By: Director of Aviation.

Minimum Annual Guarantee:	\$24,060.00
Land Rent:	\$10,700.00
Building Rent:	\$14,400.00
Total Annual Rent	\$49,160.00

Additional Concession fees:

- 3% of gross sales above \$50,000 per month.
- \$0.03 cents per gallon above 100,000 gallons per month.

10. Accepting the low bid received for the Baton Rouge Metropolitan Airport Multiplex Generator Addition. By: Director of Aviation

**Engineer's Estimate: \$340,000.00**

<u>Bidders</u>	<u>Base Bid</u>	<u>Variance %</u>
<b>Raygen Services. LLC</b>	<b>\$ 229,760.00</b>	<b>- 32.4%</b>
Lewtech Products & Services, Inc.	\$ 238,840.00	- 29.7%
Alpha 1 Electrical & Mechanical. LLC	\$ 239,500.00	- 29.5%
E.P. Breaux Electrical. Inc.	\$ 246,500.00	- 27.5%
Chustz Electric, LLC	\$ 252,895.00	- 25.6%
Doyle Electric Inc.	\$ 256,960.00	- 24.4%
T & E Electric, Inc.	\$ 270,400.00	- 20.5%
L. King Company LLC	\$ 320,000.00	- 5.9%
Ready Power	\$ 382,700.00	12.6%

- 11. Legislative Update – Report will be given at April meeting.**
- 12. Status Report – Report will be given at the June meeting.**
- 13. Public Relations /Marketing Report – Report will be given at April meeting.**
- 14. Financial Report – Report will be given at April meeting.**
- 15. Business Development Report – Report will be given at the May meeting.**
- 16. Administrative Matters.**
- 17. Adjourn.**

**AIRPORT COMMISSION AGENDA**

**SUPPORTING DOCUMENT NO. 4**



BATON ROUGE  
METROPOLITAN AIRPORT  
9430 Jackie Cochran Drive  
Suite 300, Terminal Building  
Baton Rouge, LA 70807  
PHONE (225) 355-0333  
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MINUTES

BATON ROUGE METROPOLITAN AIRPORT  
REGULAR MEETING  
TUESDAY, MARCH 2, 2021  
3:30 P.M.  
AIRPORT ADMINISTRATION CONFERENCE ROOM  
SUITE 300, 3<sup>RD</sup> FLOOR TERMINAL BUILDING

1. CALL TO ORDER.

Chairman Matt Butler called the meeting to order.

2. PLEDGE OF ALLEGIANCE.

The Pledge of Allegiance was led by Mr. Robinson.

3. ROLL CALL.

MEMBERS  
ATTENDING

Mr. Butler  
Mr. Dodds  
Mr. Fife  
Mr. Lowery  
Mr. Myles  
Mr. Profita  
Mr. Robinson  
Mr. Callender

MEMBERS  
ABSENT

Rep. Carpenter  
Mr. Buckley  
Councilman Dunn Jr.  
Ms. Payton  
Mr. Welch

A/P STAFF  
ATTENDING

Mr. Edwards  
Mr. Pierson  
Mr. Taffaro  
Ms. Wallace  
Mr. Caire  
Mr. Alford  
Ms. Cobb  
Mrs. Williams  
Mr. Caldwell  
Mr. Newton  
Mr. Jones  
Mr. Vidrine

OTHERS  
ATTENDING

Mr. Krouse  
Ms. Melba

Public Comment Policy

All items on this agenda are open for public comment. Those members of the public desiring to speak on a particular item should approach the podium and request to speak after the item is announced by the Chairman. They will be required to give their name and address and the Chairman will allocate a specific amount of time for members of the public to speak.

**4. Approval of the minutes of the Regular Meeting of February 2, 2021.**

A motion was made by Mr. Callender, seconded by Mr. Dodds, to approve the minutes of the regular meeting of February 2, 2021.

There being no opposition, the motion carried.

Chairman Matt Butler called on Mr. Mike Edwards, Director of Aviation, for announcements. The Director introduces our new Business Manager, Mr. Nicholas Vidrine welcoming him aboard. Lastly the Director presented Mrs. JoAnn Cobb with a retirement plaque for 32 years of service at the Baton Rouge Metropolitan Airport.

**5. Receiving a report on the Baton Rouge Metropolitan Airport Airfield Striping and Marking Plan. By: Director of Aviation.**

Mr. Edwards called on the Operations Manager, Mr. Craig Alford, to explain the item to the Airport Commission. Mr. Alford presented a detailed PowerPoint presentation to the board and provided bid documentation from purchasing used to estimate the based on a unit total and weighed percentage evaluation.

**6. Accepting the low bid received for the Baton Rouge Metropolitan Airport Airfield Marking and Water Blasting Service based on a unit total and weighed percentage evaluation. By: Director of Aviation.**

*This item was deferred from the February 2, 2021 meeting.*

**Contract Amount Not to Exceed: \$100,000.00**

<b><u>Bidders</u></b>	<b><u>Unit Total</u></b>
Hi-Lite Airfield Services, LLC	\$23.94
Hasco, Inc.	\$6,069.30

Mr. Edwards explained the item to the Airport Commission. After a brief discussion, a motion was made by Mr. Robinson, seconded by Mr. Profita, to approve the item.

There being no opposition, the motion carried.

7. **Accepting the low bid received for the Baton Rouge Metropolitan Airport Tree and Shrub Removal Service/Tree Trimming and Pruning Services. By: Director of Aviation.**

**Contract Amount Not to Exceed: \$50,000.00**

<b><u>Bidders</u></b>	<b><u>Base Bid</u></b>
<b>Biggz Tree Services, LLC</b>	<b>\$79,250.00</b>
Bayou Tree Service, Inc.	\$88,975.00
Bofinger's Tree Service, LLC	\$96,425.00

Mr. Edwards explained the item to the Airport Commission. After a brief discussion, a motion was made by Mr. Profita, seconded by Mr. Fife, to approve the item.

There being no opposition, the motion carried.

8. **Accepting the low bid received for the Baton Rouge Metropolitan Airport Electrostatic Disinfection Services. By: Director of Aviation.**

**Contract Not to Exceed: \$132,000.00**

<b><u>Bidders</u></b>	<b><u>Base Bid (Per Treatment)</u></b>
<b>Firmin Trucking LLC</b>	<b>\$442.00</b>
Total Disinfecting Solutions	\$650.00
Enmon Enterprises, LLC dba Jani King of Baton Rouge	\$975.00
Omar James	\$1,209.00
Nola Disinfect	\$1,274.00
Microbiol Control Solutions, LLC	\$1,274.00
Stay Safe, LLC	\$1,287.00
SafeGARD LLC	\$1,300.00
Guarantee Restoration Services	\$2,080.00
OJ's Janitorial & Sweeping Service, LLC	\$3,120.00
Evergreen Bio-Solutions	\$3,237.00
Good Life Commercial Maintenances Services, LLC	\$3,900.00
Southern Sanitation Solutions, LLC	\$4,417.40
Nelson B Refreshing Your Floors and More	\$6,500.00
Cleannet of Charlotte Inc.	\$7,800.00
A Touch of Steam	\$10,895.30
Unicare Building Maintenance, Inc.	\$23,400.00
Sharp Environmental, LLC bioPure	\$25,975.57

Mr. Edwards explained the item to the Airport Commission. After a lengthy discussion, a motion was made by Mr. Callender, seconded by Mr. Robinson, to approve the item.

There being no opposition, the motion carried.

**9. Approving Change Order No. 1 for the Phase I Runway 13/31 Safety Area & RPZ Improvements Project. By: Director of Aviation.**

Project Title:	Runway 13/31 Safety Area & RPZ Improvements LA 67 Plank Rd.
Project Number:	S.P No. H.013690
Account Number:	5821-0900-30-0910-0918-0000-000000-653000-A0096 E 9800000096-582000003-0000000000-653100
Original Estimated Cost:	\$2,624,000.00
Council Award Date:	September 23, 2020
Contractor:	Boone Services, LLC
Change Order Number:	One (1)
Change Order Amount:	\$6,838.36
Original Contract Amount:	\$2,624,000.00
Net Previous Changes:	\$(0)
New Contract Amount:	\$2,630,838.36 (Contract time increased by 3 days)
Description:	Relocate existing 2" water line.
Why Required:	The existing private water line along Robique Road infringes upon the roadway construction limits for this phase of the project and needs to be relocated within the project's ROW.

Mr. Edwards explained the item to the Airport Commission. After a brief discussion, a motion was made by Mr. Profita, seconded by Mr. Myles, to approve the item.

There being no opposition, the motion carried.

**10. Authorization for the Mayor President and/or Chairman of the Airport Commission to execute an agreement with Rosie's Gourmet Popcorn abating unpaid Minimum Annual Guarantee (MAG) payments previously deferred for the period of October 2020 through December 2020 in an amount not to exceed \$2,250.00. By: Director of Aviation.**

Mr. Edwards explained the item to the Airport Commission. After a brief discussion, a motion was made by Mr. Robinson, seconded by Mr. Callender, to approve the item.

There being no opposition, the motion carried.

**11. Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute a lease agreement with Rosie's Gourmet Popcorn, LLC to operate a popcorn kiosk in the terminal building for a minimum monthly guarantee of \$550.00 per month or 11% of gross revenues whichever is greater for a period of one (1) year commencing May 1, 2021. By: Director of Aviation.**



Mr. Edwards called Mr. Pierson to further explain the item to the Airport Commission at this time. After a brief discussion, a motion was made by Mr. Lowery, seconded by Mr. Myles, to approve the item.

There being no opposition, the motion carried.

- 12. Authorization for the Mayor President and/or Chairman of the Airport Commission to execute a lease agreement with Cajun Cowboy Kitchen Co., to lease 15,682 square feet of restaurant, parking lot and drive-thru lane located at 8194 Plank Road at a rate of \$17,388.00 per year for a period of one (1) year. By: Director of Aviation.**

Mr. Edwards called Mr. Pierson to further explain the item to the Airport Commission at this time. After a brief discussion, a motion was made by Mr. Profita, seconded by Mr. Myles, to approve the item.

There being no opposition, the motion carried.

- 13. Authorization for the Mayor President and/or Chairman of the Airport Commission to execute a lease agreement with Plant Machine Works to lease a 1200 square foot building for a period of one (1) year, with a one (1) year mutual option to renew at a rental rate of \$6,600.00 per year. By: Director of Aviation.**

Mr. Edwards explained the item to the Airport Commission at this time. After a brief discussion, a motion was made by Mr. Callender, seconded by Mr. Dodds, to approve the item.

There being no opposition, the motion carried.

- 14. Authorization for the Mayor President and/or Chairman of the Airport Commission to execute a lease agreement with Endara Enterprises, L.L.C., to lease a 3,000 square foot building located at 9210 CE Woolman Drive for a period of one (1) year, with a one (1) year mutual option to renew at a rental rate of \$26,250.00 per year. By: Director of Aviation.**

Mr. Edwards explained the item to the Airport Commission at this time. After a brief discussion, a motion was made by Mr. Lowery, seconded by Mr. Dodds, to approve the item.

There being no opposition, the motion carried.

- 15. Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute an utility relocation agreement with Entergy Louisiana, LLC for the relocation of utilities associated with the Runway 13/31 Safety Area/RPZ Improvements Project, being Airport Project No. 3-22-0006-110-2018, in an amount not to exceed \$22,488.96. (Account No. 5821-0900-30-0910-0918-0000-000000-653000-A0096 E 9800000096-582000003-0000000000-653100) By: Director of Aviation.**

Mr. Edwards explained the item to the Airport Commission at this time. After a brief discussion, a motion was made by Mr. Callender, seconded by Mr. Lowery, to approve the item.

There being no opposition, the motion carried.

- 16. Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute a Professional Services Contract with Runway Safe, Inc. to provide EMAS inspection, Field Strength Test (Required Annually by FAA) and onsite supervision for EMAS repairs in an amount not to exceed \$75,750.00. By: Director of Aviation.**

Mr. Edwards explained the item to the Airport Commission at this time. After a brief discussion, a motion was made by Mr. Profita, seconded by Mr. Lowery, to approve the item.

There being no opposition, the motion carried.

- 17. Authorization for the Mayor-President and/or Chairman of the Airport Commission to accept and execute a grant agreement from the Federal Aviation Administration (FAA) through the Coronavirus Response and Relief Supplemental Appropriations Act (CRRSA) in the amount of \$2,993,620.00.**

Mr. Edwards explained the item to the Airport Commission at this time. After a brief discussion, a motion was made by Mr. Callender, seconded by Mr. Dodds, to approve the item.

There being no opposition, the motion carried.

- 18. Authorization for the Mayor-President and/or Chairman of the Airport Commission to accept and execute a grant agreement from the Federal Aviation Administration (FAA) through the Coronavirus Response and Relief Supplemental Appropriations Act (CRRSA) in the amount of \$85,582.00.**

Mr. Edwards explained the item to the Airport Commission at this time. After a brief discussion, a motion was made by Mr. Robinson, seconded by Mr. Fife, to approve the item.

There being no opposition, the motion carried.

- 19. Appointment of Strategic Planning Committee Members. By: Chairman.**

Chairman Matt Butler called Mr. Edwards to further explain the item to the Airport Commission at this time. After a brief discussion, Matt Butler made a recommendation for the Strategic Planning Committee Members.

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**Airport Commission Minutes**  
**March 2, 2021**

- \* Mr. Fife
- \* Mr. Callender
- \* Councilman Dunn Jr.
- \* Mr. Profita
- \* Rep. Carpenter

20. **Status Report**– Report was presented by Mr. Mike Edwards, Director of Aviation.
21. **Public Relations /Marketing Report**– Report will be given at the April meeting.
22. **Financial Report** – Report was presented by Kenya Wallace, Assistant Business Manager.
23. **Business Development Report** – Report will be given at the May meeting.
24. **Administrative Matters.**  
None.
25. **Adjourn.**

A motion was made by Mr. Profita, seconded by Mr. Dodds, to adjourn the meeting. The meeting adjourned at 5:15pm.

RESPECTFULLY SUBMITTED,

*Mike Edwards*

Mike Edwards  
Director of Aviation

ME/lw

**BATON ROUGE METROPOLITAN AIRPORT**

March 2, 2021

Project	Status	Consultant	Contractor	Current Budget	Paid to Date	Remaining Balance
<b>I. CONSTRUCTION</b>						
<b>ACTIVE PROJECTS</b>						
North Airpark Development - Utility Corridor	Contract sent to Forte & Tablada for Execution					
Grant	State F.50000732			\$ 1,680,000	\$ -	\$ 1,680,000
Design	FP&C No. 50-N41-12-01	Forte & Tablada, Engineers	TBD			
Construction			TBD			
Multi-Plex Generator	Final Plans and Specs received and project is out for bids. Bid date is March 2	ADG	TBD	\$438,500		\$438,500
Construction						
Runway 13/31 Safety Area/RPZ Improvements						
Grant	AIP 3-22-0006-110-2018 AIP 3-22-0006-112-2018 AIP 3-22-0006-113-2019 State H.013690			\$ 14,514,909	\$ 6,616,677	\$ 7,898,232
Design	Phase I Design Complete Phase II Design In Progress Phase III & V Design Complete Phase IV Design Complete	Volkert, Inc. Volkert, Inc. Stanley Consultants PEC Corporation				
Grant	AIP 3-22-006-114-2020			\$ 6,047,867	\$ 357,415	\$ 5,690,452
Construction	Phase I - Demolition start Dec. 1 Phase I - Plank Road Start January 4, 2021		Terry Honore Construction (\$441,073) Boone Services (\$2,624,000)			
Grant	AIP 3-22-006-116-2020			\$ 16,666,667	\$ 136,475	\$ 16,530,192
Construction	Phase IV- Perimeter Road NTP 2/15/21		Boone Services (\$1,303.882.23)			
<b>Total Active Projects</b>				\$ 39,347,943	\$ 7,110,567	\$ 32,237,376
<b>Total Planning Projects</b>				\$ -	\$ -	\$ -

Yellow Denotes there is a change in the project

Red Denotes the change

# MARKETING, PUBLIC RELATIONS & AIR SERVICE DEVELOPMENT REPORT



**BTR**



# Deplanements

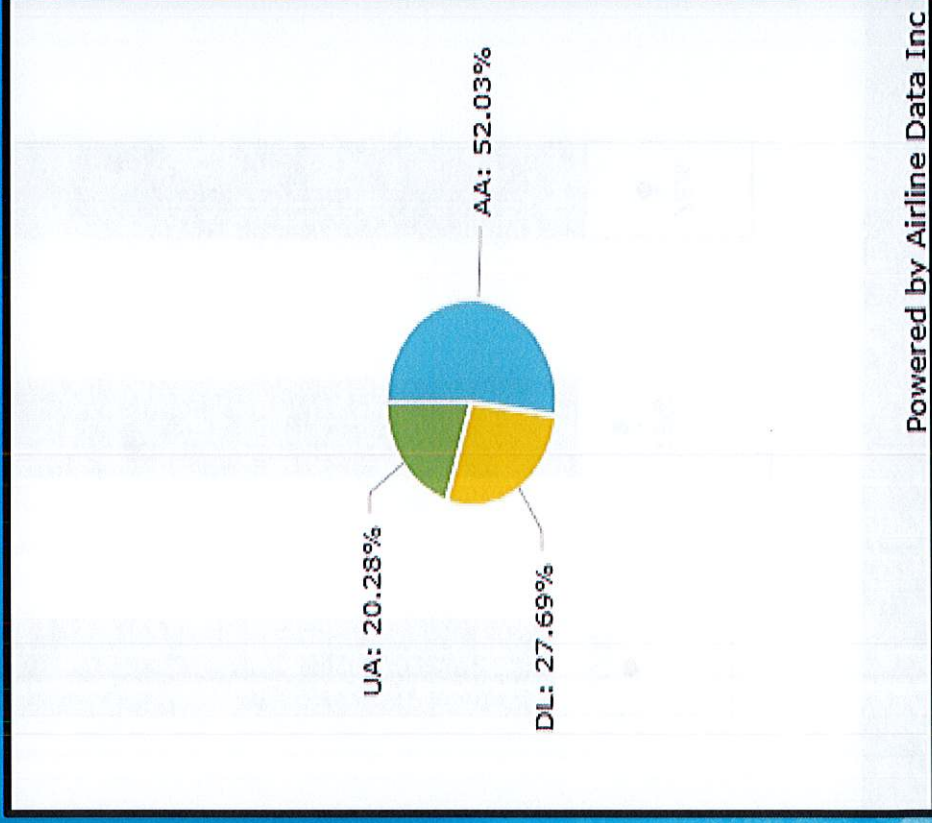
Month	2019	2020	% Change	2021	% Change
January	29,365	31,418	6.70%	13,497	-56.94
February	28,268	30,855	9.20%		
March	34,775	16,757	-51.80%		
April	35,128	1,628	-95.40%		
May	33,835	5,320	-84.30%		
June	35,806	7,453	-79.20%		
July	35,307	11,100	-68.50%		
August	34,112	13,094	-61.60%		
September	32,744	15,692	-51.70%		
October	39,885	17,435	-56.30%		
November	36,701	16,272	-55.60%		
December	34,467	15,026	-56.40%		
Year-To-Date	410,142	181,980	-55.60%	13,497	-56.94%



**BTR**

COVID-19 IMPACT BEGAN IN MARCH 2020

# American Airlines (AA) BTR Passenger Share Over 50%



Powered by Airline Data Inc



# November 2020 & YTD On-Time Performance for BTR Compared to Nearby Airports (DOT)

## Month of November 2020

- BTR 95.2%
- LFT 92.7%
- MSY 94.6%
- GPT 96.0%

## Year-To-Date November 2020

- BTR 91.8%
- LFT 91.6%
- MSY 89.6%
- GPT 91.4%



**BTR**

Source: DOT BTS (Bureau of Transportation Statistics)



# 1<sup>st</sup> Quarter Advertising \*

## ***Outdoor:***

*“Blue Skies Ahead”* – I 10 Baton Rouge

*“You’re Flying The Wrong Way – Take A Shortcut To Convenience”* – I 10 Gonzales

## • ***Radio:***

*WRKF* – *“Blue Skies Ahead”* and other messages

## • ***Advertising Sponsorships***

LSU Athletics Sponsorship Advertising Package

\* Advertising Increases in 2<sup>nd</sup> Quarter



**BTR**





**BTR**

BATON ROUGE  
METROPOLITAN AIRPORT

**GREATER BATON ROUGE AIRPORT DISTRICT  
CASH RECONCILIATION SUMMARY  
FOR THE PERIOD ENDING DECEMBER 31, 2020**

	<b>Trial Balance Cash as of 12/31/20</b>	<b>Uncommitted Cash as of 12/31/20</b>	<b>Uncommitted Cash as of 12/31/19</b>
<b>Cash &amp; Investments</b>	<u>\$ 4,372,772.05</u>	<u>\$ 4,372,772.05</u>	<u>\$ 4,805,210.12</u>
<b>Total Unrestricted Funds</b>	<u>\$ 3,938,439.54</u>	<u>\$ 959,378.48</u>	<u>\$ 293,877.48</u>
<b>Total Restricted Funds</b>	<u>\$ 4,671,845.04</u>	<u>\$ 4,671,845.04</u>	<u>\$ 6,333,414.31</u>
<b>TOTAL</b>	<u><u>\$ 12,983,056.63</u></u>	<u><u>\$ 10,003,995.57</u></u>	<u><u>\$ 11,432,501.91</u></u>



**BTR**

BATON ROUGE  
METROPOLITAN AIRPORT

3/2/2021 12:40 PM

GREATER BATON ROUGE AIRPORT DISTRICT  
STATEMENT OF REVENUES AND EXPENDITURES  
FOR THE PERIOD ENDING DECEMBER 2020

	APPROVED BUDGET (-)	2020 EXPENDITURES/ REVENUES	(=)	2020 BALANCE	VARIANCE	DECEMBER 2019 EXPENDITURES/ REVENUES	2020 EXPENDITURES/ REVENUES COMPARED TO 2019
<b>Total Expenditures</b>	15,011,060.00	11,398,323.30		3,612,736.70	-24.07%	15,554,016.20	-26.72%
<b>Total Revenues</b>	15,165,830.00	12,033,938.68		3,131,891.32	-20.65%	15,601,957.20	-22.87%
<b>Surplus (Deficit)</b>		<u>635,615.38</u>				<u>47,941.00</u>	



**BATON ROUGE METRO AIRPORT  
CUSTOMER FACILITY CHARGE  
ACCRUAL BASIS**

	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>% Change</b>
January	133,455.00	143,504.10	236,792.10	65.01%
February	141,652.95	141,788.25	-	-100.00%
March	169,961.40	117,846.30	-	-100.00%
April	179,241.75	37,939.35	-	-100.00%
May	176,492.70	55,823.55	-	-100.00%
June	165,441.15	74,216.85	-	-100.00%
July	165,201.30	79,273.50	-	-100.00%
August	164,530.95	80,202.15	-	-100.00%
September	154,986.15	155,313.00	-	-100.00%
October	176,099.10	233,300.25	-	-100.00%
November	166,548.15	228,498.00	-	-100.00%
December	151,365.52	182,304.45	-	-100.00%
<b>Totals for the Period Ending</b>				
January 31, 2020	1,944,976.12	1,530,009.75	236,792.10	-84.52%



**BATON ROUGE METRO AIRPORT  
PASSENGER FACILITY CHARGE  
ACCRUAL BASIS**

	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>% Change</b>
January	122,226.38	128,552.37	51,297.15	-60.10%
February	115,707.23	130,637.62	-	-100.00%
March	147,442.54	66,951.89	-	-100.00%
April	149,185.37	6,308.43	-	-100.00%
May	152,126.67	21,019.32	-	-100.00%
June	151,305.74	32,147.97	-	-100.00%
July	149,387.31	48,167.08	-	-100.00%
August	140,084.90	50,142.58	-	-100.00%
September	139,926.86	59,235.94	-	-100.00%
October	167,509.23	75,104.12	-	-100.00%
November	155,419.17	71,319.94	-	-100.00%
December	150,809.67	64,550.56	-	-100.00%

Totals for the Period Ending

January 31, 2020	1,741,131.07	754,137.82	51,297.15	-93.20%
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BATON ROUGE  
METROPOLITAN AIRPORT

## BATON ROUGE METRO AIRPORT TNC REVENUE ACCRUAL BASIS

	2019		2020		2021		% Change	
	Pickups Uber	Pickups Lyft	Pickups Uber	Pickups Lyft	Pickups Uber	Pickups Lyft		
January			2,689	1,366	11,556.75	501	1,427.85	100.00%
February			2,305	1,175	9,918.00	-	-	100.00%
March			1,151	627	5,067.30	-	-	100.00%
April			102	69	487.35	-	-	100.00%
May			214	181	1,125.75	-	-	100.00%
June			347	227	1,635.90	-	-	100.00%
July			486	214	1,995.00	-	-	100.00%
August			679	342	2,909.85	-	-	100.00%
September			814	396	3,448.50	-	-	100.00%
October			947	439	3,950.10	-	-	100.00%
November			826	412	3,528.30	-	-	100.00%
December			775	361	3,237.60	-	-	100.00%
Totals for the Periods Ending January 31, 2021	2,427	1,104	10,063.35		48,860.40	501	1,427.85	100.00%



# BTR

BATON ROUGE  
METROPOLITAN AIRPORT

**BATON ROUGE METRO AIRPORT  
PARKING GARAGE REVENUES  
ACCRUAL BASIS**

	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>% Change</b>
January	259,096.82	282,535.67	105,938.61	-62.50%
February	254,746.46	277,696.12	-	-100.00%
March	321,750.09	148,456.12	-	-100.00%
April	306,114.60	16,355.61	-	-100.00%
May	323,273.22	35,718.98	-	-100.00%
June	335,718.99	59,414.28	-	-100.00%
July	322,783.19	93,460.30	-	-100.00%
August	322,326.97	98,434.29	-	-100.00%
September	325,727.15	125,231.47	-	-100.00%
October	344,990.47	142,277.86	-	-100.00%
November	301,512.07	134,536.15	-	-100.00%
December	289,671.67	103,688.95	-	-100.00%
Totals for the Periods				
Ending January 31,2021	3,707,711.70	1,517,805.80	105,938.61	-93.02%

**AIRPORT COMMISSION AGENDA**

**SUPPORTING DOCUMENT NO. 12**



## BATON ROUGE METROPOLITAN AIRPORT

April 13, 2021

Project	Status	Consultant	Contractor	Current Budget	Paid to Date
<b>I. CONSTRUCTION</b>					
<b>ACTIVE PROJECTS</b>					
North Airpark Development - Utility Corridor	NTP 3/17/21				
Grant	State F.50000732			\$ 1,680,000	\$ -
Design	FP&C No. 50-N41-12-01	Forte & Tablada, Engineers	TBD		
Construction			TBD		
Multi-Plex Generator	Bid Approval sent to Commission for Approval	ADG	TBD	\$438,500	
Construction					
Runway 13/31 Safety Area/RPZ Improvements				\$ 14,514,909	\$ 6,616,677
Grant	AIP 3-22-0006-110-2018 AIP 3-22-0006-112-2018 AIP 3-22-0006-113-2019 State H.013690				
Design	Phase I Design Complete Phase II Design In Progress Phase III & V Design Complete Phase IV Design Complete	Volkert, Inc. Volkert, Inc. Stanley Consultants PEC Corporation			
Grant	AIP 3-22-006-114-2020			\$ 6,047,867	\$ 357,415
Construction	Phase I - Demolition Complete Phase I - Plank Road - Clearing Complete		Terry Honore Construction (\$441,073) Boone Services (\$2,624,000)		
Grant	AIP 3-22-006-116-2020			\$ 16,666,667	\$ 202,455
Construction	Phase IV- Perimeter Road Preparing Sub-Grade		Boone Services (\$1,303,882.23)		
<b>Total Active Projects</b>				<b>\$ 39,347,943</b>	<b>\$ 7,176,547</b>
<b>Total Planning Projects</b>				<b>\$ -</b>	<b>\$ -</b>

Yellow Denotes there is a change in the project

Red Denotes the change

**AIRPORT COMMISSION AGENDA**

**SUPPORTING DOCUMENT NO. 13**

# MARKETING, PUBLIC RELATIONS & AIR SERVICE DEVELOPMENT REPORT



**BTR**



# Enplanements

Month	2019	2020	% Change	2021	% Change
January	29,057	30,452	4.80%	12,631	-58.52%
February	27,395	30,906	12.80%		
March	35,033	16,219	-53.70%		
April	35,470	1,749	-95.00%		
May	35,835	5,208	-85.40%		
June	35,943	7,768	-78.40%		
July	35,288	11,480	-67.40%		
August	33,202	12,081	-63.60%		
September	32,881	15,629	-52.60%		
October	39,490	17,777	-54.90%		
November	36,792	17,062	-53.60%		
December	35,751	15,473	-56.70%		
Year-To-Date	412,283	181,795	-55.90%	12,631	-58.52%



**BTR**

COVID-19 IMPACT BEGAN IN MARCH 2020

# Deplanements

Month	2019	2020	% Change	2021	% Change
January	29,365	31,418	6.70%	13,497	-56.94
February	28,268	30,855	9.20%		
March	34,775	16,757	-51.80%		
April	35,128	1,628	-95.40%		
May	33,835	5,320	-84.30%		
June	35,806	7,453	-79.20%		
July	35,307	11,100	-68.50%		
August	34,112	13,094	-61.60%		
September	32,744	15,692	-51.70%		
October	39,885	17,435	-56.30%		
November	36,701	16,272	-55.60%		
December	34,467	15,026	-56.40%		
Year-To-Date	410,142	181,980	-55.60%	13,497	-56.94%



**BTR**

COVID-19 IMPACT BEGAN IN MARCH 2020

# BTR April 2021 Daily Departures Each Way (DDEW)

- Total April 2021 DDEW = 17.30 (up 2 flights over March)
- Total April Seats = 34,712 (up 3,027 over March)
- Total April 2019 DDEW = 22.6
- Total April 2019 Seats = 44,750

*Note: Fractional numbers due to flight frequency differences on peak days versus off-peak days*



**BTR**



## Forecast Methodology for BTR Departing Passengers

### Forecast Assumes:

1. Seasonality by month for 2019
2. Schedule data for 2021 Jan – Apr is solid; May partially finalized
3. Estimates for schedules beyond May are a forecast and a function of month-to-month change in 2019
4. Schedule data modeled as Low, Medium, and High case
5. Load Factor estimates for Jan – Dec based upon relationship in 2020 between BTR's TSA throughput and DOT T100 passengers
6. Load Factor seasonality similar to 2019
7. Passenger totals are (Seats X Load Factor) = Passengers

## Low Case

# BTR Passenger Forecast

	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21
ATL	3,344	3,171	5,504	5,078	5,851	5,433	5,682	5,058	4,150	6,270	5,796	5,854
CLT	2,205	2,077	2,910	4,228	3,816	3,599	3,607	3,298	3,271	3,929	3,474	3,726
DFW	4,875	4,977	6,856	6,677	6,524	6,890	7,316	6,809	6,661	7,758	7,491	6,571
IAH	2,376	2,914	3,415	3,904	5,354	5,115	5,290	4,635	5,129	6,406	5,634	5,748
<b>Total</b>	<b>12,801</b>	<b>13,140</b>	<b>18,684</b>	<b>19,887</b>	<b>21,544</b>	<b>21,036</b>	<b>21,896</b>	<b>19,800</b>	<b>19,211</b>	<b>24,363</b>	<b>22,395</b>	<b>21,898</b>
Change Vs. 2019	46%	49%	56%	58%	65%	61%	64%	61%	62%	64%	64%	65%
<b>Total</b>												<b>236,654</b>
												<b>60%</b>



## Medium Case

# BTR Passenger Forecast

	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	
ATL	3,344	3,203	5,604	5,234	6,114	5,783	6,144	5,575	4,665	7,110	6,691	6,854	
CLT	2,205	2,098	2,964	4,354	3,974	3,808	3,875	3,621	3,662	4,419	3,989	4,323	
DFW	4,875	5,026	6,990	6,867	6,805	7,320	7,896	7,513	7,484	8,780	8,614	7,674	
IAH	2,376	2,943	3,485	4,018	5,588	5,450	5,718	5,145	5,785	7,263	6,531	6,708	
<b>Total</b>	<b>12,801</b>	<b>13,270</b>	<b>19,043</b>	<b>20,473</b>	<b>22,480</b>	<b>22,362</b>	<b>23,633</b>	<b>21,854</b>	<b>21,596</b>	<b>27,572</b>	<b>25,826</b>	<b>25,558</b>	<b>Total</b>
Change Vs. 2019	46%	49%	57%	60%	67%	65%	69%	68%	70%	73%	74%	76%	<b>256,467</b> <b>65%</b>

## High Case

# BTR Passenger Forecast

	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21
ATL	3,344	3,234	5,705	5,392	6,387	6,152	6,637	6,136	5,233	8,045	7,702	7,998
CLT	2,205	2,119	3,019	4,483	4,136	4,029	4,160	3,969	4,090	4,962	4,569	5,003
DFW	4,875	5,075	7,126	7,062	7,095	7,772	8,515	8,277	8,390	9,916	9,881	8,933
IAH	2,376	2,972	3,555	4,134	5,830	5,802	6,174	5,698	6,509	8,218	7,547	7,805
<b>Total</b>	<b>12,801</b>	<b>13,400</b>	<b>19,406</b>	<b>21,070</b>	<b>23,448</b>	<b>23,755</b>	<b>25,485</b>	<b>24,080</b>	<b>24,222</b>	<b>31,141</b>	<b>29,699</b>	<b>29,739</b>
Change Vs. 2019	46%	50%	58%	62%	70%	69%	75%	74%	78%	82%	85%	88%
<b>Total</b>												<b>278,247</b>
												<b>71%</b>

# Complete Forecast (Seats, Load Factor, Passengers)

## BTR Seat Capacity

	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21
ATL	8,360	7,448	10,640	10,944	11,378	11,052	11,341	10,497	8,876	12,440	11,659	11,482
CLT	4,009	3,662	4,414	6,753	5,218	5,081	5,074	5,205	5,463	5,761	5,447	5,563
DFW	8,864	7,924	10,492	9,526	8,521	9,589	10,112	10,441	10,510	10,973	10,597	9,178
IAH	4,570	4,992	6,150	6,458	7,987	8,508	8,358	8,661	9,614	10,486	9,841	9,000
<b>Total</b>	<b>25,803</b>	<b>24,026</b>	<b>31,696</b>	<b>33,681</b>	<b>33,104</b>	<b>34,231</b>	<b>34,885</b>	<b>34,804</b>	<b>34,463</b>	<b>39,660</b>	<b>37,543</b>	<b>35,223</b>
Change Vs. 2019	65%	67%	77%	77%	77%	79%	80%	80%	81%	84%	84%	84%
<b>Total</b>	<b>399,119</b>											<b>78%</b>

## BTR Load Factor Forecast

	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21
ATL	40%	43%	53%	48%	54%	52%	54%	53%	53%	57%	57%	60%
CLT	55%	57%	67%	64%	76%	75%	76%	70%	67%	77%	73%	78%
DFW	55%	63%	67%	72%	80%	76%	78%	72%	71%	80%	81%	84%
IAH	52%	59%	57%	62%	70%	64%	68%	59%	60%	69%	66%	75%
<b>Total</b>	<b>50%</b>	<b>55%</b>	<b>60%</b>	<b>61%</b>	<b>68%</b>	<b>65%</b>	<b>68%</b>	<b>63%</b>	<b>63%</b>	<b>70%</b>	<b>69%</b>	<b>73%</b>
Change Vs. 2019 (pts.)	-20.6	-19.5	-21.5	-16.7	-10.1	-13.4	-9.9	-12.0	-10.3	-10.4	-9.2	-8.0
<b>Total</b>	<b>64%</b>											<b>-12.9</b>

## BTR Passenger Forecast

	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21
ATL	3,344	3,203	5,604	5,234	6,114	5,783	6,144	5,575	4,665	7,110	6,691	6,854
CLT	2,205	2,098	2,964	4,354	3,974	3,808	3,875	3,621	3,662	4,419	3,989	4,323
DFW	4,875	5,026	6,990	6,867	6,805	7,320	7,896	7,513	7,484	8,780	8,614	7,674
IAH	2,376	2,943	3,485	4,018	5,588	5,450	5,718	5,145	5,785	7,263	6,531	6,708
<b>Total</b>	<b>12,801</b>	<b>13,270</b>	<b>19,043</b>	<b>20,473</b>	<b>22,480</b>	<b>22,362</b>	<b>23,633</b>	<b>21,854</b>	<b>21,596</b>	<b>27,572</b>	<b>25,826</b>	<b>25,558</b>
Change Vs. 2019	46%	49%	57%	60%	67%	65%	69%	68%	70%	73%	74%	76%
<b>Total</b>	<b>256,467</b>											<b>65%</b>

# December 2020 & YTD On-Time Performance for BTR Compared to Nearby Airports (DOT)

## Month of December 2020

- BTR 92.2%
- LFT 95.1%
- MSY 92.0%
- GPT 93.2%
- 

## Year-To-Date December 2020

- BTR 92.1%
- LFT 93.3%
- MSY 90.0%
- GPT 92.1%
- 



Source: DOT BTS (Bureau of Transportation Statistics)

# BTR Baggage Delivery Data by Airline

## March 2021

### Average Delivery Time

American 10:12 (2.04% late)

Delta 9:86 (0% late)

United 11:97 (5.1% late)

\* Late if delivery time exceeds 20 minutes after flight arrival



**BTR**



## 2<sup>nd</sup> Quarter Advertising

- Television: COX, WAFB, WBRZ, WGMB, WVLA
- Print & Digital: Tiger Rag Email & Twitter Sponsorships
- Radio: WRKF
- Online/Digital: Premion OTT, Facebook Ads; Google Display & Video Ads; Business Report Daily Report
- Outdoor: “Blue Skies Ahead” & “Turn Around” – Two Permanent Billboards & Select Digital
- LSU Athletics Sponsorship Advertising Package



**BTR**



**AIRPORT COMMISSION AGENDA**

**SUPPORTING DOCUMENT NO. 14**

GREATER BATON ROUGE AIRPORT DISTRICT  
STATEMENT OF REVENUES AND EXPENDITURES  
FOR THE PERIOD ENDING JANUARY 2021

	APPROVED BUDGET	(-)	2021 EXPENDITURES/ REVENUES	(=)	2021 BALANCE	VARIANCE	JANUARY 2019 EXPENDITURES/ REVENUES	JANUARY 2020 EXPENDITURES/ REVENUES	% CHANGE 19/20	2021 EXPENDITURES/ REVENUES COMPARED TO 2020
Total Expenditures	1,094,202.48		1,214,371.33		(120,168.85)	10.98%	1,011,839.83	1,457,041.73	144.00%	-16.66%
Total Revenues	1,046,612.50		974,018.31		72,594.19	-6.94%	1,189,550.86	1,219,121.62	102.49%	-20.10%
Surplus (Deficit)			<u>(240,353.02)</u>				<u>202,085.18</u>	<u>(237,920.11)</u>		





**BTR**

BATON ROUGE  
METROPOLITAN AIRPORT

**BATON ROUGE METRO AIRPORT  
CUSTOMER FACILITY CHARGE  
ACCRUAL BASIS**

	2019	2020	19/20	2021	20/21
January	133,455.00	143,504.10	107.53%	109,500.75	76.30%
February	141,652.95	141,788.25	100.10%	141,788.25	100.00%
March	169,961.40	117,846.30	69.34%	-	-
April	179,241.75	37,939.35	21.17%	-	-
May	176,492.70	55,823.55	31.63%	-	-
June	165,441.15	74,216.85	44.86%	-	-
July	165,201.30	79,273.50	47.99%	-	-
August	164,530.95	80,202.15	48.75%	-	-
September	154,986.15	155,313.00	100.21%	-	-
October	176,099.10	233,300.25	132.48%	-	-
November	166,548.15	182,304.45	109.46%	-	-
December	151,365.52	147,458.55	97.42%	-	-
Totals for the Period Ending					
February 29, 2021	1,944,976.12	1,448,970.30	75.91%	251,289.00	88.15%



# BTR

BATON ROUGE  
METROPOLITAN AIRPORT

**BATON ROUGE METRO AIRPORT  
PARKING GARAGE REVENUES  
ACCRUAL BASIS**

	2019	2020	% Change 19/20	2021	% Change 20/21
January	259,096.82	282,535.67	109.05%	105,938.61	37.50%
February	254,746.46	277,696.12	109.01%	112,077.76	40.36%
March	321,750.09	148,456.12	46.14%	-	-
April	306,114.60	16,355.61	5.34%	-	-
May	323,273.22	35,718.98	11.05%	-	-
June	335,718.99	59,414.28	17.70%	-	-
July	322,783.19	93,460.30	28.95%	-	-
August	322,326.97	98,434.29	30.54%	-	-
September	325,727.15	125,231.47	38.45%	-	-
October	344,990.47	142,277.86	41.24%	-	-
November	301,512.07	134,536.15	44.62%	-	-
December	289,671.67	103,688.95	35.80%	-	-
Totals for the Periods	3,707,711.70	1,517,805.80	43.16%	218,016.37	38.93%
Ending February 29, 2021					

