



**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, January 5, 2021
3:30 p.m.
Airport Administration Conference Room
Suite 300, 3rd floor Terminal Building

This meeting will be available for viewing on the Baton Rouge Metropolitan Airport Facebook page (via Facebook Live).

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

Public Comment Policy

Public comments on any of the items (other than introductions) may be submitted via email to publiccomment@flybtr.com. Comments may be called in at 225-355-0333 from 1:00 – 3:30 pm on Tuesday, January 5, 2021.

CERTIFICATION OF INABILITY TO OPERATE DUE TO LACK OF QUORUM

In accordance with Louisiana Revised Statute, 42:17.1, this notice shall serve as a certification of the Greater Baton Rouge Airport Board of Commissioner's potential inability to otherwise operate in accordance with the Louisiana Open Meetings Law due to such a meeting being detrimental to the health, safety, and/or welfare of the public as a result of the COVID-19 public health emergency, as declared by Governor John Bel Edwards.

The Greater Baton Rouge Airport Board of Commissioners will provide for attendance at its next meeting via electronic means because it may be unable to obtain a quorum. It is essential that the Baton Rouge Metropolitan Airport Commission continue to operate in order to continue the operations of the Airport and to consider matters that, if they are delayed, will cause curtailment of vital public services or severe economic dislocation and hardship.

Considering the foregoing, and in accordance with Louisiana Revised Statute, 42:17.1 and Governor John Bel Edwards' executive orders, the meeting of the Greater Baton Rouge Airport Board of Commissioners will be held on Tuesday, January 5, 2021, at 3:30 p.m. via electronic means and in a manner that allows for observation and input by members of the public, as set forth in the Notice posted on December 28, 2020.

Certified by: Matthew Butler, Chairman of the Airport Commission

Mike Edwards
Director of Aviation

4. **Election of Officers.**

Chairman
Vice-Chairman
5. **Approval of the minutes of the Regular Meeting of December 1, 2020.**
6. **Authorization for the Mayor-President and /or Chairman of the Airport Commission to execute a lease agreement with MMR Constructors, Inc. to lease a hangar and apron located at 9455 Plank Road at a rate of \$192,000.00 per year for a period of ten (10) years with two (2) five (5) year options to renew. By: Director of Aviation.**
7. **Authorization for the Mayor-President and/or Chairman of the Airport Commission to approve a sublease agreement between MMR Constructors, Inc. and Performance Contractors, Inc. By: Director of Aviation.**
8. **Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute an agreement with The Paradies Shops, LLC abating unpaid portions of Minimum Annual Guarantee Payments for the period of April 2020 through December 2020 in an amount not to exceed \$50,000. By: Director of Aviation.**
9. **Authorization for the Director of Aviation to execute consent agreements concerning any and all lease agreements with Ross Baton Rouge, LLC in order to provide for a name change from Ross Baton Rouge, LLC to Signature Flight Support, LLC. By: Director of Aviation.**
10. **Status Report** – Report will be given at the March meeting.
11. **Public Relations /Marketing Report** – Report will be given at January meeting.
12. **Financial Report** – Report will be given at January meeting.
13. **Business Development Report** – Report will be given at the February meeting.
14. **Administrative Matters.**
15. **Adjourn.**

AIRPORT COMMISSION AGENDA

SUPPORTING DOCUMENT NO. 5



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

MINUTES

**BATON ROUGE METROPOLITAN AIRPORT
REGULAR MEETING
TUESDAY, DECEMBER 1, 2020
3:30 P.M.
AIRPORT ADMINISTRATION CONFERENCE ROOM
SUITE 300, 3RD 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. Pierson.

3. ROLL CALL.

**MEMBERS
ATTENDING**

Mr. Butler
Mr. Callender
Mr. Dodds
Mr. Fife
Mr. Lowery
Mr. Myles
Ms. Payton
Councilman Welch
Mr. Robinson

**MEMBERS
ABSENT**

Mr. Buckley
Mr. Dunn, Jr.
Mr. Profita
Rep. Carpenter

**A/P STAFF
ATTENDING**

Mr. Edwards
Mr. Pierson
Mr. Taffaro
Ms. Nolan
Ms. Wallace
Mr. Newton
Mr. Alford
Mr. Caire
Mrs. Williams
Mr. Caldwell
Ms. Fountain

**OTHERS
ATTENDING**

Mr. Krouse
Mr. Zachary

Public Comment Policy

Public comments on any of the items (other than introductions) may be submitted via email to publiccomment@flybtr.com. Comments may be called in at 225-355-0333 from 1:00 – 3:30 pm on Tuesday, December 1, 2020.

CERTIFICATION IN ACCORDANCE WITH LOUISIANA REVISED STATUTE 42:17.1

In accordance with Louisiana Revised Statute, 42:17.1, this notice shall serve as a certification of the Greater Baton Rouge Airport Board of Commissioner’s potential inability to otherwise operate in accordance with the Louisiana Open Meetings Law due to such a meeting being detrimental to the health, safety, and/or welfare of the public as a result of the COVID-19 public health emergency, as declared by Governor John Bel Edwards.

Page 2
Airport Commission Minutes
December 1, 2020

The Greater Baton Rouge Airport Board of Commissioners will provide for attendance at its next meeting via electronic means because it may be unable to obtain a quorum. It is essential that the Baton Rouge Metropolitan Airport Commission continue to operate in order to continue the operations of the Airport and to consider matters that, if they are delayed, will cause curtailment of vital public services or severe economic dislocation and hardship.

Considering the foregoing, and in accordance with Louisiana Revised Statute, 42:17.1 and Governor John Bel Edwards' executive orders, the meeting of the Greater Baton Rouge Airport Board of Commissioners will be held on Tuesday, December 1, 2020, at 3:30 p.m. via electronic means and in a manner that allows for observation and input by members of the public, as set forth in the Notice posted on November 25, 2020.

Certified by: Matthew Butler, Chairman of the Airport Commission

Mike Edwards
Director of Aviation

4. Approval of the minutes of the regular meeting of October 6, 2020.

A motion was made by Mr. Callender, seconded by Mr. Myles, to approve the minutes of the regular meeting of October 6, 2020.

There being no opposition, the motion carried.

5. Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute Amendment No. 4 to the lease agreement with SSP America, Inc., so as to convert the existing fixed percentage payments to a tiered percentage of payments relative to a comparison between current enplanements and an average of enplanements over a three year period. By: Director of Aviation.

Mr. Edwards explained the item to the Airport Commission. Mr. Pierson further explained the details of the lease agreement to the Airport Commission. At this time Councilman Welch asked a few general questions regarding the lease agreement with SSP America. After a brief discussion, Councilman Welch recommended approval of the item contingent on the staff providing additional information to the Airport Commission regarding the tiered percentages and revenues prior to the item being submitted to the Council for approval.

At this time, a motion was made by Mr. Callender, seconded by Mr. Myles, to approve the item.

There being no opposition, the motion carried.

6. **Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute the Sublease agreement by Baton Rouge Jet Center, LLC (“BTR Jet”) and Dawson Management, LLC. for a period of 1 yr. with a 1yr.option to renew. 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. Fife., seconded by Councilman Welch, to approve the item.

There being no opposition, the motion carried.

7. **Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute Amendment No. 2 to the lease agreement with the East Baton Rouge Parish Sheriff’s Office to lease an additional 124 sq. ft. of office space at a rental rate of \$1984.00 per year, with all terms and conditions of the original lease to remain the same. 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 Councilman Welch, seconded by Mr. Myles, to approve the item.

There being no opposition, the motion carried.

8. **Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute an Operating Agreement between Clear2Fly Aerospace, LLC and the City of Baton Rouge/Parish of East Baton Rouge on behalf of the Greater Baton Rouge Airport District for the operation of an airline maintenance support station for a period of one (1) year, with a one (1) year option to renew at a rental rate of \$500.00 per month which shall serve as the minimum monthly guarantee or 2% of gross monthly revenues (whichever is greater), for revenues generated on airport property from services provided by the tenant to its customers. 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 Councilman Welch, seconded by Mr. Myles, to approve the item.

There being no opposition, the motion carried.

9. **Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute a Lease and Concession Agreement with Fayzollah Ghashghaee D/B/A Airport Shuttle to operate a shuttle service at the Baton Rouge Metropolitan Airport, for a primary term of one (1) year, with a one (1) year mutual option to renew at a rental rate of \$75.00 per month. 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. Dodds, 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 a lease assignment, assumption, and exchange agreement with and between Ross Baton Rouge LLC d/b/a Signature Flight Support Corporation and Baton Rouge Jet Center LLC. 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. Dodds, seconded by Councilman Welch, to approve the item.

There being no opposition, the motion carried.

- 11. Status Report**– Report was presented by Mr. Edwards, Director of Aviation.

- 12. Public Relations /Marketing Report**– Report will be given at the January meeting.

- 13. Financial Report** – Report was presented by Kenya Wallace, Assistant Business Manager.

- 14. Business Development Report** – Report was presented by Vincent Caire, Airport Development & Administrative Manager.

- 15. Administrative Matters.**

None.

- 16. Adjourn.**

A motion was made by Councilman Welch, seconded by Mr. Welch, to adjourn the meeting. The meeting adjourned at 4:47pm.

RESPECTFULLY SUBMITTED,

Mike Edwards

Mike Edwards
Director of Aviation

ME/lw

BATON ROUGE METROPOLITAN AIRPORT

December 1, 2020

Project	Status	Consultant	Contractor	Current Budget	Paid to Date	Remaining Balance
I. CONSTRUCTION						
ACTIVE PROJECTS						
North Airpark Development - Utility Corridor	Contract approval on Council agenda 10-28-20					
Grant	State F.50000732			\$ 1,680,000	\$ 11,796	\$ 1,668,204
Design	FP&C No. 50-N41-12-01	Forte & Tablada, Engineers				
Construction			TBD			
Multi-Plex Generator	Preliminary Plans received, awaiting specifications			\$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		\$ 6,047,867
Construction	Phase I - Demolition Pre-construction meeting held November 18, tentative start Dec. 1 Phase I - Plank Road Pre-construction meeting held November 18		Terry Honore Construction (\$441,073) Boone Services (\$2,624,000)			
Grant	AIP 3-22-006-116-2020			\$ 16,666,667		\$ 16,666,667
Construction	Phase IV- Perimeter Road Pre-construction meeting held November 18		Boone Services (\$1,303,882.23)			
Total Active Projects				\$ 39,347,943	\$ 6,628,473	\$ 32,719,470
II. PLANNING						
Total Planning Projects				\$ -	\$ -	\$ -

Yellow Denotes there is a change in the project

Red Denotes the change

MARKETING, PUBLIC RELATIONS & AIR SERVICE DEVELOPMENT REPORT



BTR



BTR Enplanements

	<u>2019</u>	<u>2020</u>	<u>% Change</u>
January	29,057	30,452	+4.8%
February	27,395	30,906	+12.8%
March	35,033	16,219	-53.7%
April	35,470	1,749	-95.0%
May	35,835	5,208	-85.4%
June	35,943	7,768	-78.4%
July	35,288	11,480	-67.4%
August	33,202	12,081	-63.6%
September	32,881	15,629	-52.6%
October	39,490	17,777	-53.9%
November	36,792		
December	<u>35,751</u>		
Year-To-Date	412,283 (+2.6%)	<u>149,260</u>	-56.1%



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BTR Deplanements

	<u>2019</u>	<u>2020</u>	<u>% Change</u>
January	29,365	31,418	+6.7%
February	28,268	30,855	+9.2%
March	34,775	16,757	-51.8%
April	35,128	1,628	-95.4%
May	33,835	5,320	-84.3%
June	35,806	7,453	-79.2%
July	35,307	11,100	-68.5%
August	34,112	13,094	-61.6%
September	32,744	15,692	-51.7%
October	39,885	17,435	-56.3%
November	36,701		
December	<u>34,467</u>		
<u>Year-To-Date</u>	410,142 (+1.8%)	<u>150,682</u>	<u>-55.5%</u>



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BTR December Schedule - Final

Origin Airport Code	Destination Airport Code	Mkt. Carrier Code	Departure Count	DDEW Type	Aircraft Type	Total Seats
BTR	ATL	DL	115	3.71	CR9	8,740
BTR	CLT	AA	27	0.87	CR9	2,052
BTR	CLT	AA	34	1.10	CR7	2,210
BTR	DFW	AA	87	2.81	E75	6,612
BTR	DFW	AA	31	1.00	ER4	1,550
BTR	DFW	AA	17	0.55	ERD	748
BTR	IAH	UA	60	1.94	ERJ	3,000
BTR	IAH	UA	26	0.84	E7W	1,820
zzzzFilter Total			397	12.81		26,732
zzzzTotal			397	12.81		26,732



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BTR January 2021 Proposed Schedule (Changes Pending)

Origin Airport Code	Destination Airport Code	Mkt. Carrier Code	Departure Count	DDEW Type	Aircraft Type	Total Seats
BTR	ATL	DL	123	3.97	CR9	9,348
BTR	CLT	AA	80	2.58	CR7	5,200
BTR	CLT	AA	4	0.13	CR9	304
BTR	DFW	AA	81	2.61	CR7	5,670
BTR	DFW	AA	65	2.10	E75	4,940
BTR	DFW	AA	57	1.84	ERD	2,508
BTR	DFW	AA	4	0.13	ER4	200
BTR	IAH	UA	185	5.97	CRJ	9,250
BTR	IAH	UA	13	0.42	ERJ	650
zzzzFilter Total			612	19.74		38,070
zzzzTotal			612	19.74		38,070



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August 2020 & YTD On-Time Performance for Departures Compared to Nearby Airports (most recent DOT report)

Month of August 2020

BTR 94.7%
LFT 91.8%
MSY 91.7%
GPT 90.6%

Year-To-Date August 2020

BTR 91.0%
LFT 91.3%
MSY 88.3%
GPT 90.4%



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Source: DOT BTS (Bureau of Transportation Statistics)

BTR Baggage Delivery Data by Airline

November 2020

Average Delivery Time

American 13:17

Delta 10:27

United 12:17

* Late if delivery time exceeds 20 minutes after flight arrival



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December Advertising with “Blue Skies Ahead” Creative

- Television: COX, WAFB, WBRZ, WGMB, WVLA
- Print/Digital: Tiger Rag print ad and Twitter sponsorship/Tiger Rag emails
- Radio: WJBO, WDGL-LSU Sports
- Online/Digital: Facebook Ads; Business Report Daily Report; Bite & Booze with Jay Ducote
- Outdoor: “Blue Skies Ahead” – Two Billboards
- LSU Athletics Sponsorship Advertising Package



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BATON ROUGE
METROPOLITAN AIRPORT

**GREATER BATON ROUGE AIRPORT DISTRICT
CASH RECONCILIATION SUMMARY
FOR THE PERIOD ENDING SEPTEMBER 30, 2020**

	Trial Balance Cash as of 09/30/20	Uncommitted Cash as of 09/30/20	Uncommitted Cash as of 09/30/19
Cash & Investments	\$ 3,154,684.04	\$ 3,154,684.04	\$ 5,362,237.35
Total Unrestricted Funds	\$ 3,938,439.54	\$ 959,378.48	\$ 1,043,877.48
Total Restricted Funds	\$ 1,395,234.90	\$ 1,395,234.90	\$ 3,797,769.48
TOTAL	\$ 8,488,358.48	\$ 5,509,297.42	\$ 10,203,884.31



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

	APPROVED BUDGET (-)	2020 EXPENDITURES/ REVENUES	(=)	2020 BALANCE	VARIANCE	SEPTEMBER 2019 EXPENDITURES/ REVENUES	2020 EXPENDITURES/ REVENUES COMPARED TO 2019
Total Expenditures	11,436,515.67	9,338,232.83		2,098,282.84	-18.35%	10,171,832.42	-8.20%
Total Revenues	11,374,372.50	9,476,125.28		1,898,247.22	-16.69%	11,618,086.09	-18.44%
Surplus (Deficit)		<u>137,892.45</u>				<u>1,446,253.67</u>	



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BATON ROUGE
METROPOLITAN AIRPORT

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

	2019	2020	% Change
January	133,455.00	143,504.10	7.53%
February	141,652.95	141,788.28	0.10%
March	169,961.40	117,846.30	-30.66%
April	179,241.75	37,939.35	-78.83%
May	176,492.70	55,823.55	-68.37%
June	165,441.15	74,216.85	-55.14%
July	165,201.30	79,273.50	-52.01%
August	164,530.95	80,202.15	-51.25%
September	154,986.15	79,523.50	-48.69%
October	176,099.10	233,300.25	32.48%
November	166,548.15		-100.00%
December	151,365.52		-100.00%

Totals for the Periods

Ending October 31	1,450,963.35	1,043,417.83	-28.09%
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**BATON ROUGE METRO AIRPORT
PASSENGER FACILITY CHARGE
ACCRUAL BASIS**

	2019	2020	% Change
January	122,226.38	128,552.37	5.18%
February	115,707.23	130,637.62	12.90%
March	147,442.54	66,951.89	-54.59%
April	149,185.37	6,308.43	-95.77%
May	152,126.67	21,019.32	-86.18%
June	151,305.74	32,147.97	-78.75%
July	149,387.31	48,167.08	-67.76%
August	140,084.90	50,142.58	-64.21%
September	139,926.86	59,235.94	-57.67%
October	167,509.23	75,104.12	-55.16%
November	155,419.17	-	-100.00%
December	150,809.67	-	-100.00%
Totals for the Periods			
Ending October 31	1,434,902.23	618,267.32	-56.91%



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BATON ROUGE
METROPOLITAN AIRPORT

**BATON ROUGE METRO AIRPORT
TNC REVENUE
ACCRUAL BASIS**

	Pickups		Pickups		2020	% Change
	Uber	Lyft	Uber	Lyft		
January			2,689	1,366	11,556.75	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						
December						
Totals for the Periods	2,427	1,104			10,063.35	
Ending October 31			9,734	5,036	42,094.50	100.00%

Totals for the Periods
Ending October 31



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BATON ROUGE
METROPOLITAN AIRPORT

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

	2019	2020	% Change
January	259,096.82	282,535.67	9.05%
February	254,746.46	277,696.12	9.01%
March	321,750.09	148,456.12	-53.86%
April	306,114.60	16,355.61	-94.66%
May	323,273.22	35,718.98	-88.95%
June	335,718.99	59,414.28	-82.30%
July	322,783.19	93,460.30	-71.05%
August	322,326.97	98,434.29	-69.46%
September	325,727.15	125,231.47	-61.55%
October	344,990.47	142,277.86	-58.76%
November	301,512.07	-	-100.00%
December	289,671.67	-	-100.00%

Totals for the Periods
Ending October 31

3,116,527.96	1,279,580.70	-58.94%
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AIRPORT COMMISSION AGENDA

SUPPORTING DOCUMENT NO. 10

BATON ROUGE METROPOLITAN AIRPORT

January 1, 2021

Project	Status	Consultant	Contractor	Current Budget	Paid to Date	Remaining Balance
I. CONSTRUCTION						
ACTIVE PROJECTS						
North Airpark Development - Utility Corridor	Contract approval on Council agenda 10-28-20					
Grant	State F.50000732			\$ 1,680,000	\$ 11,796	\$ 1,668,204
Design	FP&C No. 50-N41-12-01 Reviewing F&T Proposal	Forte & Tablada, Engineers				
Construction			TBD			
Multi-Plex Generator	Preliminary Plans received, reviewing specifications			\$ 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 3-22-0006-113-2018 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		\$ 6,047,867
Construction	Phase I - Demolition Preconstruction meeting held November 18, start December 1. Phase I - Plank Road - Preconstruction meeting held November 18. AIP 3-22-006-116-2020 Phase IV- Perimeter Road NTP 2/15/21		Terry Honore Construction Boone Services Boone Services	\$ 16,666,667		\$ 16,666,667
Total Active Projects				\$39,347,943	\$ 6,628,473	\$32,719,470
II. PLANNING						
Total Planning Projects				\$ -	\$ -	\$ -

Yellow Denotes there is a change in the project

Red Denotes the change

AIRPORT COMMISSION AGENDA

SUPPORTING DOCUMENT NO. 11

MARKETING, PUBLIC RELATIONS & AIR SERVICE DEVELOPMENT REPORT



BTR



BTR Enplanements

	<u>2019</u>	<u>2020</u>	<u>% Change</u>
January	29,057	30,452	+4.8%
February	27,395	30,906	+12.8%
March	35,033	16,219	-53.7%
April	35,470	1,749	-95.0%
May	35,835	5,208	-85.4%
June	35,943	7,768	-78.4%
July	35,288	11,480	-67.4%
August	33,202	12,081	-63.6%
September	32,881	15,629	-52.6%
October	39,490	17,777	-54.9%
November	36,792	17,062	-53.6%
December	<u>35,751</u>		
Year-To-Date	412,283	<u>166,322</u>	- 55.8%



BTR



BTR Deplanements

	<u>2019</u>	<u>2020</u>	<u>% Change</u>
January	29,365	31,418	+6.7%
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March	34,775	16,757	-51.8%
April	35,128	1,628	-95.4%
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June	35,806	7,453	-79.2%
July	35,307	11,100	-68.5%
August	34,112	13,094	-61.6%
September	32,744	15,692	-51.7%
October	39,885	17,435	-56.3%
November	36,701	16,272	-55.6%
December	<u>34,467</u>		
<u>Year-To-Date</u>	<u>410,142</u>	<u>166,954</u>	<u>- 55.5%</u>



BTR



BTR January 2021 Schedule - Final

Origin Airport Code	Destination Airport Code	Mkt. Carrier Code	Departure Count	DDEW	Total Seats	Avg Seats per Departure
BTR	DFW	AA	134	4.32	8,864	66.15
BTR	ATL	DL	110	3.55	8,360	76.00
BTR	IAH	UA	87	2.81	4,570	52.53
BTR	CLT	AA	61	1.97	4,009	65.72
zzzzFilter Total			0	0.00	0	0.00
zzzzTotal			392	12.65	25,803	65.82

January 2021 BTR Roundtrips = 12.65 Daily Average Seats = 25,803

January 2020 BTR Roundtrips = 19.45 Daily Average Seats = 38,947



BTR February 2021 Schedule (Not Final)

Origin Airport Code	Destination Airport Code	Mkt. Carrier Code	Departure Count	DDEW	Total Seats	Avg Seats per Departure
BTR	IAH	UA	192	6.86	9,600	50.00
BTR	DFW	AA	119	4.25	7,924	66.59
BTR	ATL	DL	98	3.50	7,448	76.00
BTR	CLT	AA	56	2.00	3,640	65.00
zzzzFilter Total			0	0.00	0	0.00
zzzzTotal			465	16.61	28,612	61.53



Top BTR O&D City Pairs Q1 to Q2



BTR

2020 Q1 Average Fare \$220.27

Origin Airport Code	Destination Airport Code	PDEW
BTR	IAH	60.91
BTR	DFW	59.71
BTR	ATL	57.89
BTR	CLT	23.63
BTR	DCA	22.35
BTR	MCO	19.99
BTR	LAX	14.54
BTR	PHX	13.71
BTR	AUS	13.63
BTR	DEN	13.27
BTR	LAS	12.58
BTR	SAN	11.41
BTR	LGA	10.86
BTR	PHL	10.65
BTR	SFO	9.78

2020 Q2 Average Fare \$170.55

Origin Airport Code	Destination Airport Code	PDEW
BTR	DFW	9.73
BTR	ATL	7.34
BTR	CLT	5.86
BTR	IAH	5.64
BTR	DEN	4.07
BTR	LAX	3.91
BTR	SEA	3.51
BTR	PHX	3.25
BTR	SLC	3.22
BTR	SNA	3.03
BTR	PHL	2.74
BTR	EWR	2.68
BTR	ORD	2.60
BTR	SFO	2.42
BTR	MAF	2.30

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

Month of October 2020

- BTR 89.1%
- LFT 92.8%
- MSY 91.4%
- GPT 89.3%

Year-To-Date October 2020

- BTR 89.1%
- LFT 89.0%
- MSY 90.3%
- GPT 88.0%



Source: DOT BTS (Bureau of Transportation Statistics)

BTR Baggage Delivery Data by Airline

November 2020

Average Delivery Time

American 12:45 (2.4% late)

Delta 10:71 (2.9% late)

United 11:79 (1.1% late)

* Late if delivery time exceeds 20 minutes after flight arrival



BTR



1st 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

- *Advertising Sponsorships*

LSU Athletics Sponsorship Advertising Package



BTR



AIRPORT COMMISSION AGENDA

SUPPORTING DOCUMENT NO. 12



BTR

BATON ROUGE
METROPOLITAN AIRPORT

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

	Trial Balance Cash as of 10/31/20	Uncommitted Cash as of 10/31/20	Uncommitted Cash as of 10/31/19
Cash & Investments	\$ 2,974,988.32	\$ 2,974,988.32	\$ 5,463,480.48
Total Unrestricted Funds	\$ 3,938,439.54	\$ 959,378.48	\$ 1,043,877.48
Total Restricted Funds	\$ 1,330,467.64	\$ 1,330,467.64	\$ 3,497,685.28
TOTAL	\$ 8,243,895.50	\$ 5,264,834.44	\$ 10,005,043.24



BTR

BATON ROUGE
METROPOLITAN AIRPORT

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

	APPROVED BUDGET (-)	2020 EXPENDITURES/ REVENUES	(-)	2020 BALANCE	VARIANCE	OCTOBER 2019 EXPENDITURES/ REVENUES	2020 EXPENDITURES/ REVENUES COMPARED TO 2019
Total Expenditures	11,436,515.67	10,034,173.72		1,402,341.95	-12.26%	10,171,832.42	-1.35%
Total Revenues	11,374,372.50	10,018,632.90		1,355,739.60	-11.92%	11,618,086.09	-13.77%
Surplus (Deficit)		(15,540.82)				<u>1,446,253.67</u>	



BATON ROUGE METRO AIRPORT
CUSTOMER FACILITY CHARGE
ACCRUAL BASIS

	2019	2020	% Change
January	133,455.00	143,504.10	7.53%
February	141,652.95	141,788.28	0.10%
March	169,961.40	117,846.30	-30.66%
April	179,241.75	37,939.35	-78.83%
May	176,492.70	55,823.55	-68.37%
June	165,441.15	74,216.85	-55.14%
July	165,201.30	79,273.50	-52.01%
August	164,530.95	80,202.15	-51.25%
September	154,986.15	79,523.50	-48.69%
October	176,099.10	233,300.25	32.48%
November	166,548.15	228,498.00	37.20%
December	151,365.52		-100.00%

Totals for the Period Ending			
November 30, 2020	1,793,610.60	1,271,915.83	-29.09%



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

	2019	2020	% Change
January	122,226.38	128,552.37	5.18%
February	115,707.23	130,637.62	12.90%
March	147,442.54	66,951.89	-54.59%
April	149,185.37	6,308.43	-95.77%
May	152,126.67	21,019.32	-86.18%
June	151,305.74	32,147.97	-78.75%
July	149,387.31	48,167.08	-67.76%
August	140,084.90	50,142.58	-64.21%
September	139,926.86	59,235.94	-57.67%
October	167,509.23	75,104.12	-55.16%
November	155,419.17	71,319.94	-54.11%
December	150,809.67	-	-100.00%

Totals for the Period Ending			
November 30, 2020	1,434,902.23	689,587.26	-51.94%



BTR

BATON ROUGE
METROPOLITAN AIRPORT

BATON ROUGE METRO AIRPORT TNC REVENUE ACCRUAL BASIS

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

Totals for the Period Ending

November 30, 2020 - 10,560 5,448 45,622.80 100.00%



BTR

BATON ROUGE
METROPOLITAN AIRPORT

BATON ROUGE METRO AIRPORT PARKING GARAGE REVENUES ACCRUAL BASIS

	2019	2020	% Change
January	259,096.82	282,535.67	9.05%
February	254,746.46	277,696.12	9.01%
March	321,750.09	148,456.12	-53.86%
April	306,114.60	16,355.61	-94.66%
May	323,273.22	35,718.98	-88.95%
June	335,718.99	59,414.28	-82.30%
July	322,783.19	93,460.30	-71.05%
August	322,326.97	98,434.29	-69.46%
September	325,727.15	125,231.47	-61.55%
October	344,990.47	142,277.86	-58.76%
November	301,512.07	134,536.15	-55.38%
December	289,671.67	-	-100.00%

Totals for the Period Ending
November 30, 2020

3,418,040.03 1,414,116.85 -58.63%