



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, May 5, 2020
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, May 05, 2020.

CERTIFICATION OF INABILITY TO OPERATE DUE TO LACK OF QUORUM

In accordance with Executive Proclamations JBE 2020-30 and 2020-33, issued by Governor John Bel Edwards on March 16, 2020 and March 22, 2020, respectively, this notice shall serve as a certification of the Greater Baton Rouge Airport Board of Commissioner's inability to otherwise operate in accordance with the Louisiana Open Meetings Law due to a lack of a quorum as a result of the COVID-19 public health emergency. Pursuant to Section 4 of JBE 2020-30, the Greater Baton Rouge Airport Board of Commissioner will provide for attendance at its next meeting, which will only contain business deemed essential government business, on Tuesday, May 5, 2020, via video conference. A gathering of the entire membership of the Greater Baton Rouge Airport Board of Commissioner and necessary staff would violate Governor Edwards's order suspending all public gatherings of ten or more people to be suspended or postponed. The Greater Baton Rouge Airport Board of Commissioner is composed of thirteen members. The items appearing on the agenda have been deemed essential for the continued conduct of business by the Director of Aviation.

Considering the foregoing, and in accordance with Proclamation Numbers JBE 2020-30 and JBE 2020-33, the Greater Baton Rouge Airport Board of Commissioner meeting on Tuesday, May 5, 2020, at 3:30 p.m. will be held via video conference and in a manner that allows for observation and input by members of the public, as set forth in the Notice posted on April 30, 2020.

Mike Edwards
Director of Aviation

4. **Approval of the minutes of the regular meeting of March 10, 2020.**
5. **Receiving a report and update on the COVID-19 impact. By: Director of Aviation.**

6. Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute a resolution authorizing the Director of Aviation to take such immediate, short-term actions as necessary to implement airport relief measures in response to the COVID-19 pandemic. By: Director of Aviation.
7. 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 Aid, Relief, and Economic Security (CARES) Act in the amount of \$8,413,011. By Director of Aviation.
8. Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute Lease No. GS-07P- LLA 00657 with the United States of America on behalf of the Transportation Security Administration (TSA) for an 8,749 sq. ft. building located at 9191 Plank Road at a rental rate of \$170,128.65 per year for a period of eight (8) years, with a (2) year option as follows. By: Director of Aviation.

| | |
|-------------------------------------|--|
| Years 1 –10 | 11/14/2021 – 11/13/31 |
| Annual Rate / RSF Shell Rental Rate | \$113,737.00 (8,749 sq. ft. @ \$13.00/sq. ft.) |
| Operating Costs | \$56,391.65 (Utilities/Maintenance Cost subject to annual increases) |
| Full Service Rate | \$170,128.65 yearly / \$14,177.38 monthly / \$19.45 per sq. ft. |

9. Status Report – Report will be given at the June meeting.
10. Public Relations /Marketing Report – Report has been deferred from the meeting cancelled in April
Report will be given at May meeting.
11. Financial Report – Report will be given at the June meeting
12. Business Development Report – Report will be given at the August meeting.
13. Administrative Matters.
14. 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
FAX (225) 355-2334

MINUTES

**BATON ROUGE METROPOLITAN AIRPORT
REGULAR MEETING
TUESDAY, MARCH 10, 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. Dodds.

3. ROLL CALL.

**MEMBERS
ATTENDING**

Mr. Buckley
Mr. Butler
Mr. Callender
Mr. Dodds
Mr. Dunn, Jr.
Mr. Fife
Mr. Lowery
Mr. Myles
Ms. Payton
Mr. Profita
Mr. Robinson
Mr. Williams

**MEMBERS
ABSENT**

Councilman Welch

**A/P STAFF
ATTENDING**

Mr. Edwards
Mr. Pierson
Mr. Taffaro
Mr. Newton
Ms. Nolan
Ms. Wallace
Mr. Morgan
Mr. Buie
Mr. Alford
Mrs. Cobb
Mr. Charles
Ms. Williams
Mr. Caldwell

**OTHERS
ATTENDING**

Mr. Hoffman
Mr. Levraea
Ms. Evans
Mr. Jones
Mr. Roussel
Mr. Thompson
Mr. Marino
Mr. McNeil
Mr. Sumner
Mr. Davis

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.

The Chairman welcomed new Airport Commissioners Kizzy Payton and Bill Profita

Chairman Matt Butler presented Mr. Cleve Dunn, Jr. with a gavel for his service as Chairman of the Airport Commission for past 2 years.

4. Approval of the minutes of the regular meeting of February 4, 2020.

A motion was made by Mr. Buckley, seconded by Mr. Dodds, to approve the minute of the regular meeting of February 4, 2020.

There being no opposition, the motion carried.

5. Approval of the minutes of the Travel Policy Committee meeting of February 13, 2020.

A motion was made by Mr. Dodds, seconded by Mr. Callender, to approve the minutes of the Travel Policy Committee meeting of February 13, 2020.

There being no opposition, the motion carried.

6. Receiving a report from the Travel Policy Committee and amending the travel policy adopted on December 03, 2019. By: Travel Policy Committee Chairman.

Mr. Callender, Chairman of the Travel Policy Committee read the substitute motion that was approved and voted on by the Travel Policy Committee meeting as follows:

A substitute motion was then made by Councilman Welch, seconded by Mr. Dodds, to approve the \$39,000 budgetary cap for Airport Commission travel and move forward at this meeting in an effort to present a recommendation to the Metropolitan Council.

The substitute motion passed with three (3) votes "yes" and two (2) "No".

A motion was made by, Mr. Cleve Dunn, Jr., seconded by Mr. Lowery, not to accept the final recommendation by committee and to defer item to the Metropolitan Council.

At this time, several members of the Commission expressed their concerns regarding the motion made.

A substitute motion was made by Mr. Callender, seconded by Mr. Robinson, to remove number of trips taken by the Airport Commission, adopt the current City Parish Travel Policy that is already in place and to operate within the airport's annual budget regarding travel.

A roll call vote was conducted on the substitute motion at this time.

| | | | |
|---------------|-----|--------------|-----|
| Mr. Buckley | No | Mr. Lowery | Yes |
| Mr. Butler | Yes | Mr. Myles | Yes |
| Mr. Callender | Yes | Ms. Payton | Yes |
| Mr. Dodds | Yes | Mr. Profita | Yes |
| Mr. Dunn, Jr. | Yes | Mr. Robinson | Yes |
| Mr. Fife | Yes | Ms. Williams | Yes |

The substitute motion passed with a vote of 11 "Yes" and 1 "No".

7. Rescinding current Airport Commission Travel Policy and adopting an annual budgetary cap of \$39,000 for all Commission Member travel. By: Councilman Trae Welch.

A motion was made by Mr. Cleve Dunn, Jr. seconded by Mr. Profita, to delete the item.

There being no opposition, the motion carried.

8. **Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute a Consent to Assignment from Louisiana Hangar, LLC to Ross Baton Rouge, LLC d/b/a Signature Flight Support. By: Director of Aviation.**

Mr. Edwards explained the assignment to the Commission at this time. Mr. Michael McNeil with Signature Flight Support explained future plans for the facility. After a brief discussion, a motion was made by Mr. Callender, seconded by Mr. Robinson, to approve the consent to assignment from Louisiana Hangar, LLC to Ross Baton Rouge, LLC d/b/a Signature Flight Support.

There being no opposition, the motion carried.

9. **Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute Supplemental Agreement No. 3 with Volkert, Inc., to provide additional survey, design, right of way, and real estate services for Runway 13/31 Safety Area/RPZ Improvements in an amount not to exceed \$396,950.00. By: Director of Aviation.**

Mr. Edwards explained the item to the Commission at this time. Ms. Evans with Volkert answered any questions from the Airport Commissioners. After a brief discussion, a motion was made by Mr. Callender, seconded by Mr. Profita, to recommend approval of Supplemental Agreement No. 3 with Volkert, Inc. to provide additional survey, design, right of way, and real estate services for Runway 13/31 Safety Area / RPZ Improvements in an amount not to exceed \$396,950.00.

There being no opposition, the motion carried.

10. **Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute an Engineering Contract with Professional Engineering Consultants Corporation (PEC) to provide surveying, design, and construction services, for Runway 13/31 Safety Area/RPZ Improvements Phase IV ARFF/Security Perimeter Road (Runway 31 End) in an amount not to exceed \$241,063.00. By: Director of Aviation.**

Mr. Edwards explained the item to the Commission at this time. Mr. Sumner, with PEC also answered any questions by the Airport Commission. After a brief discussion, a motion was made by Mr. Robinson, seconded by Mr. Buckley, to recommend approval of the Engineering Contract with Professional Engineering Consultants Corporation (PEC) in an amount not to exceed \$241,063.00.

There being no opposition, the motion carried.

11. **Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute an Engineering Contract with Stanley Consultants, Inc., to provide surveying, design, and construction services, for Runway 13/31 Safety Area/RPZ Improvements Phase III Runway Safety Area and Phase V Threshold Recovery (Runway 31 End) in an amount not to exceed \$465,963.00. By: Director of Aviation.**

Mr. Edwards explained the item to the Commission at this time. After a brief discussion, a motion was made by Mr. Callender, seconded by Ms. Payton, to recommend approval of the Engineering Contract with Stanley Consultants, Inc. in an amount not to exceed \$465,963.00.

There being no opposition, the motion carried.

12. Accepting the bids received for the Airport Airfield Markings Project. By: Director of Aviation.

Estimate: \$81,375.00

| <u>Bidder</u> | <u>Bid Amount</u> |
|--------------------------------|--------------------------|
| Hi-Lite Airfield Services, LLC | \$81,375.00 |

Mr. Edwards explained the item to the Commission at this time. Mr. Cleve Dunn, Jr. requested a copy of the non-responsive bidders on this project. After a brief discussion, a motion was made by Mr. Dunn, Jr. seconded by Mr. Myles, to accept the bid of Hi-Lite Airfield Services, LLC in the amount of \$81,375.00 for the Airport Airfield Markings project.

There being no opposition, the motion carried.

13. Status Report - Report was presented by Mike Edwards, Director of Aviation.

14. Public Relations Marketing Report – Report will be given at April meeting.

15. Financial Report – Report was presented by Kenya Wallace, Assistant Business Manager.

16. Business Development Report – Report will be given at the May meeting.

17. Administrative Matters.

None.

18. Adjourn.

A motion was made by Mr. Dodds, seconded by Mr. Callender, to adjourn the meeting. The meeting adjourned at 4:30 p.m.

RESPECTFULLY SUBMITTED,

Mike Edwards

Mike Edwards
Director of Aviation

ME/kn

BATON ROUGE METROPOLITAN AIRPORT

March 10, 2020

| Project | Status | Consultant | Contractor | Current Budget | Paid to Date | Remaining Balance |
|--|--|-----------------------------|---------------------------|----------------------|---------------------|-------------------------|
| I. CONSTRUCTION | | | | | | |
| ACTIVE PROJECTS | | | | | | |
| Rehab South GA Apron | | | | | | |
| Grant | AIP 3-22-0006-XXX-20xx State H.013224 | | | \$ 5,169,439 | \$ 3,761,545 | \$ 1,407,894 |
| Design | Design Complete | Michael Baker International | | | | |
| Construction | 99% Complete | | Barriere Construction Co. | | | |
| 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 | \$ 2,518,459 | \$ 11,996,450 |
| Design | Phase I - 98% complete | Volkert, Inc. | | | | |
| Construction | | | TBD | | | |
| | | | | | | |
| Total Active Projects | | | | \$ 19,684,348 | \$ 6,280,004 | \$ 13,404,344.00 |

MARKETING, PUBLIC RELATIONS & AIR SERVICE DEVELOPMENT REPORT



BTR Enplanements

| | <u>2019</u> | <u>2020</u> | <u>% Change</u> |
|--------------|-----------------|-------------------|-------------------|
| January | 29,057 | 30,452 | +4.8% |
| February | 27,395 | | |
| March | 35,033 | | |
| April | 35,470 | | |
| May | 35,835 | | |
| June | 35,943 | | |
| July | 35,288 | | |
| August | 33,202 | | |
| September | 32,881 | | |
| October | 39,490 | | |
| November | 36,792 | | |
| December | <u>35,751</u> | <u> </u> | <u> </u> |
| Year-To-Date | 412,283 (+2.6%) | 30,452 | + 4.8% |



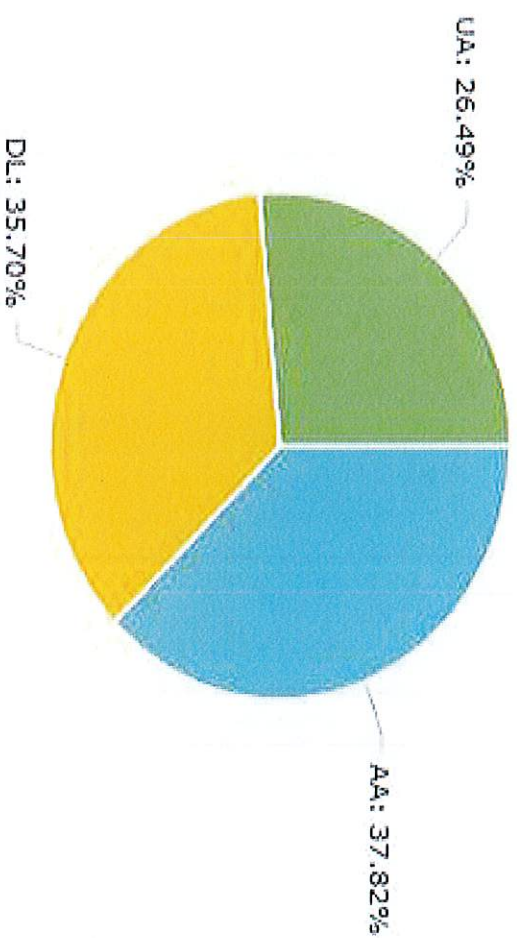
BTR Deplanements

| | <u>2019</u> | <u>2020</u> | <u>% Change</u> |
|--------------|-----------------|---------------|-----------------|
| January | 29,365 | 31,418 | +6.7% |
| February | 28,268 | | |
| March | 34,775 | | |
| April | 35,128 | | |
| May | 33,835 | | |
| June | 35,806 | | |
| July | 35,307 | | |
| August | 34,112 | | |
| September | 32,744 | | |
| October | 39,885 | | |
| November | 36,701 | | |
| December | <u>34,467</u> | | |
| Year-To-Date | 410,142 (+1.8%) | <u>31,418</u> | <u>+6.7%</u> |

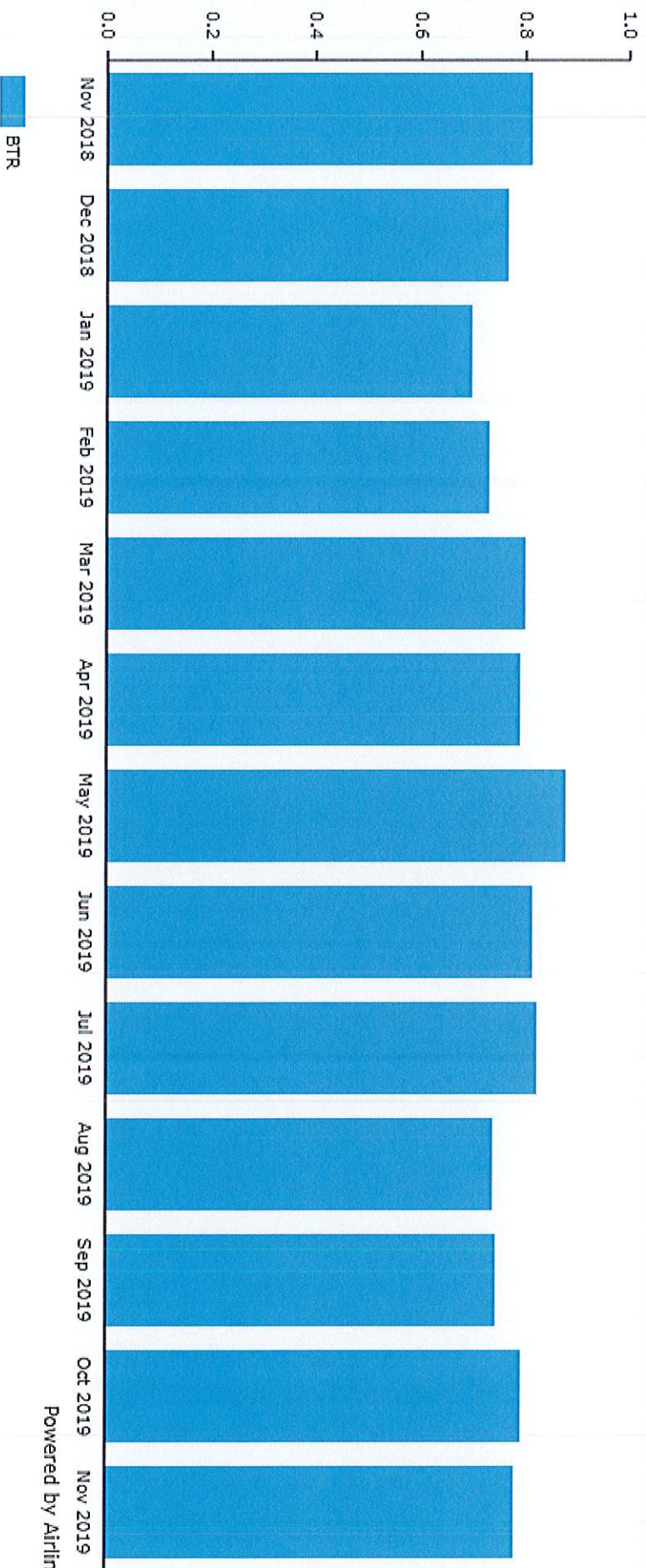


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BTR Airline Passenger Shares **BTR**



BTR Load Factors by Month



Powered by Airline Data Inc



BTR Baggage Delivery Data by Airline

February 2020

| <u>Average Delivery Time</u> | <u>Percentage Late *</u> |
|------------------------------|--------------------------|
| American 12:59 | 11.7% |
| Delta 14:11 | 7.9% |
| United 12:29 | 7.0% |

* Late if delivery time exceeds 20 minutes after flight arrival



March Advertising & Sponsorships

January Advertising

Television: COX, WVLA, WGMB, WAFB, WBRZ

Radio: WRKF, WDGL-LSU

Print: Tiger Rag

Online: Premium OTT; Business Report – Trip of the Week; Bite N Booze: Facebook & Twitter; Tiger Rag; Google Display & Video

Outdoor: BTR “*Experience a sense of WAIT-LESSNESS*” billboard

Sponsorships & Events February

- LSU Athletics Sponsorship Ad Package
- Southern University Athletics Sponsorship Ad Package





BTR

BATON ROUGE
METROPOLITAN AIRPORT

**GREATER BATON ROUGE AIRPORT DISTRICT
CASH RECONCILIATION SUMMARY
FOR THE PERIOD ENDING DECEMBER 31, 2019**

| | Trial Balance Cash as of 12/31/19 | Uncommitted Cash as of 12/31/19 | Uncommitted Cash as of 12/31/18 |
|---------------------------------|--|--|--|
| FUNDS FOR OPERATION | | | |
| Cash & Investments | <u>\$ 4,805,210.12</u> | <u>\$ 4,805,210.12</u> | <u>\$ 5,105,495.62</u> |
| Total Unrestricted Funds | <u>\$ 3,181,240.72</u> | <u>\$ 293,877.48</u> | <u>\$ 596,267.60</u> |
| Total Restricted Funds | <u>\$ 6,333,414.31</u> | <u>\$ 6,333,012.72</u> | <u>\$ 4,159,152.15</u> |
| TOTAL | <u><u>\$ 14,319,865.15</u></u> | <u><u>\$ 11,432,100.32</u></u> | <u><u>\$ 9,860,915.37</u></u> |



GREATER BATON ROUGE AIRPORT DISTRICT
STATEMENT OF REVENUES AND EXPENDITURES
FOR THE PERIOD ENDING DECEMBER 2019

| | APPROVED BUDGET (-) | 2019 EXPENDITURES/ REVENUES | (=) | 2019 BALANCE | VARIANCE | DECEMBER 2018 EXPENDITURES/ REVENUES | 2019 EXPENDITURES/ REVENUES COMPARED TO 2018 |
|--------------------|---------------------|-----------------------------------|-----|--------------|----------|--|--|
| Total Expenditures | 16,387,599.77 | 14,729,934.53 | | 1,657,665.24 | -10.12% | 14,856,696.38 | -0.85% |
| Total Revenues | 15,406,550.00 | 15,554,010.29 | | (147,460.29) | 0.96% | 15,270,395.39 | 1.86% |
| Surplus (Deficit) | | 824,075.76 | | | | 413,699.01 | |



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

| | 2018 | 2019 | % Change |
|--|--------------|--------------|----------|
| January | 135,453.75 | 133,455.00 | -1.48% |
| February | 155,736.45 | 141,652.95 | -9.04% |
| March | 177,230.70 | 169,961.40 | -4.10% |
| April | 173,054.85 | 179,241.75 | 3.58% |
| May | 175,293.45 | 176,492.70 | 0.68% |
| June | 164,789.28 | 165,441.15 | 0.40% |
| July | 145,342.95 | 165,201.30 | 13.66% |
| August | 154,034.10 | 164,530.95 | 6.81% |
| September | 131,560.80 | 154,986.15 | 17.81% |
| October | 165,779.40 | 176,099.10 | 6.22% |
| November | 182,199.90 | 166,548.15 | -8.59% |
| December | 138,750.15 | 151,365.52 | 9.09% |
| Totals for the Periods Ending December 31 | 1,899,225.78 | 1,944,976.12 | 2.41% |



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

| | 2018 | 2019 | % Change |
|--|--------------|--------------|----------|
| January | 116,730.10 | 122,226.38 | 4.71% |
| February | 130,505.92 | 115,707.23 | -11.34% |
| March | 137,117.26 | 147,442.54 | 7.53% |
| April | 148,799.05 | 149,185.37 | 0.26% |
| May | 155,730.86 | 152,126.67 | -2.31% |
| June | 143,048.15 | 151,305.74 | 5.77% |
| July | 147,912.27 | 149,387.31 | 1.00% |
| August | 135,001.28 | 140,084.90 | 3.77% |
| September | 123,841.90 | 139,926.86 | 12.99% |
| October | 160,612.54 | 167,509.23 | 4.29% |
| November | 157,930.25 | 155,419.17 | -1.59% |
| December | 132,477.03 | 150,809.67 | 13.84% |
| Totals for the Periods Ending December 31 | 1,689,706.61 | 1,741,131.07 | 3.04% |

AIRPORT COMMISSION AGENDA

SUPPORTING DOCUMENT NO. 9

BATON ROUGE METROPOLITAN AIRPORT

May 5, 2020

| Project | Status | Consultant | Contractor | Current Budget | Paid to Date | Remaining Balance |
|---|--|-----------------------------|---------------------------|----------------|--------------|-------------------|
| I. CONSTRUCTION | | | | | | |
| ACTIVE PROJECTS | | | | | | |
| North Airpark Development - Utility Corridor | | | | | | |
| Grant | State H.0XXXXX | | | \$ 930,000 | \$ - | \$ 930,000 |
| Design | | RFQ Advertising | | | | |
| Construction | | | | | | |
| Rehab South GA Apron | | | | | | |
| Grant | AIP 3-22-0006-XXX-20xx State H.013224 | | | \$ 5,169,439 | \$ 3,846,506 | \$ 1,322,933 |
| Design | Design Complete | Michael Baker International | | | | |
| Construction | Construction Complete | | Barriere Construction Co. | | | |
| 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 | \$ 3,958,675 | \$ 10,556,234 |
| Design | Phase I - Design Complete | Volkert, Inc. | | | | |
| Construction | Pending Bid Advertisement | | TBD | | | |
| Total Active Projects | | | | \$ 20,614,348 | \$ 7,805,181 | \$ 12,809,167.00 |
| II. PLANNING | | | | | | |
| Total Planning Projects | | | | \$ - | \$ - | \$ - |

Yellow Denotes there is a change in the project

Red Denotes the change

AIRPORT COMMISSION AGENDA

SUPPORTING DOCUMENT NO. 10

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 | | |
| May | 35,835 | | |
| June | 35,943 | | |
| July | 35,288 | | |
| August | 33,202 | | |
| September | 32,881 | | |
| October | 39,490 | | |
| November | 36,792 | | |
| December | <u>35,751</u> | | |
| Year-To-Date | 412,283 (+2.6%) | <u>77,568</u> | <u>-15.2%</u> |



BTR



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 | | |
| May | 33,835 | | |
| June | 35,806 | | |
| July | 35,307 | | |
| August | 34,112 | | |
| September | 32,744 | | |
| October | 39,885 | | |
| November | 36,701 | | |
| December | <u>34,467</u> | | |
| <u>Year-To-Date</u> | 410,142 (+1.8%) | <u>78,960</u> | <u>-14.5%</u> |



BTR



February 2020 & YTD On-Time Performance For Departures Compared To Nearby Airports (most recent DOT report)

Month Of Feb 2020

BTR 85.6%

LFT 87.6%

MSY 80.3%

GPT 85.6%

Year-To-Date Feb 2020

BTR 86.1%

LFT 88.3%

MSY 82.3%

GPT 86.6%



BTR

Source: DOT BTS (Bureau of Transportation Statistics)

BTR Baggage Delivery Data by Airline

March 2020

Average Delivery Time

American 12:02

Delta 13:05

United 11:00

* Late if delivery time exceeds 20 minutes after flight arrival

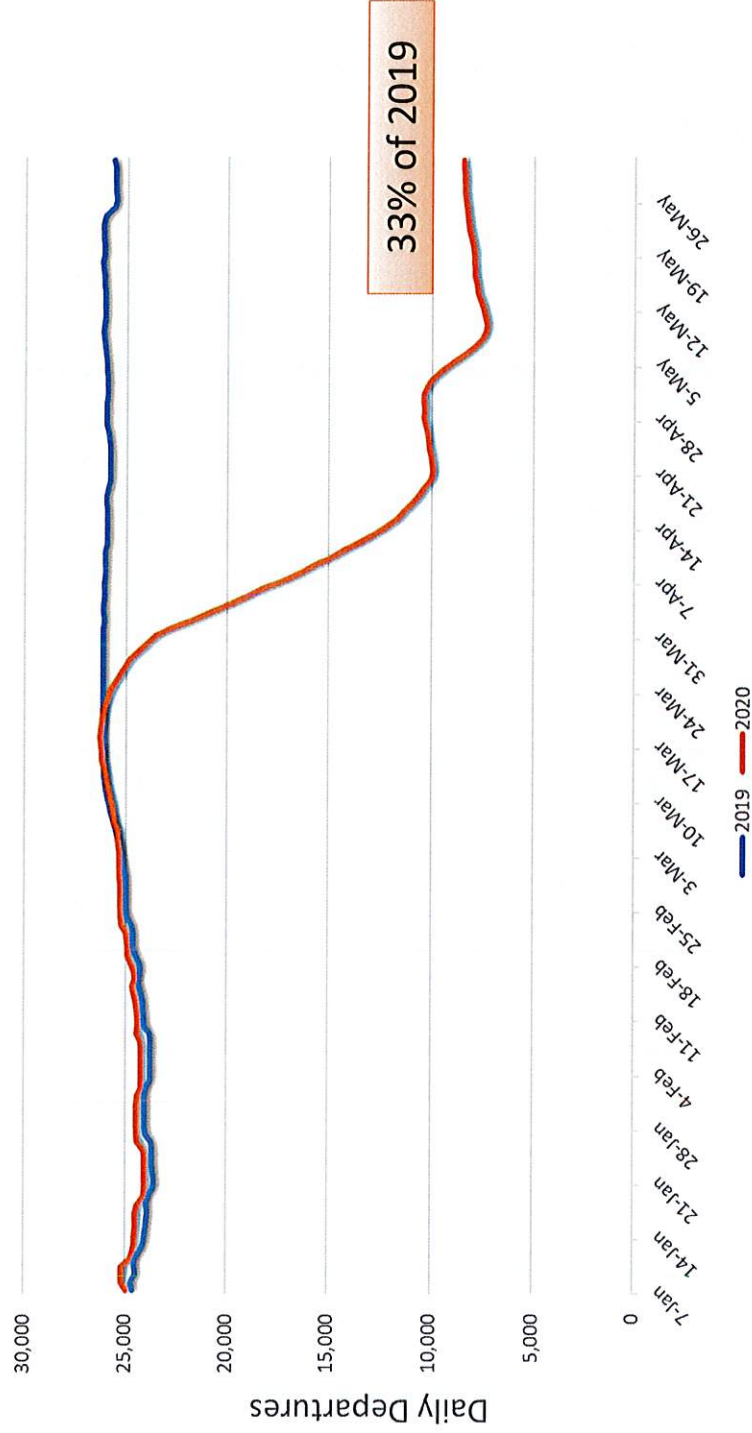


BTR



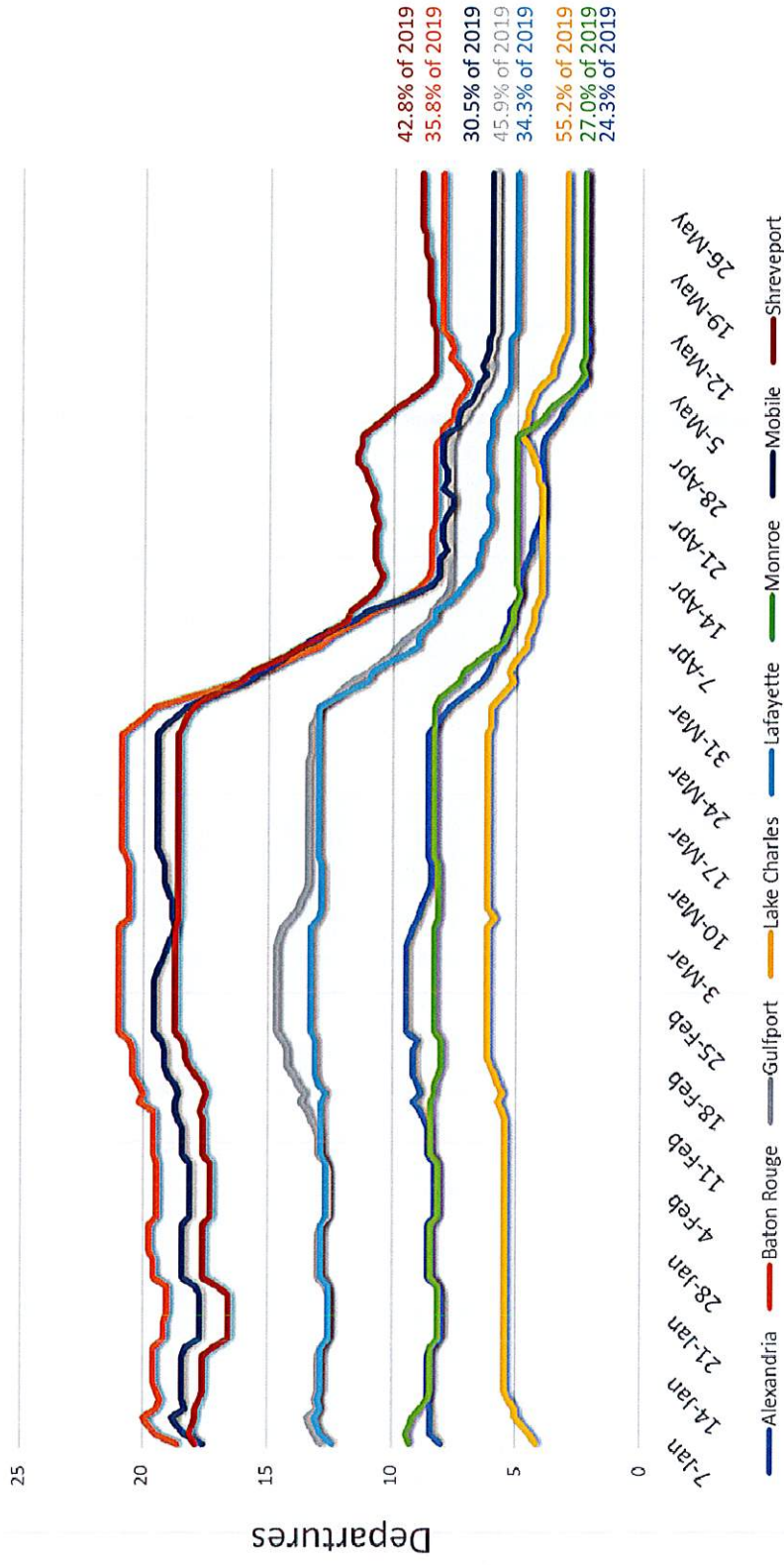
Flight Schedules Reduced across the US; May 2020 Flights Expected to be to 33% of May 2019

United States, Average Daily Departures by Year
(7 Day Moving Average)



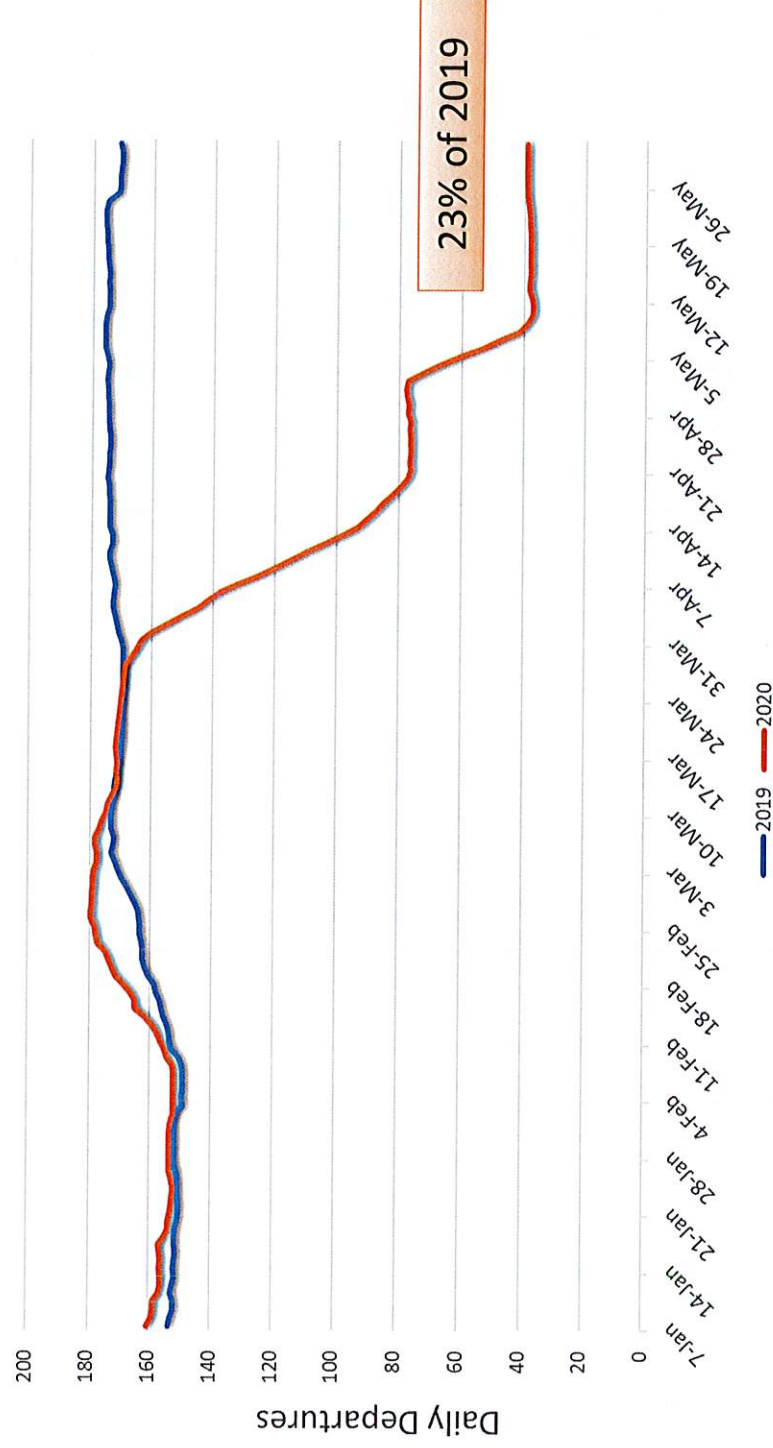
Other Airports in Louisiana and Nearby also Showing Massive Reductions

Louisiana and Other Airports, Average Daily Departures by Year
(7 Day Moving Average)



New Orleans Particularly Hard Hit with only 23% of Flights Operating in May as Compared to May 2019

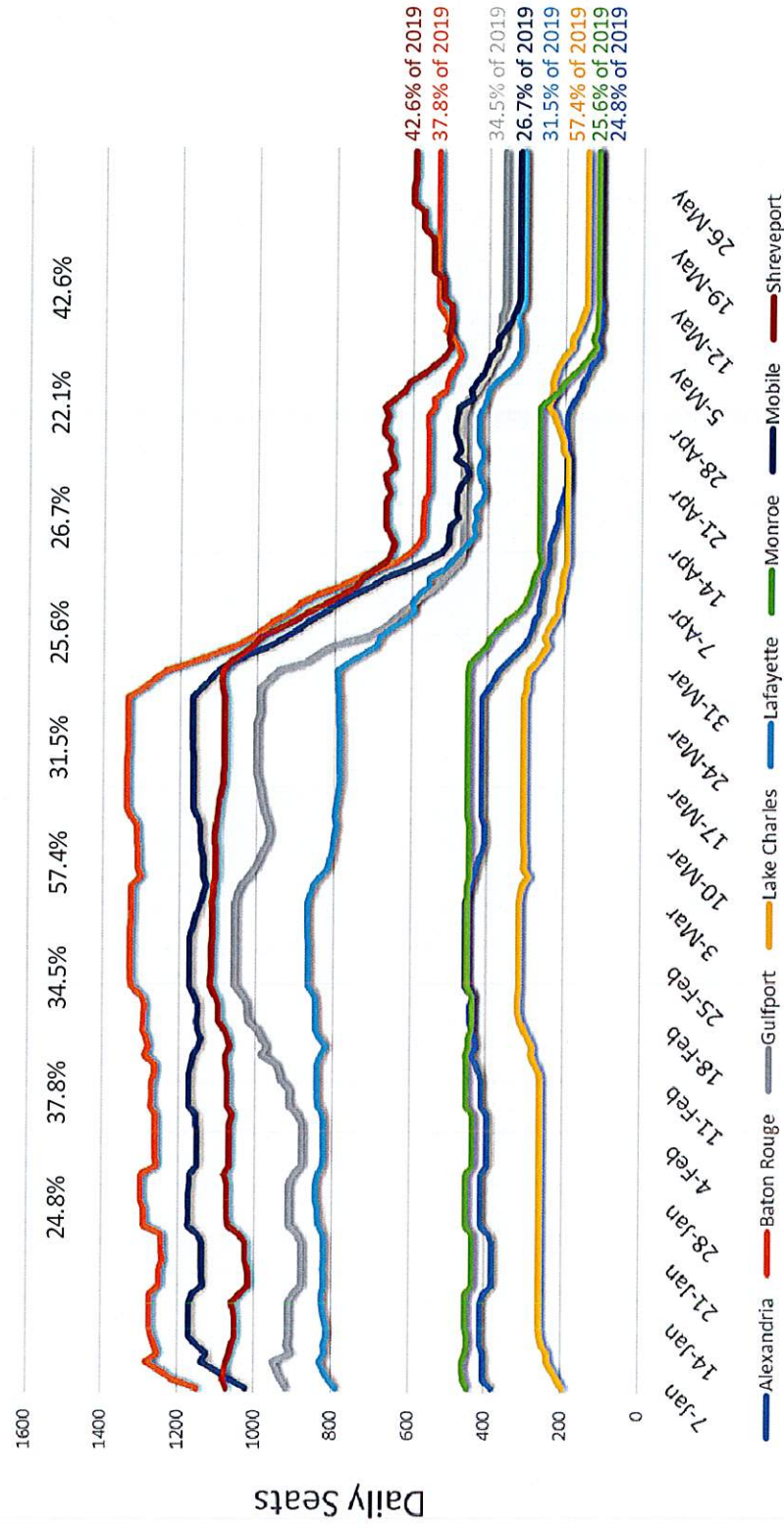
New Orleans (MSY), Average Daily Departures by Year
(7 Day Moving Average)



Source: ADI, Inc.
Note: Does not include operational cancellations

Some Slight Differences for Daily Departing Seats as Compared to Daily Flight Departures due to Aircraft Size

Louisiana and Other Airports, Average Daily Seats by Year
(7 Day Moving Average)

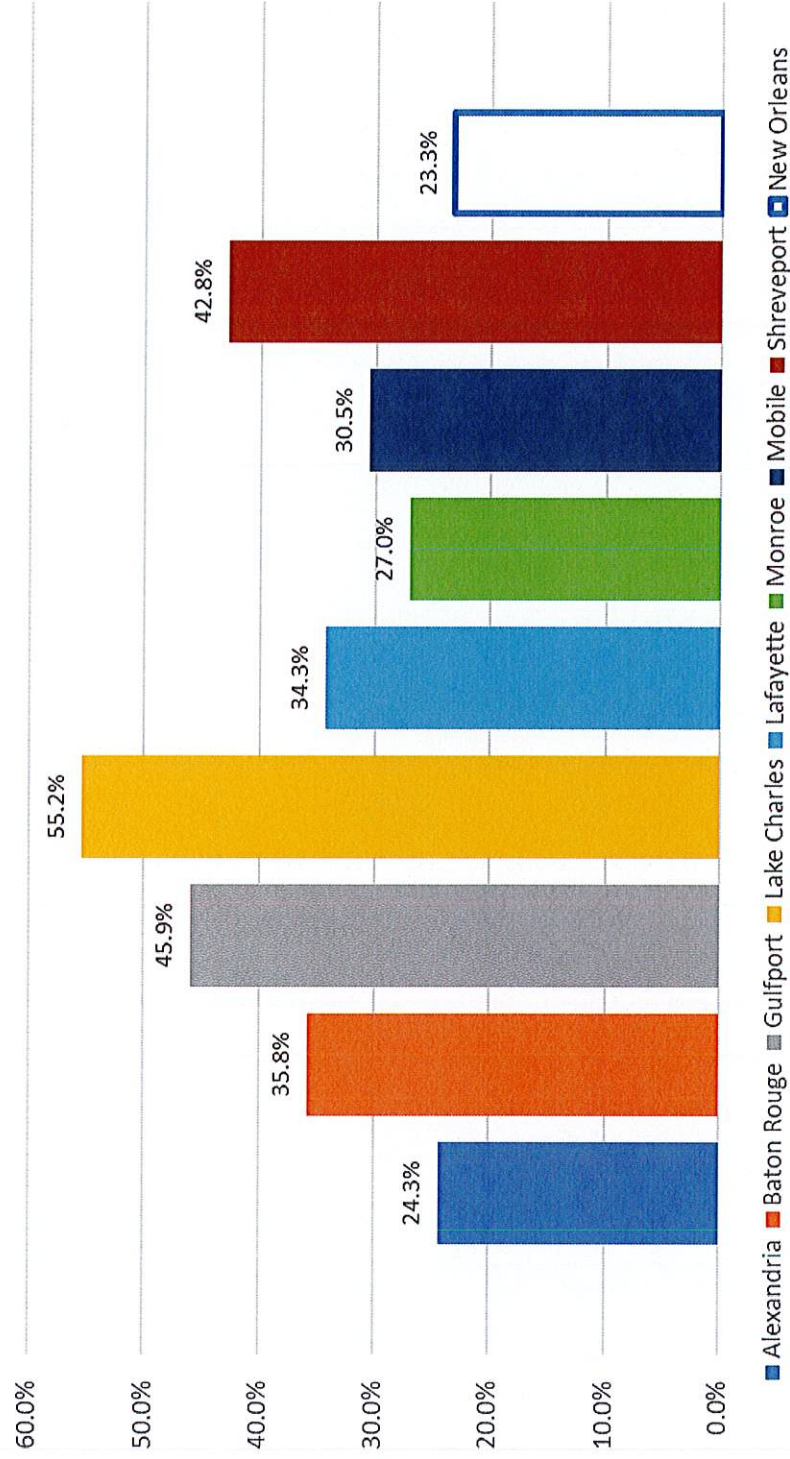


Source: ADI, Inc.

Note: Does not include operational cancellations

Baton Rouge in the Middle among Louisiana and nearby Airports for May Flight Percentage Reductions Compared to May 2019

Louisiana and Other Airports, Average Daily Departure Change
(vs. May 2019)



New BTR Flight Schedules

Airlines serving an airport route 25+ times per week must continue with at least five flights per week on the route to receive CARE Act funding

BTR flights generally at one daily flight per airline in the second half of April

BTR Flights Scheduled to Increase on May 4th

- AA: 1-2 daily RT flights to CLT and 2-3 to DFW based on the day of week
- DL: 1 daily RT flight to ATL
- UA: 2 daily RT flights to IAH



BTR



Mid-May Through June Advertising & Sponsorships

Advertising with Modified Creative

- Resume advertising incrementally in May with digital ads and radio with modified creative
- Radio and digital ads can be updated relatively inexpensively with modified creative

Radio: WRKF, WDGL, and others

Online: Premium OTT; Facebook & Twitter; Google Display & Video

Outdoor: BTR – new billboard creative in production

Advertising Sponsorships & Events

LSU and Southern have offered new ad options to offset spring sport losses

- LSU Athletics Sponsorship Ad Package
- Southern University Athletics Sponsorship Ad Package



BTR



AIRPORT COMMISSION AGENDA

SUPPORTING DOCUMENT NO. 11

**BTR**BATON ROUGE
METROPOLITAN AIRPORT

GREATER BATON ROUGE AIRPORT DISTRICT
CASH RECONCILIATION SUMMARY
FOR THE PERIOD ENDING FEBRUARY 29, 2020

| | Trial Balance Cash as of 02/29/20 | Uncommitted Cash as of 02/29/20 | Uncommitted Cash as of 02/28/19 |
|---------------------------------|--|--|--|
| FUNDS FOR OPERATION | | | |
| Cash & Investments | <u>\$ 4,580,320.65</u> | <u>\$ 4,580,320.65</u> | <u>\$ 5,297,016.65</u> |
| Total Unrestricted Funds | <u>\$ 3,181,240.72</u> | <u>\$ 293,877.48</u> | <u>\$ 577,249.48</u> |
| Total Restricted Funds | <u>\$ 4,492,671.81</u> | <u>\$ 873,701.81</u> | <u>\$ 781,896.72</u> |
| TOTAL | <u><u>\$ 12,254,233.18</u></u> | <u><u>\$ 5,747,899.94</u></u> | <u><u>\$ 6,656,162.85</u></u> |

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

| | APPROVED BUDGET (-) | 2020 EXPENDITURES/ REVENUES (=) | 2020 BALANCE | VARIANCE | FEBRUARY 2019 EXPENDITURES/ REVENUES | 2020 EXPENDITURES/ REVENUES COMPARED TO 2019 |
|--------------------|---------------------|---------------------------------------|--------------|----------|--|--|
| Total Expenditures | 2,519,105.00 | 2,393,040.85 | 126,064.15 | -5.00% | 1,798,586.50 | 33.05% |
| Total Revenues | 2,519,138.33 | 2,400,436.04 | 118,702.29 | -4.71% | 2,368,310.67 | 1.36% |
| Surplus (Deficit) | | 7,395.19 | | | 569,724.17 | |



**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 | | -100.00% |
| April | 179,241.75 | | -100.00% |
| May | 176,492.70 | | -100.00% |
| June | 165,441.15 | | -100.00% |
| July | 165,201.30 | | -100.00% |
| August | 164,530.95 | | -100.00% |
| September | 154,986.15 | | -100.00% |
| October | 176,099.10 | | -100.00% |
| November | 166,548.15 | | -100.00% |
| December | 151,365.52 | | -100.00% |
| Totals for the Periods Ending February 29 | 275,107.95 | 285,292.38 | 3.70% |



**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 | | -100.00% |
| April | 149,185.37 | - | -100.00% |
| May | 152,126.67 | - | -100.00% |
| June | 151,305.74 | - | -100.00% |
| July | 149,387.31 | - | -100.00% |
| August | 140,084.90 | - | -100.00% |
| September | 139,926.86 | - | -100.00% |
| October | 167,509.23 | - | -100.00% |
| November | 155,419.17 | - | -100.00% |
| December | 150,809.67 | - | -100.00% |
| Totals for the Periods Ending February 29 | 237,933.61 | 259,189.99 | 8.93% |