



**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, October 6, 2020**  
**3:30 p.m.**  
**Airport Administration Conference Room**  
**Suite 300, 3<sup>rd</sup> 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](mailto:publiccomment@flybtr.com). Comments may be called in at 225-355-0333 from 1:00 – 3:30 pm on Tuesday, October 6, 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.

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, October 6, 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 October 1, 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 September 1, 2020.**

5. Authorization for the Mayor-President and/or Chairman of the Airport Commission to submit a request for Capital Outlay Funding for fiscal year 2021-2022 for the General Aviation Development Project (Utility/Infrastructure) in the amount of \$2,777,980.00. By: Director of Aviation.
6. Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute a Consultant Service Agreement with Forte & Tablada, Inc. to provide for preliminary design services for the North Airpark Development Road Utility Corridor in an amount not to exceed \$189,935.37. By: Director of Aviation.
7. Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute a Professional Services Contract with ADG Baton Rouge, LLC for design and construction administration services for the Multiplex Generator Project in an amount not to exceed \$20,000.00. By: Director of Aviation.
8. Authorization for the Mayor-President and/or Chairman of the Airport Commission to submit and execute a grant application to the Federal Aviation Administration and the State of Louisiana, Office of Aviation for the Runway 13-31 RSA/RPZ Improvements – Phase IV Project in the amount of \$7,020,000.00; and authorization to accept and execute the grant agreement and all necessary documents in connection therewith at the appropriate time. (Funding Source: Federal \$3,600,000.00; State \$3,400,000.00; Airport \$20,000.00). By: Director of Aviation.
9. Authorization for the Mayor-President and/or Chairman of the Airport Commission to submit and execute a grant application to the State of Louisiana, Office of Aviation for 10% state match in the amount of \$111,111.00 for the NW Aviation Development Taxilane Project; and authorization to accept and execute the grant agreement and all necessary documents in connection therewith at the appropriate time. (Funding Source: Airport \$1,000,000.00; State Trust Fund \$111,111.00; Total \$ 1,111,111.00). By: Director of Aviation.
10. Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute a consent to assignment of the Media & Technology Management Agreement with Pervasive TV, Inc. to Travel Content, LLC. dba Reach TV. By: Director of Aviation.

11. **Status Report** – Report will be given at the December meeting.
12. **Public Relations /Marketing Report** – Report will be given at October meeting.
13. **Financial Report** – Report will be given at the December meeting.
14. **Business Development Report** – Report will be given at the November meeting.
15. **Administrative Matters.**
16. **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, SEPTEMBER 1, 2020  
3:30 P.M.  
AIRPORT 1<sup>st</sup> FLOOR CONFERENCE ROOM**

**1. CALL TO ORDER.**

Chairman, Matt Butler called the meeting to order.

**2. PLEDGE OF ALLEGIANCE.**

The Pledge of Allegiance was led by Mr. Callender.

**3. ROLL CALL.**

**MEMBERS  
ATTENDING**

Mr. Lowery  
Mr. Butler  
Mr. Callender  
Mr. Dodds  
Mr. Cleve Dunn Jr.  
Mr. Buckley  
Ms. Payton  
Mr. Profita  
Mr. Robinson  
Mr. Fife

\*Attempted but unable to join WebEx due  
to technical difficulties.

**MEMBERS  
ABSENT**

\*Rep. Carpenter  
\*Councilman Welch  
Mr. Myles

**A/P STAFF  
ATTENDING**

Mr. Edwards  
Mr. Pierson  
Mr. Taffaro  
Ms. Nolan  
Ms. Wallace  
Mr. Morgan  
Mr. Alford  
Mrs. Cobb  
Mrs. Williams  
Mr. Caldwell  
Ms. Fountain

**OTHERS  
ATTENDING**

Mrs. Jan Evans  
Mr. Micah Fremin  
Mr. Sparky Hoffman  
Mr. Alan Krouse  
Mr. Kenyata Sparks  
Mrs. Bonnie Garrigan

### Public Comment Policy

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### 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 potential 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, September 1, 2020, via video conference. A gathering of the entire membership of the Greater Baton Rouge Airport Board of Commissioners, necessary staff, and the public may violate Phase Two of Governor Edwards' limiting public gatherings to 50% of normal capacity. 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, September 1, 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 August 25, 2020.

Mike Edwards  
Director of Aviation

**4. Approval of the minutes of the regular meeting of August 4, 2020.**

A motion was made by Mr. Callender, seconded by Mr. Buckley, to approve the minutes of the regular meeting of August 4, 2020.

There being no opposition, the motion carried.

**5. Approval of the minutes of the Contracts Committee Meeting of August 4, 2020.**

A motion was made by Mr. Robinson, seconded by Mr. Lowery, to approve the minutes of the Contracts Committee of August 4, 2020.

There being no opposition, the motion carried.

**6. Accepting the low bid received for the Annual Contract for Mowing of Lots and Fields at the Baton Rouge Metropolitan Airport. By: Director of Aviation.**

**Estimate: \$90,000.00**

<u>Bidder</u>	<u>Base Bid</u>
WP Enterprise, LLC.	\$ 71,677.00
Bakare's Contractors LLC	\$ 74,658.00
Axe National Management Services, LLC	\$ 87,758.75
H & O Investment LLC	\$ 94,063.10
MCC Landscape & Lawn	\$103,400.00
Foret Contracting Group, LLC	\$183,885.18
Corporate Green LLC Db a Green Seasons	\$191,327.80

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.

7. Accepting the low bid received for the Baton Rouge Metropolitan Airport Demolition of Structures for Runway 13/31 Safety Area & RPZ Improvements Project. (CONTINGENT ON GRANT FUNDING.) By: Director of Aviation.

Estimate: \$450,000.00  
 DBE Goal: 37%

<u>Bidders</u>	<u>Base Bid</u>	<u>Variance %</u>
Terry Honore Construction Company Inc.	\$ 441,073.00	- 1.98%
Spinks Construction, Inc.	\$ 446,000.00	- 0.89%
KCR Contractors LLC	\$ 465,000.00	3.33%

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

There being no opposition, the motion carried.

8. Accepting the low bid for the Baton Rouge Metropolitan Airport Phase IV for Runway 13/31 Safety Area & RPZ Improvements Project. (CONTINGENT ON GRANT FUNDING.) By: Director of Aviation.

Estimate: \$1,400,000.00 \$260,000 \$1,660,000  
 DBE Goal: 21%

<u>Bidders</u>	<u>Base Bid</u>	<u>Alternate No. 1</u>	<u>Total</u>	<u>Variance %</u>
Boone Services, LLC	\$ 1,081,426.83	\$ 222,455.45	\$ 1,303,882.28	-21.5%
LA Contracting Enterprise, LLC	\$ 1,072,177.00	\$ 233,792.00	\$ 1,305,969.00	-21.3%
KCR Contractors, LLC	\$ 1,219,019.40	\$ 207,894.73	\$ 1,426,914.13	-14.0%
Hendrick Construction	\$ 1,193,182.28	\$ 258,546.88	\$ 1,451,729.16	-12.5%

Mr. Edwards explained the item to the Airport Commission at this time. 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. **Accepting the low bid received for the Baton Rouge Metropolitan Airport Phase I for Runway 13/31 Safety Area & RPZ Improvements Project. (CONTINGENT ON GRANT FUNDING.) By: Director of Aviation.**

**Estimate: \$3,772,416.00**  
**DBE Goal: 12%**

<u>Bidders</u>	<u>Base Bid</u>	<u>Variance %</u>
Boone Services, LLC	\$ 2,624,000.00	-30.4%
Magee Excavation & Development, LLC	\$ 2,744,000.00	-27.3%
Merrick, LLC	\$ 2,844,544.50	-24.6%
KCR Contractors, LLC	\$ 3,003,646.96	-20.4%
Hendrick Construction	\$ 3,373,122.66	-10.6%
Barber Bros. Contracting Co., LLC	\$ 3,426,231.02	- 9.2%
Brown Industrial Construction	\$ 3,454,297.20	- 8.4%
Lemoine Company, LLC	\$ 3,457,062.14	- 8.4%
Command Construction, LLC	\$ 3,468,888.00	- 8.0%
LA Contracting Enterprise, LLC	\$ 3,492,006.05	- 7.4%
Byron E. Talbot Contractor, LLC	\$ 3,667,245.50	- 2.8%
Cycle Construction Company	\$ 3,779,299.00	0.2%
JB James Construction, LLC	\$ 4,333,916.25	14.9%

Mr. Edwards explained the item to the Airport Commission at this time. Mr. Robinson, then questioned the steps that are being taken to make our neighbors aware of the work being performed. Mr. Edwards, provided the Commission with a lengthy response to address these concerns. After a brief discussion a motion was made by Mr. Callender, seconded by Mr. Fife, 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 Supplemental Agreement No. 4 with Volkert, Inc. to provide Final Plan Revisions, Construction Administration, and Real Estate Appraisal Services for Runway 13/31 Safety Area/RPZ Improvements in an amount not to exceed \$ 202,707.00. (CONTINGENT ON GRANT FUNDING.) By: Director of Aviation.**

Mr. Edwards stated that Supplemental Agreement No. 4 with Volkert, Inc. is for Final Plan Revisions for Phase 1 that includes Construction and Real Estate Appraisal Services. Mr. Lowery, then questioned the DBE compliance for this project. Mr. Edwards, called on Mrs. Jan Evans with Volkert, Inc. to provide a detailed response to the Commission at this time. After a brief discussion a motion was made by Mr. Buckley, seconded by Mr. Fife, to approve the item.

There being no opposition, the motion carried.

**11. Receiving a report on the FY 2021-2023 DBE Goal and Methodology. By: Director of Aviation.**

Mr. Edwards called on Mr. Pierson, and Mrs. Bonnie Garrigan, to explain the FY 2021-2023 DBE Goal and Methodology. Mr. Pierson allowed Mrs. Garrigan to explain the item to the Airport Commission at this time. After explanation of the item Mrs. Garrigan opened up the floor for comments and concerns. After a lengthy discussion a motion was made by Mr. Callender, seconded by Mr. Fife to approve the item.

There being no opposition, the motion carried.

Mr. Buckley exit meeting 5:10 pm.

Mr. Cleve Dunn Jr. exit meeting 5:15pm.

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

Mr. Edwards explained the item to the Airport Commission at this time. Mr. Edwards asked Mr. Fremin with Volkert, Inc. to further explain the item and answer any additional questions by the Airport Commission. After a lengthy discussion, a motion was made by Mr. Callender, seconded by Mr. Fife, to approve the item.

There being no opposition, the motion carried.

**13. Public Relations /Marketing Report – Report will be given at the October meeting.**

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

A motion was made by Mr. Callender, seconded by Mr. Fife, to accept the report.

There being no opposition, the motion carried.

**15. Business Development Report – Report will be given at the November meeting.**



**16. Administrative Matters.**

Chairman, Matt Butler announced there was an Administrative Matter item to be heard and requested a motion to waive the rules.

A motion was made by Mr. Fife, seconded by Mr. Callender, to waive the rules to add an Administrative Matter item to the agenda.

There being no opposition, the motion carried.

Chairman Mr. Butler, read the item below:

**Authorization for the Mayor-President and/or Chairman of the Airport Commission to execute Amendment No. 1 to the lease agreement with the State of Louisiana, Department of Health and Hospitals to lease 26,000 square feet of air cargo space at a rental rate of \$5.50 per square foot for a total of \$11,917.00 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. Lowery, seconded by Mr. Callender, to approve the item.

There being no opposition, the motion carried.

**17. Adjourn.**

A motion was made by Mr. Fife, seconded by Mr. Lowery, to adjourn the meeting. The meeting adjourned at 5:59 p.m.

RESPECTFULLY SUBMITTED,

*Mike Edwards*

Mike Edwards  
Director of Aviation

ME/lw

# BATON ROUGE METROPOLITAN AIRPORT

September 1, 2020

Project	Status	Consultant	Contractor	Current Budget	Paid to Date	Remaining Balance
I. CONSTRUCTION						
ACTIVE PROJECTS						
North Airpark Development - Utility Corridor	State H.0XXXXXX	Forte & Tablada, Engineers		\$ 1,680,000	\$ -	\$ 1,680,000
Grant						
Design						
Construction			TBD			
Rehab South GA Apron	AIP 3-22-0006-XXXX-20xx State H.013224	Michael Baker International		\$ 5,170,000	\$ 5,107,178	\$ 62,822
Grant						
Design	Design Complete					
Construction	Complete		Barriere Construction Co.			
Runway 13/31 Safety Area/RPZ Improvements	AIP 3-22-0006-110-2018 AIP 3-22-0006-112-2018 AIP 3-22-0006-113-2018 State H.013690	Volkert, Inc. Volkert, Inc. Stanley Consultants PEC Corporation		\$ 14,514,909	\$ 5,877,860	\$ 8,637,049
Grant						
Design	Phase I Design Complete Phase II Design In Progress Phase III & V Design Complete Phase IV Design Complete					
Grant	AIP 3-22-006-114-2020 AIP 3-22-006-116-2020			\$ 6,047,867 \$ 16,666,667		\$ 6,047,867 \$ 16,666,667
Construction	Phase I - Demolition Bids Received 7/9/2020 Phase I - Plank Road Bids Received 7/24/20 Phase IV- Perimeter Road Bids Received 7/30/20		Terry Honore Construction  Boone Services  Boone Services			
Total Active Projects				\$ 44,079,443	\$ 10,985,038	\$ 33,094,405.00
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		
September	32,881		
October	39,490		
November	36,792		
December	<u>35,751</u>		
Year-To-Date	412,283 (+2.6%)	<u>103,773</u>	<u>-55.6%</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	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		
September	32,744		
October	39,885		
November	36,701		
December	<u>34,467</u>		
<u>Year-To-Date</u>	410,142 (+1.8%)	<u>104,461</u>	<u>-55.0%</u>

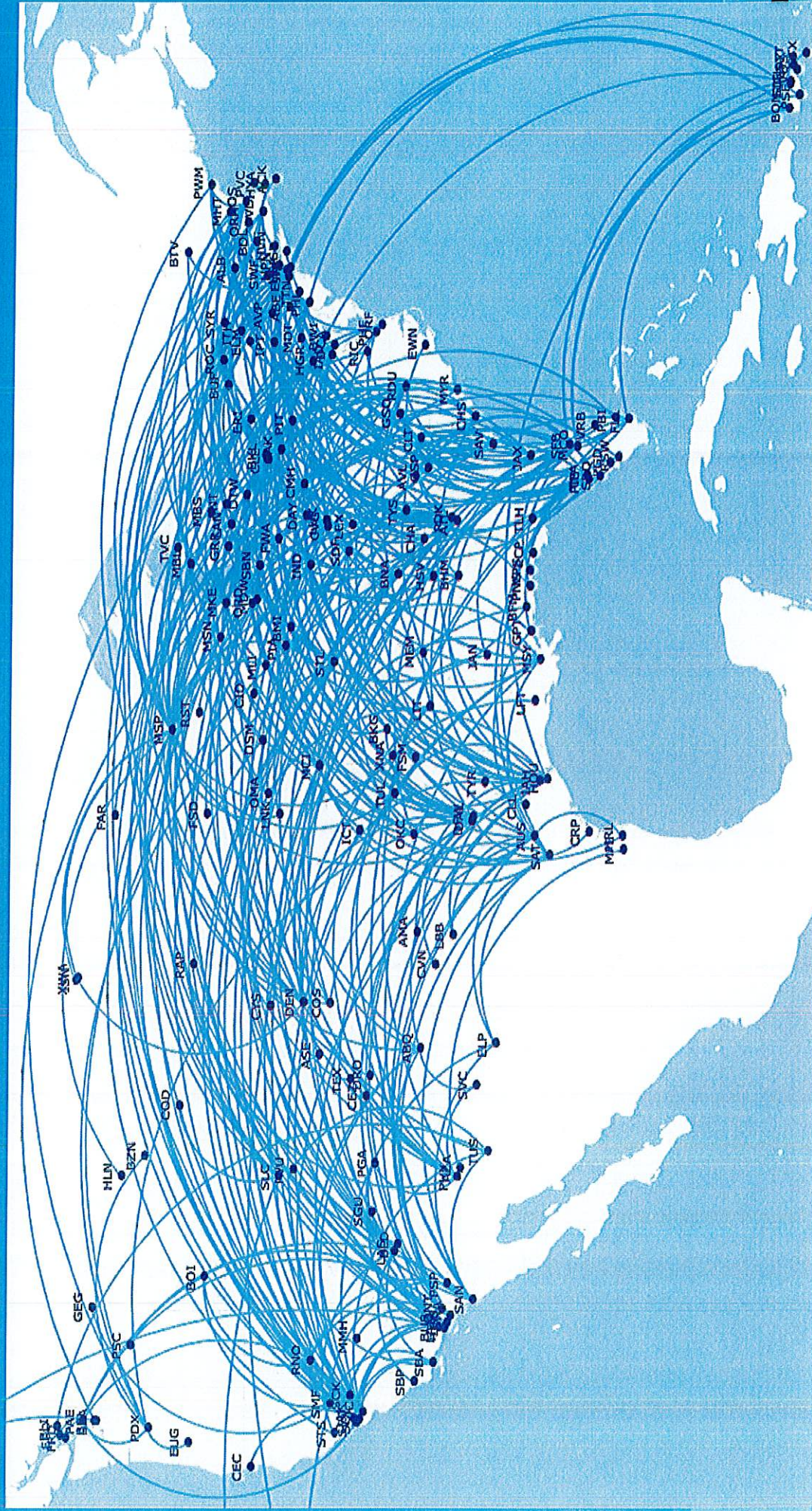


**BTR**





# US Routes That Have Lost Nonstop Service (Pending losses such as LCH-DFW flights on AA not included)

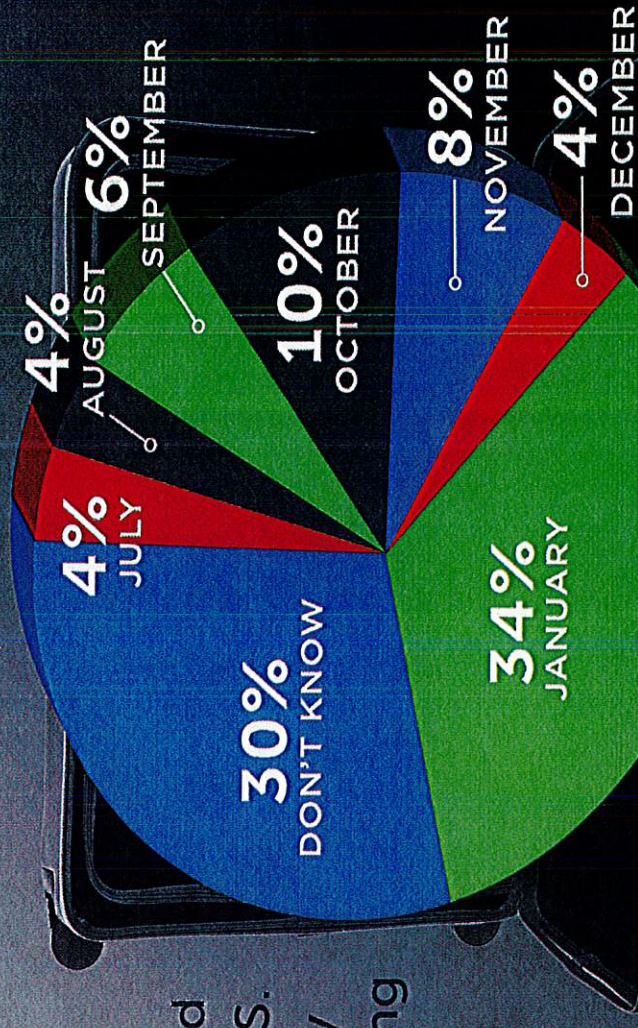




# Business Travel Still Slow To Return

## WHEN WILL BUSINESS TRAVEL RETURN?

In July, Atmosphere Research Group asked travel managers at U.S. businesses when they expect to start booking work trips again.



SOURCE: Atmosphere Research Group



## BTR September Flight Schedule

AA: BTR-CLT 2 roundtrip flights daily (no change)

BTR-DFW 4 roundtrip flights daily (no change)

DL: BTR-ATL 3 roundtrip flights daily (no change)

UA: BTR-IAH 4 roundtrip flights daily (plus 1)

BTR's September schedule is 53% of the September 2019 schedule. BTR Airline Station Managers are reporting load factors averaging nearly 60%, which are slightly higher than the current national average.



**BTR**





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

## Month of May 2020

BTR 95%

LFT 94%

MSY 94%

GPT 96%

## Year-To-Date May 2020

BTR 89%

LFT 91%

MSY 86%

GPT 89%



# BTR

Source: DOT BTS (Bureau of Transportation Statistics)



# September Advertising “Blue Skies Ahead” Creative

- Television: COX, WAFB, WBRZ, WGMB, WVLA, RGMB
- Print/Digital: *Tiger Rag*
- Radio: WRKF, KVRE, WJBO
- Online/Digital: Premium OTT; Google Display Ads; Facebook Ads; Business Report Daily Report
- Outdoor: “Blue Skies Ahead” – Two Billboards
- LSU Athletics Sponsorship Advertising Package



**BTR**





**BTR**BATON ROUGE  
METROPOLITAN AIRPORT

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

	<b>Trial Balance Cash as of 06/30/20</b>	<b>Uncommitted Cash as of 06/30/20</b>	<b>Uncommitted Cash as of 06/30/19</b>
<b>FUNDS FOR OPERATION</b>			
<b>Cash &amp; Investments</b>	<b>\$ 3,175,242.08</b>	<b>\$ 3,175,242.08</b>	<b>\$ 4,496,356.90</b>
<b>Total Unrestricted Funds</b>	<b>\$ 3,938,439.54</b>	<b>\$ 959,378.48</b>	<b>\$ 1,043,877.48</b>
<b>Total Restricted Funds</b>	<b>\$ 3,290,198.65</b>	<b>\$ 3,290,198.65</b>	<b>\$ 6,237,321.39</b>
<b>TOTAL</b>	<b>\$ 10,403,880.27</b>	<b>\$ 7,424,819.21</b>	<b>\$ 11,777,555.77</b>

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

	APPROVED BUDGET (-)	2020 EXPENDITURES/ REVENUES	(=)	2020 BALANCE	VARIANCE	JUNE 2019 EXPENDITURES/ REVENUES	2020 EXPENDITURES/ REVENUES COMPARED TO 2019
Total Expenditures	7,624,343.78	6,235,207.30		1,389,136.48	-18.22%	6,332,949.82	-1.54%
Total Revenues	7,582,915.00	6,259,384.08		1,323,530.92	-17.45%	8,787,992.28	-28.77%
Surplus (Deficit)		<u>24,176.78</u>				<u>2,455,042.46</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		-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 July 31	1,131,446.25	650,391.93	-42.52%



**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	-	-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 July 31	987,381.24	433,784.68	-56.07%



# 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	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							
September							
October							
November							
December							
Totals for the Periods	2,427	1,104	10,063.35				
Ending July 31			-	7,294	3,859	31,786.05	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	-	-100.00%
September	325,727.15	-	-100.00%
October	344,990.47	-	-100.00%
November	301,512.07	-	-100.00%
December	289,671.67	-	-100.00%

Totals for the Periods  
Ending July 31

2,123,483.37      913,637.08      -56.97%

# **AIRPORT COMMISSION AGENDA**

**SUPPORTING DOCUMENT NO. 11**

# BATON ROUGE METROPOLITAN AIRPORT

October 6, 2020

Project	Status	Consultant	Contractor	Current Budget	Paid to Date	Remaining Balance
<b>I. CONSTRUCTION</b>						
<b>ACTIVE PROJECTS</b>						
North Airpark Development - Utility Corridor						
Grant	State H.0XXXXXX			\$ 1,680,000	\$ -	\$ 1,680,000
Design		Forte & Tablada, Engineers				
Construction			TBD			
Multi-Plex Generator	Design installation underway			\$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	\$ 5,877,860	\$ 8,637,049
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 Approved 9/23/2020 Phase I - Plank Road Approved 9/23/20		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 Approved 9/23/20		Boone Services (\$1,303,882.23)			
<b>Total Active Projects</b>				<b>\$ 39,347,943</b>	<b>\$ 5,877,860</b>	<b>\$ 33,470,083</b>
<b>II. PLANNING</b>						
<b>Total Planning Projects</b>				<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

Yellow Denotes there is a change in the project

Red Denotes the change

**AIRPORT COMMISSION AGENDA**

**SUPPORTING DOCUMENT NO. 12**



# 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		
October	39,490		
November	36,792		
December	<u>35,751</u>		
Year-To-Date	412,283 (+2.6%)	<u>115,854</u>	<u>-56.6%</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	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		
October	39,885		
November	36,701		
December	<u>34,467</u>		
<u>Year-To-Date</u>	410,142 (+1.8%)	<u>117,555</u>	<u>-55.9%</u>



# BTR





## BTR October Flight Schedule

AA: BTR-CLT 2 roundtrip flights daily (no change)

BTR-DFW 5 roundtrip flights daily (plus 1)

DL: BTR-ATL 4 roundtrip flights daily (plus 1)

UA: BTR-IAH 3 roundtrip flights daily (no change)

Two roundtrip flights and 169 seats added in October. BTR's flight frequencies are 59% of the October 2019 schedule. BTR Airline Station Managers are reporting that current load factors are 60% plus.





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

## Month of June 2020

BTR 96%

LFT 91%

MSY 93%

GPT 94%

## Year-To-Date June 2020

BTR 90%

LFT 91%

MSY 87%

GPT 90%



# BTR

Source: DOT BTS (Bureau of Transportation Statistics)



# BTR TSA Summer PAX Down 78%



# BTR

## Airports With Largest PAX Drop

### SUMMER 2020 VS. SUMMER 2019

- White Plains, NY - 98.7%
- Everett, WA - 98.0%
- Newburgh, NY - 93.3%
- Trenton, NJ - 92.3%
- Maui, HI - 92.1%
- Binghamton, NY - 91.4%
- Kona, HI - 89.9%
- New York Kennedy, NY - 89.6%
- Long Beach, CA - 89.5%
- Lihue/Kauai, HI - 89.4%
- Honolulu, HI - 89.2%
- San Francisco, CA - 89.0%
- Washington Dulles, VA - 88.3%
- New York LaGuardia, NY - 87.4%
- Plattsburgh, NY - 87.0%

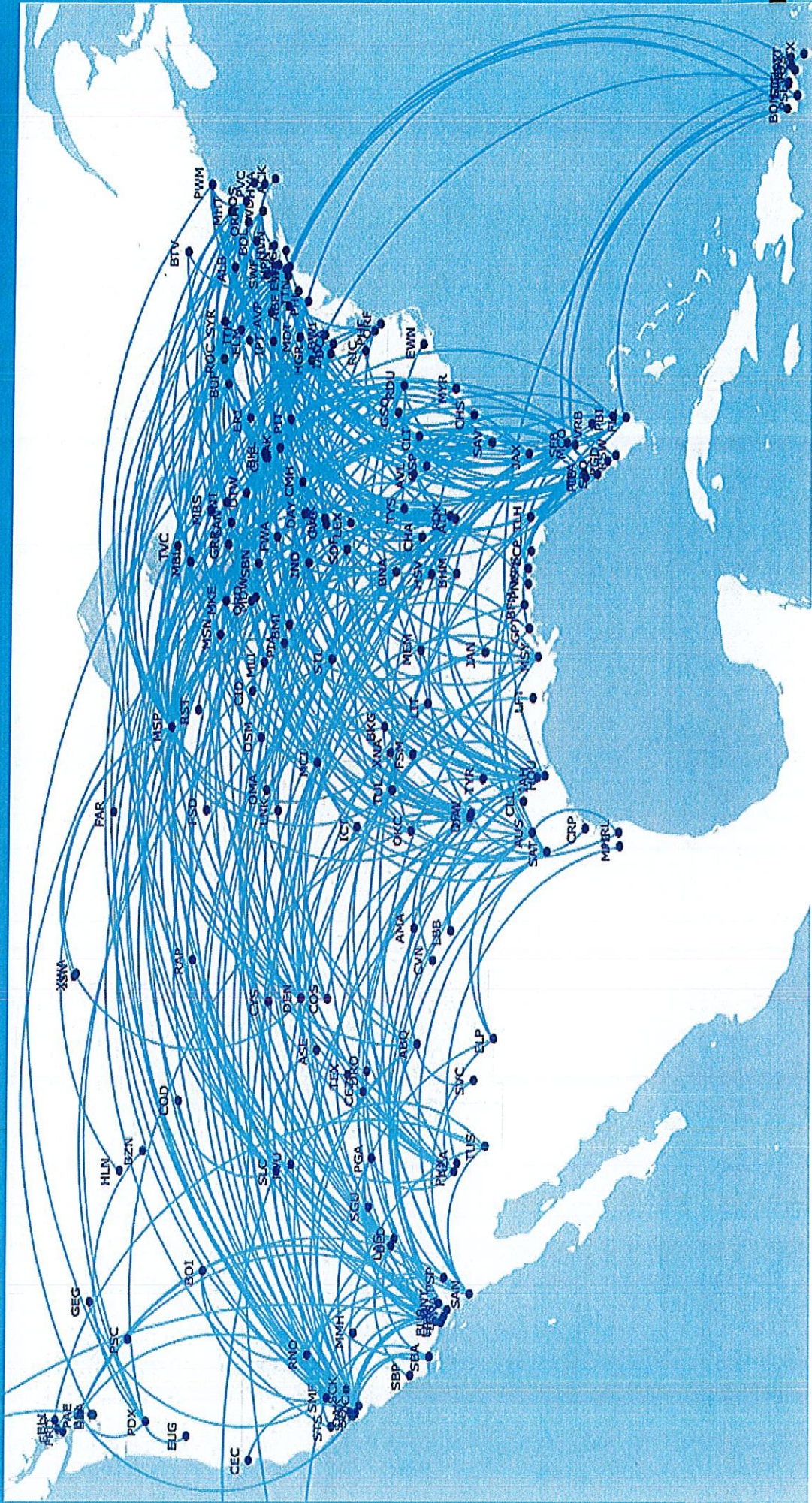
## Airports With Smallest PAX Drop

### SUMMER 2020 VS. SUMMER 2019

- MidAmerica St. Louis, IL - 31.2%
- Provo, UT - 37.3%
- Panama City, FL - 37.4%
- Punta Gorda, FL - 37.8%
- Columbus Rickenbacker, OH - 38.4%
- Lake Charles, LA - 40.0%
- Phoenix-Mesa, AZ - 42.8%
- St. Pete/Clearwater, FL - 45.6%
- Chicago-Rockford, IL - 45.6%
- Key West, FL - 48.1%
- Destin-Ft. Walton Beach, FL - 48.9%
- Jacksonville, NC - 49.3%
- Bakersfield, CA - 50.9%
- St. Croix, USVI - 55.2%
- St. Thomas, USVI - 55.3%



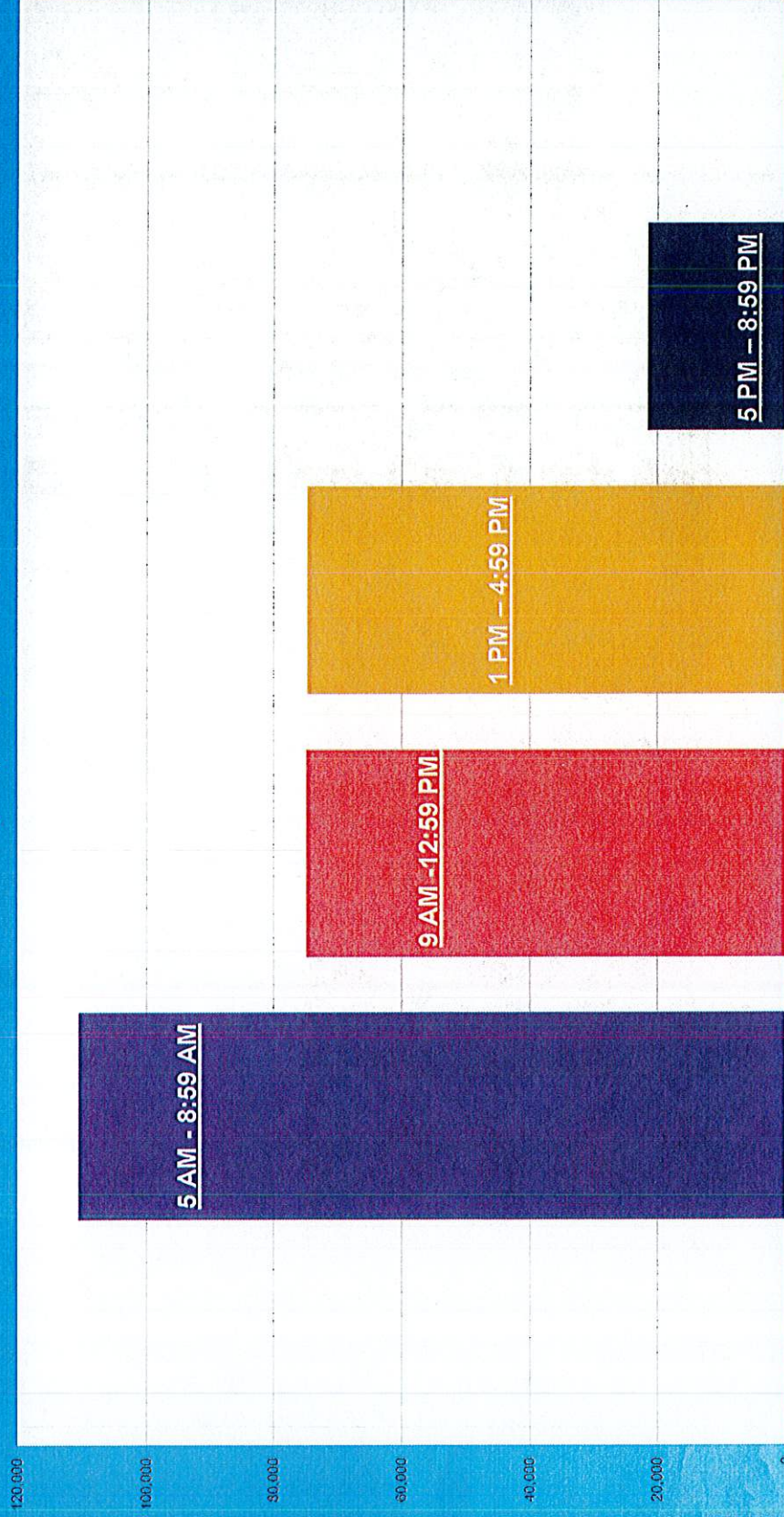
# US Routes That Have Lost Nonstop Service (Pending losses such as LCH-DFW flights on AA not included)





# Busiest Periods for TSA Check-In

TSA Through Report by Time of Day



**BTR**





# October Advertising “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 Jay Ducote
- Outdoor: “Blue Skies Ahead” – Two Billboards
- LSU Athletics Sponsorship Advertising Package





**AIRPORT COMMISSION AGENDA**

**SUPPORTING DOCUMENT NO. 13**



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

	<b>Trial Balance Cash as of 07/31/20</b>	<b>Uncommitted Cash as of 07/31/20</b>	<b>Uncommitted Cash as of 07/31/19</b>
<b>FUNDS FOR OPERATION</b>			
<b>Cash &amp; Investments</b>	\$ 2,198,163.66	\$ 2,198,163.66	\$ 4,712,338.14
<b>Total Unrestricted Funds</b>	\$ 4,935,372.54	\$ 1,624,879.48	\$ 1,043,877.48
<b>Total Restricted Funds</b>	\$ 388,143.05	\$ 388,143.05	\$ 4,467,081.66
<b>TOTAL</b>	\$ 7,521,679.25	\$ 4,211,186.19	\$ 10,223,297.28



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

	APPROVED BUDGET (-)	2020 EXPENDITURES/ REVENUES	(=)	2020 BALANCE	VARIANCE	JULY 2019 EXPENDITURES/ REVENUES	2020 EXPENDITURES/ REVENUES COMPARED TO 2019
Total Expenditures	8,875,415.34	7,912,494.82		962,920.52	-10.85%	8,201,611.70	-3.53%
Total Revenues	8,846,734.17	7,326,651.49		1,520,082.68	-17.18%	8,888,774.58	-17.57%
Surplus (Deficit)		<b>(585,843.33)</b>				<u>687,162.88</u>	



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

	<b>2019</b>	<b>2020</b>	<b>% Change</b>
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		-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 August 31	1,295,977.20	730,594.08	-43.63%





**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	-	-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 August 31	1,127,466.14	483,927.26	-57.08%



# 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	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							
October							
November							
December							
	2,427	1,104	10,063.35				
Totals for the Periods Ending August 31			-	7,973	4,201	34,695.90	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	-	-100.00%
October	344,990.47	-	-100.00%
November	301,512.07	-	-100.00%
December	289,671.67	-	-100.00%
Totals for the Periods			
Ending August 31	2,445,810.34	1,012,071.37	-58.62%