



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, December 1, 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, December 1, 2020.

**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 Commissioners' 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, 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.**

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.**
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.**
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.**
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.**
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.**
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.**

- 11. Status Report** – Report will be given at the December meeting.
- 12. Public Relations /Marketing Report** – Report will be given at the January meeting.
- 13. Financial Report** – Report will be given at December meeting.
- 14. Business Development Report** – Report will be given at December 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  
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MINUTES

BATON ROUGE METROPOLITAN AIRPORT  
REGULAR MEETING  
TUESDAY, OCTOBER 6, 2020  
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. Fife.

3. ROLL CALL.

MEMBERS  
ATTENDING

Mr. Buckley  
Mr. Butler  
Mr. Dodds  
Mr. Dunn, Jr.  
Mr. Fife  
Mr. Lowery  
Mr. Myles  
Mr. Profita  
Mr. Robinson

MEMBERS  
ABSENT

Mr. Callender  
Ms. Payton  
Councilman Welch  
Rep. Carpenter

A/P STAFF  
ATTENDING

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

OTHERS  
ATTENDING

Mr. Alan Krouse  
Mr. Chad Bacas

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.**

A motion was made by Mr. Buckley, seconded by Mr. Lowery, to approve the minutes of the regular meeting of September 1, 2020.

There being no opposition, the motion carried.

**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.**

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. Dodds, 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 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.**

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. Fife, 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 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.**

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. Dunn, Jr., 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 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.**

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. 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 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.**

Mr. Edwards explained the item to the Airport Commission at this time. After a brief discussion, a motion was made by Mr. Myles, 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 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.**

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

There being no opposition, the motion carried.

11. **Status Report**– Report will be given at the December meeting.
12. **Public Relations /Marketing Report**– Report was presented by Mr. Jim Caldwell, Marketing Manager.
13. **Financial Report** – Report was presented by Kenya Wallace, Assistant Business Manager.
14. **Business Development Report** – Report will be given at the November meeting.
15. **Administrative Matters.**  
None.
16. **Adjourn.**

A motion was made by Mr. Profita, seconded by Mr. Robinson, to adjourn the meeting. The meeting adjourned at 4:12pm.

RESPECTFULLY SUBMITTED,

*Mike Edwards*

Mike Edwards  
Director of Aviation

ME/lw



# 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	State H.0XXXXXX	Forte & Tablada, Engineers		\$ 1,680,000	\$ -	\$ 1,680,000
Grant						
Design						
Construction			TBD			
Multi-Plex Generator	Design installation underway			\$438,500		\$438,500
Construction						
Runway 13/31 Safety Area/RPZ Improvements	AIP 3-22-0006-110-2018 AIP 3-22-0006-112-2018 AIP 3-22-0006-113-2019 State H.013690 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		\$ 14,514,909	\$ 5,877,860	\$ 8,637,049
Grant						
Design						
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



# 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.



**BTR**





# 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%



Source: DOT BTS (Bureau of Transportation Statistics)



# BTR TSA Summer PAX Down 78%

## 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%

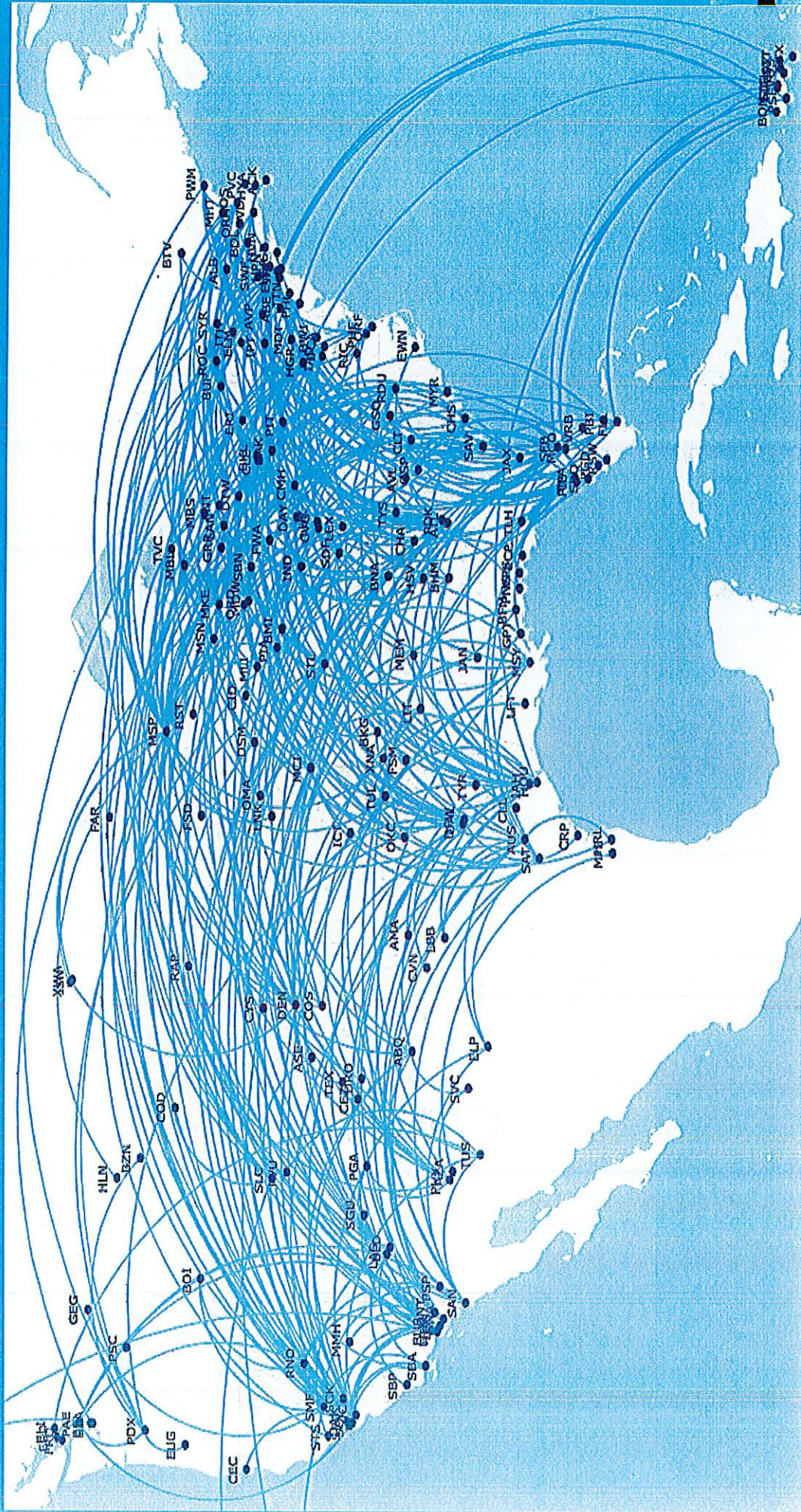
## Airports With Smallest PAX Drop

### 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%



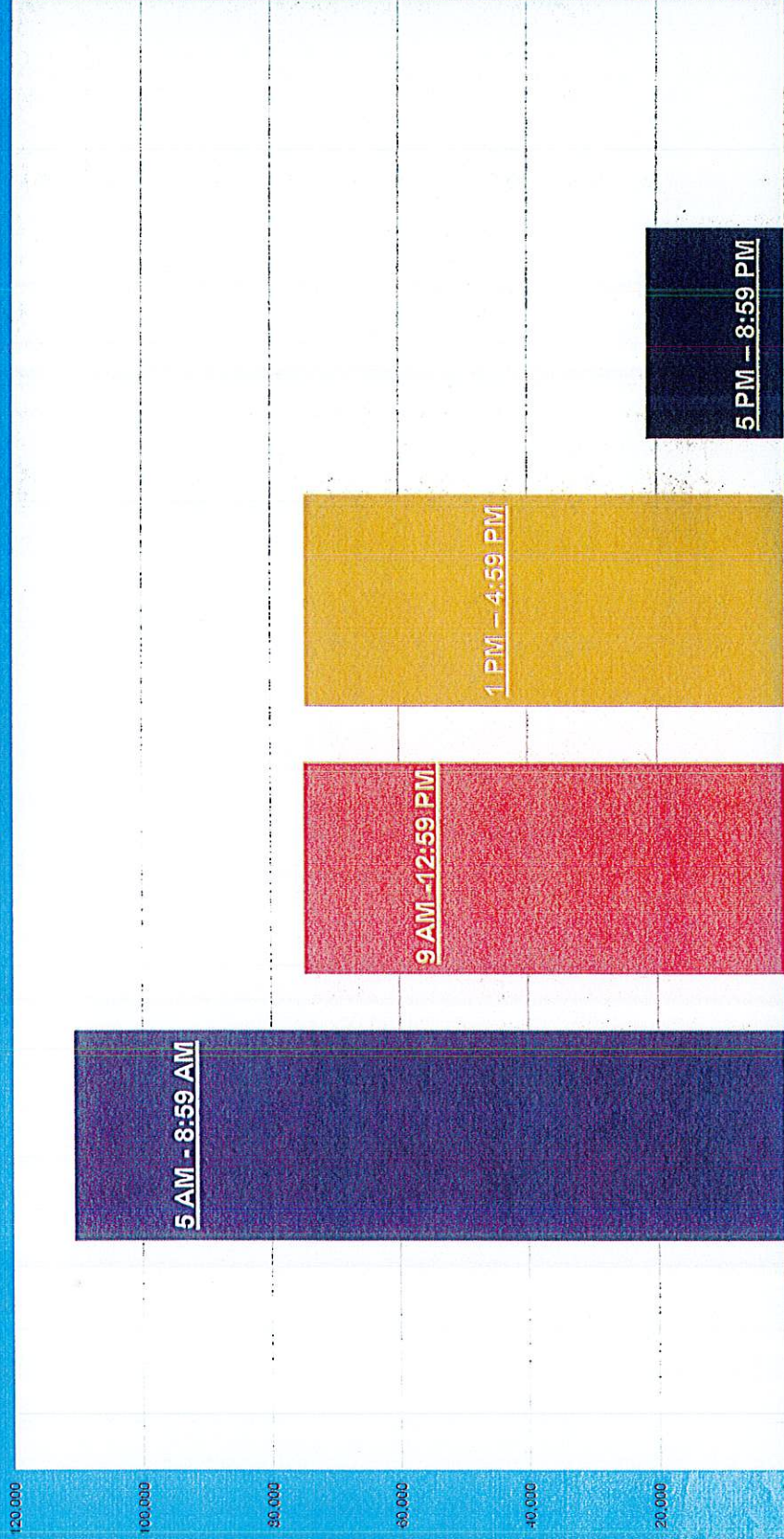
## US Routes That Have Lost Nonstop Service (Pending losses such as LCH-DFW flights on AA not included)





# 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



**BTR**







BATON ROUGE  
METROPOLITAN AIRPORT

**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>	<u>\$ 2,198,163.66</u>	<u>\$ 2,198,163.66</u>	<u>\$ 4,712,338.14</u>
<b>Total Unrestricted Funds</b>	<u>\$ 4,935,372.54</u>	<u>\$ 1,624,879.48</u>	<u>\$ 1,043,877.48</u>
<b>Total Restricted Funds</b>	<u>\$ 388,143.05</u>	<u>\$ 388,143.05</u>	<u>\$ 4,467,081.66</u>
<b>TOTAL</b>	<u><u>\$ 7,521,679.25</u></u>	<u><u>\$ 4,211,186.19</u></u>	<u><u>\$ 10,223,297.28</u></u>



**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**

	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		-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%



**AIRPORT COMMISSION AGENDA**

**SUPPORTING DOCUMENT NO. 11**

# BATON ROUGE METROPOLITAN AIRPORT

December 1, 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	Contract approval on Council agenda 10-28-20 State F.50000732 FP&C No. 50-N41-12-01	Forte & Tablada, Engineers		\$ 1,680,000	\$ 11,796	\$ 1,668,204
Grant						
Design						
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)			
<b>Total Active Projects</b>				\$ 39,347,943	\$ 6,628,473	\$ 32,719,470
<b>II. PLANNING</b>						
<b>Total Planning Projects</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	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>	<u>-56.1%</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	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>

**BTR**



# 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



**BTR**





# BTR January 2021 Proposed Schedule

## (Changes Pending)

Origin Airport Code	Destination Airport Code	Mkt. Carrier Code	Departure Count	DDEW	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



# BTR





# 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%



# BTR

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



**BTR**





# 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



**BTR**



**AIRPORT COMMISSION AGENDA**

**SUPPORTING DOCUMENT NO. 13**



**BTR**BATON ROUGE  
METROPOLITAN AIRPORT

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

	<b>Trial Balance Cash as of 09/30/20</b>	<b>Uncommitted Cash as of 09/30/20</b>	<b>Uncommitted Cash as of 09/30/19</b>
<b>Cash &amp; Investments</b>	\$ 3,154,684.04	\$ 3,154,684.04	\$ 5,362,237.35
<b>Total Unrestricted Funds</b>	\$ 3,938,439.54	\$ 959,378.48	\$ 1,043,877.48
<b>Total Restricted Funds</b>	\$ 1,395,234.90	\$ 1,395,234.90	\$ 3,797,769.48
<b>TOTAL</b>	\$ 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
<b>Total Expenditures</b>	11,436,515.67	9,338,232.83		2,098,282.84	-18.35%	10,171,832.42	-8.20%
<b>Total Revenues</b>	11,374,372.50	9,476,125.28		1,898,247.22	-16.69%	11,618,086.09	-18.44%
<b>Surplus (Deficit)</b>		<u>137,892.45</u>				<u>1,446,253.67</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	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%



**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%





# 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				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%



# 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	-	-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%