



SYRACUSE
— HANCOCK —
INTERNATIONAL AIRPORT

Beyond the Gate

Dannible & McKee, LLP
Annual Tax & Financial Planning Conference



November 8, 2018



Overview



A Brief History

Terminal Improvement Project

Syracuse Regional Airport Authority

Airport Operations

Airport Finances

Air Service Update

By the Numbers

FAQ

Q&A



A Brief History (2011)



- Syracuse Regional Airport Authority Is Established
- 11-Member Board Appointed
 - City, County, DeWitt, ESM, Salina, Clay
 - Cicero, N Syr School District
- Sets Priorities, Goals and Timeline
- Establishes Mission Statement
- TSA Security Checkpoint Project Begins

Mission Statement

The mission of the Syracuse Regional Airport Authority is to **provide safe, secure, efficient and low-cost air transportation service** to the 12-county region that Syracuse Hancock International Airport currently serves. The Authority seeks to **stimulate air service, economic development, trade and tourism** by focusing on the shared goals of its stakeholders: more service to more destinations, lower operating costs and increased non-aeronautical revenue. The Authority recognizes that the Syracuse Hancock International Airport is a **gateway to the central New York region and beyond** and seeks to optimize customer service and exceed customer expectations with continuous improvements to the terminal buildings and public



A Brief History (2012)



- ✈ Authority assumes responsibility for providing security personnel services
- ✈ Successfully contracts with Security Services Vendor
- ✈ Reduces cost of providing security by nearly \$2m
- ✈ Delta begins direct service to Minneapolis-St. Paul



A Brief History (2013)

SYR

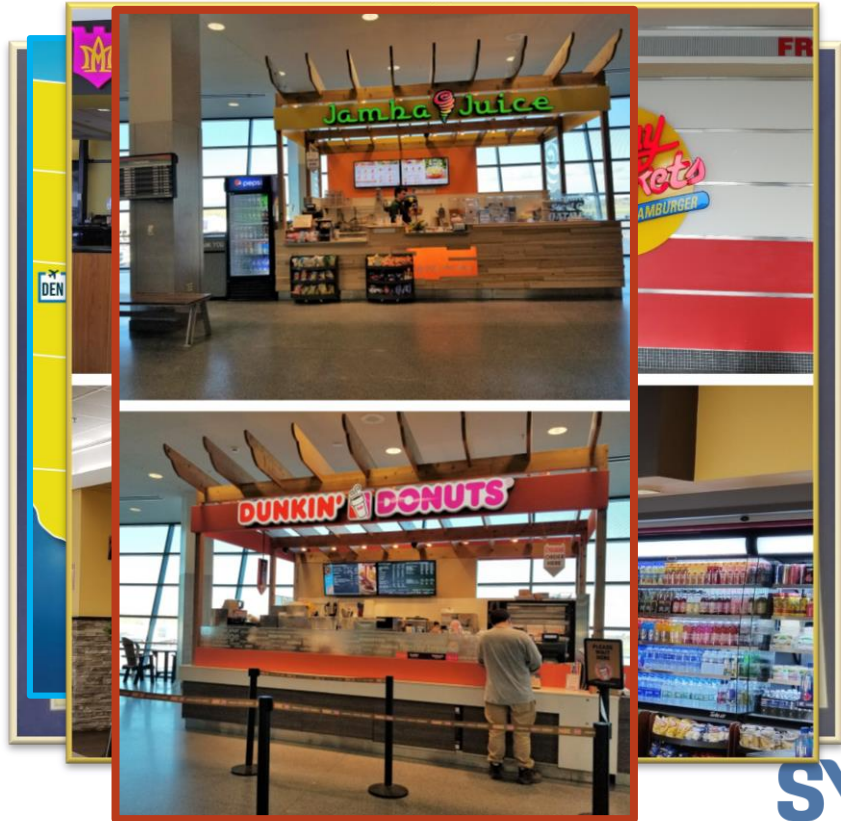
- ✈ After 24 Months, New Security Checkpoint Opens on May 15



SYR

A Brief History (2014)

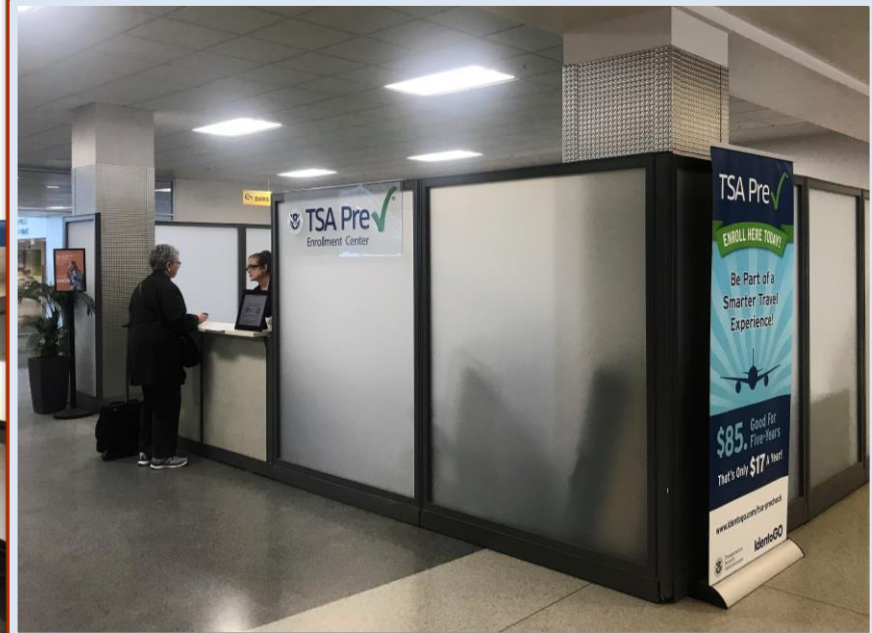
- ✈️ FAA Issues Operating Certificate March 1
- ✈️ New Restaurants/Retail Shops
- ✈️ Allegiant begins service to Myrtle Beach



A Brief History (2015)



- TSA opens Pre-Check Enrollment Center (21,194 enrolled from 11/9/15 – 10/31/18)
- New Emergency Operations Center
- Triennial Emergency Drill
- Allegiant begins direct service to Ft.



A Brief History (2016)

SYR

- ✈ Syracuse International Airshow
- ✈ jetBlue begins direct service to Ft. Lauderdale



Project

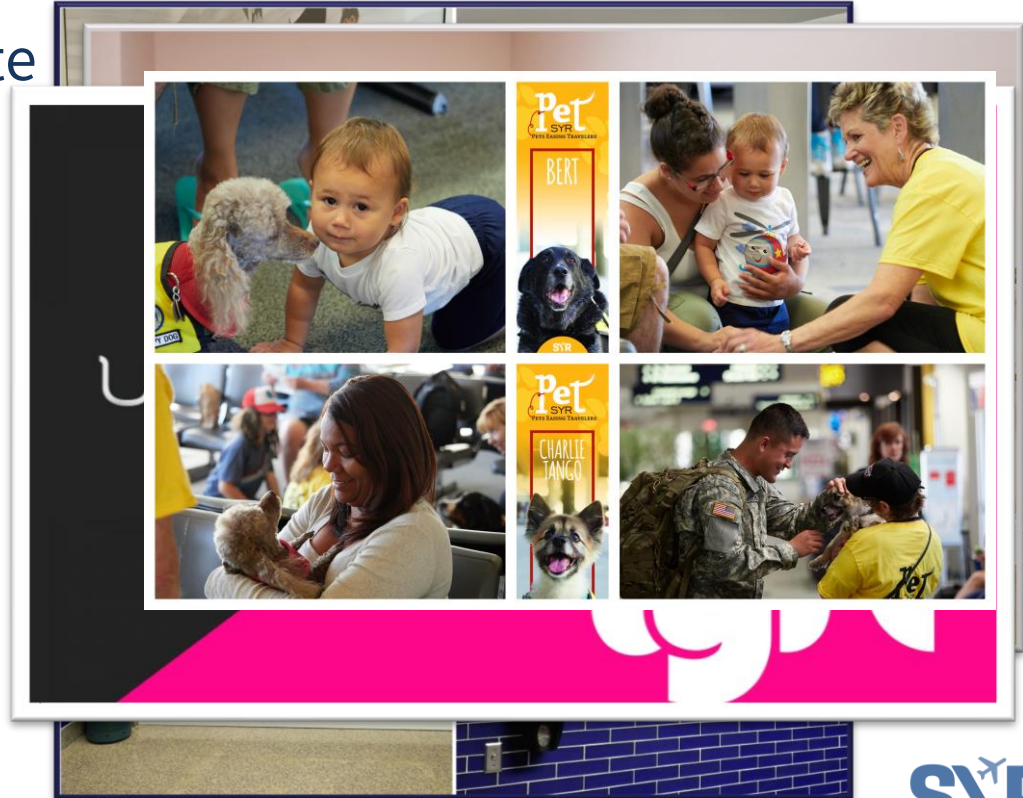


SYR

2017 Was A Good Year.....But



- ✈ Grant from NYS – Upstate Airport Revitalization Initiative
- ✈ Baby Care Facilities
- ✈ Pet Therapy Program (CNY Paws)
- ✈ Pet Relief Room
- ✈ Ride Share Arrives



2018 Is Even Better!



- ✈ Terminal Improvement Project
- ✈ A New Airline and More New Service Than Ever Before!



The NEW SYiROpen!



TERMINAL IMPROVEMENT PROJECT

Grand Hall, Water Feature, Center Staircase



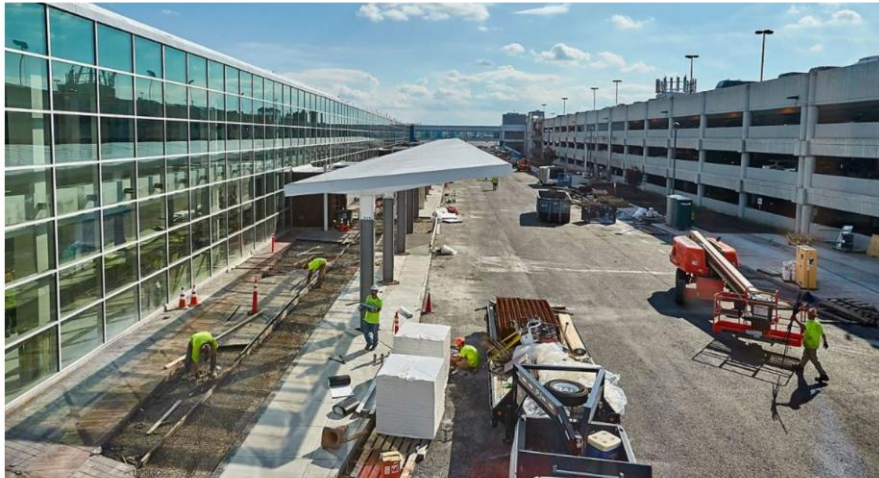
TERMINAL IMPROVEMENT PROJECT

Grand Hall, Rental Car Counters



TERMINAL IMPROVEMENT PROJECT

Exterior: Remove Canopy, New Glass Curtain Wall



TERMINAL IMPROVEMENT PROJECT

New Airline Ticket Counters



SYR

TERMINAL IMPROVEMENT PROJECT The New SYR Ribbon Cutting 11/1/18





TERMINAL IMPROVEMENT PROJECT

Grand Hall,
Staircase and
Water Feature



Grand Hall Provides a Unique Sense of Place



SYR[✈]

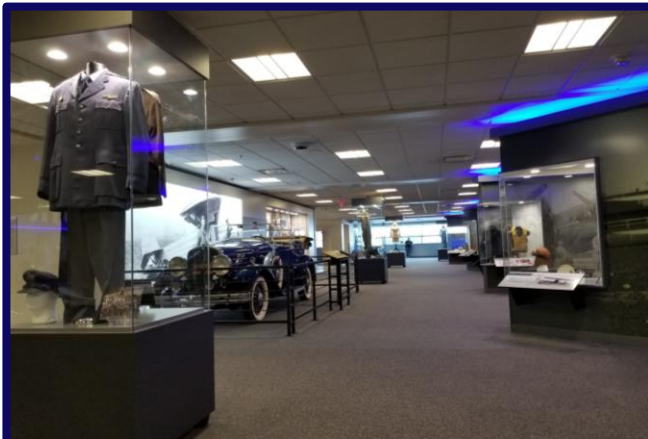
Exterior Façade and SYR Supergraphics





Aviation History Museum

**Celebrates CNY's
Contributions to
Aviation**





Military Courtesy Room

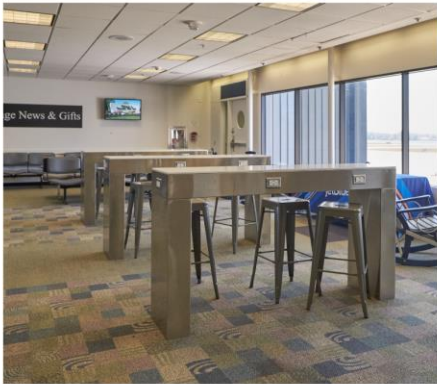
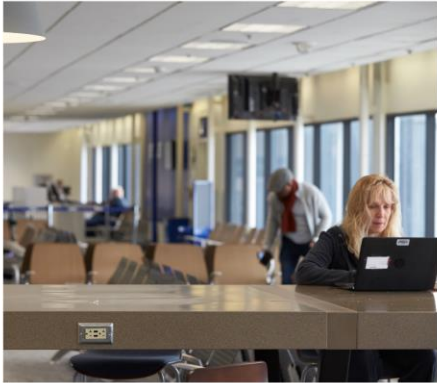
Provides a quiet
space for active
military, veterans and
their families



Customer Service Program



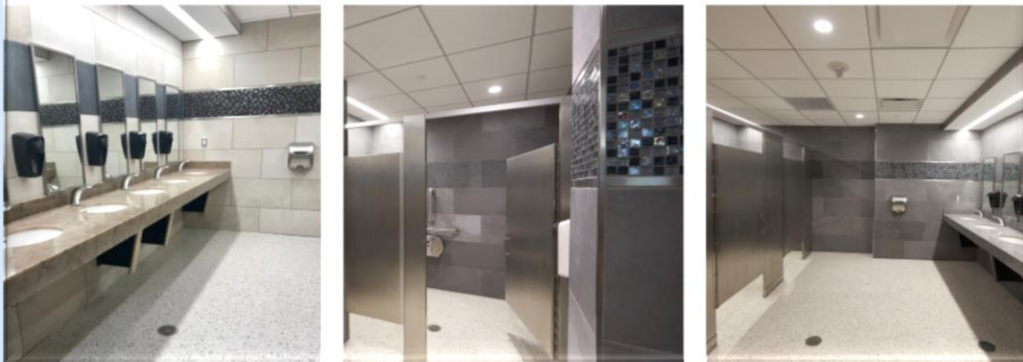
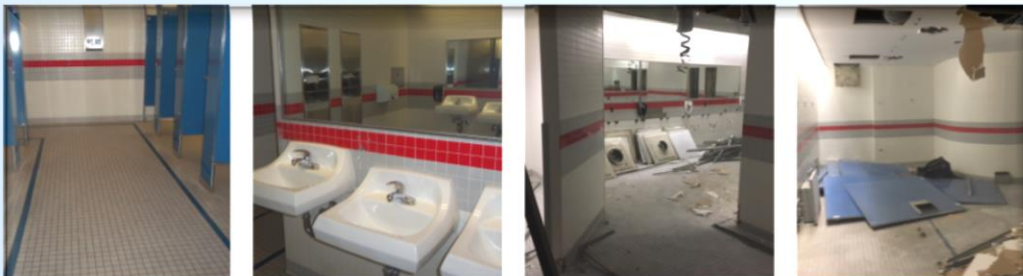
North & South Concourse Terminal Flooring and Seating Upgrade





MORE IMPROVEMENTS

South Concourse Restrooms





MORE IMPROVEMENTS

Jet Bridge Replacement Project



Supporting General Aviation



MILLION AIR Facility

April 2018



The Organization



- ✈ Patrick Mannion, Chair (Syracuse)
- ✈ Jo Anne Gagliano, Vice Chair (Syracuse)
- ✈ Bill Fisher, Onondaga County
- ✈ Dr. Shiu-Kai Chin, City of Syracuse
- ✈ Mr. Ken Kinsey, City of Syracuse
- ✈ Mr. John Johnson, City of Syracuse
- ✈ Councilor Khalid Bey, City of Syracuse
- ✈ Mayor Mike Quill, City of Syracuse
- ✈ Dr. Donna DeSiato, ESM School District
- ✈ Mr. Mike Lazar, Town of Dewitt
- ✈ Mr. Mark Nicotra, Town of Salina





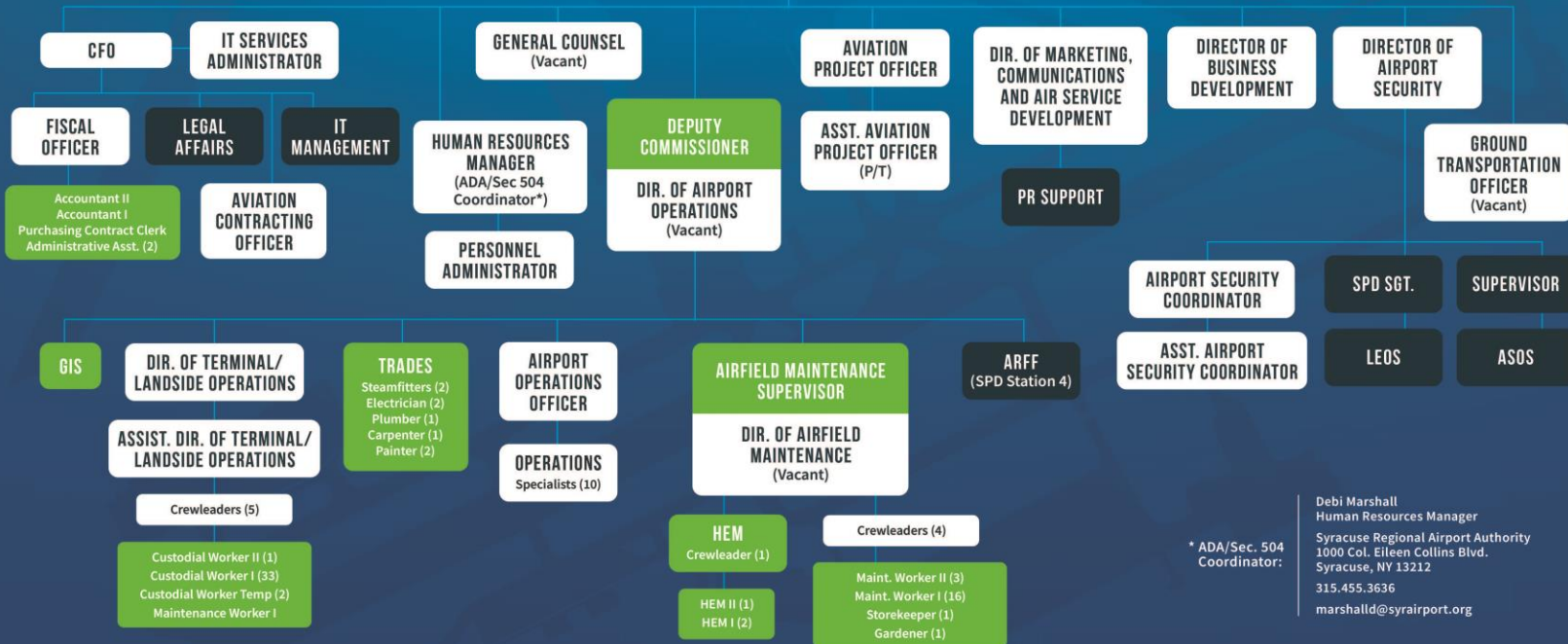
AUTHORITY BOARD OF DIRECTORS

EXECUTIVE DIRECTOR

EXECUTIVE ASSISTANT

MANAGEMENT ASSISTANT

— SRAA POSITION (42)
— CITY POSITION (78)
— CONTRACTED FUNCTION



* ADA/Sec. 504 Coordinator:

Debi Marshall
Human Resources Manager
Syracuse Regional Airport Authority
1000 Col. Eileen Collins Blvd.
Syracuse, NY 13212
315.455.3636
marshalld@syrairport.org

The Operation (What we do)



- ✈ Airport Operations
 - ✈ Part 139 Compliance, Wildlife Management, Deicing Facility, Field Safety Checks
- ✈ Airfield Maintenance
 - ✈ Snow Removal, Grounds Maintenance, Fleet and Equipment, Airfield Lighting, Markings and Signage
- ✈ Terminal Maintenance
 - ✈ Snow Removal, Building Maintenance
- ✈ Trades
 - ✈ HVAC, Plumbers & Steamfitters, Carpenters, Electricians, Painters
- ✈ Security
 - ✈ Physical patrols, access controls, camera system, TSA/Law Enforcement Liaison
- ✈ Aircraft Rescue & Fire Fighting
 - ✈ Aircraft and Medical Emergencies, First Responders, Training
- ✈ Accounting, Finance and HR
 - ✈ Purchasing, Invoicing, Audits, Payroll, Benefits



The Operation (What our partners do)



✈ Airlines

- ✈ Fares, Schedules and Routes
- ✈ Check passengers and their bags
- ✈ Board the aircraft
- ✈ Get the passengers to their destination safely (and on time)
- ✈ Delays/Cancellations

✈ TSA

- ✈ Screens passengers and their bags
- ✈ Compliance and Oversight
- ✈ Inspections



The Finances (Who Pays For It)



- \$55 Million Operating Budget
- \$7-10 Million Annual Capital Budget (FAA-Approved Projects)
- Enterprise Fund (**fund** that provides goods or services for a fee that makes the entity self-supporting)
 - Revenue Sources – Landing Fees, Parking, Terminal Rent, Concessions
- Generate revenues to fund the operation
 - Salaries and Wages
 - Repair, Replacement, Renewal & Maintenance
 - Debt Service
 - City Provided Services (Fire Department)
 - Security
- Capital Program
 - Federal – Airport Improvement Program Entitlements
 - NYS Aviation Capital Program
 - Local – Passenger Facility Charges

*Airlines and TSA fund their own operations



Air Service Update





ATLANTA

BOSTON

CHARLOTTE

CHICAGO

DENVER

DETROIT

FORT LAUDERDALE

FORT MYERS

MINNEAPOLIS

MYRTLE BEACH

NASHVILLE

NEW YORK CITY—
LAGUARDIA

NEW YORK CITY—JFK

NEWARK

ORLANDO

ORLANDO—SANFORD

PHILADELPHIA

PUNTA GORDA

RALEIGH-DURHAM

TAMPA

ST. PETERSBURG—
CLEARWATER

WASHINGTON DC—
DULLES

WASHINGTON DC—
NATIONAL

New routes added in 2018

SYR  **23** **NONSTOP**
DESTINATIONS

BUF 31 Non-Stop



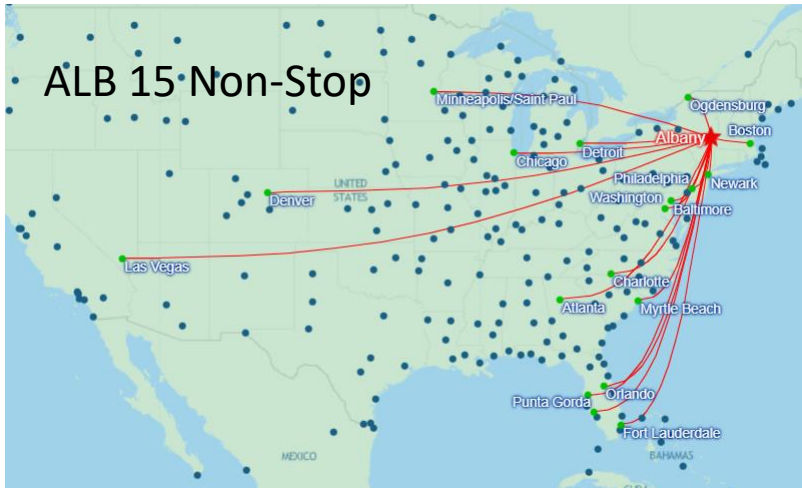
ROC 18 Non-Stop

NON-STOP CONNECTIVITY

YOUR GATEWAY TO THE WORLD



ALB 15 Non-Stop

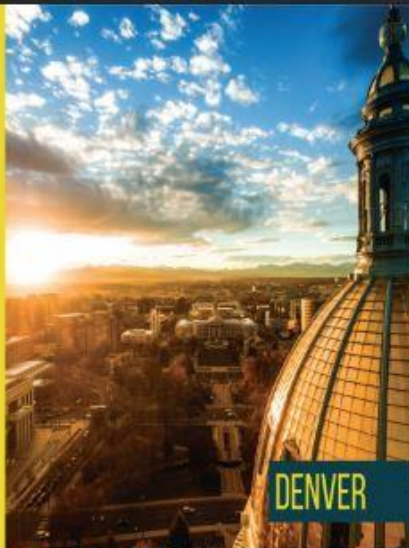


 *Hey Syracuse!*
NOW FLYING TO
6 CITIES!

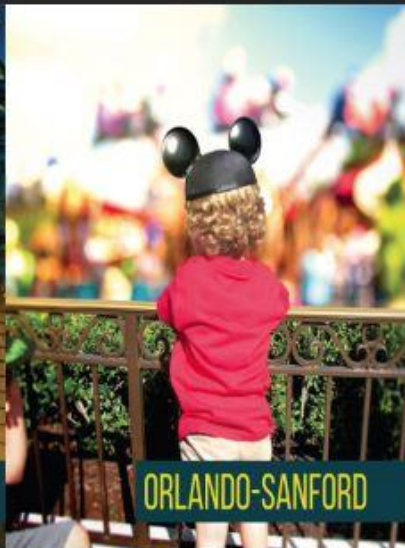


FRONTIER
AIRLINES

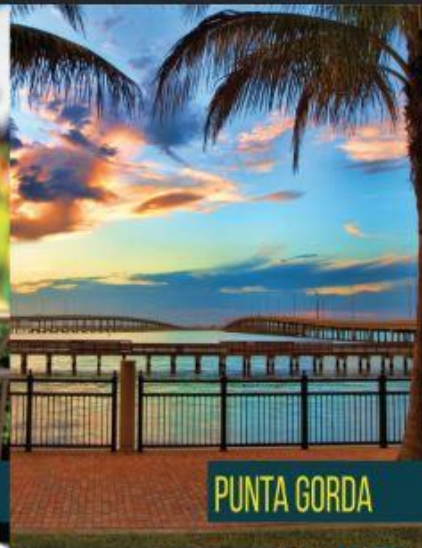
7 NEW NONSTOP ROUTES



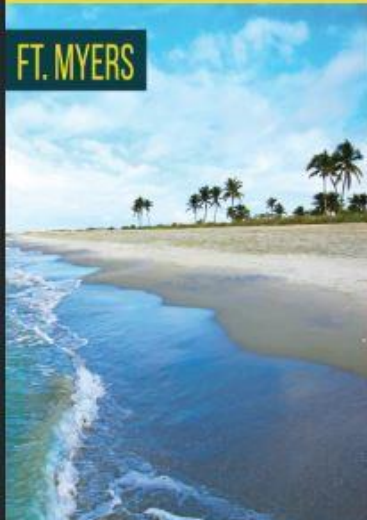
DENVER



ORLANDO-SANFORD



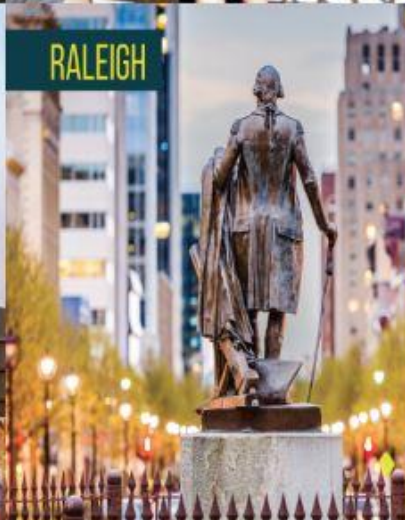
PUNTA GORDA



FT. MYERS



NASHVILLE



RALEIGH



TAMPA



NONSTOP TO **ATL**

SYR



NONSTOP TO **BNA**

SYR



NONSTOP TO **BOS**

SYR



NONSTOP TO **CLT**

SYR



NONSTOP TO **DCA**

SYR



NONSTOP TO **DEN**

SYR



NONSTOP TO **DTW**

SYR



NONSTOP TO **EWJ**

SYR



NONSTOP TO **FLL**

SYR



NONSTOP TO **IAD**

SYR



NONSTOP TO **JFK**

SYR



NONSTOP TO **LGA**

SYR



NONSTOP TO **MCO**

SYR



NONSTOP TO **MSP**

SYR



NONSTOP TO **MYR**

SYR



NONSTOP TO **ORD**

SYR



NONSTOP TO **PHL**

SYR



NONSTOP TO **PGD**

SYR



NONSTOP TO **PIE**

SYR



NONSTOP TO **TPA**

SYR



NONSTOP TO **RDU**

SYR



SYRious

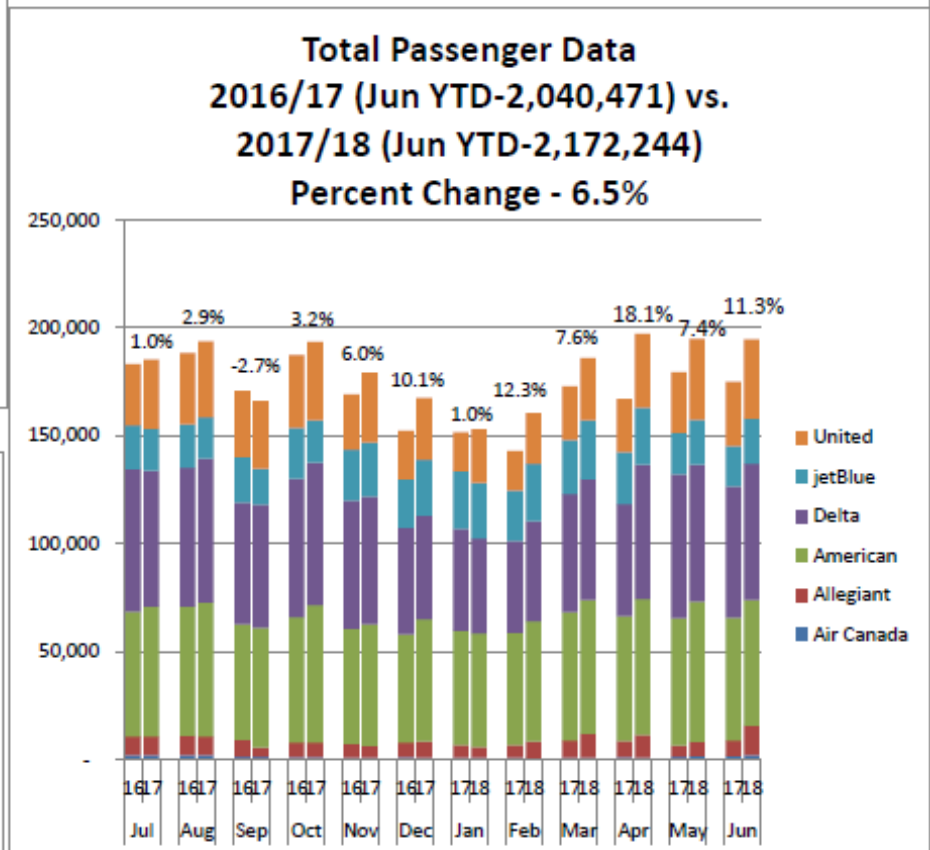
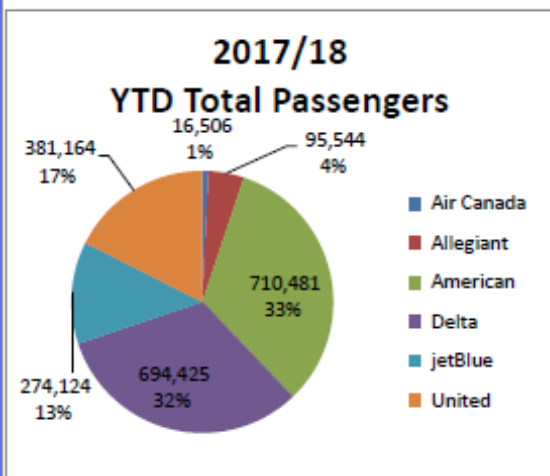
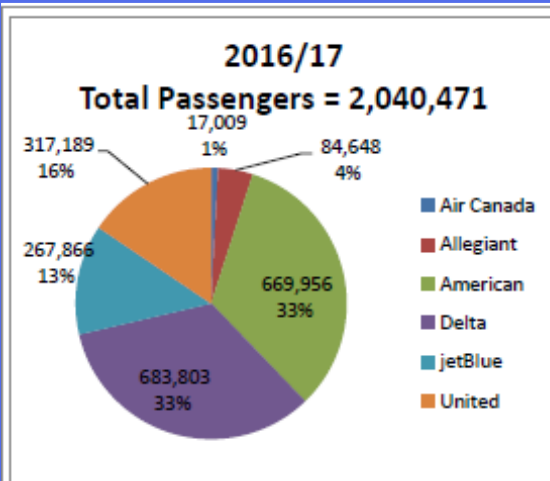
NONSTOP TO **RSW**

SYR

By the Numbers

✈ Passenger Traffic

SYR

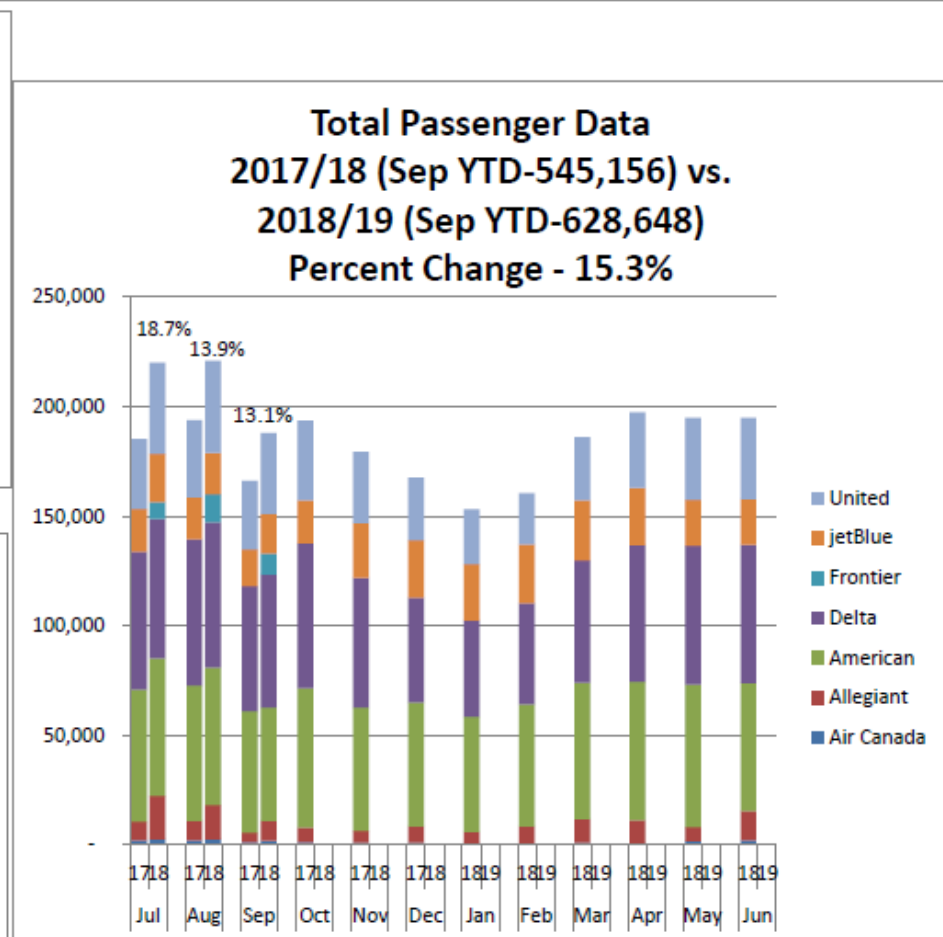
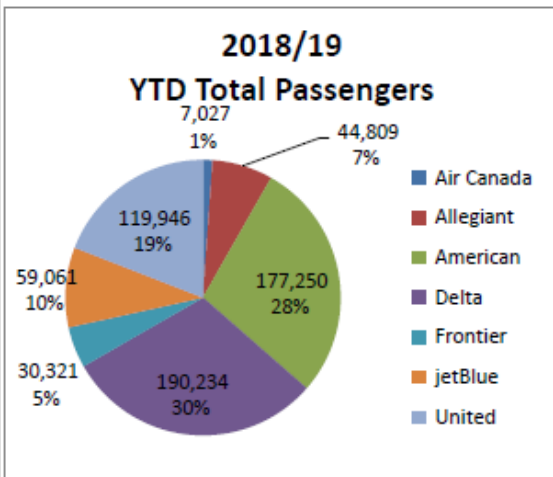
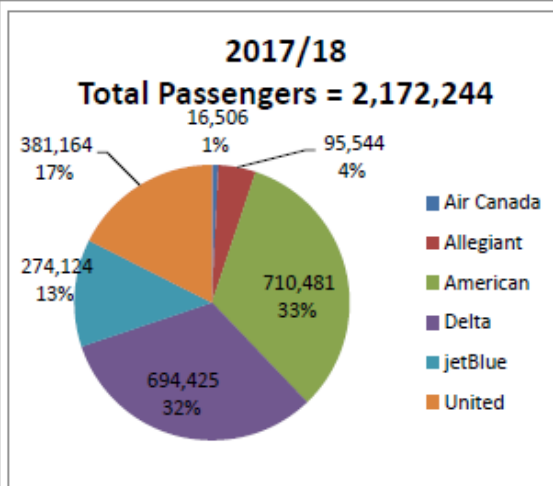


(Fiscal Year 2017-2018)

✈ Passenger Traffic

SYR

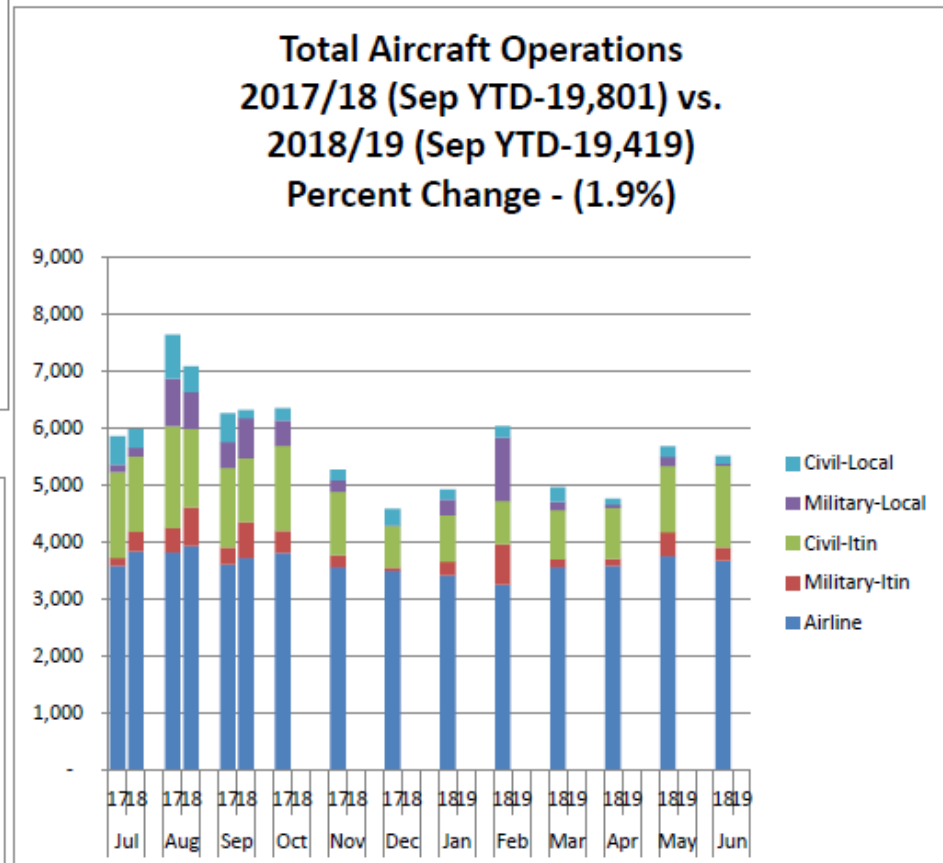
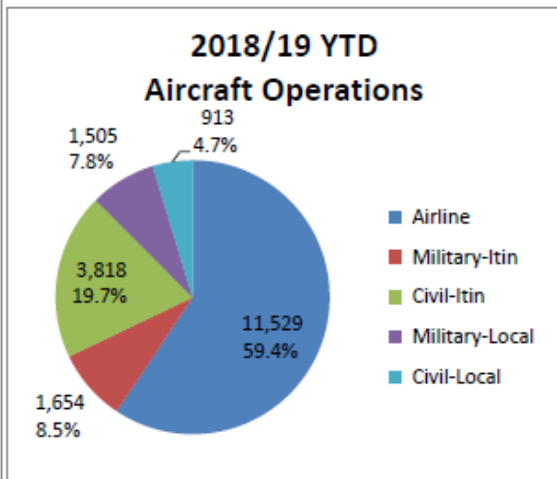
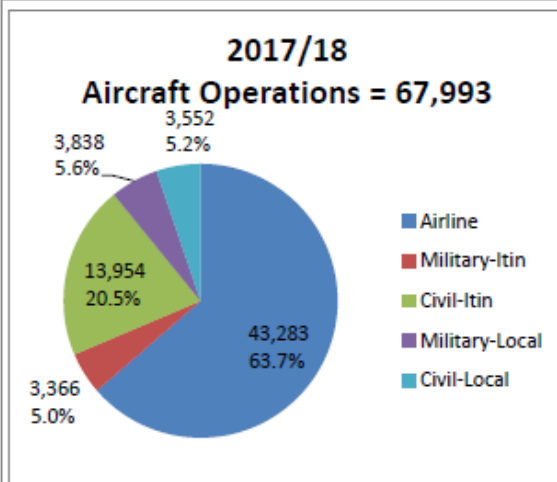
(As of 10/22/18)



✈ Aircraft Operations

SYR

(As of 10/22/18)

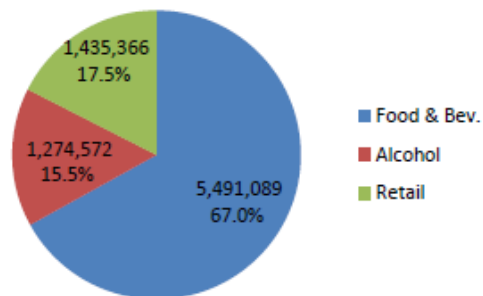


✈ Concession Sales



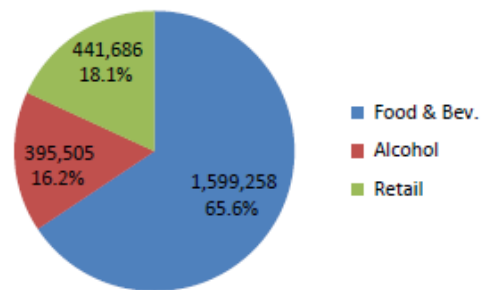
(As of 10/22/18)

2017/18 Total Sales = \$8,201,027



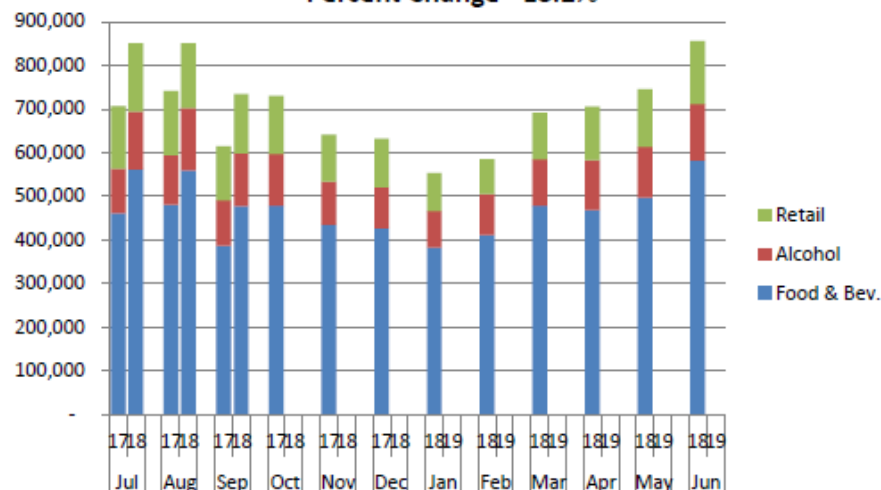
Sales per Enplaned Passenger = \$7.55

2018/19 YTD Total Sales

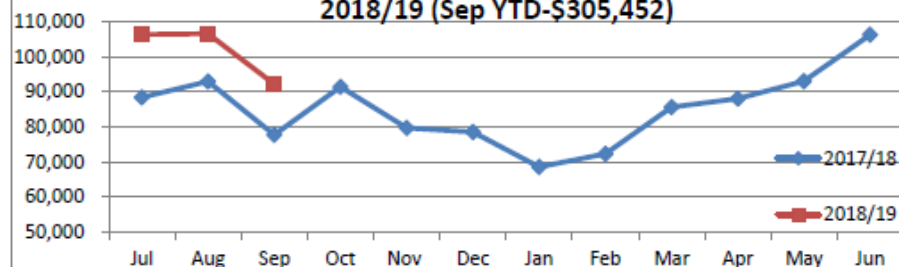


YTD Sales per Enplaned Passenger = \$7.72

Concession Sales 2017/18 (Sep YTD-\$2,061,857) vs. 2018/19 (Sep YTD-\$2,436,450) Percent Change - 18.2%



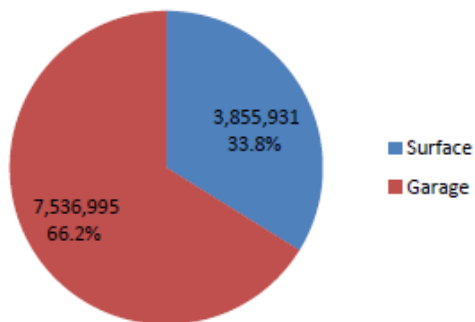
Concession Revenue 2017/18 (Sep YTD-\$259,313) vs. 2018/19 (Sep YTD-\$305,452)



✈ Parking Revenue

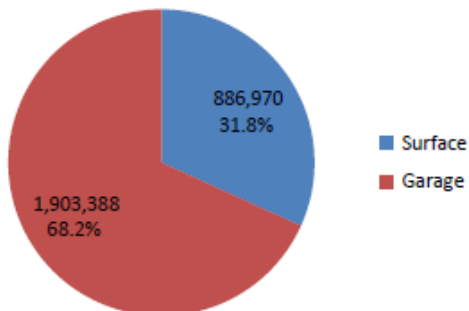


2017/18
Total Revenue = \$11,392,926



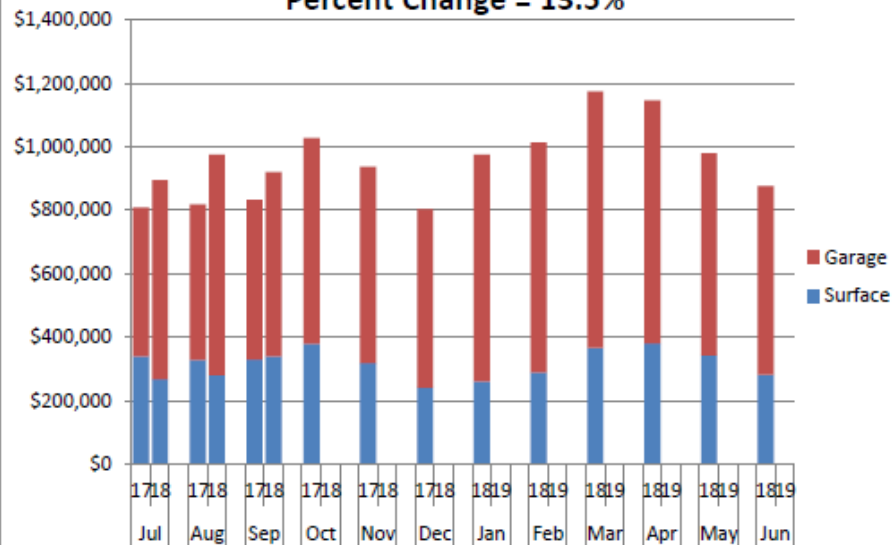
Revenue per Enplaned Passenger = \$10.49

2018/19
YTD Revenue

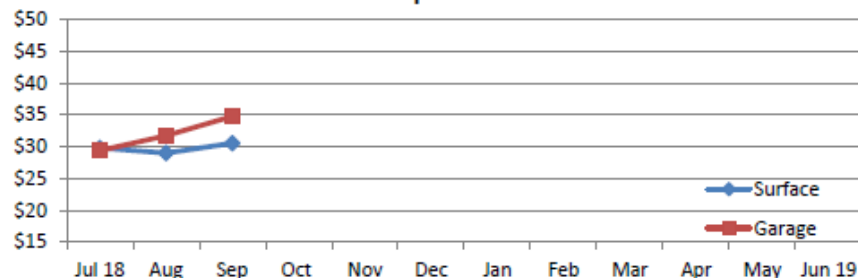


YTD Revenue per Enplaned Passenger = \$8.85

Parking Revenue
2017/18 (Sep YTD-\$2,459,176) vs.
2018/19 (Sep YTD-\$2,790,358)
Percent Change = 13.5%



Revenue per Transaction

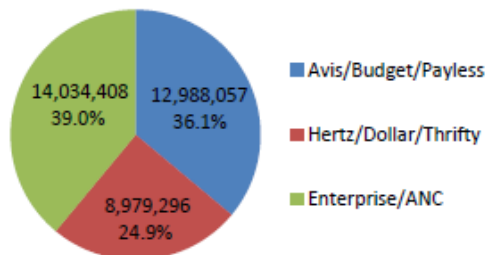


(As of 10/22/18)

✈️ Car Rental Revenue

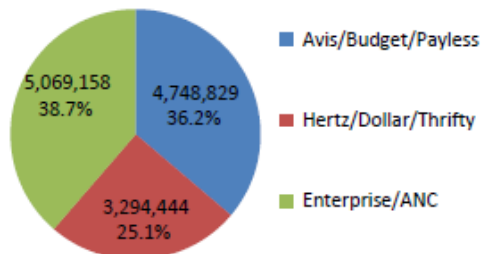


2017/18
Total Revenue = \$36,001,762



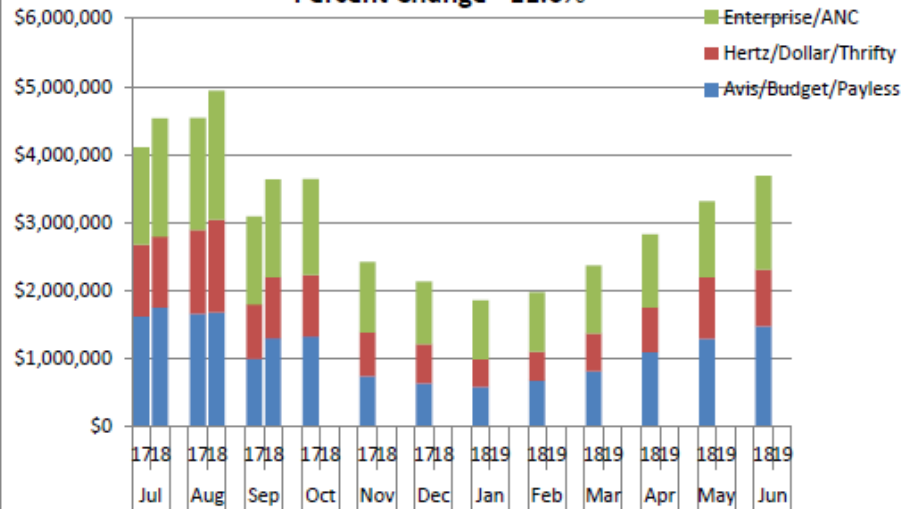
Revenue per Enplaned Passenger = \$33.16

2018/19
YTD Revenue

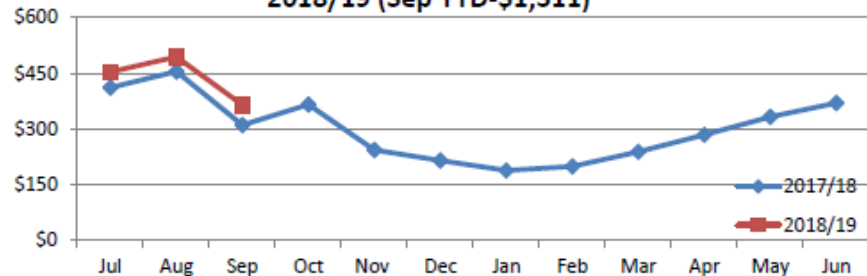


YTD Revenue per Enplaned Passenger = \$41.57

Car Rental Revenue
2017/18 (Sep YTD-\$11,749,316) vs.
2018/19 (Sep YTD-\$13,112,431)
Percent Change - 11.6%



SRAA Revenue (\$000)
2017/18 (Sep YTD-\$1,175) vs.
2018/19 (Sep YTD-\$1,311)

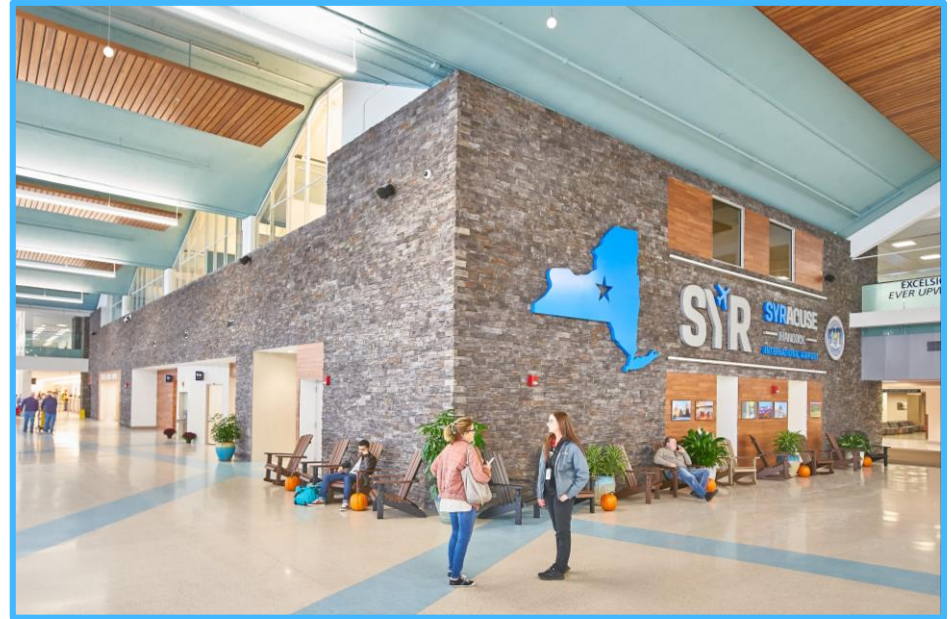


(As of 10/30/18)

FAQ



- ✈ Exit Portals
- ✈ Southwest Airlines
- ✈ Fares
- ✈ Parking Garage
- ✈ Curbside Parking
- ✈ TSA checkpoint
- ✈ Curbside Canopy
- ✈ Ground Transportation



QUESTIONS

SYR

The screenshot shows the SYR Syracuse website. At the top, there's a navigation bar with links like 'Home', 'About Us', 'FAQ', 'Report Issue', 'Parking & Transportation', 'News', and 'Hours'. Below this is a large banner with the text 'NONSTOP TO DEN' and 'NONSTOP'. A red banner below the main content area contains links for 'Construction Updates', 'Without fear or other special assistance', and 'Parking, pickup, and drop-off fees charged'. The main content area features a table of flight information with columns for flight number, carrier, origin, scheduled departure, arrival, and status. The table lists several flights to Denver (DEN) and Fort Myers/Punta Gorda (FMY/PNG).

Flight	Carrier	Origin	Scheduled	Arrival	Status
DL 1501	DL	MEMPHIS (MEM)	1:16 pm	3:00 pm	on time
DL 1502	DL	PHILADELPHIA (PHL)	1:17 pm	3:01 pm	on time
DL 1503	DL	ATLANTA (ATL)	1:18 pm	3:02 pm	on time
DL 1504	DL	CHICAGO (MDW)	1:19 pm	3:03 pm	on time
DL 1505	DL	NEW YORK (LGA)	1:20 pm	3:04 pm	on time
DL 1506	DL	WASHINGTON (DCA)	1:21 pm	3:05 pm	on time
DL 1507	DL	MIAMI (MIA)	1:22 pm	3:06 pm	on time
DL 1508	DL	LOS ANGELES (LAX)	1:23 pm	3:07 pm	on time
DL 1509	DL	SAN FRANCISCO (SFO)	1:24 pm	3:08 pm	on time
DL 1510	DL	SEATTLE (SEA)	1:25 pm	3:09 pm	on time
DL 1511	DL	PORTLAND (PDX)	1:26 pm	3:10 pm	on time
DL 1512	DL	MINNEAPOLIS (MSP)	1:27 pm	3:11 pm	on time
DL 1513	DL	DETROIT (DTW)	1:28 pm	3:12 pm	on time
DL 1514	DL	CLEVELAND (CLE)	1:29 pm	3:13 pm	on time
DL 1515	DL	PITTSBURGH (PIT)	1:30 pm	3:14 pm	on time
DL 1516	DL	BUFFALO (BUF)	1:31 pm	3:15 pm	on time
DL 1517	DL	ALBANY (ALB)	1:32 pm	3:16 pm	on time
DL 1518	DL	SARASOTA (SRQ)	1:33 pm	3:17 pm	on time
DL 1519	DL	FORT MYERS (FMY)	1:34 pm	3:18 pm	on time
DL 1520	DL	PUNTA GORDA (PNG)	1:35 pm	3:19 pm	on time

flysyracuse.com

The screenshot shows the SYR Twitter profile page. The header includes the SYR logo and the text 'SYRious NONSTOP DESTINATIONS TO'. Below this is a tweet from @flightsyracuse, which says 'We're excited to announce that...'. The page also shows a list of tweets and a sidebar with links to the SYR website and other social media platforms.

[twitter](https://twitter.com/flightsyracuse)

The screenshot shows the SYR Facebook profile page. The header includes the SYR logo and the text 'SYRious NONSTOP DESTINATIONS TO'. Below this is a post from SYR, which says 'We're excited to announce that...'. The page also shows a list of posts and a sidebar with links to the SYR website and other social media platforms.

[Facebook](https://www.facebook.com/flightsyracuse)

The screenshot shows the SYR Instagram profile page. The header includes the SYR logo and the text 'SYRious NONSTOP DESTINATIONS TO'. Below this is a post from SYR, which says 'We're excited to announce that...'. The page also shows a list of posts and a sidebar with links to the SYR website and other social media platforms.

[Instagram](https://www.instagram.com/flightsyracuse)

THANK YOU!