



FY22 BUDGET REQUEST

August 25, 2021

SUN VALLEY
AIR SERVICE BOARD



KEY TRENDS WE ARE MONITORING

NATIONAL TRENDS

- **BIG QUESTION: COVID-19 surge: how might this impact fall and winter travel?**
- **Destination Analysts Consumer Travel Index findings (8/23)**
- Even with high vaccination rates among travelers, the Delta variant situation is casting a heavy shadow.
- Business travel may not bounce back as fast this fall as initially predicted.
- A small gain in optimism about where the pandemic is heading in the next few months hints at slight rebounds in travel sentiment.
- 80% of Americans still have trip plans. **For ski, nearly 2/3 of traveling skiers who have a regular ski destination they travel to say they are likely to visit that destination this season.**

KEY TRENDS WE ARE MONITORING

RESORT & AIR TRENDS

- SUN passengers by air were higher April through June (2021 vs 2019) and strong for the peak July/August period.
- SUN area lodging and air bookings looking solid for fall
- Airlines reporting slow-down in bookings in recent weeks as Delta variant surges.
- Resort air capacity is increasing for this coming winter, most resorts have more flights and seats
- Jet fuel prices/availability may further increase cost of air travel; so far availability has not impacted SUN.



FY22 STRATEGIC GOALS

STRATEGIC GOALS

- **Maintain core nonstop flight routes; adapt as needed**
- **Enhance frequency in winter-fall-spring** to increase year-round convenience for local residents & visitors
- **Target VSV marketing efforts** by route & season to optimize load factors and minimize MRG risk.
- **Continue to increase awareness** of SUN air service options to local residents.
- **Gather & analyze data for decision making:** Air passenger surveys, trend and demand monitoring, competitive analysis/tracking
- Track and report results

KEY PARTNERS

- Sun Valley Air Service Board
- Fly Sun Valley Alliance
- Visit Sun Valley
- Sun Valley Resort
- SUN Airport
- Local Businesses & Community

SUN WINTER AIR SERVICE SUMMARY

NEW FLIGHT LANDING PROCEDURE SHOULD CONTINUE TO LIMIT DIVERSIONS



SEA flights 2x week in fall; daily in winter



- SLC 3x daily flights year-round, 4x daily holidays
- LAX daily



- DEN daily fall, winter, plus additional winter frequency peak periods
- LAX and SFO daily
- ORD daily holidays, 2x week Jan/Feb, daily March

WINTER 2021/22 SEAT CAPACITY OVERVIEW

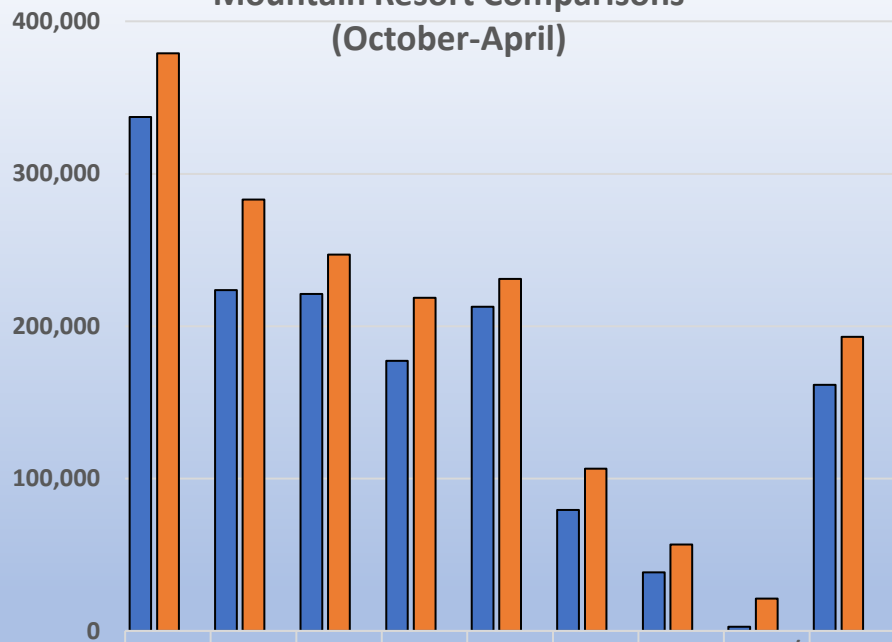
MOUNTAIN RESORTS

**As of 8/21*

Not all flights loaded yet

Airlines still working on winter schedules

Mountain Resort Comparisons
(October-April)



Change	12%	27%	12%	23%	9%	34%	48%	647%	19%
--------	-----	-----	-----	-----	----	-----	-----	------	-----

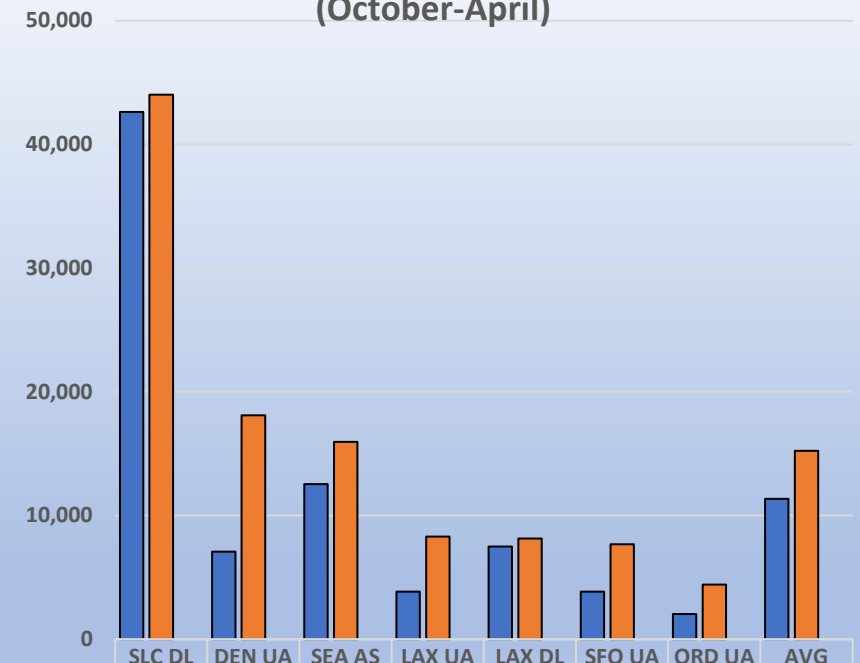
SUN BY FLIGHT ROUTE

Largest increase is due to DEN daily fall

LAX & SFO back to daily from 2x week

ORD daily in March

SUN by Flight Route
(October-April)



Change	3%	156%	27%	115%	9%	99%	117%	34%
--------	----	------	-----	------	----	-----	------	-----

1% LOT FSVA & VSV BUDGET PROCESS



Jointly plan for Air Service based on best strategic opportunities & projected costs for air service & marketing

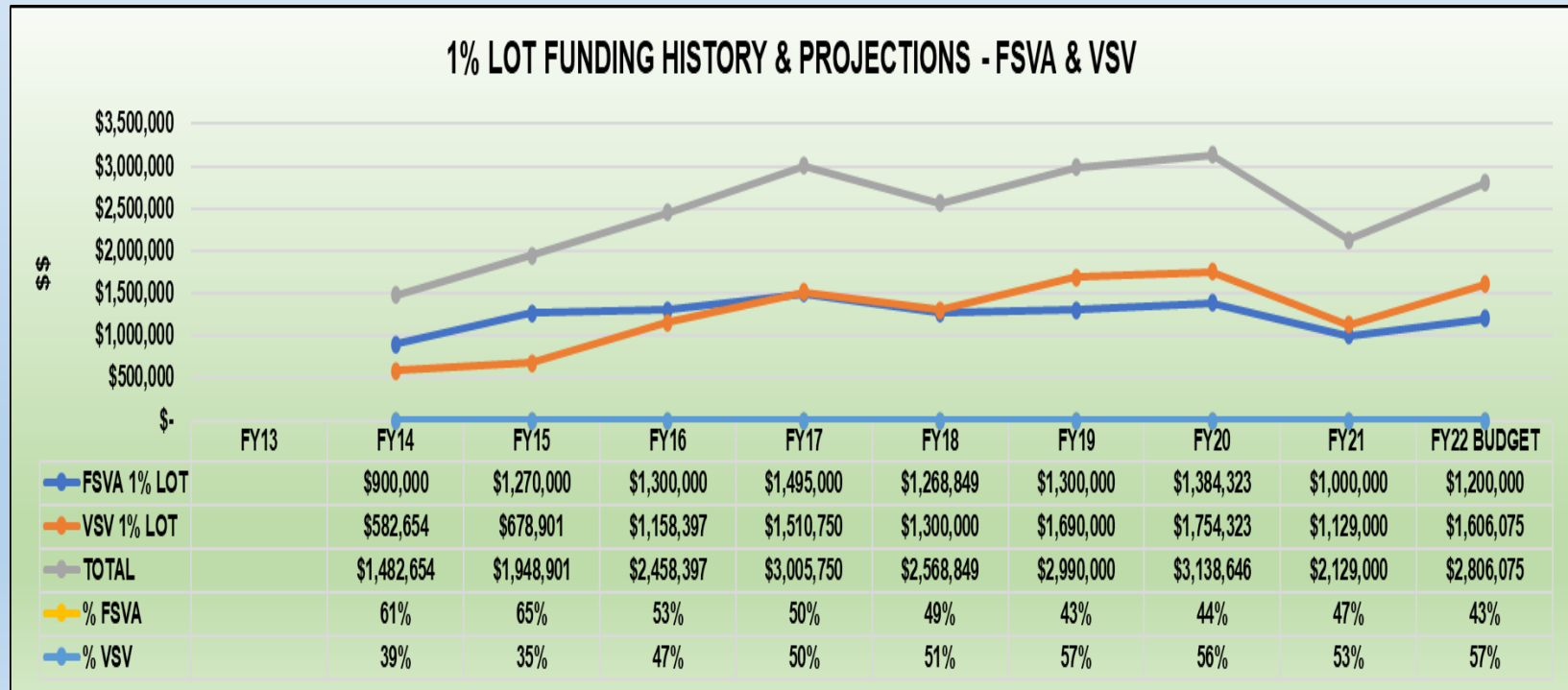
Determine amount available based on projected/budgeted 1% LOT funds

Ensure air service and marketing projected costs are feasible within amount of projected/budgeted 1% LOT funds

FSVA-VSV PROPOSED 1% LOT FUNDING

SVASB FY22 BUDGET

- **Total for Contracts: \$2,805,075**
- FSVA Contract: \$1,200,000 43%
- VSV Contract: \$1,605,075 57%



FSVA 1% LOT BUDGET PROPOSED

FSVA 1% LOT ASB CONTRACT BUDGET (FY22)

FSVA CONTRACT INCOME	FY22 1% LOT Budget
1% LOT Revenues/ASB Contract for Services	\$ 1,200,000
Interest	\$ 4,000
TOTAL INCOME	\$ 1,204,000

FSVA AIR SERVICE DEVELOPMENT EXPENSE

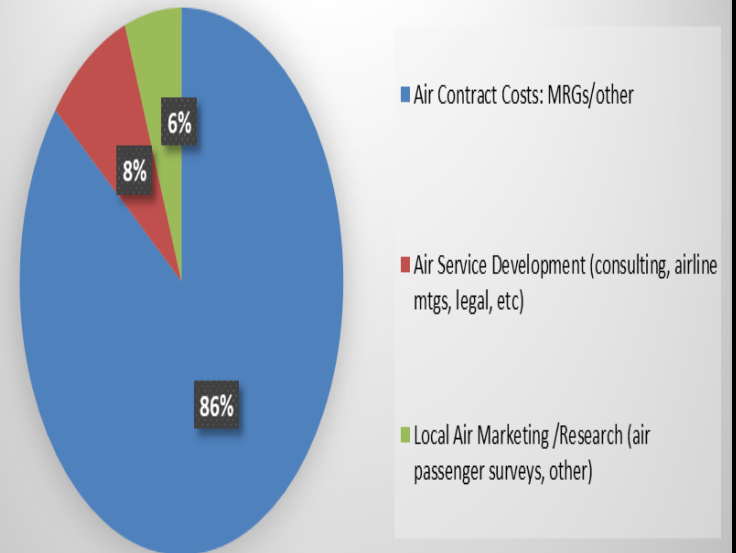
Air Contract Costs: MRGs/other	\$ 904,000
Air Service Development (<i>consulting, airline mtgs, legal, etc</i>)	\$ 90,000
Local Air Marketing /Research (<i>air passenger surveys, other</i>)	\$ 60,000
TOTAL EXPENSE	\$ 1,054,000
Contingency/Reserves	\$ 150,000

RESERVE SUMMARY

FY21 LOT Reserve Balance (<i>projected</i>)	\$ 2,185,000
---	--------------

Note: a portion of the reserves are restricted due to LOC

FY20 FSVA AIR SERVICE DEVELOPMENT EXPENSE



AN IMPORTANT INVESTMENT FOR OUR COMMUNITY

THANK YOU!

FLY SUN



IMPROVING AIR SERVICE TO SUN VALLEY

Fly SUN ✈️ Nonstop to DEN • LAX • ORD • SEA • SFO • SLC ✈️ ONE STOP TO THE WORLD

Alaska



DELTA

UNITED



SUN WINTER AIR SERVICE SUMMARY

WINTER 2021-22 SUN VALLEY (SUN) NON-STOP FLIGHT SCHEDULE

Flight times and dates may be subject to change. Please check airline websites for most current information.

www.alaskaair.com

www.delta.com

www.united.com

As of 8/23/2021

CITY	AIRPORT	AIRLINE	PLANE	DEPARTS CITY	ARRIVES SUN	DEPARTS SUN	ARRIVES CITY	FREQUENCY	DATES	DETAILS
Salt Lake City	SLC	 DELTA	E175			7:35am	8:30am	Daily		
		 DELTA	E175	11:00am	12:10pm	12:55pm	2:00pm	Daily		
		 DELTA	E175	1:40pm	2:45pm	3:25pm	4:30pm	Daily		
		 DELTA	E175	8:55pm	9:55pm					
Seattle	SEA	 Alaska	Q400	8:00am	10:40am	11:20pm	12:15pm	2x Week	Oct 3-Nov 18	Sunday/Thursday
		 Alaska	Q400	9:00am	11:50am	12:30pm	1:20pm	Daily	Dec 16-Mar 16	
		 Alaska	Q400	1:55pm	4:45pm	5:25pm	6:15pm	5x week	Dec 16-Apr 30	Thursday- Monday
		 Alaska	Q400	4:00pm	6:40pm	7:25pm	8:25pm	2x week	Nov 21-Dec 12	
Los Angeles	LAX	 UNITED	E175	12:40pm	3:45pm	4:30pm	6:00pm	Daily	Dec 16-Mar 26	
		 DELTA	E175	11:30am	2:40pm	1:30pm	2:52pm	Daily	Dec 18-April 3	
San Francisco	SFO	 UNITED	E175	10:30am	1:35pm	2:15pm	3:30pm	Daily	Dec 16-Mar 26	
Denver	DEN	 UNITED	E175	11:30am	1:35pm	2:30pm	4:20pm	Daily	Oct 1-Mar 27	
		 UNITED	E175	7:00pm	9:05pm	7:00am	8:50am	Daily	Dec 16-Jan 3; Mar 4-Apr 3	
		 UNITED	E175					Fri/Sat	Jan 7-Feb 26	
Chicago	ORD	 UNITED	E175	8:50am	11:45am	12:40pm	5:00pm	Daily	Dec 16-Jan 3	
		 UNITED	E175					Sat/Sun	Jan 8-Feb 27	
		 UNITED	E175					Daily	Mar 4-26	

IMPROVING AIR SERVICE TO SUN VALLEY  www.flysunvalleyalliance.com

