

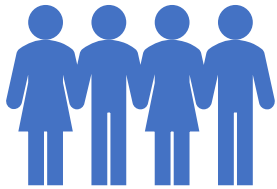
FSVA UPDATE & FY23 BUDGET REQUEST

FOR SUN VALLEY AIR
SERVICE BOARD

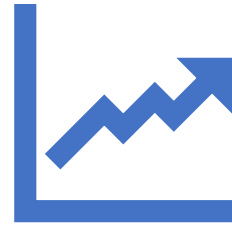
December 14, 2022



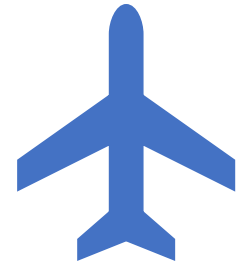
GOOD AIR SERVICE is IMPORTANT



LOCALS



BUSINESS



TOURISM

FSVA SUN AIR PROGRAM SUCCESSES

NEW FLIGHTS – NEW AIRCRAFT

6 NONSTOP ROUTES

New United flights
DEN, SFO, ORD, LAX

Regional jets
Alaska jet service as of 10/22



EXPANDED FLIGHTS – YEAR-ROUND & SEASONAL

DEN & SEA: now
year round

SLC: 2-3x daily
year round

LAX, SFO: now
winter/summer/fall

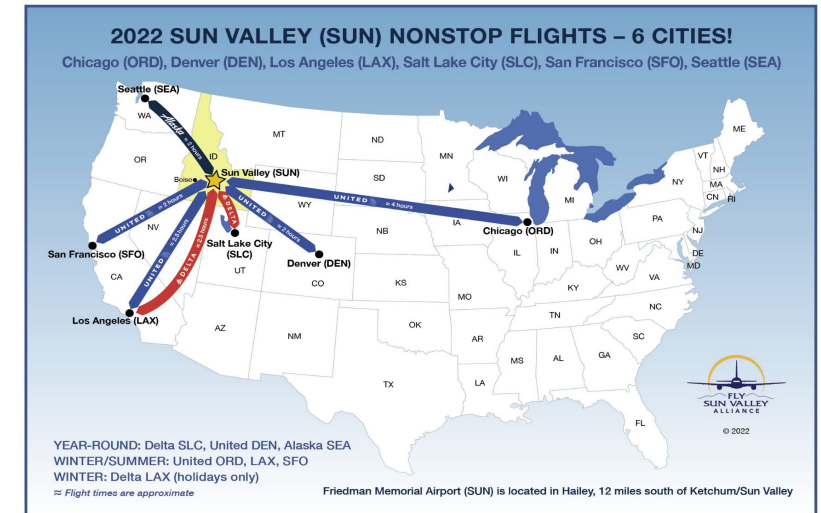
ORD: now winter &
summer



MORE SEATS – IMPROVED FLIGHT RELIABILITY

More seats and passengers

Much improved winter flight reliability



2023-25 CHALLENGES & STRATEGIC GOALS

CURRENT CHALLENGES

- **Airline industry: high fuel costs, labor shortage**
 - ❖ More competition for routes, maintaining air service is challenging
- **Recession on horizon? How will demand be affected?**

FSVA STRATEGIC GOALS

- **Maintain core nonstop flight routes**
- **Increase flight frequency, esp in winter-fall-spring**
 - Improve year-round convenience for local residents & visitors
- **Increase awareness** of SUN air service options to local residents
- **Ensure sustainable funding**



2022-23 SUN AIR SERVICE SUMMARY

YEAR-ROUND SERVICE

- SLC 2-3x daily
- DEN 1-2x daily
- Increase SEA frequency in spring and fall



WINTER

- Increase ORD frequency to daily winter (2x week in Jan)
- Maintain SLC, SFO, LAX, DEN daily

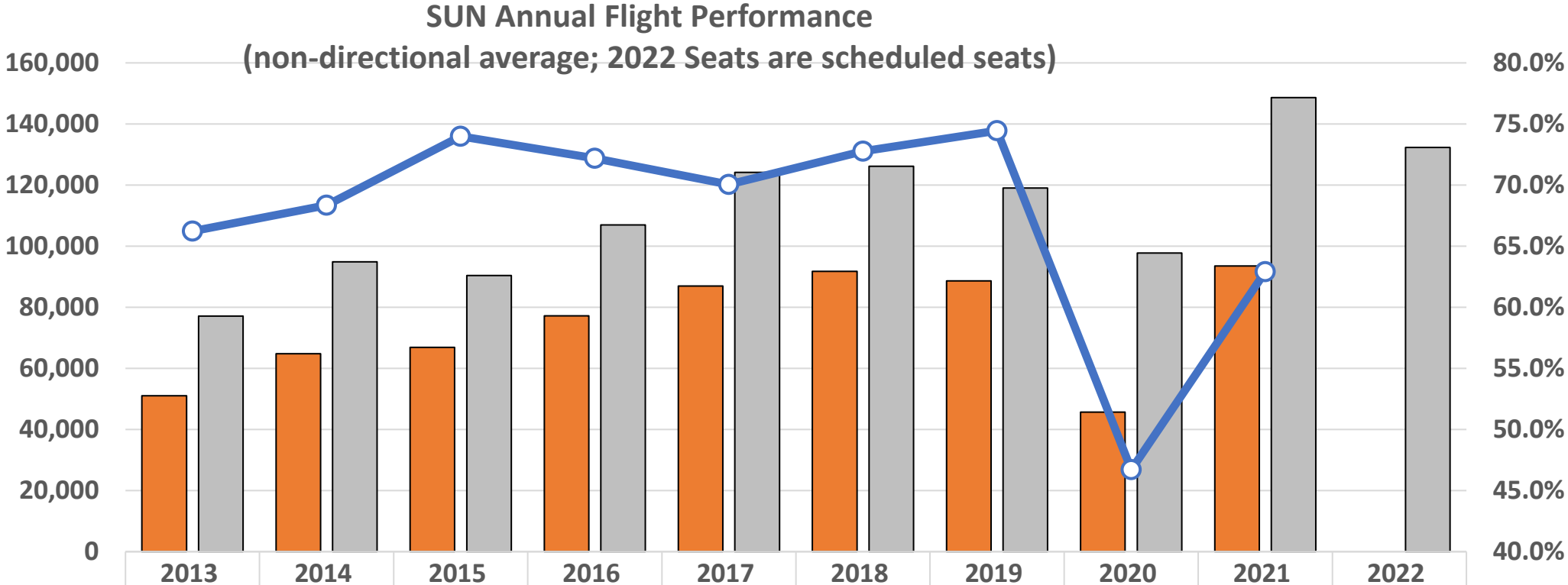


SUMMER/FALL

- Maintain summer daily flights on all nonstop routes
- Increase ORD frequency in summer
- Increase LAX, SFO, SEA frequency in fall



SUN ANNUAL FLIGHT PERFORMANCE



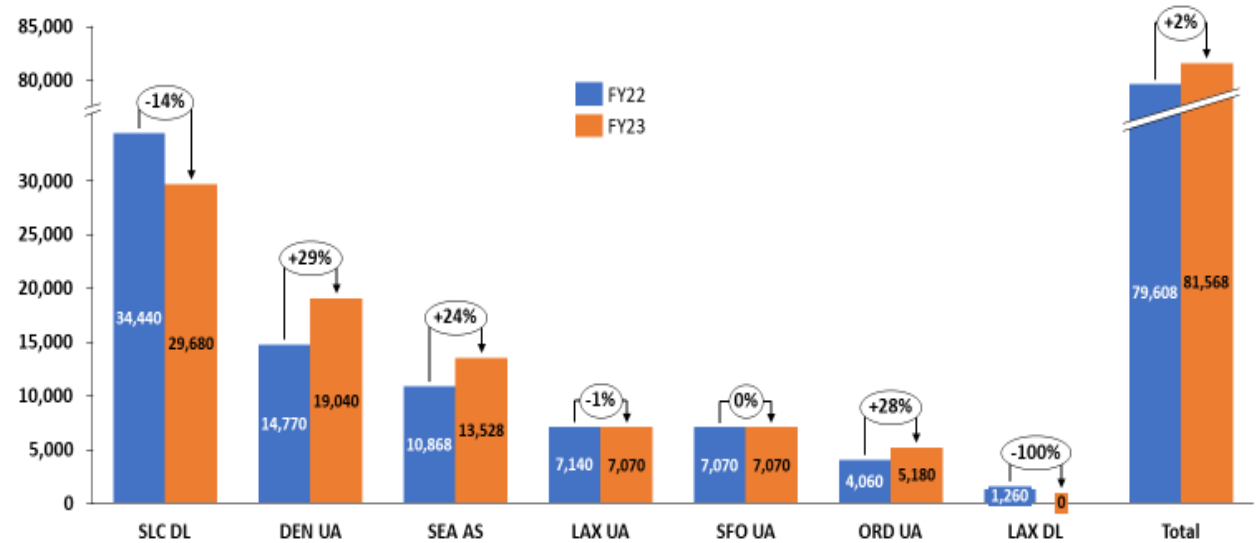
Passengers	51,032	64,817	66,869	77,191	86,972	91,769	88,643	45,640	93,511	
Seats	77,069	94,844	90,383	106,938	124,151	126,130	119,055	97,719	148,644	132,330
Load Factor	66.2%	68.3%	74.0%	72.2%	70.1%	72.8%	74.5%	46.7%	62.9%	

SUN WINTER 2022/23 – # SEATS BY ROUTE

Key flight frequency changes:

- **DEN:** 1-2 flights/ day
(2 flights/day during holidays, Feb 10-Mar 25)
- **SEA:** 1-2 flights/day
(2 flights/day, 5x/week, Xmas & Feb 16-March 15)
- **ORD:** 1 flight/day
(exception: 2x flights/week Jan 7-Feb 5)
- **SLC:** 2 flights/day
(Reduced from 3x day due to system-wide regional jet pilot shortages)

SUN Winter Capacity Changes (October-April)



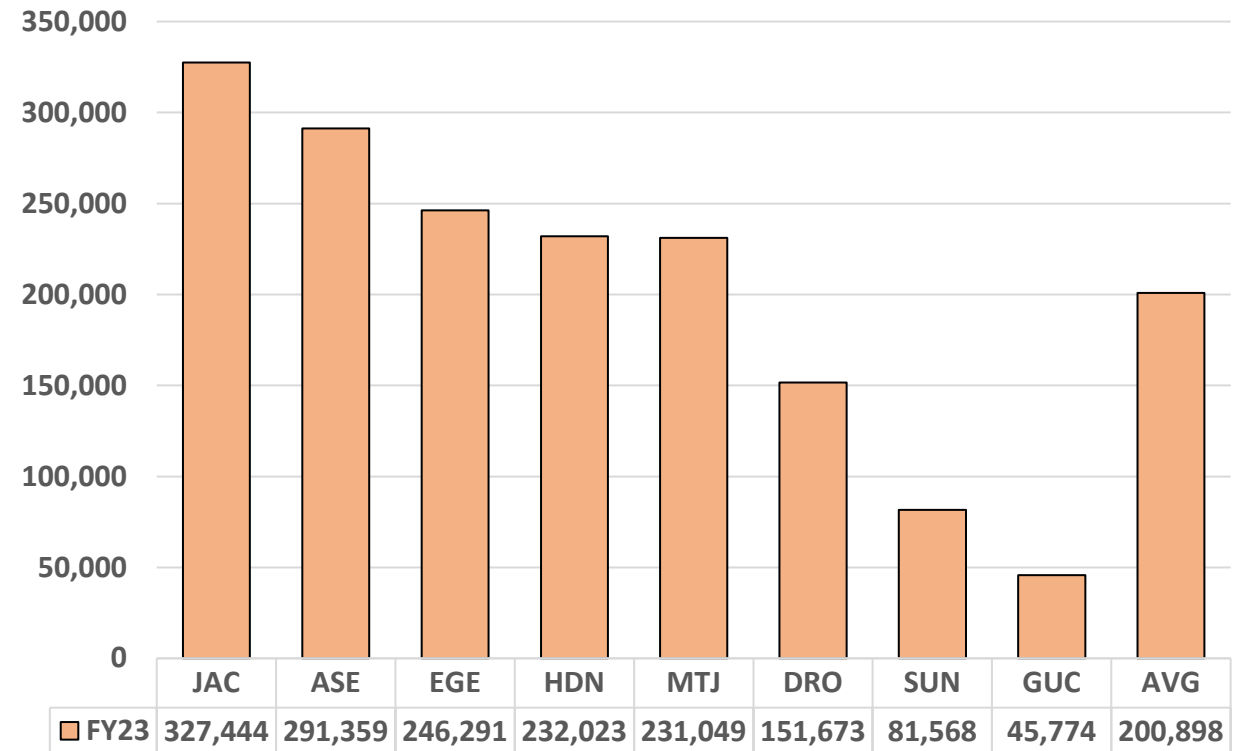
THE COMPETITION – OTHER RESORT AIR SERVICE

- **We have made great progress, but stiff competition remains**

(changes in capacity from last winter season)

- JAC: Jackson Hole 2%
- ASE: Aspen 5%
- EGE: Vail 9%
- HDN: Steamboat Springs -3%
- MTJ: Montrose/Telluride 1%
- DRO: Durango/Purgatory 5%
- SUN: Sun Valley 2%
- GUC: Gunnison/Crested Butte -13%

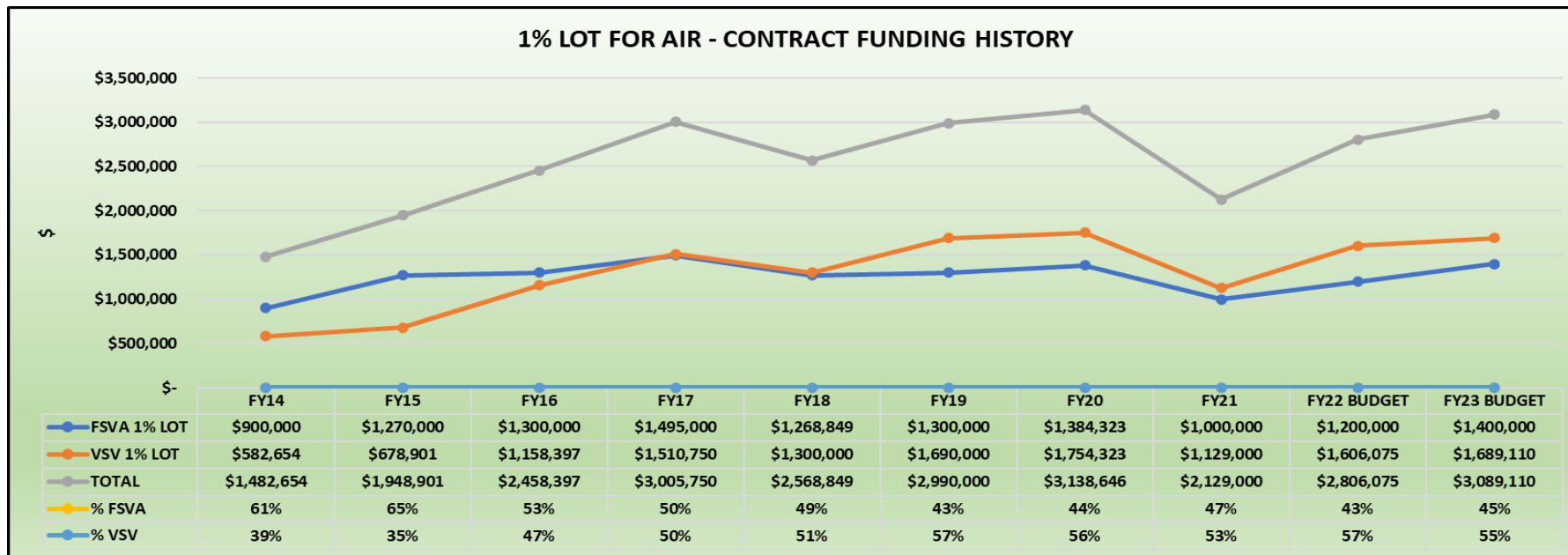
Mountain Resort Comparisons
(October-April as of October 30, 2022)



FY23 PROPOSED FUNDING REQUEST

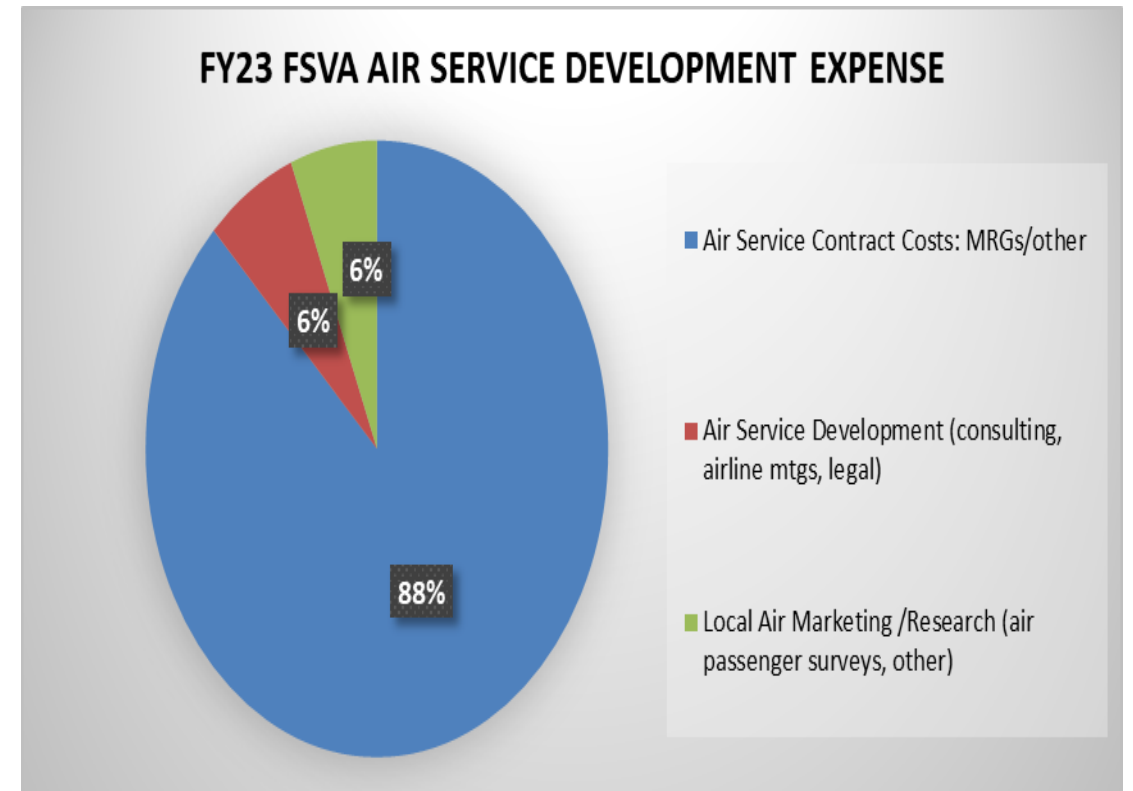
SVASB FY23 BUDGET – CONTRACTS for SERVICE

- **Total for Contracts for Service:** **\$3,089,110**
 - FSVA Contract **\$1,400,000**
 - VSV Contract (to include \$30K for Discover WRV Chamber) **\$1,689,110**



FY 23 BUDGET REQUEST - FSVA

FSVA 1% LOT ASB CONTRACT BUDGET FY23	
FSVA CONTRACT INCOME	
	FY23 1% LOT Budget
1% LOT Revenues/SVASB Contract for Services	\$ 1,400,000
Interest	\$ 2,000
TOTAL INCOME	\$ 1,402,000
FSVA AIR SERVICE DEVELOPMENT EXPENSE	
Air Service Contract Costs: MRGs/other	\$ 1,227,000
Air Service Development (consulting, airline mtgs, legal)	\$ 90,000
Local Air Marketing /Research (air passenger surveys, other)	\$ 85,000
TOTAL EXPENSE	\$ 1,402,000
RESERVE SUMMARY	
FY21 FSVA 1% LOT Reserves	\$ 2,320,268
<i>Note: a portion of reserves are restricted due to LOC</i>	



AIR SERVICE IS AN IMPORTANT INVESTMENT FOR OUR COMMUNITY – OUR QUALITY OF LIFE – OUR ECONOMY

FLY SUN VALLEY ALLIANCE STRATEGIC AIR SERVICE PARTNERS



Plus.....

The Wood River Valley Community
Over 100 Local Businesses

THANK YOU - QUESTIONS?

