



Capital Region Airport Authority

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Introduction



Authority Organizational Structure

- o **Capital Region Airport Authority was established by State Statute in 1971.** (Capital City Airport was previously owned by the State of Michigan.)
- o **Ingham County and the City of Lansing are the founding members.**
- o **Owns and operates Capital City Airport and Mason Jewett Field.**
- o **Has a six (6) member Board of Directors.**
 - **Three (3) appointed by the City of Lansing**
 - **Three (3) appointed by Ingham County**

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Authority Staffing Detail

(as budgeted)

- o **Total Authorized Positions – 53**
 - **Administration** (including Mason Jewett staffing): **10**
 - **Terminal Maintenance :** **5**
 - **Airfield Maintenance:** **11**
 - **Public Safety (Police / Fire):** **17**
 - **Operations:** **10**

Note: The current Director of Operations position is listed as authorized under Public Safety but is unfunded in the 2008 budget.

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Authority Budget Summary

- o **2007- 2008 Budget:** **\$13,907,678**
- **Operating Revenues** - - - - - **\$ 7,509,320**
- **Operating Expenses** - - - - - **\$ 7,058,058**
- **Capital Improvements** - - - - - **\$ 7,741,705**
- **Current Mill Levy Requirement** - - - - **\$ 4,928,950**
- **Bond Debt: 2006 Annual Payment** - - - **\$ 1,400,000**
 - Bond Issue 2002B – \$ 15,330,000 – Payoff 7/1/21

Note: The above are total amounts that are not intended to be cumulative.



Airport Facilities are sufficient to support development.

- o **Terminal Building:**
 - 161,000 square feet.
 - Nine boarding gates (5 Jetways, 5 regional jet)
 - Available Ticket Counter
- o **Public Parking** – 1500 spaces.
- o **Primary Runway** – 8,001 feet.
 - Parallel Runway - 3,600 Feet.
 - Diagonal Runway - 5,000 Feet.
- o **Development ready Hangar Sites.**
- o **Dedicated Air Cargo facilities.**
- o **Mainline Railroad access.**
- o **80 – 120 Acre Commerce Park** with industrial and aviation developable sites.



Current Passenger Market Characteristics

- o **Market Service Area - Population 3.6 million**
(60 mile radius around Lansing)
- o **Student Population – 100,000+**
- o **Regional Business Travel Trust – 170 Corporations**
- o **FlyLansing.com membership – 90,000**
- o **Total Passengers Served (2005) – 610,000**
- o **Total Airport Visitors Annually – 1.8 million**
(Average of 2 people accompanying each passenger)



Current Base of Airline Business

(Passenger & Cargo)

- o **Passenger Services:** Flights to five (5) large hub airports.
 - **Northwest:**
 - *Detroit (6 flights)*
 - *Minneapolis (1 flight resumes November 4th)*
 - **Delta:**
 - *Cincinnati (2 flights)*
 - *Atlanta (1 flights) [Supported by Authority Revenue Guarantee]*
 - **United :** *Chicago (5 flights)*
 - **Allegiant Air:**
 - *Las Vegas (2 flights weekly – MD80 aircraft)*
 - *Orlando (2 flights weekly – MD80 aircraft)*
 - *Tampa / St. Petersburg (2 flights weekly – MD80 aircraft)*
- o **Two Air Cargo Airlines:**
 - **UPS** regional hub operation serving the entire State of Michigan.
4 / 6 B757 – DC8 jet flights daily
 - **Martinaire Aviation** – 11/12 small cargo flights feeding UPS.



Three Nonstop flights to Cleveland

Departures:

8:04 am
1:01 pm
6:41 pm

Arrivals:

11:31am
4:50 pm
8:45 pm

- o Commences on May 4, 2008
- o Introductory fare of \$198 round trip to Cleveland
 - Purchase by September 28, 2007



The most critical Airport Authority Issue
Economic Loss Due to “Leakage”
(Travelers using another community’s airport)

- o **Estimated 2006 “Leakage” = 162,000 passengers per year.**
- o **Airline / Airport Revenues lost to competing airports:**
 - **\$53 million annually.**
 - **\$135,000 daily.**
- o **162,000 passengers through the Capital City Airport would generate:**
 - **6 additional DC9 flights daily, or**
 - **16 additional Regional Jet flights daily.**



Commercial Airport Support Services



Commercial Support Services

o Rental Car

- **Avis**
- **Hertz**
- **National**
- **Budget**
- **Enterprise (Off Airport)**

o Terminal Food, Beverage, And Gift

- **Air Host (National Provider)**



Commercial Support Services (cont.)

- **Public Parking Current Provider**
 - **Standard Parking (National Provider)**
 - **Largest Revenue of Support Services (\$1.6 Million Annually)**

- **Terminal Building Advertising Displays**
 - **Interspace Airport Advertising**
 - **Includes Wall Displays, Auto Displays, Ground Transportation Board, Specialty Displays**



Commercial Support Services (cont.)

- **FBO-(Fixed Base Operation)**
 - **Provides commercial aviation fueling and ground servicing to passenger and cargo airlines frequenting the Airport**
 - **Provides services for visiting corporate aircraft and passengers – freight.**
 - **Provides aircraft maintenance and pilot services.**
- **Current Provider**
 - **AvFlight - Lansing**



Commercial Support Services (cont.)

- **Ground Transportation Includes:**
 - **Taxi Cabs**
 - **Limousine Services**
 - **Courtesy Transportation**
 - i.e. Hotels, University Shuttles
 - **Bus Transportation**
 - Metro Transit
 - Charter
 - **Activities Regulated Under Airport Permit Process**



Long-Term Development



Critical Passenger Development Challenges for 2007 - 2008

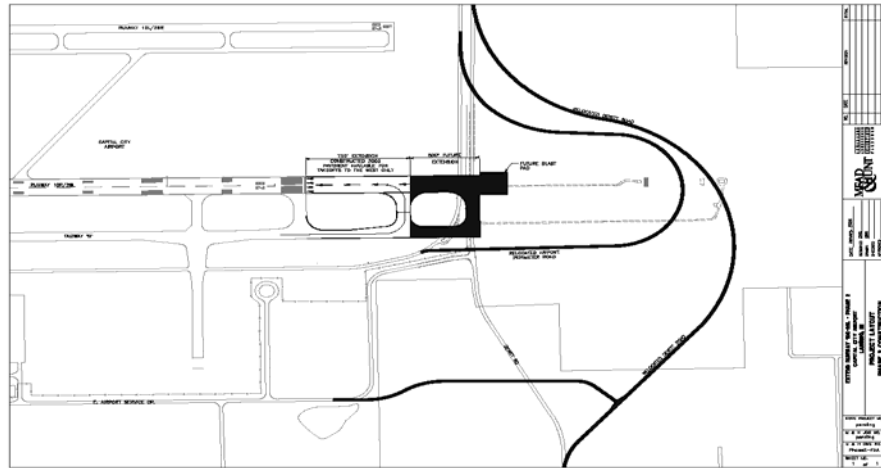
- Continue research into international passenger development.
 - Federal Inspection Station
 - International leisure passenger service (Mexico / Caribbean).
 - International business passenger service (i.e. through Canada).
- Promote continued diversification of passenger air service:
 - Recruit other carriers (existing or new) to fill voids in flight schedules.
 - New westbound air service.
 - Reintroduce Washington DC service
 - Address delays & cancellations through Chicago.
- Update the Authority website (www.FlyLansing.com)



Critical Non-Passenger Developmental focus for 2007-2008

- Air cargo aircraft parking ramp expansion.
- Primary runway extension to 8500 feet.
- Continue International cargo / distribution development.
 - Foreign Trade Zone
 - Port of Entry designation.
 - Michigan international cargo flow study.
 - Development of a Michigan freight forwarder data base.
- Establishment of a Corporate Aviation hangar development program.
- Establishment of a Corporate aviation marketing program.
- Initiate Request for Proposals for Car Rental and Parking Lot concessions.

Primary Runway Extension / DeWitt Road Relocation



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Key Developments Scheduled in the 5 – 15 year Master Plan

- **Construction of a new Terminal Building and related passenger service facilities.**
 - Core of current terminal constructed in 1958.
 - Projected need to reduce energy costs.
 - Projected need to reduce traffic congestion as trucking related to air cargo and distribution growth expands.
- **Construction of a northern east – west parallel runway.**
 - Necessary to meet projected expanded flight capacity as air cargo grows.

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Additional Airport Services



Welcoming Guests

- Information Center staffed with Volunteers
 - Open generally from 8AM – 8PM, Daily
- Welcome Signage
 - Room for standing signs, welcome banners and table top banners
- Table set-up to greet arriving or departing passengers
- For assistance in groups email, info@craa.com



Business Center

- Free Entry – Near Gate 6
- Conference Room
- Snacks
- Quiet and Individual Work Stations
- Free Wireless Internet
- Arrival and Departure Information
- CNN
- Fax and Copier Service



Discount Parking – www.flylansing.com

- Must be a member of the web site.
- Activate your account!
- Organizational ID: Michstu
- Travel Agencies have the capability to issue parking vouchers
- Need help? Email support@flylansing.com



WHAT IS YOUR TRAVEL CONNECTION?

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