



# **THE IMPACT OF COVID-19 ON AIRPORT ACTIVITY**

**PRESENTATION TO:  
SOUTHERN NEW HAMPSHIRE  
PLANNING COMMISSION**

**JULY 27, 2021**





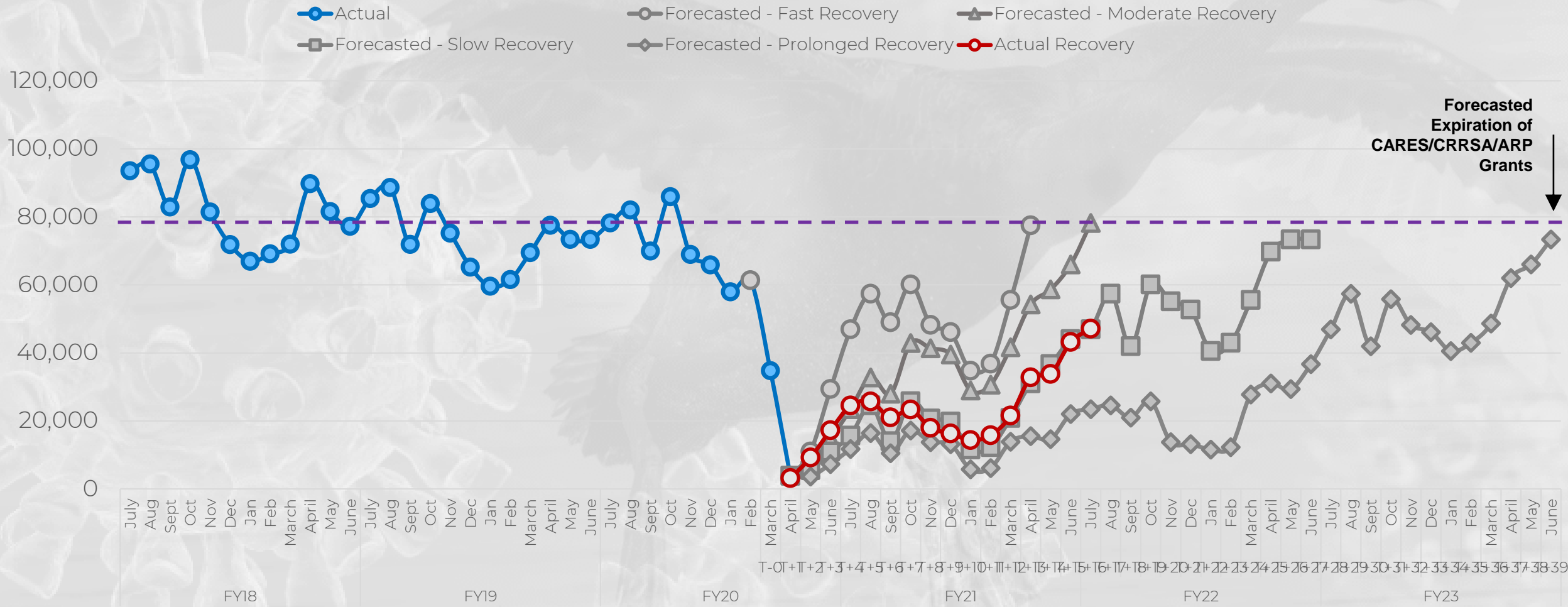
# Agenda

1. COVID-19 and Manchester-Boston Regional Airport
2. Future airport plans
3. How SNHPC can support the airport.

The background of the image is a dark blue-grey color. It features several large, semi-transparent, 3D-rendered coronavirus particles. These particles are spherical with a textured surface and are covered in numerous spike proteins that protrude outwards. One large particle is on the left side, another is in the bottom center, and a third is in the top right corner. The text 'THE IMPACT' is centered in the middle of the image in a white, bold, sans-serif font.

# THE IMPACT

# Actual Traffic Recovery vs. Four Recovery Scenarios





# Our recovery has improved substantially since February 2021

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- This is consistent with our expectation that the pace of vaccinations will dictate consumer confidence levels.
- We have entered Phase IV of the recovery. We anticipate this phase to continue until we reach 100% pre-pandemic passenger activity levels.



# Our recovery has improved substantially since February 2021







- Our recovery has significantly increased with the Airport approaching 70% of 2019 levels;
- Our pace is currently *slightly above* the “slow recovery” model that was used for our FY22 budget;
- CARES/CRSSA funding has helped us cover debt obligations;
- The Airport is receiving approximately \$9m in additional recovery funds from the America Recovery Plan (“ARP”).

The background of the slide features a large, detailed, semi-transparent image of a virus particle on the left side, with several smaller, less detailed virus particles scattered in the background. The entire scene is set against a dark blue gradient.

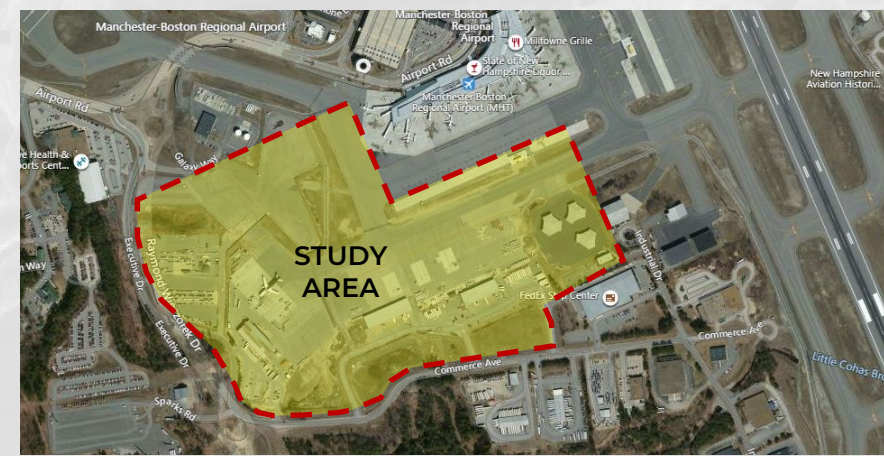
# **FUTURE PLANS**





Entered into an agreement with Aeroterm to market and develop a new cargo hangar at the Airport





- Currently working with AECOM on conceptual layouts focusing on highest-and-best use of land, both developed and undeveloped.
- UPS facility reverts to the Airport in 2024.
- Current Aeroterm (i.e. FedEx facility) is not optimized and in need of replacement.



# Revenue Diversification will be key going forward

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- The pandemic has exposed how airports have historically funded their operations.
- GOAL: diversification of revenue by growing “non-passenger derived revenue” from 10% of revenues to 25% by end of FY2023.





# Winston Street PODS Development

- City Planning approved on 4/15/2021.
- Has entered the “construction phase” for a 40,000 square foot Portable On-Demand Storage (a.k.a. “PODS”) facility.
- Revenue for the fixed Lease Term totals \$2.0 million and \$4.1 million for full term plus two option periods.





# **HOW SNHPC CAN HELP**



## Transforming the Airport into a multi- modal hub

- Improving regional bus connectivity.
- Including an Airport-stop to provide rail connectivity - The current plans do not show a direct linkage to the Airport terminal.
- Embracing AAM/RAM to increase airport catchment area.





- Spirit will provide what this market has needed for the past decade: lower fares, more destinations, and direct flights.
- If the community buys sufficient numbers of tickets, then I am confident they will expand their offerings out of MHT.
- If we do not, then I fear it will be decades before we get another airline to enter the market.

A map of the United States with a yellow background. Four blue curved lines represent flight routes from Manchester, New Hampshire to four cities in Florida: Tampa, Orlando, Fort Myers, and Fort Lauderdale. The cities are marked with black dots and labeled in bold black text. The Spirit logo is in the bottom left corner.

***spirit***<sup>®</sup>

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Fort Lauderdale, Fort Myers,  
Orlando & Tampa***

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**ORLANDO**

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# thank you.

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