

La Crosse Regional

AIRPORT



2020 Annual Report

Aviation Board

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Letter from the Airport Director

April 19, 2021

Chairwoman Richmond, Mayor Kabat, and Members of the Aviation Board,

A year ago, I wrote a letter that emphasized the strong foundation on which the La Crosse Regional Airport (LSE) stands. 2020 challenged that foundation in ways not seen before. Given the uncharted paths that LSE staff were forced to navigate, that foundation proved pivotal in our ability to provide creative solutions in 2020 to move beyond the pandemic in 2021.

The low points of 2020 occurred mostly in May. Monthly passenger enplanements were down 94.9%, parking revenue dropped 96%, and car rental revenue dropped 89.5%. This trend started in April and remained flat through the summer. Toward the end of August and in September, a noticeable increase was seen to about 50% of 2019 numbers, where traffic remained through the end of the year.

As a result, I felt it prudent to freeze most capital expenditures for 2020. LSE staff had to adapt to working in masks, being socially distanced, not sharing equipment, and eating lunch independent from others. Cleaning practices shifted from being invisible to the bulk of passengers, to cleaning high touch surfaces and high traffic common areas immediately after use. A lot of effort was put into ensuring cleaning supplies were effective against COVID-19; and I was relieved when we found our standard supplies were sufficient. Electromagnetic sprayers were acquired to more thoroughly clean all terminal areas and surfaces. Add into this the departure of long-time employees and the challenges become clear.

While it is easy to be pessimistic about a year like 2020, good things occurred. Detroit service through Delta was suspended for much of the year and we were able see this service resume before the end of the calendar year. In my opinion, this is the single most important success of 2020 for the long-term benefit of the La Crosse region. Two capital projects were completed that position the airport for future growth. First was the extension to Fanta Reed Road and the taxiway rehabilitation project that added future hangar development locations for a total of \$1.8 million. The other was the \$750,000 eastern expansion to the Terminal Apron that now allows multiple aircraft to operate around the apron at the same time. Together, these projects allow LSE to meet the demands of a modern airport and continue to be prepared for the future. Lastly, Doug Brown joined the LSE team as the Deputy Airport Director. His professional experience and abilities have already paid dividends and will only continue to do so as we move forward.

The following pages provide specifics and elaborate on the data behind calendar year 2020. What will not be immediately obvious in most of this is that LSE received a \$1.7 million CARES Act grant. While the amount of funding is less than other similar sized airports, this funding will allow us to avoid a multiple year setback due to the fallout from 2020 traffic. The future of LSE looks good.

Respectfully,

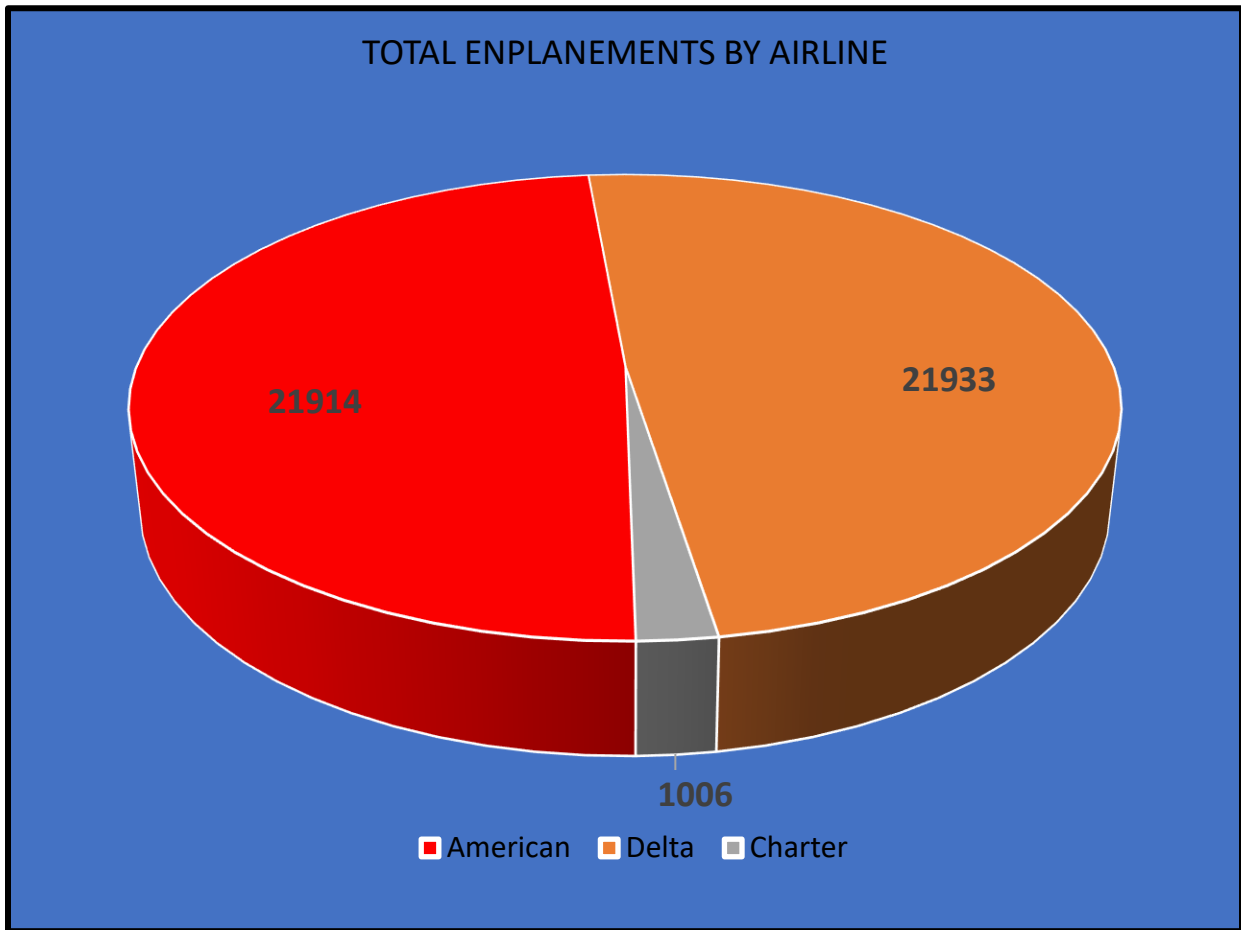
Ian A. Turner, C.M.
Airport Director

Passenger Statistics

<u>Enplanements</u>	<u>Change</u>
2015 – 91,071	--
2016 – 90,051	-1.12%
2017 – 90,018	-0.04%
2018 – 98,744	+9.69%
2019 – 97,558	-1.20%
2020 – 44,853	-54.0%



Breakdown





2020 Key Performance Statistics

Enplanements -	44,853 (-54.0%)
Deplanements -	43,864 (-53.9%)
Average Load Factor -	56.35% (-29.8%)
Tower Operations -	15,069 (-24.8%)
Airline Landed Weight –	71.33 million lbs. (-35.44%)
Non-Airline Landed Weight -	9.23 million lbs. (-19.12%)

Civilian Charters –	7 (-9)
Military Charters -	Unavailable

Car Rental Gross Sales -	\$3,289,916.73 (-31.18%)
Car Rental Days -	67,874 (-29.00%)
CFC Revenues -	\$271,496 (-29.47%)

NOTE: Car rental reporting year runs August through July.

PFC Revenue -	\$209,619.08 (-46.88%)
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Airline Fuel Flow -	317,679 gal (-59.49%)
Non-Airline Fuel Flow -	397,452 gal (-42.30%)

Parking Lot Revenue -	\$317,923.24 (-56.58%)
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Car Washes Performed -	7,204 (Standard-3,719; Silver-1,143, Gold-1,180; Platinum-1,162)
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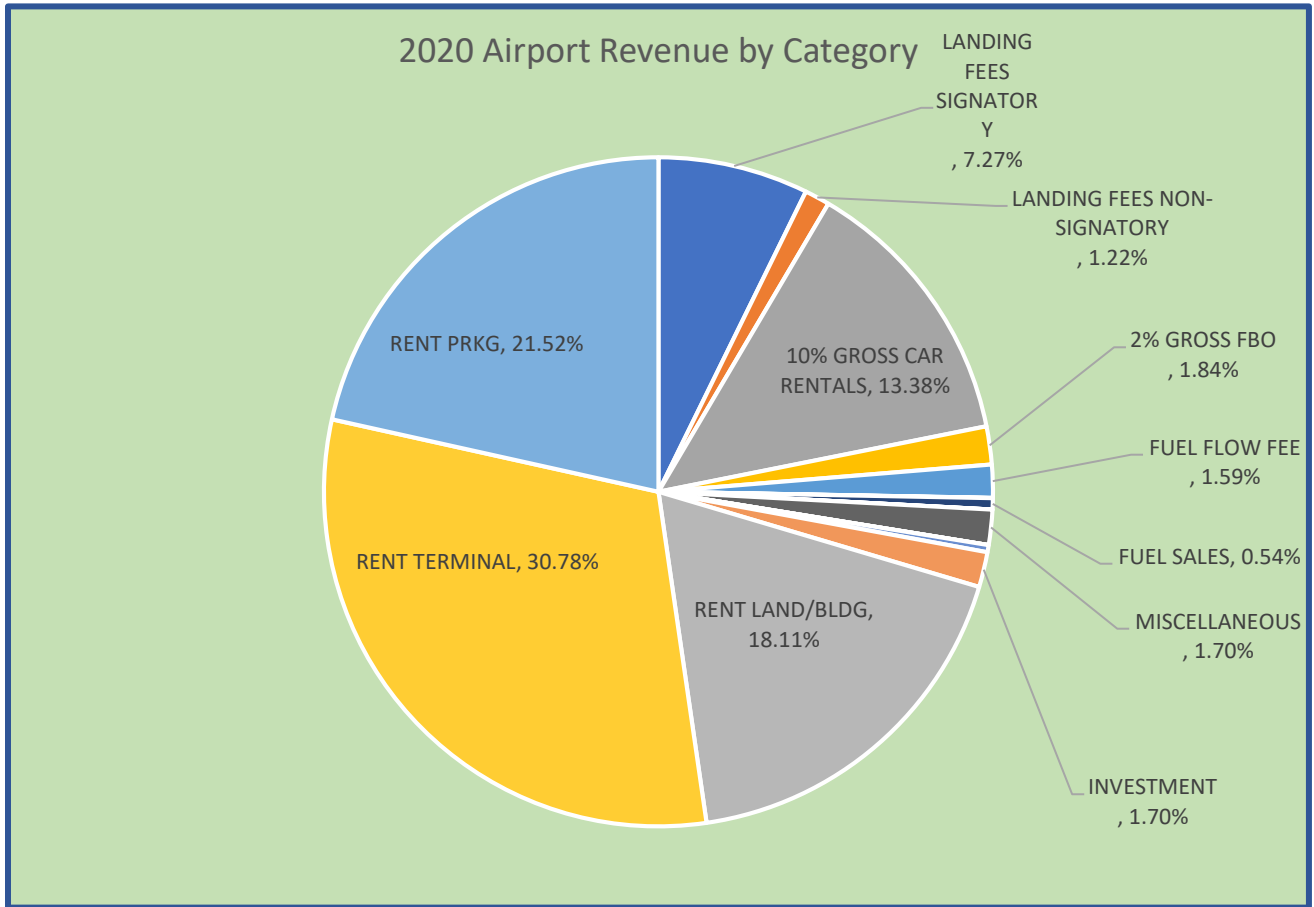
Airport Operational Revenues -	\$2,094,673.98
Airport Operational Expenses -	(\$2,331,690.02)
Gross Operational Gain/(Loss) -	(\$237,016.04)

NOTE. Budgetary numbers are unaudited

CARES Grant Funds Received -	\$798,976.78
Net Fund Position Change	
From Operational Activities -	\$561,960.74

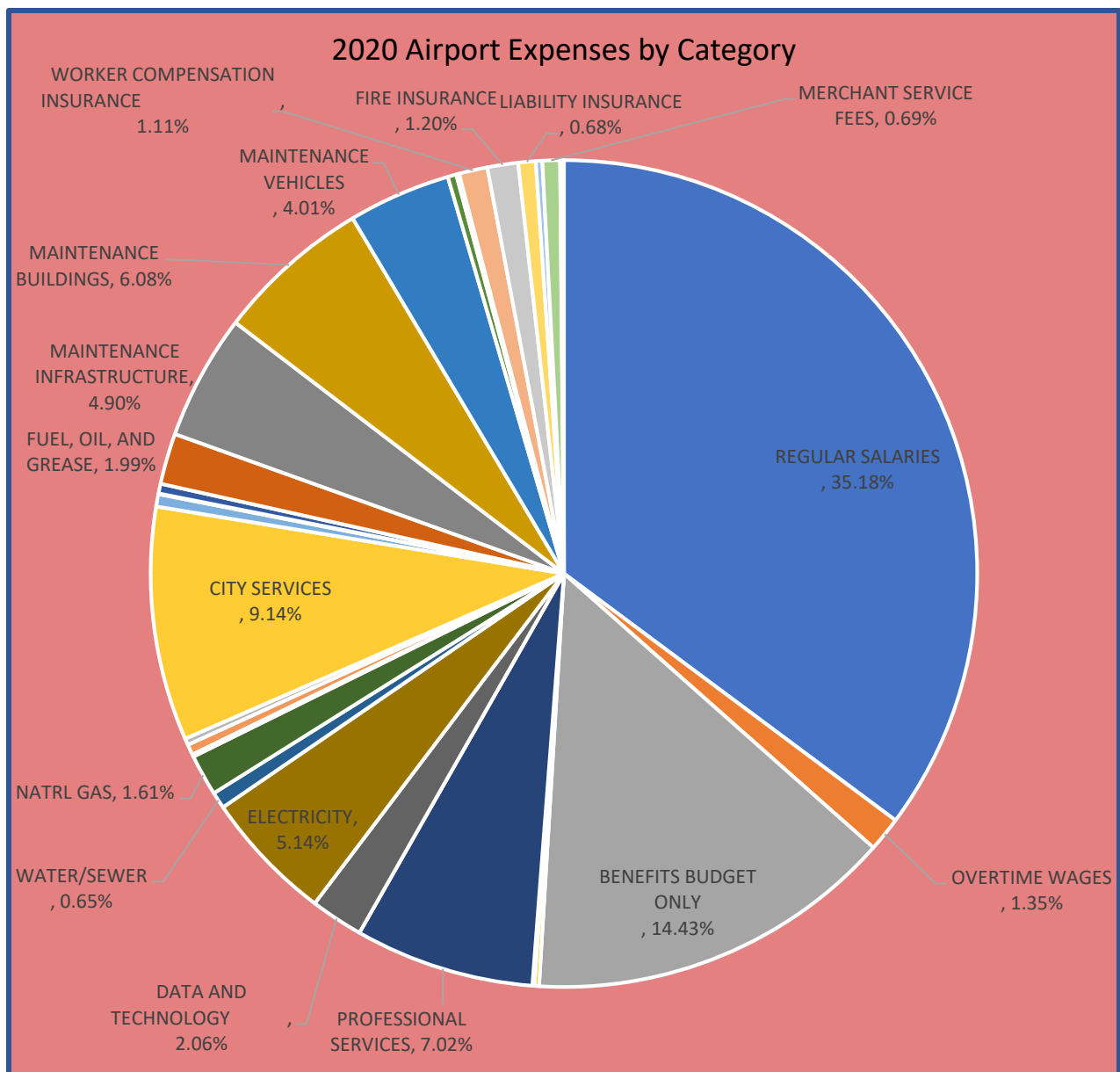
Federal/State Grants Awarded -	\$3,084,001* (AIP)
	\$1,767,227 (CARES)

*NOTE. This is a multi-year grant covering 2019, 2020, and 2021



NOTE: Multiple categories less than 0.5% of overall revenue are omitted for readability of the chart.





NOTE: Multiple categories less than 0.5% of total expenses are omitted for readability of the chart.

Key Achievements of 2020

- \$750,000 expansion of the Terminal Apron to the east, allowing multiple aircraft to operate at the same time
- \$1,800,000 extension to Fanta Reed Road and repaving of the t-hangar taxilanes. Project allows for addition hangar development.
- Finalized the purchase of, and removed the house, at 3503 Lakeshore Drive.
- Retention of Detroit, Michigan, service through Delta Air Lines.
- Acquired an EcoLogic no-foam testing system to meet FAA foam testing requirements while not releasing foam to the environment.
- Minimized impact of reduced passenger demand on the budget while maintaining most services. This included dramatically changing how terminal cleaning and customer interaction occurred due to COVID-19.
- Implemented the City of La Crosse fleet program with airport light duty trucks and passenger vehicles.
- Planned for five VIP visits and hosted three.
- Wrapped up the first year of Aviation Explorers with 13 high school students. Began the second year of Aviation Explorers with 6 students.
- Took over aircraft rescue and firefighting duties from the La Crosse Fire Department.
- Signed leases for t-hangar space that brings the vacancy rate to the lowest point in several years.





La Crosse Regional Airport

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