

AIR SERVICE INFORMATION



NORTHERN COLORADO
REGIONAL AIRPORT

FLY

*Serving the Growing
Northern Colorado
Region*

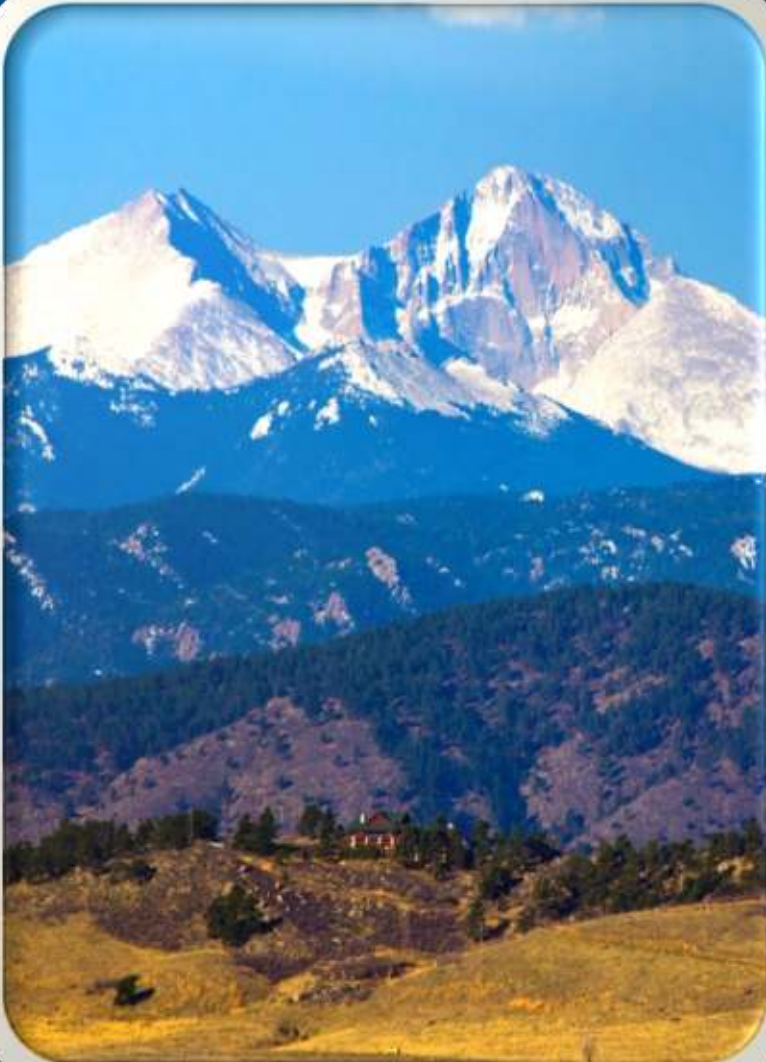


Table of Contents



Presentation Summary	3
Introduction	4
Location	5
Population Growth, Density, & Trends	6-9
Travel Demand Influences	10-11
Travel Trends	12
Regional Airport Comparisons	13-15
About the FNL Airport	16
Airport Investment	17
FNL Operating Costs	18
Catchment Area & Top 25 Destinations	19-21
Tourism & Ski Travel	22-23
Advantage: FNL & Contact Info	24

Presentation Summary



- FNL is an absurdly low cost per enplanement airport; 76% less than DEN
- FNL has an aggressive incentive partnership program
- Has unparalleled growth potential
- Northern Colorado is a large and quickly growing region
- Regional discretionary airline travel spending is higher than the national average
- Thousands of airline passengers each day drive past FNL on their way to DEN
- Demographic comparisons meet or exceed similar regions like Colorado Springs
- FNL now provides air traffic control services, with uninterrupted operation since March 2020
- Is the closest airport to Rocky Mountain National Park with over **4.4 million** visitors annually
- Northern Colorado is an established market, currently served by DEN
- FNL represents over 20% of the total DEN O&D market



Introduction



Northern Colorado is a scenic and vibrant area consistently ranked as one of the top places to live and work in the United States. A mild climate, close proximity to abundant outdoor recreational activities, and a resilient economy have made the region very popular; resulting in sustained population growth rates of two and a half times greater than the national average. Over 800,000 people call Northern Colorado home, which is expected to reach over 1 million by 2040.

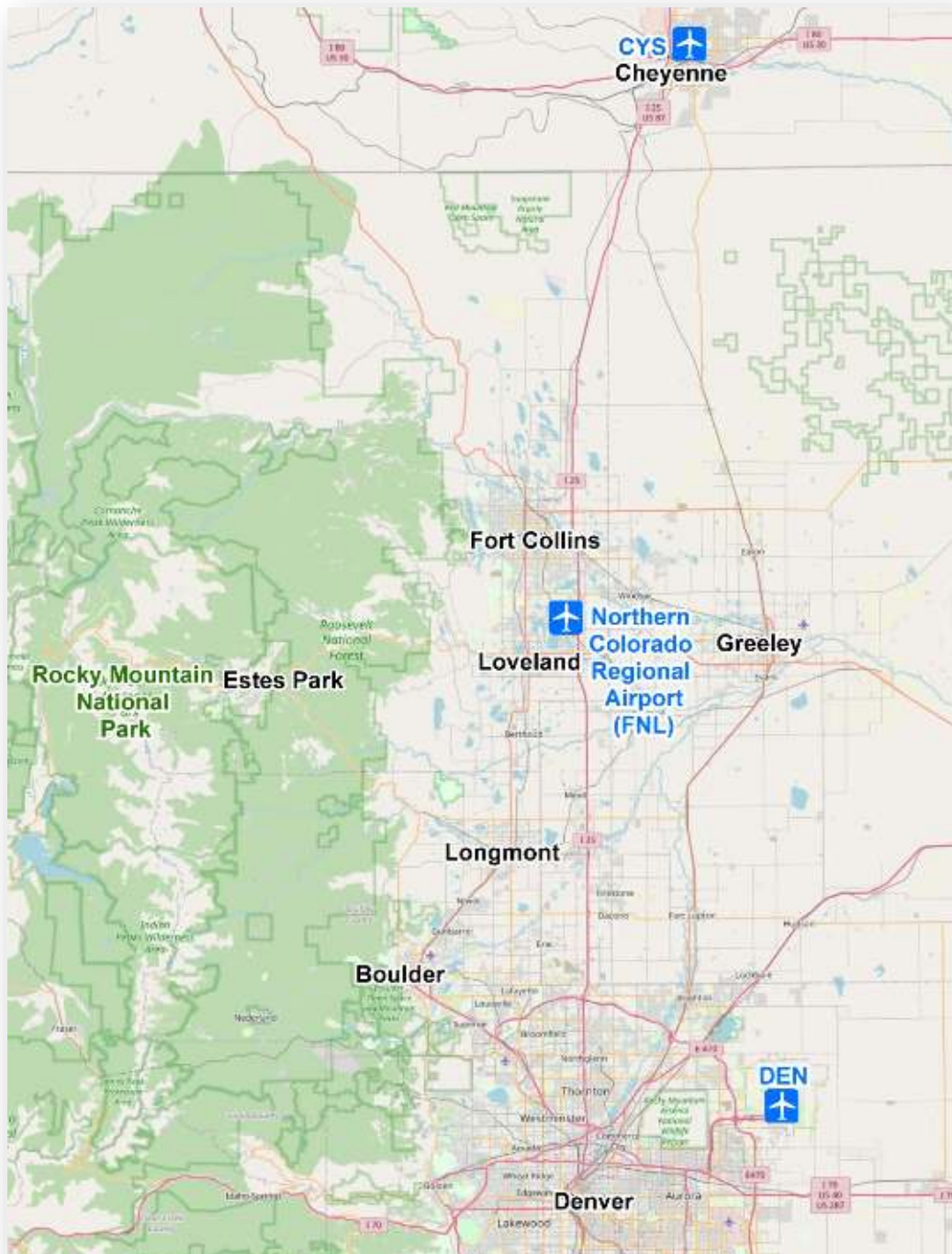


The Northern Colorado Regional Airport (FNL) is centrally located in a major population center and has convenient access to the adjacent Interstate 25 and US Highway 34 travel corridors. The Airport is 55 miles North of the Denver International Airport, and serves a population that supports a high demand for air travel. Residents of Northern Colorado have demonstrated that they are willing to pay a premium for convenience as seen through the hundreds that are using ground transportation services to get to DEN every day!

Location



The Northern Colorado Region is located north of the Denver Metropolitan Area. The Airport is centrally located among the major population centers of Fort Collins, Loveland, and Greeley. It is the closest airport to Rocky Mountain National Park.

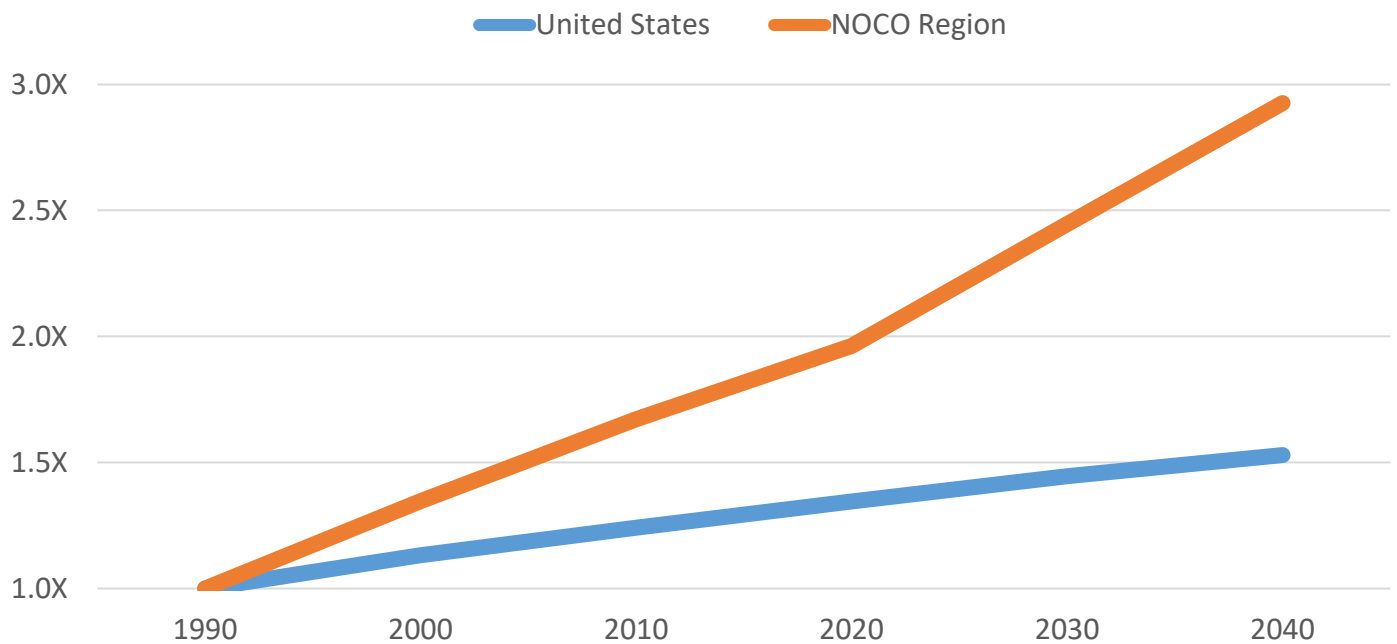


Population Growth



The Northern Colorado Region has experienced significant population growth over the past three decades, doubling in size since 1990. The population within the defined catchment area that the Airport serves has grown from 400,000 people in 1990 to over 800,000 in 2020. Much of this growth has been fueled by net migration from other states.

NOCO Region Population Growth Comparison



Historical Population Source: U.S. Census Bureau Population Estimates Program, U.S. Census Bureau American Community Survey (ACS) and Colorado State Demography Office Historical Census.

Forecasted Population Source: U.S. Census Bureau Population Projections and Colorado State Demography Office Population Forecast.

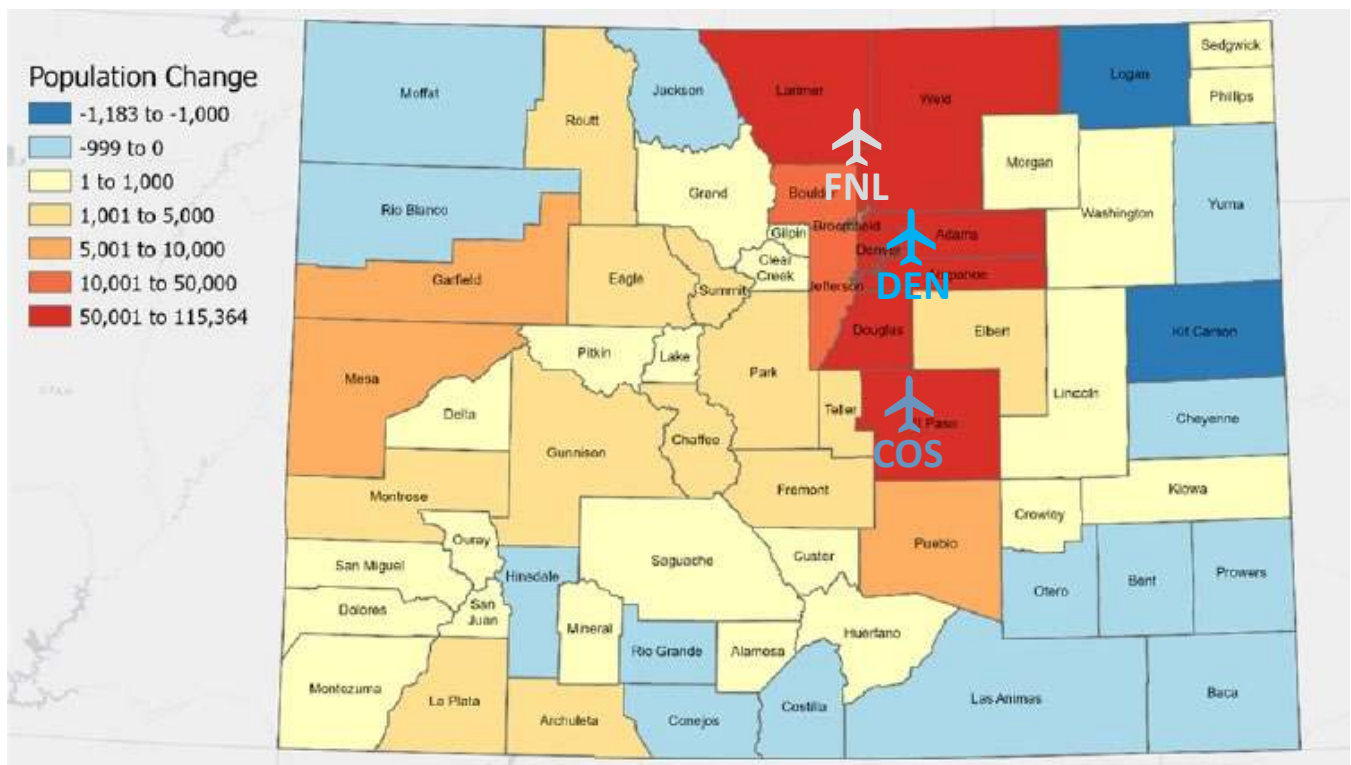
Expenditures Source: Derived from the 2015 and 2016 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Population Growth



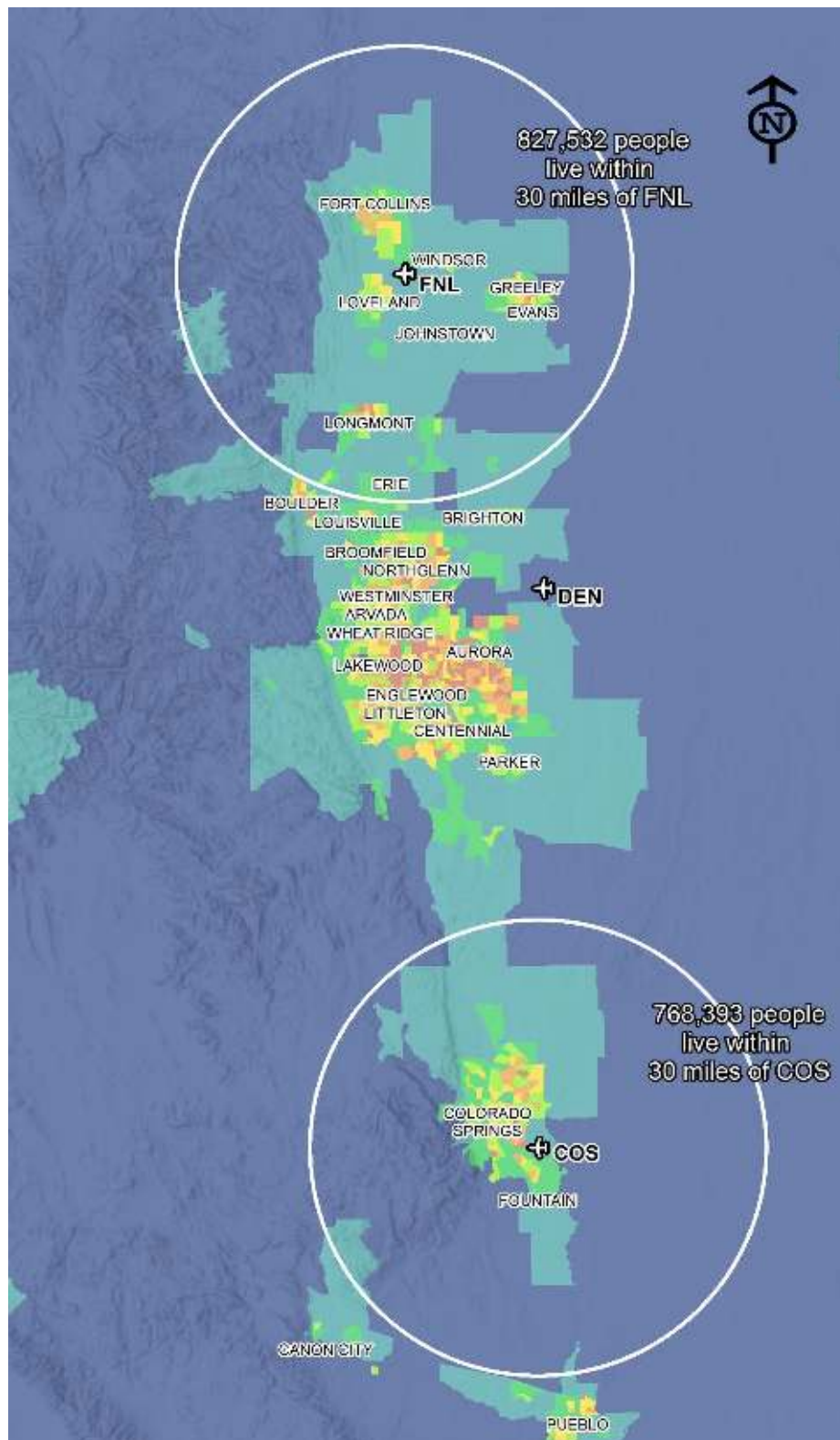
Colorado's population was 5,773,141 according to the 2020 Census , ranking 21st most populous state in the country. Colorado's ten year population growth trend added approximately 15 percent or 744,518 since the 2010 Census. Colorado's growth over the last decade was the sixth-highest among U.S. states.

Population Change by County 2010 - 2020



The Northern Colorado Region is projected to be the fastest growing in the state during the next two decades, surpassing one million people by 2040. This area includes Weld and Larimer Counties or the Fort Collins and Greeley Metropolitan Statistical Areas (MSA). The Cheyenne MSA just to the North in neighboring Wyoming adds an additional 100,000 people to the total.

Population Density



Population: U.S. Census Bureau, Census 2020 Summary File 1. Esri forecasts for 2021.

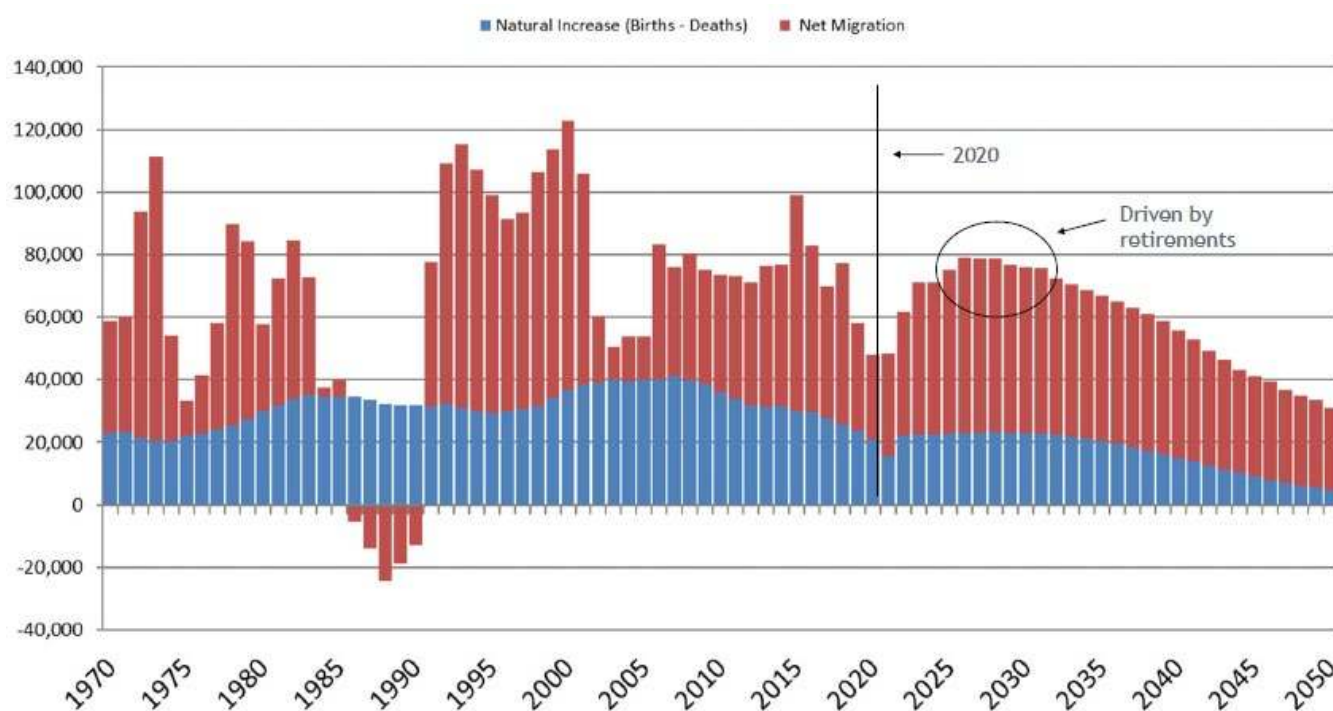
Population Density: Colorado Department of Public Health and Environment Open Data, 2022.

More than 5 million people live along the Front Range urban corridor, representing nearly 88% of the total population of Colorado.

Population Trends



Population growth attributed to relocation from other states influence leisure travel demands. The relocated populace still have connections in their original locations, mostly from California, Texas, and the Midwest. These travel demand connections are bi-directional and linked to locations of high migration origination.



Colorado State University



UNIVERSITY OF
NORTHERN
COLORADO



University
of Colorado
Boulder

The region is host to three Universities including Colorado State University with nearly 33,700 enrolled students, University of Northern Colorado with 13,400, and University of Colorado in Boulder with 34,500. The three Universities have **81,600** students enrolled and of that nearly 24,000 are out of state students.

Travel Demand Influences



FNL has some key indicators that put the Northern Colorado market into perspective. Understanding and evaluating each market and its potential can be a difficult task.

These indicators include:

- Population growth
- Regional demographics and consumer spending
- Migration trends
- Ground transportation offerings
- Area corporations and organizations
- Comparison to similar airports
- Area attractions and tourism

These factors can aid in the evaluation and determination of potential profitability a new route or market offering may realize.

Colorado State University Football Charter 2022



Travel Demand Influences



United Airlines in partnership with Landline offers “wingless flights” with four daily roundtrips between the FNL and DEN airports. This service is specific to United Airlines passengers, and serves as an alternative to driving to Denver International Airport. The service starts at \$80 per roundtrip.

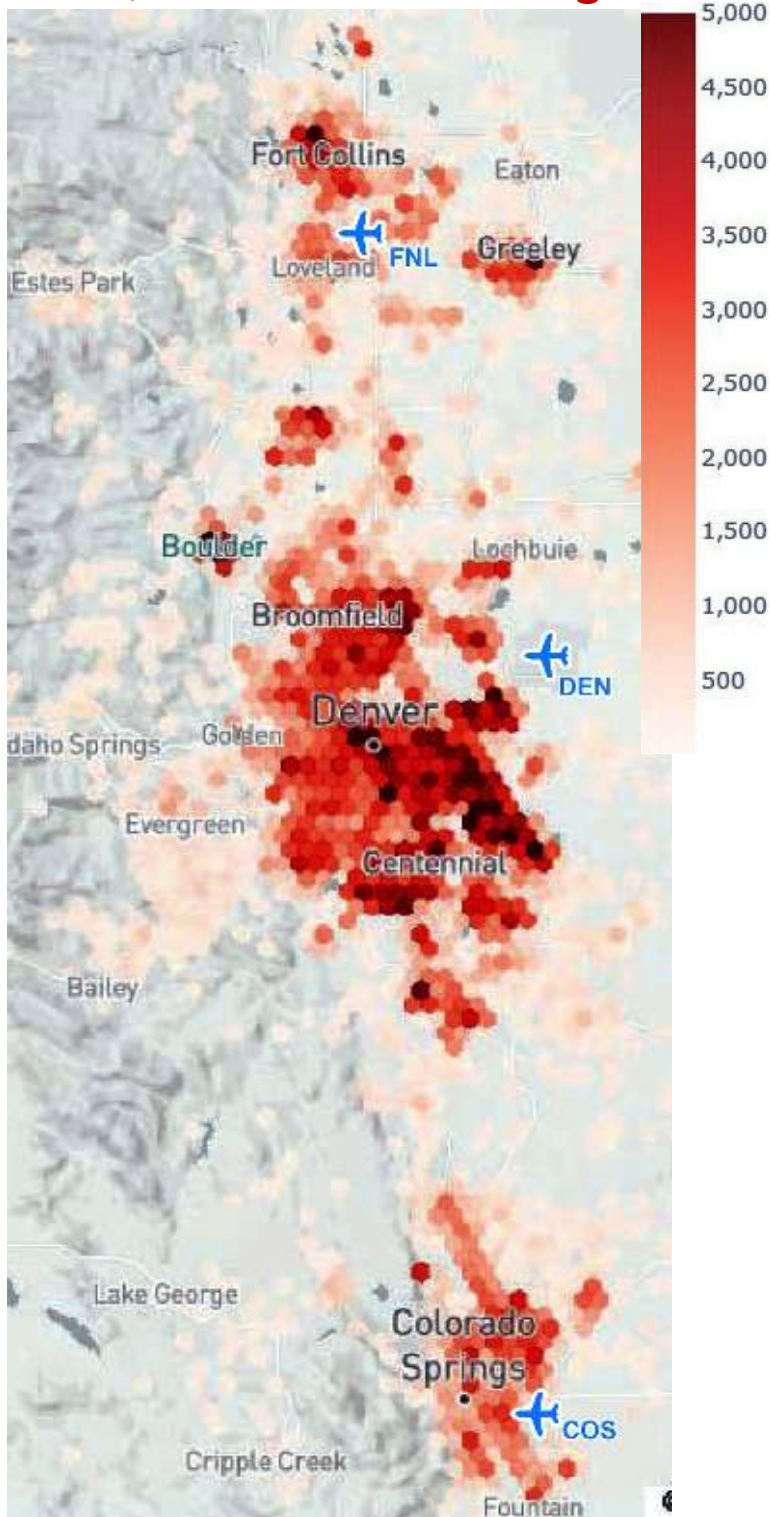


FNL supports a park and ride facility operated by Groome Transportation. The company provides ground transportation services from FNL to Denver Airport. They offer 18 daily roundtrips from Northern Colorado and provide additional routes for nearby Southeastern Wyoming using 11–55 passenger buses. The lowest published rate from the FNL park and ride is \$90 per roundtrip between FNL and DEN, and the company estimates they support ridership of 500 – 1,500 passengers daily.

Travel Trends



4Q 2021 Airline Passengers



Northern Colorado

3,500 PDEW

Daily observed devices in Northern Colorado and DEN Airport

Denver International Airport

3,850 PDEW

Daily observed devices in Colorado Springs and DEN Airport

Colorado Springs

Regional Comparison: FNL vs. COS



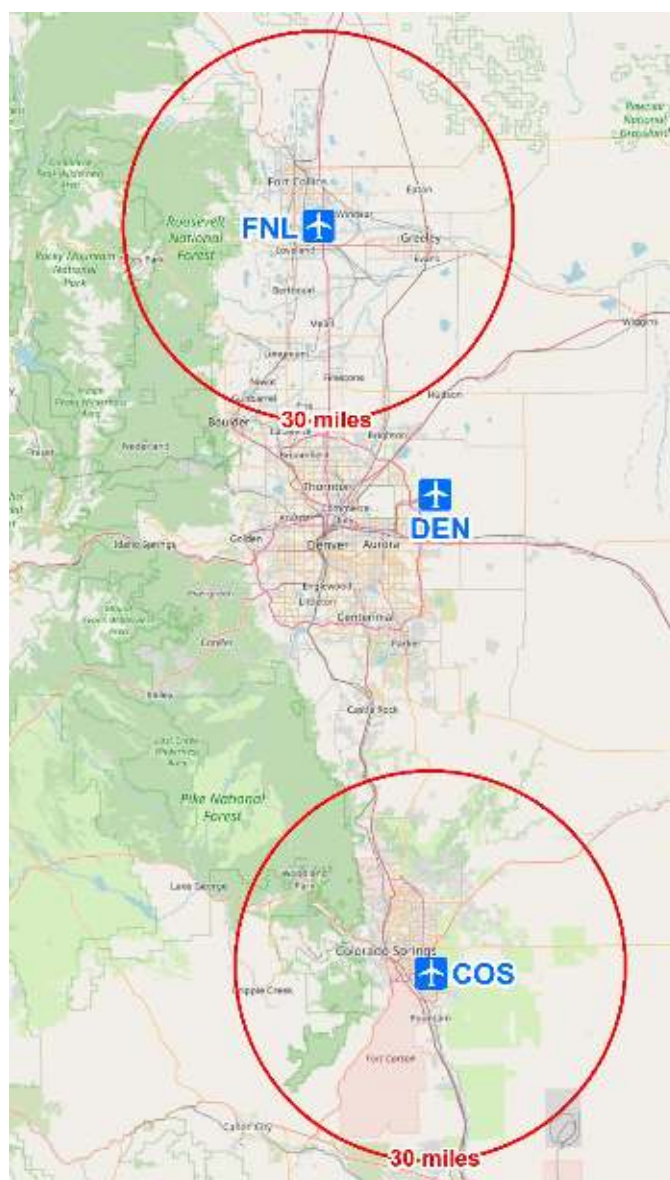
The Northern Colorado Region has many similarities to the Colorado Springs area and a similar proximity to Denver International Airport. Due to the geographical and air service market similarities, it serves as an ideal comparison for air service opportunities.

30-Mile Radius Comparison

	FNL	COS
Population	827,532	768,393
Median Household Income	\$78,729	\$73,060
Median Disposable Income	\$61,553	\$57,322
Cost Per Enplanement	\$2.49	\$7.15
Annual Expenditures on Airline Fares per Household	\$706	\$656

Advantage = FNL

The Northern Colorado region is growing so quickly that it is not "on the radar" for many air carriers.



Population and Income Source: U.S. Census Bureau, Census 2020 Summary File 1. Esri forecasts for 2021.

Expenditures Source: Derived from the 2018 and 2019 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

CPE Source: FAA CATS form 2020

Regional Comparison: FNL vs. LBE



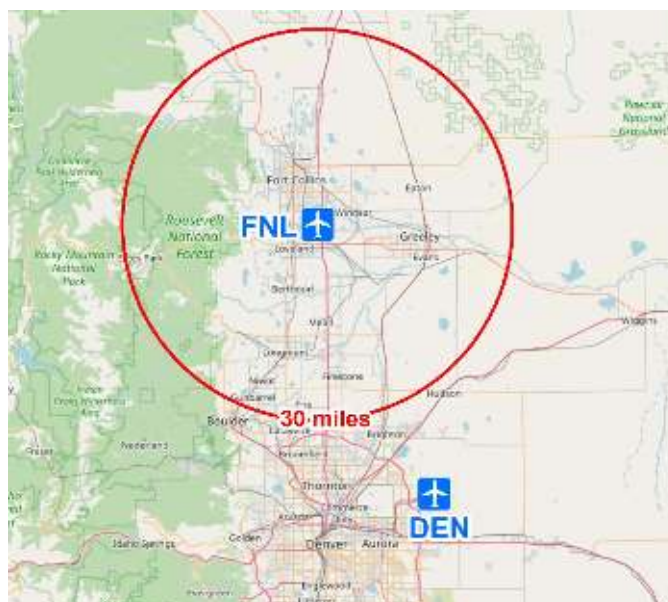
In many ways, the Northern Colorado region resembles the Latrobe Pennsylvania area. FNL and LBE are in similar proximity to the major hub airports of DEN and PIT, respectively. In 2021, LBE recorded 124,514 enplanements.

30-Mile Radius Comparison

	FNL	LBE
Population	827,532	1,071,185
Median Household Income	\$78,729	\$59,320
Median Disposable Income	\$61,553	\$50,320
Cost Per Enplanement	\$2.49	\$5.53
Annual Expenditures on Airline Fares per Household	\$706	\$523

Financial data favors FNL

The Northern Colorado area is growing at a much quicker rate than the Latrobe area!



Population and Income Source: U.S. Census Bureau, Census 2020 Summary File 1. Esri forecasts for 2021.

Expenditures Source: Derived from the 2018 and 2019 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

CPE Source: FAA CATS form 2020

Comparison: FNL vs. PVU vs. OGD



The Colorado Region Front Range has many similarities to the Salt Lake City area. Due to the geographical and air service market similarities, it serves as a relevant comparison for air service opportunities.

15-Mile Radius Comparison

	FNL	OGD	PVU
Population	465,649	518,703	551,606
Median Household Income	\$79,187	\$76,878	\$75,702
Median Disposable Income	\$61,916	\$59,337	\$59,281
Landing Fees per 1,000 lbs GLW	\$0.90	\$1.25	\$0.65 (+pax fee of \$0.65-\$1.25)
Annual Expenditures on Airline Fares per Household	\$705	\$633	\$648
2021 Enplanements	5,248	29,857	118,740
Distance to Large Hub Airport (miles)	55	34	50

All have very similar attributes



Population and Income Source: U.S. Census Bureau, Census 2020 Summary File 1. Esri forecasts for 2021.

Expenditures Source: Derived from the 2018 and 2019 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Landing Fees: Published rates and fees for all airports

About the FNL Airport



- ✈ "Turn-Key" - ready to go
- ✈ FAA commercially certified, ARFF index C
- ✈ Actively operated and maintained TSA security checkpoint & ASP
- ✈ FAA Contracted Air Traffic Control Tower
- ✈ Designed for the Boeing 737 & Airbus A320 series aircraft
- ✈ New air carrier parking apron opened 2021
- ✈ All weather capability with a full Instrument Landing System (ILS)
- ✈ Car Rental services provided onsite by Avis & Budget



New FNL Airline Apron - September 2022

Airport Investment



FNL is enhancing its ability to accommodate travelers. A brand new airline terminal will be completed in 2024 and widening of the primary runway is anticipated to be completed by 2025. Funds for these projects are being derived from a variety of sources including Federal and State grants.



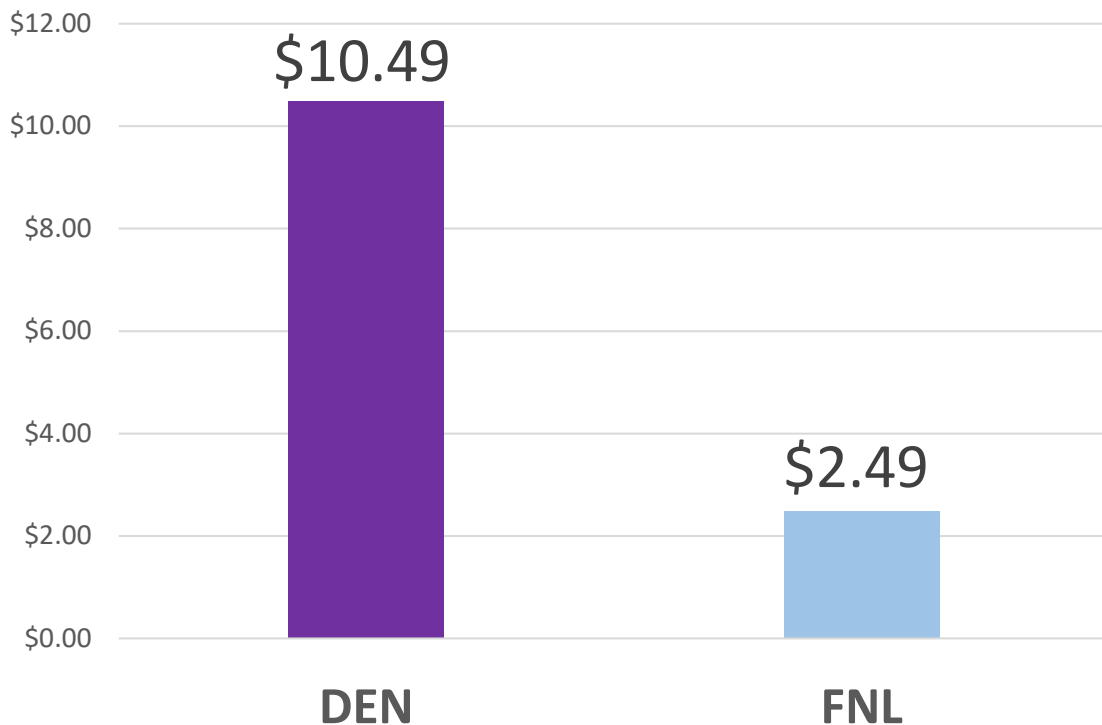
The new 20,000 square foot terminal will provide passengers space and comfort while they travel, with modern and efficient design. The facility is being built using federal funding with no debt for design or construction.

Low Operating Costs



FNL has a low Cost per Enplanement

Profit margins in the airline industry are critical for sustainability. Northern Colorado Regional Airport is one of the most fiscally responsible airports in the nation, with very low overhead to support. Because of this, FNL can save airlines an average of \$8 per passenger, or up to \$1,840 per flight on a 230 passenger aircraft.



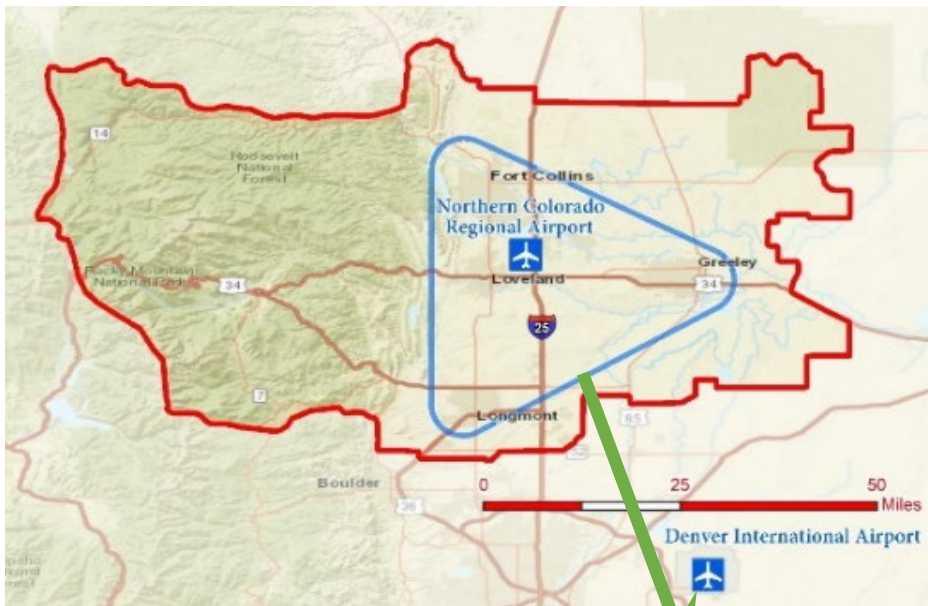
Operating Cost per Departure				
	CPE	70 Seats	180 Seats	230 Seats
DEN	\$10.49	\$734	\$1,888	\$2,413
FNL	\$2.49	\$174	\$448	\$573
Difference	\$8.00	\$560	\$1,440	\$1,840

CPE Source: FAA 2021 CATS form 127

Catchment Area



The NOCO region is home to approximately 800,000 people within 32 zip codes, and serves as the basis for the Northern Colorado Regional Airport's primary local market and identified primary catchment area. A conservative approach was used in defining the catchment area, and air service offerings would easily draw travelers from further North and East into Wyoming.



The catchment area shown in red includes 32 zip codes. FNL has excellent accessibility, located adjacent to Interstate 25 and US Highway 34.

The Airport is centrally located between the major urban area of Fort Collins, Loveland, Longmont, and Greeley. Over 90% of the catchment area's population is located within the blue triangle.



Top 25 Domestic Destinations



Below is the O&D data for the top 25 destinations within the catchment area. This does not include demand from nearby Boulder CO or Cheyenne WY. The data is from 2019 derived from the DB1B reports from the US Bureau of Transportation Statistics.

Rank	City or Region	Airport Code	O&D PAX	PDEW
1	Los Angeles, CA	All Airports Total	120,567	330
		LAX	70,456	193
		SNA	29,683	81
		BUR	8,769	24
		ONT	11,658	32
2	San Francisco, CA	All Airports Total	82,990	227
		SFO	48,923	134
		OAK	13,173	36
		SJC	20,894	57
3	Las Vegas, NV	LAS	76,805	210
4	Phoenix, AZ	PHX	74,879	205
5	Chicago, IL	All Airports Total	74,318	204
		ORD	50,035	137
		MDW	24,283	67
6	New York	All Airports Total	73,576	202
		JFK	16,018	44
		LGA	35,639	98
		EWR	21,919	60
7	Dallas, TX	All Airports Total	64,920	178
		DAL	20,648	57
		DFW	44,272	121

Top 25 Domestic Destinations Cont.



Rank	City or Region	Airport Code	O&D PAX	PDEW
8	Washinton D.C.	All Airports Total	63,496	174
		DCA	18,924	52
		IAD	24,540	67
		BWI	20,033	55
9	Seattle, WA	SEA	47,203	129
10	Minneapolis St. Paul, MN	MSP	44,421	122
11	San Diego, CA	SAN	43,592	119
12	Orlando, FL	MCO	42,372	116
13	Atlanta, GA	ATL	37,746	103
14	Salt Lake City, UT	SLC	37,049	102
15	Boston, MA	BOS	31,961	88
16	Portland, OR	PDX	27,509	75
17	Austin, TX	AUS	30,025	82
18	Philadelphia, PA	PHL	25,275	69
19	Detroit, MI	DTW	24,597	67
20	Kansas City, MO	MCI	24,593	67
21	St. Louis, MO	STL	21,356	59
22	Tampa Bay, FL	TPA	23,620	65
23	Fort Lauderdale, FL	FLL	22,074	60
24	Nashville, TN	BNA	20,012	55
25	San Antonio, TX	SAT	17,206	47

Tourism



Rocky Mountain National Park



Northern Colorado tourism numbers continue to break records every year. FNL is the closest airport to Rocky Mountain National Park, a short 40 mile scenic drive to the popular destination.

Estes Park



Embassy Suites - Airport



Old Town Fort Collins

The region continues to grow in popularity, serving as a destination for many outside the state seeking to reconnect with nature, or to see and explore the many attractions the region has to offer. Whether it is visiting one of the 57 area craft beer breweries, or planning a visit to Rocky Mountain National Park, which hosts nearly 5 million visitors a year, there are a multitude of reasons to travel to and explore NOCO.





Ski the Rockies



Drive times to world-class ski resorts are very similar to those from DEN. When skiers and snowboarders land at Denver International Airport (DEN), they are miles away from their luggage and the exit to the airport. Renting a car or catching a bus is a major process. After escaping the airport, Denver traffic awaits.

When passengers land at FNL they are only 350 steps away from baggage claim and ground transportation, where passengers can be on the road within minutes. The FNL traveling experience is so much smoother and enjoyable, easily making up the extra drive time to big ski resorts:

	From FNL	From DEN
Winter Park  RESORT	2:05	1:50
 KEYSTONE	2:30	2:10
 COPPER MOUNTAIN	2:10	1:55
 BRECKENRIDGE	2:25	2:10
 VAIL	2:35	2:20



Advantage: FNL



- FNL has substantial localized demand for multiple sustainable daily routes to numerous destinations
- FNL provides a unique opportunity for an airline to capture or enhance market share in Colorado
- FNL offers opportunities for higher yields to airlines than DEN or COS due to a low average cost per enplanement
- FNL is a low cost airport, ideal for creating a long term alternative to Denver
- Drive time to world-class ski resorts is approximately the same, but FNL Airport navigation is much simpler and quicker.
- The NOCO Front Range hosts an amazing array of outdoor recreation opportunities



Contact Information

Jason R. Licon

Airport Director

970-962-2852

jason.licon@cityofloveland.org

