

# HIA-LI'S LONG ISLAND MACARTHUR AIRPORT SURVEY RELATED TO CURRENT AND FUTURE TRAVEL NEEDS OF LONG ISLAND BUSINESSES

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CAMPOLO, MIDDLETON  
& MCCORMICK, LLP  
A PREMIER LAW FIRM

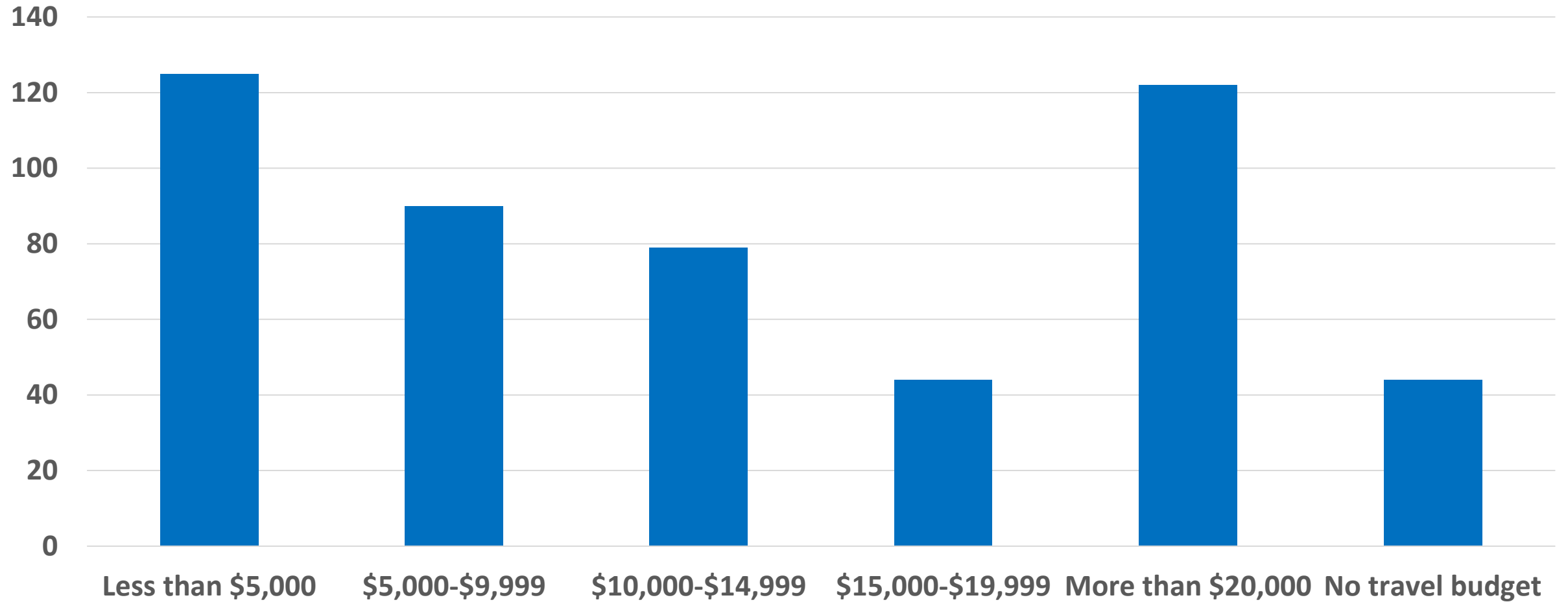
Presented by Joe Campolo



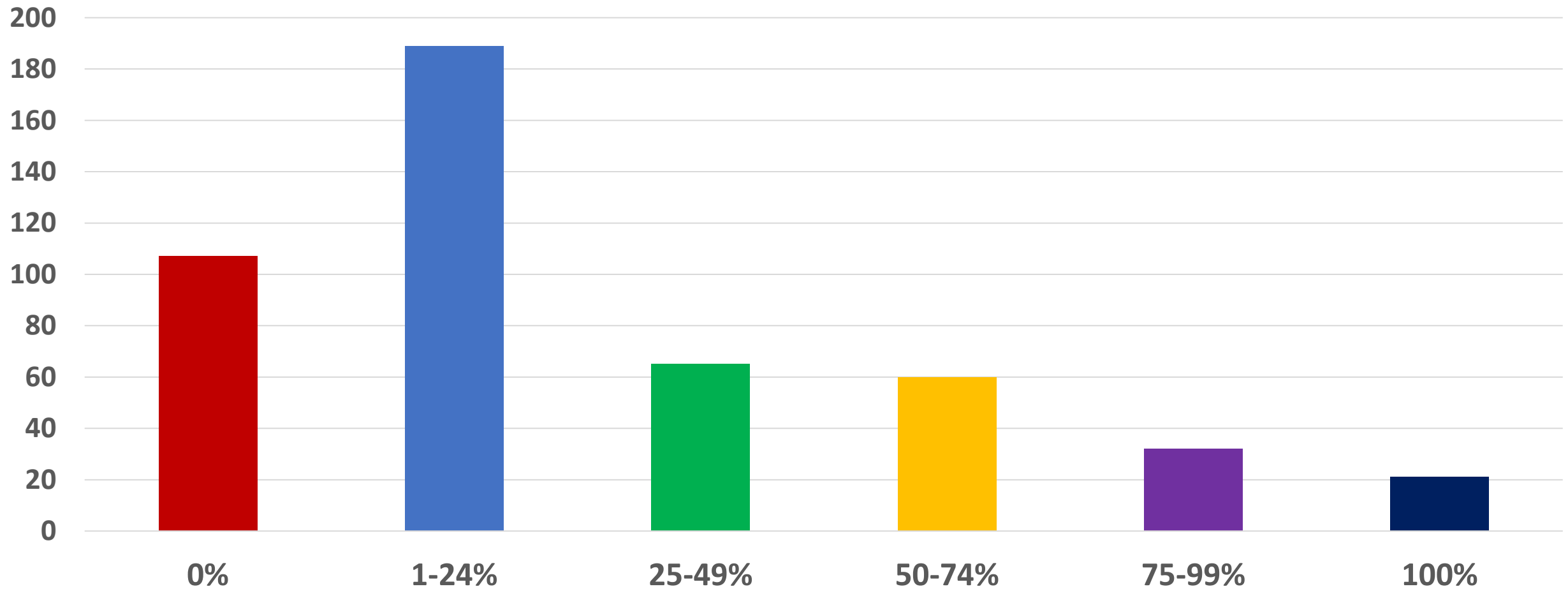
# SUMMARY

- The HIA-LI's Long Island MacArthur Airport (ISP) Survey related to current and future travel needs of Long Island businesses received over 500 responses from businesses all across Long Island
- The businesses that responded are representative of the Long Island business population as a whole, some with larger travel budgets and some with smaller travel budgets
- Regardless of business travel budget size, the responses all tell a similar story, as shown on the following slides

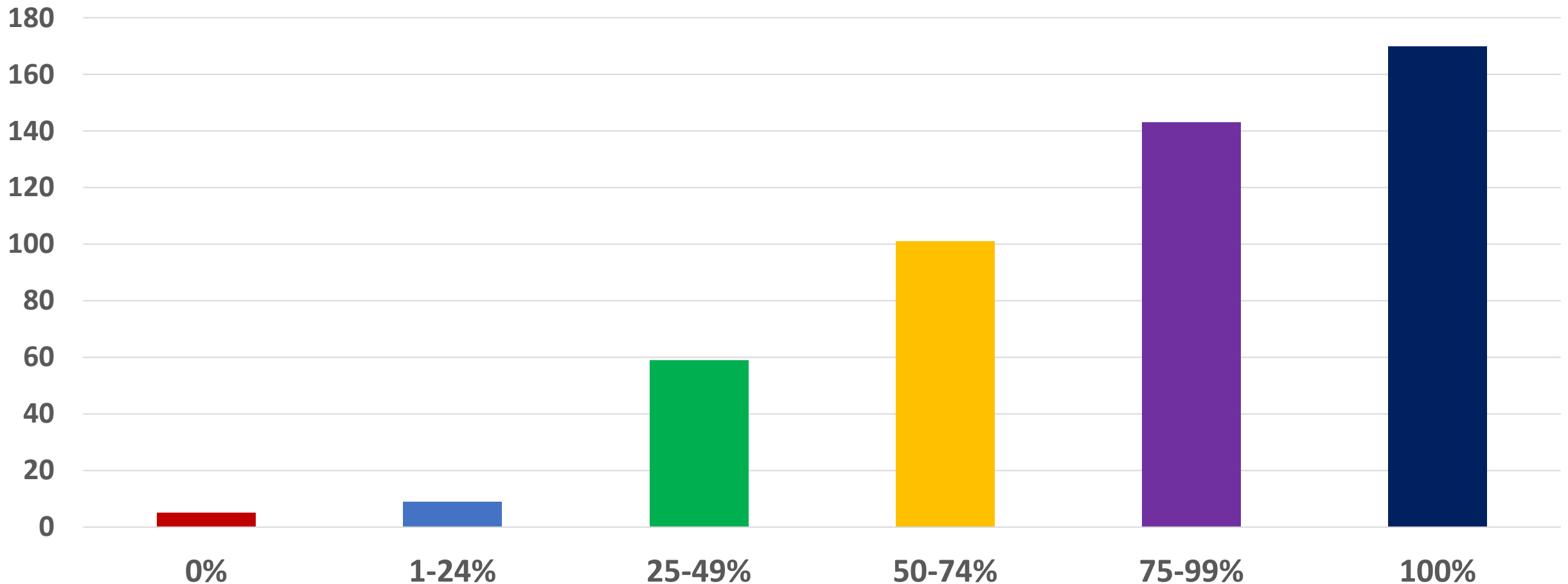
# BUSINESS TRAVEL BUDGETS – NUMBER OF RESPONSES



# PERCENTAGE OF TRAVEL BUDGET ON FLIGHTS OUT OF ISP **TODAY**

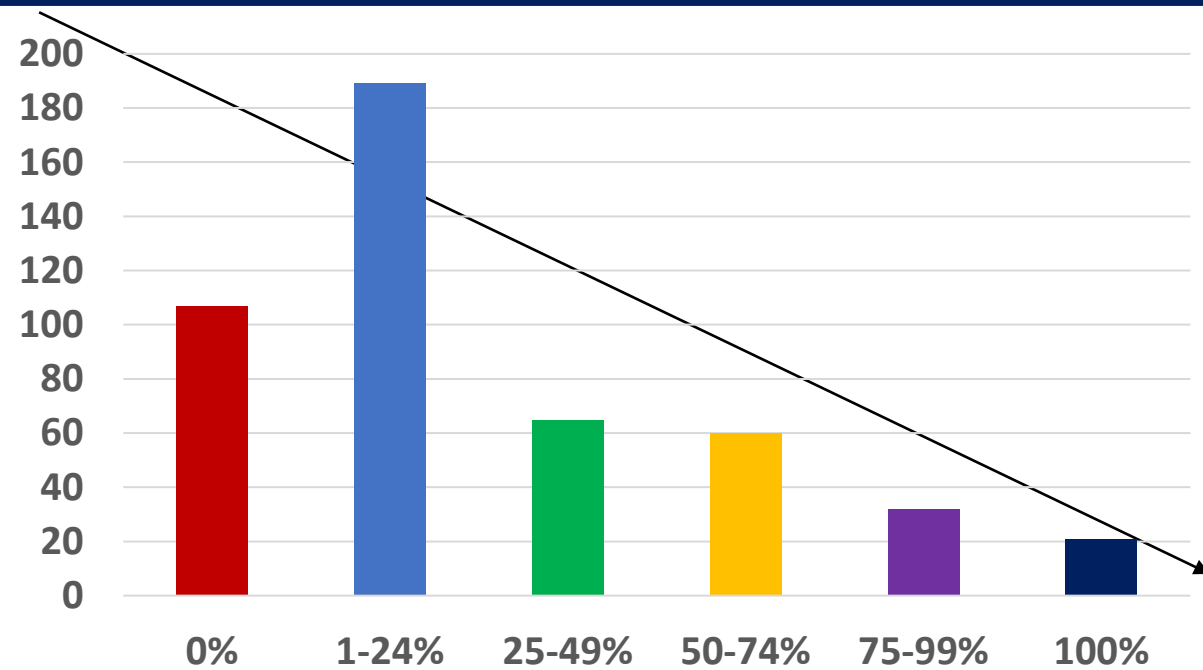


# PERCENTAGE OF TRAVEL BUDGET ON FLIGHTS OUT OF ISP **IF MORE NONSTOP DESTINATIONS WERE ADDED**

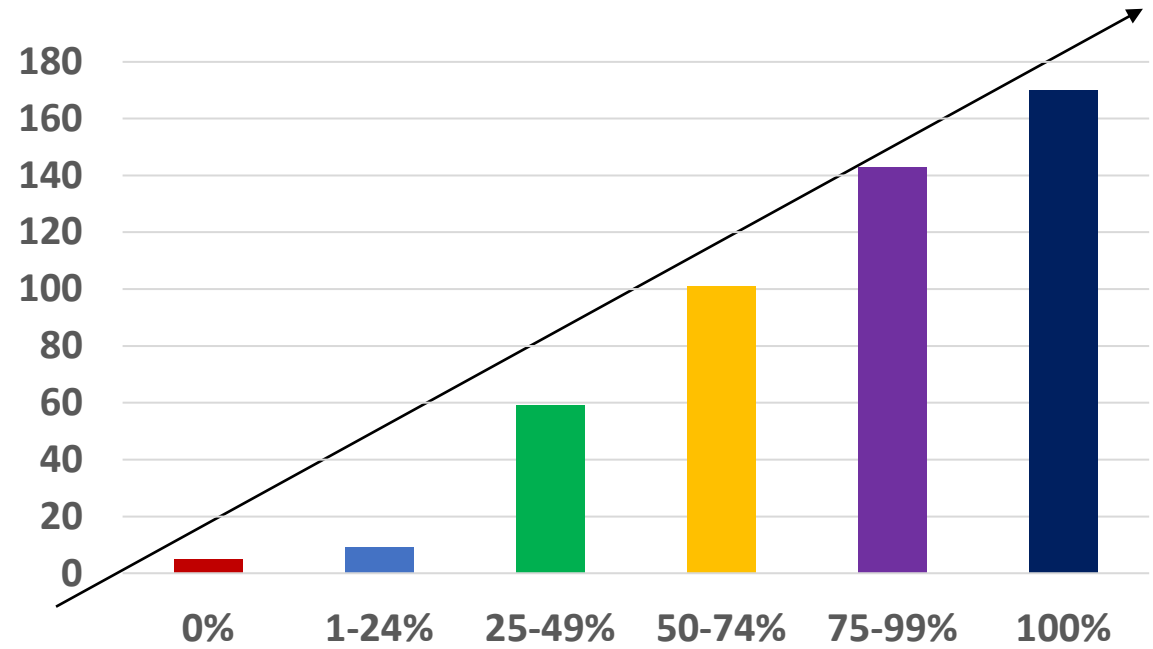


# SIDE BY SIDE COMPARISON – BEFORE AND AFTER MORE NONSTOP DESTINATIONS ARE ADDED

Percentage  
of travel  
budget on  
flights out  
of ISP  
today



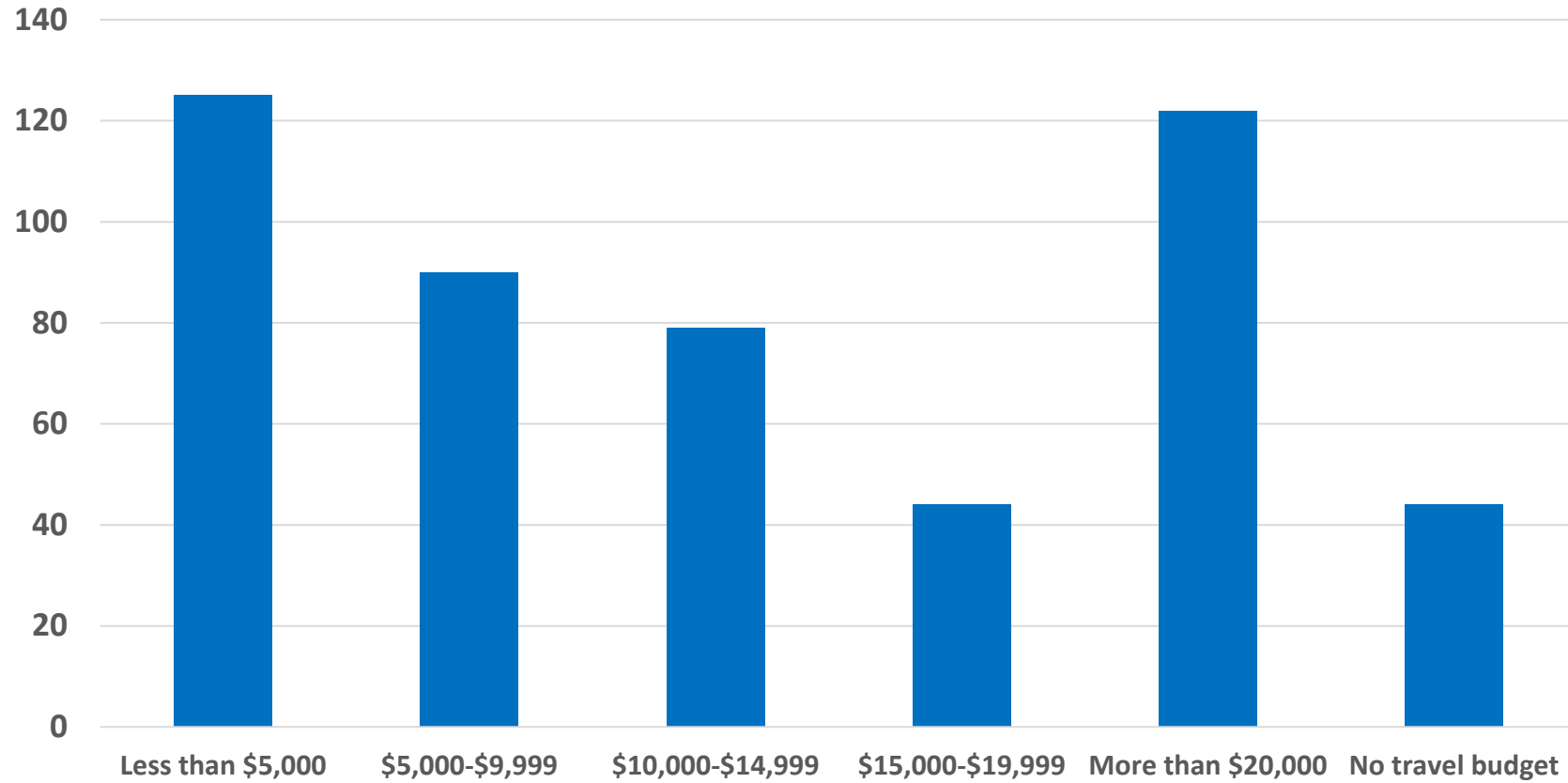
Percentage of travel  
budget on flights  
out of ISP if more  
nonstop  
destinations were  
added to the  
airport...survey  
results indicate  
growth



# WHAT DOES THIS TELL US?

- The business community WANTS to fly out of MacArthur Airport – the survey results speak for themselves
- Over 500 businesses across different industries have answered the survey in a very similar way: more nonstop destinations at ISP will encourage them to use the airport to spend their business travel budgets – the majority of them at 100% of their business travel budget capacity

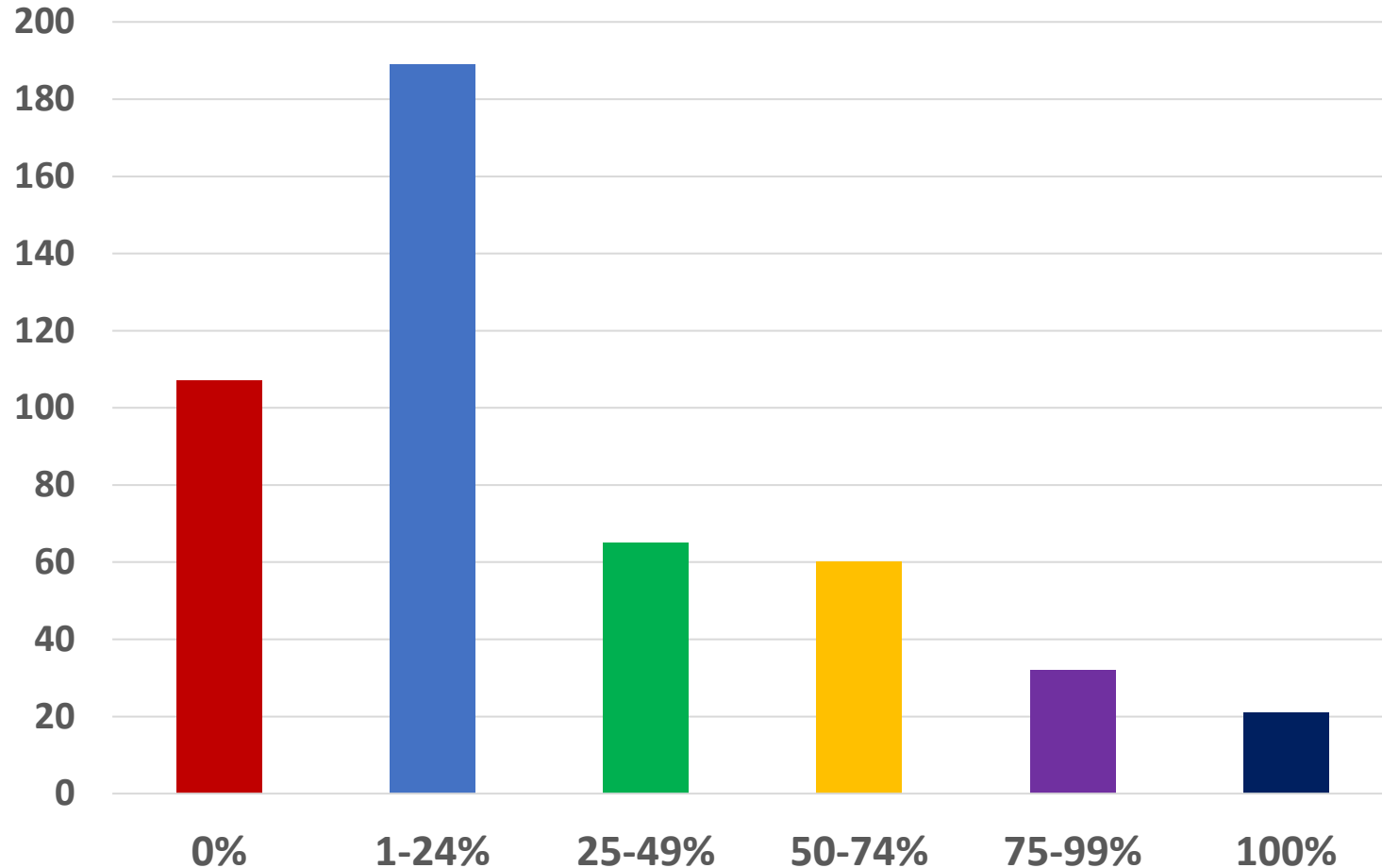
# CONCLUSIONS



- The total combined travel budget of the representative survey population is \$5.2 million

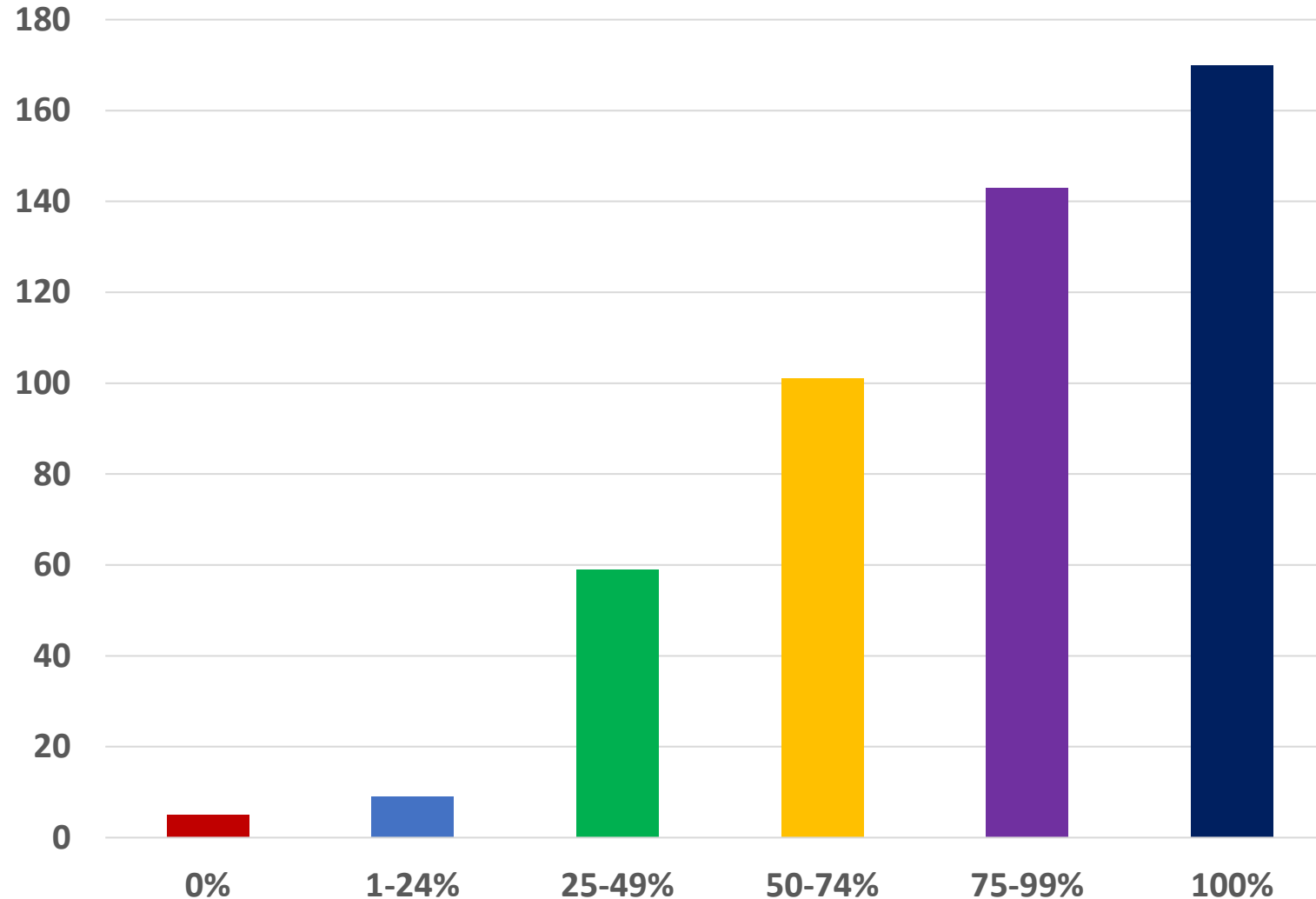


# CONCLUSIONS



- Of that \$5.2 million, only \$1.9 million is currently being spent at MacArthur Airport, with businesses answering on average that they spend only 36.2% of their business travel budgets at the airport

# CONCLUSIONS



- Businesses reported that after more nonstop destinations are added, they would spend 78.8% (up from 36.2%) of their travel budgets on average at MacArthur Airport leading to \$4.1 million in revenue (up from \$1.9 million)

# CONCLUSIONS: HIA-LI DATA

- Consider these numbers on a **larger scale**
- Take the HIA-LI, with membership of over 1,000 companies. If all 1,000 were to use MacArthur Airport after more nonstop destinations were added, the business travel dollars the airport stands to make is **\$8.7 million** (up from \$1.9 million)

# CONCLUSIONS: SUFFOLK COUNTY DATA

- Consider these numbers on an **even larger scale**
- According to employee data from September 13, 2021, there are 66,918 business establishments in Suffolk County. If you factor in businesses that do not have travel budgets (roughly 8.7% of our representative population of over 500 original businesses), then that leaves **61,076 business establishments**
- And if those **61,076** establishments with business travel budgets were to use MacArthur Airport after more nonstop destinations are added, the business travel dollars the airport stands to make is **\$532.2 million**
- That's **\$532.2 million** in potential revenue after more nonstop destinations are added

# CONCLUSIONS: NASSAU COUNTY DATA

- According to employee data from September 13, 2021, there are 66,746 business establishments in Nassau County. Factoring businesses that do not have travel budgets based on our representative population, that leaves roughly **60,919 business establishments**
- And if those **60,919** establishments with business travel budgets were to use MacArthur Airport after more nonstop destinations are added, the business travel dollars the airport stands to make is **\$530.8 million**
- That's **\$530.8 million** in potential revenue after more nonstop destinations are added

# CONCLUSIONS: LONG ISLAND DATA

- Therefore, when you combine potential revenue for Suffolk County (**\$532.2 million**) and Nassau County (**\$530.8 million**), that's a total combined potential of **\$1.1 billion** in revenue after more nonstop destinations are added

# FINAL RESULT

- Our survey polled over 500 Long Island businesses to create a sample representative population that can be applied to any larger population such as the HIA-LI, Suffolk County, or even Long Island as a whole
- Using the data we collected, we have calculated some remarkable conclusions
- The numbers do not lie: the businesses in Suffolk County alone could nearly double their investment of business travel dollars into MacArthur Airport if more nonstop destinations were added
- Imagine what the revenue reports would look like if a new carrier was introduced to the airport as well...

- The next few slides display just some of the businesses that chose to share their logos in support of MacArthur Airport







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