

EXECUTIVE SUMMARY

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



Background

HIA-LI created a Long Island MacArthur Airport Survey related to current and future travel needs of the Long Island business community. Over 500 businesses across Long Island responded to the survey with a **wide variety of annual travel budgets ranging from under \$5,000 to over \$20,000**. These businesses grouped together are the representative population on which we based our conclusions.

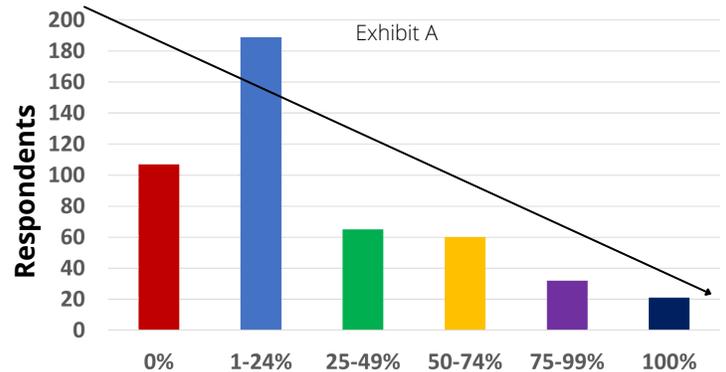
Survey Results:

The survey responses revealed that **the combined travel budget of our survey's business population is \$5.2 million**.

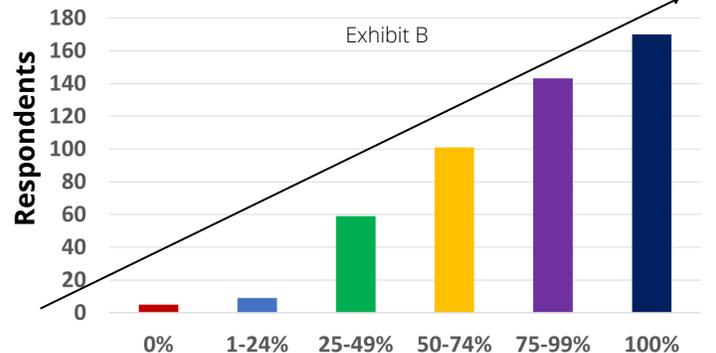
We asked survey participants how much of their travel budgets they use at MacArthur Airport today. **On average, businesses responded that they spend only 36.2% of their travel budgets at the airport today, totaling about \$1.9 million of that \$5.2 million.** (See Exhibit A, right.)

However, when businesses were asked how much of their travel budgets they would use at MacArthur Airport if more nonstop destinations were added, **businesses reported that on average, they would spend 78.8% of their travel budgets at MacArthur Airport, leading to \$4.1 million in potential revenue (up from \$1.9 million).** (See Exhibit B, right.)

Percentage of travel budget on flights out of ISP (MacArthur Airport) today



Percentage of travel budget on flights out of ISP if more nonstop destinations are added



Large Scale Implications

After calculating the results from HIA's MacArthur Airport survey, we then applied these numbers on a larger scale. **For example, with the HIA-LI's membership of over 1,000 companies, the potential spend in business travel dollars at the airport is \$8.7 million after more nonstop destinations are added.**

And for Suffolk and Nassau Counties, MacArthur Airport stands to make \$532.2 million and \$530.8 million respectively in potential revenue after more nonstop destinations are added. That's a combined \$1.1 billion in potential revenue for Suffolk and Nassau Counties combined.