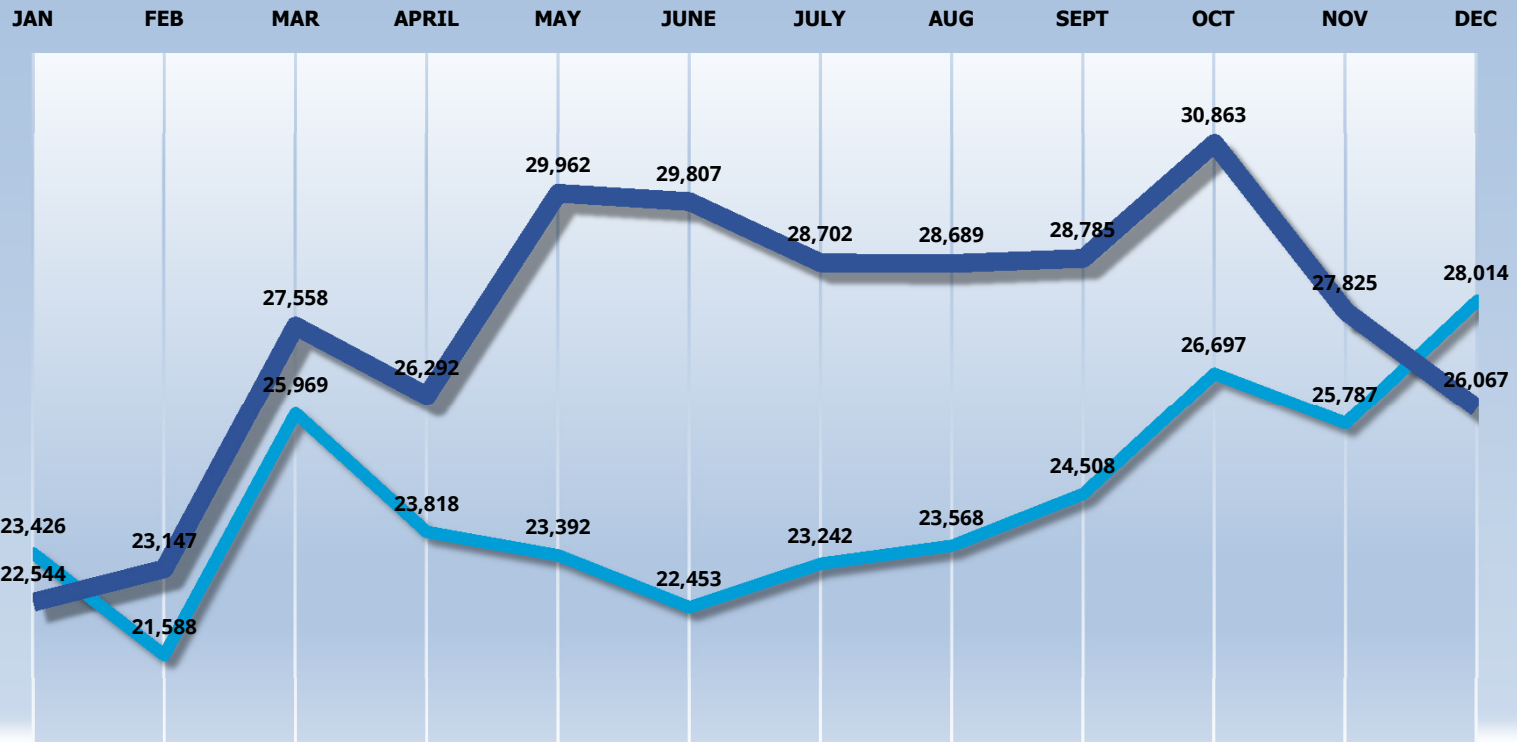




SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

ANNUAL AIRLINE PASSENGER SUMMARY
 SUMMARY BY YEAR AND MONTH
 1/18/2017



2015	23,426	21,588	25,969	23,818	23,392	22,453	23,242	23,568	24,508	26,697	25,787	28,014	292,462
2016	22,544	23,147	27,558	26,292	29,962	29,807	28,702	28,689	28,785	30,863	27,825	26,067	330,241
INC/DEC PRIOR YEAR	-3.8%	7.2%	6.1%	10.4%	28.1%	32.8%	23.5%	21.7%	17.5%	15.6%	7.9%	-7.0%	12.9%

SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2016 MARKET SHARE REPORT

1/19/2017



AIRLINE TOTAL PASSENGERS	JAN TOTAL MKT %	FEB TOTAL MKT %	MAR TOTAL MKT %	APRIL TOTAL MKT %	MAY TOTAL MKT %	JUNE TOTAL MKT %	JULY TOTAL MKT %	AUG TOTAL MKT %	SEPT TOTAL MKT %	OCT TOTAL MKT %	NOV TOTAL MKT %	DEC TOTAL MKT %	PASSENGER TOTAL
AMERICAN	10,238 45.4%	10,239 44.2%	12,248 44.4%	11,026 41.9%	11,865 39.6%	12,078 40.5%	12,754 44.4%	12,456 43.4%	11,591 40.3%	13,021 42.2%	11,603 41.7%	10,729 41.2%	139,848 42.3%
UNITED	12,306 54.6%	12,908 55.8%	15,310 55.6%	15,266 58.1%	18,097 60.4%	17,729 59.5%	15,948 55.6%	16,233 56.6%	17,194 59.7%	17,842 57.8%	16,222 58.3%	15,338 58.8%	190,393 57.7%
2016 TOTAL	22,544	23,147	27,558	26,292	29,962	29,807	28,702	28,689	28,785	30,863	27,825	26,067	330,241
% CHANGE	-3.8%	7.2%	6.1%	10.4%	28.1%	32.8%	23.5%	21.7%	17.5%	15.6%	7.9%	-7.0%	12.9%

(Total Passengers = Enplanements & Deplanements, including Non-Revenue Passengers)

RENTAL CAR COMMISSION	JAN TOTAL MKT %	FEB TOTAL MKT %	MAR TOTAL MKT %	APRIL TOTAL MKT %	MAY TOTAL MKT %	JUNE TOTAL MKT %	JULY TOTAL MKT %	AUG TOTAL MKT %	SEPT TOTAL MKT %	OCT TOTAL MKT %	NOV TOTAL MKT %	DEC TOTAL MKT %	COMMISSION TOTAL
AVIS	15,230 37.9%	15,739 36.1%	18,003 35.8%	19,250 39.7%	23,755 35.0%	21,030 34.7%	21,538 38.7%	23,363 38.3%	21,087 37.2%	20,478 35.6%	15,799 34.9%	13,348 33.8%	228,620 36.5%
BUDGET	3,605 9.0%	3,531 8.1%	3,689 7.3%	4,109 8.5%	10,804 15.9%	5,541 9.1%	3,632 6.5%	4,292 7.0%	4,434 7.8%	6,161 10.7%	3,669 8.1%	3,491 8.8%	56,958 9.1%
ENTERPRISE	12,598 31.3%	14,444 33.1%	16,659 33.1%	14,009 28.9%	19,557 28.9%	19,104 31.5%	17,296 31.1%	19,244 31.6%	17,214 30.3%	19,125 33.3%	15,355 33.9%	14,475 36.7%	199,080 31.8%
HERTZ	8,768 21.8%	9,928 22.7%	11,933 23.7%	11,139 23.0%	13,666 20.2%	14,968 24.7%	13,191 23.7%	14,022 23.0%	14,003 24.7%	11,753 20.4%	10,488 23.1%	8,168 20.7%	142,027 22.7%
2016 TOTAL	40,201	43,642	50,284	48,507	67,782	60,643	55,657	60,921	56,738	57,517	45,311	39,482	626,685
% CHANGE	5.8%	14.8%	1.9%	1.1%	45.0%	21.5%	9.9%	4.7%	0.2%	-12.5%	7.1%	3.0%	7.7%

(Rental Car Commission = Net \$\$\$)

AV GAS FUEL FLOWAGE	JAN TOTAL MKT %	FEB TOTAL MKT %	MAR TOTAL MKT %	APRIL TOTAL MKT %	MAY TOTAL MKT %	JUNE TOTAL MKT %	JULY TOTAL MKT %	AUG TOTAL MKT %	SEPT TOTAL MKT %	OCT TOTAL MKT %	NOV TOTAL MKT %	DEC TOTAL MKT %	AV GAS TOTAL
AV FUEL SLO (ACI)	8,523 100.0%	21,886 100.0%	20,964 100.0%	17,103 100.0%	29,912 100.0%	20,805 100.0%	25,049 87.7%	23,068 100.0%	29,985 100.0%	16,964 100.0%	16,953 100.0%	25,577 100.0%	256,789 98.7%
AV FUEL OCEANO (ACI)							3,505 12.3%						3,505 1.3%
2016 AV GAS TOTAL	8,523	21,886	20,964	17,103	29,912	20,805	28,554	23,068	29,985	16,964	16,953	25,577	260,294
% CHANGE	-73.7%	15.7%	-13.7%	-49.0%	81.2%	-18.0%	20.3%	-5.6%	21.9%	-33.3%	33.0%	1.2%	-9.4%

JET A FUEL FLOWAGE	JAN TOTAL MKT %	FEB TOTAL MKT %	MAR TOTAL MKT %	APRIL TOTAL MKT %	MAY TOTAL MKT %	JUNE TOTAL MKT %	JULY TOTAL MKT %	AUG TOTAL MKT %	SEPT TOTAL MKT %	OCT TOTAL MKT %	NOV TOTAL MKT %	DEC TOTAL MKT %	JET A TOTAL
AV FUEL (ACI)	169,560 100.0%	152,088 100.0%	170,370 100.0%	163,221 100.0%	197,972 100.0%	185,676 100.0%	225,530 100.0%	221,252 100.0%	165,309 100.0%	184,214 100.0%	209,639 100.0%	168,964 100.0%	2,213,795 100.0%
2016 JET TOTAL	169,560	152,088	170,370	163,221	197,972	185,676	225,530	221,252	165,309	184,214	209,639	168,964	2,213,795
% CHANGE	8.0%	-3.6%	32.8%	19.4%	39.5%	-10.9%	60.0%	30.5%	-19.0%	-4.9%	6.9%	-16.3%	8.7%

(Fuel Flowage = Bulk Gallons)



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2016 TOWER TRAFFIC



2016	<u>ITINERANT</u>					<u>LOCAL</u>			TOTAL TRAFFIC	% CHG 15 to 16
	AC	AIR TAXI	GA	MILITARY	TOTAL ITINERANT	CIVIL	MILITARY	TOTAL LOCAL		
JAN	142	547	2,415	32	3,136	1,784		1,784	4,920	-24%
FEB	118	607	3,644	48	4,417	3,006	6	3,012	7,429	50%
MAR	104	625	2,876	50	3,655	1,744	18	1,762	5,417	-25%
APR	93	674	3,288	28	4,083	2,022		2,022	6,105	2%
MAY	101	740	3,468	59	4,368	2,368	62	2,430	6,798	23%
JUN	96	755	3,454	234	4,539	2,600	18	2,618	7,157	3%
JUL	107	617	4,158	63	4,945	1,868	8	1,876	6,821	-4%
AUG	109	613	3,526	75	4,323	2,032	22	2,054	6,377	84%
SEP	93	693	3,322	45	4,153	1,621	4	1,625	5,778	2%
OCT	121	656	3,116	34	3,927	2,132	2	2,134	6,061	-10%
NOV	172	630	3,325	35	4,162	1,524	16	1,540	5,702	-2%
DEC	170	610	2,803	24	3,607	1,284		1,284	4,891	7%
	1,426	7,767	39,395	727	49,315	23,985	156	24,141	73,456	4%

IFR (included in Total Itinerant above)

2016	AC	AIR TAXI	GA	MILITARY	TOTAL IFR	PREV YEAR	% CHG
JAN	142	504	580	17	1,243	1,366	-9%
FEB	118	535	478	24	1,155	1,367	-16%
MAR	104	582	626	19	1,331	1,336	0%
APR	93	621	569	4	1,287	1,201	7%
MAY	101	677	870	20	1,668	1,358	23%
JUN	96	640	577	24	1,337	1,123	19%
JUL	107	550	654	19	1,330	1,107	20%
AUG	109	587	758	35	1,489	640	133%
SEP	93	652	619	22	1,386	1,122	24%
OCT	121	632	605	11	1,369	1,257	9%
NOV	171	612	596	18	1,397	1,219	15%
DEC	169	597	625	10	1,401	1,265	11%
	1,424	7,189	7,557	223	16,393	14,361	14%

DAILY OPERATION HOURS

2016	HOURS
JAN	14
FEB	14
MAR	14
APR	14
MAY	14
JUN	14
JUL	14
AUG	14
SEP	14
OCT	14
NOV	14
DEC	14



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2016 CARGO LANDED WEIGHTS AND OPERATIONS

1/18/2017



	<u>AMERIFLIGHT (UPS)</u>		<u>WESTAIR (FEDEX)</u>		<u>LANDING WEIGHT</u>			<u>LANDINGS</u>	
	<u>LDGWT</u>	<u>LANDINGS</u>	<u>LDGWT</u>	<u>LANDINGS</u>	<u>2016</u> <u>TOTAL LDGWT</u>	<u>2015</u> <u>TOTAL LDGWT</u>	<u>% CHANGE</u> <u>PRIOR YEAR</u>	<u>2016</u> <u>TOTAL LNDGS</u>	<u>% CHANGE</u> <u>PRIOR YEAR</u>
2016									
JAN	350	25	400	47	750	921	-18.5%	72	-25.8%
FEB	280	20	417	49	697	747	-6.7%	69	-14.8%
MAR	322	23	510	60	832	803	3.6%	83	-3.5%
APR	322	23	493	58	815	853	-4.5%	81	-12.0%
MAY	321	23	536	63	857	733	16.9%	86	16.2%
JUN	352	25	561	66	913	733	24.6%	91	24.7%
JUL	324	23	493	58	817	758	7.8%	81	6.6%
AUG	338	24	587	69	925	782	18.3%	93	24.0%
SEP	368	26	527	62	895	865	3.5%	88	4.8%
OCT	347	24	459	54	806	882	-8.6%	78	-9.3%
NOV	383	27	476	56	859	834	3.0%	83	6.4%
DEC	680	48	578	68	1,258	1271	-1.0%	116	-2.5%
MONTHLY TOTALS	4,387	311	6,037	710	10,424	10,182		1,021	
MONTHLY AVERAGE	366	26	503	59	869	849	3%	85	1%

Landed Weights in 1,000 of lbs AVDP

LDGWT = AIRCRAFT LANDED WEIGHT

LNDGS = AIRCRAFT LANDINGS

% CHANGE = Comparison to prior year



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2016 TOTAL FREIGHT - ALL CARGO CARRIERS

1/18/2017



	<u>AMERIFLIGHT</u>			<u>WESTAIR</u>			<u>ALL 2016 FREIGHT</u>			% CHANGE PRIOR YEAR
	FREIGHT DEPLANED	FREIGHT ENPLANED	TOTAL AMERIFLIGHT	FREIGHT DEPLANED	FREIGHT ENPLANED	TOTAL WESTAIR	FREIGHT DEPLANED 2016	FREIGHT ENPLANED 2016	TOTAL ALL FREIGHT 2016	
2016										
JAN	34,677	20,241	54,918	88,606	46,852	135,458	123,283	67,093	190,376	-8.2%
FEB	34,434	20,993	55,427	83,681	47,708	131,389	118,115	68,701	186,816	-2.7%
MAR	39,490	27,297	66,787	69,965	66,898	136,863	109,455	94,195	203,650	-3.3%
APR	34,273	21,619	55,892	107,058	66,160	173,218	141,331	87,779	229,110	4.2%
MAY	44,217	19,209	63,426	103,699	54,948	158,647	147,916	74,157	222,073	2.4%
JUN	42,521	23,123	65,644	112,920	67,718	180,638	155,441	90,841	246,282	15.4%
JUL	32,778	19,583	52,361	97,420	54,267	151,687	130,198	73,850	204,048	-12.0%
AUG	46,992	19,324	66,316	112,855	55,138	167,993	159,847	74,462	234,309	6.4%
SEP	42,070	19,846	61,916	113,157	62,457	175,614	155,227	82,303	237,530	-1.2%
OCT	39,705	16,952	56,657	97,133	53,633	150,766	136,838	70,585	207,423	-12.9%
NOV	42,738	21,829	64,567	94,274	53,740	148,014	137,012	75,569	212,581	5.4%
DEC	63,218	22,141	85,359	118,851	72,358	191,209	182,069	94,499	276,568	0.2%
TOTALS	497,113	252,157	749,270	1,199,619	701,877	1,901,496	1,696,732	954,034	2,650,766	-0.7%

Data Reported in pounds AVDP



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2016 CHARTER SERVICES PASSENGER SUMMARY

1/18/2017



2016	ACI				MARC AIR				2016 CHARTER FBO TOTAL							
	ENP	DEP	LAND	LAND WGT	ENP	DEP	LAND	LAND WGT	TOTAL ENP	TOTAL DEP	TOTAL PAX	% CHG to 2015	TOTAL LANDINGS	% CHG to 2015	TOTAL LAND WGT	% CHG to 2015
JAN	72	91	79	1657					72	91	163	16%	79	7%	1657	2%
FEB	65	63	75	1724	16	16	4	39	81	79	160	40%	79	5%	1763	-3%
MAR	81	86	68	1520					81	86	167	-20%	68	-6%	1520	-12%
APR	64	46	77	1629	32	33	6	59	96	79	175	10%	83	8%	1688	2%
MAY	41	49	82	1872	23	21	5	49	64	70	134	120%	87	43%	1921	54%
JUN	70	72	75	1903	46	42	13	128	116	114	230	140%	88	33%	2031	48%
JUL	42	33	76	1771					42	33	75	-28%	76	-3%	1771	-1%
AUG	27	27	82	1932	48	48	15	148	75	75	150	-13%	97	52%	2080	21%
SEP	92	92	83	1996					92	92	184	-45%	83	-3%	1996	4%
OCT	61	51	84	1916					61	51	112	-79%	84	-16%	1916	-12%
NOV	42	35	86	2155					42	35	77	-84%	86	-20%	2155	-21%
DEC	109	98	91	2457	88	84	21	207	197	182	379	230%	112	62%	2664	46%
TOTAL	766	743	958	22,532	253	244	64	630	1,019	987	2,006				23,162	

LAND = AIRCRAFT LANDINGS
 LAND WGT = AIRCRAFT LANDED WEIGHT PER 1000 LBS
 DEP = DEPLANEMENT
 ENP = ENPLANEMENT
 PAX = PASSENGERS