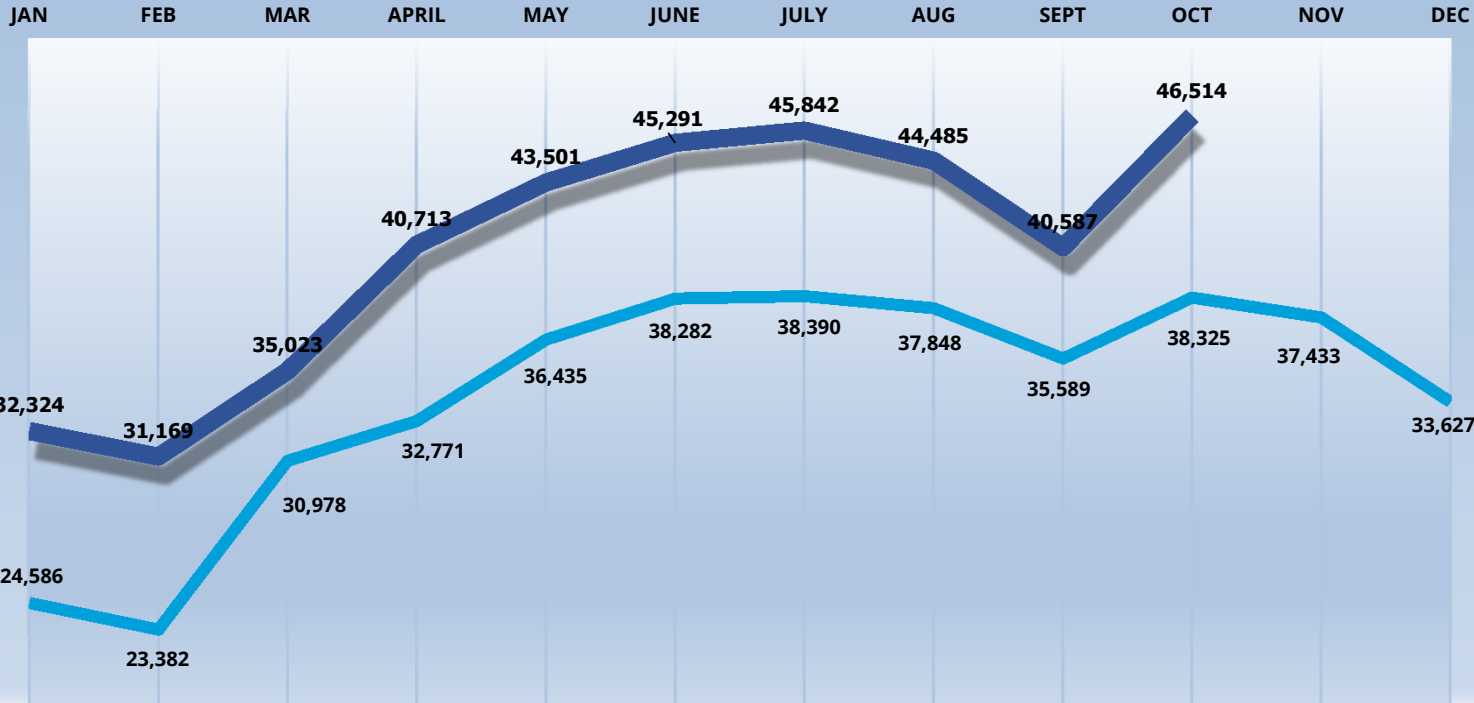


SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

ANNUAL AIRLINE PASSENGER SUMMARY
 SUMMARY BY YEAR AND MONTH
 11/16/2018



2017	24,586	23,382	30,978	32,771	36,435	38,282	38,390	37,848	35,589	38,325			336,586
2018	32,324	31,169	35,023	40,713	43,501	45,291	45,842	44,485	40,587	46,514			405,449
INC/DEC PRIOR YEAR	31.5%	33.3%	13.1%	24.2%	19.4%	18.3%	19.4%	17.5%	14.0%	21.4%			20.5%

SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2018 REVENUE AND NON-REVENUE PASSENGERS

11/16/2018



ALASKA AIRLINES														
MONTH	ENPLANEMENTS				% INC / DEC PRIOR YR	DEPLANEMENTS				% INC / DEC PRIOR YR	PASSENGERS			% INC / DEC PRIOR YR
	REV	NON-REV	TOTAL			REV	NON-REV	TOTAL			REV	NON-REV	TOTAL	
JAN	1,560	81	1,641			1,549	78	1,627			3,109	159	3,268	
FEB	1,701	97	1,798			1,536	87	1,623			3,237	184	3,421	
MAR	2,051	70	2,121			1,767	84	1,851			3,818	154	3,972	
APR	2,038	47	2,085	59.6%		1,830	56	1,886	56.5%		3,868	103	3,971	58.1%
MAY	2,257	32	2,289	11.0%		2,015	48	2,063	10.3%		4,272	80	4,352	10.7%
JUN	2,144	36	2,180	5.8%		2,115	40	2,155	10.9%		4,259	76	4,335	8.3%
JUL	2,113	79	2,192	7.0%		2,127	71	2,198	10.7%		4,240	150	4,390	8.9%
AUG	2,054	53	2,107	-0.3%		2,078	56	2,134	2.1%		4,132	109	4,241	0.9%
SEP	1,902	57	1,959	4.2%		1,860	57	1,917	-2.1%		3,762	114	3,876	1.0%
OCT	1,982	59	2,041	-0.6%		1,934	57	1,991	-1.8%		3,916	116	4,032	-1.2%
NOV														
DEC														
TOTAL	19,802	611	20,413			18,811	634	19,445			38,613	1,245	39,858	

AMERICAN AIRLINES / AMERICAN EAGLE														
MONTH	ENPLANEMENTS				% INC / DEC PRIOR YR	DEPLANEMENTS				% INC / DEC PRIOR YR	PASSENGERS			% INC / DEC PRIOR YR
	REV	NON-REV	TOTAL			REV	NON-REV	TOTAL			REV	NON-REV	TOTAL	
JAN	5,118	221	5,339	4.6%		5,315	200	5,515	7.4%		10,433	421	10,854	6.0%
FEB	4,774	170	4,944	-4.2%		5,003	170	5,173	0.4%		9,777	340	10,117	-1.9%
MAR	6,027	189	6,216	-9.0%		5,668	149	5,817	-15.5%		11,695	338	12,033	-12.2%
APR	6,043	241	6,284	-8.5%		6,552	227	6,779	4.2%		12,595	468	13,063	-2.3%
MAY	6,592	248	6,840	-3.6%		7,010	272	7,282	-2.3%		13,602	520	14,122	-2.9%
JUN	6,990	250	7,240	2.5%		7,332	270	7,602	4.3%		14,322	520	14,842	3.5%
JUL	7,025	269	7,294	5.7%		7,499	253	7,752	8.9%		14,524	522	15,046	7.3%
AUG	6,884	304	7,188	5.1%		7,343	278	7,621	7.2%		14,227	582	14,809	6.2%
SEP	5,955	270	6,225	4.2%		6,262	281	6,543	8.1%		12,217	551	12,768	6.1%
OCT	6,647	292	6,939	-3.9%		7,260	270	7,530	1.2%		13,907	562	14,469	-1.3%
NOV														
DEC														
TOTAL	62,055	2,454	64,509			65,244	2,370	67,614			127,299	4,824	132,123	

UNITED EXPRESS														
MONTH	ENPLANEMENTS				% INC / DEC PRIOR YR	DEPLANEMENTS				% INC / DEC PRIOR YR	PASSENGERS			% INC / DEC PRIOR YR
	REV	NON-REV	TOTAL			REV	NON-REV	TOTAL			REV	NON-REV	TOTAL	
JAN	8,403	513	8,916	25.1%		8,816	470	9,286	28.6%		17,219	983	18,202	26.9%
FEB	8,494	490	8,984	34.1%		8,180	467	8,647	37.1%		16,674	957	17,631	35.5%
MAR	9,595	397	9,992	13.1%		8,634	392	9,026	7.8%		18,229	789	19,018	10.5%
APR	11,698	472	12,170	41.6%		11,057	452	11,509	38.8%		22,755	924	23,679	40.2%
MAY	12,109	538	12,647	39.4%		11,873	507	12,380	39.4%		23,982	1,045	25,027	39.4%
JUN	13,019	587	13,606	32.3%		11,938	570	12,508	29.7%		24,957	1,157	26,114	31.0%
JUL	12,634	734	13,368	30.4%		12,332	706	13,038	29.2%		24,966	1,440	26,406	29.8%
AUG	12,374	553	12,927	31.2%		11,975	533	12,508	27.0%		24,349	1,086	25,435	29.1%
SEP	11,813	420	12,233	24.6%		11,317	393	11,710	18.9%		23,130	813	23,943	21.7%
OCT	13,720	506	14,226	43.3%		13,292	495	13,787	42.8%		27,012	1,001	28,013	43.1%
NOV														
DEC														
TOTAL	113,859	5,210	119,069			109,414	4,985	114,399			223,273	10,195	233,468	

52,754

2017 GRAND TOTALS												
ENPLANEMENTS					DEPLANEMENTS					PASSENGERS		
REV	NON-REV	TOTAL			REV	NON-REV	TOTAL			REV	NON-REV	TOTAL
195,716	8,275	203,991			193,469	7,989	201,458			389,185	16,264	405,449



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2018 AIRLINE PASSENGER SUMMARY

11/16/2018

2018 ENPLANEMENTS	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTALS
ALASKA	1,641	1,798	2,121	2,085	2,289	2,180	2,192	2,107	1,959	2,041			20,413
AMERICAN	5,339	4,944	6,216	6,284	6,840	7,240	7,294	7,188	6,225	6,939			64,509
UNITED	8,916	8,984	9,992	12,170	12,647	13,606	13,368	12,927	12,233	14,226			119,069
TOTAL	15,896	15,726	18,329	20,539	21,776	23,026	22,854	22,222	20,417	23,206			203,991
2017 ENP TOTAL	12,230	11,893	15,694	16,772	18,230	19,407	19,198	18,801	17,701	19,200			169,126
% Chg	30.0%	32.2%	16.8%	22.5%	19.5%	18.6%	19.0%	18.2%	15.3%	20.9%			20.6%

2018 DEPLANEMENTS	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTALS
ALASKA	1,627	1,623	1,851	1,886	2,063	2,155	2,198	2,134	1,917	1,991			19,445
AMERICAN	5,515	5,173	5,817	6,779	7,282	7,602	7,752	7,621	6,543	7,530			67,614
UNITED	9,286	8,647	9,026	11,509	12,380	12,508	13,038	12,508	11,710	13,787			114,399
TOTAL	16,428	15,443	16,694	20,174	21,725	22,265	22,988	22,263	20,170	23,308			201,458
2017 DEP TOTAL	12,356	11,489	15,284	15,999	18,205	18,875	19,192	19,047	17,888	19,125			167,460
% Chg	33.0%	34.4%	9.2%	26.1%	19.3%	18.0%	19.8%	16.9%	12.8%	21.9%			20.3%

2018 TOTAL	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTALS
ALASKA	3,268	3,421	3,972	3,971	4,352	4,335	4,390	4,241	3,876	4,032			39,858
AMERICAN	10,854	10,117	12,033	13,063	14,122	14,842	15,046	14,809	12,768	14,469			132,123
UNITED	18,202	17,631	19,018	23,679	25,027	26,114	26,406	25,435	23,943	28,013			233,468
2018 GRAND TOTAL	32,324	31,169	35,023	40,713	43,501	45,291	45,842	44,485	40,587	46,514			405,449
2017 GRAND TOTAL	24,586	23,382	30,978	32,771	36,435	38,282	38,390	37,848	35,589	38,325			336,586
% Chg	31.5%	33.3%	13.1%	24.2%	19.4%	18.3%	19.4%	17.5%	14.0%	21.4%			20.5%

TOTAL PASSENGERS BY FISCAL QUARTER

2018 Quarter 1 Total	98,516	2018 Quarter 2 Total	129,505	2018 Quarter 3 Total	130,914	2018 Quarter 4 Total	
2017 Quarter 1 Total	78,946	2017 Quarter 2 Total	107,488	2017 Quarter 3 Total	111,827	2017 Quarter 4 Total	
% Change	24.8%	% Change	20.5%	% Change	17.1%	% Change	

ENP = ENPLANED PASSENGERS
 DEP = DEPLANED PASSENGERS
 PAX = TOTAL PASSENGERS



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2018 LANDED WEIGHTS AND OPERATIONS

11/16/2018

AIRLINE LANDED WEIGHTS AND OPERATIONS											
2018	ALASKA		AMERICAN		UNITED		TOTALS				
	LDGWT	OPS	LDGWT	OPS	LDGWT	OPS	2018 TOTAL ENP	2018 LDGWT TOTAL	2018 % CHG LDGWT	2018 OPS TOTAL	2018 % CHG OPS
JAN	2,324	62	6,375	172	12,361	526	15,896	21,060	35.2%	760	31.0%
FEB	2,099	56	5,839	158	11,374	484	15,726	19,312	24.2%	698	21.6%
MAR	2,324	62	7,247	202	11,750	500	18,329	21,321	10.4%	764	7.9%
APR	2,174	58	8,217	226	15,405	550	20,539	25,796	30.4%	834	16.5%
MAY	2,324	62	8,646	238	17,238	586	21,776	28,208	29.0%	886	13.9%
JUN	2,449	60	8,641	234	17,823	600	23,026	28,913	26.5%	894	11.5%
JUL	2,324	62	8,945	242	18,350	618	22,854	29,619	26.2%	922	10.8%
AUG	2,324	62	8,874	240	17,860	624	22,222	29,058	24.8%	926	12.7%
SEP	2,249	60	7,480	202	15,301	586	20,417	25,030	17.2%	848	11.6%
OCT	2,324	62	8,787	238	17,946	594	23,206	29,057	22.4%	894	6.7%
NOV											
DEC											
MONTHLY TOTALS	22,915	606	79,051	2,152	155,408	5,668	203,991	257,374		8,426	
MONTHLY AVERAGE	2,292	60.6	7,905	215	15,541	567	20,087	25,737	24.6%	843	14.4%

Landed



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2018 MARKET SHARE REPORT

11/28/2018

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
ALASKA	3,268 10.1%	3,421 11.0%	3,972 11.3%	3,971 9.8%	4,352 10.0%	4,335 9.6%	4,390 9.6%	4,241 9.5%	3,876 9.5%	4,032 8.7%			39,858 9.8%
AMERICAN	10,854 33.6%	10,117 32.5%	12,033 34.4%	13,063 32.1%	14,122 32.5%	14,842 32.8%	15,046 32.8%	14,809 33.3%	12,768 31.5%	14,469 31.1%			132,123 32.6%
UNITED	18,202 56.3%	17,631 56.6%	19,018 54.3%	23,679 58.2%	25,027 57.5%	26,114 57.7%	26,406 57.6%	25,435 57.2%	23,943 59.0%	28,013 60.2%			233,468 57.6%
2018 TOTAL	32,324	31,169	35,023	40,713	43,501	45,291	45,842	44,485	40,587	46,514			405,449
% CHANGE	31.5%	33.3%	13.1%	24.2%	19.4%	18.3%	19.4%	17.5%	14.0%	21.4%			-0.5%

(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	17,713 37.3%	22,105 38.0%	25,880 38.0%	26,369 39.2%	25,512 39.6%	27,962 38.0%	26,867 36.8%	30,824 38.0%	26,900 36.1%	28,764 38.1%			258,896 37.9%
BUDGET	3,661 7.7%	5,957 10.2%	7,576 11.1%	5,965 8.9%	5,405 8.4%	6,857 9.3%	7,891 10.8%	7,925 9.8%	6,870 9.2%	7,757 10.3%			65,864 9.6%
ENTERPRISE	16,585 35.0%	19,974 34.3%	20,859 30.7%	21,620 32.2%	19,449 30.2%	25,615 34.8%	24,520 33.6%	25,571 31.5%	26,232 35.2%	21,756 28.8%			222,180 32.5%
HERTZ	9,468 20.0%	10,182 17.5%	13,714 20.2%	13,254 19.7%	14,011 21.8%	13,197 17.9%	13,715 18.8%	16,793 20.7%	14,583 19.6%	17,318 22.9%			136,235 19.9%
2018 TOTAL	47,427	58,218	68,029	67,208	64,377	73,631	72,993	81,113	74,585	75,595			683,175
% CHANGE	13.8%	37.3%	26.6%	26.1%	-8.2%	7.4%	5.7%	20.5%	14.8%	13.6%			5.1%

(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)	17,057 100.0%	25,122 100.0%	8,462 100.0%	16,954 100.0%	21,467 84.3%	25,419 100.0%	16,768 100.0%	33,777 89.5%	25,170 86.6%	20,846 100.0%			211,042 94.7%
AV FUEL OCEANO (ACI)					3,991 15.7%			3,983 10.5%	3,910 13.4%				11,884 5.3%
2018 AV GAS TOTAL	17,057	25,122	8,462	16,954	25,458	25,419	16,768	37,760	29,080	20,846			222,926
% CHANGE	98.7%	46.5%	-66.1%	-39.7%	-19.5%	98.5%	-34.3%	80.8%	-2.6%	-18.1%			-16.7%

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)	216,795 100.0%	237,575 100.0%	219,527 100.0%	203,047 100.0%	219,527 100.0%	223,516 100.0%	600,829 100.0%	275,731 100.0%	226,535 100.0%	271,933 100.0%			2,695,015 100.0%
2018 JET TOTAL	216,795	237,575	219,527	203,047	219,527	223,516	600,829	275,731	226,535	271,933			2,695,015
% CHANGE	-13.2%	95.0%	33.2%	-1.8%	-2.2%	-0.9%	92.0%	37.6%	0.2%	14.0%			12.9%

(Fuel Flowage = Bulk Gallons)

July JetA increase due to true up of prior months gallons



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2018 TOWER TRAFFIC

11/16/2018

2018	<u>ITINERANT</u>					<u>LOCAL</u>			TOTAL TRAFFIC	% CHG 17 to 18
	AC	AIR TAXI	GA	MILITARY	TOTAL ITINERANT	CIVIL	MILITARY	TOTAL LOCAL		
JAN	211	671	3,421	33	4,336	2,284	10	2,294	6,630	30%
FEB	187	611	3,224	39	4,061	1,782	22	1,804	5,865	38%
MAR	220	597	3,043	32	3,892	2,475		2,475	6,367	-6%
APR	353	487	2,985	23	3,848	1,778	12	1,790	5,638	-13%
MAY	476	465	3,359	36	4,336	2,994	17	3,011	7,347	18%
JUN	483	426	3,061	45	4,015	2,693	4	2,697	6,712	2%
JUL	502	469	3,303	80	4,354	2,203	26	2,229	6,583	-15%
AUG	499	472	3,815	58	4,844	2,996	32	3,028	7,872	19%
SEP	424	507	3,263	40	4,234	2,041	6	2,047	6,281	8%
OCT	554	419	3,360	33	4,366	2,948	8	2,956	7,322	8%
NOV					0			0	0	
DEC					0			0	0	
	3,909	5,124	32,834	419	42,286	24,194	137	24,331	66,617	-11%

IFR (included in Total Itinerant above)

2018	AC	AIR TAXI	GA	MILITARY	TOTAL IFR	PREV YEAR	% CHG
JAN	211	616	591	6	1,424	1,357	5%
FEB	187	570	481	18	1,256	1,330	-6%
MAR	220	573	652	13	1,458	1,405	4%
APR	353	474	635	12	1,474	1,407	5%
MAY	476	440	856	14	1,786	1,674	7%
JUN	482	420	668	38	1,608	1,444	11%
JUL	502	442	613	26	1,583	1,445	10%
AUG	499	441	743	34	1,717	1,570	9%
SEP	424	492	687	16	1,619	1,439	13%
OCT	554	395	643	18	1,610	1,476	9%
NOV					0	1,488	
DEC					0	1,326	
	3,908	4,863	6,569	195	15,535	17,361	-11%

DAILY OPERATION HOURS

2018	HOURS
JAN	14
FEB	14
MAR	14
APR	14
MAY	14
JUN	14
JUL	14
AUG	14
SEP	14
OCT	14



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2018 CARGO LANDED WEIGHTS AND OPERATIONS

11/28/2018

	AMERIFLIGHT (UPS)		WESTAIR (FEDEX)		LANDING WEIGHT		LANDINGS	
	LDGWT	LANDINGS	LDGWT	LANDINGS	2018 TOTAL LDGWT	% CHANGE PRIOR YEAR	2018 TOTAL LNDGS	% CHANGE PRIOR YEAR
2018								
JAN	473	31	544	64	1,017	27.1%	95	23.4%
FEB	355	24	476	56	831	12.4%	80	8.1%
MAR	325	23	493	58	818	-5.2%	81	-5.8%
APR	285	20	451	53	736	-6.5%	73	-7.6%
MAY	431	30	510	60	941	7.1%	90	4.7%
JUN	322	23	485	57	807	-14.9%	80	-14.9%
JUL	386	27	493	58	879	11.8%	85	11.8%
AUG	347	25	536	63	883	-10.3%	88	-7.4%
SEP	396	28	425	50	821	-11.1%	78	-10.3%
OCT	344	25	536	63	880	-11.6%	88	-4.3%
NOV								
DEC								
MONTHLY TOTALS	3,664	256	4,949	582	8,613		838	
MONTHLY AVERAGE	366	26	495	58	861	0%	84	0%

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

2018 TOTAL FREIGHT - ALL CARGO CARRIERS

11/28/2018

	<u>AMERIFLIGHT</u>			<u>WESTAIR</u>			<u>ALL 2018 FREIGHT</u>			% CHANGE PRIOR YEAR
	FREIGHT DEPLANED	FREIGHT ENPLANED	TOTAL AMERIFLIGHT	FREIGHT DEPLANED	FREIGHT ENPLANED	TOTAL WESTAIR	FREIGHT DEPLANED 2018	FREIGHT ENPLANED 2018	TOTAL ALL FREIGHT 2018	
2018										
JAN	52,005	20,250	72,255	99,143	76,372	175,515	151,148	96,622	247,770	26.5%
FEB	44,363	15,449	59,812	99,092	62,142	161,234	143,455	77,591	221,046	11.3%
MAR	40,702	18,524	59,226	69,720	102,602	172,322	110,422	121,126	231,548	-8.0%
APR	33,101	17,060	50,161	98,561	60,635	159,196	131,662	77,695	209,357	-9.4%
MAY	53,728	20,887	74,615	69,691	105,896	175,587	123,419	126,783	250,202	3.6%
JUN	47,199	25,848	73,047	64,919	108,511	173,430	112,118	134,359	246,477	-3.1%
JUL	53,036	28,328	81,364	19,000	129,000	148,000	72,036	157,328	229,364	2.1%
AUG	53,477	24,257	77,734	118,343	58,708	177,051	171,820	82,965	254,785	-2.7%
SEP	20,810	56,664	77,474	92,353	52,326	144,679	113,163	108,990	222,153	-12.2%
OCT	46,936	20,754	67,690	111,711	61,216	172,927	158,647	81,970	240,617	1.1%
NOV										
DEC										
TOTALS	445,357	248,021	693,378	842,533	817,408	1,659,941	1,287,890	1,065,429	2,353,319	-17.3%

Data Reported in pounds AVDP



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2018 CHARTER SERVICES PASSENGER SUMMARY

11/28/2018

2018	ACI				MARC AIR				2018 CHARTER FBO TOTAL							
	ENP	DEP	LAND	LAND WGT	ENP	DEP	LAND	LAND WGT	TOTAL ENP	TOTAL DEP	TOTAL PAX	% CHG to 2018	TOTAL LANDINGS	% CHG to 2018	TOTAL LAND WGT	% CHG to 2018
JAN	38	41	58	1870	26	26	7	69	64	67	131	-4%	65	-28%	1939	-11%
FEB	62	73	58	2181					62	73	135	44%	58	9%	2181	54%
MAR	108	102	74	2277					108	102	210	-20%	74	0%	2277	14%
APR	81	72	56	2028					81	72	153	58%	56	-29%	2028	-9%
MAY	46	41	54	1815					46	41	87	89%	54	-13%	1815	-9%
JUN	28	28	54	2035					28	28	56	24%	54	-2%	2035	14%
JUL	41	37	44	1473					41	37	78	-53%	44	-23%	1473	8%
AUG	33	36	61	2289	52	54	14	138	85	90	175	86%	75	47%	2427	48%
SEP	128	119	72	2444					128	119	247	-30%	72	-25%	2444	-19%
OCT	135	135	69	2328					135	135	270	22%	69	-27%	2328	2%
NOV																
DEC																
TOTAL	700	684	600	20,740	78	80	21	207	778	764	1,542		621		20,947	

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