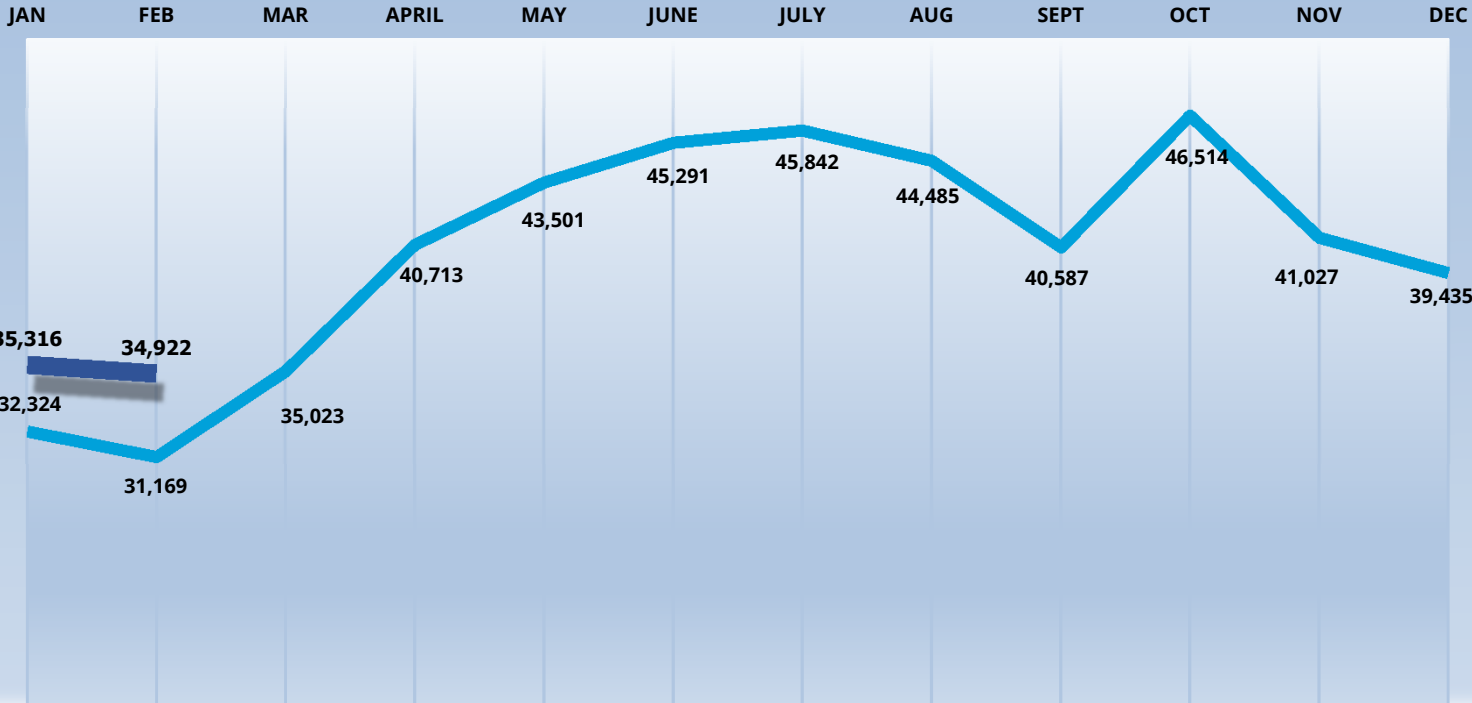


SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

ANNUAL AIRLINE PASSENGER SUMMARY
SUMMARY BY YEAR AND MONTH
3/18/2019



2018	32,324	31,169												63,493
2019	35,316	34,922												70,238
INC/DEC PRIOR YEAR	9.3%	12.0%												10.6%

SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2019 REVENUE AND NON-REVENUE PASSENGERS

3/18/2019



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	1,780	80	1,860		13.3%	1,726	78	1,804		10.9%	3,506	158	3,664		12.1%
FEB	1,701	97	1,798			1,536	87	1,623			3,237	184	3,421		
MAR															
APR															
MAY															
JUN															
JUL															
AUG															
SEP															
OCT															
NOV															
DEC															
TOTAL	3,481	177	3,658			3,262	165	3,427			6,743	342	7,085		

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	5,708	231	5,939		11.2%	6,028	204	6,232		12.9%	11,736	435	12,171		12.1%
FEB	5,686	141	5,827		17.9%	5,737	122	5,859		13.3%	11,423	263	11,686		15.5%
MAR															
APR															
MAY															
JUN															
JUL															
AUG															
SEP															
OCT															
NOV															
DEC															
TOTAL	11,394	372	11,766			11,765	326	12,091			23,159	698	23,857		

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	9,359	378	9,737		9.2%	9,377	367	9,744		4.9%	18,736	745	19,481		7.0%
FEB	9,725	424	10,149		13.0%	9,262	404	9,666		11.8%	18,987	828	19,815		12.4%
MAR															
APR															
MAY															
JUN															
JUL															
AUG															
SEP															
OCT															
NOV															
DEC															
TOTAL	19,084	802	19,886			18,639	771	19,410			37,723	1,573	39,296		

2019 GRAND TOTALS											
	ENPLANEMENTS				DEPLANEMENTS				PASSENGERS		
	REV	NON-REV	TOTAL		REV	NON-REV	TOTAL		REV	NON-REV	TOTAL
	33,959	1,351	35,310		33,666	1,262	34,928		67,625	2,613	70,238



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2019 AIRLINE PASSENGER SUMMARY

3/18/2019

2019 ENPLANEMENTS	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTALS
ALASKA	1,860	1,798											3,658
AMERICAN	5,939	5,827											11,766
UNITED	9,737	10,149											19,886
TOTAL	17,536	17,774											35,310
2018 ENP TOTAL	15,896	15,726											31,622
% Chg	10.3%	13.0%											11.7%

2019 DEPLANEMENTS	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTALS
ALASKA	1,804	1,623											3,427
AMERICAN	6,232	5,859											12,091
UNITED	9,744	9,666											19,410
TOTAL	17,780	17,148											34,928
2018 DEP TOTAL	16,428	15,443											31,871
% Chg	8.2%	11.0%											9.6%

2019 TOTAL	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTALS
ALASKA	3,664	3,421											7,085
AMERICAN	12,171	11,686											23,857
UNITED	19,481	19,815											39,296
2019 GRAND TOTAL	35,316	34,922											70,238
2018 GRAND TOTAL	32,324	31,169											63,493
% Chg	9.3%	12.0%											10.6%

TOTAL PASSENGERS BY FISCAL QUARTER

2019 Quarter 1 Total	2019 Quarter 2 Total	2019 Quarter 3 Total	2019 Quarter 4 Total
2018 Quarter 1 Total	2018 Quarter 2 Total	2018 Quarter 3 Total	2018 Quarter 4 Total
% Change	% Change	% Change	% Change

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



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2018 LANDED WEIGHTS AND OPERATIONS

3/18/2019

AIRLINE LANDED WEIGHTS AND OPERATIONS										
	ALASKA		AMERICAN		UNITED		TOTALS			
	LDGWT	OPS	LDGWT	OPS	LDGWT	OPS	2019 LDGWT TOTAL	2019 % CHG LDGWT	2019 OPS TOTAL	2019 % CHG OPS
2019										
JAN	2,324	62	8,724	218	15,016	562	26,064	23.8%	842	10.8%
FEB	2,099	56	7,107	208	13,960	506	23,166	20.0%	770	10.3%
MAR										
APR										
MAY										
JUN										
JUL										
AUG										
SEP										
OCT										
NOV										
DEC										
MONTHLY TOTALS	4,423	118	15,831	426	28,976	1,068	49,230		1,612	
MONTHLY AVERAGE	2,212	59	7,916	213	14,488	534	24,615	21.9%	806	10.6%

Landed



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2019 MARKET SHARE REPORT

3/21/2019

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	3,664 10.4%	3,421 9.8%											7,085 10.1%
AMERICAN	12,171 34.5%	11,686 33.5%											23,857 34.0%
UNITED	19,481 55.2%	19,815 56.7%											39,296 55.9%
2019 TOTAL PASSENGERS	35,316	34,922											70,238
% CHANGE	9.3%	12.0%											-85.5%

(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	19,852 36.5%	24,182 38.4%											44,034 37.5%
BUDGET	5,888 10.8%	6,643 10.6%											12,531 10.7%
ENTERPRISE	16,533 30.4%	18,466 29.3%											34,999 29.8%
HERTZ	12,083 22.2%	13,653 21.7%											25,736 21.9%
2019 RAC TOTAL	54,356	62,944											117,300
% CHANGE	14.6%	8.1%											-85.5%

(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)	17,044 100.0%	21,402 100.0%											38,446 100.0%
AV FUEL OCEANO (ACI)													
2019 AV GAS TOTAL	17,044	21,402											38,446
% CHANGE	-0.1%	-14.8%											-85.7%

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)	265,283 100.0%	236,964 100.0%											502,247 100.0%
2019 JET TOTAL	265,283	236,964											502,247
% CHANGE	22.4%	-0.3%											-84.6%

(Fuel Flowage = Bulk Gallons)

July JetA increase due to true up of prior months gallons



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2019 TOWER TRAFFIC

3/18/2019

2019	<u>ITINERANT</u>					<u>LOCAL</u>			TOTAL TRAFFIC	% CHG 18 to 19
	AC	AIR TAXI	GA	MILITARY	TOTAL ITINERANT	CIVIL	MILITARY	TOTAL LOCAL		
JAN	352	600	2,878	67	3,897	2,523	4	2,527	6,424	-3%
FEB	315	522	2,260	50	3,147	2,562	6	2,568	5,715	-3%
MAR					0			0	0	
APR					0			0	0	
MAY					0			0	0	
JUN					0			0	0	
JUL					0			0	0	
AUG					0			0	0	
SEP					0			0	0	
OCT					0			0	0	
NOV					0			0	0	
DEC					0			0	0	
	667	1,122	5,138	117	7,044	5,085	10	5,095	12,139	-85%

IFR (included in Total Itinerant above)

2019	AC	AIR TAXI	GA	MILITARY	TOTAL IFR	PREV YEAR	% CHG
JAN	352	562	637	38	1,589	1,357	17%
FEB	313	497	632	30	1,472	1,330	11%
MAR					0	1,405	
APR					0	1,407	
MAY					0	1,674	
JUN					0	1,444	
JUL					0	1,445	
AUG					0	1,570	
SEP					0	1,439	
OCT					0	1,476	
NOV					0	1,488	
DEC					0	1,326	
	665	1,059	1,269	68	3,061	17,361	-82%

DAILY OPERATION HOURS

2019	HOURS
JAN	14
FEB	14



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2019 CARGO LANDED WEIGHTS AND OPERATIONS

3/18/2019

	<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>2019</u> <u>TOTAL LDGWT</u>	<u>% CHANGE</u> <u>PRIOR YEAR</u>	<u>2019</u> <u>TOTAL LNDGS</u>	<u>% CHANGE</u> <u>PRIOR YEAR</u>
2019								
JAN	468	33	493	58	961	-5.5%	91	-4.2%
FEB	310	22	451	53	761	-8.4%	75	-6.3%
MAR								
APR								
MAY								
JUN								
JUL								
AUG								
SEP								
OCT								
NOV								
DEC								
MONTHLY TOTALS	778	55	944	111	1,722		166	
MONTHLY AVERAGE	389	28	472	56	861	-7%	83	-5%

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

2019 TOTAL FREIGHT - ALL CARGO CARRIERS

3/18/2019

	<u>AMERIFLIGHT</u>			<u>WESTAIR</u>			<u>ALL 2019 FREIGHT</u>			<u>% CHANGE PRIOR YEAR</u>
	<u>FREIGHT DEPLANED</u>	<u>FREIGHT ENPLANED</u>	<u>TOTAL AMERIFLIGHT</u>	<u>FREIGHT DEPLANED</u>	<u>FREIGHT ENPLANED</u>	<u>TOTAL WESTAIR</u>	<u>2019</u>	<u>FREIGHT ENPLANED 2019</u>	<u>TOTAL ALL FREIGHT 2019</u>	
2019										
JAN	47,739	21,308	69,047	90,351	48,757	139,108	138,090	70,065	208,155	-16.0%
FEB	42,283	17,659	59,942	84,870	48,118	132,988	127,153	65,777	192,930	-12.7%
MAR										
APR										
MAY										
JUN										
JUL										
AUG										
SEP										
OCT										
NOV										
DEC										
TOTALS	90,022	38,967	128,989	175,221	96,875	272,096	265,243	135,842	401,085	-85.7%

Data Reported in pounds AVDP



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

2019 CHARTER SERVICES PASSENGER SUMMARY

3/18/2019

2019	ACI				MARC AIR				2019 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	57	50	106	4215					57	50	107	-18%	106	63%	4215	117%
FEB	83	69	107	4138					83	69	152	13%	107	84%	4138	90%
MAR																
APR																
MAY																
JUN																
JUL																
AUG																
SEP																
OCT																
NOV																
DEC																
TOTAL	140	119	213	8,353	0	0	0	0	140	119	259		213		8,353	

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