AGENDA

- TYPES OF ECONOMIC IMPACT
  - DIRECT, INDIRECT, AND INDUCED IMPACT
  - STUDY AREA

- THE IMPACT OF CURRENT AIRLINE SERVICE
  - CURRENT SERVICE
  - VISITORS TO THE REGION

- GENERAL AVIATION IMPACT
  - EMPLOYMENT IMPACT

- CURRENT ECONOMIC IMPACT

- IMPACT OF NEW AIRLINE SERVICE
TOPIC ONE
TYPES OF ECONOMIC IMPACT
DETERMINING ECONOMIC IMPACT

- ECONOMIC ACTIVITY TIED TO THE RUNWAY
  - JOBS
  - VISITORS
  - SPENDING
  - TAXES
TYPES OF ECONOMIC IMPACT

DIRECT IMPACT

> JOBS AND SPENDING AT THE AIRPORT

SOURCE: VOLAIRE AVIATION CONSULTING ANALYSIS
TYPES OF ECONOMIC IMPACT

INDIRECT IMPACT

> SPENDING FROM AIRPORT-RELATED JOBS AND ACTIVITY

SOURCE: VOLAIRE AVIATION CONSULTING ANALYSIS
TYPES OF ECONOMIC IMPACT

INDUCED IMPACT

> ECONOMIC ACTIVITY FLOWING THROUGH THE ECONOMY

DIRECT

INDIRECT

INDUCED
STUDY AREA

SAN LUIS OBISPO COUNTY ONLY

$15.1 BILLION ECONOMY
169,000+ EMPLOYEES
$47,500 HOUSEHOLD INCOME

SOURCE: VOLAIRE AVIATION CONSULTING ANALYSIS
TOPIC TWO
THE IMPACT OF AIRLINE SERVICE
NONSTOP ROUTES

SPRING 2017

Seattle
Alaska

San Francisco

San Luis Obispo

Los Angeles

Phoenix

American Airlines

SOURCE: VOLAIRE AVIATION ANALYSIS
NONSTOP ROUTES

TODAY

- Seattle
- San Francisco
- San Luis Obispo
- Los Angeles
- Phoenix
- Dallas/Ft. Worth

SOURCE: VOLAIRE AVIATION ANALYSIS
PASSENGERS ARE AT THEIR PEAK

PASSENGERS PER DAY EACH WAY (PDEW), SAN LUIS OBISPO
CALENDAR YEAR 2011 – CALENDAR YEAR 2018

> UP 75% SINCE 2011

SOURCE: AIRLINE DATA, INC.
DIRECT AIRLINE EMPLOYMENT BY TYPE, SAN LUIS OBISPO
FISCAL YEAR 2018

- Airline, 80.0
- TSA/Security, 20.5
- Rental Car, 13.0
- Firefighting, 8.0
- Concessions, 3.0

FULL TIME JOBS: 132
ANNUAL PAYROLL: $4.9M
ANNUAL SALARY: $37,000

SOURCE: VOLAIRE AVIATION ANALYSIS
IMPACT OF AIRLINE INBOUND PASSENGERS, SAN LUIS OBISPO
FISCAL YEAR 2018

VISITORS, 42%

SBP-Origin, 58%

ANNUAL VISITORS
66,756

PER DAY
183

HOTEL NIGHTS
139,025

ANNUAL SPEND
$20.8M

SOURCE: VOLAIRE AVIATION ANALYSIS
SPENDING BY AIRLINE INBOUND PASSENGERS, SAN LUIS OBISPO
FISCAL YEAR 2018 (IN MILLIONS)

- **Lodging, $6.1**
- **Food & Drink, $4.4**
- **Recreation, $2.5**
- **Retail, $5.2**
- **Transportation, $2.7**

**$13.9M ANNUAL PAYROLL**

**295 TOTAL TOURISM JOBS**

**59 HOTEL JOBS**

**79 RESTAURANT JOBS**

SOURCE: VOLAIRE AVIATION ANALYSIS
TOTAL AIR SERVICE IMPACT

TOTAL JOBS GENERATED BY AIRLINE SERVICE, SAN LUIS OBISPO
FISCAL YEAR 2018

- Direct Jobs, 428.8
- Indirect Jobs, 59.9
- Induced Jobs, 68.4

557 FULL TIME JOBS
$20.8M ANNUAL PAYROLL
$37,400 ANNUAL SALARY

SOURCE: VOLAIRE AVIATION ANALYSIS
TOTAL AIR SERVICE IMPACT

ECONOMIC IMPACT OF AIRLINE SERVICE, SAN LUIS OBISPO
FISCAL YEAR 2018 (IN MILLIONS)

- **Direct Impact**: $35.0
- **Indirect Impact**: $9.1
- **Induced Impact**: $9.8

**Total Impact**: $53.9M
- 0.4% of Total County Economy

**Total Taxes Generated**: $6.5M

SOURCE: VOLAIRE AVIATION ANALYSIS
AIRCRAFT OPERATIONS AT SBP

OPERATIONS BY TYPE OF AIRCRAFT, SAN LUIS OBISPO
FISCAL YEAR 2017

- Airline, 20%
- Local General Aviation, 59%
- Transient, 20%
- Military, 1%

80,000+ NON-AIRLINE TAKEOFFS AND LANDINGS
377 BASED AIRCRAFT

SOURCE: VOLAIRE AVIATION ANALYSIS
COMPANIES BASED AT SBP

NON-AIRLINE COMPANIES AT SAN LUIS OBISPO COUNTY REGIONAL AIRPORT
FISCAL YEAR 2018

SOURCE: VOLAIRE AVIATION ANALYSIS
DIRECT GENERAL AVIATION EMPLOYMENT BY TYPE, SAN LUIS OBISPO
FISCAL YEAR 2018

- Fixed Base Operator (FBO), 163.5
- Administration, 14.4
- Other, 35.5
- FAA, 8.0
- Maintenance, 7.0

13 BASED COMPANIES
228 FULL-TIME EMPLOYEES
$14.9M ANNUAL PAYROLL
$65,300 ANNUAL SALARY

SOURCE: VOLAIRE AVIATION ANALYSIS
ECONOMIC IMPACT OF GENERAL AVIATION, SAN LUIS OBISPO
FISCAL YEAR 2018 (IN MILLIONS)

Source: VOLAIRE AVIATION ANALYSIS

$31.4M
TOTAL IMPACT

0.2%
OF TOTAL COUNTY ECONOMY

$5.0M
TOTAL TAXES GENERATED

Induced Impact, $8.9
Direct Impact, $17.8
Indirect Impact, $4.7
TOPIC FOUR
TOTAL ECONOMIC IMPACT
AVIATION EMPLOYMENT AT SAN LUIS OBISPO COUNTY REGIONAL AIRPORT
FISCAL YEAR 2018

- Direct: 680.7
- Indirect: 88.9
- Induced: 101.3

871 FULL TIME JOBS
$40.9M ANNUAL PAYROLL
$47,000 ANNUAL SALARY

SOURCE: VOLAIRE AVIATION ANALYSIS
TOTAL ECONOMIC IMPACT

ECONOMIC IMPACT OF SAN LUIS OBISPO COUNTY REGIONAL AIRPORT
FISCAL YEAR 2018 (IN MILLIONS)

- Direct Impact, $52.8
- Indirect Impact, $13.8
- Induced Impact, $18.7

TOTAL IMPACT: $85.3M
0.6% OF TOTAL COUNTY ECONOMY

TOTAL TAXES GENERATED: $14.5M

SOURCE: VOLAIRE AVIATION ANALYSIS
IMPACT OF EACH ADDITIONAL SEAT

IMPACT OF EACH DAILY ADDITIONAL AIRLINE SEAT, SAN LUIS OBISPO
FORECAST BASED ON FISCAL YEAR 2018

- 0.8 NEW FULL TIME JOBS
- $30,600 IN NEW PAYROLL
- 118 NEW ANNUAL VISITORS
- $21,900 NEW TAX REVENUE
- $81,700 NEW ECONOMIC IMPACT

SOURCE: VOLAIRE AVIATION ANALYSIS
NEW VISITOR SPENDING: PER FLIGHT

NEW SPENDING BY INBOUND PASSENGERS PER FLIGHT, SAN LUIS OBISPO
FISCAL YEAR 2018 (IN THOUSANDS)

- Transportation, $354.0
- Lodging, $790.5
- Food & Drink, $572.5
- Recreation, $327.0
- Retail, $681.5

$2.7M NEW TOURISM SPEND
50 NEW TOURISM JOBS

SOURCE: VOLAIRE AVIATION ANALYSIS
ECONOMIC IMPACT OF EACH NEW FLIGHT, SAN LUIS OBISPO
FISCAL YEAR 2018 (IN MILLIONS)

- Direct Impact, $4.1
- Indirect Impact, $1.0
- Induced Impact, $1.1

$6.2M TOTAL IMPACT
$4.6M TOTAL NEW PAYROLL
$1.7M NEW TAXES GENERATED

SOURCE: VOLAIRE AVIATION ANALYSIS
JACK PENNING
MANAGING PARTNER
VOLAIRE AVIATION
PORTLAND, OREGON