| Enplanements (excluding charters) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | January | February | March | April | May | June | July | August | September | October | November | December | TOTAL | YTD |
| 2015 | 6,860 | 6,724 | 8,070 | 7,816 | 8,441 | 7,855 | 8,225 | 8,338 | 7,140 | 7,800 | 6,794 | 7,008 | 91,071 | 37,911 |
| 2016 | 7,001 | 6,630 | 7,604 | 7,421 | 7,983 | 8,257 | 7,965 | 8,652 | 7,203 | 8,008 | 6,916 | 6,411 | 90,051 | 36,639 |
| 2017 | 6,392 | 6,375 | 7,880 | 7,717 | 7,671 | 8,202 | 7,627 | 8,999 | 7,030 | 7,833 |  |  | 75,726 | 36,035 |
|  | -9\% | -4\% | 4\% | 4\% | -4\% | -1\% | -4\% | 4\% | -2\% | -2\% |  |  |  |  |


|  | Load Factors (excluding charters) * |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | January | February | March | April | May | June | July | August | September | October | November | December | Avg |
| 2015 | 83.41\% | 87.10\% | 81.12\% | 77.60\% | 82.89\% | 85.75\% | 84.18\% | 87.46\% | 81.77\% | 83.98\% | 83.85\% | 76.88\% | 83.00\% |
| 2016 | 77.72\% | 76.38\% | 77.36\% | 77.37\% | 80.91\% | 82.31\% | 84.94\% | 88.70\% | 88.82\% | 83.05\% | 82.95\% | 82.62\% | 81.93\% |
| 2017 | 85.78\% | 85.69\% | 89.40\% | 87.49\% | 85.24\% | 80.98\% | 77.43\% | 86.56\% | 80.68\% | 81.18\% |  |  | 84.04\% |
|  | 10\% | 12\% | 16\% | 13\% | 5\% | -2\% | -9\% | -2\% | -9\% | -2\% |  |  |  |



|  | Monthly Gross Receipts August |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } \\ 2016 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September } \\ 2017 \end{gathered}$ | Same Month YOY Change |
| Car Rentals | \$348,663.52 | \$376,582.83 | 8\% |
| Colgan Sales | \$170,696.77 | \$211,007.64 | 24\% |
| Fuel Sales (Gallons) | 82,528 | 98,238 | 19\% |
| Restaurant/Shop Sales | \$28,306.15 | \$26,284.27 | -7\% |
| Parking Revenue | \$54,763.98 | \$50,386.73 | -8\% |

*     - Note: Load factors are estimated due to diversions/maintenance flight

