| Fnnlanemen |  |  |
|------------|--|--|
|            |  |  |

|       | January | February | March | April | May   | June  | July  | August | September | October | November | December | TOTAL  |
|-------|---------|----------|-------|-------|-------|-------|-------|--------|-----------|---------|----------|----------|--------|
| 2016  | 6,701   | 6,323    | 7,403 | 7,118 | 7,829 | 8,037 | 7,920 | 8,441  | 7,125     | 7,858   | 6,838    | 6,297    | 87,890 |
| 2017  | 6,070   | 6,375    | 7,536 | 7,410 | 7,518 | 7,977 | 7,627 | 8,717  | 7,000     | 7,522   | 7,159    | 6,786    | 87,697 |
| 2018_ | 6,781   | 6,655    | 8,029 | 7,972 |       |       |       |        |           |         |          |          | 29,437 |
| _     | 12%     | 4%       | 7%    | 8%    |       |       |       |        |           |         |          |          |        |

## Load Factors (excluding charters) \*

|      | January | February | March  | April  | May    | June   | July   | August | September | October | November | December | Avg    |
|------|---------|----------|--------|--------|--------|--------|--------|--------|-----------|---------|----------|----------|--------|
| 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%  | 84.46%   | 72.45%   | 83.11% |
| 2018 | 76.71%  | 79.80%   | 78.95% | 81.71% |        |        |        |        |           |         |          |          | 79.29% |
| _    | -11%    | -7%      | -12%   | -7%    | -      | -      | -      |        |           |         |          |          |        |

## Available Seats (excluding charters)

|      | January | February | March  | April | May   | June  | July  | August | September | October | November | December | TOTAL   |
|------|---------|----------|--------|-------|-------|-------|-------|--------|-----------|---------|----------|----------|---------|
| 2016 | 8,622   | 8,278    | 9,570  | 9,200 | 9,676 | 9,764 | 9,324 | 9,516  | 8,022     | 9,462   | 8,244    | 7,622    | 107,300 |
| 2017 | 7,076   | 7,440    | 8,430  | 8,470 | 8,820 | 9,850 | 9,850 | 10,070 | 8,676     | 9,266   | 8,476    | 9,366    | 105,790 |
| 2018 | 8,840   | 8,340    | 10,170 | 9,756 |       |       |       |        |           |         |          |          | 37,106  |
| _    | 25%     | 12%      | 21%    | 15%   |       |       |       |        |           |         |          |          |         |

## **Tower Counts**

|      | TOWCI COUNTS |          |       |       |       |       |       |        |           |         |          |          |          |
|------|--------------|----------|-------|-------|-------|-------|-------|--------|-----------|---------|----------|----------|----------|
| _    | January      | February | March | April | May   | June  | July  | August | September | October | November | December | TOTAL    |
| 2016 | 1,382        | 1,651    | 1,831 | 1,418 | 1,817 | 1,813 | 2,145 | 1,737  | 1,542     | 1,777   | 1,336    | 836      | 19,285   |
| 2017 | 707          | 1,122    | 1,163 | 1,322 | 1,755 | 1,954 | 2,023 | 1,995  | 1,846     | 1,811   | 1,563    | 1,129    | 18,390   |
| 2018 | 1,244        | 1,201    | 1,695 | 1,368 |       |       |       |        |           |         |          |          | 5,508    |
| -    | 76%          | 7%       | 46%   | 3%    |       |       |       |        |           |         |          |          | <u> </u> |

## **Monthly Gross Receipts**

|                       | Monthly Gloss Receipts |              |            |  |  |  |  |  |  |  |
|-----------------------|------------------------|--------------|------------|--|--|--|--|--|--|--|
|                       | March                  |              |            |  |  |  |  |  |  |  |
|                       | March                  | Same Month   |            |  |  |  |  |  |  |  |
|                       | 2017                   | 2018         | YOY Change |  |  |  |  |  |  |  |
| Car Rentals           | \$302,963.40           | \$357,158.02 | 18%        |  |  |  |  |  |  |  |
| Colgan Sales          | \$221,322.30           | \$231,363.18 | 5%         |  |  |  |  |  |  |  |
| Fuel Sales (Gallons)  | 105,054                | 83,436       | -21%       |  |  |  |  |  |  |  |
| Restaurant/Shop Sales | \$39,192.10            | \$39,413.01  | 1%         |  |  |  |  |  |  |  |
| Parking Revenue       | \$68,624.65            | \$63,816.11  | -7%        |  |  |  |  |  |  |  |

<sup>\* -</sup> Note: Load factors are estimated due to diversions/maintenance flight