



ALTOONA BLAIR COUNTY AIRPORT AUTHORITY

310 AIRPORT DRIVE, SUITE 6

MARTINSBURG, PA 16662

Phone (814) 793-2027 Fax (814) 793-2655

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Manager's Report October 10, 2016

General

1. Southern Airway's overall completion rate was 98.1% for September, with a controllable completion rate of 100%. Passenger loads are up just over 11% from August, over 25% from September of 2015, and reached the highest level since AOO became a part of the PITConnector system. The reports of completed flights, enplanements, and total passengers are included with this report.

2. DOT has approved our request to add BWI to the Southern Airways flight schedule (there is still no official approval of our waiver request). Southern has agreed to the change with no increase in subsidy. The BWI flights will begin on November 19, and flights are available for booking now on Southern's web site, www.iflysouthern.com. There is a schedule attached to this report. The plan is to run this schedule through February, and as Southern's new cities and hubs become established, and as more pilots are available, to expand the schedule to a longer day beginning in the March time-frame.

3. Based on the board's vote last month, Delta Airport Consultants is preparing a new base agreement to cover their services for the next five years.

Marketing/Promotion

1. Southern Airways will begin marketing the new BWI service and continuing PIT service now that official approval has been given by DOT and the schedule is available for booking. Southern will be doing a media flight when the BWI service starts to provide a tour of that airport. They will also be expanding their "Fly All the Way Here" program with local hotels to include visits to BWI.

Property

1. Safe Q, LLC, is continuing work on the FBO Fuel Farm. The self-serve unit is the first priority and should be operational later this week.

2. Flightway One, LLC, has not removed the DeGol Jet A Fuel system yet. They are currently completing the permitting process at the new location and are working with DeGol Aviation to coordinate the removal.

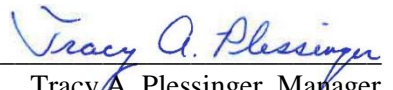
3. We are continuing preliminary planning for construction projects utilizing both capital budget grant and USDA-RD loan funds. There are two motions on tonight's agenda regarding these projects. One is to enter executive session to discuss potential lease clients and rates, and the other is to approve BCAA personnel continuing planning for the projects.

Personnel

1. Our new maintenance employee, Del Hoover, has completed ARFF training at PIT. He is now available to provide ARFF coverage for AOO, which is required by the FAA anytime a commercial flight is taking off or landing.

Finance

1. Financial reports for the month of September are included. Invoices for October total \$30,167.30 from the General Account.


Tracy A. Plessinger, Manager

AOO SOUTHERN AIRWAYS EXPRESS FLIGHT/PASSENGER COUNTS

	OUTBOUND STATISTICS						INBOUND STATISTICS						TOTAL STATISTICS					
	Sch. OB Flts.	Com. OB Flts.	% OB Flts. Com.	Tot. OB PAX	Avg. PAX/ Flt. OB	Avg. OB PAX/ Day *	Sch. IB Flts.	Com. IB Flts.	% IB Flts. Com.	Tot. IB PAX	Avg. PAX/ Flt. IB	Avg. IB PAX/ Day	Tot. Sch. Flts.	Tot. Com. Flts.	% Flts. Com.	Tot. PAX	Avg. PAX/ Flt.	Avg. PAX/ Day **
2014-12	109	64	59%	145	2	5	110	70	64%	111	2	4	219	134	61%	256	2	8
2015-01	112	66	59%	80	1	3	112	63	56%	106	2	3	224	129	58%	186	1	6
2015-02	105	57	54%	69	1	2	103	58	56%	60	1	2	208	115	55%	129	1	4
2015-03	116	86	74%	190	2	6	116	85	73%	174	2	6	232	171	74%	364	2	12
2015-04	112	105	94%	187	2	6	112	105	94%	174	2	6	224	210	94%	361	2	12
2015-05	114	111	97%	199	2	6	114	111	97%	144	1	5	228	222	97%	343	2	11
2015-06	112	106	95%	206	2	7	112	106	95%	176	2	6	224	212	95%	382	2	12
2015-07	116	104	90%	227	2	7	116	104	90%	191	2	6	232	208	90%	418	2	13
2015-08	114	111	97%	297	3	10	114	111	97%	272	2	9	228	222	97%	569	3	18
2015-09	112	106	95%	263	2	8	112	106	95%	223	2	7	224	212	95%	486	2	16
2015-10	115	106	92%	240	2	8	115	106	92%	198	2	6	230	212	92%	438	2	14
2015-11	111	111	100%	250	2	8	111	111	100%	237	2	8	222	222	100%	487	2	16
2015-12	116	106	91%	232	2	8	116	105	91%	183	2	6	232	211	91%	415	2	14
2016-01	114	96	84%	174	2	6	114	96	84%	119	1	4	228	192	84%	293	2	10
2016-02	108	94	87%	129	1	4	108	94	87%	97	1	3	216	188	87%	226	1	8
2016-03	116	113	97%	207	2	7	116	112	97%	197	2	7	232	225	97%	404	2	14
2016-04	111	102	92%	182	2	6	111	101	91%	163	2	5	222	203	91%	345	2	12
2016-05	115	113	98%	225	2	7	115	113	98%	202	2	7	230	226	98%	427	2	14
2016-06	112	109	97%	272	2	9	112	108	96%	217	2	7	224	217	97%	489	2	16
2016-07	114	112	98%	262	2	9	114	111	97%	244	2	8	228	223	98%	506	2	17
2016-08	116	112	97%	290	3	9	116	111	96%	262	2	8	232	223	96%	552	2	18
2016-09	112	110	98%	329	3	11	112	110	98%	287	3	10	224	220	98%	616	3	21

The 2 numbers above that are most important for our EAS designation are:

* Avg. OB PAX/Day - This number must be at 10 to maintain EAS status.

** Avg. PAX/Day - This number must be at 33 to maintain EAS status.



DEPARTURES

Monday & Tuesday

Baltimore-Washington

<u>Flight#</u>	<u>Departs AOO</u>	<u>Arrives BWI</u>
301	05:45AM	06:45AM
305	11:10AM	12:10PM

Wednesday, Thursday & Friday

Baltimore-Washington

<u>Flight#</u>	<u>Departs AOO</u>	<u>Arrives BWI</u>
311	08:00AM	09:00AM
315	02:25PM	03:25PM

Saturday & Sunday

Baltimore-Washington

<u>Flight#</u>	<u>Departs AOO</u>	<u>Arrives BWI</u>
311	08:00AM	09:00AM
323	03:25PM	04:25PM

Monday & Tuesday

Pittsburgh

<u>Flight#</u>	<u>Departs AOO</u>	<u>Arrives PIT</u>
303	08:20AM	09:10AM
307	01:45PM	02:35PM

Wednesday, Thursday & Friday

Pittsburgh

<u>Flight#</u>	<u>Departs AOO</u>	<u>Arrives PIT</u>
313	11:10AM	12:00PM
317	05:35PM	06:25PM

Saturday & Sunday

Pittsburgh

<u>Flight#</u>	<u>Departs AOO</u>	<u>Arrives PIT</u>
321	12:00PM	12:50PM

ARRIVALS

Monday & Tuesday

Baltimore-Washington

<u>Flight#</u>	<u>Departs BWI</u>	<u>Arrives AOO</u>
302	07:05AM	08:05AM
306	12:30PM	01:30PM

Wednesday, Thursday & Friday

Baltimore-Washington

<u>Flight#</u>	<u>Departs BWI</u>	<u>Arrives AOO</u>
312	10:00AM	11:00AM
316	04:15PM	05:15PM

Saturday & Sunday

Baltimore-Washington

<u>Flight#</u>	<u>Departs BWI</u>	<u>Arrives AOO</u>
320	10:35AM	11:35AM
324	06:10PM	07:10PM

Monday & Tuesday

Pittsburgh

<u>Flight#</u>	<u>Departs PIT</u>	<u>Arrives AOO</u>
304	10:00AM	10:50AM
308	04:55PM	05:45PM

Wednesday, Thursday & Friday

Pittsburgh

<u>Flight#</u>	<u>Departs PIT</u>	<u>Arrives AOO</u>
314	01:10PM	02:00PM
318	07:10PM	08:00PM

Saturday & Sunday

Pittsburgh

<u>Flight#</u>	<u>Departs PIT</u>	<u>Arrives AOO</u>
322	02:00PM	02:50PM

www.iflysouthern.com

800-329-0485

***NEW* SCHEDULE – Begins November 19, 2016**