



ALTOONA BLAIR COUNTY AIRPORT AUTHORITY

310 AIRPORT DRIVE, SUITE 6

MARTINSBURG, PA 16662

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Manager's Report

April 11, 2016

General

1. Sun Air's overall completion rate was at 97% for March. However, the controllable completion rate was nearly perfect, at 100%, with all cancellations except one being weather related. Passenger numbers are beginning to rebound after the slow winter months. The numbers are higher than March of 2015 and future bookings are continuing to rise. The report of completed flights, enplanements, and total passengers is included with this report.
2. The merging of Sun Air with Southern Airways Express is continuing to progress, and seems to be going smoothly. Southern will be submitting a proposal for the PIT Connector routes in the next round of EAS RFP's and will also be seeking to expand the system.
3. RFP's have been issued for EAS service at AOO. The bids are due on May 3, 2016, but it is not uncommon for carriers to request extensions of the bid deadline, which are generally granted. So, the final bids may be submitted somewhat later than the original date.
4. Based on our enplanement and cost/passenger numbers, it is possible that the DOT will issue an order eliminating AOO as an EAS community. There orders are standard procedure and are subject to appeal by local airports. AES service can be continued at the discretion of the Secretary of Transportation. We will be working with the PIT consultant and other airports in the PIT Connector System to appeal our elimination if we receive such notice.

Marketing/Promotion

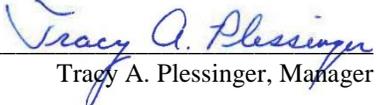
1. Southern Airways/Sun Air are doing a "9 for 9" promotion this summer in cooperation with the Pittsburgh Pirates. The package includes a \$9 each way flight to PIT and a ticket to a Pirates game for \$10. So, the total package will be \$28/person to fly to Pittsburgh to see a Pirates game. Mark Cestari is working with transportation and hotels to try to expand the package to include those elements.
2. AOO/Sun/Southern's advertisement in the 2016 edition of the Blair Chamber Guide is now in print. The ad emphasizes the advantages of connecting through PIT to the world. A copy of the ad is attached to this report.

Property

1. Agreements with Fourth River Company and Delta Airport Consultants to resolve all outstanding issues with the Fuel Farm have been fully executed, and payments required by the contracts have been received. The agreement with DeGol Jet Center II to resolve all outstanding issues with the Fuel Farm Project has been amended slightly. There is a motion on tonight's agenda to approve the amended DeGol Jet Center II agreement.
2. We are continuing to work with USDA to secure funding for the local match for our hangar project.
3. There are several needed upgrades to the terminal. These include public Wi-Fi service, televisions, flight information boards, and upgrades to the music/announce system. This work will be accomplished through a combination of airport maintenance personnel, inmates, and local contractors. Since this is a capital improvement to our facilities, it is outside our regular budget for operational expenditures. There is a motion on the agenda to approve use of PFC Funds for this project.

Finance

1. The audit for 2015 has been completed by Dave Scott and Jamie Johnson of Young, Oakes, Brown & Co. Two of the three findings from last year's audit have been corrected, leaving only one finding in this year's audit, relating to documentation for hangar leases.
2. Financial reports for the month are included in meeting information. Total General Fund Expenditures are \$30,421.42; total FAA Fund Expenditures are \$66,681.12; total State Project Fund Expenditures are \$3,760.06; and total Local Project Fund Expenditures are \$4,410.07.


Tracy A. Plessinger, Manager

AOO SUN AIR 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. 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

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.



Flight Operations Dept.
 Completion Factor recap
 Altoona, PA
 Period: March 2016

	Operations		Cancellations		Notes
	Sched	Actual	Cont.	Non-Cont	
1-Mar	8	8			
2-Mar	8	7	1		Crew availability (sick call)
3-Mar	8	8			
4-Mar	8	8			
5-Mar	6	6			
6-Mar	6	6			
7-Mar	8	8			
8-Mar	8	8			
9-Mar	8	8			
10-Mar	8	8			
11-Mar	8	8			
12-Mar	6	6			
13-Mar	6	6			
14-Mar	8	8			
15-Mar	8	8			
16-Mar	8	6		2	WX. Vis under mins
17-Mar	8	8			
18-Mar	8	8			
19-Mar	6	6			
20-Mar	6	6			
21-Mar	8	8			
22-Mar	8	8			
23-Mar	8	8			
24-Mar	8	8			
25-Mar	8	8			
26-Mar	6	6			
27-Mar	6	6			
28-Mar	8	6		2	WX. Icing conditions
29-Mar	8	8			
30-Mar	8	8			
31-Mar	8	6		2	WX. Strong winds and WS

CF MTD

ALL Completion (Including non cont) **97.0%**

Controllable Completion **99.6%**

Fly Altoona

BLAIR COUNTY AIRPORT

TAKE OFF FROM YOUR HOMETOWN AIRPORT TO THE WORLD.

**SAME HOMETOWN SERVICE...NOW BIGGER AND BETTER
ABLE TO SERVE THE I-99 CORRIDOR WITH:**

VALUE:

- *TICKETS FROM JUST \$29 EACH WAY ON NONSTOP FLIGHTS TO HASSLE-FREE PITTSBURGH INTERNATIONAL AIRPORT*
- *FREE PARKING AT ALTOONA AIRPORT...NO MORE COSTLY BIG CITY PARKING OR DRIVING EXPENSES*
- *CONNECTIONS TO ALL THE MAJOR AIRLINES AND FIVE LOW COST CARRIERS, SERVING OVER 50 DESTINATIONS*

CONVENIENCE:

- *FLY FROM YOUR HOMETOWN AIRPORT, NO MORE LONG AND UNPREDICTABLE DRIVES, OR TUNNEL DELAYS*
- *FAST, EASY CHECK-IN AND SECURITY SCREENING, BE ON BOARD AND IN THE AIR IN MINUTES...NOT HOURS*
- *"FLY ALL THE WAY HOME" TO BLAIR COUNTY AND ARRIVE HOME FROM YOUR TRAVELS LESS STRESSED AND TIRED*

RELIABILITY:

- *FEWER AIR TRAFFIC AND WEATHER DELAYS AT PITTSBURGH VS. OTHER BIG CITY AIRPORTS*
- *95% COMPLETION/RELIABILITY FROM ALTOONA AIRPORT, FLIGHT TIMES FROM MORNING TIL EVENING*
- *FULL-SERVICE CUSTOMER SUPPORT TO HELP YOU PLAN, BUY AND FLY WITH EASE*



**SIMPLY FIND YOUR BEST CONNECTION (AND BEST FARE)
FROM PITTSBURGH INTERNATIONAL AIRPORT
THEN LOG ON TO:
FLYSUNAIREXPRESS.COM OR CALL (844)8SUNAIR**

 **SUN AIR EXPRESS**

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