St. George Municipal Airport Market Assessment

MAY 2009

Sabre Airline Solutions®

Confidential

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Executive Summary

- *St. George Municipal Airport is the aviation gateway to St. George and Southwestern Utah. The current airport is severely restrictive and a replacement airport is being constructed. The new airport is expected to be open January 2011. The runway will be 9,300 feet long and the new terminal will be 34,500 square feet. This new airport will be able to support modern jet aircraft and meet the needs of the local community*

- *St. George Municipal Airport is served by Sky West Airlines operating as the Delta Connection to Salt Lake City and as United Express to Los Angeles with 8 departures per day to both destinations. Departing seats have declined since December of 2007. Passenger demand hit a low in December of 2007 but has increased in 2008. Recent load factors have been under 50%.*

- *The Catchment Area has been defined to include eight counties in southwestern Utah, two counties in northwestern Arizona, and Mesquite Nevada. This area has a population base of 250,000 residents and has experienced a rapid growth since 2000. The St. George/Washington County area accounts for 53% of the total population.*

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Executive Summary

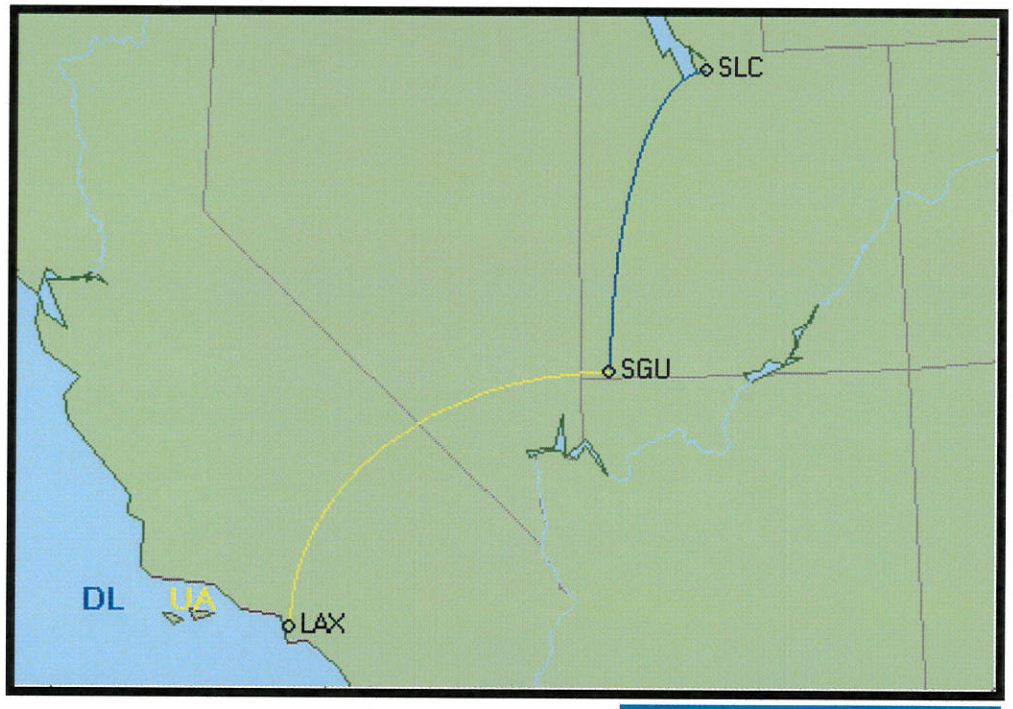
- *Approximately 20% of the passengers from the SGU catchment area are using the St. George Municipal Airport. Over 55% of SGU's catchment area passengers drive two hours to commence their travel at LAS and approximately 24% of the passengers are driving four hours to commence travel at SLC.*

- *Based on the Sabre MIDT booking data, SGU is retaining 122.1 passengers per day and losing 504.9 passengers per day to other airports. The total SGU market is estimated to be 627.0 passengers per day. Only 1.5% of SGU's current passengers are bound for international destinations, however 16% of the current catchment bookings are international travelers.*

- *Markets that showed the largest passenger demand are Salt Lake City, San Francisco, Chicago, Los Angeles, Denver, Honolulu, Seattle, New York and Boston. This passenger demand should be able to support nonstop service to hub airports at Salt Lake City, Los Angeles, San Francisco, Denver, Phoenix, Dallas, and Chicago.*

SGU Trends and Current Situation

SGU Service Summary



				Daily	
Market	**Carrier**	**Equipment**	**Seats**	**Departures**	**Seats**
LAX	UA	EM2	30	2.0	60
SLC	DL	EM2	30	6.5	194

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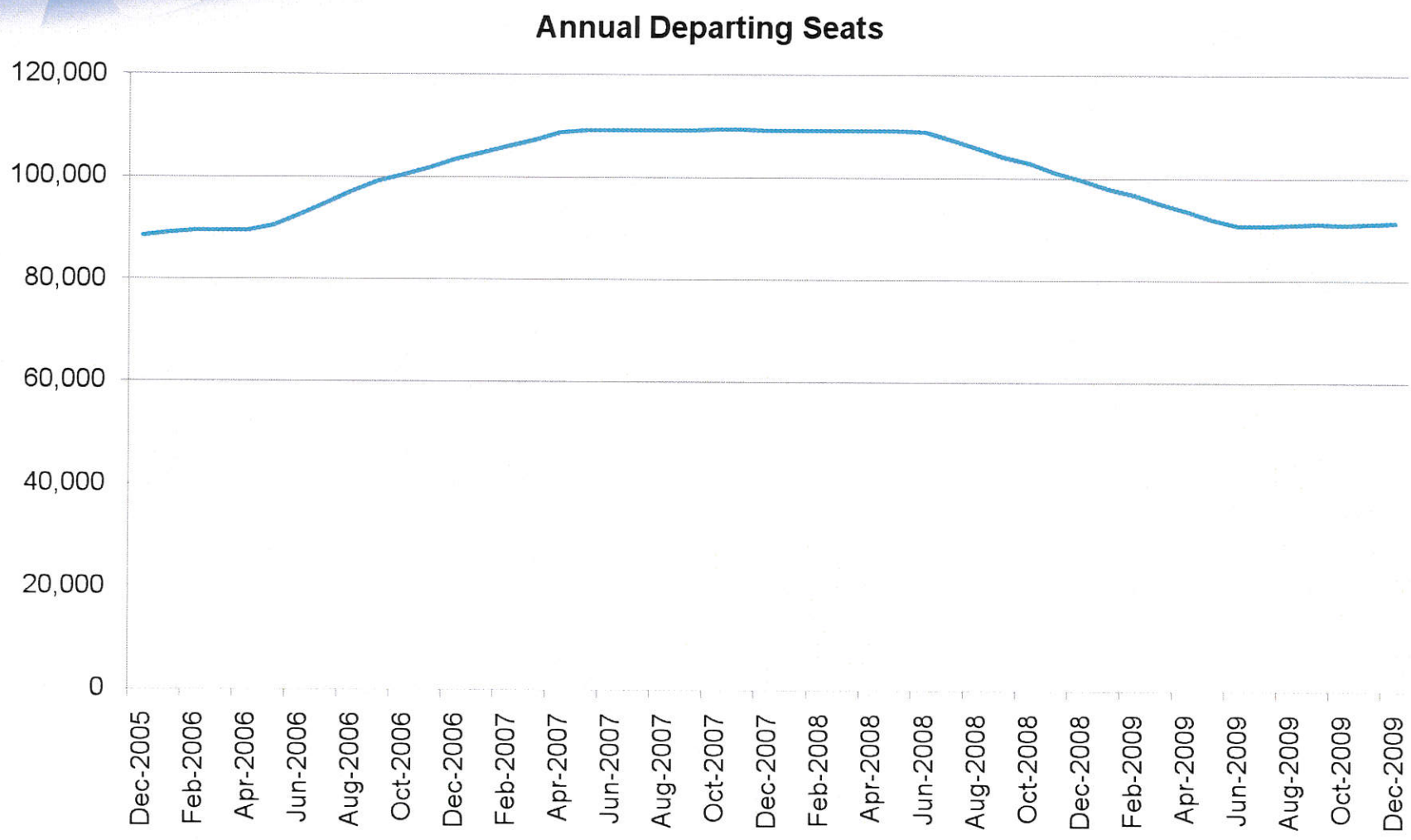
Source: Innovata Schedules June 200\9

SGU Capacity Trend



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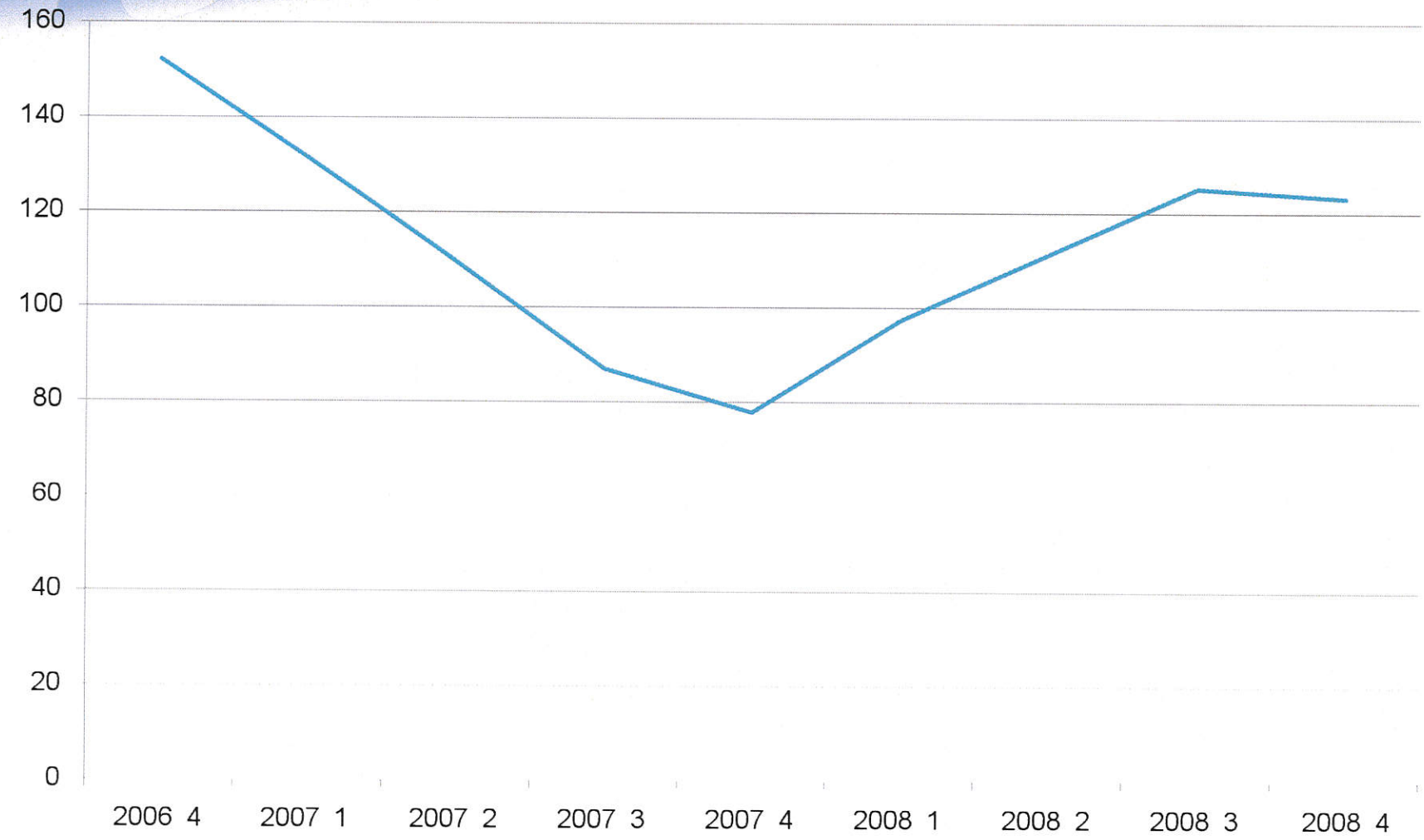
Source: Innovata Schedules

SGU Annualized O&D Passenger Trend



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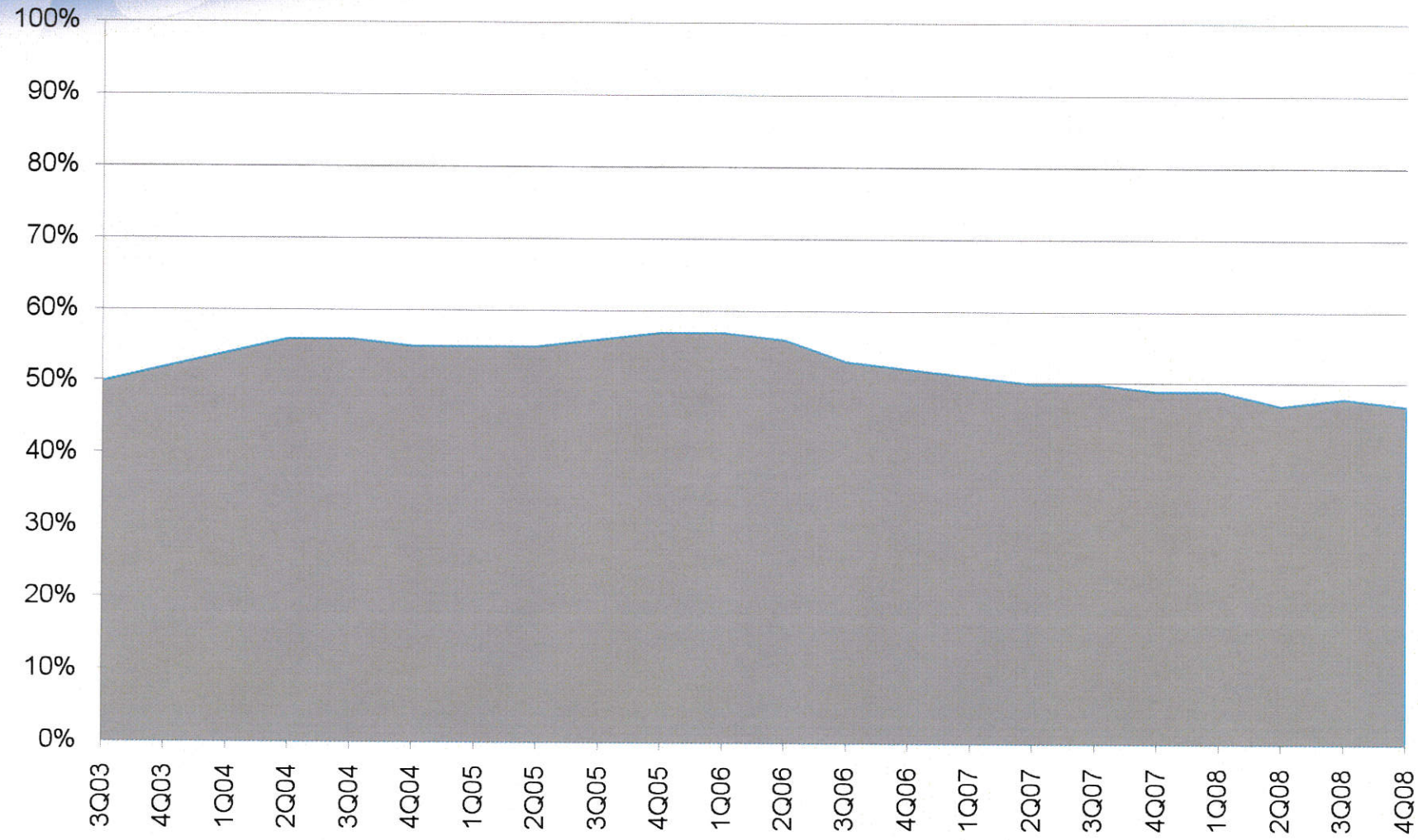
Source: U.S.D.O.T. 10% Coupon Sample

SGU Annualized Load Factor Trend



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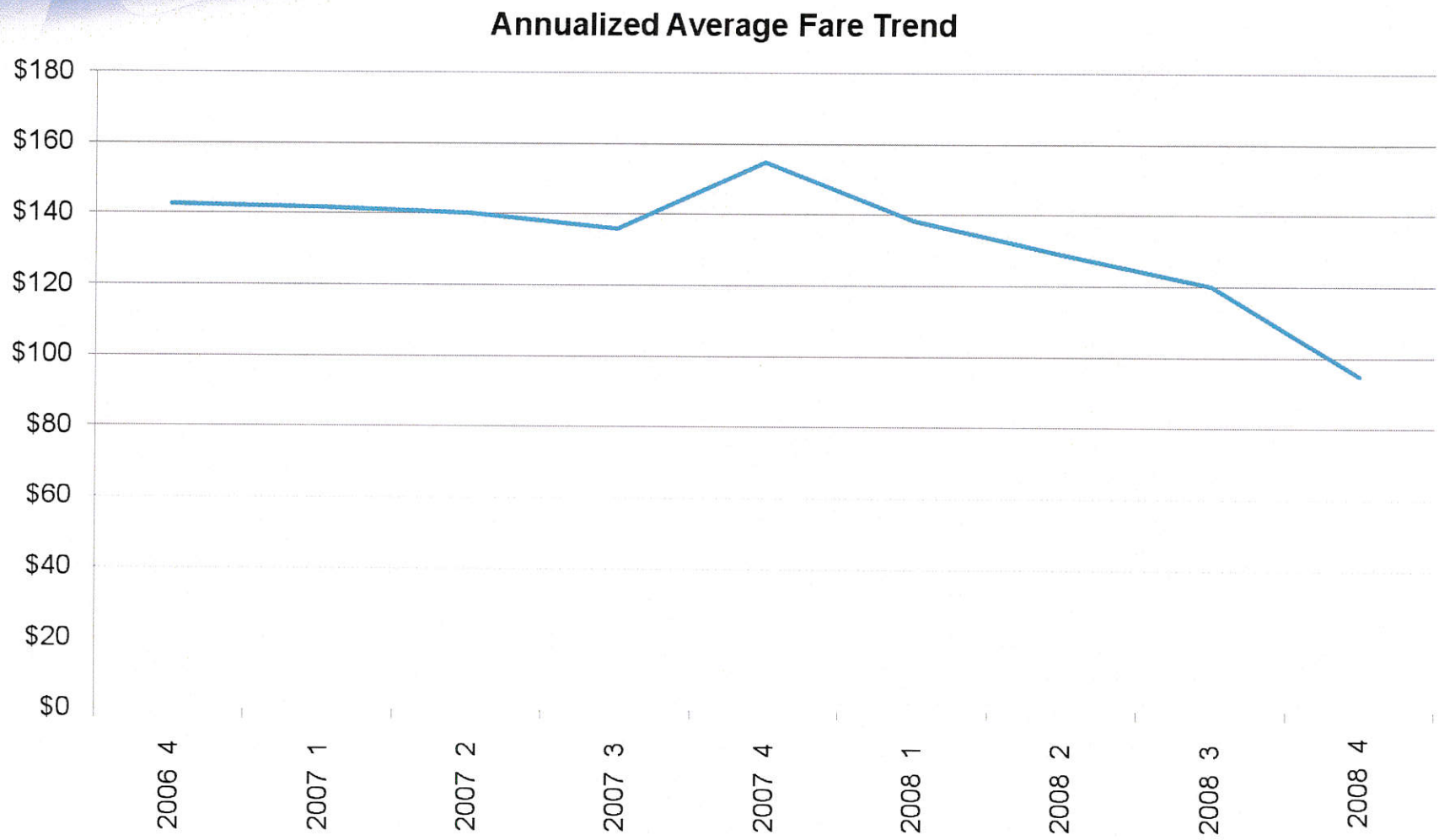
Source: U.S.D.O.T. Report T-100

SGU Average Fare Trend



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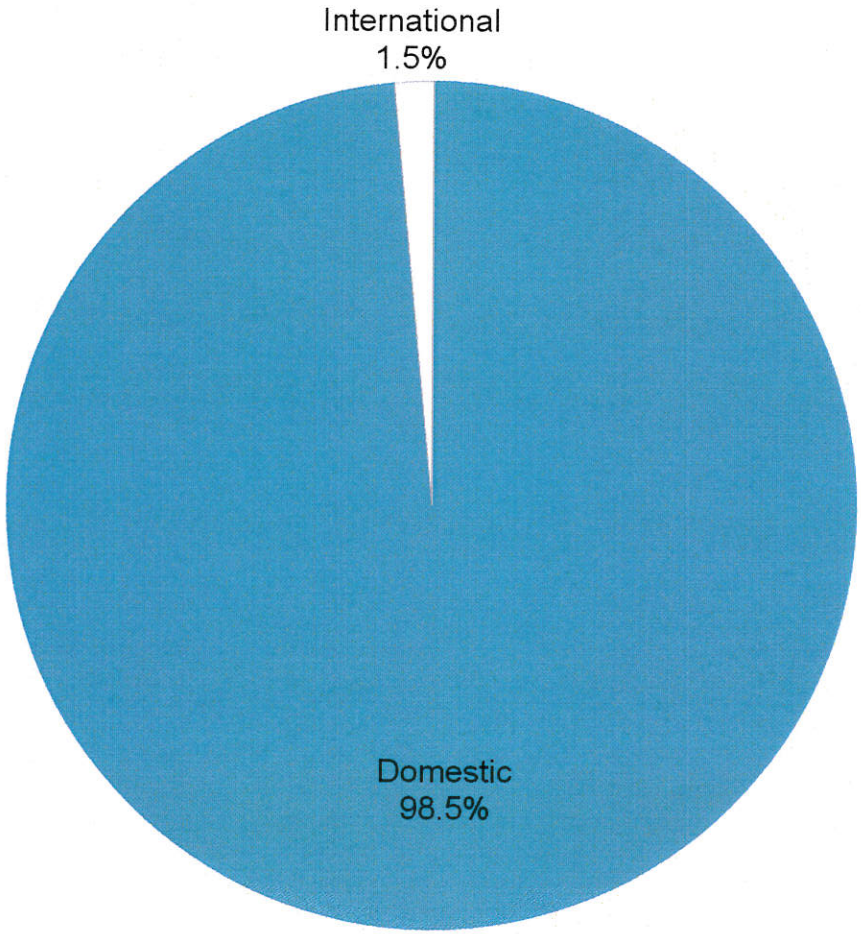
Source: U.S.D.O.T. 10% Coupon Sample

SGU Domestic/International Mix of O&D Passengers



Source: U.S.D.O.T. 10% Coupon Sample 2008

SGU Top O&D Market Detail: Domestic

Rank	Market	PDEW	Avg OW Fare	Rev PDEW	Initiated SGU	% Initiated	Inbound to SGU	% Inbound
1	SLC	54.1	$ 62	$ 3,351	45.6	42%	62.6	58%
2	LAX	17.7	$ 36	$ 631	17.4	49%	18.0	51%
3	DEN	3.0	$ 137	$ 411	2.6	43%	3.4	57%
4	SEA	2.8	$ 147	$ 413	3.2	57%	2.4	43%
5	PDX	1.9	$ 139	$ 264	1.6	42%	2.2	58%
6	SFO	1.8	$ 121	$ 217	2.2	61%	1.4	39%
7	BOI	1.7	$ 114	$ 193	1.5	45%	1.9	55%
8	ORD	1.5	$ 164	$ 246	1.8	58%	1.2	42%
9	SMF	1.5	$ 122	$ 183	1.7	56%	1.3	44%
10	ATL	1.4	$ 197	$ 276	2.0	71%	0.8	29%
11	DFW	1.3	$ 146	$ 190	1.4	55%	1.2	45%
12	ANC	1.1	$ 158	$ 174	1.7	76%	0.5	24%
13	MSP	0.9	$ 165	$ 148	1.0	53%	0.8	47%
14	BOS	0.9	$ 148	$ 133	1.0	58%	0.8	42%
15	EWR	0.8	$ 225	$ 180	0.8	50%	0.8	50%
16	HNL	0.8	$ 145	$ 116	1.4	87%	0.2	13%
17	GEG	0.8	$ 158	$ 127	0.7	46%	0.9	54%
18	RNO	0.8	$ 106	$ 85	1.1	67%	0.5	33%
19	JFK	0.7	$ 166	$ 116	0.7	53%	0.7	47%
20	MCO	0.7	$ 100	$ 70	1.3	90%	0.1	10%
21	MCI	0.7	$ 138	$ 97	1.2	82%	0.2	18%
22	COS	0.7	$ 167	$ 117	0.5	33%	0.9	67%
23	OGG	0.7	$ 162	$ 113	1.1	80%	0.3	20%
24	SJC	0.7	$ 120	$ 84	0.7	47%	0.7	53%
25	IAD	0.6	$ 151	$ 90	0.6	50%	0.6	50%
	Sub-Total	99.6	$ 81	$ 8,024	94.7	48%	104.5	52%
	Other	23.4	$ 139	$ 3,258	25.6	55%	21.2	45%
	Total	***123.0***	***$ 92***	***$ 11,282***	***120.3***	***49%***	***125.7***	***51%***

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Source: U.S.D.O.T. 10% Coupon Sample 2008

SGU Top O&D Market Detail: International

Rank	Market	PDEW	Avg OW Fare	RevDEW	Initiated SGU	% Initiated	Inbound to SGU	% Inbound
1	YYC	0.5	$ 167	$ 84	0.4	38%	0.6	62%
2	CDG	0.4	$ 288	$ 115	0.0	0%	0.8	100%
3	YVR	0.3	$ 239	$ 72	0.2	37%	0.4	63%
4	YEG	0.2	$ 304	$ 61	0.4	89%	0.0	11%
5	NRT	0.2	$ 386	$ 77	0.2	48%	0.2	52%
6	CUN	0.2	$ 58	$ 12	0.0	0%	0.4	100%
7	PVR	0.2	$ 32	$ 6	0.0	7%	0.4	93%
8	HKG	0.1	$ 450	$ 45	0.0	0%	0.2	100%
9	FCO	0.1	$ 41	$ 4	0.0	0%	0.2	100%
10	YWG	0.1	$ 169	$ 17	0.1	41%	0.1	59%
11	NAS	0.1	$ 16	$ 2	0.0	0%	0.2	100%
12	LGW	0.1	$ 159	$ 16	0.1	41%	0.1	59%
13	SJD	0.1	$ 13	$ 1	0.0	14%	0.2	86%
14	BES	0.1	$ -	$ -	0.0	0%	0.2	100%
15	CCS	0.1	$ 357	$ 36	0.1	55%	0.1	45%
16	EZE	0.1	$ 16	$ 2	0.0	0%	0.2	100%
17	FLR	0.1	$ -	$ -	0.0	0%	0.2	100%
18	FRA	0.1	$ 4	$ 0	0.1	27%	0.1	73%
19	HAJ	0.1	$ 6	$ 1	0.1	55%	0.1	45%
20	ICN	0.1	$ 665	$ 67	0.1	55%	0.1	45%
21	JNB	0.1	$ 7	$ 1	0.0	0%	0.2	100%
22	LIR	0.1	$ -	$ -	0.0	0%	0.2	100%
23	MUC	0.1	$ 125	$ 13	0.1	27%	0.1	73%
24	PEN	0.1	$ 391	$ 39	0.0	0%	0.2	100%
25	YYZ	0.1	$ 13	$ 1	0.0	0%	0.2	100%
	Total	***3.8***	***$ 176***	***$ 670***	***1.8***	***24%***	***5.8***	***76%***

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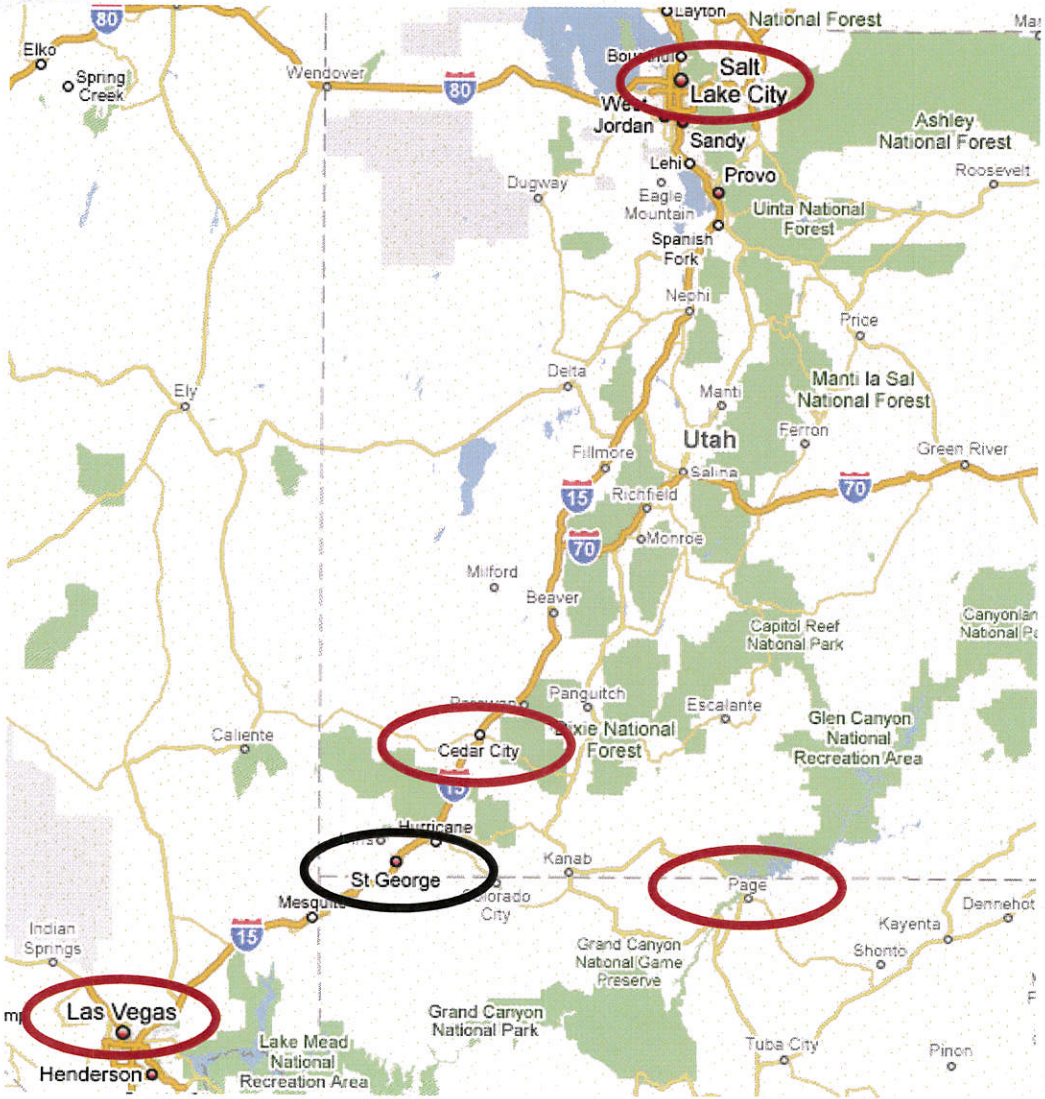
Source: U.S.D.O.T. 10% Coupon Sample 2008

SGU & Regional Airport Comparison

Regional Perspective



There are four additional airports in the region that benefit from bookings in the SGU catchment area

Regional Airport Overview

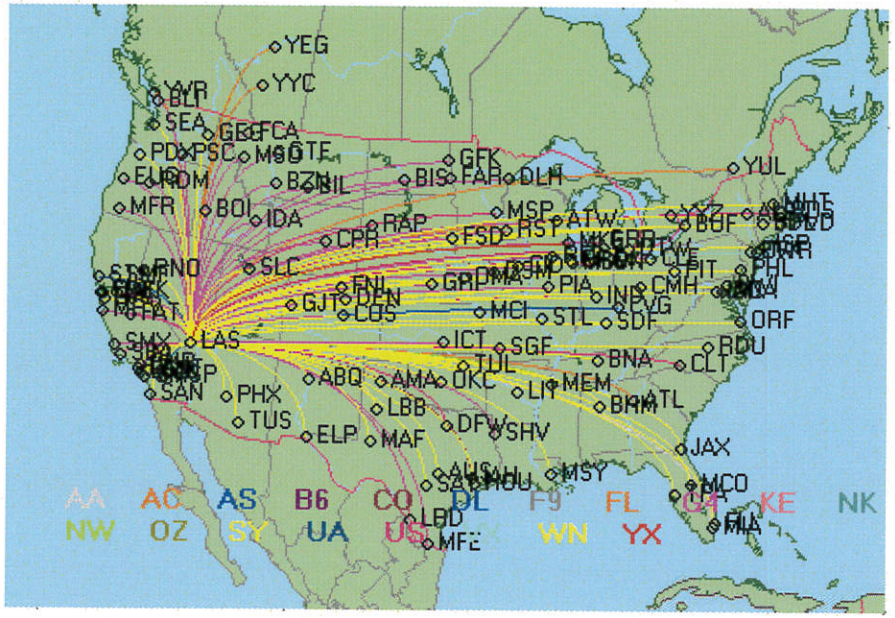
	SGU	LAS	SLC	CDC	PGA
Carriers	2	35	10	2	1
Daily Seats	273	74,721	36,293	59	56
Daily Departures	9	531	394	2	3
Non-stop Markets	2	156	125	4	2
Miles to SGU	n/a	132	312	59	162
Drive time to SGU	n/a	2:05	4:36	1:00	3:10

Source: Innovata Schedules 2008 & Mapquest

SGU + CDC + PGA Route Map

Source: Innovata Schedules June 2009

LAS Route Maps



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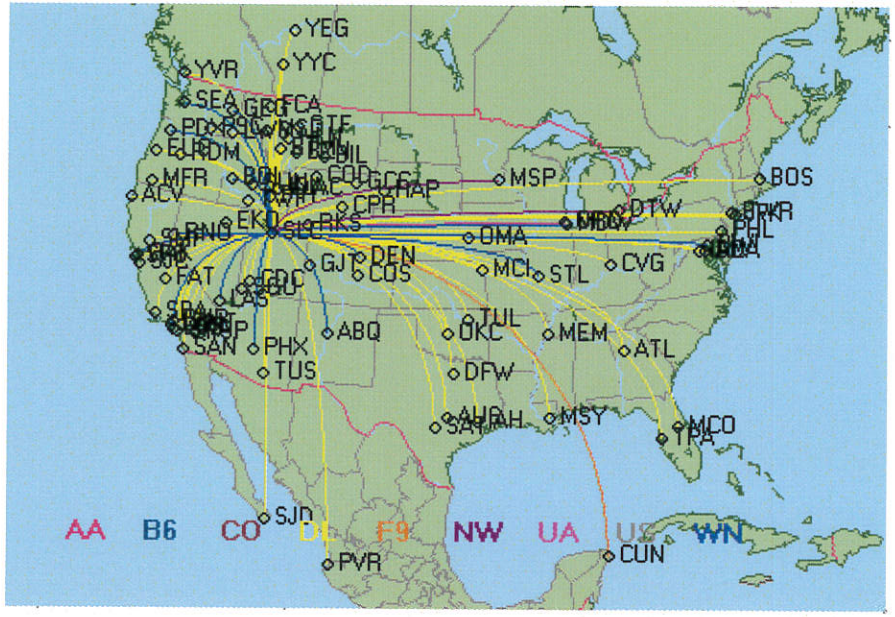
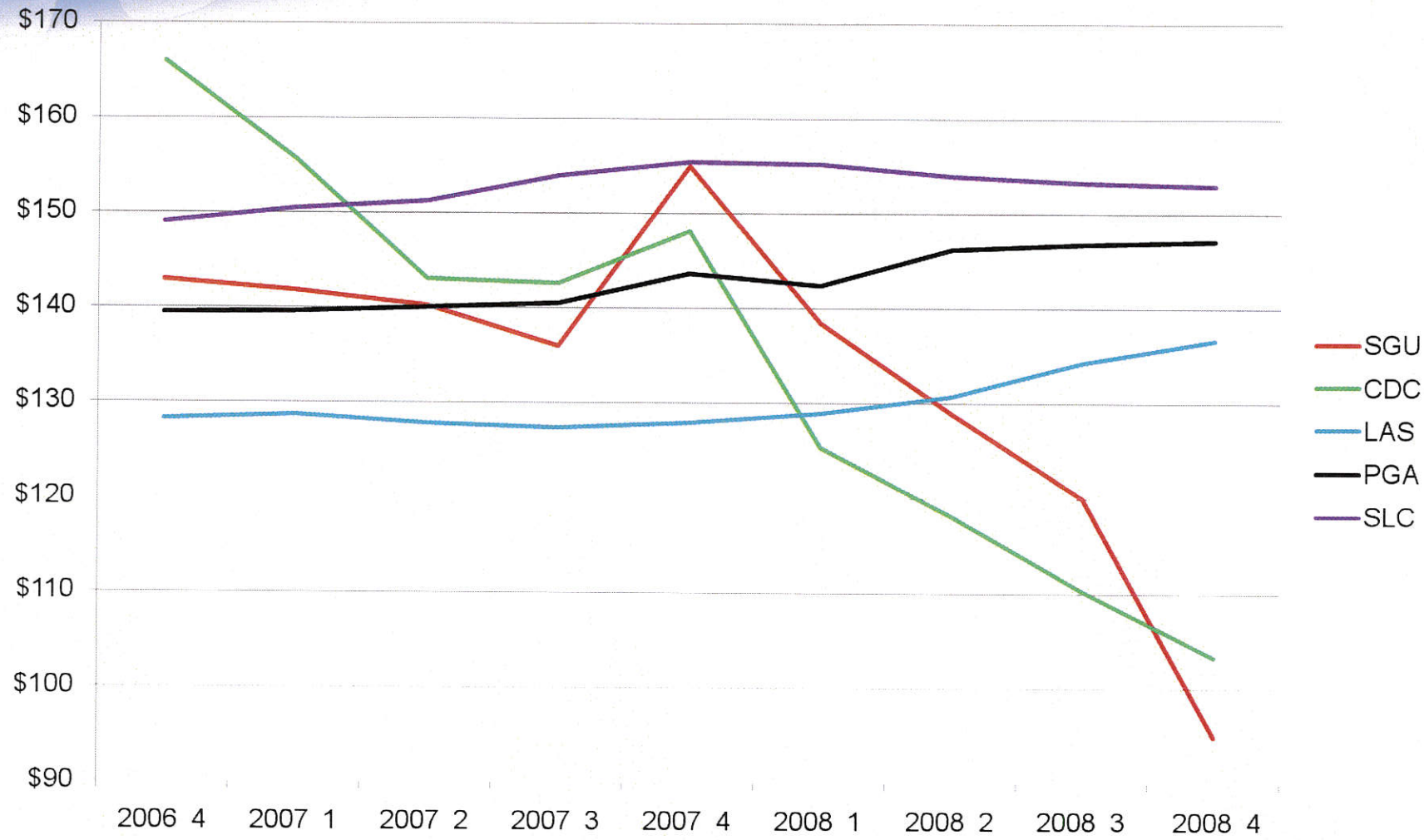
Source: Innovata Schedules June 2008

SLC Route Maps



Source: Innovata Schedules June 2008

Average Fare Trend



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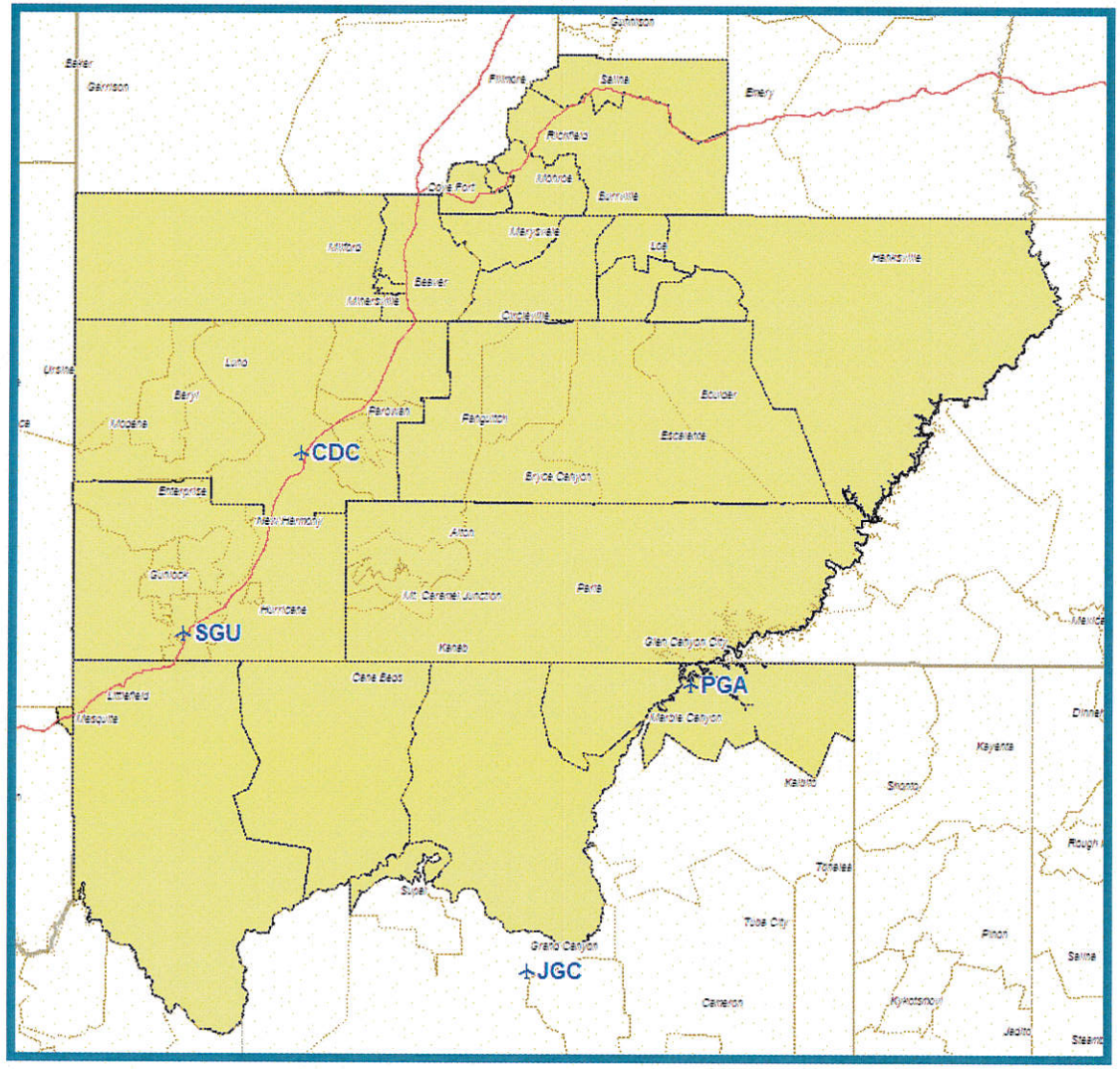
Source: U.S.D.O.T. 10% Coupon Sample

SGU Catchment Analysis

SGU Catchment Map



The SGU catchment area shaded in yellow covers a population of 205,00 in southwest Utah, eastern Nevada, and northwest Arizona.

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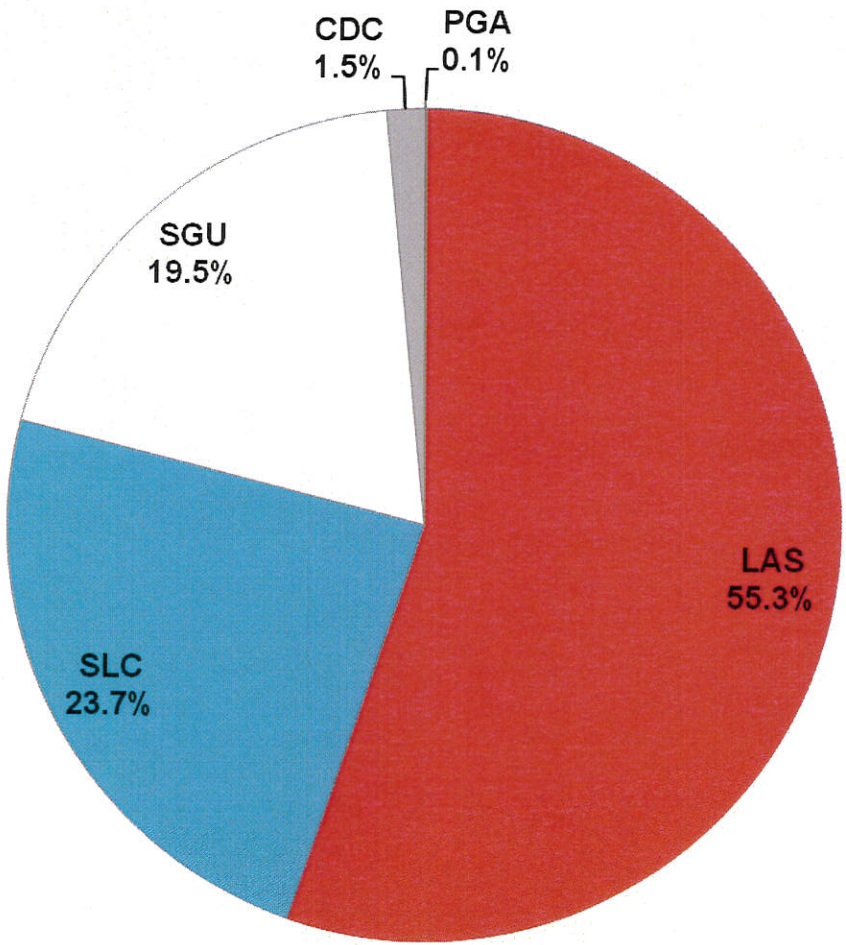
SGU Catchment Area

Market	Population	Housing Units	Retail Sales/ Household	Median Income/ Household
Utah				
Washington County	133,790	54,690	$47,972	$46,822
Iron County	43,525	17,980	42,333	39,909
Sevier County	19,700	7,730	47,620	43,172
Kane County	6,520	4,850	20,204	41,274
Beaver County	6,090	2,870	27,770	41,632
Garfield County	4,530	3,320	17,125	42,398
Wayne County	2,520	1,450	22,715	38,566
Piute County	1,340	800	6,232	35,704
Arizona				
Page City	6,800	2,600	n/a	60,890
Colorado City	4,800	1,630	n/a	41,640
Fredonia City	1,050	455	n/a	39,275
Nevada				
Mesquite City	19,750	9,300	n/a	42,941
Total	205,415	107,675		

Airport of Origin: SGU Catchment Area



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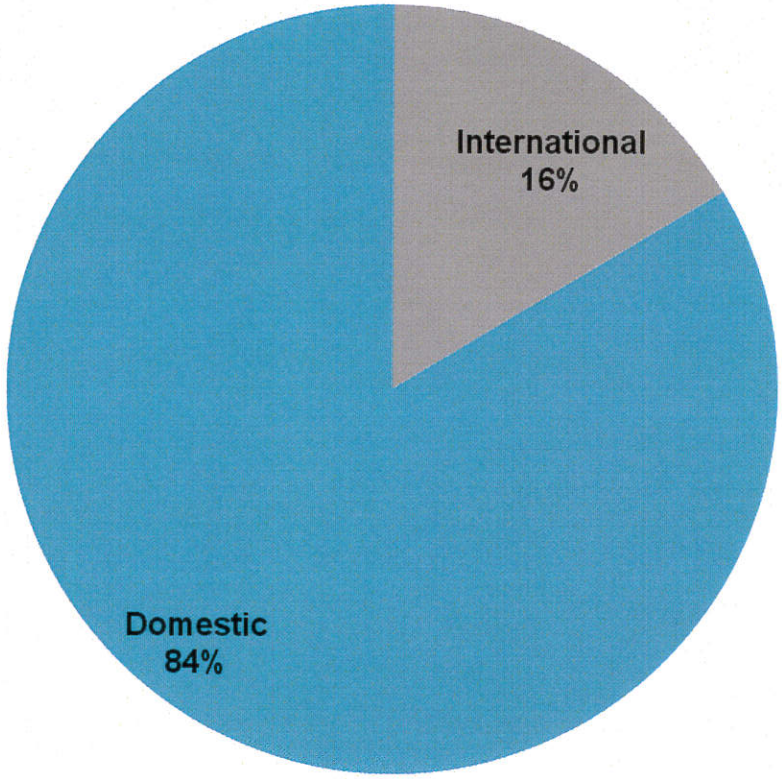
Source: Adjusted SABRE MIDT YEMAR2008

Domestic/International Mix: SGU Catchment Area



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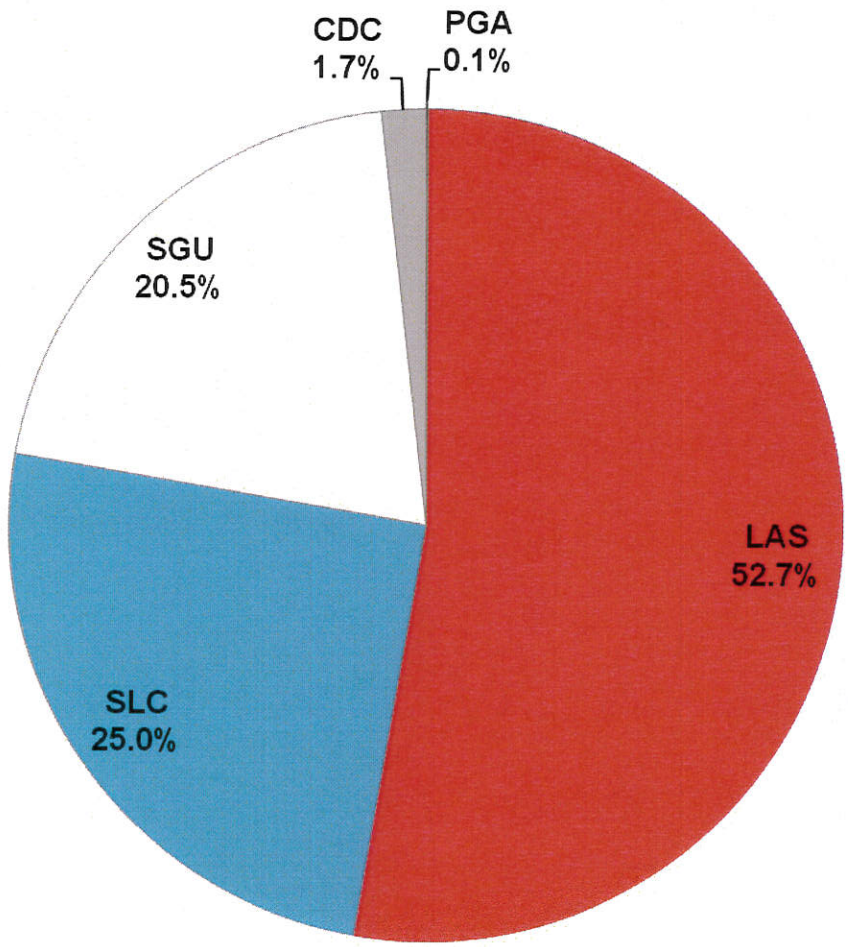
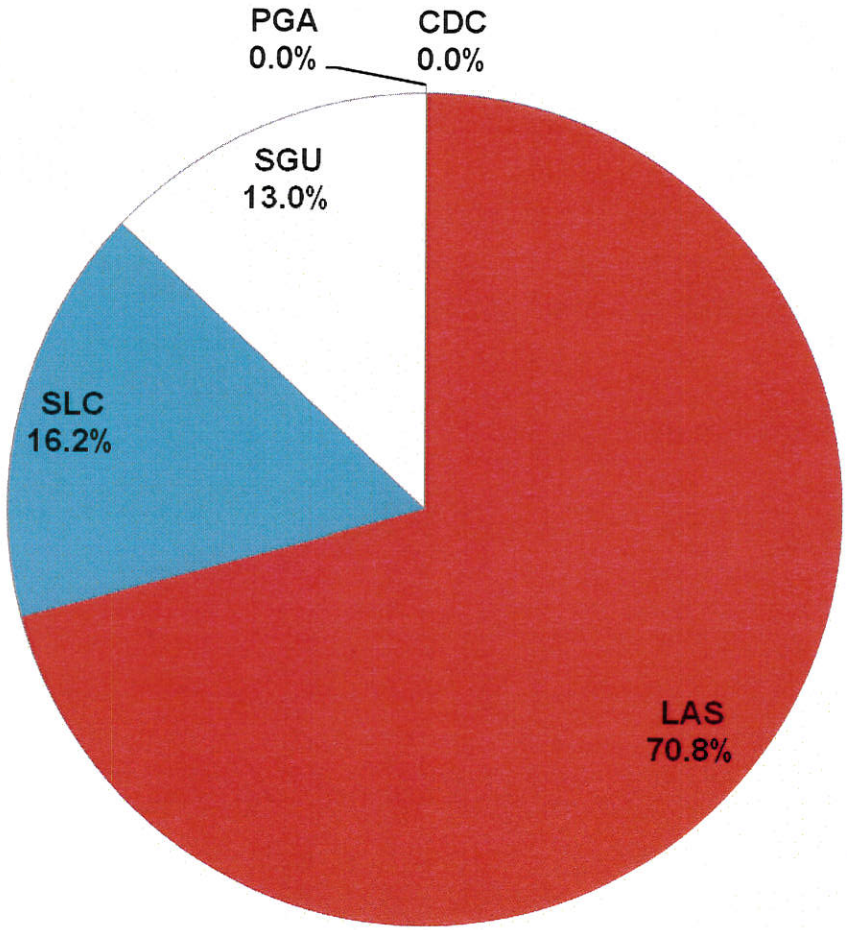
Source: Adjusted SABRE MIDT YEMAR2008

Airport of Origin-Domestic Destinations: SGU Catchment Area



Source: Adjusted SABRE MIDT YEMAR2008

Airport of Origin-International Destinations: SGU Catchment Area



Source: Adjusted SABRE MIDT YEMAR2008

Airport of Origin Detail

Airport of Origin	Daily Originating	% Capture
SGU	122.1	19.5%
LAS	346.6	55.3%
SLC	148.7	23.7%
CDC	9.3	1.5%
PGA	0.4	0.1%
Total	***627.0***	***100.0%***

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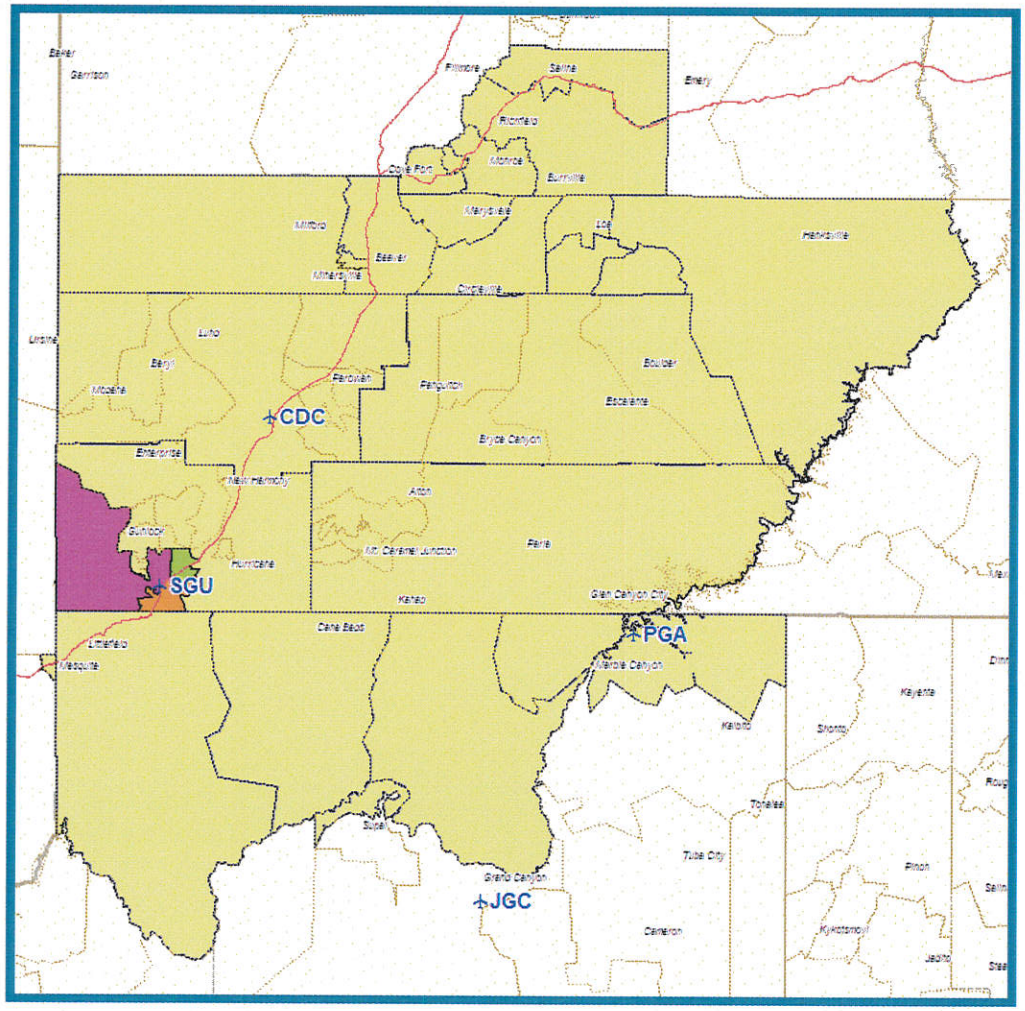
Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008

Catchment Booking Distribution



All the bookings from the region are processed in Washington County.

Booking Share	
	52.77%
	39.36%
	7.87%

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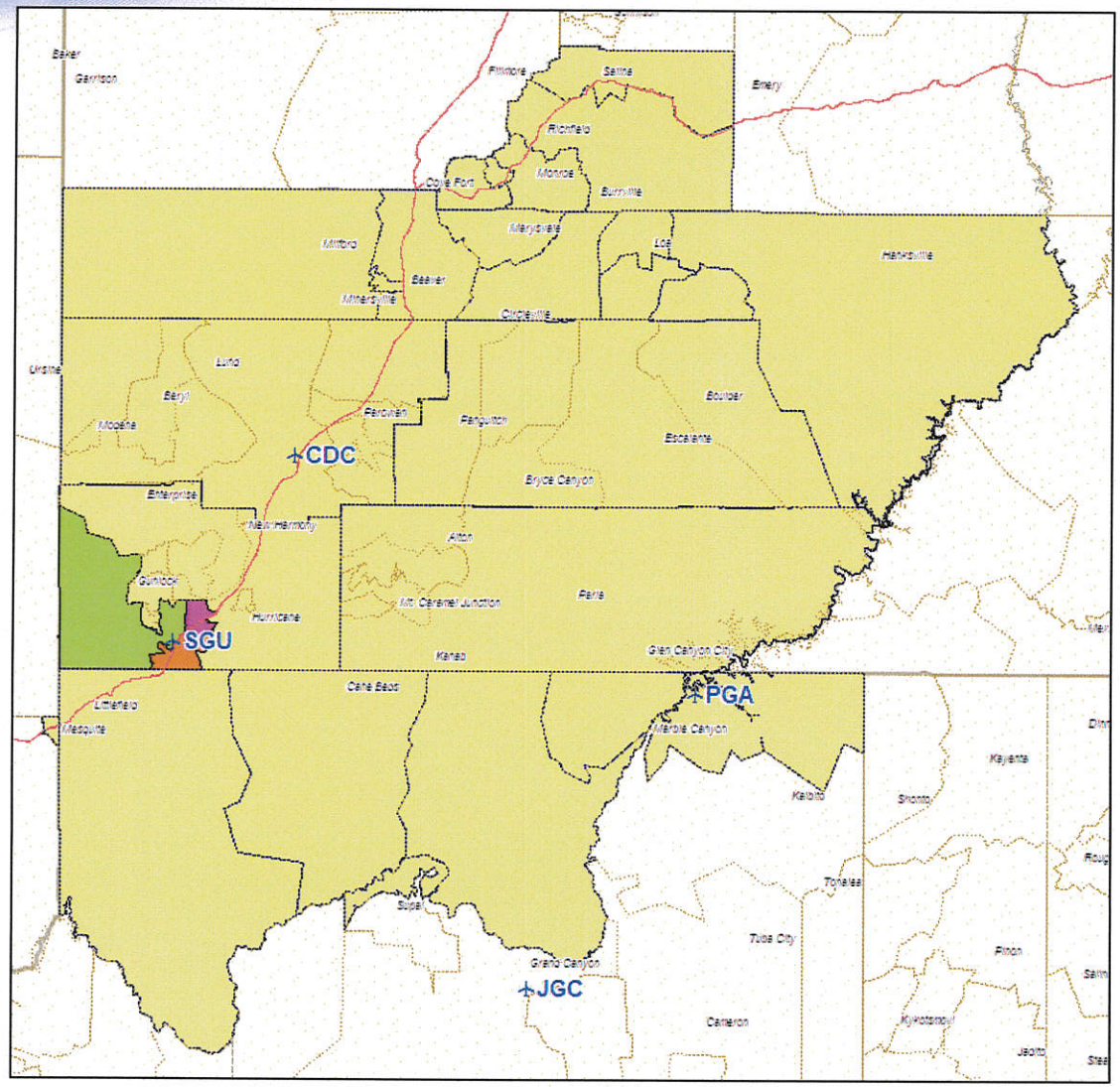
Source: Adjusted SABRE MIDT YEMAR2008

SGU Retention by Zip code



SGU has the highest retention rate from those who reside closest to the Airport

SGU Retention	
	29.31%
	18.55%
	13.31%

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Source: Adjusted SABRE MIDT YEMAR2008

SGU Initiated Traffic vs. Total Booked Market

Rank	Market	SGU Initiated	SGU Retention	SGU Diverted	Total Market
1	SLC	45.6	88.0%	6.2	51.8
2	SFO	2.2	7.4%	27.3	29.5
3	ORD	1.8	6.5%	25.3	27.0
4	LAX	17.4	70.0%	7.4	24.8
5	MCO	0.7	3.5%	19.3	20.0
6	PHX	1.6	8.6%	17.0	18.6
7	DEN	2.6	14.3%	15.6	18.2
8	HNL	0.7	5.3%	13.1	13.8
9	SEA	3.2	27.9%	8.3	11.5
10	BOS	1.0	10.6%	8.7	9.8
11	BOI	1.5	16.7%	7.6	9.2
12	JFK	1.3	14.0%	7.7	9.0
13	PHL	0.3	4.0%	7.2	7.5
14	IAH	0.6	8.5%	6.5	7.1
15	ATL	2.0	29.0%	4.9	6.9
16	EWR	0.8	11.5%	6.1	6.9
17	MSP	1.0	14.4%	5.7	6.7
18	SAN	0.5	7.9%	5.8	6.3
19	GEG	1.4	22.3%	4.9	6.3
20	DTW	0.4	6.6%	5.6	6.0
21	OAK	0.6	11.6%	4.6	5.2
22	ANC	1.7	34.1%	3.2	4.9

Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008

SGU Initiated Traffic vs. Total Booked Market

Rank	Market	SGU Initiated	SGU Retention	SGU Diverted	Total Market
23	PDX	1.6	35.1%	2.9	4.5
24	DFW	1.4	32.6%	2.9	4.4
25	RNO	1.1	26.1%	3.0	4.1
26	COS	0.7	18.6%	3.2	3.9
27	OGG	0.7	19.3%	2.9	3.6
28	SMF	1.7	48.6%	1.8	3.4
29	BWI	0.5	15.5	2.7	3.2
30	SJC	0.7	22.5%	2.4	3.1
31	AUS	0.4	19.1%	1.7	2.1
32	DCA	0.5	24.4%	1.6	2.1
33	TPA	0.4	20.9%	1.5	1.9
34	MSO	0.5	26.6%	1.4	1.9
35	STL	0.6	34.8%	1.1	1.7
36	IAD	0.6	35.5%	1.1	1.7
37	PIH	0.5	34.1%	1.0	1.5
38	JAC	0.4	25.9%	1.1	1.5
39	SBA	0.5	41.0%	0.7	1.2
40	MCI	0.7	59.0%	0.5	1.2
	Sub Total	102.5	29.0%	251.5	354.0
	Other	19.6	7.1%	234.8	273.0
	Total	**122.1**	**19.5%**	**504.9**	**627.0**

Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008

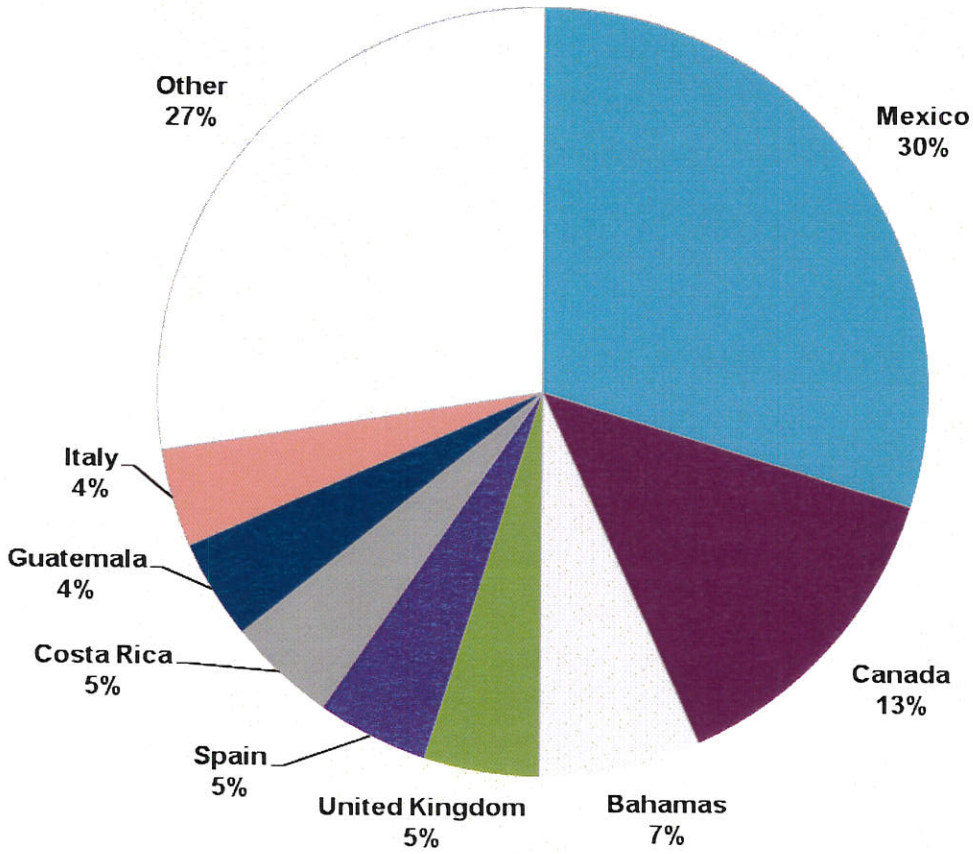
Airport of Origin by Destination

Market	SGU	LAS	SLC	CDC	PGA
SLC	88.0%	5.1%	0.0%	6.9%	0.0%
LAX	70.0%	18.8%	10.4%	0.8%	0.0%
DEN	14.3%	61.4%	22.4%	1.9%	0.0%
SEA	27.9%	44.8%	21.1%	6.2%	0.0%
PDX	35.1%	54.5%	10.4%	0.0%	0.0%
SFO	7.4%	82.2%	10.4%	0.0%	0.0%
BOI	16.7%	25.6%	57.7%	0.0%	0.0%
ORD	6.5%	79.8%	10.1%	3.6%	0.0%
SMF	48.6%	41.0%	8.1%	2.3%	0.0%
ATL	29.0%	53.6%	17.4%	0.0%	0.0%
DFW	32.6%	58.1%	3.4%	5.9%	0.0%
ANC	34.1%	34.1%	31.9%	0.0%	0.0%
MSP	14.4%	73.2%	11.2%	1.2%	0.0%
BOS	10.6%	48.9%	40.4%	0.0%	0.0%
EWR	11.5%	0.0%	49.2%	0.0%	39.3%
GEG	22.3%	0.0%	77.7%	0.0%	0.0%
HNL	5.3%	79.9%	14.8%	0.0%	0.0%
RNO	26.1%	73.9%	0.0%	0.0%	0.0%
COS	18.6%	5.8%	75.6%	0.0%	0.0%
JFK	14.0%	72.2%	13.8%	0.0%	0.0%

Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008

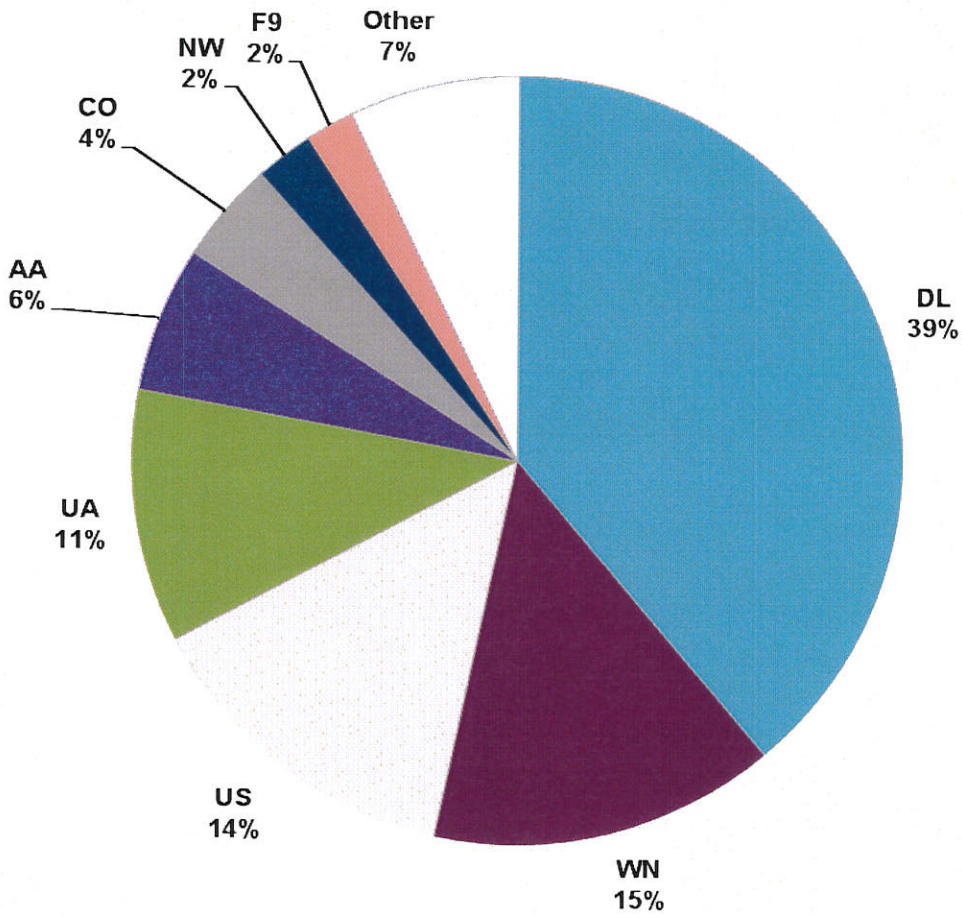
International Bookings by Country



Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008

Carrier Mix



Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008

SGU Forecast

Forecast: SGU - SLC

Market	Outbound Passengers Per Day	Annual Outbound Passengers	Total O&D Passengers	SGU Share	SGU O&D Passengers
Salt Lake City	**51.8**	**18,910**	**38,590**	**90%**	**34,730**
San Francisco	29.5	10,770	21,980	10$	2,200
Chicago	27.0	9,850	20,100	10%	2,010
Orlando	20.0	7,300	14,890	10%	1,490
Denver	18.2	6,640	13,540	10%	1,350
New York City	11.9	4,340	8,850	10%	890
Seattle	11.5	4,200	8,570	20%	1,710
Boston	9.8	3,580	7,300	10%	730
Boise	9.2	3,360	6,850	20%	1,370
Minneapolis	6.7	2,440	4,980	20%	1,000
Spokane	6.3	2,300	4,690	20%	940
Detroit	6.0	2,190	4,470	20%	900
Oakland	5.2	1,900	3,880	10%	390
Washington DC	5.0	1,820	3,710	20%	740
Anchorage	4.9	1,790	3,650	20%	730
Portland	4.5	1,640	3,340	20%	670
Dallas	4.4	1,600	3,260	20%	650
Reno	4.1	1,500	3,060	10%	610
Colorado Springs	3.8	1,390	2,830	10%	280
Sacramento	3.4	1,240	2,530	10%	250
Other	291.5	106,400	217,000	10%	21,700
Total	534.7	195,160	398,070		75,340

Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008

Forecast: SGU - DEN

Market	Outbound Passengers Per Day	Annual Outbound Passengers	Total O&D Passengers	SGU Share	SGU O&D Passengers
Denver	**18.2**	**6,640**	**13,540**	**90%**	**12,180**
Chicago	27.0	9,850	20,100	10%	2,010
Orlando	20.0	7,300	14,890	10%	1,490
New York City	11.9	4,340	8,850	10%	890
Boston	9.8	3,580	7,300	10%	730
Boise	9.2	3,360	6,850	20%	1,370
Philadelphia	7.5	2,740	5,590	10%	560
Houston	7.1	2,590	5,280	10%	530
Atlanta	6.9	2,520	5,140	30%	1,540
Minneapolis	6.7	2,440	4,980	20%	1,000
Spokane	6.3	2,300	4,690	20%	940
Detroit	6.0	2,190	4,470	30%	1,340
Washington DC	5.0	1,820	3,710	30%	1,110
Dallas	4.4	1,600	3,260	20%	650
Colorado Springs	3.8	1,390	2,830	10%	280
Baltimore	3.2	1,170	2,390	20%	480
San Antonio	3.2	1,170	2,390	10%	240
Missoula	1.9	690	2,390	20%	480
Tampa	1.9	690	1,490	20%	300
St. Louis	1.7	620	1,260	20%	380
Other	282.6	103,150	210,000	10%	21,000
Total	444.3	162,150	330,790		49,320

Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008

Forecast: SGU - ORD

Market	Outbound Passengers Per Day	Annual Outbound Passengers	Total O&D Passengers	SGU Share	SGU O&D Passengers
Chicago	**27.0**	**9,850**	**20,100**	**90%**	**2,010**
Orlando	20.0	7,300	14,890	10%	1,490
New York City	11.9	4,340	8,850	10%	890
Boston	9.8	3,580	7,300	10%	730
Philadelphia	7.5	2,740	5,590	10%	560
Atlanta	6.9	2,520	5,140	30%	1,540
Minneapolis	6.7	2,440	4,980	20%	1,000
Detroit	6.0	2,190	4,470	30%	1,340
Washington DC	5.0	1,820	3,710	30%	1,110
Baltimore	3.2	1,170	2,390	20%	480
Tampa	1.9	690	1,490	20%	300
St. Louis	1.7	620	1,260	20%	380
Kansas City	1.2	440	900	30%	270
Other	295.7	103,150	210,000	10%	21,000
Total	404.5	142,860	291,070		33,100

Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008

Forecast: SGU - DFW

Market	Outbound Passengers Per Day	Annual Outbound Passengers	Total O&D Passengers	SGU Share	SGU O&D Passengers
Dallas	**4.4**	**1,600**	**3,260**	**90%**	**2,940**
Chicago	27.0	9,850	20,100	10%	2,010
Orlando	20.0	7,300	14,890	10%	1,490
New York City	11.9	4,340	8,850	10%	890
Boston	9.8	3,580	7,300	10%	730
Boise	9.2	3,360	6,850	20%	1,370
Philadelphia	7.5	2,740	5,590	10%	560
Houston	7.1	2,590	5,280	10%	530
Atlanta	6.9	2,520	5,140	30%	1,540
Minneapolis	6.7	2,440	4,980	20%	1,000
Detroit	6.0	2,190	4,470	30%	1,340
Washington DC	5.0	1,820	3,710	30%	1,110
Colorado Springs	3.8	1,390	2,830	10%	280
Baltimore	3.2	1,170	2,390	20%	480
San Antonio	3.2	1,170	2,390	10%	240
Austin	2.1	770	1,570	20%	310
Tampa	1.9	690	1,490	20%	300
St. Louis	1.7	620	1,260	20%	380
Kansas City	1.2	440	900	30%	270
Other	282.1	102,970	210,060	10%	21,000
Total	420.7	153,560	313,260		38,770

Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008

Forecast: SGU - LAX

Market	Outbound Passengers Per Day	Annual Outbound Passengers	Total O&D Passengers	SGU Share	SGU O&D Passengers
Los Angeles	**24.8**	**9,050**	**18,470**	**90%**	**16,620**
San Francisco	29.5	10,770	21,980	30%	6,600
Honolulu	13.8	5,040	10,280	30%	3,080
Seattle	11.5	4,200	8,570	10%	860
San Diego	6.3	2,300	4,700	30%	1,410
Oakland	5.2	1,900	3,880	30%	1,160
Portland	4.5	1,640	3,340	10%	330
Reno	4.1	1,500	3,060	20%	610
Maui	3.6	1,310	2,670	30%	800
Sacramento	3.4	1,240	2,530	30%	760
San Jose	3.1	1,130	2,300	30%	690
Santa Barbara	1.2	440	900	30%	270
International	3.0	1,090	2,180	30%	650
Other	144.8	52,850	107,800	10%	10,780
Total	256.8	94,460	192,660		44,620

Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008

Forecast: SGU - SFO

Market	Outbound Passengers Per Day	Annual Outbound Passengers	Total O&D Passengers	SGU Share	SGU O&D Passengers
San Francisco	**29.5**	**10,770**	**21,980**	**90%**	**19,780**
Los Angeles	24.8	9,050	18,470	10%	1,850
Honolulu	13.8	5,040	10,280	30%	3,080
Seattle	11.5	4,200	8,570	30%	2,570
Boise	9.2	3,360	6,850	30%	2,050
San Diego	6.3	2,300	4,700	10%	470
Spokane	6.3	2,300	4,700	30%	1,410
Oakland	5.2	1,900	3,880	30%	1,160
Anchorage	4.9	1,790	3,650	10%	360
Portland	4.5	1,640	3,340	30%	1,000
Reno	4.1	1,500	3,060	30%	920
Maui	3.6	1,310	2,670	30%	800
Sacramento	3.4	1,240	2,530	30%	760
San Jose	3.1	1,130	2,300	30%	690
Santa Barbara	1.2	440	900	10%	90
International	3.0	1,090	2,180	30%	650
Other	144.8	52,850	107,800	10%	10,780
Total	279.2	101,900	207,890		48,420

Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008

Forecast: SGU - PHX

Market	Outbound Passengers Per Day	Annual Outbound Passengers	Total O&D Passengers	SGU Share	SGU O&D Passengers
Phoenix	**18.6**	**6,790**	**13,850**	**90%**	**12,460**
Chicago	27.0	9,850	20,100	10%	2,010
Los Angeles	24.8	9,050	18,470	20%	3,690
Orlando	20.0	7,300	14,890	10%	1,490
Denver	18.2	6,640	13,540	10%	1,350
New York City	11.9	4,340	8,850	10%	890
Boston	9.8	3,580	7,300	10%	730
Philadelphia	7.5	2,740	5,590	10%	560
Houston	7.1	2,590	5,280	10%	530
San Diego	6.3	2,300	4,700	20%	940
Washington DC	5.0	1,820	3,710	20%	740
Dallas	4.4	1,600	3,260	20%	650
Colorado Springs	3.8	1,390	2,830	10%	280
San Antonio	3.2	1,170	2,390	10%	240
Austin	2.1	770	1,570	20%	310
St. Louis	1.7	620	1,260	20%	250
Other	315.0	114,970	234,540	10%	23,400
Total	486.4	177,530	362,160		50,520

Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008

Flight Forecast

Market	Forecast Passengers	Aircraft	Weekly Flights	Load Factor
SGU-SLC	75,340	CRJ-200	21 RT	68.8%
SGU-DEN	49,320	CRJ-200	14 RT	67.6%
SGU-ORD	33,100	EMB-170	7 RT	64.8%
SGU-DFW	38,770	ERJ-145	13 RT	63.7%
SGU-LAX	44,620	CRJ-200	13 RT	66.0%
SGU-SFO	48,420	CRJ-200	14 RT	66.3%
SGU-PHX	50,520	CRJ-900	10 RT	63.9%
Total			92 RT	
Daily Departures			13.1	

Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008

SGU Recommendations

Routes and Airlines for SGU

Route	Airline	Aircraft
SGU-SLC	Delta/SkyWest	CRJ-200
SGU-DEN	United/SkyWest Frontier/Republic	CRJ-200 EMB-170
SGU-ORD	United Express	EMB-170
SGU-DFW	American Eagle	EMB-145
SGU-LAX	United/SkyWest Horizon	CRJ-200 Q-400
SGU-SFO	United/SkyWest	CRJ-200
SGU-PHX	US Airways Express	CRJ-900

Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008

Action Plan

- Present Market Assessment Study to City and Airport Officials
- Present Market Assessment Study to SkyWest Executives
- Prepare presentation packages for Target Airlines
- Meet with Target Airlines and present data and information
- Request a grant from the U.S. DOT for marketing new air service
- Contract with airlines for space at new Airport
- Institute local marketing program to support new air service

Sabre Airline Solutions

Source: Adjusted SABRE MIDT YEMAR2008 & U.S.D.O.T. 10% Coupon Sample 2008