

Fuel Analysis Update

2013

- 15 customers purchased 57% of 100LL
- 27 purchased <100 gallons
- 37 purchased no fuel
- 0 on waiting list for hangars

2014

- Implemented Minimum Fuel Purchase Program
- Developed Volume Discounts Program
- Changed mark-up structure on fuel
- Adjustment to hangar rates based on local market

2015

- 15 purchased 59% 100LL
- 22 purchased <100 gal. in FY15 to date
- 27 purchased no fuel
- 22 customers on a waiting list for hangars

FY2016 YTD

- 15 customers purchased 60% of 100LL
- 55 Purchased <100gal in FY16 to date
- 22 purchased no fuel
- 0 on waiting list for hangars

FY2017 YTD

- 15 customers purchased 56% of 100LL
- 50 Purchased <100gal in FY17 to date
- 16 purchased no fuel
- 4 on waiting list for hangars with deposits