

Leakage and Retention Study

Salisbury Regional Airport

Year-End Fourth Quarter 2019 - Published February 2021

- 67 zip codes on the Eastern Shore of Maryland makeup the catchment area of Salisbury Regional Airport. A map illustrating the catchment area is shown on the third page of this document.
- A sample of 11,225 tickets booked for travel in the Year-End Fourth Quarter 2019 in the 67 zip codes of the catchment area were combined with Year-End Fourth Quarter 2019 Department of Transportation DB1A data to determine the number of passengers traveling to and from Salisbury's catchment area. The 11,225 tickets were extrapolated to a total market size of 842,413 origin and destination (O&D) passengers in the catchment area.
- The number of tickets purchased over the one-year period of the survey translates to demand of 1,154.0 passengers per day each way (PDEW) generated in Salisbury's catchment area.
- Domestic travel accounts for 83.3% of the traffic, and international traffic accounts for 16.7% of the traffic.
- Baltimore/Washington International Airport captured 59.1% of the domestic traffic and 29.6% of the international traffic; Salisbury Regional Airport captured 18.0% of the domestic traffic and 3.1% of the international traffic; Philadelphia International Airport captured 13.3% of the domestic traffic and 13.8% of the international traffic; Washington Dulles International Airport captured 2.3% of the domestic traffic and 25.0% of the international traffic; Washington Reagan National Airport captured 4.9% of the domestic traffic and 2.8% of the international traffic.
- South Florida (Miami, Ft. Lauderdale and West Palm Beach), Orlando, the Los Angeles Basin, Las Vegas and Denver are the catchment area's five largest markets.
- Southwest captured 31.8% of the traffic generated in the catchment area; American captured 30.3%, Spirit captured 9.3%, Delta captured 7.1%, United captured 6.9%, and JetBlue captured 2.1% of the traffic.

Domestic + International Traffic

Rank	Airport Code	Airport Location and Name	O&D Passengers	PDEW	Share	RDEW	Fare
1	BWI	Baltimore/Washington Int'l Airport	456,210	624.9	54.2%	\$102,818	\$165
2	SBY	Salisbury Regional Airport	130,701	179.0	15.5%	\$38,583	\$215
3	PHL	Philadelphia International Airport	112,975	154.8	13.4%	\$33,981	\$220
4	IAD	Washington Dulles International Airport	51,158	70.1	6.1%	\$39,660	\$566
5	DCA	Washington Reagan National Airport	38,083	52.2	4.5%	\$10,275	\$197
6	JFK	New York JFK International Airport	25,582	35.0	3.0%	\$19,848	\$566
7	EWR	Newark Liberty International Airport	17,484	24.0	2.1%	\$9,462	\$395
		All Airports	842,413	1,154.0	100.0%	\$258,112	\$224

Domestic Traffic

Rank	Airport Code	Airport Location and Name	O&D Passengers	PDEW	Share	RDEW	Fare
1	BWI	Baltimore/Washington Int'l Airport	414,600	567.9	59.1%	\$86,379	\$152
2	SBY	Salisbury Regional Airport	126,340	173.1	18.0%	\$35,707	\$206
3	PHL	Philadelphia International Airport	93,537	128.1	13.3%	\$22,472	\$175
4	DCA	Washington Reagan National Airport	34,180	46.8	4.9%	\$8,335	\$178
5	IAD	Washington Dulles International Airport	16,064	22.0	2.3%	\$4,816	\$219
6	ORF	Norfolk International Airport	6,709	9.2	1.0%	\$1,987	\$216
7	EWR	Newark Liberty International Airport	6,288	8.6	0.9%	\$1,785	\$207
		All Airports	702,012	961.7	100.0%	\$162,594	\$169

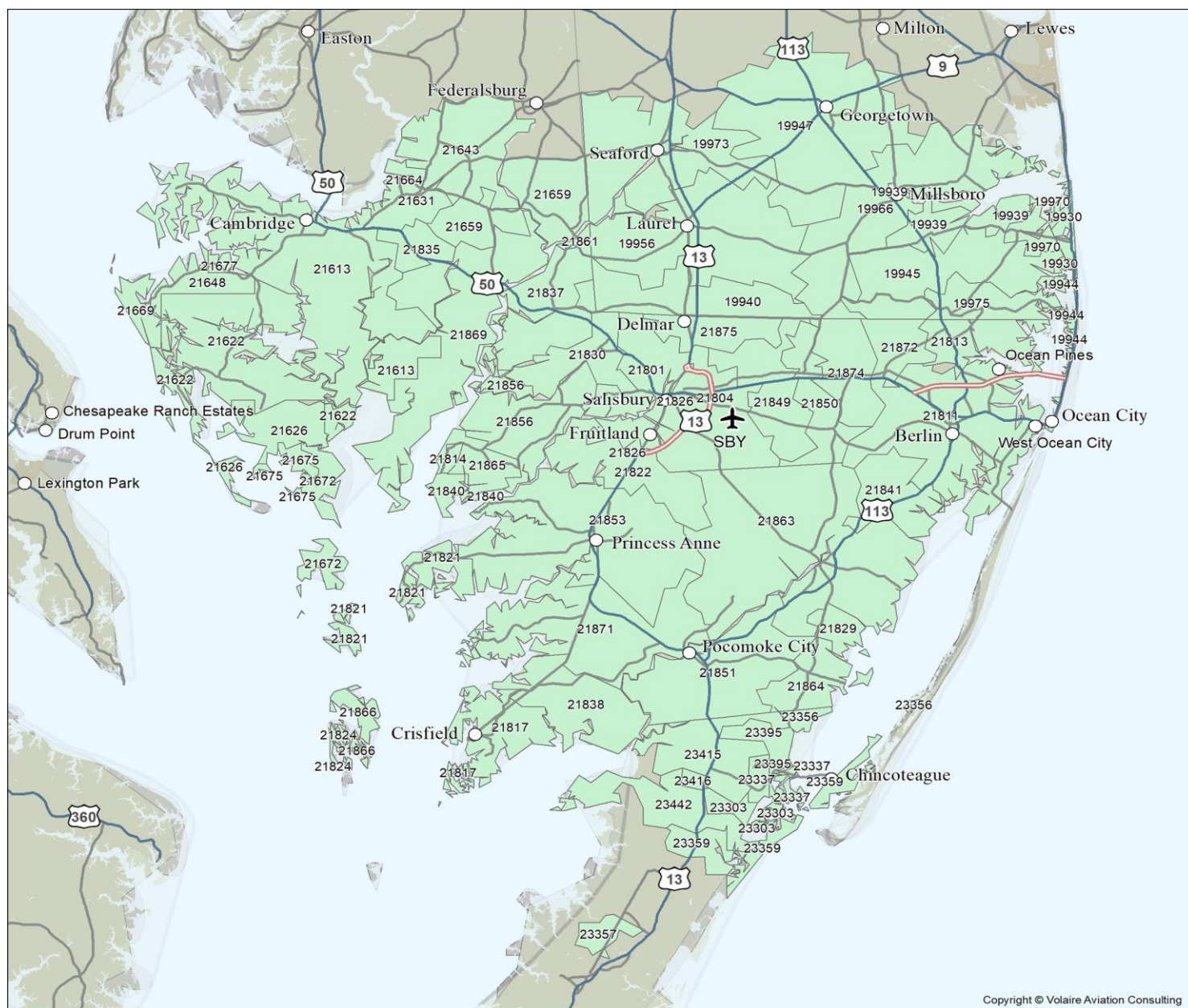
International Traffic

Rank	Airport Code	Airport Location and Name	O&D Passengers	PDEW	Share	RDEW	Fare
1	BWI	Baltimore/Washington Int'l Airport	41,610	57.0	29.6%	\$16,439	\$288
2	IAD	Washington Dulles International Airport	35,094	48.1	25.0%	\$34,843	\$725
3	JFK	New York JFK International Airport	22,886	31.4	16.3%	\$19,103	\$609
4	PHL	Philadelphia International Airport	19,437	26.6	13.8%	\$11,509	\$432
5	EWR	Newark Liberty International Airport	11,196	15.3	8.0%	\$7,678	\$501
6	SBY	Salisbury Regional Airport	4,361	6.0	3.1%	\$2,876	\$481
7	DCA	Washington Reagan National Airport	3,903	5.3	2.8%	\$1,940	\$363
		All Airports	140,401	192.3	100.0%	\$95,518	\$497

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Salisbury Regional Airport Zip Code Catchment Area Map



**Salisbury Regional Airport
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Salisbury Regional Airport Zip Code Population and Ticket Sample List

Rank	Zip Code	City	P.O. Box Only	2018 Population	Population Share	Sample Tickets	Ticket Share	Extrapolated Market Size
1	21804	SALISBURY		42,358	10.9%	1,244	11.1%	93,360
2	19966	MILLSBORO		37,363	9.6%	1,039	9.3%	77,975
3	21801	SALISBURY		29,464	7.6%	1,092	9.7%	81,952
4	21811	BERLIN		28,941	7.4%	1,189	10.6%	89,232
5	19973	SEAFORD		25,830	6.6%	642	5.7%	48,181
6	19947	GEORGETOWN		20,231	5.2%	393	3.5%	29,494
7	21613	CAMBRIDGE		19,744	5.1%	325	2.9%	24,391
8	21842	OCEAN CITY		17,641	4.5%	683	6.1%	51,258
9	19956	LAUREL		16,524	4.3%	305	2.7%	22,890
10	19975	SELBYVILLE		14,823	3.8%	419	3.7%	31,445
11	19970	OCEAN VIEW		11,518	3.0%	555	4.9%	41,652
12	19945	FRANKFORD		9,940	2.6%	310	2.8%	23,265
13	21853	PRINCESS ANNE		9,301	2.4%	188	1.7%	14,109
14	19939	DAGSBORO		8,220	2.1%	274	2.4%	20,563
15	21851	POCOMOKE CITY		7,675	2.0%	152	1.4%	11,407
16	21875	DELMAR		7,529	1.9%	251	2.2%	18,837
17	19940	DELMAR		6,629	1.7%	163	1.5%	12,233
18	21817	CRISFIELD		5,723	1.5%	83	0.7%	6,229
19	21826	FRUITLAND		5,366	1.4%	192	1.7%	14,409
20	19930	BETHANY BEACH		5,270	1.4%	202	1.8%	15,160
21	21643	HURLOCK		5,161	1.3%	59	0.5%	4,428
22	21863	SNOW HILL		4,910	1.3%	132	1.2%	9,906
23	23336	CHINCOTEAGUE ISLAND		4,476	1.2%	146	1.3%	10,957
24	21830	HEBRON		3,890	1.0%	136	1.2%	10,207
25	21849	PARSONSBURG		3,390	0.9%	105	0.9%	7,880
26	21850	PITTSVILLE		3,176	0.8%	61	0.5%	4,578
27	21813	BISHOPVILLE		3,132	0.8%	139	1.2%	10,432
28	21822	EDEN		2,936	0.8%	63	0.6%	4,728
29	21837	MARDELA SPRINGS		2,550	0.7%	51	0.5%	3,827
30	21631	EAST NEW MARKET		2,502	0.6%	72	0.6%	5,403
31	21874	WILLARDS		2,463	0.6%	49	0.4%	3,677
32	21871	WESTOVER		2,139	0.6%	22	0.2%	1,651
33	23356	GREENBACKVILLE		2,031	0.5%	63	0.6%	4,728
34	21838	MARION STATION		1,756	0.5%	22	0.2%	1,651
35	23415	NEW CHURCH		1,630	0.4%	21	0.2%	1,576
36	21821	DEAL ISLAND		1,145	0.3%	19	0.2%	1,426
37	21841	NEWARK		982	0.3%	15	0.1%	1,126
38	21659	RHODESDALE		899	0.2%	24	0.2%	1,801
39	21856	QUANTICO		887	0.2%	25	0.2%	1,876
40	23442	TEMPERANCEVILLE		860	0.2%	21	0.2%	1,576
41	21872	WHALEYVILLE		744	0.2%	11	0.1%	826
42	21869	VIENNA		724	0.2%	4	0.0%	300
43	21864	STOCKTON		614	0.2%	12	0.1%	901
44	21622	CHURCH CREEK		499	0.1%	16	0.1%	1,201
45	21865	TYASKIN		490	0.1%	28	0.2%	2,101
46	21677	WOOLFORD		454	0.1%	6	0.1%	450
47	23337	WALLOPS ISLAND		452	0.1%	5	0.0%	375
48	23303	ATLANTIC		444	0.1%	29	0.3%	2,176
49	21835	LINKWOOD		437	0.1%	4	0.0%	300
50	23359	HALLWOOD		435	0.1%	4	0.0%	300
51	21829	GIRDLETREE		430	0.1%	9	0.1%	675
52	21634	FISHING CREEK		346	0.1%	17	0.2%	1,276
53	21814	BIVALVE		313	0.1%	5	0.0%	375
54	23416	OAK HALL		309	0.1%	6	0.1%	450
55	21672	TODDVILLE		300	0.1%	2	0.0%	150
56	21840	NANTICOKE		284	0.1%	8	0.1%	600
57	21648	MADISON		245	0.1%	4	0.0%	300
58	21862	SHOWELL		99	0.0%	2	0.0%	150
59	23395	HORNTOWN		49	0.0%	4	0.0%	300
60	21843	OCEAN CITY	*	0	0.0%	41	0.4%	3,077
		Seven Other Zip Codes	*	0	0.0%	62	0.6%	4,653
				388,673	100.0%	11,225	100.0%	842,413

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Salisbury Regional Airport ARC Sample Tickets and Share by Zip Code and Point of Origin

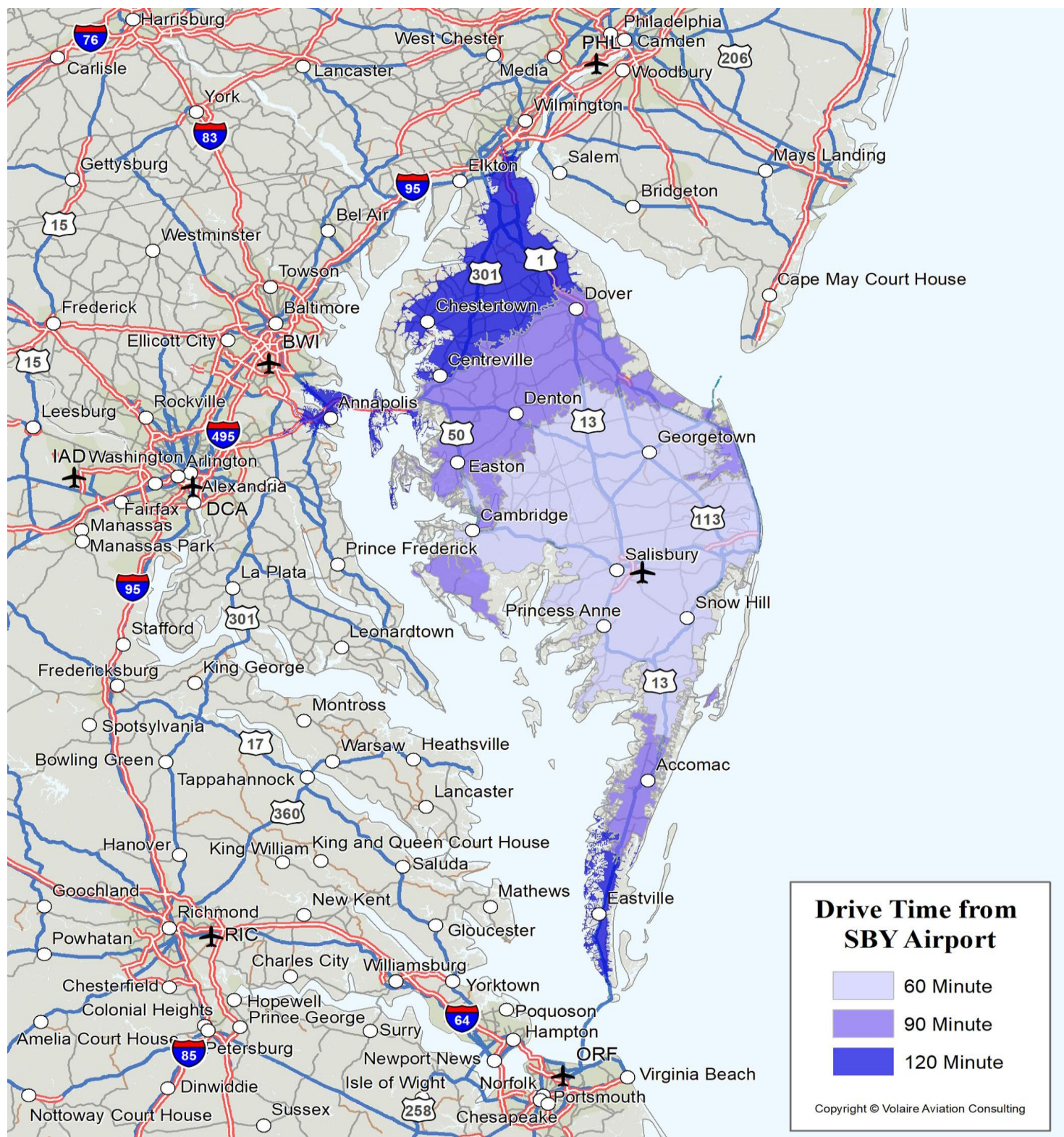
Rank	Zip Code	City	ARC Sample Tickets and Share by Airport								Total
			SBY	% SBY	BWI	% BWI	PHL	% PHL	IAD	% IAD	
1	21804	SALISBURY	436	35.0%	287	23.1%	81	6.5%	227	18.2%	1,244
2	19966	MILLSBORO	159	15.3%	195	18.8%	417	40.1%	83	8.0%	1,039
3	21801	SALISBURY	319	29.2%	293	26.8%	83	7.6%	197	18.0%	1,092
4	21811	BERLIN	382	32.1%	246	20.7%	176	14.8%	164	13.8%	1,189
5	19973	SEAFORD	83	12.9%	214	33.3%	193	30.1%	65	10.1%	642
6	19947	GEORGETOWN	70	17.8%	100	25.4%	143	36.4%	27	6.9%	393
7	21613	CAMBRIDGE	38	11.7%	165	50.8%	18	5.5%	45	13.8%	325
8	21842	OCEAN CITY	220	32.2%	170	24.9%	91	13.3%	80	11.7%	683
9	19956	LAUREL	75	24.6%	93	30.5%	66	21.6%	17	5.6%	305
10	19975	SELBYVILLE	93	22.2%	97	23.2%	88	21.0%	65	15.5%	419
11	19970	OCEAN VIEW	136	24.5%	82	14.8%	167	30.1%	45	8.1%	555
12	19945	FRANKFORD	64	20.6%	65	21.0%	125	40.3%	17	5.5%	310
13	21853	PRINCESS ANNE	45	23.9%	61	32.4%	22	11.7%	45	23.9%	188
14	19939	DAGSBORO	41	15.0%	83	30.3%	96	35.0%	20	7.3%	274
15	21851	POCOMOKE CITY	42	27.6%	55	36.2%	4	2.6%	21	13.8%	152
16	21875	DELMAR	98	39.0%	69	27.5%	25	10.0%	31	12.4%	251
17	19940	DELMAR	52	31.9%	52	31.9%	22	13.5%	21	12.9%	163
18	21817	CRISFIELD	39	47.0%	17	20.5%	9	10.8%	10	12.0%	83
19	21826	FRUITLAND	44	22.9%	60	31.3%	11	5.7%	51	26.6%	192
20	19930	BETHANY BEACH	38	18.8%	46	22.8%	54	26.7%	17	8.4%	202
21	21643	HURLOCK	5	8.5%	35	59.3%	2	3.4%	9	15.3%	59
22	21863	SNOW HILL	51	38.6%	32	24.2%	9	6.8%	10	7.6%	132
23	23336	CHINCOTEAGUE ISLAND	39	26.7%	12	8.2%	13	8.9%	12	8.2%	146
24	21830	HEBRON	44	32.4%	52	38.2%	12	8.8%	7	5.1%	136
25	21849	PARSONSBURG	47	44.8%	48	45.7%	2	1.9%	0	0.0%	105
26	21850	PITTSVILLE	30	49.2%	16	26.2%	4	6.6%	2	3.3%	61
27	21813	BISHOPVILLE	66	47.5%	29	20.9%	22	15.8%	4	2.9%	139
28	21822	EDEN	27	42.9%	17	27.0%	1	1.6%	9	14.3%	63
29	21837	MARDELA SPRINGS	14	27.5%	7	13.7%	6	11.8%	10	19.6%	51
30	21631	EAST NEW MARKET	13	18.1%	30	41.7%	3	4.2%	12	16.7%	72
31	21874	WILLARDS	22	44.9%	11	22.4%	5	10.2%	4	8.2%	49
32	21871	WESTOVER	8	36.4%	12	54.5%	2	9.1%	0	0.0%	22
33	23356	GREENBACKVILLE	23	36.5%	8	12.7%	12	19.0%	0	0.0%	63
34	21838	MARION STATION	8	36.4%	6	27.3%	2	9.1%	4	18.2%	22
35	23415	NEW CHURCH	14	66.7%	0	0.0%	0	0.0%	0	0.0%	21
36	21821	DEAL ISLAND	7	36.8%	4	21.1%	8	42.1%	0	0.0%	19
37	21841	NEWARK	4	26.7%	5	33.3%	4	26.7%	0	0.0%	15
38	21659	RHODESDALE	3	12.5%	5	20.8%	9	37.5%	7	29.2%	24
39	21856	QUANTICO	15	60.0%	8	32.0%	1	4.0%	1	4.0%	25
40	23442	TEMPERANCEVILLE	5	23.8%	6	28.6%	0	0.0%	1	4.8%	21
41	21872	WHALEYVILLE	4	36.4%	7	63.6%	0	0.0%	0	0.0%	11
42	21869	VIENNA	2	50.0%	2	50.0%	0	0.0%	0	0.0%	4
43	21864	STOCKTON	9	75.0%	1	8.3%	1	8.3%	0	0.0%	12
44	21622	CHURCH CREEK	2	12.5%	11	68.8%	0	0.0%	2	12.5%	16
45	21865	TYASKIN	5	17.9%	10	35.7%	1	3.6%	3	10.7%	28
46	21677	WOOLFORD	0	0.0%	6	100.0%	0	0.0%	0	0.0%	6
47	23337	WALLOPS ISLAND	1	20.0%	2	40.0%	0	0.0%	0	0.0%	5
48	23303	ATLANTIC	9	31.0%	11	37.9%	0	0.0%	0	0.0%	29
49	21835	LINKWOOD	0	0.0%	4	100.0%	0	0.0%	0	0.0%	4
50	23359	HALLWOOD	1	25.0%	0	0.0%	0	0.0%	0	0.0%	4
51	21829	GIRDLETREE	3	33.3%	4	44.4%	1	11.1%	0	0.0%	9
52	21634	FISHING CREEK	0	0.0%	13	76.5%	0	0.0%	3	17.6%	17
53	21814	BIVALVE	2	40.0%	2	40.0%	0	0.0%	0	0.0%	5
54	23416	OAK HALL	0	0.0%	0	0.0%	0	0.0%	6	100.0%	6
55	21672	TODDVILLE	0	0.0%	2	100.0%	0	0.0%	0	0.0%	2
56	21840	NANTICOKE	2	25.0%	5	62.5%	0	0.0%	0	0.0%	8
57	21648	MADISON	1	25.0%	3	75.0%	0	0.0%	0	0.0%	4
58	21862	SHOWELL	2	100.0%	0	0.0%	0	0.0%	0	0.0%	2
59	23395	HORNTOWN	3	75.0%	0	0.0%	0	0.0%	0	0.0%	4
60	21843	OCEAN CITY	12	29.3%	13	31.7%	6	14.6%	3	7.3%	41
Seven Other Zip Codes			18	29.0%	22	35.5%	7	11.3%	4	6.5%	62
TOTALS			2,995	26.7%	2,911	25.9%	2,024	18.0%	1,361	12.1%	11,225

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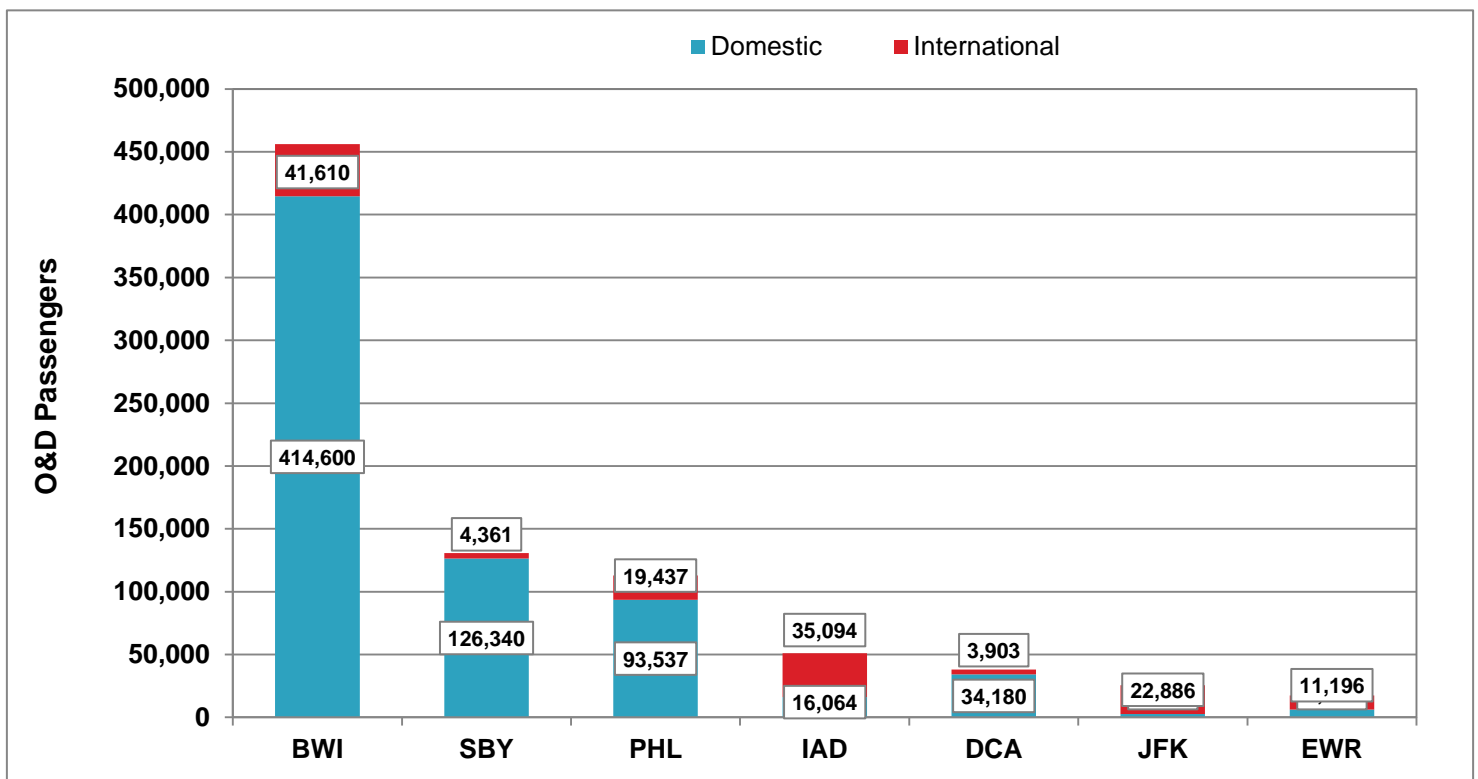
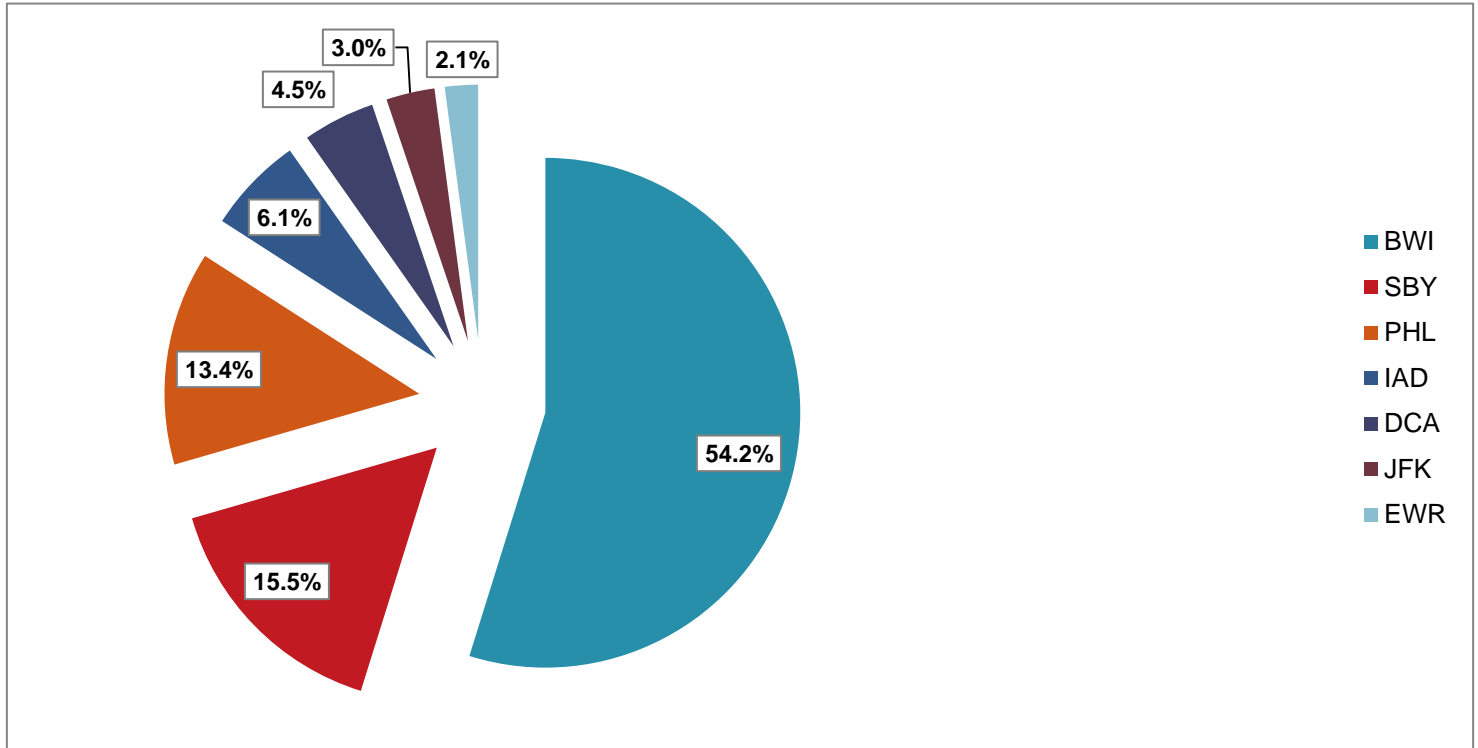
Salisbury Regional Airport ARC Sample Tickets and Share by City and Point of Origin

Rank	City	ARC Sample Tickets and Share by Airport								Total
		SBY	% SBY	BWI	% BWI	PHL	% PHL	IAD	% IAD	
1	SALISBURY	766	32.5%	586	24.9%	164	7.0%	425	18.0%	2,356
2	BERLIN	382	32.1%	246	20.7%	176	14.8%	164	13.8%	1,189
3	MILLSBORO	159	15.3%	195	18.8%	417	40.1%	83	8.0%	1,039
4	OCEAN CITY	232	32.0%	183	25.3%	97	13.4%	83	11.5%	724
5	SEAFORD	83	12.9%	214	33.3%	193	30.1%	65	10.1%	642
6	OCEAN VIEW	136	24.5%	82	14.8%	167	30.1%	45	8.1%	555
7	SELBYVILLE	93	22.2%	97	23.2%	88	21.0%	65	15.5%	419
8	DELMAR	150	36.2%	121	29.2%	47	11.4%	52	12.6%	414
9	GEORGETOWN	70	17.8%	100	25.4%	143	36.4%	27	6.9%	393
10	CAMBRIDGE	38	11.7%	165	50.8%	18	5.5%	45	13.8%	325
11	FRANKFORD	64	20.6%	65	21.0%	125	40.3%	17	5.5%	310
12	LAUREL	75	24.6%	93	30.5%	66	21.6%	17	5.6%	305
13	DAGSBORO	41	15.0%	83	30.3%	96	35.0%	20	7.3%	274
14	BETHANY BEACH	38	18.8%	46	22.8%	54	26.7%	17	8.4%	202
15	FRUITLAND	44	22.9%	60	31.3%	11	5.7%	51	26.6%	192
16	PRINCESS ANNE	45	23.9%	61	32.4%	22	11.7%	45	23.9%	188
17	POCOMOKE CITY	42	27.6%	55	36.2%	4	2.6%	21	13.8%	152
18	CHINCOTEAGUE ISLAND	39	26.7%	12	8.2%	13	8.9%	12	8.2%	146
19	BISHOPVILLE	66	47.5%	29	20.9%	22	15.8%	4	2.9%	139
20	HEBRON	44	32.4%	52	38.2%	12	8.8%	7	5.1%	136
21	SNOW HILL	51	38.6%	32	24.2%	9	6.8%	10	7.6%	132
22	PARSONSBURG	47	44.8%	48	45.7%	2	1.9%	0	0.0%	105
23	CRISFIELD	39	47.0%	17	20.5%	9	10.8%	10	12.0%	83
24	EAST NEW MARKET	13	18.1%	30	41.7%	3	4.2%	12	16.7%	72
25	GREENBACKVILLE	23	36.5%	8	12.7%	12	19.0%	0	0.0%	63
26	EDEN	27	42.9%	17	27.0%	1	1.6%	9	14.3%	63
27	PITTSVILLE	30	49.2%	16	26.2%	4	6.6%	2	3.3%	61
28	HURLOCK	5	8.5%	35	59.3%	2	3.4%	9	15.3%	59
29	MARDELA SPRINGS	14	27.5%	7	13.7%	6	11.8%	10	19.6%	51
30	WILLARDS	22	44.9%	11	22.4%	5	10.2%	4	8.2%	49
31	ATLANTIC	9	31.0%	11	37.9%	0	0.0%	0	0.0%	29
32	TYASKIN	5	17.9%	10	35.7%	1	3.6%	3	10.7%	28
33	QUANTICO	15	60.0%	8	32.0%	1	4.0%	1	4.0%	25
34	RHODESDALE	3	12.5%	5	20.8%	9	37.5%	7	29.2%	24
35	MARION STATION	8	36.4%	6	27.3%	2	9.1%	4	18.2%	22
36	WESTOVER	8	36.4%	12	54.5%	2	9.1%	0	0.0%	22
37	TEMPERANCEVILLE	5	23.8%	6	28.6%	0	0.0%	1	4.8%	21
38	NEW CHURCH	14	66.7%	0	0.0%	0	0.0%	0	0.0%	21
39	SHARPTOWN	7	35.0%	5	25.0%	4	20.0%	3	15.0%	20
40	DEAL ISLAND	7	36.8%	4	21.1%	8	42.1%	0	0.0%	19
41	FISHING CREEK	0	0.0%	13	76.5%	0	0.0%	3	17.6%	17
42	CHURCH CREEK	2	12.5%	11	68.8%	0	0.0%	2	12.5%	16
43	NEWARK	4	26.7%	5	33.3%	4	26.7%	0	0.0%	15
44	STOCKTON	9	75.0%	1	8.3%	1	8.3%	0	0.0%	12
45	SECRETARY	0	0.0%	5	41.7%	3	25.0%	0	0.0%	12
46	WHALEYVILLE	4	36.4%	7	63.6%	0	0.0%	0	0.0%	11
47	GIRDLETREE	3	33.3%	4	44.4%	1	11.1%	0	0.0%	9
48	NANTICOKE	2	25.0%	5	62.5%	0	0.0%	0	0.0%	8
49	OAK HALL	0	0.0%	0	0.0%	0	0.0%	6	100.0%	6
50	WOOLFORD	0	0.0%	6	100.0%	0	0.0%	0	0.0%	6
51	WALLOPS ISLAND	1	20.0%	2	40.0%	0	0.0%	0	0.0%	5
52	BIVALVE	2	40.0%	2	40.0%	0	0.0%	0	0.0%	5
53	ALLEN	0	0.0%	4	80.0%	0	0.0%	0	0.0%	5
54	LINKWOOD	0	0.0%	4	100.0%	0	0.0%	0	0.0%	4
55	HALLWOOD	1	25.0%	0	0.0%	0	0.0%	0	0.0%	4
56	HORNTOWN	3	75.0%	0	0.0%	0	0.0%	0	0.0%	4
57	MADISON	1	25.0%	3	75.0%	0	0.0%	0	0.0%	4
58	VIENNA	2	50.0%	2	50.0%	0	0.0%	0	0.0%	4
59	UPPER FAIRMOUNT	0	0.0%	1	33.3%	0	0.0%	0	0.0%	3
60	TAYLORS ISLAND	0	0.0%	1	50.0%	0	0.0%	0	0.0%	2
	Two Other Cities and Towns	2	50.0%	2	50.0%	0	0.0%	0	0.0%	4
	TOTALS	2,995	26.7%	2,911	25.9%	2,024	18.0%	1,361	12.1%	11,225

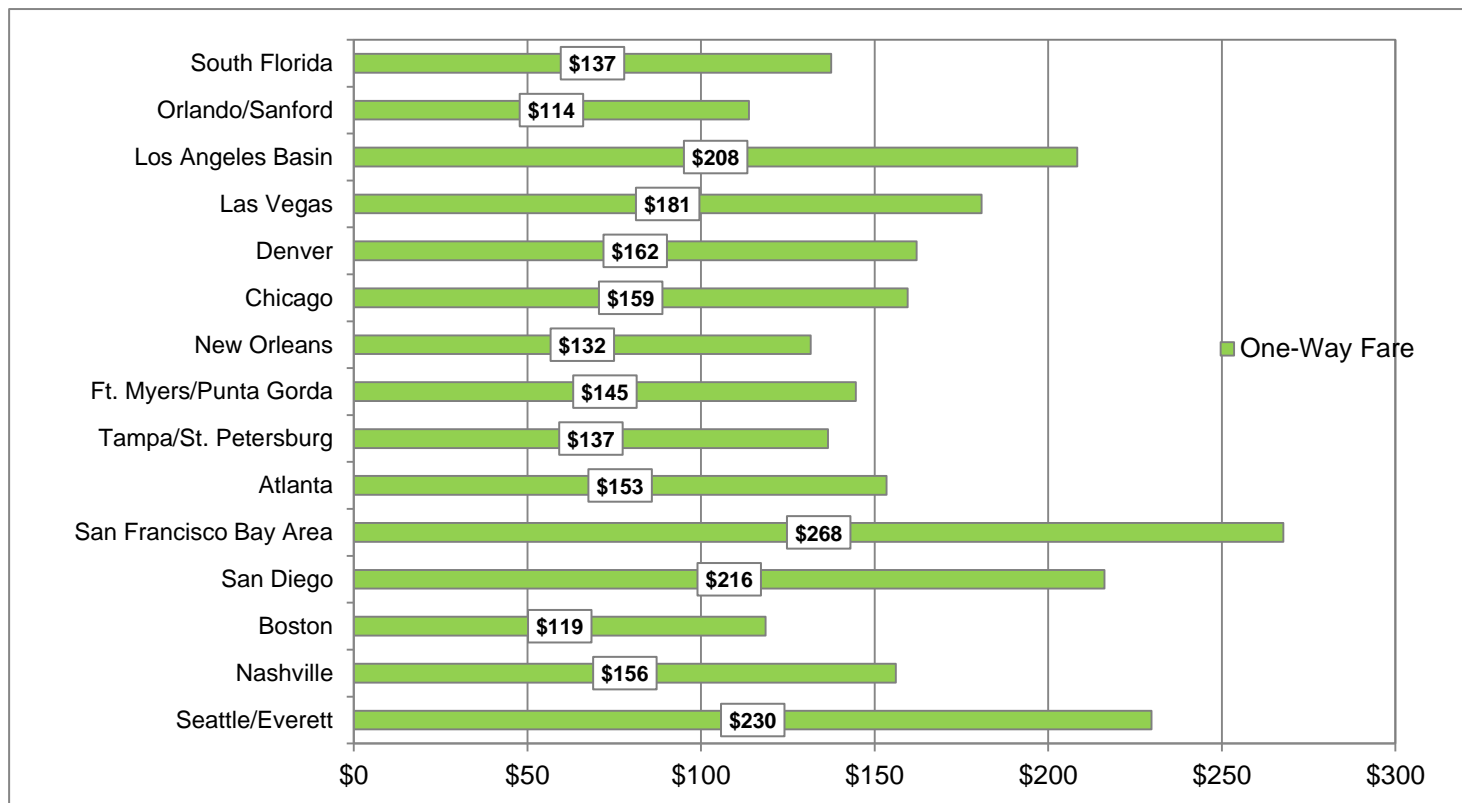
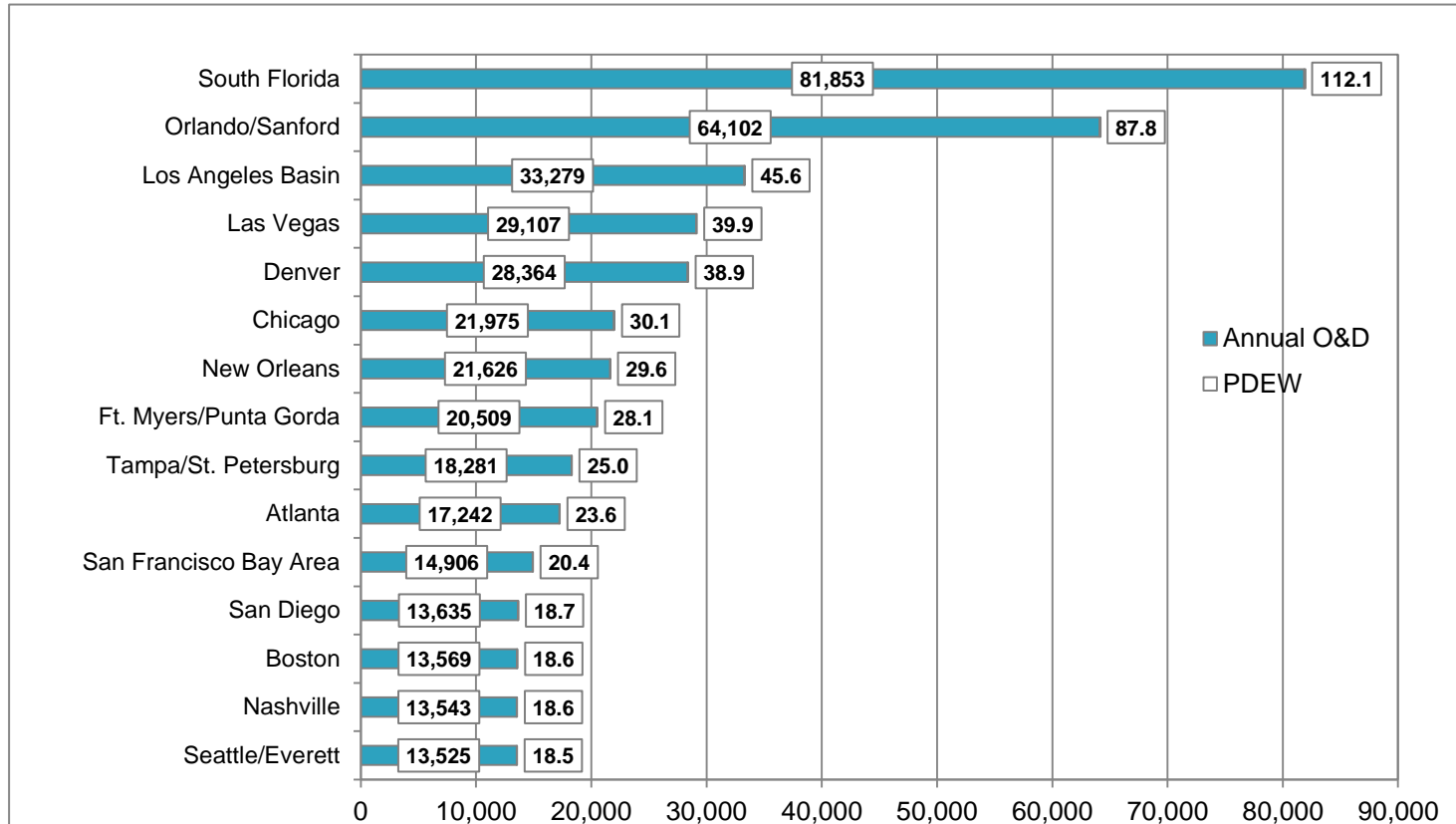
Salisbury Regional Airport Drive Time Map



Distribution of Traffic among Airports in the Region



15 Largest O&D Markets and Average Fares in the Catchment Area



**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

Domestic Market Size Rankings by Airport (Markets 1-50)

Rank	Metro Area	Passengers per Day Each Way					Market Share				One-Way Fare				
		BWI	SBY	PHL	DCA	Total	BWI	SBY	PHL	DCA	BWI	SBY	PHL	DCA	Total
1	South Florida	67.8	15.4	18.3	6.6	112.1	60.5%	13.7%	16.4%	5.9%	\$121	\$198	\$131	\$166	\$137
2	Orlando/Sanford	56.9	9.4	11.9	6.3	87.8	64.7%	10.7%	13.6%	7.2%	\$100	\$192	\$103	\$129	\$114
3	Los Angeles Basin	27.9	5.7	6.2	1.9	45.6	61.1%	12.5%	13.6%	4.2%	\$189	\$248	\$217	\$256	\$208
4	Las Vegas	27.4	3.2	5.9	0.9	39.9	68.8%	7.9%	14.9%	2.2%	\$165	\$255	\$185	\$235	\$181
5	Denver	27.4	3.5	5.2	1.4	38.9	70.4%	9.1%	13.3%	3.6%	\$148	\$271	\$160	\$128	\$162
6	Chicago	21.7	3.7	3.1	0.3	30.1	72.2%	12.3%	10.2%	1.1%	\$141	\$240	\$188	\$181	\$159
7	New Orleans	20.7	2.4	3.9	2.1	29.6	69.9%	8.0%	13.2%	7.0%	\$113	\$228	\$147	\$164	\$132
8	Ft. Myers/Punta Gorda	20.5	3.7	1.9	1.4	28.1	73.1%	13.1%	6.7%	5.0%	\$133	\$201	\$140	\$163	\$145
9	Tampa/St. Petersburg	9.7	6.2	6.6	1.5	25.0	38.8%	24.8%	26.3%	5.9%	\$115	\$172	\$128	\$149	\$137
10	Atlanta	11.9	6.4	4.4	0.2	23.6	50.3%	27.0%	18.4%	1.0%	\$121	\$213	\$148	\$160	\$153
11	San Francisco Bay Area	9.4	3.7	4.6	0.5	20.4	46.1%	18.3%	22.7%	2.5%	\$266	\$281	\$242	\$284	\$268
12	San Diego	14.0	2.7	0.7		18.7	74.9%	14.5%	3.9%		\$201	\$254	\$267		\$216
13	Boston	8.6	5.4	3.8	0.7	18.6	46.1%	29.1%	20.6%	3.8%	\$97	\$148	\$123	\$135	\$119
14	Nashville	7.4	4.2	3.6	3.0	18.6	40.1%	22.6%	19.6%	15.9%	\$143	\$191	\$135	\$163	\$156
15	Seattle/Everett	11.2	2.3	3.3	0.4	18.5	60.7%	12.6%	17.6%	2.2%	\$220	\$250	\$239	\$241	\$230
16	Dallas/Ft. Worth	11.0	5.0	1.6	0.1	18.4	59.8%	27.3%	8.4%	0.8%	\$159	\$259	\$194	\$204	\$192
17	Phoenix/Mesa	8.8	3.7	2.9	0.1	16.2	54.1%	22.7%	18.2%	0.6%	\$223	\$285	\$244	\$266	\$242
18	Houston	11.7	1.9	0.8	0.3	15.5	75.8%	12.6%	5.2%	2.0%	\$146	\$244	\$202	\$205	\$164
19	Jacksonville	10.9	2.6	0.5	0.5	15.2	71.4%	17.3%	3.4%	3.2%	\$103	\$166	\$158	\$154	\$120
20	Charlotte/Concord	5.8	7.2	0.6	0.8	14.9	38.7%	48.5%	4.0%	5.6%	\$122	\$156	\$180	\$152	\$144
21	Detroit	8.2	2.4	2.8	0.2	13.7	59.7%	17.7%	20.6%	1.5%	\$111	\$164	\$162	\$152	\$132
22	Minneapolis/St. Paul	8.4	1.8	0.8	0.8	12.4	67.6%	14.4%	6.2%	6.8%	\$118	\$195	\$152	\$170	\$138
23	Cleveland	10.2	1.6		0.2	12.2	83.1%	12.9%		1.5%	\$128	\$171		\$155	\$135
24	St. Louis/Belleville	9.1	2.3	0.5		12.1	75.4%	18.9%	3.7%		\$162	\$201	\$204		\$172
25	Buffalo	10.6	0.6	0.1		11.4	92.8%	5.3%	1.3%		\$130	\$143	\$205		\$132
26	Austin	6.1	1.5	2.1		10.6	57.8%	14.1%	19.4%		\$155	\$225	\$200		\$177
27	Indianapolis	6.4	3.0	0.2	0.1	9.9	64.6%	30.5%	2.4%	1.0%	\$128	\$154	\$285	\$178	\$141
28	San Juan	3.5	0.5	2.8	0.6	8.3	41.9%	6.3%	33.7%	6.7%	\$153	\$305	\$133	\$229	\$167
29	San Antonio	5.8	0.6	0.5	0.2	8.0	73.5%	8.2%	5.8%	2.0%	\$187	\$223	\$186	\$211	\$194
30	Portland, ME	6.3	0.7	0.2	0.5	7.8	80.5%	9.1%	2.6%	6.1%	\$133	\$164	\$237	\$167	\$141
31	Columbus, OH	5.0	2.0	0.2	0.3	7.6	66.0%	26.7%	2.1%	4.4%	\$110	\$175	\$258	\$123	\$132
32	Raleigh/Durham	4.7	1.5	0.7	0.2	7.3	64.2%	20.8%	9.2%	2.7%	\$99	\$178	\$144	\$159	\$123
33	Kansas City	4.1	1.5	1.2	0.2	7.3	55.9%	20.3%	17.2%	3.3%	\$172	\$209	\$202	\$180	\$187
34	Charleston, SC	2.6	2.2	0.8	0.7	7.0	37.3%	31.8%	11.0%	9.5%	\$144	\$185	\$151	\$132	\$156
35	Salt Lake City	5.0	0.5	0.4	0.1	6.3	78.9%	8.4%	6.7%	1.6%	\$240	\$253	\$262	\$202	\$242
36	Portland, OR	2.2	0.8	1.3	0.3	5.7	39.3%	13.6%	23.5%	5.6%	\$240	\$270	\$239	\$261	\$246
37	Albuquerque	2.3	0.4	2.7		5.5	41.5%	7.6%	48.1%		\$222	\$359	\$241		\$242
38	Oklahoma City	2.1	0.7	0.5	2.1	5.5	38.4%	13.2%	9.5%	39.0%	\$154	\$206	\$214	\$160	\$169
39	Myrtle Beach	3.6	0.9	0.5	0.4	5.4	65.6%	16.0%	9.0%	7.9%	\$48	\$202	\$85	\$165	\$87
40	Memphis	2.2	1.4	0.8	0.9	5.3	42.5%	25.8%	15.3%	16.4%	\$145	\$186	\$188	\$193	\$170
41	Key West	1.9	1.3	1.2	0.4	4.9	38.9%	25.7%	25.6%	8.0%	\$254	\$274	\$241	\$278	\$258
42	Sarasota	2.5	1.3	0.7	0.3	4.8	50.9%	26.3%	14.5%	5.7%	\$113	\$206	\$134	\$210	\$148
43	Cincinnati	2.4	1.4	0.5	0.1	4.6	51.5%	31.1%	10.4%	2.4%	\$106	\$157	\$140	\$133	\$127
44	Philadelphia/Trenton	0.2	4.0		0.2	4.4	4.9%	91.7%		3.5%	\$171	\$69		\$173	\$78
45	Louisville	2.3	1.5	0.1		4.0	56.7%	38.2%	3.5%		\$128	\$192	\$249		\$158
46	Pensacola	1.9	1.3	0.6	0.1	4.0	48.0%	31.8%	14.1%	2.0%	\$192	\$205	\$123	\$207	\$187
47	Greenville/Spartanburg	1.1	2.1	0.3	0.1	3.7	29.9%	56.4%	6.9%	2.8%	\$144	\$170	\$219	\$167	\$165
48	Savannah	0.8	1.7	0.6	0.4	3.5	22.8%	47.4%	15.7%	10.9%	\$103	\$196	\$154	\$183	\$166
49	Honolulu	2.5	0.4	0.2	0.2	3.4	72.5%	11.1%	5.9%	5.8%	\$464	\$551	\$471	\$382	\$471
50	South Texas	2.3	0.3	0.3	0.5	3.4	67.3%	8.0%	8.7%	16.0%	\$245	\$246	\$292	\$258	\$251
Markets 1-50		516.9	140.7	113.3	39.2	845.8	61.1%	16.6%	13.4%	4.6%	\$144	\$205	\$165	\$171	\$161
Other Markets		51.0	32.4	14.8	7.6	115.9	44.1%	27.9%	12.8%	6.6%	\$234	\$214	\$255	\$215	\$230
All Markets		567.9	173.1	128.1	46.8	961.7	59.1%	18.0%	13.3%	4.9%	\$152	\$206	\$175	\$178	\$169

**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

Domestic Market Size Rankings by Airport (Markets 51-100)

Rank	Metro Area	Passengers per Day Each Way					Market Share				One-Way Fare				
		BWI	SBY	PHL	DCA	Total	BWI	SBY	PHL	DCA	BWI	SBY	PHL	DCA	Total
51	Sacramento	2.0	0.4	0.4		3.4	60.4%	12.2%	10.6%		\$227	\$271	\$251		\$240
52	Omaha	1.3	0.8	0.6	0.3	3.2	40.4%	26.0%	18.9%	8.4%	\$170	\$257	\$205	\$165	\$201
53	Knoxville	0.9	0.9	0.2	0.6	3.0	29.6%	29.4%	5.4%	20.7%	\$167	\$183	\$231	\$205	\$187
54	Milwaukee	2.0	0.8	0.1		3.0	67.9%	25.5%	3.7%		\$146	\$189	\$173		\$159
55	St. Thomas	1.4	0.2	0.5	0.1	3.0	47.5%	5.3%	18.0%	3.9%	\$200	\$424	\$321	\$228	\$252
56	Anchorage	0.7	0.1	0.9	0.3	2.7	26.6%	3.5%	32.4%	12.9%	\$375	\$432	\$391	\$377	\$383
57	Birmingham	1.0	1.5			2.5	39.8%	60.2%			\$164	\$195			\$183
58	Pittsburgh		1.8	0.4		2.3		78.6%	15.0%			\$157	\$274		\$176
59	Grand Rapids	1.2	0.7		0.1	2.2	53.7%	34.0%		5.0%	\$120	\$157		\$146	\$136
60	Asheville	1.2	0.7			2.1	56.1%	32.4%			\$74	\$188			\$122
61	Dayton	0.6	1.3	0.1	0.1	2.1	27.6%	63.8%	4.0%	4.6%	\$185	\$153	\$235	\$191	\$167
62	Daytona Beach	0.7	0.9	0.1		2.0	35.7%	45.8%	7.4%		\$159	\$182	\$186		\$172
63	Melbourne	0.7	0.9	0.3		1.9	34.0%	44.5%	14.4%		\$171	\$194	\$154		\$179
64	Madison	0.8	0.7	0.1	0.2	1.8	46.4%	37.2%	5.3%	11.1%	\$213	\$191	\$214	\$193	\$203
65	Tucson	0.8	0.4		0.2	1.8	44.1%	24.4%		10.2%	\$249	\$249		\$272	\$255
66	Columbia	0.1	0.8		0.5	1.7	9.0%	49.0%		32.5%	\$194	\$209		\$184	\$196
67	El Paso	1.0	0.4	0.1	0.2	1.7	59.9%	24.8%	6.0%	9.3%	\$241	\$447	\$275	\$240	\$294
68	Spingfield, MO	1.1	0.4	0.2		1.7	64.8%	21.7%	9.1%		\$232	\$281	\$258		\$244
69	New York/Newark	0.4	0.5		0.5	1.6	24.0%	33.6%		32.1%	\$160	\$194		\$159	\$166
70	Spokane	1.1	0.0	0.1	0.1	1.6	70.5%	2.4%	5.8%	6.2%	\$249	\$323	\$272	\$270	\$255
71	Providence		1.1	0.4	0.2	1.6		66.4%	23.7%	9.9%		\$183	\$222	\$141	\$188
72	Chattanooga	0.3	0.6	0.7		1.6	16.8%	36.6%	42.0%		\$184	\$195	\$183		\$188
73	Maui	1.2	0.2	0.2		1.6	73.2%	15.2%	11.6%		\$449	\$422	\$483		\$449
74	Little Rock	0.7	0.5		0.2	1.5	45.7%	31.3%		17.1%	\$194	\$279		\$209	\$224
75	Kallispell	1.0	0.0	0.3		1.5	68.2%	1.7%	22.6%		\$289	\$0	\$264		\$279
76	Tulsa	0.4	0.1	0.7		1.4	27.2%	8.2%	51.9%		\$213	\$378	\$224		\$233
77	Boise	1.2	0.0	0.1		1.4	82.8%	2.6%	6.7%		\$251	\$384	\$303		\$261
78	Wilmington	0.1	0.6	0.4	0.1	1.3	7.3%	46.4%	28.6%	6.6%	\$182	\$191	\$185	\$182	\$183
79	Northwest Arkansas	0.1	0.8	0.2	0.1	1.3	6.2%	59.7%	12.9%	7.6%	\$262	\$280	\$262	\$258	\$270
80	Norfolk/Newport News	1.2	0.1			1.3	90.5%	4.1%			\$142	\$100			\$141
81	Rapid City	0.8	0.1	0.2	0.2	1.3	61.2%	7.4%	18.1%	13.2%	\$257	\$228	\$244	\$254	\$252
82	Lihue	1.1	0.0	0.0		1.2	93.2%	3.0%	3.8%		\$461	\$567	\$479		\$465
83	Jackson	0.4	0.5	0.3		1.2	30.8%	41.8%	27.4%		\$226	\$269	\$256		\$252
84	Destin/Ft. Walton Beach	0.5	0.3	0.1	0.1	1.1	46.6%	28.7%	5.8%	12.3%	\$130	\$214	\$198	\$185	\$170
85	Reno	0.6	0.1	0.2		1.1	56.2%	10.5%	14.2%		\$241	\$193	\$281		\$252
86	Akron/Canton	0.1	0.8	0.1		1.1	11.4%	73.6%	8.3%		\$125	\$132	\$245		\$143
87	Manchester		0.5	0.5		1.1		46.0%	45.3%			\$175	\$193		\$182
88	St. Croix	0.7	0.1	0.3		1.1	64.6%	9.5%	25.8%		\$231	\$251	\$330		\$258
89	Kona	0.8		0.1	0.1	1.0	75.9%		13.6%	10.4%	\$403		\$500	\$402	\$416
90	Huntsville	0.2	0.5	0.3		1.0	24.5%	49.9%	25.6%		\$253	\$149	\$237		\$197
91	Palm Springs	0.1	0.1	0.6	0.1	1.0	12.3%	11.2%	56.9%	6.3%	\$267	\$416	\$289	\$295	\$298
92	Jackson Hole	0.8	0.1	0.1		1.0	80.4%	9.7%	10.0%		\$332	\$429	\$356		\$344
93	Wichita	0.7	0.1		0.1	1.0	71.1%	15.5%		13.4%	\$191	\$274		\$209	\$206
94	Greensboro	0.1	0.7	0.2		1.0	9.5%	74.1%	16.4%		\$210	\$189	\$199		\$192
95	Lexington	0.2	0.4	0.2		1.0	18.7%	37.2%	20.7%		\$192	\$195	\$193		\$189
96	Bozeman	0.6	0.0	0.3		0.9	67.4%	2.6%	30.0%		\$279	\$325	\$252		\$272
97	Burlington		0.5		0.4	0.9		49.6%		43.4%		\$167		\$173	\$170
98	Gainesville	0.6	0.3			0.9	66.0%	34.0%			\$179	\$168			\$175
99	Grand Junction	0.6	0.0	0.1		0.9	67.2%	1.5%	16.5%		\$295	\$410	\$292		\$301
100	Missoula	0.6		0.2		0.9	75.9%		24.1%		\$261		\$274		\$264
Markets 51-100		34.6	23.5	10.6	4.9	80.2	43.2%	29.3%	13.2%	6.1%	\$228	\$208	\$261	\$214	\$226
Other Markets		16.4	8.9	4.2	2.8	35.7	46.0%	25.0%	11.7%	7.8%	\$247	\$229	\$242	\$216	\$238
All Markets		567.9	173.1	128.1	46.8	961.7	59.1%	18.0%	13.3%	4.9%	\$152	\$206	\$175	\$178	\$169

**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

Domestic Market Size Rankings by Airline

Rank	Metro Area	Passengers per Day Each Way						Total	One-Way Fare						Total
		WN	AA	NK	DL	UA	AS		WN	AA	NK	DL	UA	AS	
1	South Florida	42.7	35.1	20.2	2.2	1.8		112.1	\$134	\$187	\$55	\$179	\$175		\$137
2	Orlando/Sanford	42.0	17.4	17.1	1.4	1.7		87.8	\$123	\$173	\$42	\$160	\$151		\$114
3	Los Angeles Basin	14.0	12.5	5.0	2.1	6.3	5.5	45.6	\$179	\$254	\$85	\$287	\$267	\$197	\$208
4	Las Vegas	19.1	8.7	7.4	1.6	1.6		39.9	\$180	\$251	\$85	\$253	\$261		\$181
5	Denver	18.6	6.1	3.6	0.4	6.4		38.9	\$155	\$233	\$40	\$221	\$231		\$162
6	Chicago	10.7	10.7	3.6	0.8	4.3		30.1	\$139	\$205	\$43	\$152	\$195		\$159
7	New Orleans	14.7	6.0	6.6	0.5	0.4		29.6	\$133	\$216	\$53	\$208	\$194		\$132
8	Ft. Myers/Punta Gorda	16.2	5.5	3.6	0.8	0.2		28.1	\$148	\$198	\$46	\$203	\$167		\$145
9	Tampa/St. Petersburg	8.8	10.6	2.9	0.3	0.7		25.0	\$135	\$171	\$43	\$192	\$171		\$137
10	Atlanta	5.0	8.5	3.5	6.4	0.2		23.6	\$114	\$200	\$44	\$185	\$168		\$153
11	San Francisco Bay Area	4.3	6.9	0.2	0.9	5.8	2.3	20.4	\$202	\$278	\$95	\$266	\$333	\$224	\$268
12	San Diego	9.4	4.2	0.4	0.5	0.8	3.0	18.7	\$204	\$258	\$84	\$269	\$316	\$179	\$216
13	Boston	4.6	8.0	1.4	0.9			18.6	\$100	\$144	\$32	\$100			\$119
14	Nashville	9.5	7.7	0.4	0.3	0.2		18.6	\$143	\$183	\$36	\$184	\$164		\$156
15	Seattle/Everett	2.7	4.7	1.5	1.4	1.6	6.5	18.5	\$197	\$250	\$94	\$245	\$257	\$252	\$230
16	Dallas/Ft. Worth	5.5	9.8	2.4	0.3	0.3		18.4	\$146	\$249	\$62	\$201	\$235		\$192
17	Phoenix/Mesa	6.8	8.9	0.1	0.1	0.1		16.2	\$201	\$276	\$65	\$304	\$275		\$242
18	Houston	6.3	3.1	2.6	1.2	2.2		15.5	\$145	\$225	\$55	\$204	\$243		\$164
19	Jacksonville	7.1	3.6	3.1	0.7	0.4		15.2	\$127	\$169	\$34	\$172	\$162		\$120
20	Charlotte/Concord	1.8	12.2	0.6		0.1		14.9	\$96	\$158	\$24		\$153		\$144
21	Detroit	2.8	3.5	1.9	5.3	0.2		13.7	\$100	\$165	\$35	\$161	\$147		\$132
22	Minneapolis/St. Paul	2.9	2.6	2.2	3.9	0.4		12.4	\$107	\$189	\$35	\$186	\$165		\$138
23	Cleveland	9.9	2.0		0.1	0.3		12.2	\$127	\$166		\$163	\$165		\$135
24	St. Louis/Belleville	8.5	2.8		0.5	0.2		12.1	\$158	\$203		\$205	\$216		\$172
25	Buffalo	10.4	0.8		0.2	0.1		11.4	\$130	\$155		\$172	\$139		\$132
26	Austin	4.0	3.2	1.8	0.5	0.5		10.6	\$188	\$239	\$54	\$222	\$253		\$177
27	Indianapolis	5.6	3.7	0.0	0.4	0.1		9.9	\$121	\$166	\$104	\$187	\$188		\$141
28	San Juan	2.0	1.7	1.9		0.6		8.3	\$183	\$257	\$96		\$224		\$167
29	San Antonio	5.1	1.3		0.7	0.8		8.0	\$177	\$217		\$239	\$233		\$194
30	Portland, ME	6.2	1.5			0.1		7.8	\$133	\$175			\$178		\$141
31	Columbus, OH	5.0	2.4		0.1	0.1		7.6	\$109	\$176		\$160	\$150		\$132
32	Raleigh/Durham	3.3	2.3	0.8	0.7	0.1		7.3	\$112	\$170	\$20	\$132	\$151		\$123
33	Kansas City	4.0	2.4	0.0	0.3	0.3		7.3	\$168	\$219	\$64	\$231	\$211		\$187
34	Charleston, SC	2.4	3.3		0.2	0.6		7.0	\$144	\$178		\$168	\$136		\$156
35	Salt Lake City	2.3	0.8		2.9	0.1	0.1	6.3	\$191	\$244		\$289	\$246	\$200	\$242
36	Portland, OR	0.8	1.3	0.1	1.3	0.8	1.1	5.7	\$204	\$267	\$83	\$265	\$280	\$232	\$246
37	Albuquerque	2.9	2.2		0.3	0.2		5.5	\$207	\$286		\$260	\$261		\$242
38	Oklahoma City	3.0	2.1		0.3	0.1		5.5	\$137	\$205		\$239	\$202		\$169
39	Myrtle Beach		1.7	3.5	0.1			5.4		\$186	\$37	\$192			\$87
40	Memphis	1.8	3.2		0.2			5.3	\$132	\$195		\$202			\$170
41	Key West		2.7		2.1			4.9		\$272		\$245			\$258
42	Sarasota		2.2		0.6	0.1		4.8		\$203		\$216	\$184		\$148
43	Cincinnati	1.6	1.7		1.0	0.3		4.6	\$89	\$156		\$142	\$136		\$127
44	Philadelphia/Trenton	0.0	4.3					4.4	\$8	\$76					\$78
45	Louisville	2.2	1.8			0.1		4.0	\$125	\$196			\$196		\$158
46	Pensacola	0.6	2.1		0.9	0.1		4.0	\$144	\$203		\$216	\$124		\$187
47	Greenville/Spartanburg	0.6	2.4		0.5	0.1		3.7	\$106	\$175		\$185	\$147		\$165
48	Savannah		2.8		0.1	0.1		3.5		\$191		\$187	\$190		\$166
49	Honolulu	0.0	1.4		0.3	1.4	0.2	3.4	\$383	\$467		\$454	\$502	\$344	\$471
50	South Texas	1.1	1.0			1.3		3.4	\$179	\$281			\$291		\$251
50 Largest Markets		338.9	257.5	98.4	46.2	44.2	18.7	845.8	\$145	\$205	\$53	\$207	\$248	\$220	\$161
Other Markets		11.0	59.7	1.0	21.3	17.3	2.3	115.9	\$165	\$225	\$116	\$246	\$294	\$312	\$230
All Markets		349.9	317.2	99.4	67.6	61.5	21.0	961.7	\$146	\$208	\$54	\$219	\$261	\$230	\$169

**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

Domestic and International Market Size Rankings by Airport (Markets 1-50)

Rank	Metro Area	Passengers per Day Each Way					Market Share				One-Way Fare				
		BWI	SBY	PHL	IAD	Total	BWI	SBY	PHL	IAD	BWI	SBY	PHL	IAD	Total
1	South Florida	67.8	15.4	18.3	1.7	112.1	60.5%	13.7%	16.4%	1.5%	\$121	\$198	\$131	\$174	\$137
2	Orlando/Sanford	56.9	9.4	11.9	1.9	87.8	64.7%	10.7%	13.6%	2.1%	\$100	\$192	\$103	\$131	\$114
3	Los Angeles Basin	27.9	5.7	6.2	1.8	45.6	61.1%	12.5%	13.6%	4.0%	\$189	\$248	\$217	\$232	\$208
4	Las Vegas	27.4	3.2	5.9	1.6	39.9	68.8%	7.9%	14.9%	4.0%	\$165	\$255	\$185	\$229	\$181
5	Denver	27.4	3.5	5.2	1.2	38.9	70.4%	9.1%	13.3%	3.1%	\$148	\$271	\$160	\$199	\$162
6	Chicago	21.7	3.7	3.1	0.1	30.1	72.2%	12.3%	10.2%	0.4%	\$141	\$240	\$188	\$199	\$159
7	New Orleans	20.7	2.4	3.9	0.2	29.6	69.9%	8.0%	13.2%	0.6%	\$113	\$228	\$147	\$196	\$132
8	Ft. Myers/Punta Gorda	20.5	3.7	1.9		28.1	73.1%	13.1%	6.7%		\$133	\$201	\$140		\$145
9	Tampa/St. Petersburg	9.7	6.2	6.6	0.6	25.0	38.8%	24.8%	26.3%	2.5%	\$115	\$172	\$128	\$171	\$137
10	Atlanta	11.9	6.4	4.4	0.3	23.6	50.3%	27.0%	18.4%	1.1%	\$121	\$213	\$148	\$167	\$153
11	San Francisco Bay Area	9.4	3.7	4.6	0.9	20.4	46.1%	18.3%	22.7%	4.4%	\$266	\$281	\$242	\$320	\$268
12	San Diego	14.0	2.7	0.7	0.5	18.7	74.9%	14.5%	3.9%	2.9%	\$201	\$254	\$267	\$314	\$216
13	Boston	8.6	5.4	3.8		18.6	46.1%	29.1%	20.6%		\$97	\$148	\$123		\$119
14	Nashville	7.4	4.2	3.6	0.1	18.6	40.1%	22.6%	19.6%	0.7%	\$143	\$191	\$135	\$188	\$156
15	Seattle/Everett	11.2	2.3	3.3	0.6	18.5	60.7%	12.6%	17.6%	3.0%	\$220	\$250	\$239	\$249	\$230
16	Dallas/Ft. Worth	11.0	5.0	1.6	0.5	18.4	59.8%	27.3%	8.4%	2.6%	\$159	\$259	\$194	\$234	\$192
17	Phoenix/Mesa	8.8	3.7	2.9	0.3	16.2	54.1%	22.7%	18.2%	1.8%	\$223	\$285	\$244	\$266	\$242
18	Houston	11.7	1.9	0.8		15.5	75.8%	12.6%	5.2%		\$146	\$244	\$202		\$164
19	Jacksonville	10.9	2.6	0.5	0.5	15.2	71.4%	17.3%	3.4%	3.3%	\$103	\$166	\$158	\$159	\$120
20	Charlotte/Concord	5.8	7.2	0.6	0.1	14.9	38.7%	48.5%	4.0%	0.5%	\$122	\$156	\$180	\$153	\$144
21	Detroit	8.2	2.4	2.8	0.1	13.7	59.7%	17.7%	20.6%	0.5%	\$111	\$164	\$162	\$146	\$132
22	Minneapolis/St. Paul	8.4	1.8	0.8	0.1	12.4	67.6%	14.4%	6.2%	1.2%	\$118	\$195	\$152	\$165	\$138
23	Cleveland	10.2	1.6		0.2	12.2	83.1%	12.9%		1.9%	\$128	\$171		\$165	\$135
24	Cancun	9.4	0.6	0.9	0.9	12.2	77.2%	5.2%	7.2%	7.1%	\$162	\$270	\$232	\$217	\$180
25	St. Louis/Belleville	9.1	2.3	0.5		12.1	75.4%	18.9%	3.7%		\$162	\$201	\$204		\$172
26	Buffalo	10.6	0.6	0.1		11.4	92.8%	5.3%	1.3%		\$130	\$143	\$205		\$132
27	Austin	6.1	1.5	2.1	0.8	10.6	57.8%	14.1%	19.4%	7.8%	\$155	\$225	\$200	\$192	\$177
28	Indianapolis	6.4	3.0	0.2	0.1	9.9	64.6%	30.5%	2.4%	1.4%	\$128	\$154	\$285	\$188	\$141
29	San Juan	3.5	0.5	2.8	0.4	8.3	41.9%	6.3%	33.7%	4.3%	\$153	\$305	\$133	\$227	\$167
30	Montego Bay	5.9	0.4	1.6	0.1	8.2	72.2%	5.3%	20.0%	0.8%	\$204	\$340	\$273	\$283	\$227
31	San Antonio	5.8	0.6	0.5	0.5	8.0	73.5%	8.2%	5.8%	6.2%	\$187	\$223	\$186	\$231	\$194
32	Portland, ME	6.3	0.7	0.2	0.1	7.8	80.5%	9.1%	2.6%	1.6%	\$133	\$164	\$237	\$178	\$141
33	Columbus, OH	5.0	2.0	0.2	0.1	7.6	66.0%	26.7%	2.1%	0.9%	\$110	\$175	\$258	\$150	\$132
34	Raleigh/Durham	4.7	1.5	0.7	0.1	7.3	64.2%	20.8%	9.2%	1.0%	\$99	\$178	\$144	\$162	\$123
35	Kansas City	4.1	1.5	1.2	0.1	7.3	55.9%	20.3%	17.2%	1.0%	\$172	\$209	\$202	\$218	\$187
36	Charleston, SC	2.6	2.2	0.8	0.4	7.0	37.3%	31.8%	11.0%	6.1%	\$144	\$185	\$151	\$131	\$156
37	London	1.6	0.2	1.2	2.1	6.7	23.9%	2.3%	17.9%	30.8%	\$579	\$349	\$543	\$574	\$551
38	Salt Lake City	5.0	0.5	0.4	0.1	6.3	78.9%	8.4%	6.7%	1.1%	\$240	\$253	\$262	\$278	\$242
39	Portland, OR	2.2	0.8	1.3	0.5	5.7	39.3%	13.6%	23.5%	8.3%	\$240	\$270	\$239	\$279	\$246
40	Aruba	4.4	0.3	0.5	0.2	5.7	76.7%	5.1%	9.3%	2.9%	\$227	\$381	\$285	\$342	\$247
41	Albuquerque	2.3	0.4	2.7		5.5	41.5%	7.6%	48.1%		\$222	\$359	\$241		\$242
42	Oklahoma City	2.1	0.7	0.5		5.5	38.4%	13.2%	9.5%		\$154	\$206	\$214		\$169
43	Myrtle Beach	3.6	0.9	0.5		5.4	65.6%	16.0%	9.0%		\$48	\$202	\$85		\$87
44	Memphis	2.2	1.4	0.8		5.3	42.5%	25.8%	15.3%		\$145	\$186	\$188		\$170
45	San Jose	4.4	0.1		0.4	5.2	84.7%	1.5%		7.2%	\$210	\$293		\$34	\$205
46	Rome	0.3	0.1	1.6	0.6	5.1	6.7%	2.7%	30.8%	12.3%	\$426	\$506	\$545	\$483	\$544
47	Key West	1.9	1.3	1.2	0.1	4.9	38.9%	25.7%	25.6%	1.8%	\$254	\$274	\$241	\$250	\$258
48	Sarasota	2.5	1.3	0.7	0.1	4.8	50.9%	26.3%	14.5%	1.3%	\$113	\$206	\$134	\$180	\$148
49	Cincinnati	2.4	1.4	0.5	0.2	4.6	51.5%	31.1%	10.4%	4.6%	\$106	\$157	\$140	\$137	\$127
50	Philadelphia/Trenton	0.2	4.0			4.4	4.9%	91.7%			\$171	\$69			\$78
Markets 1-50		532.2	135.2	117.2	20.9	867.0	61.4%	15.6%	13.5%	2.4%	\$146	\$206	\$176	\$250	\$166
Other Markets		92.8	43.8	37.6	49.1	287.0	32.3%	15.3%	13.1%	17.1%	\$272	\$245	\$356	\$701	\$398
All Markets		624.9	179.0	154.8	70.1	1,154.0	54.2%	15.5%	13.4%	6.1%	\$165	\$215	\$220	\$566	\$224

**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

Metro Area Multiple Airport Detail

Metro Area	Airport	Passengers per Day Each Way					Market Share				One-Way Fare				
		BWI	SBY	PHL	DCA	Total	BWI	SBY	PHL	DCA	BWI	SBY	PHL	DCA	Total
South Florida	FLL	60.5	5.7	12.9	3.5	84.2	71.9%	6.8%	15.3%	4.1%	\$113	\$198	\$113	\$154	\$122
	MIA	6.5	4.2	4.5	2.2	19.1	34.2%	22.2%	23.5%	11.4%	\$182	\$198	\$174	\$182	\$184
	PBI	0.7	5.4	0.9	1.0	8.7	8.4%	62.2%	10.8%	11.3%	\$180	\$198	\$174	\$171	\$189
		67.8	15.4	18.3	6.6	112.1	60.5%	13.7%	16.4%	5.9%	\$121	\$198	\$131	\$166	\$137
Orlando/Sanford	MCO	56.9	9.4	11.9	6.3	87.8	64.7%	10.7%	13.6%	7.2%	\$100	\$192	\$103	\$129	\$114
		56.9	9.4	11.9	6.3	87.8	64.7%	10.7%	13.6%	7.2%	\$100	\$192	\$103	\$129	\$114
Los Angeles Basin	BUR	0.1	0.1			0.3	28.6%	39.2%			\$286	\$248			\$262
	LAX	26.0	4.7	5.5	1.4	41.0	63.5%	11.4%	13.4%	3.4%	\$184	\$248	\$212	\$256	\$203
	LGB	0.2	0.0	0.1		0.3	67.8%	7.8%	24.3%		\$259	\$248	\$257		\$258
	ONT	0.8	0.3	0.1	0.3	1.7	50.6%	18.5%	5.0%	20.4%	\$260	\$248	\$243	\$259	\$257
	SNA	0.7	0.6	0.6	0.2	2.4	29.7%	25.8%	24.0%	7.5%	\$267	\$248	\$263	\$259	\$263
		27.9	5.7	6.2	1.9	45.6	61.1%	12.5%	13.6%	4.2%	\$189	\$248	\$217	\$256	\$208
Chicago	MDW	10.0		0.7	0.1	10.9	91.7%		6.7%	0.8%	\$139		\$147	\$139	\$139
	ORD	11.7	3.7	2.3	0.2	19.2	61.1%	19.3%	12.2%	1.3%	\$143	\$240	\$201	\$195	\$171
		21.7	3.7	3.1	0.3	30.1	72.2%	12.3%	10.2%	1.1%	\$141	\$240	\$188	\$181	\$159
Ft. Myers/Punta Gorda	RSW	20.5	3.7	1.9	1.4	28.1	73.1%	13.1%	6.7%	5.0%	\$133	\$201	\$140	\$163	\$145
		20.5	3.7	1.9	1.4	28.1	73.1%	13.1%	6.7%	5.0%	\$133	\$201	\$140	\$163	\$145
Tampa/St. Petersburg	TPA	9.7	6.2	6.6	1.5	25.0	38.8%	24.8%	26.3%	5.9%	\$115	\$172	\$128	\$149	\$137
		9.7	6.2	6.6	1.5	25.0	38.8%	24.8%	26.3%	5.9%	\$115	\$172	\$128	\$149	\$137
San Francisco Bay Area	OAK	4.3	0.0	0.5	0.1	5.0	87.7%	0.5%	9.3%	1.5%	\$202	\$283	\$208	\$203	\$202
	SFO	4.4	3.4	4.0	0.3	13.8	31.7%	24.4%	28.7%	2.0%	\$327	\$281	\$246	\$317	\$289
	SJC	0.7	0.4	0.2	0.2	1.7	41.5%	21.2%	12.9%	9.4%	\$281	\$283	\$261	\$266	\$282
		9.4	3.7	4.6	0.5	20.4	46.1%	18.3%	22.7%	2.5%	\$266	\$281	\$242	\$284	\$268
Dallas/Ft. Worth	DAL	5.2		0.3	0.1	5.6	93.9%		4.5%	1.0%	\$146		\$155	\$146	\$146
	DFW	5.8	5.0	1.3	0.1	12.8	45.0%	39.1%	10.1%	0.7%	\$172	\$259	\$201	\$238	\$212
		11.0	5.0	1.6	0.1	18.4	59.8%	27.3%	8.4%	0.8%	\$159	\$259	\$194	\$204	\$192
Phoenix/Mesa	PHX	8.8	3.7	2.9	0.1	16.2	54.1%	22.7%	18.2%	0.6%	\$223	\$285	\$244	\$266	\$242
		8.8	3.7	2.9	0.1	16.2	54.1%	22.7%	18.2%	0.6%	\$223	\$285	\$244	\$266	\$242
Houston	HOU	6.3	0.0	0.2	0.1	6.7	94.4%	0.6%	3.1%	1.8%	\$147	\$244	\$162	\$144	\$148
	IAH	5.4	1.9	0.6	0.2	8.8	61.5%	21.8%	6.8%	2.1%	\$144	\$244	\$216	\$246	\$177
		11.7	1.9	0.8	0.3	15.5	75.8%	12.6%	5.2%	2.0%	\$146	\$244	\$202	\$205	\$164
St. Louis/Belleville	STL	9.1	2.3	0.5		12.1	75.4%	18.9%	3.7%		\$162	\$201	\$204		\$172
		9.1	2.3	0.5		12.1	75.4%	18.9%	3.7%		\$162	\$201	\$204		\$172
Columbus, OH	CMH	5.0	2.0	0.2	0.3	7.6	66.0%	26.7%	2.1%	4.4%	\$110	\$175	\$258	\$123	\$132
		5.0	2.0	0.2	0.3	7.6	66.0%	26.7%	2.1%	4.4%	\$110	\$175	\$258	\$123	\$132
London	LGW	0.0				0.3	15.6%				\$669				\$457
	LHR	1.6	0.2	1.2	0.1	6.4	24.3%	2.4%	18.8%	1.2%	\$576	\$349	\$543	\$706	\$556
		1.6	0.2	1.2	0.1	6.7	23.9%	2.3%	17.9%	1.2%	\$579	\$349	\$543	\$706	\$551
South Texas	BRO	0.7	0.1	0.1	0.2	1.0	65.4%	8.7%	8.1%	17.8%	\$290	\$246	\$294	\$290	\$286
	HRL	1.1	0.1	0.0	0.2	1.4	82.7%	4.6%	1.6%	11.0%	\$200	\$246	\$220	\$176	\$200
	MFE	0.5	0.1	0.2	0.2	1.0	47.2%	12.1%	19.5%	21.2%	\$294	\$246	\$300	\$292	\$289
		2.3	0.3	0.3	0.5	3.4	67.3%	8.0%	8.7%	16.0%	\$245	\$246	\$292	\$258	\$251
Paris	CDG	0.3	0.0	0.4		2.7	9.4%	0.5%	16.4%		\$427	\$0	\$589		\$459
		0.3	0.0	0.4		2.7	9.4%	0.5%	16.4%		\$427	\$0	\$589		\$459

Salis Salisbury Regional Airport
Leak Leakage and Retention Study
Year-End Fourth Quarter 2019

Domestic Resident and Visitor Point of Origin PDEW and Percentage by Airport (Markets 1-50)

Rank	Metro Area	Resident Point of Origin PDEW				Visitor Point of Origin PDEW				Resident Point of Origin %			
		BWI	SBY	PHL	Total	BWI	SBY	PHL	Total	BWI	SBY	PHL	Total
1	South Florida	45.1	9.1	12.1	74.3	22.7	6.3	6.2	37.8	66.5%	59.1%	66.2%	66.3%
2	Orlando/Sanford	42.1	7.1	8.7	64.6	14.8	2.3	3.2	23.2	74.0%	75.1%	73.4%	73.6%
3	Los Angeles Basin	15.9	2.7	3.4	25.7	11.9	3.0	2.8	19.9	57.2%	48.1%	55.6%	56.3%
4	Las Vegas	21.2	2.6	4.4	30.4	6.2	0.5	1.5	9.5	77.4%	83.1%	74.9%	76.2%
5	Denver	16.2	2.2	2.9	22.3	11.2	1.4	2.3	16.6	59.1%	60.8%	55.8%	57.3%
6	Chicago	11.8	2.4	1.6	16.1	10.0	1.3	1.4	14.0	54.2%	64.1%	52.9%	53.5%
7	New Orleans	14.1	2.0	2.7	20.3	6.6	0.4	1.2	9.3	68.3%	82.7%	68.7%	68.5%
8	Ft. Myers/Punta Gorda	14.4	2.6	1.3	19.3	6.2	1.1	0.6	8.8	70.1%	70.5%	67.7%	68.7%
9	Tampa/St. Petersburg	6.0	4.2	4.0	15.4	3.7	2.0	2.6	9.6	62.2%	67.5%	61.1%	61.6%
10	Atlanta	6.3	4.7	2.1	12.1	5.6	1.7	2.2	11.6	52.7%	73.5%	49.2%	51.1%
11	San Francisco Bay Area	5.1	2.3	2.7	11.4	4.3	1.4	2.0	9.0	54.0%	61.9%	57.1%	55.8%
12	San Diego	8.2	1.7	0.4	11.0	5.8	1.0	0.3	7.7	58.4%	63.6%	59.7%	59.0%
13	Boston	4.5	3.2	1.9	9.6	4.0	2.2	1.9	9.0	53.0%	59.1%	50.6%	51.8%
14	Nashville	4.4	2.7	2.3	11.3	3.1	1.5	1.4	7.3	59.0%	64.8%	62.1%	60.8%
15	Seattle/Everett	6.1	1.3	1.7	9.9	5.2	1.1	1.5	8.6	53.8%	54.8%	53.3%	53.6%
16	Dallas/Ft. Worth	5.7	2.7	0.8	9.6	5.3	2.4	0.7	8.8	52.1%	53.1%	52.1%	52.1%
17	Phoenix/Mesa	5.3	2.4	1.8	9.8	3.5	1.3	1.2	6.4	60.4%	64.1%	60.9%	60.7%
18	Houston	5.9	1.3	0.4	7.8	5.8	0.7	0.4	7.7	50.5%	65.1%	49.9%	50.3%
19	Jacksonville	6.3	1.7	0.3	8.7	4.5	1.0	0.2	6.5	58.4%	62.7%	55.1%	57.0%
20	Charlotte/Concord	2.9	4.5	0.3	7.5	2.9	2.7	0.3	7.3	49.8%	61.9%	51.5%	50.7%
21	Detroit	3.8	1.2	1.4	6.5	4.4	1.3	1.5	7.3	46.4%	48.2%	47.7%	47.0%
22	Minneapolis/St. Paul	4.1	0.8	0.4	5.9	4.3	0.9	0.4	6.5	49.1%	47.2%	46.4%	47.8%
23	Cleveland	5.0	0.8		6.1	5.1	0.8		6.1	49.6%	49.6%		49.9%
24	St. Louis/Belleville	4.5	1.3	0.2	5.9	4.6	1.0	0.2	6.2	49.7%	57.7%	48.2%	48.9%
25	Buffalo	5.8	0.2	0.1	6.2	4.8	0.4	0.1	5.2	54.8%	40.7%	53.1%	54.2%
26	Austin	3.2	1.1	1.1	5.7	2.9	0.4	0.9	4.9	52.7%	70.5%	55.3%	53.9%
27	Indianapolis	3.1	1.6	0.1	4.9	3.3	1.5	0.1	5.0	48.4%	51.5%	50.5%	49.3%
28	San Juan	2.5	0.4	1.8	5.7	1.0	0.1	1.0	2.7	72.2%	83.3%	65.7%	68.1%
29	San Antonio	3.2	0.5	0.3	4.4	2.7	0.2	0.2	3.5	54.2%	74.3%	57.6%	55.7%
30	Portland, ME	4.0	0.4	0.1	4.7	2.3	0.3	0.1	3.1	63.2%	51.0%	56.0%	60.8%
31	Columbus, OH	2.6	1.1	0.1	3.9	2.4	1.0	0.1	3.7	51.9%	52.3%	50.0%	51.0%
32	Raleigh/Durham	2.4	0.8	0.3	3.6	2.3	0.7	0.3	3.7	51.3%	50.8%	48.6%	49.9%
33	Kansas City	1.8	0.9	0.6	3.3	2.3	0.5	0.7	3.9	43.9%	63.1%	47.6%	45.8%
34	Charleston, SC	1.7	1.7	0.5	4.5	0.9	0.6	0.3	2.5	65.7%	75.3%	62.0%	63.9%
35	Salt Lake City	2.8	0.2	0.3	3.6	2.2	0.3	0.2	2.7	56.5%	44.7%	59.2%	57.6%
36	Portland, OR	1.2	0.4	0.7	3.0	1.1	0.3	0.6	2.7	53.0%	55.0%	52.7%	52.9%
37	Albuquerque	1.2	0.3	1.5	3.0	1.1	0.1	1.2	2.5	54.0%	75.7%	55.2%	54.4%
38	Oklahoma City	0.9	0.4	0.2	2.5	1.2	0.3	0.3	3.0	44.8%	61.2%	45.0%	45.0%
39	Myrtle Beach	2.3	0.5	0.3	3.6	1.2	0.4	0.2	1.9	65.3%	54.8%	66.3%	65.8%
40	Memphis	1.1	0.7	0.4	2.7	1.1	0.6	0.4	2.6	50.7%	54.2%	50.3%	50.6%
41	Key West	1.5	1.0	1.0	3.9	0.4	0.2	0.3	1.0	78.4%	83.2%	79.5%	79.2%
42	Sarasota	1.4	0.8	0.4	2.8	1.0	0.4	0.3	2.0	57.6%	66.7%	60.5%	59.2%
43	Cincinnati	1.1	0.7	0.2	2.1	1.3	0.7	0.3	2.5	47.1%	52.1%	45.6%	46.3%
44	Philadelphia/Trenton	0.1	2.3		2.4	0.1	1.7		2.0	54.3%	56.8%		55.3%
45	Louisville	1.2	1.1	0.1	2.2	1.1	0.5	0.1	1.9	52.7%	68.4%	56.3%	54.0%
46	Pensacola	1.0	0.7	0.3	2.2	0.9	0.5	0.2	1.8	53.3%	59.4%	55.3%	54.7%
47	Greenville/Spartanburg	0.5	1.5	0.1	1.7	0.6	0.6	0.1	2.0	42.9%	71.4%	45.4%	45.1%
48	Savannah	0.5	1.1	0.4	2.3	0.3	0.6	0.2	1.2	59.5%	64.9%	68.2%	65.3%
49	Honolulu	1.8	0.3	0.2	2.5	0.7	0.1	0.0	0.9	72.0%	76.0%	76.0%	73.3%
50	South Texas	1.0	0.1	0.1	1.4	1.3	0.2	0.2	1.9	43.9%	38.6%	41.4%	42.7%
Markets 1-50		315.1	88.2	69.2	510.4	201.8	52.5	44.2	335.4	61.0%	62.7%	61.0%	60.3%
All Markets		334.4	107.7	75.5	566.6	233.5	65.4	52.6	395.1	58.9%	62.2%	58.9%	58.9%

**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

Domestic Resident and Visitor Point of Origin PDEW and Percentage by Airport (Markets 51-100)

Rank	Metro Area	Resident Point of Origin PDEW				Visitor Point of Origin PDEW				Resident Point of Origin %			
		BWI	SBY	PHL	Total	BWI	SBY	PHL	Total	BWI	SBY	PHL	Total
51	Sacramento	0.9	0.2	0.2	0.1	1.1	0.2	0.2	0.1	45.2%	56.8%	44.6%	45.0%
52	Omaha	0.6	0.5	0.3	0.1	0.7	0.3	0.3	0.1	48.9%	63.6%	45.1%	46.5%
53	Knoxville	0.4	0.6	0.1	0.1	0.4	0.3	0.1	0.2	49.2%	66.3%	47.2%	48.1%
54	Milwaukee	1.1	0.4	0.1	0.1	1.0	0.4	0.1	0.1	52.5%	53.2%	47.5%	50.7%
55	St. Thomas	1.0	0.1	0.5	0.0	0.4	0.0	0.1	0.0	72.3%	84.2%	86.1%	81.0%
56	Anchorage	0.4	0.1	0.5	0.0	0.3	0.0	0.4	0.0	58.6%	100.0%	57.0%	57.7%
57	Birmingham	0.5	1.1		0.3	0.6	0.4		0.3	45.0%	73.3%		47.7%
58	Pittsburgh		0.8	0.2	0.4		1.1	0.2	0.4		42.4%	54.0%	54.6%
59	Grand Rapids	0.6	0.4		0.2	0.6	0.3		0.2	48.5%	58.2%		48.1%
60	Asheville	0.7	0.5		0.2	0.5	0.2		0.1	54.5%	69.4%		53.9%
61	Dayton	0.3	0.5	0.0	0.3	0.3	0.8	0.0	0.3	46.4%	38.7%	45.3%	45.4%
62	Daytona Beach	0.3	0.5	0.1	0.2	0.4	0.4	0.1	0.2	49.1%	53.9%	52.3%	50.9%
63	Melbourne	0.3	0.5	0.2	0.2	0.3	0.4	0.1	0.2	46.7%	57.1%	55.1%	51.8%
64	Madison	0.3	0.3	0.0	0.2	0.5	0.4	0.1	0.2	40.6%	44.6%	47.7%	45.7%
65	Tucson	0.4	0.2		0.1	0.4	0.2		0.1	51.8%	50.2%		51.9%
66	Columbia	0.1	0.6		0.2	0.1	0.2		0.3	50.9%	76.8%		39.5%
67	El Paso	0.5	0.3	0.0	0.1	0.5	0.2	0.1	0.1	47.5%	63.1%	46.3%	47.1%
68	Spingfield, MO	0.5	0.2	0.1	0.1	0.5	0.1	0.1	0.1	49.6%	67.3%	50.6%	50.4%
69	New York/Newark	0.2	0.2		0.2	0.2	0.3		0.2	49.1%	44.0%		50.5%
70	Spokane	0.6	0.0	0.0	0.0	0.5	0.0	0.0	0.0	53.7%	32.1%	48.0%	50.9%
71	Providence		0.5	0.2	0.3		0.6	0.2	0.3		44.9%	49.8%	52.3%
72	Chattanooga	0.1	0.3	0.3	0.2	0.2	0.2	0.4	0.2	42.8%	57.0%	45.8%	45.0%
73	Maui	0.9	0.2	0.2	0.1	0.2	0.1	0.0	0.0	81.7%	77.7%	83.3%	82.4%
74	Little Rock	0.3	0.3		0.1	0.3	0.2		0.2	48.7%	57.5%		45.8%
75	Kallispell	0.6	0.0	0.2	0.0	0.3	0.0	0.1	0.0	65.3%	100.0%	69.4%	67.7%
76	Tulsa	0.1	0.1	0.3	0.0	0.2	0.1	0.4	0.1	37.3%	44.7%	40.0%	38.9%
77	Boise	0.6	0.0	0.0	0.0	0.6	0.0	0.1	0.0	47.3%	100.0%	47.1%	47.2%
78	Wilmington	0.0	0.3	0.2	0.2	0.1	0.4	0.2	0.3	39.5%	41.1%	40.0%	39.9%
79	Northwest Arkansas	0.0	0.4	0.1	0.3	0.0	0.4	0.1	0.3	46.4%	52.6%	44.8%	45.4%
80	Norfolk/Newport News	0.7	0.0		0.0	0.5	0.1		0.0	58.7%	0.0%		57.4%
81	Rapid City	0.5	0.1	0.2	0.0	0.3	0.0	0.1	0.0	64.4%	85.3%	66.8%	65.8%
82	Lihue	0.8	0.0	0.0	0.0	0.3	0.0	0.0	0.0	74.0%	66.7%	83.1%	78.8%
83	Jackson	0.2	0.3	0.2	0.2	0.2	0.1	0.2	0.2	52.9%	70.2%	47.7%	50.9%
84	Destin/Ft. Walton Beach	0.3	0.2	0.0	0.2	0.2	0.1	0.0	0.1	59.9%	67.6%	57.4%	59.2%
85	Reno	0.4	0.1	0.1	0.1	0.2	0.0	0.1	0.0	60.5%	100.0%	61.3%	61.0%
86	Akron/Canton	0.1	0.3	0.0	0.3	0.0	0.5	0.1	0.4	61.0%	35.5%	41.8%	42.0%
87	Manchester		0.3	0.2	0.2		0.2	0.3	0.2		69.5%	46.5%	51.1%
88	St. Croix	0.5	0.1	0.2	0.1	0.2	0.0	0.1	0.0	66.8%	62.2%	71.4%	69.3%
89	Kona	0.6		0.1		0.2		0.0		77.1%		79.9%	78.5%
90	Huntsville	0.1	0.3	0.1	0.2	0.1	0.2	0.1	0.3	46.5%	53.0%	44.5%	45.7%
91	Palm Springs	0.1	0.1	0.4	0.1	0.0	0.0	0.2	0.0	62.3%	88.9%	68.2%	66.5%
92	Jackson Hole	0.6	0.1	0.1	0.1	0.2	0.0	0.0	0.0	78.5%	100.0%	80.8%	79.9%
93	Wichita	0.3	0.1		0.1	0.4	0.1		0.1	47.4%	49.5%		46.7%
94	Greensboro	0.0	0.4	0.1	0.4	0.1	0.3	0.1	0.4	42.0%	60.7%	48.5%	48.0%
95	Lexington	0.1	0.1	0.1	0.1	0.1	0.2	0.1	0.2	42.8%	36.3%	38.6%	40.1%
96	Bozeman	0.4	0.0	0.2	0.0	0.2	0.0	0.1	0.0	65.6%	100.0%	68.8%	67.4%
97	Burlington		0.2		0.3		0.3		0.2		41.6%		54.7%
98	Gainesville	0.2	0.2		0.1	0.4	0.1		0.2	38.1%	66.2%		41.7%
99	Grand Junction	0.3	0.0	0.1	0.0	0.3	0.0	0.1	0.0	50.4%	100.0%	51.2%	51.0%
100	Missoula	0.4		0.1		0.3		0.1		56.6%		55.8%	56.2%
Markets 51-100		19.1	13.2	5.8	7.1	15.5	10.2	4.8	7.3	55.2%	56.3%	54.7%	49.3%
All Markets		334.4	107.7	75.5	566.6	233.5	65.4	52.6	395.1	58.9%	62.2%	58.9%	58.9%

**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

International Market Size Rankings by Airport

Rank	Metro Area	Passengers per Day Each Way					Market Share				One-Way Fare				
		BWI	IAD	JFK	PHL	Total	BWI	IAD	JFK	PHL	BWI	IAD	JFK	PHL	Total
1	Cancun	9.4	0.9	0.1	0.9	12.2	77.2%	7.1%	0.9%	7.2%	\$162	\$217	\$232	\$232	\$180
2	Montego Bay	5.9	0.1		1.6	8.2	72.2%	0.8%		20.0%	\$204	\$283		\$273	\$227
3	London	1.6	2.1	0.4	1.2	6.7	23.9%	30.8%	6.1%	17.9%	\$579	\$574	\$621	\$543	\$551
4	Aruba	4.4	0.2		0.5	5.7	76.7%	2.9%		9.3%	\$227	\$342		\$285	\$247
5	San Jose	4.4	0.4			5.2	84.7%	7.2%			\$210	\$34			\$205
6	Rome	0.3	0.6	1.2	1.6	5.1	6.7%	12.3%	22.7%	30.8%	\$426	\$483	\$546	\$545	\$544
7	Dublin	0.3	0.7	0.5	2.2	4.2	6.7%	16.4%	12.2%	53.0%	\$485	\$520	\$579	\$515	\$522
8	Mexico City	1.8	0.8	0.4	0.9	3.9	46.5%	19.5%	9.7%	22.3%	\$257	\$331	\$397	\$198	\$272
9	Port au Prince	1.2		2.0	0.4	3.8	31.4%		52.5%	9.7%	\$261		\$253	\$246	\$258
10	Istanbul		2.7	0.6		3.4		79.8%	19.1%			\$974	\$831		\$941
11	Toronto	0.4	0.4		0.8	2.8	14.1%	15.9%		26.7%	\$117	\$126		\$121	\$126
12	Paris	0.3	1.0	0.6	0.4	2.7	9.4%	36.6%	20.6%	16.4%	\$427	\$398	\$532	\$589	\$459
13	Ahmedabad		1.4	0.6	0.1	2.6		55.1%	21.7%	4.0%		\$623	\$607	\$0	\$596
14	Nassau	1.0		0.1	0.7	2.5	40.1%		4.1%	27.3%	\$195		\$252	\$269	\$247
15	Punta Cana	0.4	0.3	0.1	1.1	2.5	15.0%	12.3%	2.5%	44.0%	\$243	\$341	\$254	\$255	\$277
16	Seoul	0.4	1.5	0.6	0.0	2.5	14.1%	58.4%	23.2%	2.0%	\$1,108	\$1,142	\$170	\$796	\$898
17	Johannesburg	0.1	1.9	0.3		2.4	5.9%	80.0%	14.1%		\$1,334	\$1,363	\$1,552		\$1,388
18	Ho Chi Minh City	0.2	1.3	0.7		2.4	9.7%	52.1%	27.8%		\$363	\$411	\$471		\$426
19	Calgary	1.6	0.1		0.2	2.3	68.6%	4.3%		6.5%	\$234	\$304		\$267	\$259
20	Tokyo	0.5	0.7		0.1	2.2	21.3%	30.5%		4.5%	\$959	\$1,321		\$855	\$925
21	Barcelona		0.1	0.8	0.7	2.2		5.5%	35.7%	33.2%		\$696	\$477	\$559	\$494
22	Vancouver	1.2	0.1		0.2	2.1	56.0%	5.0%		11.4%	\$254	\$235		\$266	\$287
23	Amsterdam	0.4	0.7	0.1	0.4	2.1	17.5%	31.5%	2.8%	19.0%	\$444	\$537	\$533	\$554	\$469
24	Frankfurt	0.5	0.1	0.2	0.7	2.1	26.0%	5.3%	8.5%	33.3%	\$738	\$763	\$451	\$740	\$725
25	Delhi		1.2	0.6		2.0		58.7%	30.7%			\$982	\$1,315		\$1,085
26	Reykjavik	0.2	1.2	0.2	0.2	1.9	8.9%	63.3%	8.0%	8.5%	\$539	\$545	\$282	\$516	\$505
27	Manila	0.1	0.8	0.7	0.1	1.9	3.9%	40.0%	36.5%	5.1%	\$515	\$480	\$747	\$1,041	\$616
28	Athens	0.4	0.1	0.4	0.0	1.8	19.3%	3.7%	19.4%	2.2%	\$549	\$475	\$638	\$479	\$765
29	Lima	0.5	1.0	0.1	0.1	1.8	26.3%	57.1%	3.2%	4.9%	\$350	\$171	\$513	\$452	\$277
30	Milan	0.1	0.2	1.3		1.7	6.6%	14.2%	73.3%		\$522	\$643	\$724		\$678
31	Islamabad		1.4	0.3		1.7		81.5%	18.5%			\$1,294	\$527		\$1,152
32	Madrid		0.0	0.5	0.6	1.7		2.8%	30.6%	34.1%		\$550	\$474	\$518	\$438
33	Los Cabos	1.2	0.1		0.1	1.6	70.9%	4.1%		8.0%	\$257	\$285		\$342	\$274
34	Liberia	1.1		0.1	0.1	1.6	69.3%		4.2%	5.7%	\$257		\$289	\$521	\$283
35	Guatamala City	0.7	0.3		0.4	1.6	42.1%	15.9%		26.9%	\$239	\$291		\$287	\$272
36	Grand Cayman	1.0	0.1		0.1	1.6	66.7%	8.7%		6.6%	\$230	\$327		\$297	\$267
37	Dubai	0.1	1.2	0.1		1.5	7.0%	79.6%	7.6%		\$1,401	\$1,378	\$1,336		\$1,361
38	Lahore		0.7	0.7		1.4		50.8%	49.2%			\$625	\$778		\$700
39	Puerto Vallarta	1.1	0.1		0.2	1.4	73.3%	4.6%		16.5%	\$187	\$234		\$288	\$208
40	Venice	0.4	0.2	0.1	0.5	1.4	27.7%	11.2%	10.5%	34.1%	\$414	\$332	\$386	\$571	\$470
41	Edinburgh	0.1	0.0		0.8	1.4	9.7%	3.4%		55.7%	\$503	\$546		\$384	\$392
42	St. Maarten	0.2		0.1	0.9	1.4	12.0%		5.3%	67.7%	\$278		\$249	\$270	\$264
43	Santo Domingo	0.4		0.4	0.2	1.3	31.2%		30.6%	11.8%	\$220		\$212	\$284	\$226
44	Montreal	0.3	0.3		0.4	1.3	25.1%	20.2%		32.8%	\$223	\$188		\$173	\$192
45	Budapest	0.1	0.3	0.4	0.3	1.3	5.1%	27.3%	34.5%	24.0%	\$568	\$550	\$708	\$352	\$557
46	Amman		0.3	0.9		1.2		26.1%	71.0%			\$1,030	\$912		\$943
47	Fuzhou		0.1	1.1		1.2		12.1%	87.9%			\$490	\$560		\$552
48	San Salvadore		1.1		0.1	1.2		92.6%		7.4%		\$312		\$258	\$308
49	Cairo	0.0	0.9		0.1	1.1	4.1%	76.8%		10.3%	\$527	\$1,012		\$1,816	\$1,030
50	Munich	0.0	0.6		0.4	1.1	3.0%	50.7%		35.4%	\$513	\$584		\$474	\$509
50 Largest Markets		44.2	30.2	17.0	20.4	131.4	33.7%	23.0%	12.9%	15.5%	\$268	\$720	\$593	\$404	\$460
Other Markets		12.8	17.9	14.3	6.2	60.9	21.0%	29.3%	23.5%	10.2%	\$359	\$733	\$629		\$575
All Markets		57.0	48.1	31.4	26.6	192.3	29.6%	25.0%	16.3%	13.8%	\$288	\$725	\$609	\$432	\$497

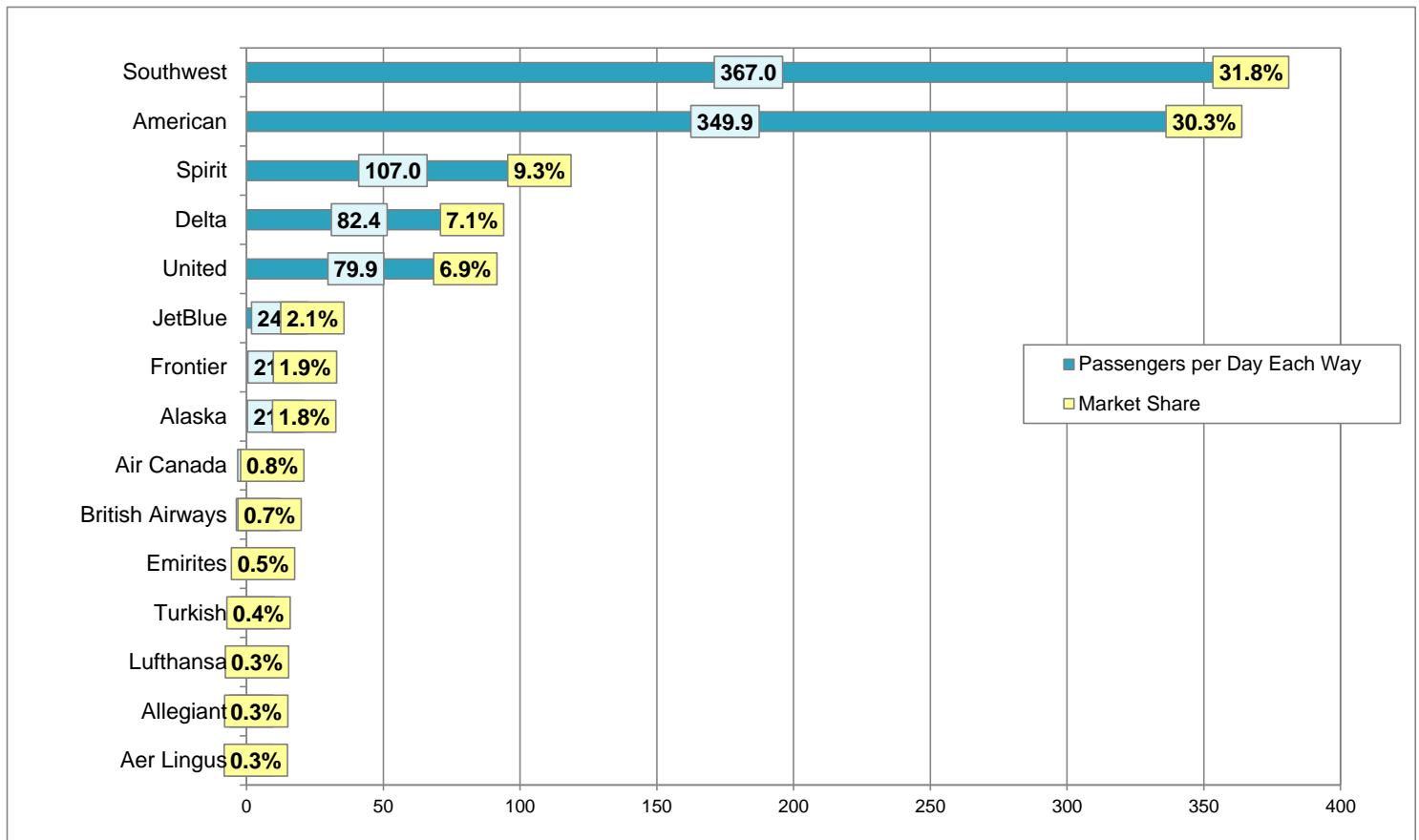
**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

International Market Size Rankings by Airline

Rank	Metro Area	Passengers per Day Each Way						One-Way Fare						
		AA	UA	WN	DL	AC	BA	AA	UA	WN	DL	AC	BA	Total
1	Cancun	1.9	0.8	5.0	0.9			\$249	\$247	\$163	\$196			\$180
2	Montego Bay	2.3	0.1	3.5	0.2			\$298	\$292	\$222	\$263			\$227
3	London	0.8	1.5		0.6		1.9	\$489	\$609		\$507		\$695	\$551
4	Aruba	1.3	0.6	3.4	0.3			\$310	\$306	\$217	\$260			\$247
5	San Jose	1.2	0.3	2.1	0.5			\$282	\$307	\$191	\$278			\$205
6	Rome	1.8	0.6		0.1	0.2	0.8	\$531	\$550		\$625	\$508	\$405	\$544
7	Dublin	0.8			0.1		0.7	\$505			\$435		\$320	\$522
8	Mexico City	0.5	1.3	0.0	0.2			\$264	\$311	\$139	\$272			\$272
9	Port au Prince	0.3			0.8			\$318			\$288			\$258
10	Istanbul		0.3						\$604					\$941
11	Toronto	0.6	0.1			2.1		\$161	\$192			\$115		\$126
12	Paris	0.4	0.3		0.7		0.2	\$463	\$508		\$476		\$394	\$459
13	Ahmedabad		0.1						\$566					\$596
14	Nassau	1.1	0.1	0.5	0.6			\$302	\$220	\$177	\$209			\$247
15	Punta Cana	1.0	0.7	0.3	0.1			\$318	\$310	\$235	\$273			\$277
16	Seoul		0.1		0.1	0.2			\$857		\$792	\$921		\$898
17	Johannesburg		0.0		1.0		0.2		\$1,204		\$1,006		\$2,118	\$1,388
18	Ho Chi Minh City		0.1						\$498					\$426
19	Calgary	0.2	0.3		0.1	1.6		\$317	\$303		\$292	\$245		\$259
20	Tokyo	0.4	0.3		0.1	0.5		\$830	\$1,170		\$863	\$1,072		\$925
21	Barcelona	0.7	0.4		0.0	0.1	0.2	\$621	\$504		\$469	\$165	\$422	\$494
22	Vancouver	0.2	0.4		0.1	0.8		\$417	\$288		\$303	\$301		\$287
23	Amsterdam	0.5	0.2		0.2		0.4	\$524	\$466		\$516		\$319	\$469
24	Frankfurt	0.1	0.7		0.1			\$1,491	\$698		\$521			\$725
25	Delhi		0.1		0.1				\$987		\$761			\$1,085
26	Reykjavik		0.1		0.2				\$310		\$282			\$505
27	Manila		0.1						\$966					\$616
28	Athens	0.3				0.1	0.2	\$908				\$414	\$430	\$765
29	Lima	0.3			0.1			\$464			\$402			\$277
30	Milan	0.1	0.1				0.1	\$505	\$668				\$488	\$678
31	Islamabad	0.2						\$518						\$1,152
32	Madrid	0.5	0.2		0.1		0.1	\$584	\$368		\$419		\$412	\$438
33	Los Cabos	0.7	0.3	0.4	0.1			\$298	\$332	\$212	\$283			\$274
34	Liberia	0.2	0.5	0.7	0.2			\$257	\$331	\$226	\$385			\$283
35	Guatamala City	0.9	0.2		0.2			\$306	\$287		\$258			\$272
36	Grand Cayman	0.5	0.1	0.5	0.4			\$322	\$328	\$178	\$270			\$267
37	Dubai	0.0					0.1	\$682					\$1,886	\$1,361
38	Lahore													\$700
39	Puerto Vallarta	0.3	0.3	0.4	0.2			\$265	\$248	\$164	\$246			\$208
40	Venice	0.4	0.0			0.3	0.3	\$652	\$511			\$336	\$424	\$470
41	Edinborough	0.4	0.2				0.5	\$387	\$451				\$421	\$392
42	St. Maarten	1.2			0.1			\$263			\$310			\$264
43	Santo Domingo	0.2	0.2		0.4			\$312	\$194		\$249			\$226
44	Montreal	0.5			0.1	0.7		\$181			\$201	\$206		\$192
45	Budapest	0.2	0.2			0.1	0.2	\$547	\$650			\$350	\$514	\$557
46	Amman	0.4	0.1					\$607	\$1,191					\$943
47	Fuzhou													\$552
48	San Salvadore	0.0	0.0		0.1			\$260	\$300		\$236			\$308
49	Cairo					0.0						\$527		\$1,030
50	Munich	0.0	0.2		0.0	0.0	0.5	\$0	\$704		\$513	\$170	\$440	\$509
50 Largest Markets		23.3	12.0	16.8	9.1	6.7	6.3	\$382	\$462	\$196	\$413	\$295	\$569	\$161
Other Markets		9.4	6.4	0.4	5.7	2.7	2.1	\$438	\$612	\$168	\$408	\$375	\$570	\$230
All Markets		32.7	18.4	17.2	14.9	9.4	8.4	\$398	\$514	\$195	\$411	\$318	\$570	\$497

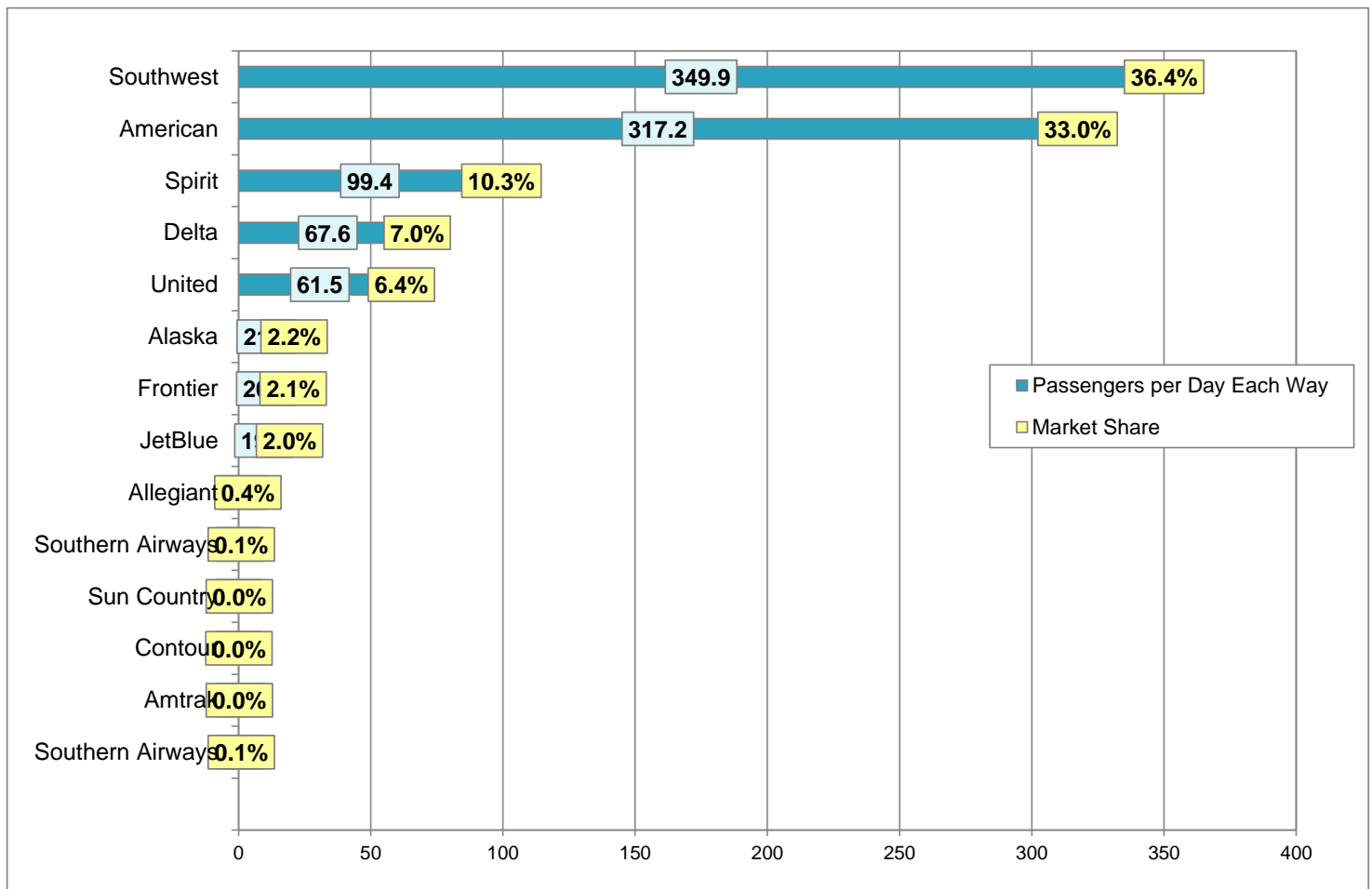
Domestic + International Airline Rankings by Airport

Rank	Code	Airline	Passengers per Day Each Way					Share	Airport Share				Average One-Way Fare				
			BWI	SBY	PHL	IAD	Total		BWI	SBY	PHL	IAD	BWI	SBY	PHL	IAD	Total
1	WN	Southwest	342.1		14.5	1.1	367.0	31.8%	93.2%		3.9%	0.3%	\$149		\$140	\$159	\$148
2	AA	American	56.7	178.9	75.4	2.3	349.9	30.3%	16.2%	51.1%	21.6%	0.6%	\$237	\$214	\$244	\$245	\$226
3	NK	Spirit	97.1		9.4		107.0	9.3%	90.7%		8.8%		\$60		\$58		\$60
4	DL	Delta	55.5		10.6	4.6	82.4	7.1%	67.3%		12.9%	5.5%	\$231		\$226	\$524	\$254
5	UA	United	31.5		10.0	21.6	79.9	6.9%	39.4%		12.5%	27.0%	\$306		\$295	\$341	\$319
6	B6	JetBlue	5.3		5.6		24.1	2.1%	21.9%		23.2%		\$151		\$132		\$168
7	F9	Frontier	4.7		14.7	1.0	21.4	1.9%	22.2%		68.7%	4.5%	\$64		\$62	\$67	\$64
8	AS	Alaska	14.1	0.1	4.3	1.2	21.1	1.8%	67.0%	0.2%	20.3%	5.9%	\$239	\$0	\$213	\$227	\$231
9	AC	Air Canada	4.8		1.7	1.0	9.4	0.8%	50.8%		18.1%	10.1%	\$310		\$267	\$295	\$318
10	BA	British Airways	2.4	0.0	2.5	1.7	8.4	0.7%	28.5%	0.5%	29.6%	20.0%	\$624	\$2,265	\$555	\$702	\$570
11	EK	Emirates				3.0	6.0	0.5%				49.6%				\$1,055	\$963
12	TK	Turkish				3.6	4.4	0.4%				81.2%				\$960	\$929
13	LH	Lufthansa	0.0		0.9	1.2	3.8	0.3%	0.8%		23.3%	30.6%	\$427		\$719	\$744	\$638
14	G4	Allegiant	3.5				3.5	0.3%	100.0%				\$48				\$48
15	EI	Aer Lingus	0.1		1.7	1.0	3.4	0.3%	2.1%		49.9%	28.3%	\$658		\$617	\$554	\$593
15 Largest Airlines			617.9	178.9	151.3	43.0	1,091.8	94.6%	56.6%	16.4%	13.9%	3.9%	\$162	\$215	\$214	\$471	\$201
All Other Airlines			7.0	0.1	3.5	27.1	62.2	5.4%	11.3%	0.2%	5.6%	43.5%	\$356	\$1,554	\$448	\$716	\$629
All Airlines			624.9	179.0	154.8	70.1	1,154.0	100.0%	54.2%	15.5%	13.4%	6.1%	\$165	\$215	\$220	\$566	\$224



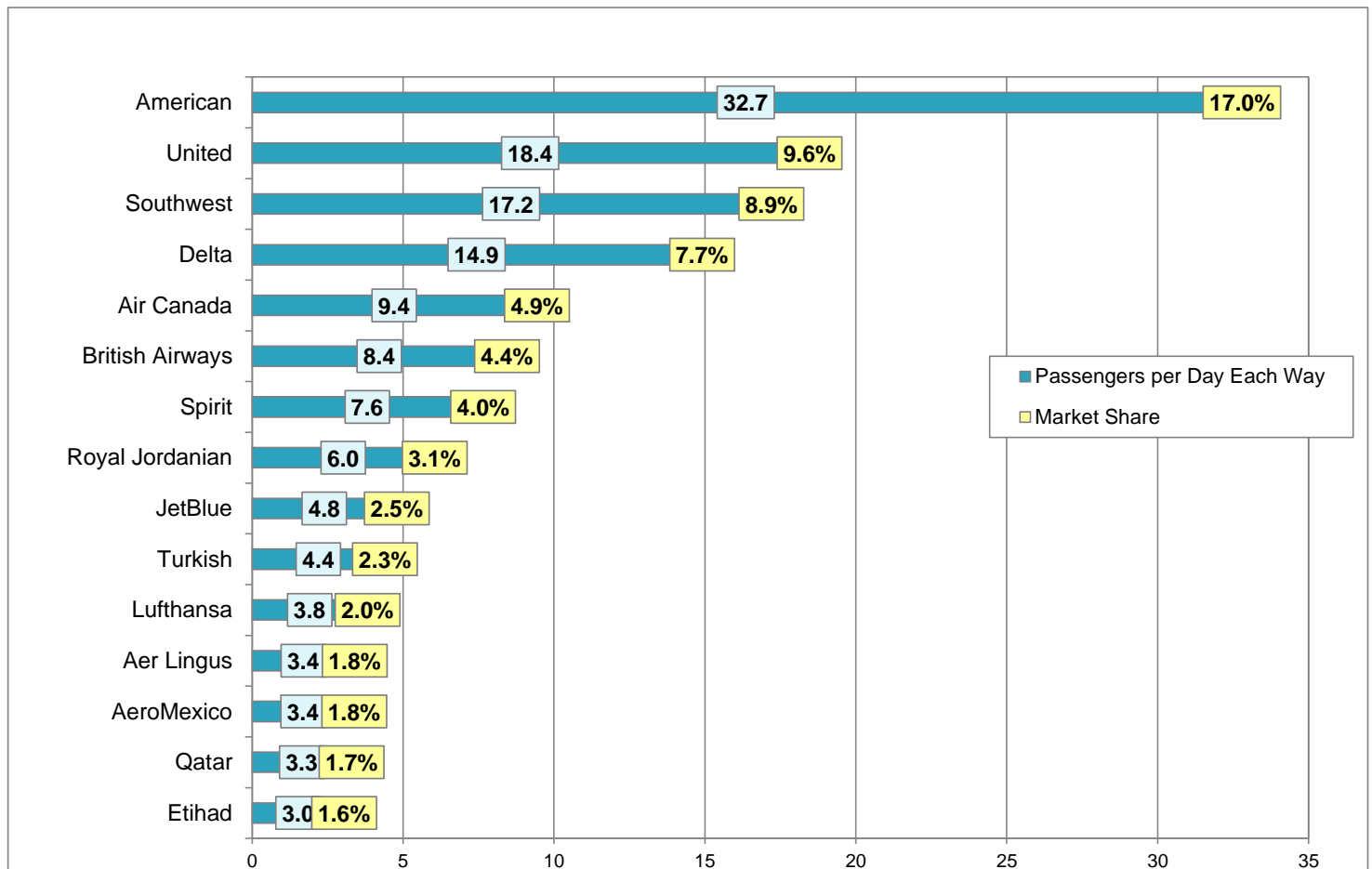
Domestic Airline Rankings by Airport

Rank	Code	Airline	Passengers per Day Each Way					Airport Share				One-Way Fare				
			BWI	SBY	PHL	DCA	Total	BWI	SBY	PHL	DCA	BWI	SBY	PHL	DCA	Total
1	WN	Southwest	325.2		14.4	8.8	349.9	92.9%		4.1%	2.5%	\$146		\$140	\$140	\$146
2	AA	American	48.4	173.0	63.2	22.4	317.2	15.3%	54.6%	19.9%	7.1%	\$219	\$206	\$213	\$189	\$208
3	NK	Spirit	90.0		9.0		99.4	90.5%		9.1%		\$54		\$53		\$54
4	DL	Delta	48.2		9.6	4.2	67.6	71.3%		14.2%	6.2%	\$219		\$216	\$224	\$219
5	UA	United	27.7		8.3	3.2	61.5	45.1%		13.5%	5.2%	\$296		\$248	\$226	\$261
6	AS	Alaska	14.1	0.1	4.3	0.3	21.0	66.9%	0.2%	20.4%	1.5%	\$238	\$0	\$213	\$283	\$230
7	F9	Frontier	4.7		14.0	0.9	20.7	22.9%		67.6%	4.5%	\$64		\$58	\$76	\$61
8	B6	JetBlue	4.8		5.3	6.9	19.3	25.0%		27.4%	35.7%	\$142		\$127	\$149	\$145
9	G4	Allegiant	3.5				3.5	100.0%				\$48				\$48
10	9X	Southern Airways	1.1				1.1	100.0%				\$82				\$82
11	SY	Sun Country			0.2		0.3			51.6%				\$67		\$83
12	LF	Contour	0.2				0.2	100.0%				\$116				\$116
13	ZZZ	Amtrak				0.1	0.1				100.0%				\$172	\$172
14	4B	Boutique	0.1				0.1	100.0%				\$86				\$86
15		15 Largest Airlines	567.9	173.1	128.1	46.8	961.7	59.1%	18.0%	13.3%	4.9%	\$152	\$206	\$175	\$178	\$169
		All Other Airlines														
		All Airlines	567.9	173.1	128.1	46.8	961.7	59.1%	18.0%	13.3%	4.9%	\$152	\$206	\$175	\$178	\$169

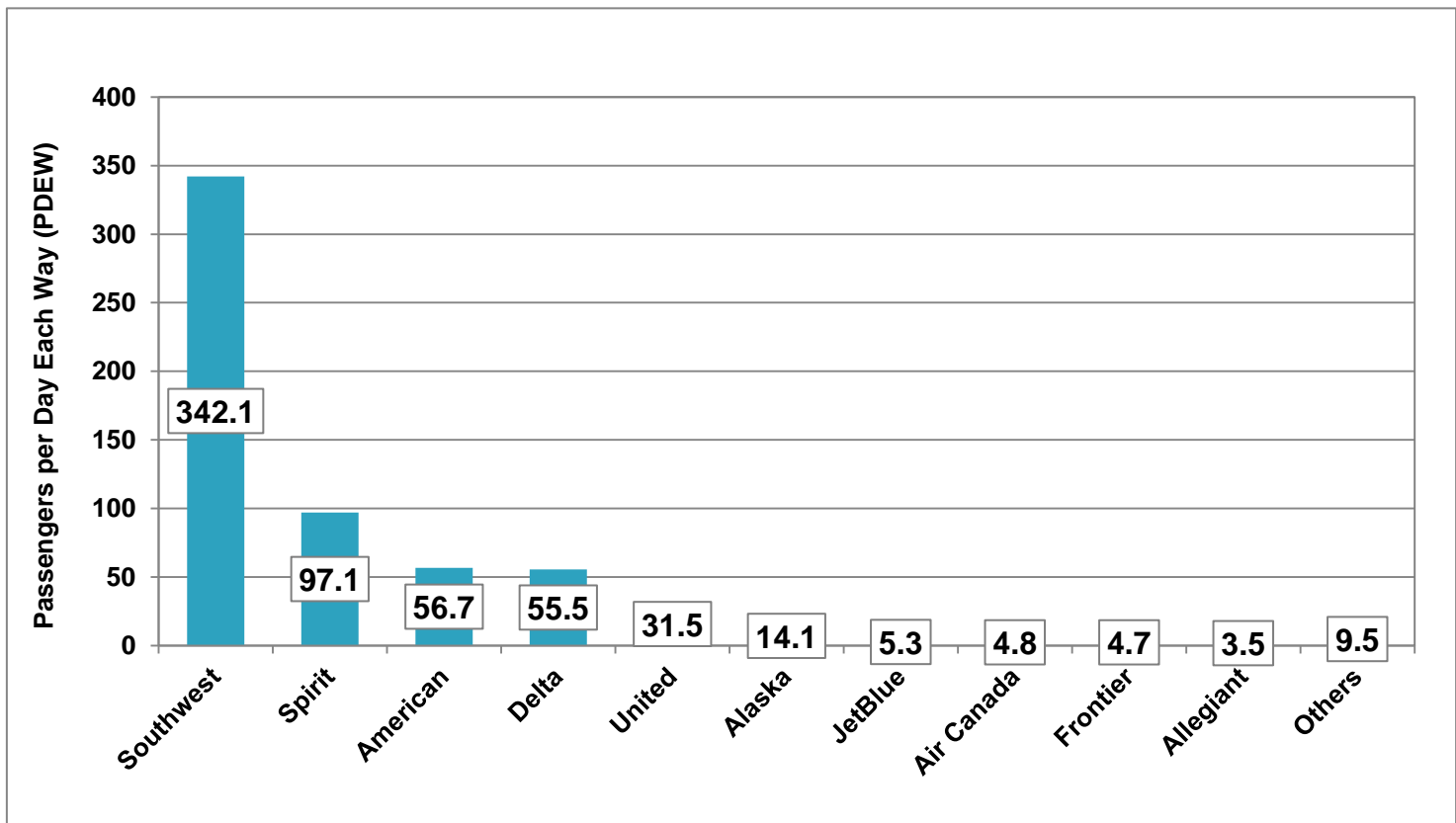
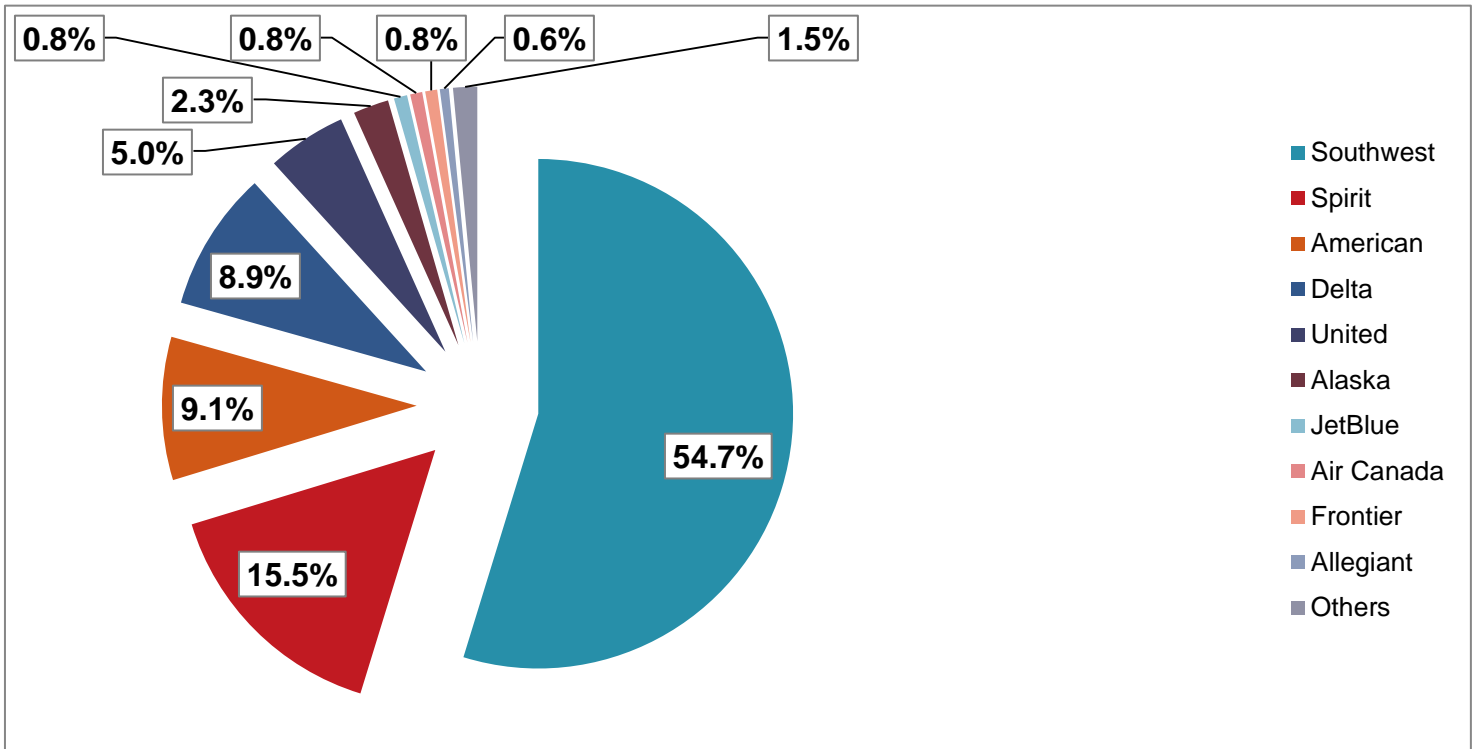


International Airline Rankings by Airport

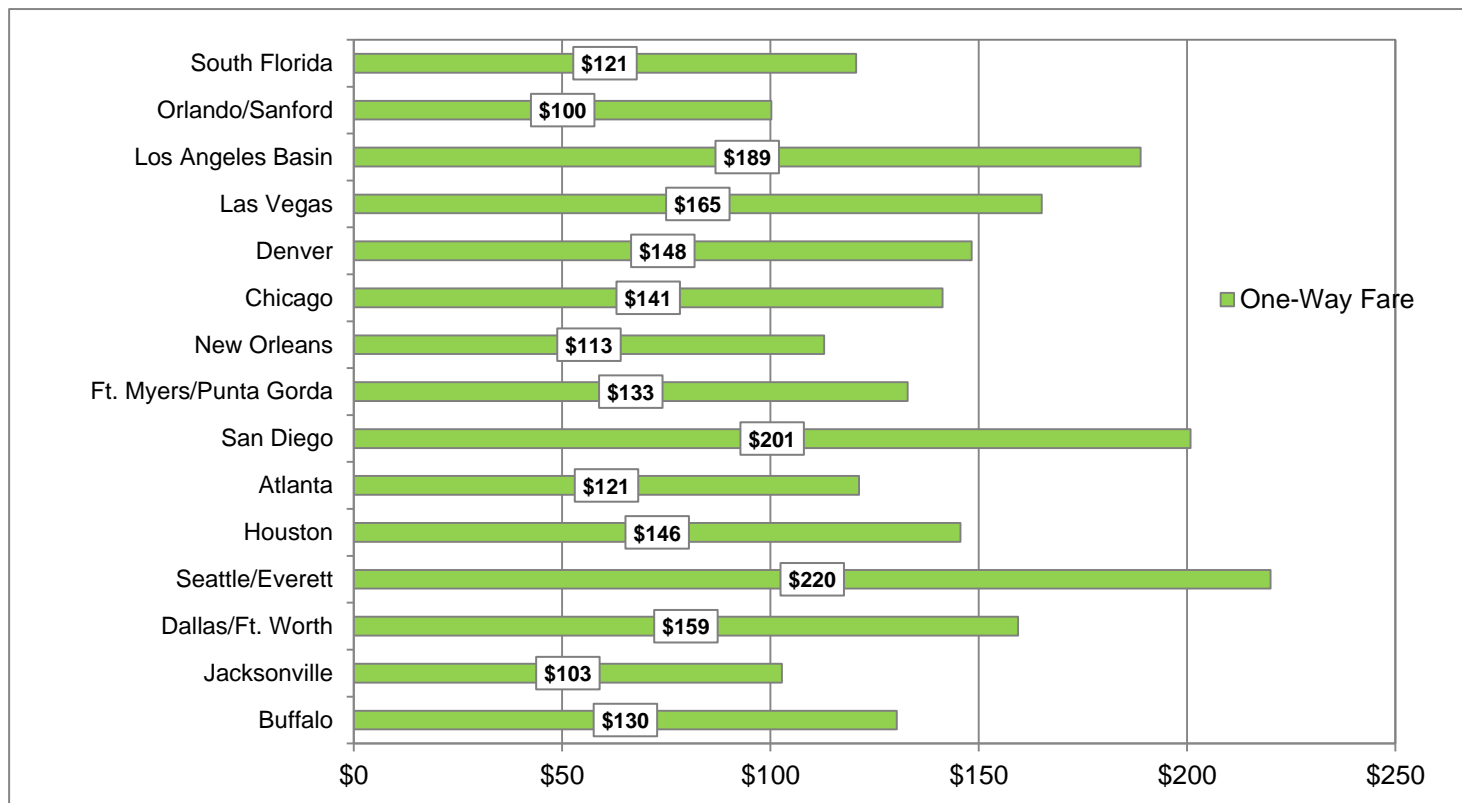
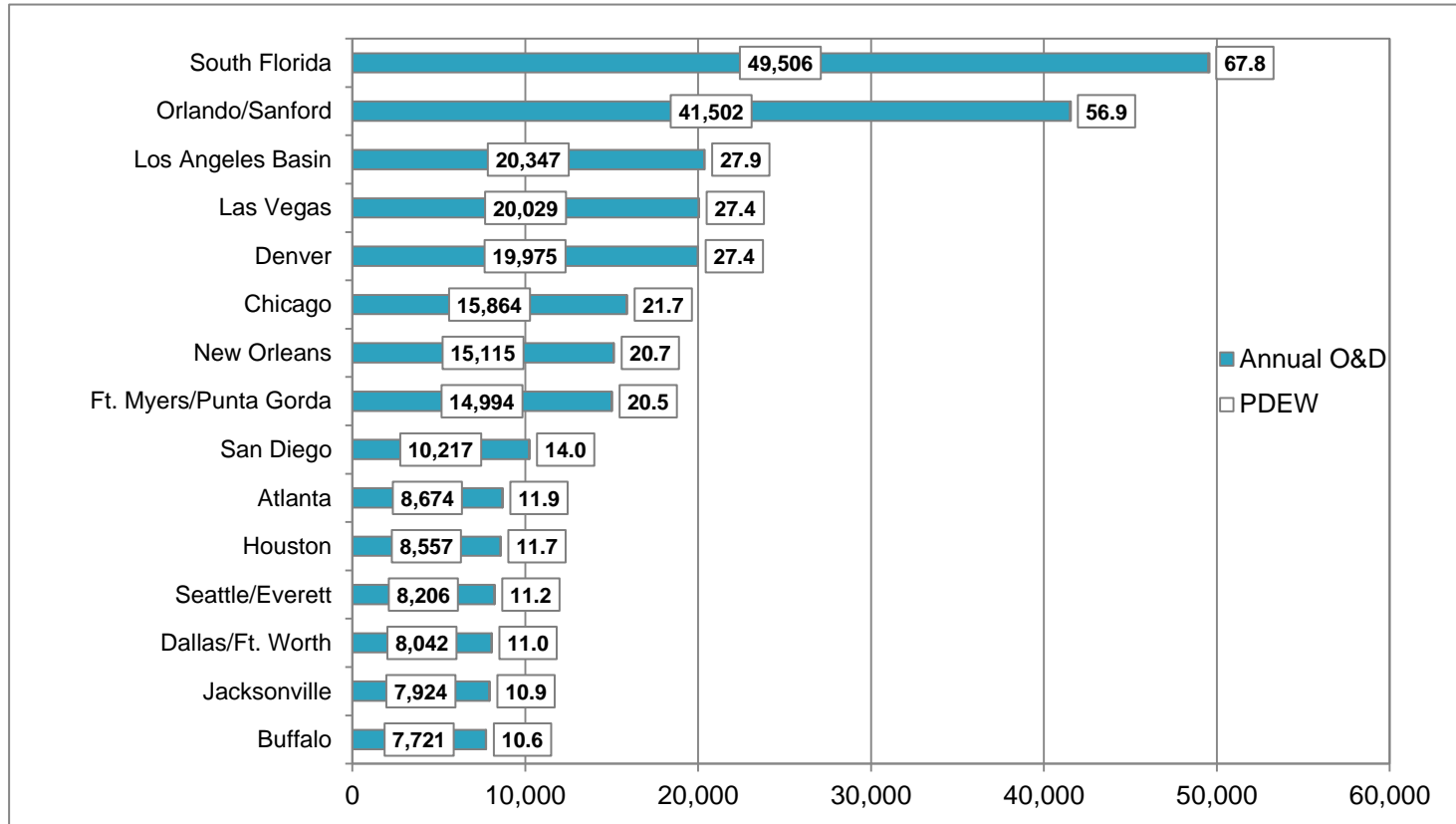
Rank	Code	Airline	Passengers per Day Each Way					Airport Share				One-Way Fare				
			BWI	IAD	JFK	PHL	Total	BWI	IAD	JFK	PHL	BWI	IAD	JFK	PHL	Total
1	AA	American	8.3	0.6	2.3	12.3	32.7	25.4%	1.8%	7.0%	37.5%	\$338	\$317	\$481	\$405	\$398
2	UA	United	3.7	6.3	0.2	1.7	18.4	20.2%	34.3%	0.8%	9.0%	\$381	\$619	\$673	\$528	\$514
3	WN	Southwest	17.0	0.0		0.1	17.2	99.0%	0.1%		0.4%	\$195	\$191		\$196	\$195
4	DL	Delta	7.3	2.7	2.2	1.1	14.9	49.3%	18.4%	14.8%	7.3%	\$315	\$697	\$446	\$306	\$411
5	AC	Air Canada	4.8	1.0		1.7	9.4	50.8%	10.1%		18.1%	\$310	\$295		\$267	\$318
6	BA	British Airways	2.4	1.7	0.9	2.5	8.4	28.5%	20.0%	10.7%	29.6%	\$624	\$702	\$366	\$555	\$570
7	NK	Spirit	7.1			0.4	7.6	93.1%			5.5%	\$144			\$161	\$145
8	EK	Royal Jordanian		3.0	2.0		6.0		49.6%	33.6%			\$1,055	\$833		\$963
9	B6	JetBlue	0.5		3.4	0.3	4.8	9.6%		71.8%	6.5%	\$245		\$253	\$216	\$260
10	TK	Turkish		3.6	0.8		4.4		81.2%	18.8%			\$960	\$796		\$929
11	LH	Lufthansa	0.0	1.2	0.9	0.9	3.8	0.8%	30.6%	24.1%	23.3%	\$427	\$744	\$497	\$719	\$638
12	EI	Aer Lingus	0.1	1.0	0.4	1.7	3.4	2.1%	28.3%	11.9%	49.9%	\$658	\$554	\$621	\$617	\$593
13	AM	AeroMexico	2.3	0.3	0.2	0.4	3.4	68.3%	8.4%	5.9%	12.7%	\$213	\$164	\$347	\$178	\$210
14	QR	Qatar		2.9	0.2	0.1	3.3		88.6%	5.5%	4.5%		\$415	\$594	\$365	\$424
15	EY	Etihad		3.0	0.1		3.0		97.5%	2.5%			\$762	\$543		\$756
15 Largest Airlines			53.5	27.1	13.6	23.2	140.7	38.0%	19.3%	9.7%	16.5%	\$271	\$698	\$489	\$431	\$432
All Other Airlines			3.5	20.9	17.7	3.5	51.6	6.8%	40.6%	34.4%	6.7%	\$548	\$759	\$702	\$442	\$673
All Airlines			57.0	48.1	31.4	26.6	192.3	29.6%	25.0%	16.3%	13.8%	\$288	\$725	\$609	\$432	\$497



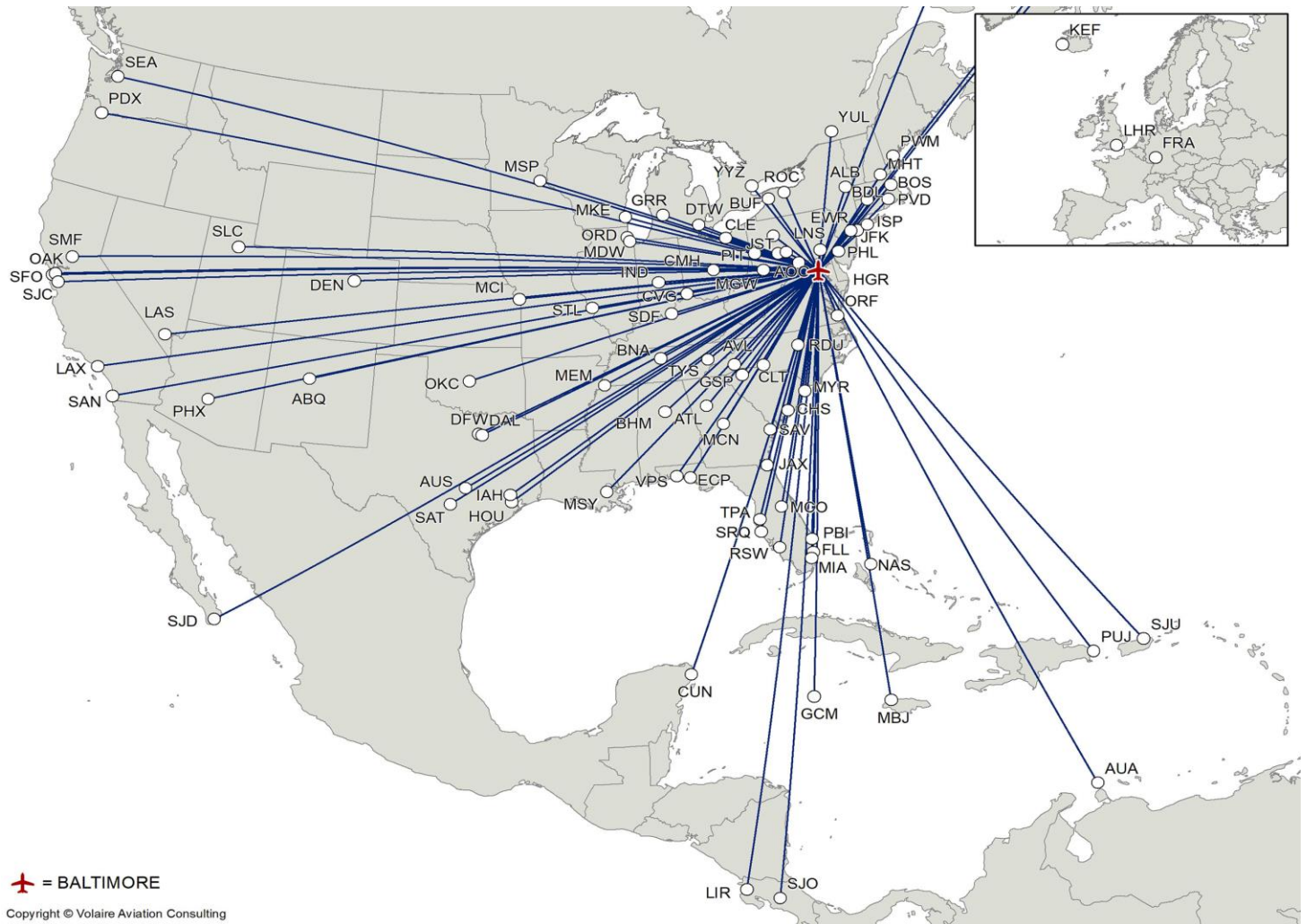
Distribution of Traffic among Airlines - Baltimore/Washington Int'l Airport



15 Largest O&D Markets and Average Fares - Baltimore/Washington Int'l Airport



Nonstop Routes Flown - Baltimore/Washington Int'l Airport



Airlines operated 92 nonstop routes from Baltimore in YE 4Q 2019

**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

Market Size Rankings and Airline Detail (Mkts 1-50) - Baltimore/Washington Int'l Airport

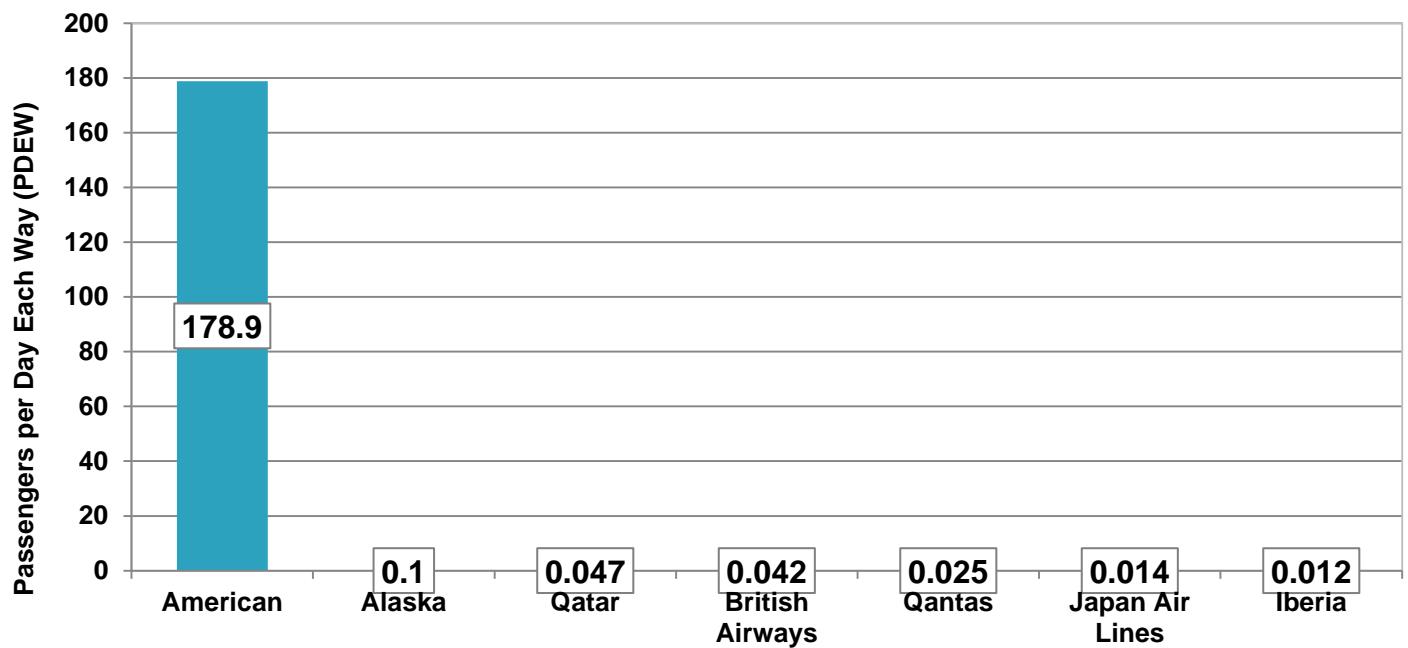
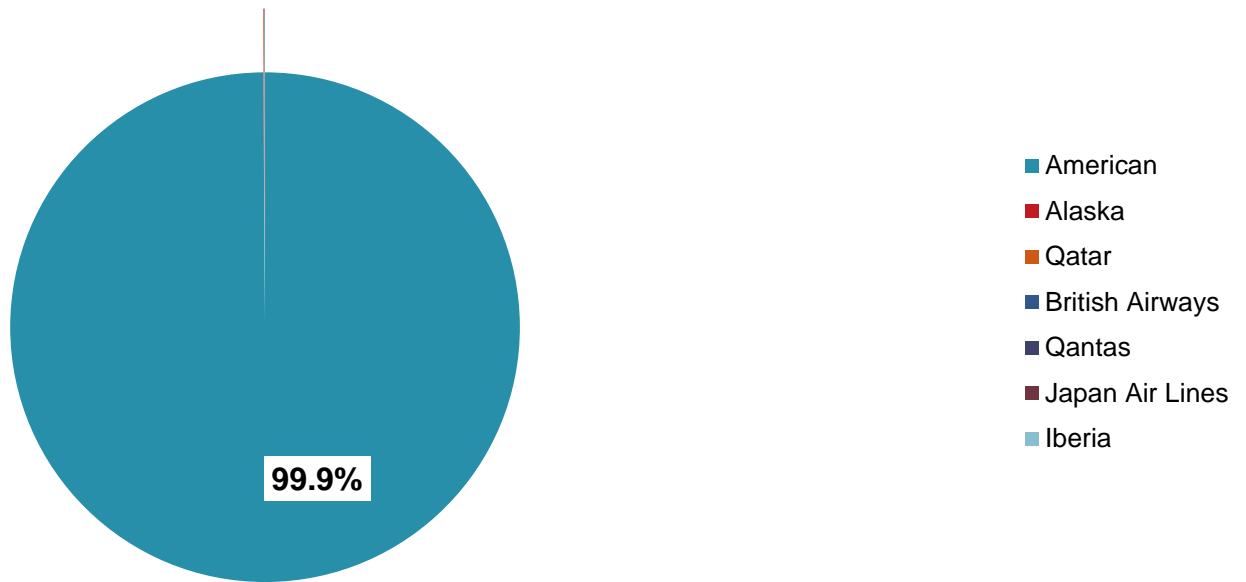
Rank	Metro Area	Southwest		Spirit		American		Delta		United		All Carriers	
		PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare
1	South Florida	40.4	\$135	17.5	\$56	6.7	\$182	1.6	\$179			67.8	\$121
2	Orlando/Sanford	38.1	\$123	14.8	\$43	0.5	\$129	1.0	\$160			56.9	\$100
3	Los Angeles Basin	13.5	\$178	4.3	\$85	2.2	\$259	0.9	\$286	4.0	\$266	27.9	\$189
4	Las Vegas	18.4	\$180	6.4	\$86	1.3	\$258	0.9	\$250	0.3	\$262	27.4	\$165
5	Denver	16.6	\$156	3.5	\$40	0.4	\$193	0.3	\$222	4.4	\$233	27.4	\$148
6	Chicago	9.8	\$139	3.5	\$43	5.4	\$185	0.7	\$152	2.3	\$200	21.7	\$141
7	New Orleans	13.3	\$133	6.2	\$53	0.7	\$194	0.4	\$206	0.1	\$199	20.7	\$113
8	Ft. Myers/Punta Gorda	16.1	\$148	3.5	\$46	0.1	\$166	0.8	\$203			20.5	\$133
9	San Diego	9.3	\$204	0.4	\$84	0.8	\$251	0.3	\$270	0.2	\$318	14.0	\$201
10	Atlanta	4.3	\$115	3.1	\$44	0.2	\$173	4.3	\$181			11.9	\$121
11	Houston	6.0	\$144	2.5	\$54	0.8	\$187	0.9	\$207	1.4	\$246	11.7	\$146
12	Seattle/Everett	2.6	\$197	1.5	\$95	0.4	\$248	1.1	\$243	0.7	\$256	11.2	\$220
13	Dallas/Ft. Worth	5.2	\$146	2.1	\$63	3.4	\$238	0.2	\$209			11.0	\$159
14	Jacksonville	7.0	\$127	3.1	\$34	0.5	\$159	0.2	\$176			10.9	\$103
15	Buffalo	10.4	\$130					0.2	\$172			10.6	\$130
16	Cleveland	9.9	\$127			0.3	\$145					10.2	\$128
17	Tampa/St. Petersburg	6.7	\$140	2.6	\$43	0.4	\$164					9.7	\$115
18	Cancun	5.0	\$163	2.7	\$139	0.4	\$216	0.6	\$196	0.2	\$237	9.4	\$162
19	San Francisco Bay Area	3.9	\$203	0.2	\$96	0.8	\$281	0.6	\$266	2.9	\$361	9.4	\$266
20	St. Louis/Belleville	8.3	\$158			0.1	\$183	0.5	\$205	0.2	\$216	9.1	\$162
21	Phoenix/Mesa	6.2	\$203	0.1	\$65	2.3	\$285	0.1	\$304			8.8	\$223
22	Boston	4.6	\$100	1.4	\$32							8.6	\$97
23	Minneapolis/St. Paul	2.8	\$107	2.2	\$35	0.1	\$162	3.1	\$182			8.4	\$118
24	Detroit	2.7	\$99	1.6	\$35			3.7	\$152	0.2	\$147	8.2	\$111
25	Nashville	6.6	\$147	0.4	\$36	0.3	\$183	0.1	\$205			7.4	\$143
26	Indianapolis	5.6	\$121	0.0	\$108	0.4	\$180	0.4	\$187			6.4	\$128
27	Portland, ME	6.2	\$133			0.1	\$167					6.3	\$133
28	Austin	3.7	\$190	1.8	\$54	0.3	\$230	0.3	\$222	0.1	\$256	6.1	\$155
29	Montego Bay	3.4	\$222	2.0	\$153	0.3	\$284	0.2	\$263			5.9	\$204
30	San Antonio	4.9	\$178			0.4	\$212	0.6	\$239	0.1	\$252	5.8	\$187
31	Charlotte/Concord	1.8	\$96	0.6	\$24	3.4	\$152					5.8	\$122
32	Columbus, OH	4.9	\$109			0.1	\$135	0.1	\$160			5.0	\$110
33	Salt Lake City	2.3	\$191					2.5	\$290			5.0	\$240
34	Raleigh/Durham	3.3	\$112	0.8	\$20			0.6	\$132			4.7	\$99
35	San Jose	2.0	\$191	0.8	\$132	1.0	\$281	0.4	\$254	0.2	\$295	4.4	\$210
36	Aruba	3.4	\$217	0.1	\$125	0.6	\$279	0.1	\$261	0.1	\$343	4.4	\$227
37	Kansas City	3.6	\$168	0.0	\$65	0.2	\$198	0.2	\$233	0.1	\$220	4.1	\$172
38	Myrtle Beach			3.3	\$37	0.2	\$165	0.1	\$192			3.6	\$48
39	San Juan	1.9	\$183	1.4	\$101	0.2	\$258					3.5	\$153
40	Charleston, SC	2.4	\$144			0.1	\$137	0.1	\$168			2.6	\$144
41	Honolulu	0.0	\$384			0.8	\$419	0.3	\$454	1.3	\$502	2.5	\$464
42	Sarasota					0.3	\$210	0.6	\$216			2.5	\$113
43	Cincinnati	1.6	\$89					0.8	\$138			2.4	\$106
44	Albuquerque	1.9	\$215			0.2	\$255			0.1	\$270	2.3	\$222
45	Louisville	2.1	\$124			0.1	\$184					2.3	\$128
46	South Texas	0.9	\$178			0.5	\$294			0.8	\$290	2.3	\$245
47	Portland, OR	0.6	\$204	0.1	\$82	0.3	\$253	0.8	\$258	0.1	\$283	2.2	\$240
48	Memphis	1.8	\$132			0.3	\$195	0.2	\$202			2.2	\$145
49	Oklahoma City	1.7	\$137			0.1	\$193	0.3	\$239	0.1	\$202	2.1	\$154
50	Sacramento	1.4	\$216	0.0	\$102	0.3	\$264	0.3	\$262	0.1	\$270	2.0	\$227
Markets 1-50		329.3	\$148	94.7	\$58	38.2	\$216	31.2	\$206	20.0	\$278	537.2	\$146
Other Markets		12.8	\$163	2.3	\$139	18.6	\$280	24.3	\$264	11.5	\$355	87.8	\$278
All Markets		342.1	\$149	97.1	\$60	56.7	\$237	55.5	\$231	31.5	\$306	624.9	\$165

**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

Market Size Rankings and Airline Detail (Mkts 51-100) - Baltimore/Washington Int'l Airport

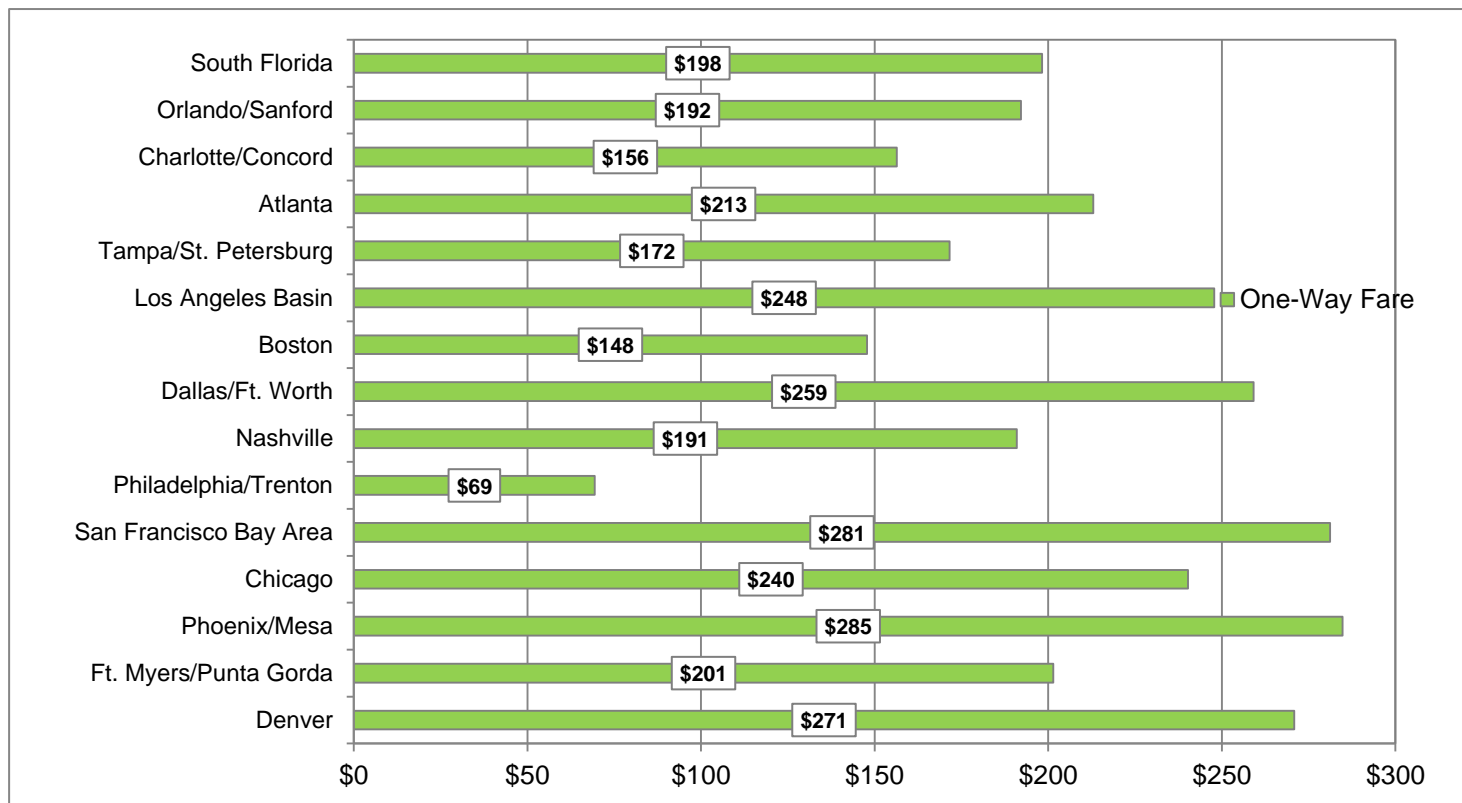
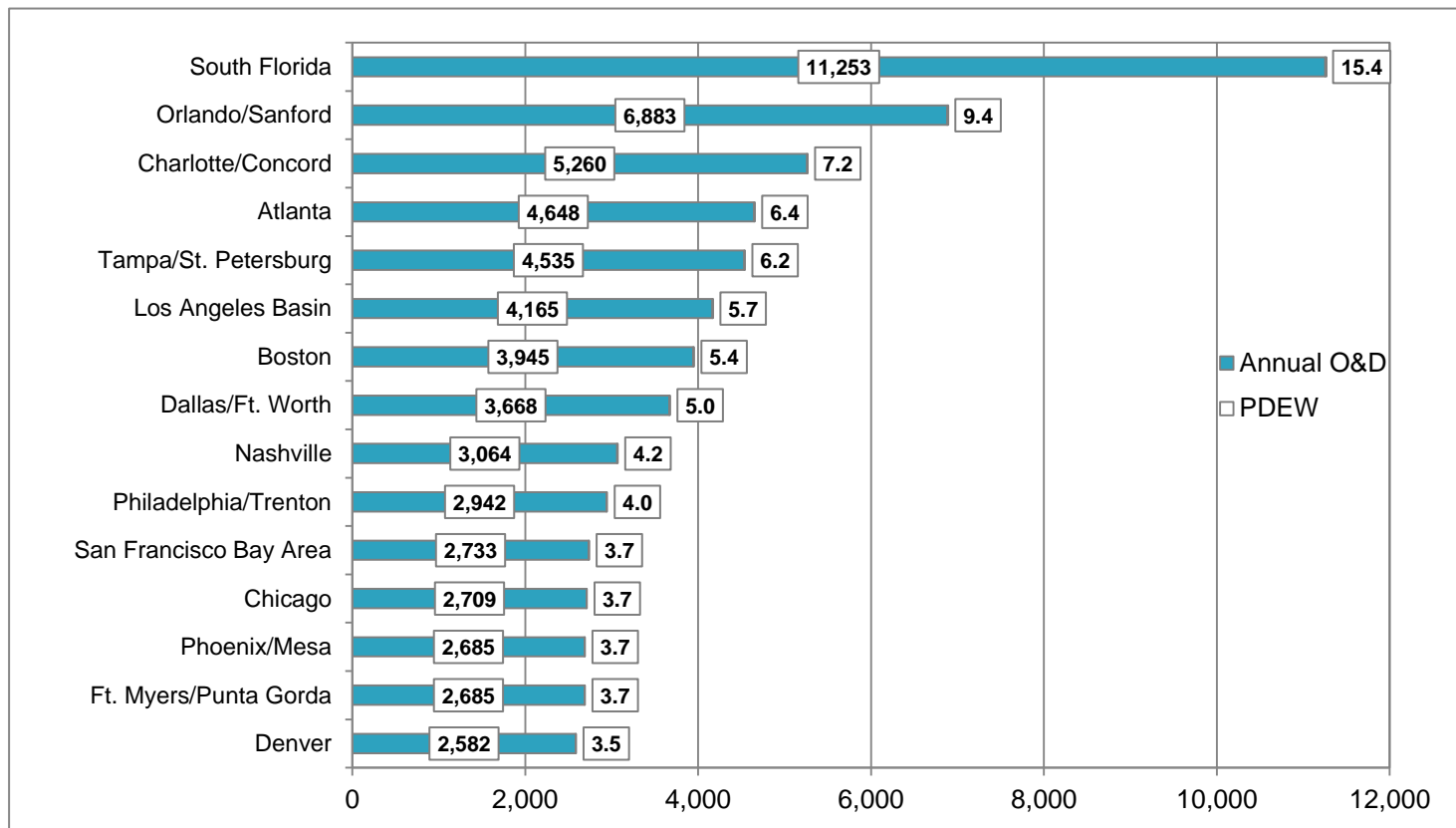
Rank	Metro Area	Southwest		Spirit		American		Delta		United		All Carriers	
		PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare
51	Milwaukee	1.9	\$143			0.1	\$187					2.0	\$146
52	Pensacola	0.6	\$145			0.4	\$212	0.9	\$216			1.9	\$192
53	Key West					0.2	\$278	1.6	\$250			1.9	\$254
54	Mexico City	0.0	\$139			0.4	\$269	0.2	\$272	0.3	\$331	1.8	\$257
55	London					0.4	\$464					1.6	\$579
56	Calgary					0.1	\$330	0.1	\$292	0.1	\$305	1.6	\$234
57	St. Thomas			0.5	\$122	0.4	\$270	0.5	\$228			1.4	\$200
58	Omaha	0.7	\$145			0.2	\$216	0.3	\$200			1.3	\$170
59	Asheville					0.2	\$193	0.1	\$215			1.2	\$74
60	Port au Prince			0.4	\$150	0.2	\$340	0.5	\$309			1.2	\$261
61	Grand Rapids	0.9	\$110			0.1	\$148	0.1	\$178	0.1	\$154	1.2	\$120
62	Vancouver					0.1	\$292	0.1	\$303	0.2	\$298	1.2	\$254
63	Boise	0.4	\$202					0.4	\$274	0.2	\$307	1.2	\$251
64	Los Cabos	0.4	\$212	0.0	\$213	0.4	\$286	0.1	\$283	0.2	\$320	1.2	\$257
65	Maui	0.0	\$329			0.3	\$481			0.8	\$444	1.2	\$449
66	Norfolk/Newport News	1.2	\$142									1.2	\$142
67	Spokane	0.4	\$197			0.4	\$270	0.2	\$274	0.1	\$273	1.1	\$249
68	Lihue					0.4	\$435			0.7	\$476	1.1	\$461
69	Liberia	0.7	\$226			0.1	\$289	0.1	\$291	0.2	\$317	1.1	\$257
70	Greenville/Spartanburg	0.6	\$105					0.5	\$185			1.1	\$144
71	Springfield, MO							0.7	\$247	0.4	\$205	1.1	\$232
72	Puerto Vallarta	0.4	\$164			0.1	\$252	0.1	\$221	0.2	\$235	1.1	\$187
73	Grand Cayman	0.4	\$178			0.2	\$265	0.4	\$270			1.0	\$230
74	Nassau	0.5	\$177			0.2	\$252	0.3	\$186			1.0	\$195
75	Birmingham	0.8	\$149			0.2	\$210	0.1	\$208			1.0	\$164
76	El Paso	0.5	\$192					0.3	\$295	0.2	\$290	1.0	\$241
77	Kallispell							0.3	\$303	0.5	\$284	1.0	\$289
78	Knoxville					0.3	\$205	0.3	\$246			0.9	\$167
79	Madison					0.3	\$193	0.6	\$224			0.8	\$213
80	San Pedro Sula			0.3	\$128	0.1	\$272	0.3	\$251	0.0	\$273	0.8	\$206
81	Savannah					0.3	\$183	0.1	\$229			0.8	\$103
82	Kona	0.0	\$323			0.4	\$402			0.2	\$424	0.8	\$403
83	Idaho Falls							0.3	\$390	0.5	\$385	0.8	\$387
84	Tucson	0.3	\$198			0.2	\$278	0.1	\$293	0.2	\$267	0.8	\$249
85	Jackson Hole					0.0	\$294	0.6	\$332	0.1	\$347	0.8	\$332
86	Rapid City					0.4	\$259			0.4	\$254	0.8	\$257
87	Anchorage									0.3	\$371	0.7	\$375
88	Daytona Beach					0.6	\$158	0.1	\$167			0.7	\$159
89	St. Croix			0.3	\$117	0.3	\$326	0.1	\$279			0.7	\$231
90	Wichita	0.4	\$153			0.1	\$233	0.2	\$235	0.1	\$233	0.7	\$191
91	Veracruz					0.1	\$190	0.2	\$269	0.1	\$326	0.7	\$263
92	Mobile					0.1	\$198	0.6	\$220			0.7	\$216
93	Little Rock	0.3	\$155			0.1	\$218	0.2	\$229	0.1	\$201	0.7	\$194
94	Guatamala City			0.2	\$134	0.3	\$299	0.1	\$258	0.0	\$287	0.7	\$239
95	Melbourne					0.3	\$151	0.3	\$190			0.7	\$171
96	Missoula					0.1	\$258	0.3	\$271	0.1	\$281	0.6	\$261
97	Evansville							0.6	\$212			0.6	\$212
98	Bozeman					0.1	\$257	0.2	\$287	0.3	\$283	0.6	\$279
99	Reno	0.4	\$212			0.1	\$276	0.1	\$295			0.6	\$241
100	Grand Junction					0.2	\$300			0.5	\$293	0.6	\$295
	Markets 51-100	11.8	\$160	1.7	\$130	9.4	\$273	13.4	\$251	7.3	\$333	51.1	\$243
	Other Markets	1.1	\$189	0.6	\$162	9.2	\$286	10.9	\$281	4.2	\$393	36.6	\$327
	All Markets	342.1	\$149	97.1	\$60	56.7	\$237	55.5	\$231	31.5	\$306	624.9	\$165

Distribution of Traffic among Airlines - Salisbury Regional Airport

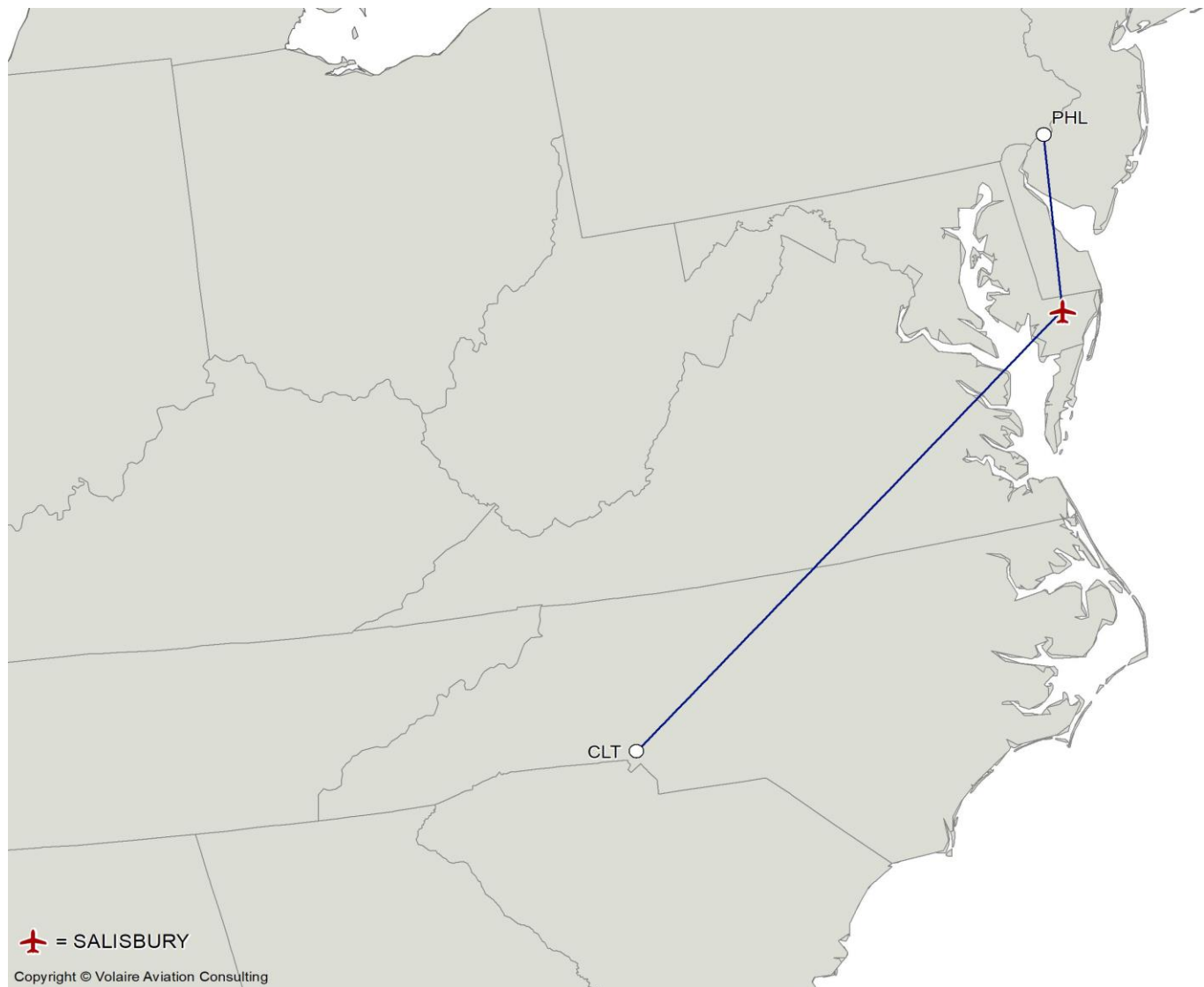


Salisbury Regional Airport Leakage and Retention Study Year-End Fourth Quarter 2019

15 Largest O&D Markets and Average Fares - Salisbury Regional Airport



Nonstop Routes Flown - Salisbury Regional Airport



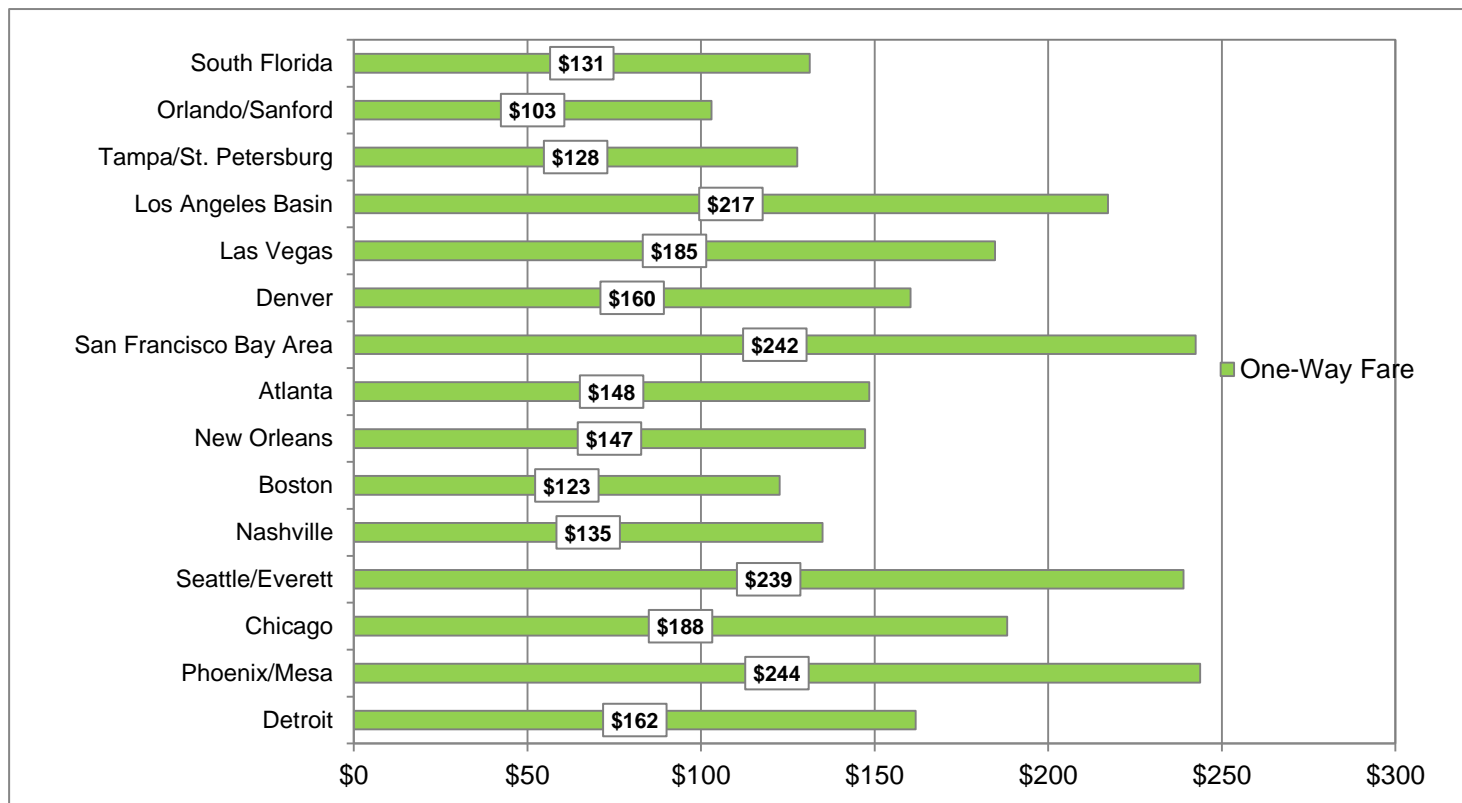
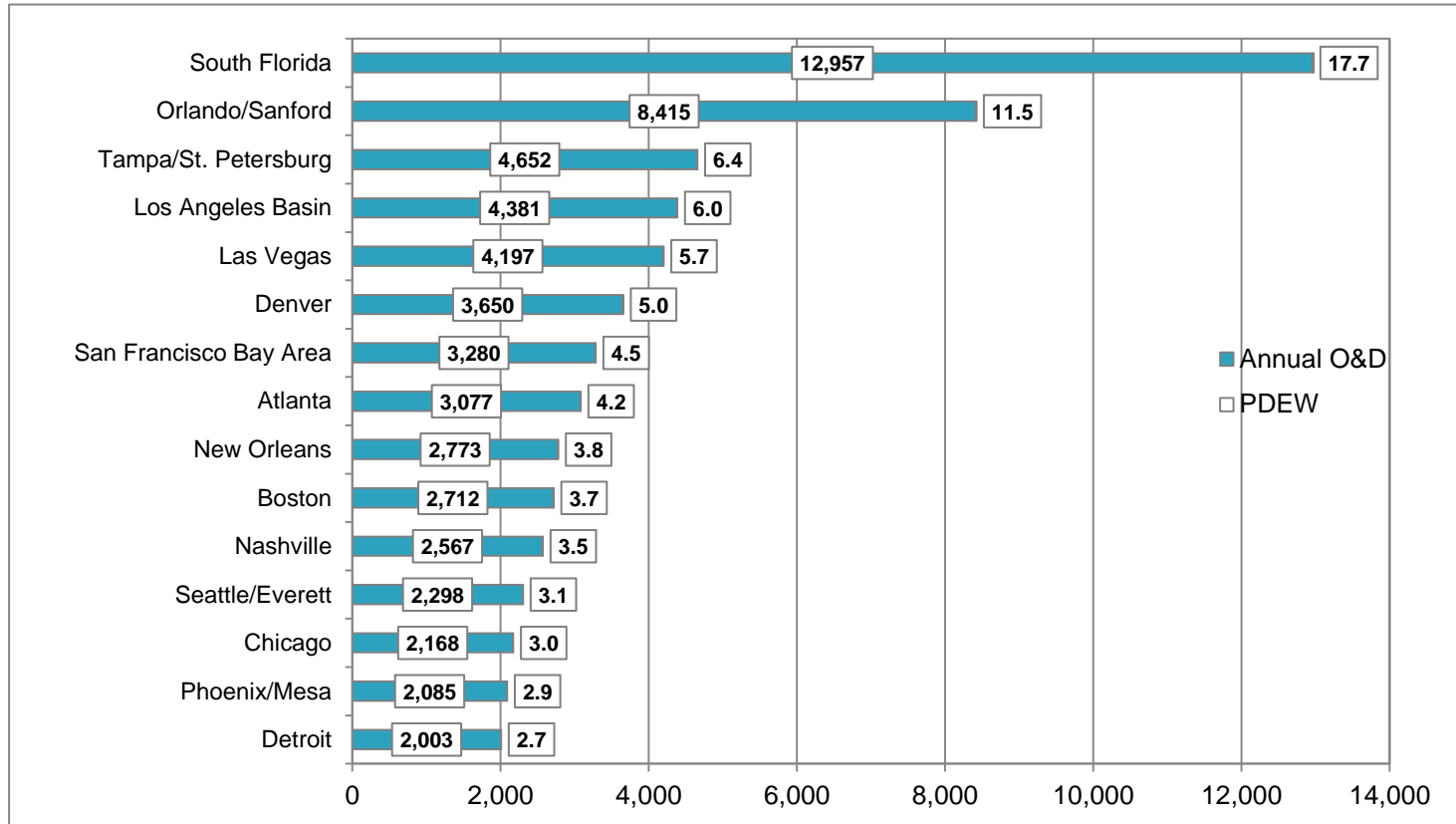
American operated nonstop Charlotte and Philadelphia service from Salisbury in YE 4Q 2019

**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

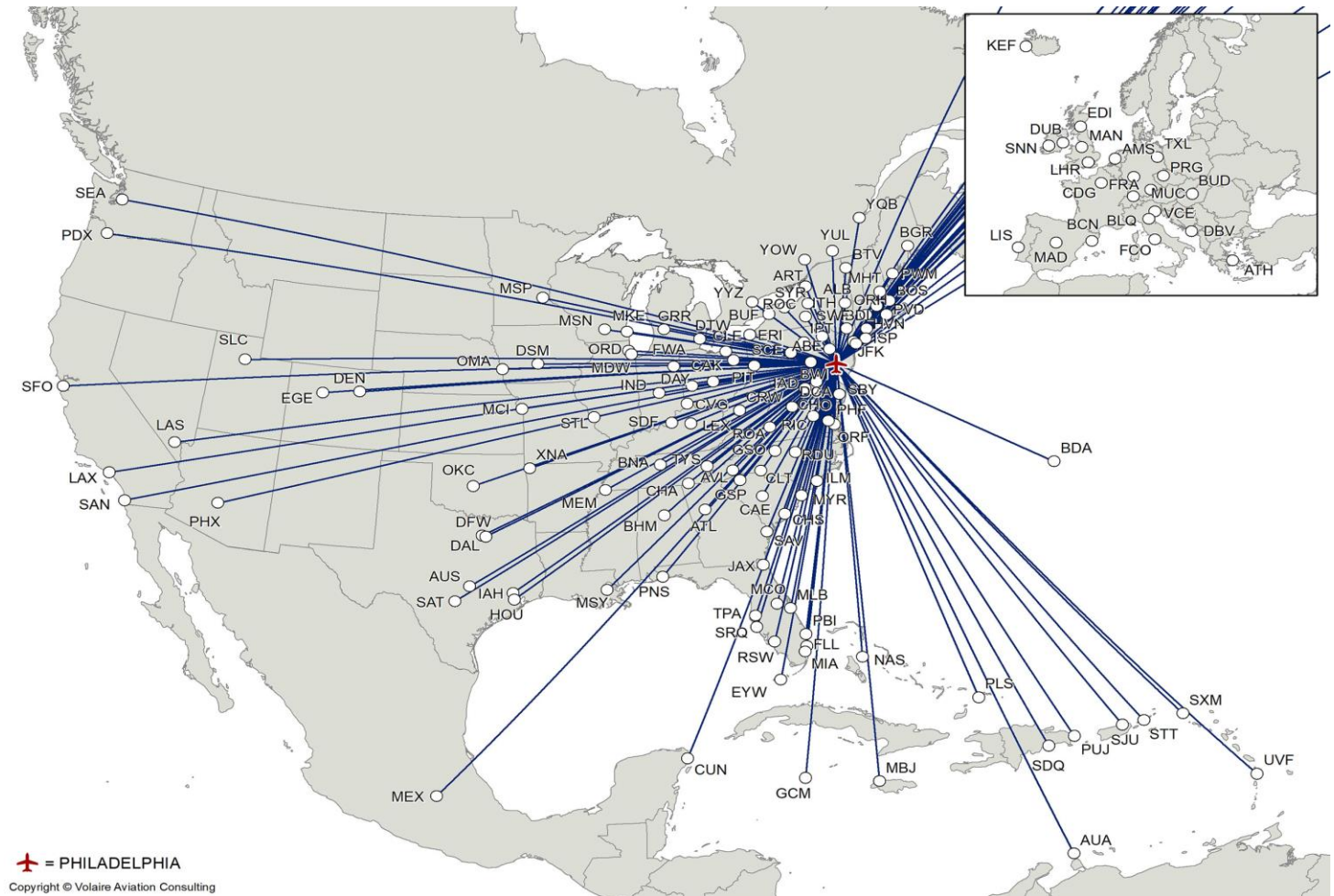
Market Size Rankings and Airline Detail - Salisbury Regional Airport

Rank	Metro Area	American		Alaska		Qatar		British Airways		Qantas		All Carriers	
		PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare
1	South Florida	15.4	\$198									15.4	\$198
2	Orlando/Sanford	9.4	\$192									9.4	\$192
3	Charlotte/Concord	7.2	\$156									7.2	\$156
4	Atlanta	6.4	\$213									6.4	\$213
5	Tampa/St. Petersburg	6.2	\$172									6.2	\$172
6	Los Angeles Basin	5.7	\$248									5.7	\$248
7	Boston	5.4	\$148									5.4	\$148
8	Dallas/Ft. Worth	5.0	\$259									5.0	\$259
9	Nashville	4.2	\$191									4.2	\$191
10	Philadelphia/Trenton	4.0	\$69									4.0	\$69
11	San Francisco Bay Area	3.7	\$283	0.03	\$0							3.7	\$281
12	Chicago	3.7	\$240									3.7	\$240
13	Phoenix/Mesa	3.7	\$285									3.7	\$285
14	Ft. Myers/Punta Gorda	3.7	\$201									3.7	\$201
15	Denver	3.5	\$271									3.5	\$271
16	Las Vegas	3.2	\$255									3.2	\$255
17	Indianapolis	3.0	\$154									3.0	\$154
18	San Diego	2.7	\$254									2.7	\$254
19	Jacksonville	2.6	\$166									2.6	\$166
20	Detroit	2.4	\$164									2.4	\$164
21	New Orleans	2.4	\$228									2.4	\$228
22	Seattle/Everett	2.3	\$250									2.3	\$250
23	St. Louis/Belleville	2.3	\$201									2.3	\$201
24	Charleston, SC	2.2	\$185									2.2	\$185
25	Greenville/Spartanburg	2.1	\$170									2.1	\$170
26	Columbus, OH	2.0	\$175									2.0	\$175
27	Houston	1.9	\$244									1.9	\$244
28	Pittsburgh	1.8	\$157									1.8	\$157
29	Minneapolis/St. Paul	1.8	\$195									1.8	\$195
30	Savannah	1.7	\$196									1.7	\$196
31	Cleveland	1.6	\$171									1.6	\$171
32	Louisville	1.5	\$192									1.5	\$192
33	Birmingham	1.5	\$195									1.5	\$195
34	Raleigh/Durham	1.5	\$178									1.5	\$178
35	Austin	1.5	\$225									1.5	\$225
36	Kansas City	1.5	\$209									1.5	\$209
37	Cincinnati	1.4	\$157									1.4	\$157
38	Memphis	1.4	\$186									1.4	\$186
39	Dayton	1.3	\$153									1.3	\$153
40	Sarasota	1.3	\$206									1.3	\$206
41	Pensacola	1.3	\$205									1.3	\$205
42	Key West	1.3	\$274									1.3	\$274
43	Providence	1.1	\$183									1.1	\$183
44	Daytona Beach	0.9	\$182									0.9	\$182
45	Knoxville	0.9	\$183									0.9	\$183
46	Myrtle Beach	0.9	\$202									0.9	\$202
47	Melbourne	0.9	\$194									0.9	\$194
48	Omaha	0.8	\$257									0.8	\$257
49	Columbia	0.8	\$209									0.8	\$209
50	Akron/Canton	0.8	\$132									0.8	\$132
50 Largest Markets		145.9	\$201	0.0	\$0							145.9	\$201
Other Markets		32.9	\$274	0.0	\$0							33.1	\$280
All Markets		178.9	\$214	0.1	\$0	0.05	\$555	0.04	\$2,265	0.02	\$2,533	179.0	\$215

15 Largest O&D Markets and Average Fares - Philadelphia International Airport



Nonstop Routes Flown - Philadelphia International Airport



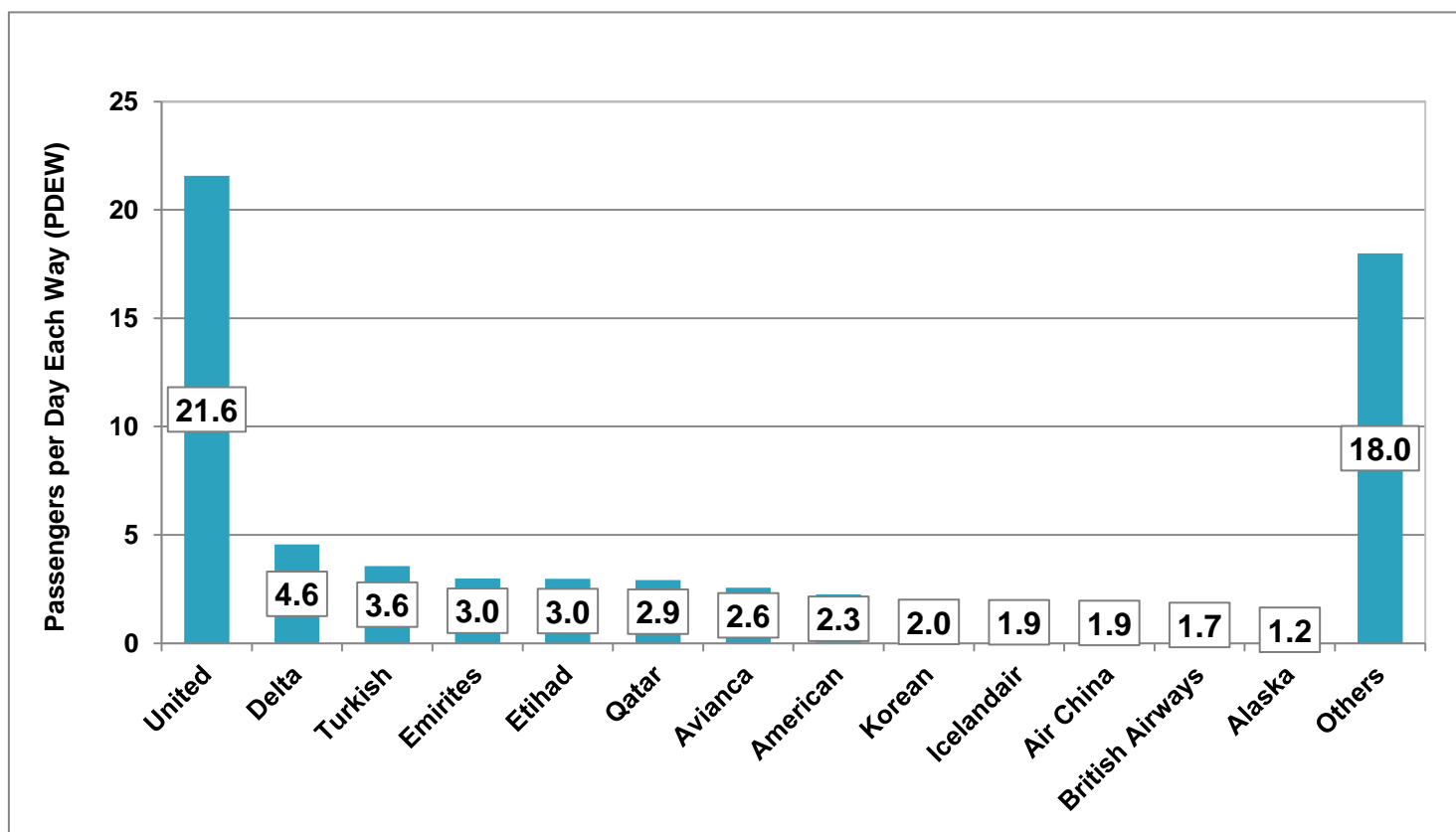
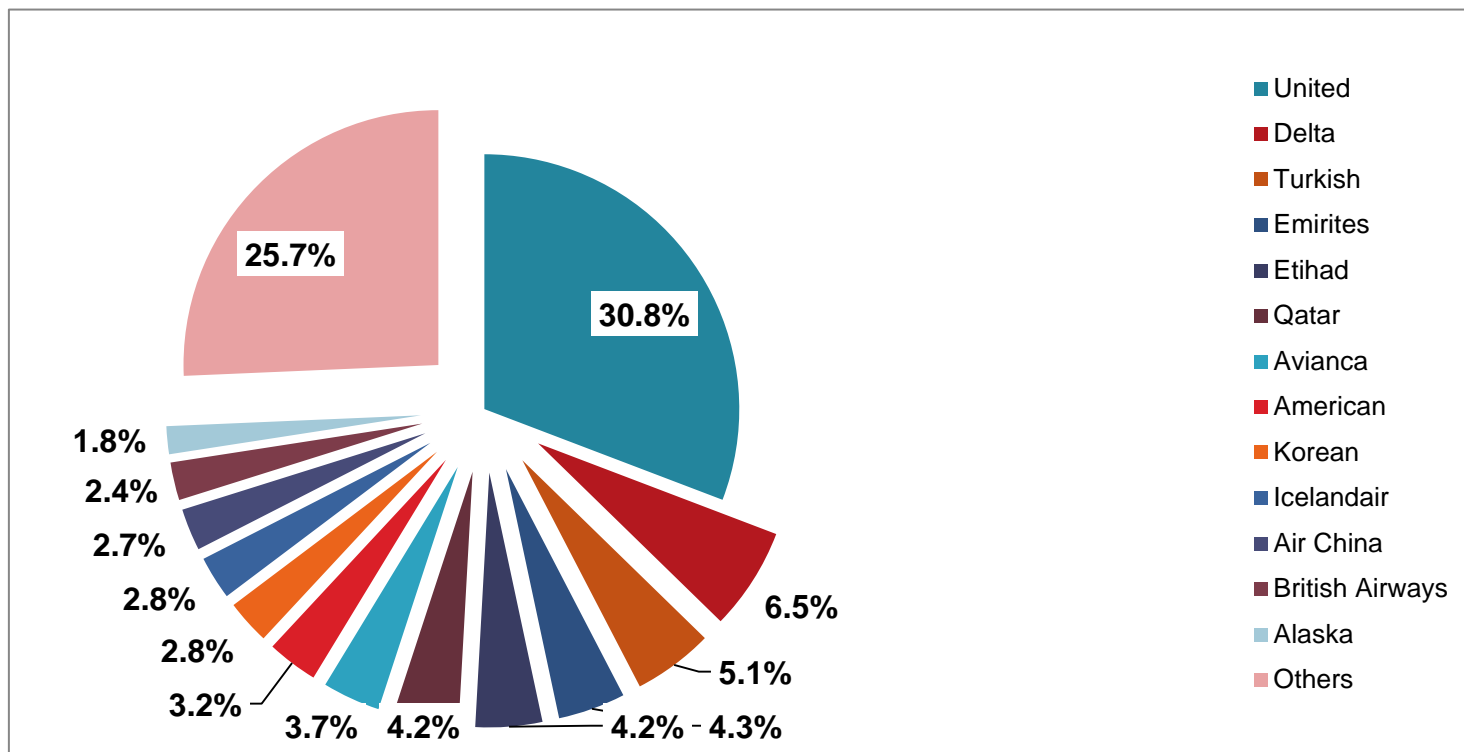
Airlines operated 144 nonstop routes from Philadelphia in YE 4Q 2019

**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

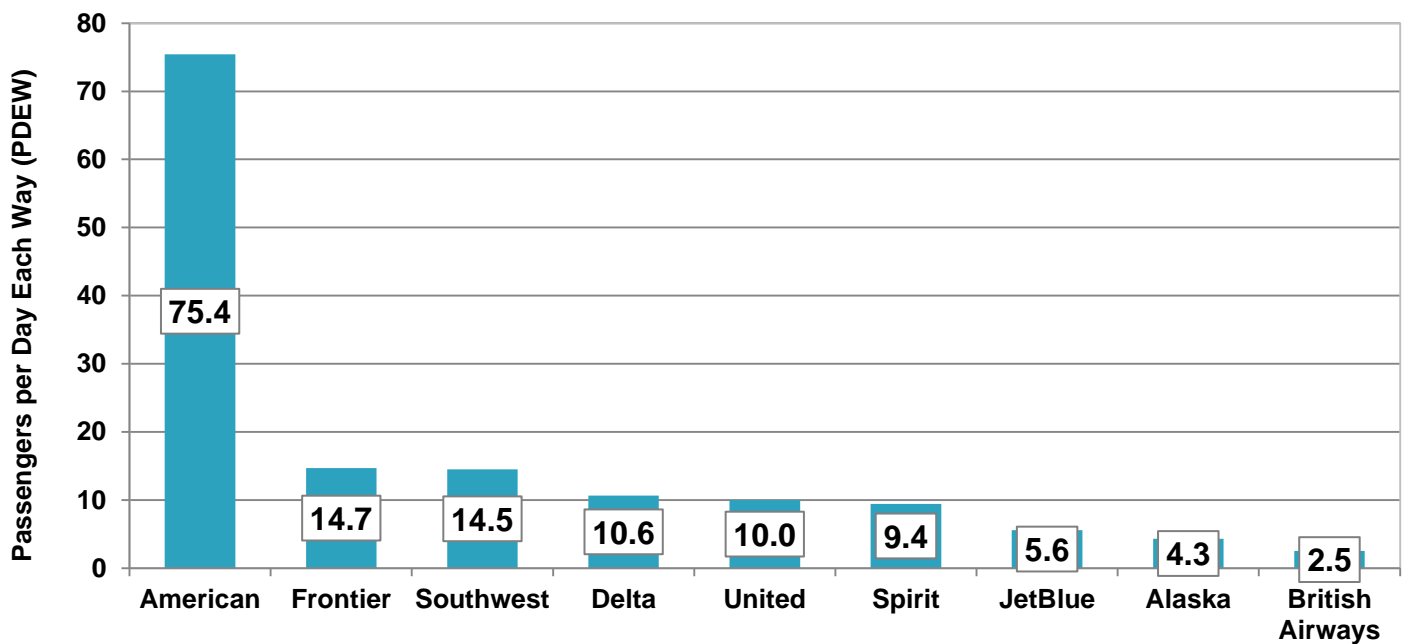
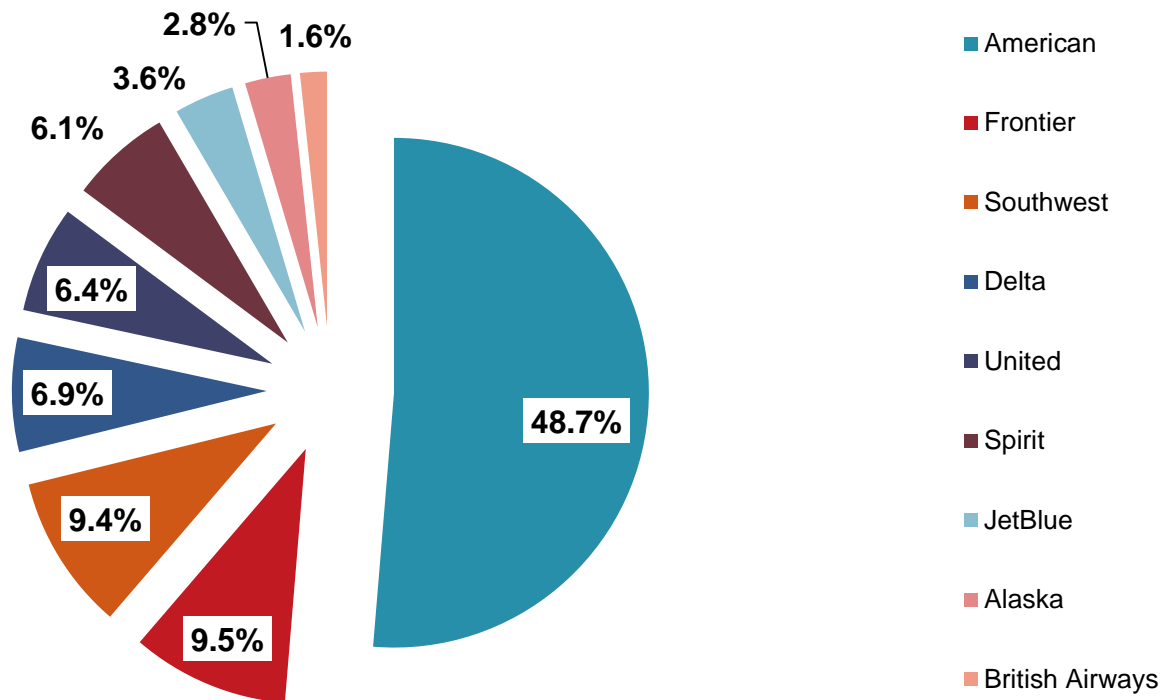
Market Size Rankings and Airline Detail - Philadelphia International Airport

Rank	Metro Area	American		Frontier		Southwest		Delta		United		All Carriers	
		PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare
1	South Florida	9.0	\$174	1.5	\$58	1.3	\$108	0.2	\$181			17.7	\$131
2	Orlando/Sanford	4.4	\$166	3.1	\$51	2.2	\$113					11.5	\$103
3	Tampa/St. Petersburg	3.2	\$172	1.4	\$51	1.5	\$110	0.2	\$189			6.4	\$128
4	Los Angeles Basin	2.9	\$257	0.0	\$87	0.3	\$187	0.4	\$273	0.4	\$243	6.0	\$217
5	Las Vegas	3.4	\$248	1.0	\$81	0.4	\$162	0.1	\$267			5.7	\$185
6	Denver	1.8	\$176	0.7	\$67	1.6	\$147	0.1	\$217	1.0	\$220	5.0	\$160
7	San Francisco Bay Area	2.0	\$257	0.0	\$83	0.3	\$185			1.6	\$269	4.5	\$242
8	Atlanta	1.6	\$159	0.2	\$48	0.5	\$105	1.5	\$191	0.1	\$161	4.2	\$148
9	New Orleans	1.9	\$222	1.2	\$57	0.4	\$138			0.1	\$183	3.8	\$147
10	Boston	2.0	\$135			0.0	\$44	0.9	\$100			3.7	\$123
11	Nashville	1.7	\$167	0.4	\$41	1.3	\$120	0.2	\$170	0.1	\$114	3.5	\$135
12	Seattle/Everett	1.4	\$253	0.0	\$94	0.1	\$197			0.3	\$258	3.1	\$239
13	Chicago	1.1	\$208			0.7	\$147			1.2	\$195	3.0	\$188
14	Phoenix/Mesa	2.4	\$260	0.0	\$82	0.5	\$182					2.9	\$244
15	Detroit	1.0	\$169			0.0	\$108	1.4	\$187			2.7	\$162
16	San Juan	0.9	\$230	1.4	\$84	0.0	\$179					2.7	\$133
17	Albuquerque	1.5	\$270	0.0	\$74	0.9	\$193	0.1	\$272	0.1	\$242	2.6	\$241
18	Dublin	0.6	\$469									2.2	\$515
19	Austin	1.3	\$258	0.4	\$58	0.3	\$167					2.0	\$200
20	Ft. Myers/Punta Gorda	1.0	\$209	0.7	\$57	0.0	\$133					1.8	\$140
21	Montego Bay	1.5	\$289	0.1	\$129	0.0	\$218					1.6	\$273
22	Rome	1.2	\$564									1.5	\$545
23	Dallas/Ft. Worth	1.0	\$244	0.1	\$56	0.2	\$144	0.1	\$177			1.5	\$194
24	Portland, OR	0.1	\$273	0.0	\$104	0.1	\$205	0.4	\$278	0.2	\$272	1.3	\$239
25	Kansas City	0.5	\$258	0.1	\$53	0.3	\$174	0.2	\$229	0.2	\$203	1.2	\$202
26	Key West	0.8	\$265					0.3	\$217			1.2	\$241
27	London	0.1	\$597									1.2	\$543
28	Punta Cana	0.7	\$312	0.4	\$149	0.0	\$242					1.1	\$255
29	St. Maarten	0.9	\$272									0.9	\$270
30	Cancun	0.6	\$266	0.2	\$160	0.0	\$165			0.1	\$212	0.9	\$232
31	Mexico City	0.0	\$239							0.2	\$199	0.8	\$198
32	Anchorage							0.5	\$423	0.1	\$384	0.8	\$391
33	Houston	0.1	\$242	0.1	\$47	0.1	\$154	0.1	\$174	0.4	\$239	0.8	\$202
34	Memphis	0.7	\$213	0.1	\$31	0.0	\$171					0.8	\$188
35	Edinburgh	0.3	\$412									0.7	\$384
36	Charleston, SC	0.6	\$178	0.1	\$45	0.0	\$106					0.7	\$151
37	Minneapolis/St. Paul	0.4	\$178	0.0	\$57	0.0	\$93	0.2	\$183			0.7	\$152
38	Toronto	0.2	\$153									0.7	\$121
39	Tulsa	0.3	\$270	0.0	\$131	0.3	\$165	0.2	\$236			0.7	\$224
40	San Diego	0.6	\$290	0.0	\$98	0.1	\$201					0.7	\$267
41	Barcelona	0.5	\$657									0.7	\$559
42	Sarasota	0.4	\$184	0.3	\$47							0.7	\$134
43	Nassau	0.5	\$281			0.0	\$163	0.1	\$241	0.1	\$220	0.7	\$269
44	Frankfurt									0.4	\$719	0.7	\$740
45	Raleigh/Durham	0.5	\$156	0.0	\$28	0.0	\$183	0.1	\$131			0.7	\$144
46	Chattanooga	0.6	\$175					0.1	\$237			0.6	\$183
47	Omaha	0.4	\$244	0.1	\$44	0.1	\$169					0.6	\$205
48	Charlotte/Concord	0.4	\$227	0.1	\$38	0.0	\$116					0.6	\$180
49	Madrid	0.4	\$582									0.5	\$518
50	Palm Springs	0.3	\$303							0.2	\$272	0.5	\$289
50 Largest Markets		59.8	\$229	14.0	\$63	13.7	\$139	7.4	\$208	6.6	\$266	121.4	\$193
Other Markets		15.6	\$302	0.7	\$39	0.8	\$171	3.3	\$264	3.4	\$351	33.4	\$315
All Markets		75.4	\$244	14.7	\$62	14.5	\$140	10.6	\$226	10.0	\$295	154.8	\$220

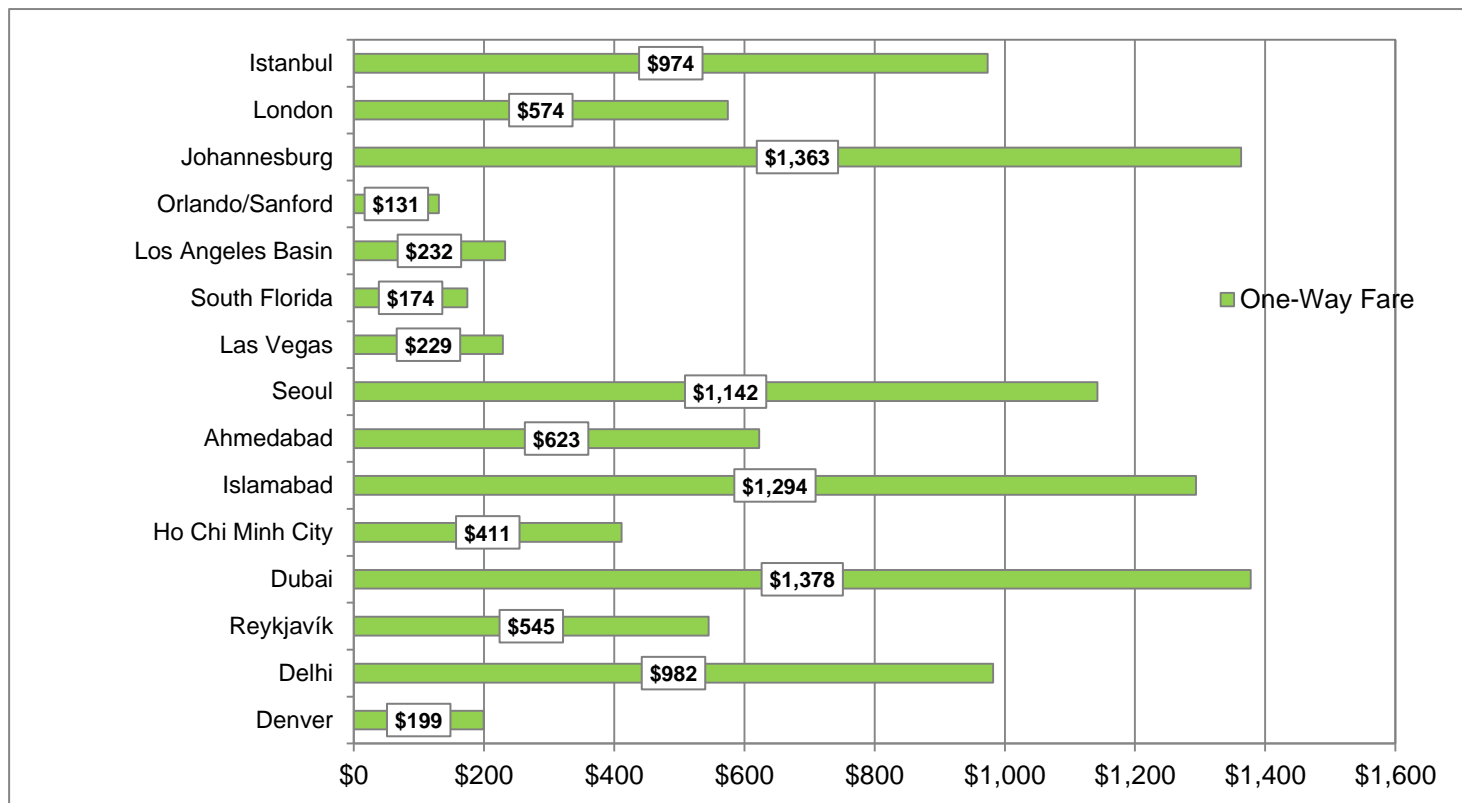
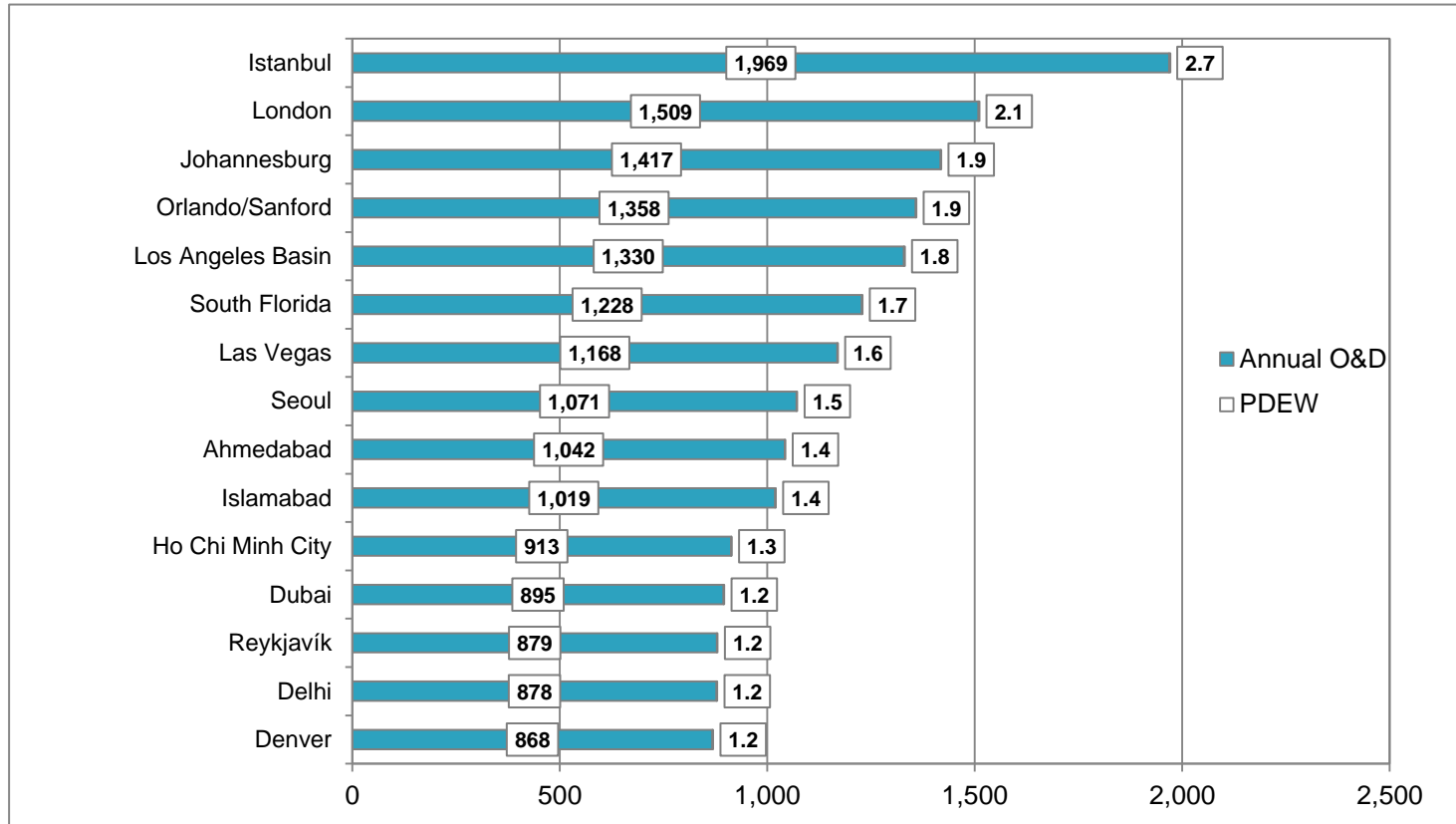
Distribution of Traffic among Airlines - Washington Dulles International Airport



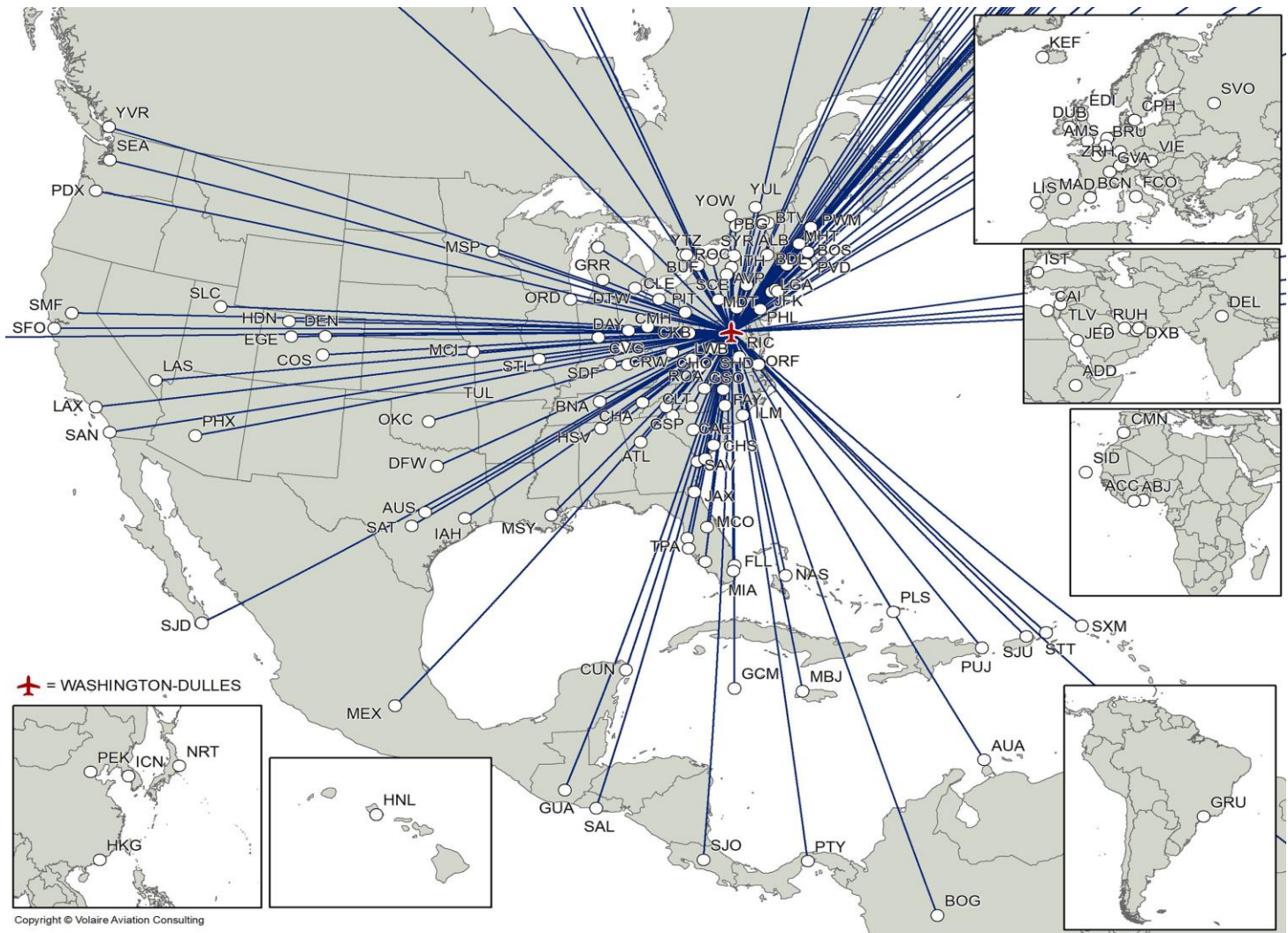
Distribution of Traffic among Airlines - Philadelphia International Airport



15 Largest O&D Markets and Average Fares - Washington Dulles International Airport



Nonstop Routes Flown - Washington Dulles International Airport



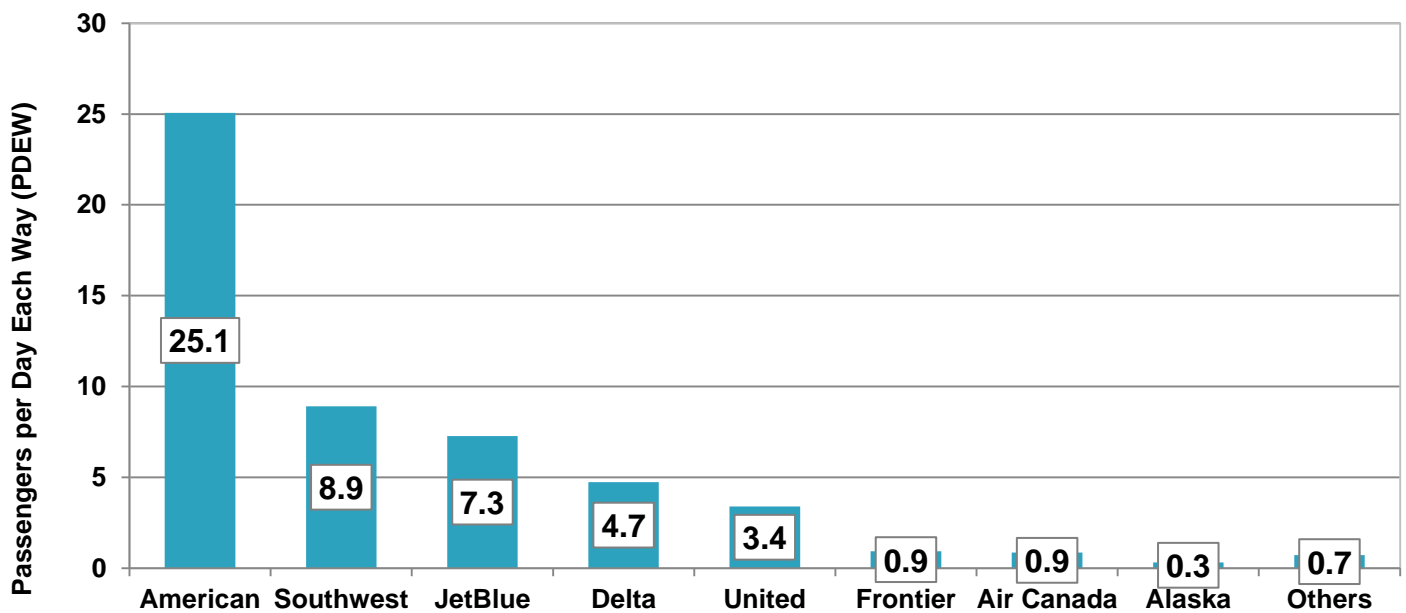
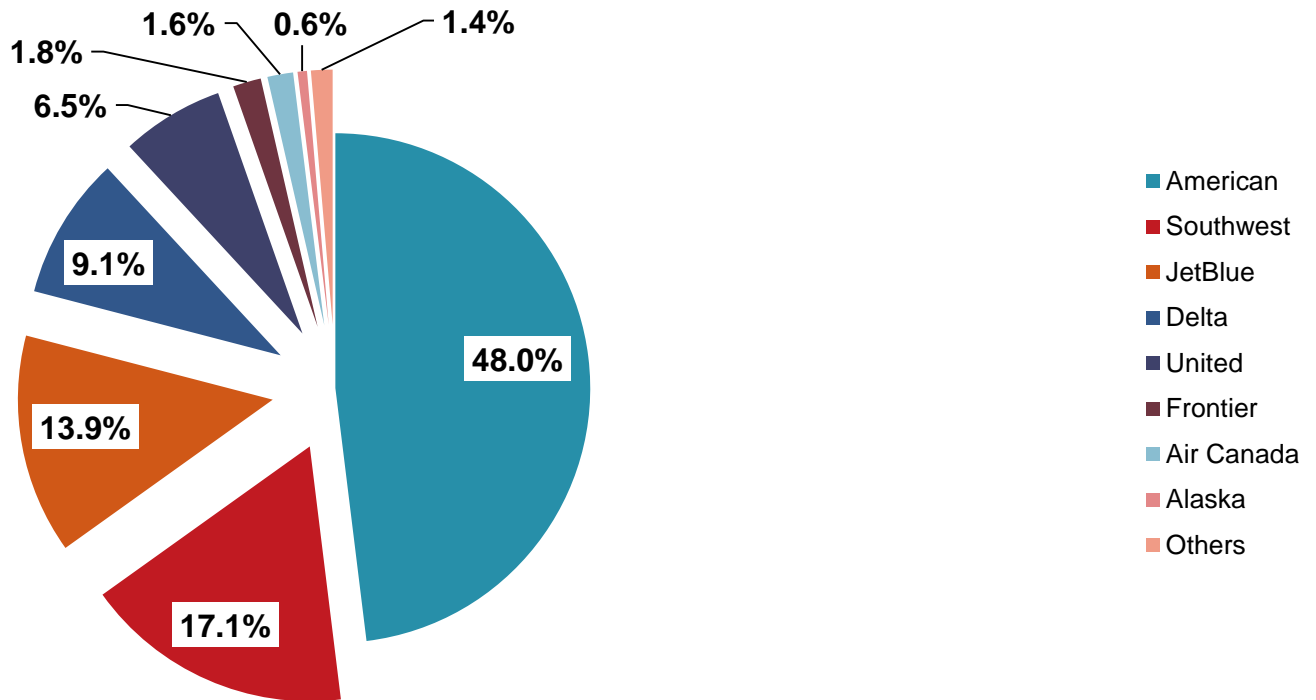
Airlines operated 147 nonstop routes from Washington Dulles in YE 4Q 2019

**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

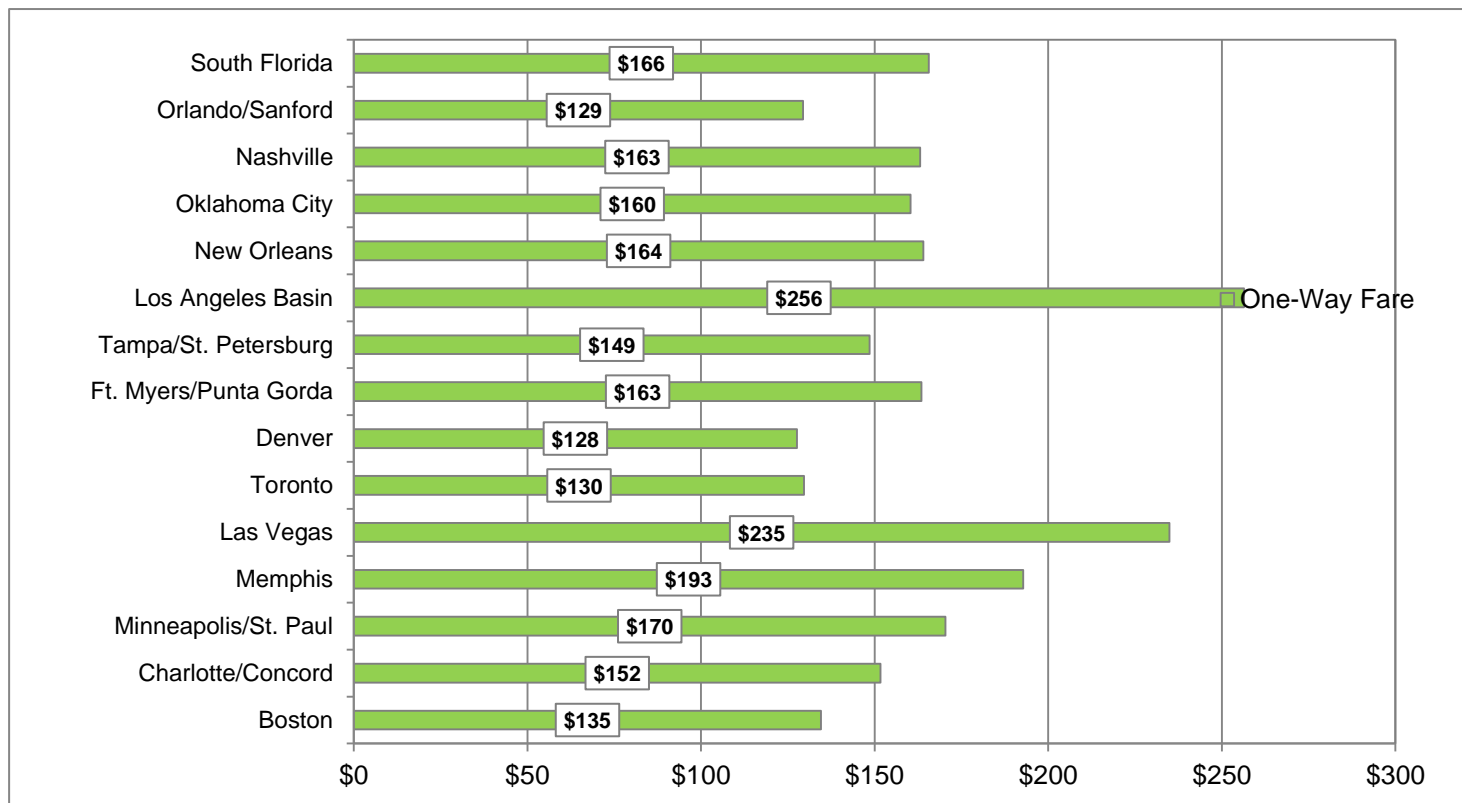
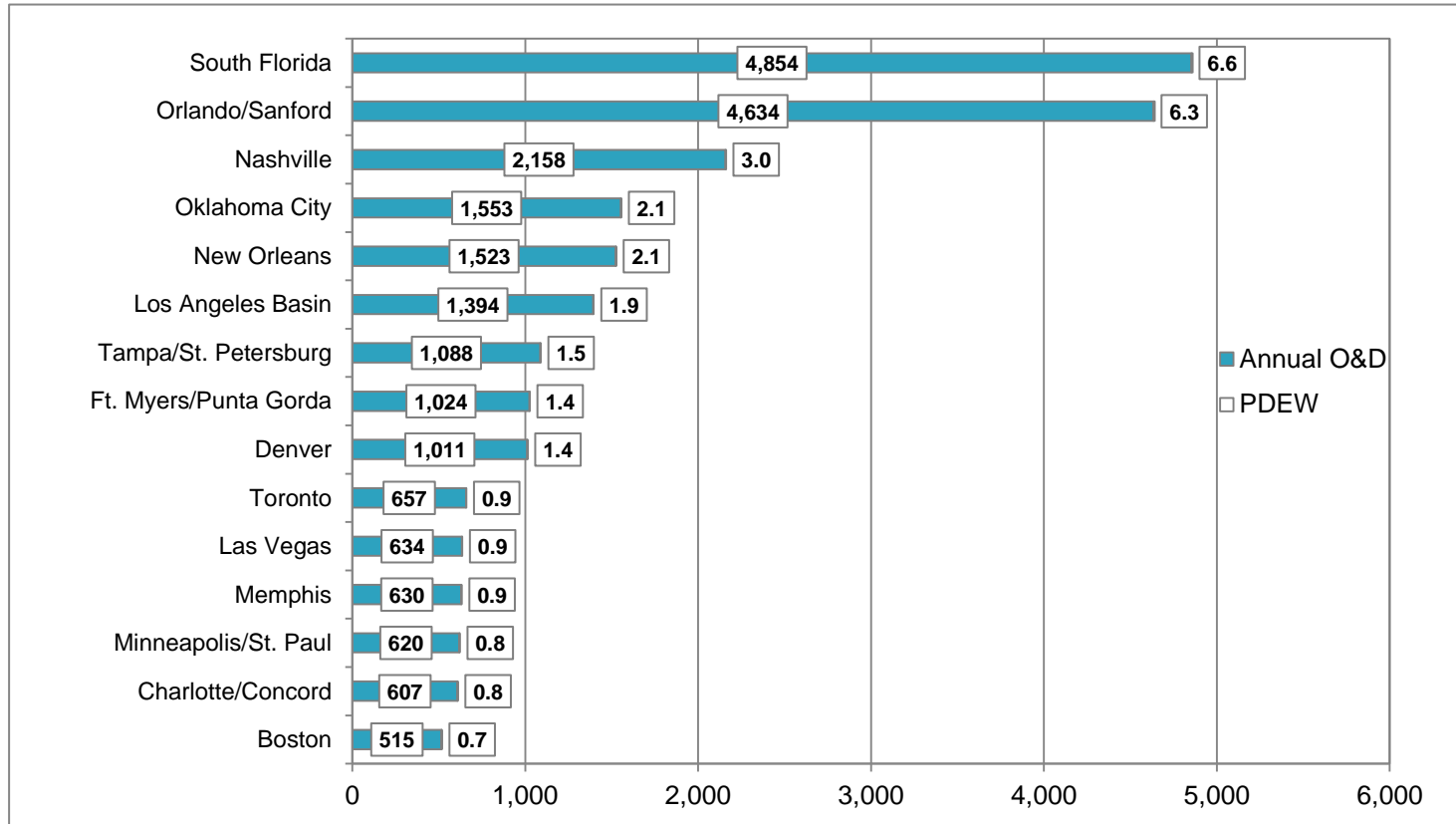
Market Size Rankings and Airline Detail - Washington Dulles International Airport

Rank	Metro Area	United		Delta		Turkish		Emirates		Etihad		All Carriers	
		PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare
1	Istanbul	0.2	\$618			2.4	\$1,019					2.7	\$974
2	London	1.0	\$603	0.3	\$520							2.1	\$574
3	Johannesburg			1.0	\$1,006			0.3	\$1,697			1.9	\$1,363
4	Orlando/Sanford	1.1	\$151	0.1	\$160							1.9	\$131
5	Los Angeles Basin	0.6	\$266									1.8	\$232
6	South Florida	1.2	\$177	0.1	\$179							1.7	\$174
7	Las Vegas	1.2	\$262	0.1	\$250							1.6	\$229
8	Seoul											1.5	\$1,142
9	Ahmedabad							0.1	\$763	0.9	\$601	1.4	\$623
10	Islamabad					0.2	\$1,763			0.4	\$1,763	1.4	\$1,294
11	Ho Chi Minh City	0.1	\$498					0.0	\$0			1.3	\$411
12	Dubai							1.1	\$1,379			1.2	\$1,378
13	Reykjavik											1.2	\$545
14	Delhi			0.1	\$761			0.3	\$863	0.2	\$44	1.2	\$982
15	Denver	0.8	\$233									1.2	\$199
16	San Salvadore			0.1	\$236							1.1	\$312
17	Lima											1.0	\$171
18	Paris	0.1	\$562	0.4	\$492							1.0	\$398
19	San Francisco Bay Area	0.5	\$361	0.1	\$266							0.9	\$320
20	Cairo											0.9	\$1,012
21	Karachi							0.1	\$878	0.5	\$940	0.9	\$771
22	Cancun	0.3	\$237	0.2	\$196							0.9	\$217
23	Austin	0.3	\$256	0.2	\$222							0.8	\$192
24	Mexico City	0.8	\$331									0.8	\$331
25	Manila	0.1	\$966					0.0	\$748	0.0	\$748	0.8	\$480
26	Khartoum					0.1	\$813	0.2	\$2,090			0.7	\$1,992
27	Lahore					0.1	\$705	0.1	\$649	0.4	\$705	0.7	\$625
28	Dublin											0.7	\$520
29	Tokyo	0.2	\$1,310									0.7	\$1,321
30	Anchorage	0.2	\$371	0.4	\$384							0.7	\$378
31	Amsterdam			0.2	\$510							0.7	\$537
32	St. Thomas	0.7	\$271									0.7	\$271
33	Tampa/St. Petersburg	0.6	\$172									0.6	\$171
34	Jeddah											0.6	\$1,202
35	Rome	0.1	\$630									0.6	\$483
36	Munich	0.2	\$704			0.2	\$746					0.6	\$584
37	Seattle/Everett	0.2	\$256	0.3	\$243							0.6	\$249
38	San Diego	0.5	\$318									0.5	\$314
39	Chennai							0.1	\$651	0.1	\$0	0.5	\$305
40	Bogata											0.5	\$461
41	Jacksonville	0.4	\$162									0.5	\$159
42	San Antonio	0.4	\$252									0.5	\$231
43	Dallas/Ft. Worth	0.3	\$235									0.5	\$234
44	Portland, OR	0.5	\$283									0.5	\$279
45	Tel Aviv	0.3	\$864			0.1	\$546					0.5	\$747
46	Moscow	0.0	\$999									0.5	\$1,038
47	Mumbai	0.0	\$945	0.1	\$578					0.0	\$365	0.5	\$699
48	Toronto	0.1	\$192									0.4	\$126
49	Knoxville	0.4	\$194									0.4	\$194
50	Charleston, SC	0.4	\$131									0.4	\$131
50 Largest Markets		14.0	\$321	3.5	\$553	3.0	\$1,034	2.2	\$1,276	2.6	\$785	47.1	\$598
Other Markets		7.5	\$379	1.1	\$429	0.6	\$569	0.8	\$431	0.4	\$616	22.9	\$501
All Markets		21.6	\$341	4.6	\$524	3.6	\$960	3.0	\$1,055	3.0	\$762	70.1	\$566

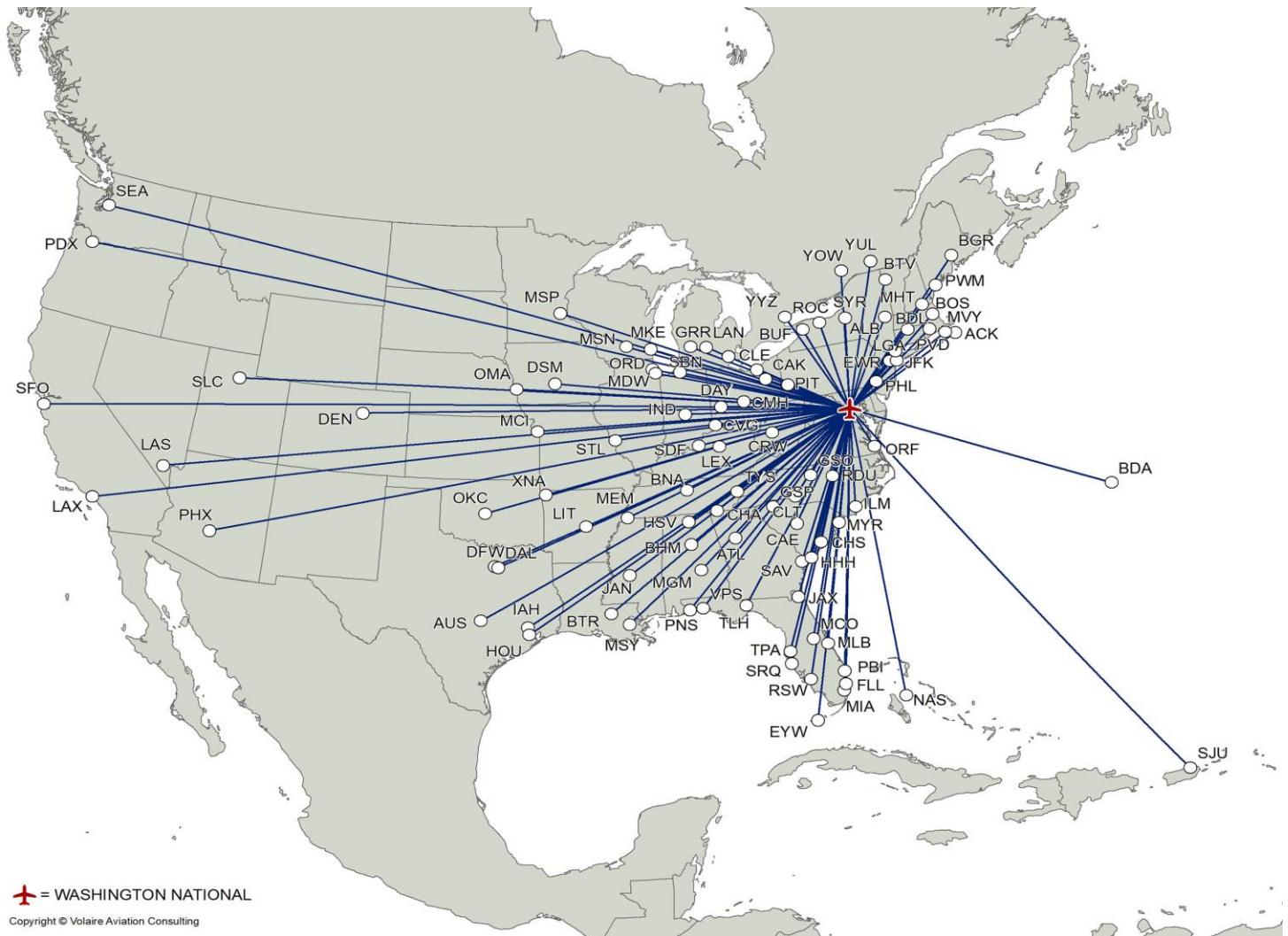
Distribution of Traffic among Airlines - Washington Reagan National Airport



15 Largest O&D Markets and Average Fares - Washington Reagan National Airport



Nonstop Routes Flown - Washington Reagan National Airport



Airlines operated 98 nonstop routes from Washington Reagan in YE 4Q 2019

**Salisbury Regional Airport
Leakage and Retention Study
Year-End Fourth Quarter 2019**

Market Size Rankings and Airline Detail - Washington Reagan National Airport

Rank	Metro Area	American		Southwest		JetBlue		Delta		United		All Carriers	
		PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare	PDEW	Fare
1	South Florida	2.5	\$182	0.9	\$135	3.1	\$160	0.1	\$179	0.1	\$177	6.6	\$166
2	Orlando/Sanford	2.3	\$129	1.5	\$123	1.7	\$122	0.4	\$160	0.4	\$151	6.3	\$129
3	Nashville	1.3	\$183	1.6	\$147							3.0	\$163
4	Oklahoma City	0.9	\$193	1.2	\$137							2.1	\$160
5	New Orleans	1.1	\$194	1.0	\$133							2.1	\$164
6	Los Angeles Basin	1.0	\$259	0.2	\$178			0.6	\$286			1.9	\$256
7	Tampa/St. Petersburg	0.6	\$164	0.6	\$140	0.3	\$135					1.5	\$149
8	Ft. Myers/Punta Gorda	0.6	\$166	0.0	\$148	0.7	\$159	0.1	\$203			1.4	\$163
9	Denver	0.2	\$193	0.1	\$156					0.2	\$233	1.4	\$128
10	Toronto	0.2	\$168									0.9	\$130
11	Las Vegas	0.4	\$258	0.2	\$180			0.2	\$250			0.9	\$235
12	Memphis	0.8	\$195	0.0	\$132							0.9	\$193
13	Minneapolis/St. Paul	0.2	\$162	0.0	\$107			0.4	\$182	0.2	\$165	0.8	\$170
14	Charlotte/Concord	0.8	\$152	0.0	\$96							0.8	\$152
15	Boston	0.4	\$139	0.0	\$100	0.3	\$126					0.7	\$135
16	Charleston, SC	0.3	\$137	0.0	\$144	0.2	\$101	0.1	\$168			0.7	\$132
17	Knoxville	0.6	\$205									0.6	\$205
18	San Juan	0.1	\$258	0.0	\$183	0.4	\$224					0.6	\$229
19	Columbia	0.5	\$184									0.5	\$184
20	South Texas	0.1	\$294	0.1	\$178					0.3	\$290	0.5	\$258
21	New York/Newark	0.2	\$150					0.4	\$163			0.5	\$159
22	San Francisco Bay Area			0.1	\$203			0.2	\$266	0.2	\$361	0.5	\$284
23	Jacksonville			0.0	\$127	0.2	\$112	0.3	\$176			0.5	\$154
24	Portland, ME	0.5	\$167									0.5	\$167
25	Myrtle Beach	0.4	\$165									0.4	\$165
26	Seattle/Everett	0.4	\$248	0.0	\$197							0.4	\$241
27	Burlington	0.4	\$173									0.4	\$173
28	Key West	0.4	\$278									0.4	\$278
29	Savannah	0.4	\$183									0.4	\$183
30	Anchorage							0.2	\$384	0.2	\$371	0.3	\$377
31	Columbus, OH	0.2	\$135	0.1	\$109							0.3	\$123
32	Chicago	0.1	\$185	0.1	\$139					0.2	\$200	0.3	\$181
33	Bangor	0.3	\$193									0.3	\$193
34	Guadalajara	0.1	\$201					0.0	\$183	0.1	\$207	0.3	\$184
35	Portland, OR			0.0	\$204			0.1	\$258	0.1	\$283	0.3	\$261
36	Quito	0.2	\$369					0.1	\$358			0.3	\$363
37	Houston			0.1	\$144					0.2	\$246	0.3	\$205
38	Tokyo	0.3	\$867									0.3	\$867
39	Sarasota	0.3	\$210									0.3	\$210
40	Omaha			0.2	\$145			0.1	\$200			0.3	\$165
41	Rochester									0.3	\$159	0.3	\$159
42	Bermuda	0.3	\$227									0.3	\$227
43	Gulfport							0.3	\$216			0.3	\$216
44	Abilene	0.3	\$281									0.3	\$281
45	Little Rock	0.2	\$218	0.0	\$155							0.2	\$209
46	Atlanta	0.2	\$173	0.1	\$115							0.2	\$160
47	Kansas City	0.1	\$198	0.1	\$168							0.2	\$180
48	Nassau			0.0	\$177	0.1	\$264	0.1	\$186			0.2	\$210
49	Madison	0.2	\$193									0.2	\$193
50	Detroit			0.0	\$99			0.2	\$152			0.2	\$152
50 Largest Markets		20.5	\$197	8.5	\$140	7.0	\$150	3.9	\$218	2.4	\$227	44.2	\$179
Other Markets		4.6	\$273	0.4	\$164	0.3	\$304	0.8	\$387	1.0	\$274	8.0	\$297
All Markets		25.1	\$211	8.9	\$141	7.3	\$157	4.7	\$246	3.4	\$241	52.2	\$197

