



A Glimpse at Tourism

Glenn Williamson, CEO

Visitors to Flagstaff – Visitor Origin



- 30% Arizona

- Phoenix 18.4%
- Scottsdale 8.8%
- Gilbert 5.9%
- Mesa 5.8%
- Glendale 5.6%

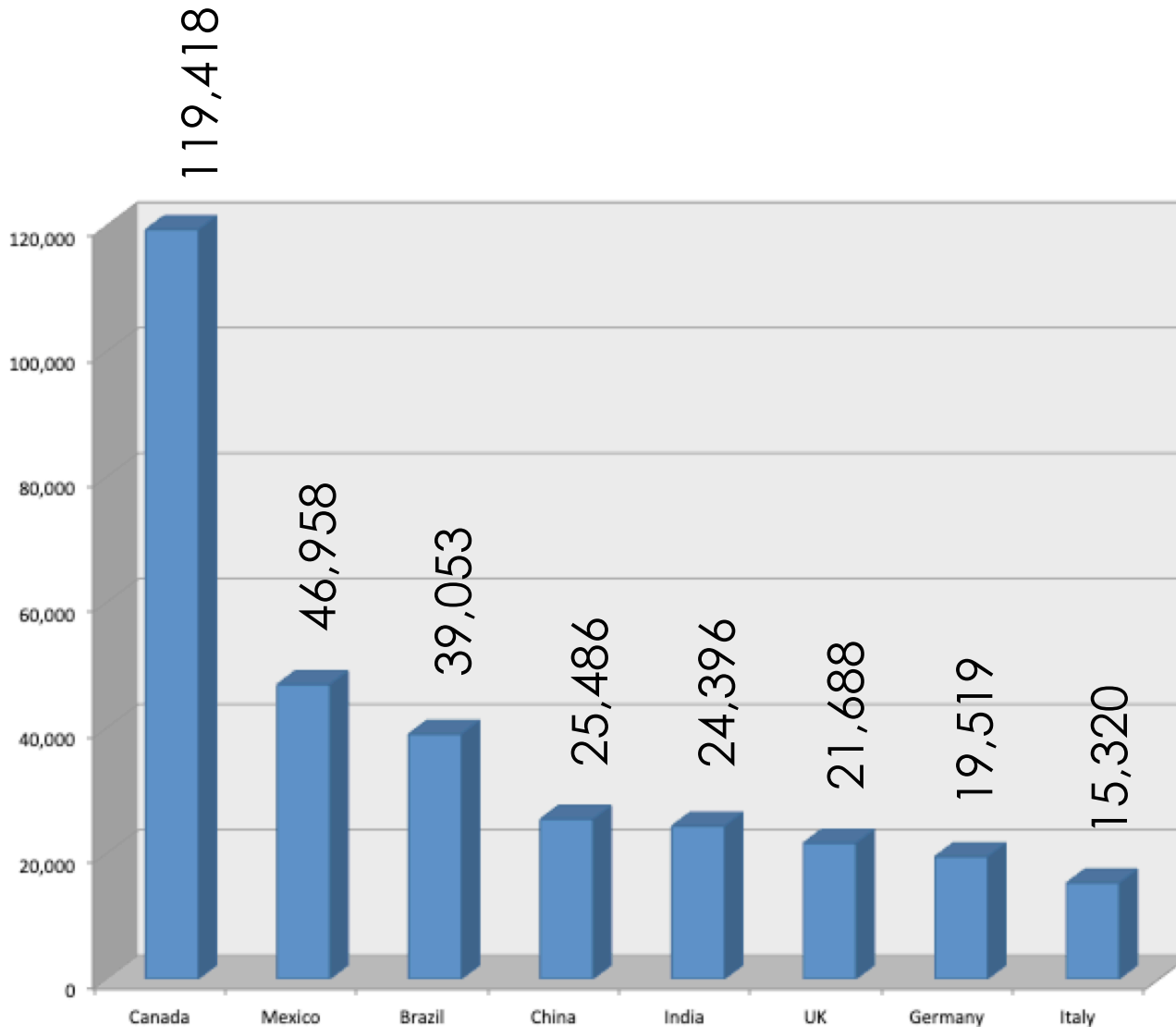
- 57% Other U.S. States

- California 14.3%
- Texas 6.8%
- Illinois 3.5%
- Wisconsin 3.3%
- Florida 2.7%

- 13% International

- **Canada 28.9%**
- United Kingdom 13.4%
- Australia 7.2%
- France 6.2%
- Germany 5.8%

Leading Country for Overstays



Canadian Traffic Through PHX

YTD Jan - Oct 2018 948,000

YTD Jan - Oct 2017 806,133

17.7% Increase!

Airport	City	Oct. 2017	Oct. 2018	% Change
YYC	Calgary	15,167	17,828	17.5%
YTO	Toronto	15,275	17,095	11.9%
YVR	Vanouver	14,212	15,751	10.8%
YEA	Edmonton	7,354	8,971	22.0%
YMQ	Montreal	4,259	5,735	34.7%
YXE	Saskatoon	830	1,782	114.7%
YWG	Winnipeg	1,749	1,745	-0.2%
YLW	Kelowna	670	1,104	64.7%
YQR	Regina	692	924	33.6%

2018 WestJet and Swoop



- Arizona
 - Overall Summary
 - 565,000 seats in 2018
 - 5-year growth +29%
 - Arizona-Canada Market Share
 - 51% of market capacity
 - WestJet is largest international carrier to Arizona in 2018
 - Arizona-International (ex U.S. carriers) Market Share
 - 43% of market capacity
 - WestJet is the largest international carrier to Arizona in 2018