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Grand Junction Regional Airport Authority

Date: March 12, 2024

Location:

GRAND JUNCTION REGIONAL AIRPORT 2828 WALKER FIELD DRIVE GRAND JUNCTION, CO 81506 AIRPORT TERMINAL - 3rd FLOOR CONFERENCE ROOM or Electronic Meeting Link: <u>https://us02web.zoom.us/j/81643708297?pwd=L0VBeTEzV0RuSVc1c25wS1Rha1RSZz09</u>

Time: 11:30 AM

REGULAR MEETING AGENDA

- I. Call to Order
- II. Pledge of Allegiance
- III. Approval of Agenda
- IV. Commissioner Comments
- V. Citizens Comments

The Grand Junction Regional Airport Authority welcomes respectful public comments at its meetings. The Citizens Comment section is open to all individuals that would like to comment. If you wish to speak under the Citizens Comment portion of the agenda, please e-mail your comment to the Board Clerk (boardclerk@gjairport.com) 15 minutes prior to the meeting. Comments not related to specific agenda items will be addressed during the citizen comment section of the agenda. Citizen comments related to a specific action item will be addressed during the discussion of that action item. The Board Chair will indicate when you may come forward and comment. Please state your name for the record. Presentations are limited to **three minutes** and yielding time to others is not permitted. Speakers are to address the Chair, not each other or the audience, and are expected to conduct themselves in an appropriate manner. The use of abusive or profane language shall not be allowed. No debate or argument between speakers and/or members of the audience shall be permitted.

VI. Consent Agenda

- A. February 13, 2024 Meeting Minutes
 - Approve the February 13, 2024 Board Meeting Minutes.

March 12, 2024

	В.	Title VI Non-Discrimination Policy	2
		- Adopt the Title VI Non-Discrimination Policy.	
	C.	2024 Airport Goals	3
		- Adopt the 2024 Goals for the Grand Junction Regional Airport.	
VII.	Actio	on	
	A.	Resolution No. 2024-02: Rates and Charges	4
		- Adopt Resolution No. 2024-02: Rates and Charges, effective May 1, 2024.	
VIII.	Staf	Reports	
	Α.	Executive Director Report (Angela Padalecki)	
	В.	Finance and Activity Report (Jennifer Kroeker)	5
IX.	Any	other business which may come before the Board	
х.	Exec	utive Session	

A. Executive Session for the purpose of considering personnel matters as authorized by Colorado Revised Statute Section 24-6-402(4)(f), specifically including the Executive Director's annual review, and employment contract.

XI. Adjournment



Grand Junction Regional Airport Authority Board Regular Board Meeting Meeting Minutes February 13, 2024

REGULAR BOARD MEETING

I. Call to Order

Ms. Linde Marshall, Board Vice Chairman, called the Meeting of the Grand Junction Regional Airport Authority Board to order at 11:30 AM on February 13, 2024 in Grand Junction, Colorado and in the County of Mesa. The meeting was hosted in the 3rd floor conference room as well as electronically.

Commissioners Present:	Guests:
Linde Marshall (Vice Chairman)	Colin Bible, Garver
Ron Velarde	Judd Hill, Lochner
Thaddeus Shrader	Jesse Fabula, Armstrong
Randall Reitz	Fred Suevel, CAF
Chris West	Rebeka Wagoner, Gensler
Cody Davis	Josie Hyde, Gensler
	Casey Johnson, Gensler
Airport Staff:	
Angela Padalecki (Executive Director)	
Dan Reimer (Counsel)	
Jennifer Warren	
Dylan Heberlein	
Kristina Warren	
Ben Peck	
Cameron Reece (Clerk)	
Brandon Mittan	
Liam Kincaid	
Preston Toborg	
Marco Carson	

II. Pledge of Allegiance

III. Approval of Agenda

February 13, 2024 Minutes – Page 1

Commissioner Reitz made a motion to approve the February 13, 2024 Board Agenda. Commissioner Shrader seconded the motion. Voice Vote: All Ayes; motion carries.

IV. Commissioner Comments

Commissioner Marshall commented and thanked staff for a successful Breeze Airlines Inaugural flight event.

V. Citizen Comments

No Citizen Comments were made

VI. Consent Agenda

A. January 16, 2024 Meeting Minutes

Approval of January 16, 2024 Board Meeting Minutes

Commissioner Davis made a motion to approve the Consent Agenda. Commissioner Shrader seconded the motion. Voice Vote: All Ayes; motion carries.

VII. Discussion

- A. Passenger Boarding Bridge 50% Drawing Review Gensler
- B. Operations Intern Presentation
- C. 2024 Goals

VIII. Staff Reports

- A. Executive Director Report (Angela Padalecki)
- B. Finance and Activity Report (Jennifer Kroeker)
- C. Capital Improvement Plan Update (Colin Bible)

IX. Any other business which may come before the Board

X. Executive Session

Commissioner Reitz made a motion to move into Executive session for the purpose of receiving legal advice on specific legal questions related to pending or threatened litigation, as authorized by Colorado Revised Statute Section 24-6-402(4)(b). Commissioner Shrader seconded the motion. Voice Vote: All Ayes; motion carried.

Commissioner West made a motion to move from Executive Session back into a public meeting. Commissioner Davis seconded the motion. Voice Vote: All Ayes; motion carried.

XI. Adjournment

The meeting adjourned at approximately 1:25pm

Audio recording of the complete meeting can be found at <u>https://gjairport.com/Board_Meetings</u>

Linde Marshall, Board Vice Chairman

ATTEST:

Cameron Reece, Clerk to the Board

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Grand Junction Regional Airport Authority

Agenda Item Summary

TOPIC:	Title VI Non-Discrim	ination Policy	
PURPOSE:	Information 🗆	Guidance 🗆	Decision 🗵
RECOMMENDATION:	Staff recommend a	doption of the Title VI No	on-Discrimination Policy
SUMMARY:	comprehensive Title triennial basis. The contracting, Title VI limited English prof updating the Airpor its approval at the e Executive Director, 1(u) of the Authorit A key element of th which is also manda will be subject to di funding; 2) every ef Authority programs discrimination assu	e VI Non-Discrimination F plan includes non-discrim complaint procedures, a iciency, among other req t's Title VI Plan, which w end of March. Once appro by virtue of the powers of y's Delegation of Authority's ated by the FAA. The poli scrimination under any p fort will be made to ensu- and activities; and 3) the rances from all those wit	and assistance for those with juirements. Staff is currently ill be submitted to the FAA for oved by the FAA, the delegated to her in Section ity, may adopt the plan. Title VI Policy Statement, cy assures that 1) no person program that receives DOT ure nondiscrimination in all e Authority will require non- h whom it has a contractual
	Staff recommend th	nat the Board approve th	of the Delegation of Authority is Title VI Policy.
REVIEWED BY:	Executive Director a	and Legal Counsel	
FISCAL IMPACT:	N/A, primarily a cor	npliance matter	
ATTACHMENTS:	Title VI Nondiscrimi	nation Policy	
STAFF CONTACT:	Angela Padalecki, E Office: 970.248.858		
	Email: apadalecki@	<u>gjairport.com</u>	

Grand Junction Regional Airport Authority Title VI Plan

<u>1. Title VI Policy Statement¹</u>

The Grand Junction Regional Airport Authority (the "Authority") assures that no person shall on the grounds of race, color, national origin (including limited English proficiency (LEP)), sex (including sexual orientation and gender identity), creed, or age, as provided by Title VI of the Civil Rights Act of 1964, the Civil Rights Restoration Act of 1987 (PL 100.259), Section 520 of the Airport and Airway Improvement Act of 1982, and related authorities (hereafter, "Title VI and related requirements"), be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under any program or activity that receives U.S. Department of Transportation (DOT) funding. Title VI also prohibits retaliation for asserting or otherwise participating in claims of discrimination.

The Authority further assures every effort will be made to ensure nondiscrimination in all of its programs and activities, whether those programs are federally funded or not. The Authority agrees, among other things, to understand the communities surrounding or in the flight path, as well as customers that use the airport. Anytime communities may be impacted by programs or activities the Authority will take action to involve them and the general public in the decision-making process.

The Authority requires nondiscrimination assurances, as prescribed by FAA, from each tenant, contractor, and concessionaire providing an activity, service, or facility at the airport. Assurances must be included in any related lease, contract, or franchise agreement between the Authority and each tenant, contractor, and concessionaire, as well as in any similar agreements with their own sub-tenants and sub-contractors.

Cameron Reece, available at 970.248.8594 and <u>creece@gjairport.com</u> is responsible for overseeing the Authority's compliance with Title VI and the point of contact for all airport Title VI matters and related responsibilities, including those required by 49 CFR Part 21.

Signature Angela Padalecki Executive Director **Effective Date**

[Effective Date plus 3 years] 3-Year Expiration Date

¹ This policy statement will be translated into languages other than English, upon request and based on patron and local language demographic

Grand Junction Regional Airport Authority

Agenda Item Summary

TOPIC:	2024 Airport Goals		
	·		
PURPOSE:	Information \Box	Guidance 🗆	Decision 🛛
RECOMMENDATION:	Adopt the 2024 Goals	for the Grand Junctic	on Regional Airport.
SUMMARY:	Refer to the attached	summary of 2024 Air	port Goals.
REVIEWED BY:	Executive Director		
FISCAL IMPACT:	N/A		
ATTACHMENTS:	2024 Airport Goal Sum	nmary	
STAFF CONTACT:	Angela Padalecki		
	apadalecki@gjairport.	<u>com</u>	
	Office: 970-248-8588		

Airport 2024 Objectives and Goals

1. Maintain Sustainable Air Service Growth

- a. Serve most passengers ever (beat 2021 record of 525,455)
- b. Increase seat capacity by 10% vs. 2023
- c. Retain all air service and restore DFW from 2 back to 3+ daily
- d. Secure new western hub destination by 2025
- e. Secure new eastern destination by 2026

2. Improve Airport Sustainability

- a. Maintain budget and schedule on RWY 11/29 replacement construction program and minimize operational impacts
- b. Optimize RWY 11/29 replacement program schedule with the FAA and other partners to promote efficiency
- c. Commence construction on terminal and Air Traffic Control (ATC) modernization and design for next phases
- d. Discrepancy-free compliance audits
- e. Create efficient system for managing ground leases
- f. Design baggage screening improvements
- g. Maintain competitive airline rates and charges for 2024 and 2025; <\$10 cost per enplanement (CPE)
- h. Define Airport Sustainability Goals
- i. Create comprehensive 10-year CIP with funding plan

3. Advance Airport Development

- a. Procure and execute new rental car leases
- b. RFI for hangar development
- c. Help existing tenants expand

4. Increase Employee Engagement

- a. Rebuild Airport Finance & Administration team
- b. Invest in employee training and development
- c. Boost cross training and business continuity
- d. Develop plan for employee support space
- e. Maintain low turnover

5. Maintain High Community Engagement

- a. Deploy new airport website
- b. Work collaboratively within the community to bring the airport to more people
- c. Continue hosting community events on airport: United Way *Plane Tow and Throw,* Air Show

Grand Junction Regional Airport Authority

Agenda Item Summary

TOPIC:	Resolution No. 2024-	02 to Approve Rates and C	harges
PURPOSE:	Information \Box	Guidance 🗆	Decision 🛛
RECCOMENDATION:	Adopt Resolution No 2024.	. 2024-02: Amending Rates	and Charges, effective May 1,
SUMMARY:	cover the costs of op are collected by Wes basis. Commercial air instead of a fuel flow since 2007, and staff airfield projects and p	erating and maintaining the t Star and remitted back to lines, on the other hand, a age fee. The fuel flowage f have assumed no rate cha planned for the long-term o	re charged a landing fee ee at GJT has not changed nges as it has invested in capital improvement program.
	as the Fixed Based Op \$0.2017/gallon to red This was memorialize Junction Regional Air incorporated into the recommends amend	perator (FBO) at the airpor cover costs for airport-func ed in an agreement betwee port Authority Board. How e published Airport Rates a	en West Star and the Grand vever, the increase was never nd Charges document. Staff d Charges to accurately reflect
	military to \$0.18/gall benchmarked GJT fue found that most offe	el flowage rates against oth red a reduced rate. Fuel flo or \$228K in 2023 at the \$0.2	vage fee charged to the me of fuel purchased. Staff ner airports in the region and owage fee revenue from the 2017 rate; revenues would
REVIEWED BY:	Executive Director an	id Legal Counsel	
FISCAL IMPACT:	The 2024 Adopted Bu	udget reflects these anticip	pated changes
ATTACHMENTS:	Board Resolution 202	24-02: Rates and Charges	
STAFF CONTACT:	Angela Padalecki apadalecki@gjairpor	t.com	

RESOLUTION NO. 2024-02 RESOLUTION OF THE BOARD OF COMMISSIONERS AMENDING RATES AND CHARGES FOR GRAND JUNCTION REGIONAL AIRPORT

WHEREAS, the Grand Junction Regional Airport Authority ("GJRAA") is the owner and operator of the Grand Junction Regional Airport ("Airport") located in Grand Junction, Colorado; and

WHEREAS, the Colorado Public Airport Authority Act, (C.R.S. § 41-3-106(1)(h)), authorizes GJRAA to "exact and require charges, fees, and rentals, together with a lien to enforce the payment"; and

WHEREAS, federal law (49 U.S.C. § 40116(e)(2)), recognizes the right of an airport proprietor to impose "reasonable rental charges, landing fees, and other service charges from aircraft operators for using airport facilities"; and

WHEREAS, federal law (49 U.S.C. § 47107(a)(13)) and GJRAA's contractual commitments to the federal government require that GJRAA "maintain a schedule of charges for use of facilities and services at the airport that will make the airport as self-sustaining as possible under the circumstances existing at the airport, including the volume of traffic and economy of collection"; and

WHEREAS, the federal government does not set the level of fees charged at airports (49 U.S.C. § 47129(a)(3)), but is authorized to adjudicate disputes as to whether a fee is reasonable and not unjustly discriminatory; and

WHEREAS, the GJRAA adopted the most recent schedule of rates and charges by Resolution 2023-16, effective January 1, 2024, and wishes to amend the schedule of rates and charges to standardize the fuel flowage fee and to discount the fuel flowage fee for military aircraft, based on the high volume of fuel sold to the military at the Airport.

NOW, THEREFORE, by this Resolution, the Board hereby resolves and directs as follows:

1. Section IV.A (Fuel Flowage Fees) in the Schedule of Rates and Charges is hereby deleted and replaced in its entirety as follows:

A. Fuel Flowage Fees

Fuel providers and self-fuelers shall pay a fuel flowage fee to GJRAA on all fuel sold or dispensed at the Airport into general aviation, government and miliary aircraft. Unless specified in an airline use and lease agreement or airline operating agreement, commercial airlines operating out of the terminal building are excluded from fuel flowage fees.

The following fuel flowage fees apply:

Туре	Fuel Flowage Fee (Per Gallon)
Avgas	\$0.2017
Jet A	\$0.2017
Military	\$0.1800

Fuel providers and self-fuelers shall be deemed to owe a fuel flowage fee to GJRAA on the date the fuel is delivered or dispensed into an aircraft. Fuel providers and self-fuelers shall pay the fuel flowage fee required hereunder to GJRAA within thirty (30) days following the end of each calendar month in which fuel is dispensed into an aircraft.

- 2. The change in fuel flowage fees provided herein shall be effective as of May 1, 2024.
- 3. This replacement provision on fuel flowage fees shall be included in the next comprehensive update to the Schedule of Rates and Charges.
- 4. Except as expressly set forth herein, all other terms and conditions of Resolution 2023-16, including the Schedule of Rates and Charges, shall remain in effect.

PASSED AND ADOPTED this 12th day of March, 2024.

Board Members Voting AYE

Board Members Voting NAY

GRAND JUNCTION REGIONAL AIRPORT AUTHORITY

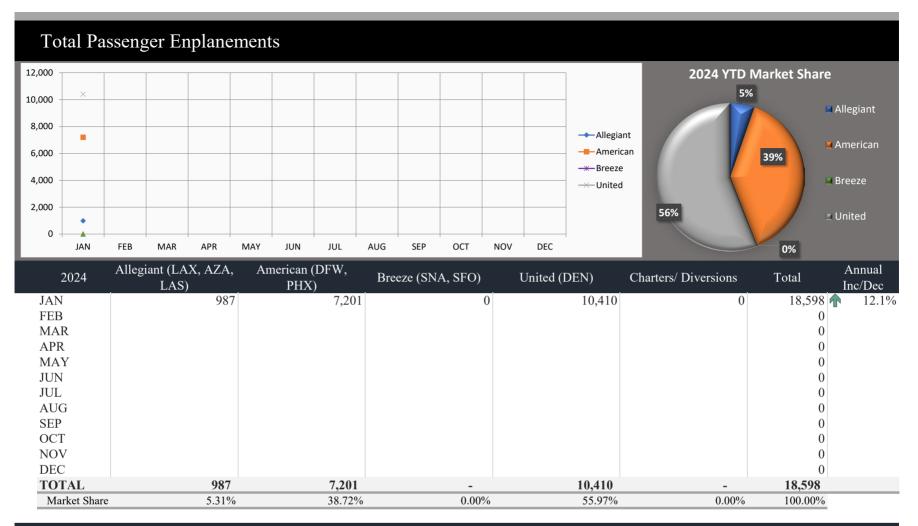
ATTEST:

Chairman

Clerk

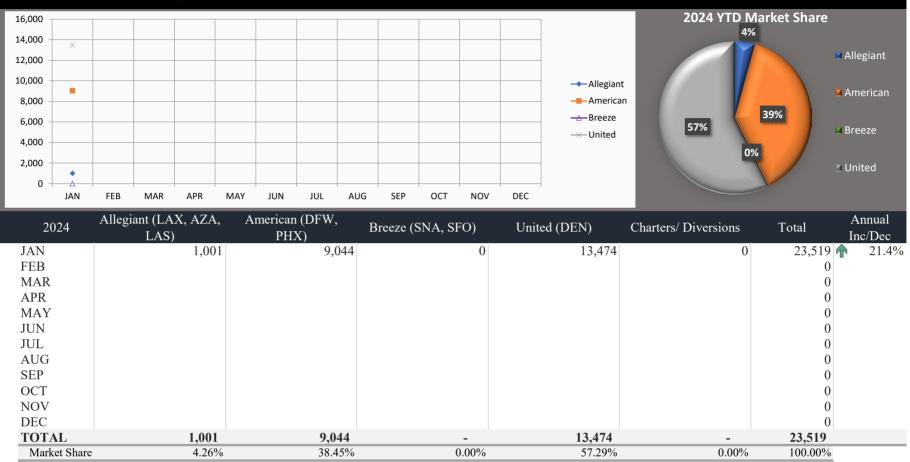
GRAND JUNCTION REGIONAL AIRPORT

January2024DATA & STATISTICS

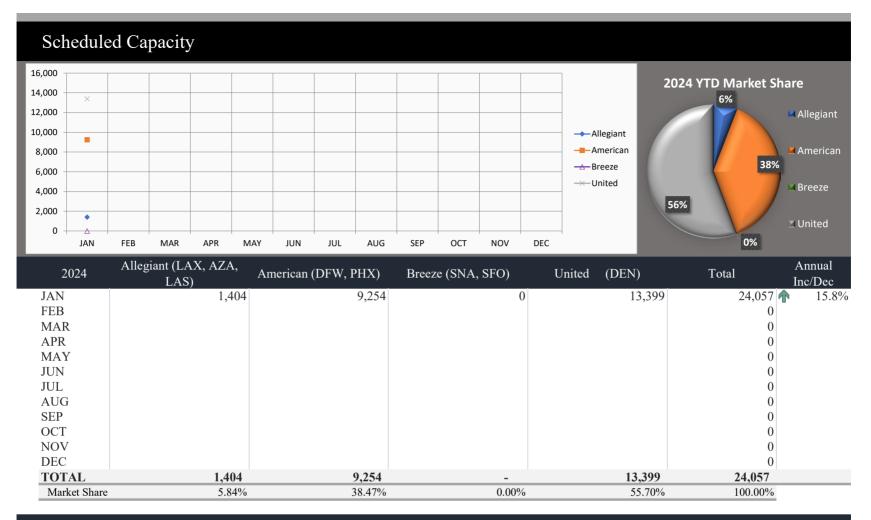


2023	Allegiant (LAX, AZA, LAS)	American (DFW, PHX)	Breeze (SNA, SFO)	United (DEN)	Charters/ Diversions	Total
JAN	932	8,545	0	7,110	0	16,587
FEB	1,507	9,479	0	7,326	108	18,420
MAR	2,512	8,687	0	8,886	0	20,085
APR	1,790	10,063	0	10,339	0	22,192
MAY	1,587	10,848	0	11,221	0	23,656
JUN	1,663	9,246	0	9,285	0	20,194
JUL	2,571	10,062	0	9,280	0	21,913
AUG	1,303	9,171	0	9,826	0	20,300
SEP	893	10,032	0	12,388	0	23,313
OCT	1,074	11,220	0	11,501	0	23,795
NOV	980	8,490	0	11,535	0	21,005
DEC	1,041	7,932	0	10,877	0	19,850
TOTAL	17,853	113,775	-	119,574	108	251,310
Market Share	7.10%	45.27%	0.00%	47.58%	0.04%	100.00%

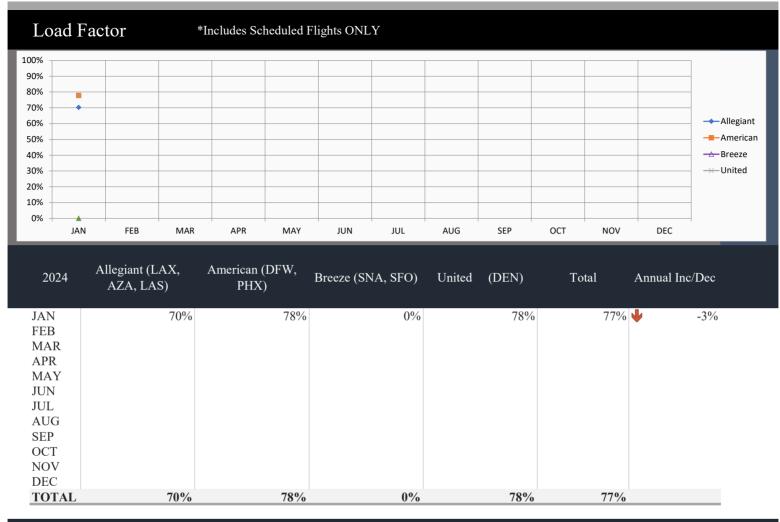
Total Passenger Deplanements



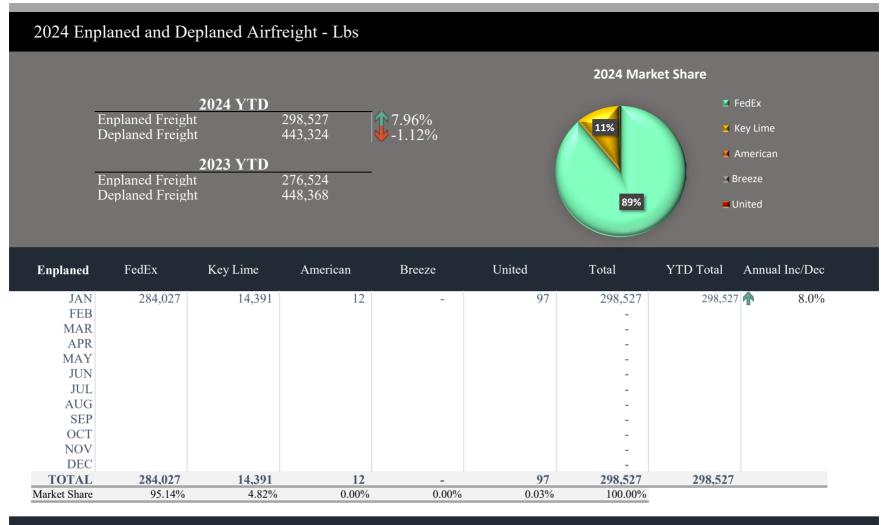
2023	Allegiant (LAX, AZA, LAS)	American (DFW, PHX)	Breeze (SNA, SFO)	United (DEN)	Charters/ Diversions	Total
JAN	900	8,617	0	9,727	131	19,375
FEB	1,529	9,723	0	8,164	265	19,681
MAR	2,259	10,202	0	10,820	202	23,483
APR	1,827	10,498	0	10,453	54	22,832
MAY	1,683	10,837	0	10,761	0	23,281
JUN	1,683	9,194	0	9,776	2	20,655
JUL	2,792	9,595	0	9,006	0	21,393
AUG	1,345	9,124	0	9,897	0	20,366
SEP	796	9,615	0	11,834	0	22,245
OCT	1,050	10,451	0	11,176	0	22,677
NOV	960	8,262	0	11,333	0	20,555
DEC	992	8,386	0	11,724	0	21,102
TOTAL	17,816	114,504	-	124,671	654	257,645
Market Share	6.91%	44.44%	0.00%	48.39%	0.25%	100.00%



2023	Allegiant (LAX, AZA, LAS)	American (DFW, PHX)	Breeze (SNA, SFO)	United (DEN)	Total
JAN	1,446	11,096	0	8,230	20,772
FEB	2,112	13,749	0	8,262	24,123
MAR	3,102	13,908	0	10,846	27,856
APR	2,826	13,300	0	10,980	27,106
MAY	2,334	13,057	0	12,418	27,809
JUN	3,078	11,091	0	11,424	25,593
JUL	3,546	12,727	0	11,214	27,487
AUG	1,794	13,628	0	11,218	26,640
SEP	1,278	11,972	0	14,112	27,362
OCT	1,404	12,212	0	12,106	25,722
NOV	1,269	10,053	0	12,716	24,038
DEC	1,448	9,912	0	12,990	24,350
TOTAL	25,637	146,705	-	136,516	308,858
Market Share	8.30%	47.50%	0.00%	44.20%	100.00%



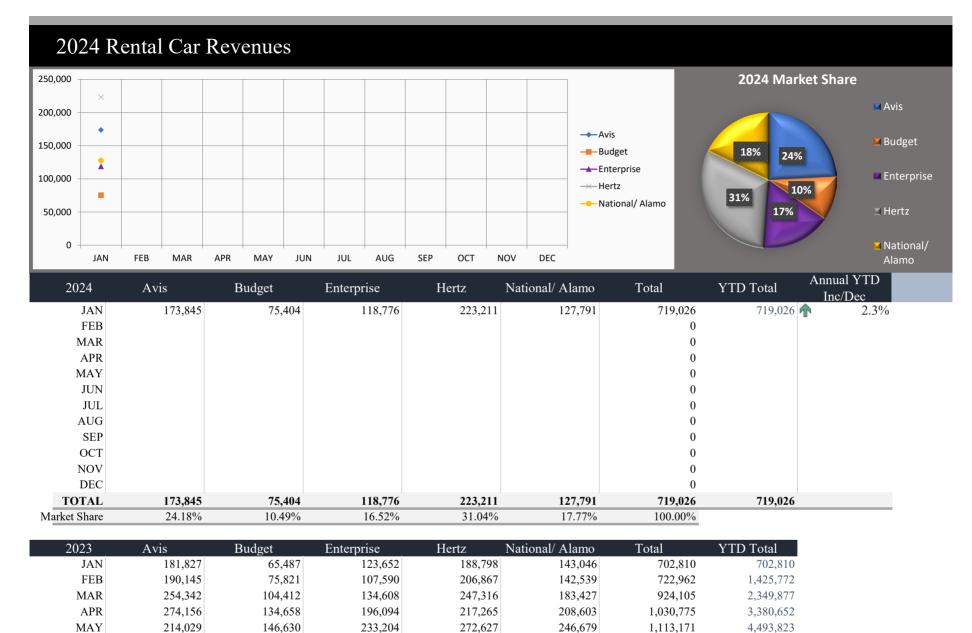
2023	Allegiant (LAX, AZA, LAS)	American (DFW, PHX)	Breeze (SNA, SFO)	United (DEN)	Total
JAN	64%	77%	0%	86%	80%
FEB	71%	69%	0%	89%	76%
MAR	81%	62%	0%	82%	72%
APR	63%	76%	0%	91%	81%
MAY	68%	83%	0%	90%	85%
JUN	54%	83%	0%	77%	77%
JUL	73%	79%	0%	81%	79%
AUG	73%	67%	0%	83%	74%
SEP	70%	84%	0%	88%	85%
OCT	76%	92%	0%	94%	92%
NOV	77%	84%	0%	91%	87%
DEC	72%	80%	0%	84%	82%
TOTAL	70%	78%	0%	86%	81%



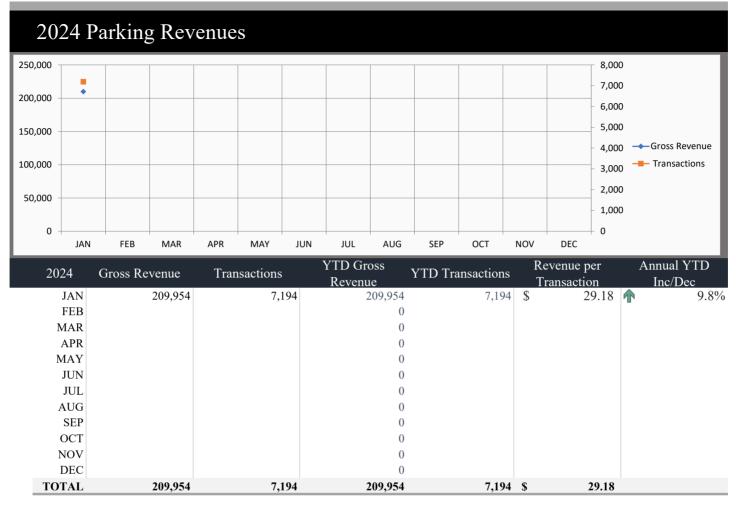
Deplaned	FedEx	Key Lime	American	Breeze	United	Total	YTD Total	Month over Month Inc/Dec
JAN	375,391	65,372	380	-	2,181	443,324	443,324	↓ -1.1%
FEB						-		
MAR						-		
APR						-		
MAY						-		
JUN						-		
JUL						-		
AUG						-		
SEP						-		
OCT						-		
NOV						-		
DEC						-		
TOTAL	375,391	65,372	380	-	2,181	443,324	443,324	
Market Share	84.68%	14.75%	0.09%	0.00%	0.49%	100.00%		

2024 Aircraft Operations

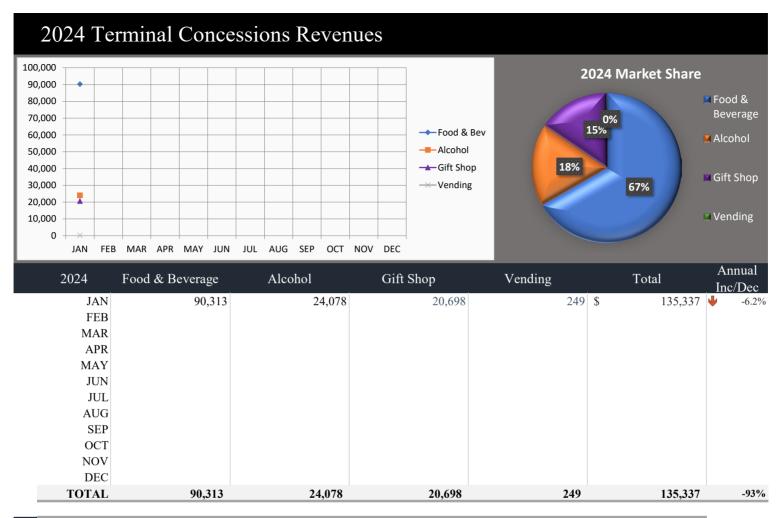
			Itineran	t					
2024	Air Carrier	Air Taxi	General Aviation	Military	TOTAL ITINERANT	Local Civilian	Local Military	TOTAL LOCAL	TOTAL
JAN		456	1,839	98	3,022	2,080	36	2,116	5,138
FEB					0			0	0
MAR					0			0	0
APR					0			0	0
MAY					0			0	0
JUN					0			0	0
JUL					0			0	0
AUG					0			0	0
SEP					0			0	0
OCT NOV					0 0			0	0
DEC					0			0 0	0 0
TOTAL	629	456	1,839	98	3,022	2,080	36	2,116	5,138
Historical							2023-2024	2,110	3,130
Data	2019	2020	2021	2022	2023	2024	Inc/Dec		
JAN	3,425	3,713	4,904	4,477	4,054	5,138	1 26.74%		
FEB	3,473	4,378	4,195	4,672	3,457	-			
MAR	4,119	3,241	4,710	4,636	4,390	-			
APR	,	2,436	4,238	4,357	4,538	-			
MAY	4,075	3,826	4,514	5,235	4,440	-			
JUN	,	4,588	5,000	4,785	4,473	-			
JUL	4,348	4,784	5,014	4,039	5,356	-			
AUG	,	5,436	4,858	4,983	5,250	-			
SEP	3,941	4,777	5,355	4,890	6,450	-			
OCT		5,216	5,095	5,171	5,690	-			
NOV	,	4,612	4,841	3,974	5,078	-			
DEC		4,532	4,269	3,746	6,135	-			
TOTAL	47,339	51,539	56,993	54,965	59,311	5,138			



MAY	214,029	146,630	233,204	272,627	246,679	1,113,171	4,493,823
JUN	220,371	155,734	214,896	351,403	195,591	1,137,994	5,631,817
JUL	216,754	165,221	204,004	369,830	207,560	1,163,369	6,795,186
AUG	240,821	157,859	184,695	345,047	209,632	1,138,054	7,933,240
SEP	294,294	149,806	284,758	336,892	244,914	1,310,664	9,243,904
OCT	265,920	170,534	271,416	344,468	277,885	1,330,223	10,574,127
NOV	152,239	72,211	174,950	233,775	153,820	786,995	11,361,122
DEC	117,840	63,949	134,389	194,173	119,753	630,104	11,991,226
TOTAL	2,622,738	1,462,322	2,264,256	3,308,461	2,333,449	11,991,226	
Market Share	21.87%	12.19%	18.88%	27.59%	19.46%	100.00%	



2023	Gross Revenue	Transactions	YTD Gross Revenue	YTD Transactions	Revenue per Transaction	
JAN	182,662	6,875	182,662	6,875	\$ 26.57	
FEB	201,062	7,137	383,724	14,012	\$ 28.17	
MAR	214,738	8,079	598,462	22,091	\$ 26.58	
APR	243,795	8,458	842,257	30,549	\$ 28.82	
MAY	250,617	9,550	1,092,874	40,099	\$ 26.24	
JUN	183,350	8,396	1,276,224	48,495	\$ 21.84	
JUL	178,577	8,650	1,454,801	57,145	\$ 20.64	
AUG	178,228	7,882	1,633,029	65,027	\$ 22.61	
SEP	199,599	8,268	1,832,628	73,295	\$ 24.14	
OCT	239,876	10,128	2,072,504	83,423	\$ 23.68	
NOV	227,874	7,983	2,300,378	91,406	\$ 28.54	
DEC	217,878	8,356	2,518,256	99,762	\$ 26.07	
TOTAL	2,518,256	99,762	2,518,256	99,762	\$ 25.24	



2023	Food & Beverage	Alcohol	Gift Shop	Vending	Total
JAN	94,581	27,001	22,149	542	\$ 144,273
FEB	93,333	27,432	21,176	525	\$ 142,465
MAR	102,174	35,647	24,536	433	\$ 162,790
APR	111,201	35,582	27,274	344	\$ 174,402
MAY	106,032	36,213	30,735	316	\$ 173,296
JUN	105,070	28,173	28,665	271	\$ 162,180
JUL	111,353	31,433	31,937	237	\$ 174,960
AUG	104,513	31,181	32,036	279	\$ 168,008
SEP	102,355	34,840	34,470	260	\$ 171,925
OCT	105,895	37,553	32,609	233	\$ 176,290
NOV	87,515	31,440	25,939	236	\$ 145,131
DEC	79,536	27,439	24,070	292	\$ 131,337
TOTAL	1,203,560	383,933	335,597	3,968	1,927,057
Market Share	62%	20%	17%	0%	100%