

Duluth International Airport Air Service Update

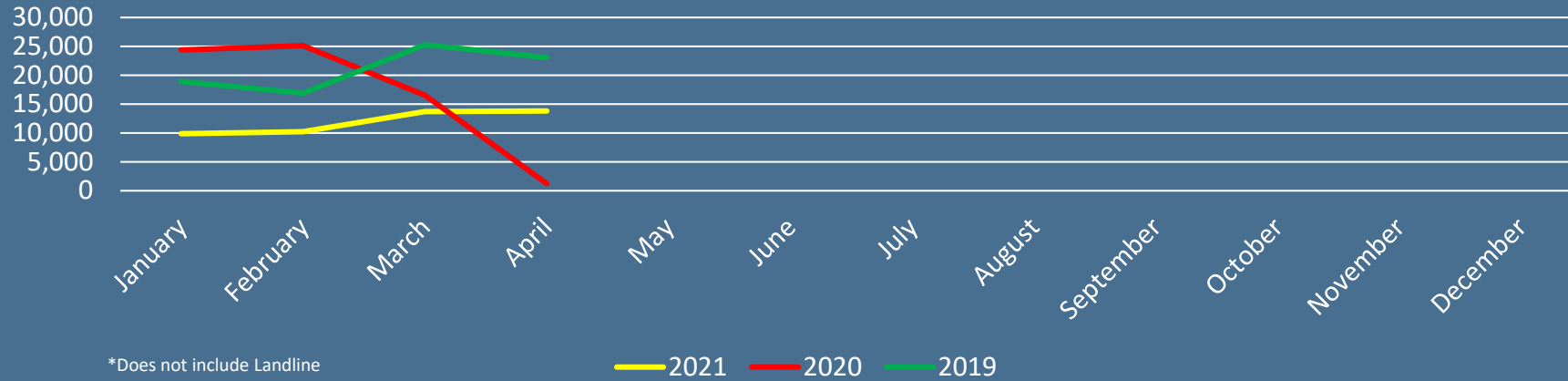
DAA Board Meeting
18MAY21



DULUTH INTERNATIONAL AIRPORT

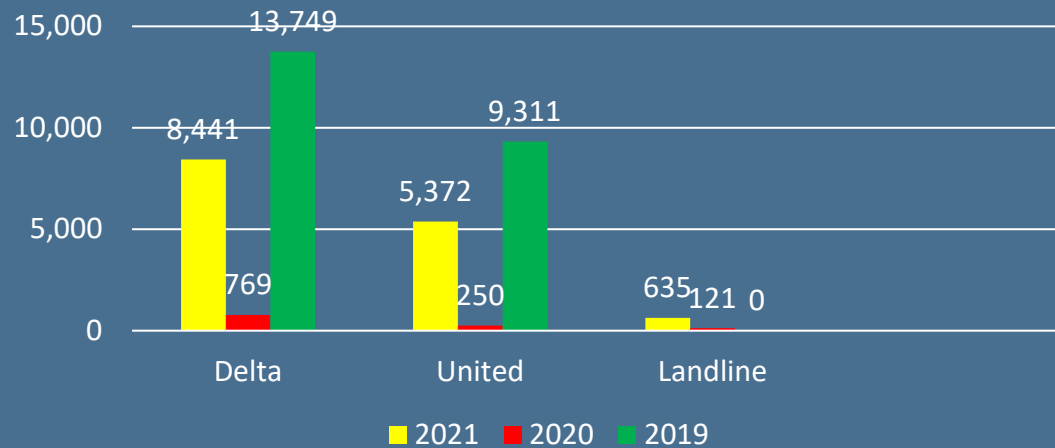
Travel Globally. Fly Locally.

Total Passengers

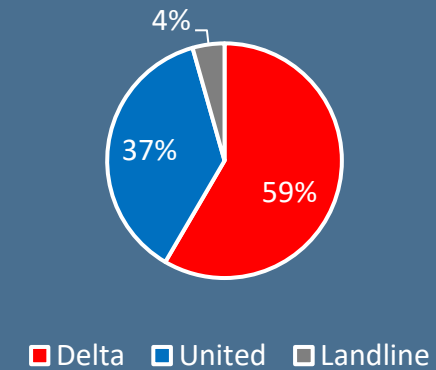


- FY20 enplanements finished AVG -60% (FY19)
- April enplanements -42% (APR 19)

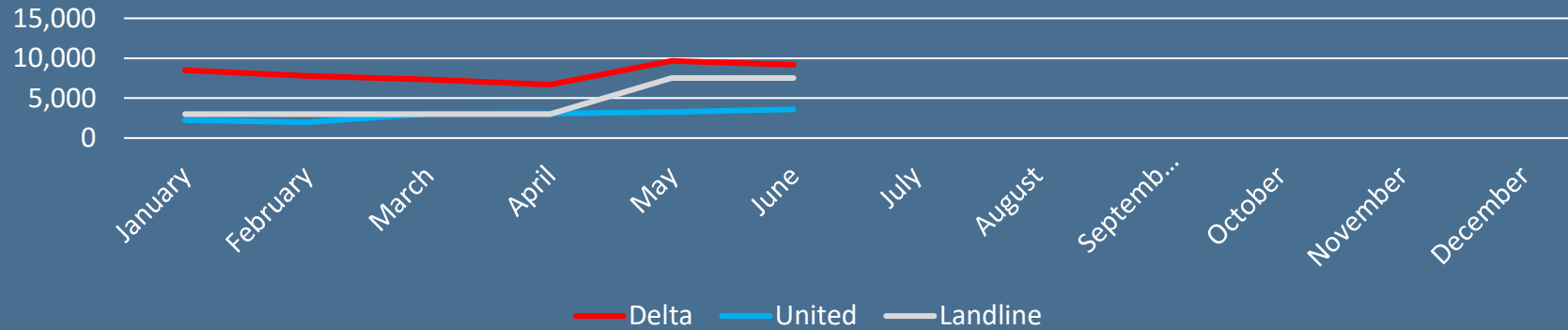
April Passengers by Airline



April Airline Market Share By Passengers

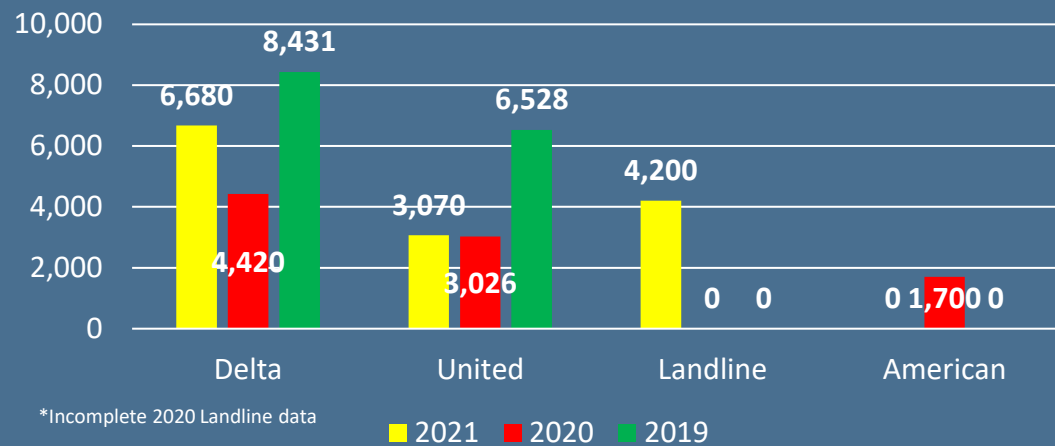


Total Seats

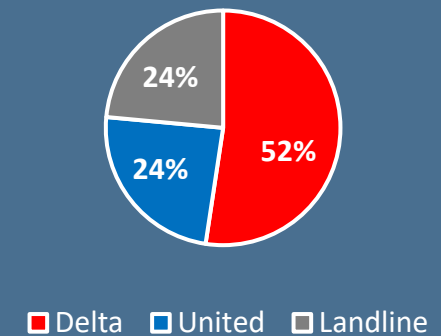


- DL has a 2:1 capacity lead over UA
- Landline's has 37% more capacity than UA at DLH
- Will take the rest of the FY to normalize

April Seats by Airline



Airline Market Share By Seats



Air Service New and Notes

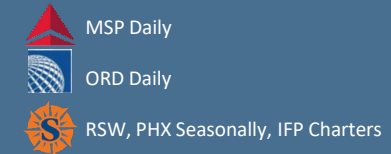
National Notes

- TSA screenings 1.7 million pax twice in the last week (pandemic highs)
 - 71% of 2019
- Load factors at 75%
- Bookings up 40% since the beginning of the year
- Delta capacity down 26% compared to 2019
- United capacity down 41% compared to 2019

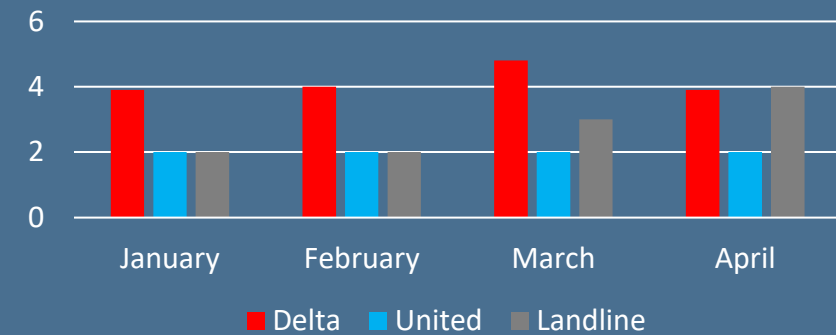
Local Notes

- UA continues with their conservative approach to capacity. Approx 126 seats per day on 2 freqs.
- June 2, UA drops to 100 seats per day on 2 freqs
- July, UA increases 176 seats per day on 3 freqs
- DL increases to 6 freqs per day beginning May 5. Approx 352 seats per day.
- June 5, DL drops 52 seats per day while maintaining 6 freqs. (exclusive use of 50 seaters)

Route Map



Daily Frequencies by Airline



Duluth International Airport Key Activity Metrics Global Pandemic Recovery



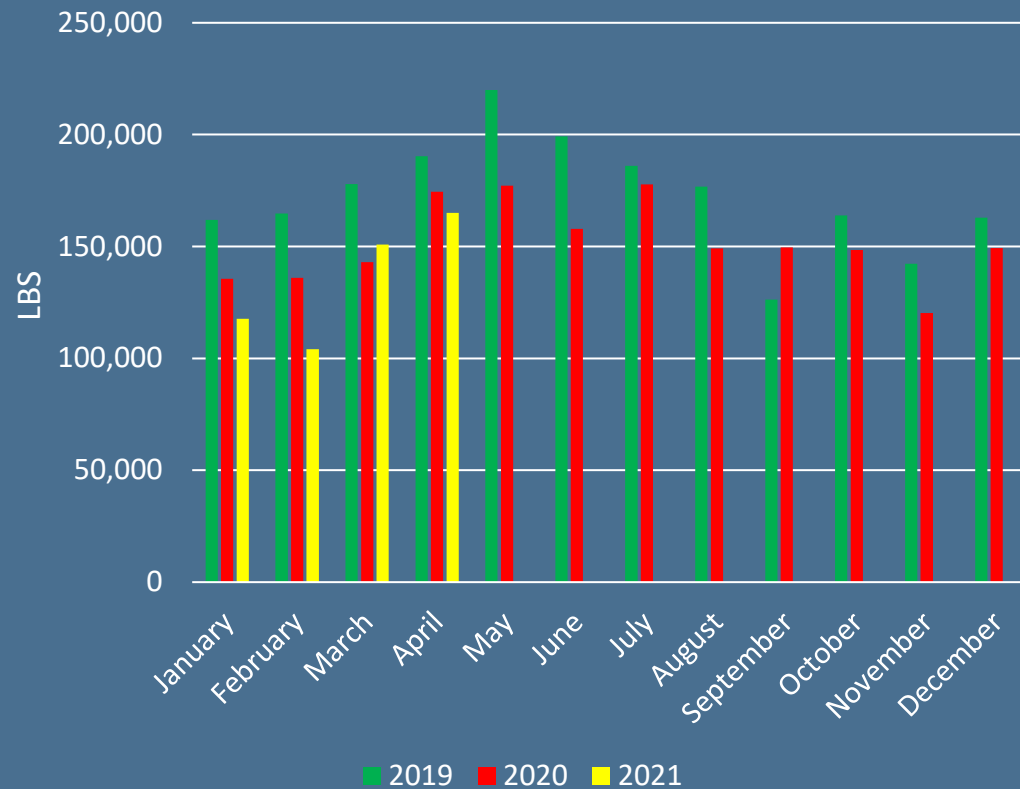
DULUTH INTERNATIONAL AIRPORT

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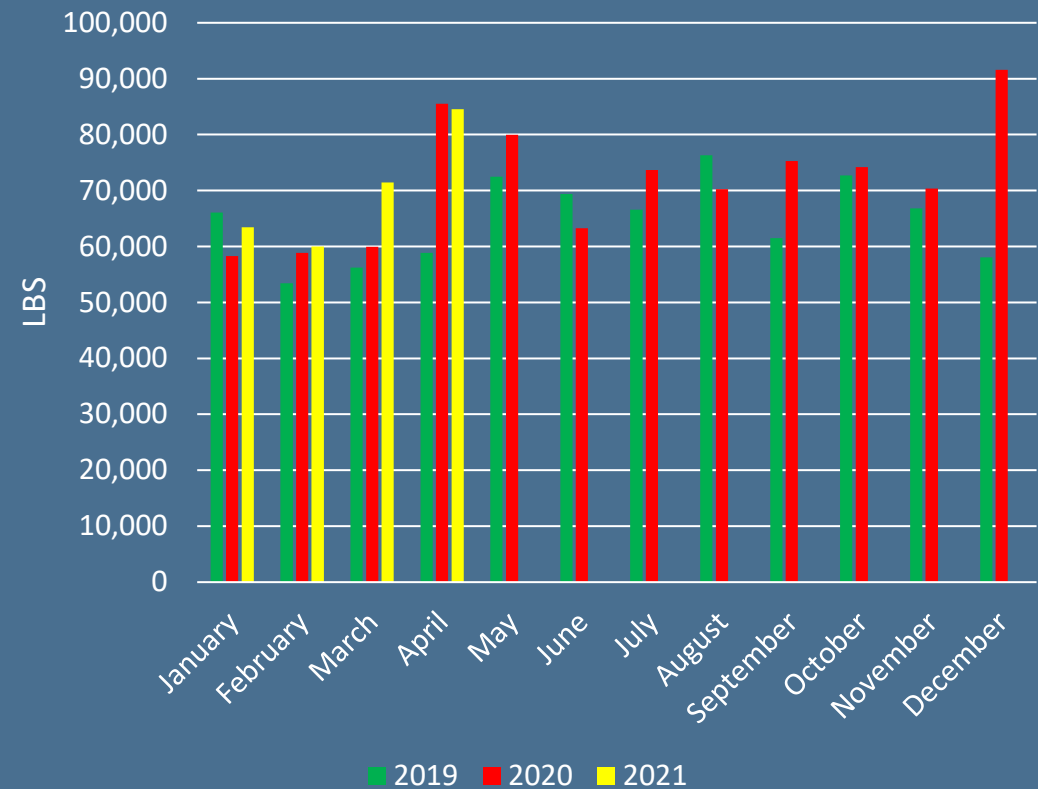
Air Cargo

- April Freight-in down approx. 9000 lbs (APR 20)
- Freight-out continues its strong performance in 1Q21
 - Outpacing 1Q19 AVG 20%
 - FY20 finished avg 12% (FY19)

Freight In



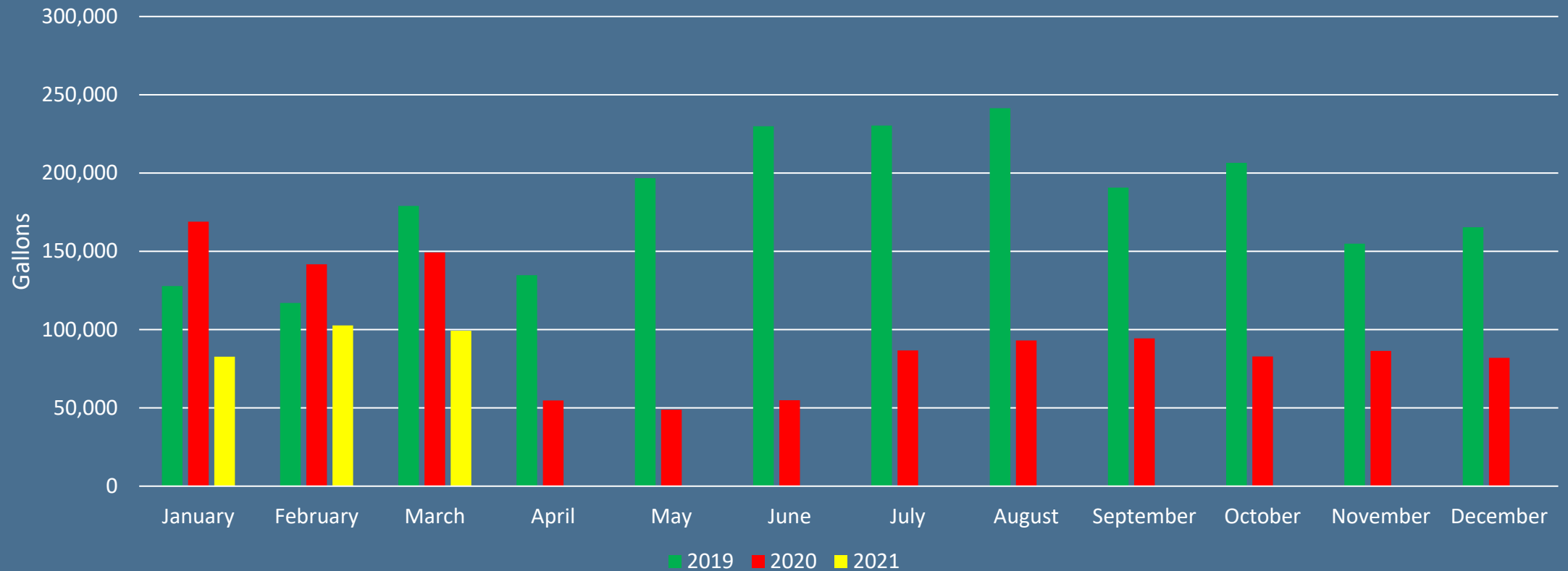
Freight Out



Fuel Sales

- FY20 finished AVG -42% (FY19)
- March 2021
 - -45% (MAR 19)
 - -34% (MAR 20)

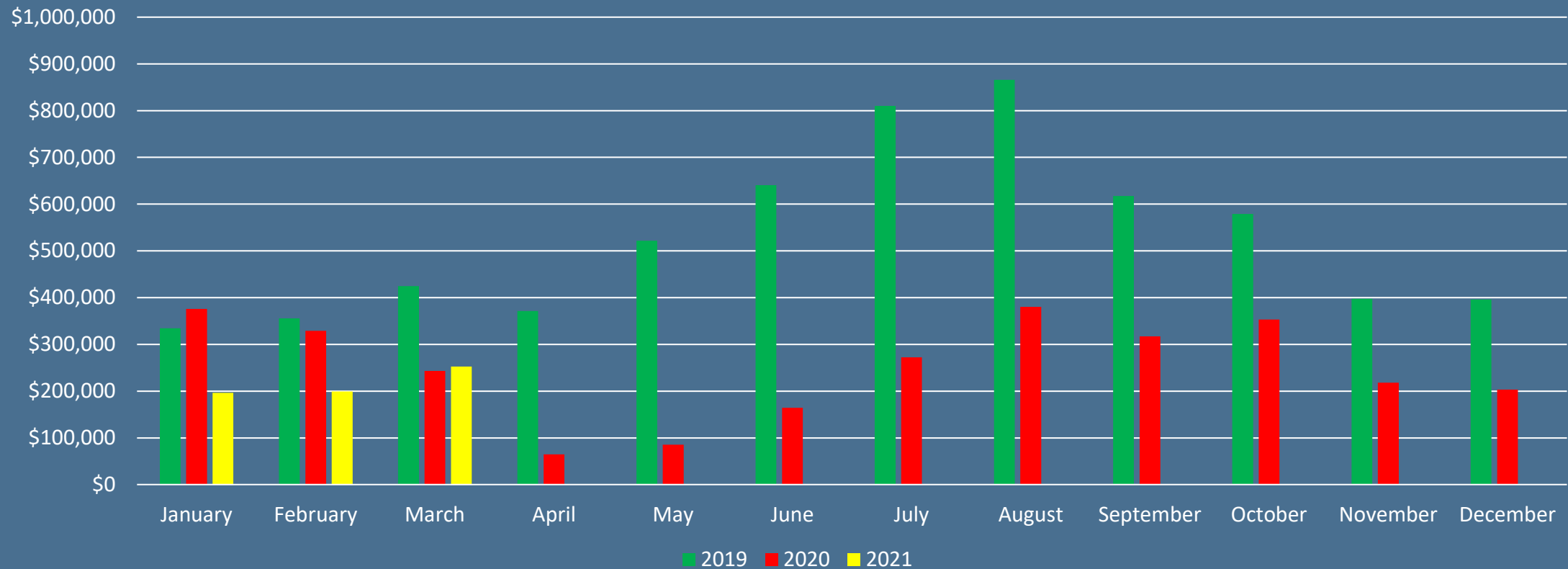
Fuel Sales



Rental Car

- FY20 finished AVG -49% (FY19)
- March 2021
 - -41% (MAR 19)
 - 4% (MAR 20)

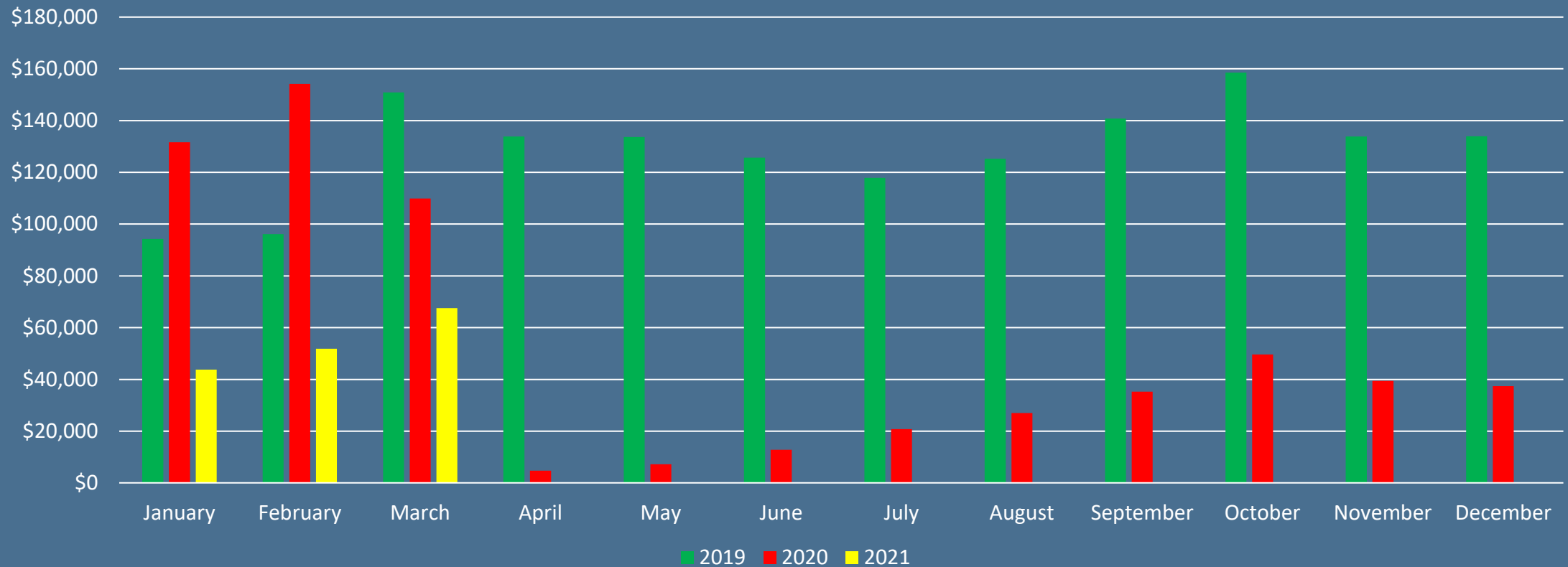
Gross Receipts



Parking Lot

- FY20 finished AVG -55% (FY19)
- March 2021
 - -55% (MAR 19)
 - -39% (MAR 20)

Gross Receipts



Restaurant

- FY20 finished AVG -65% (FY19)
- March 2021
 - -61% (MAR 19)
 - -26% (MAR 20)

Gross Receipts

