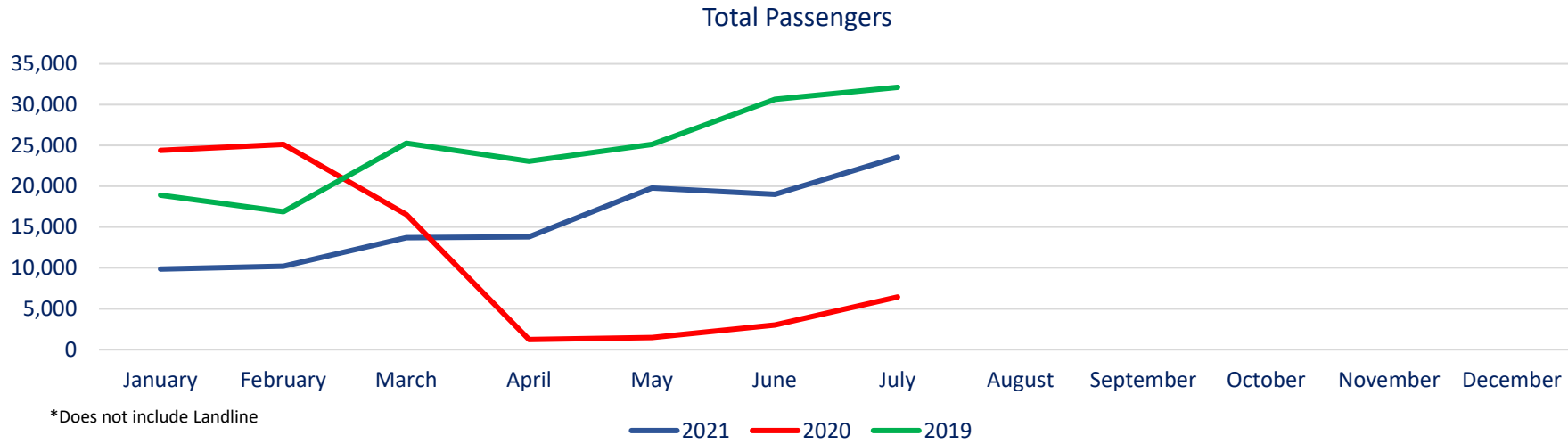


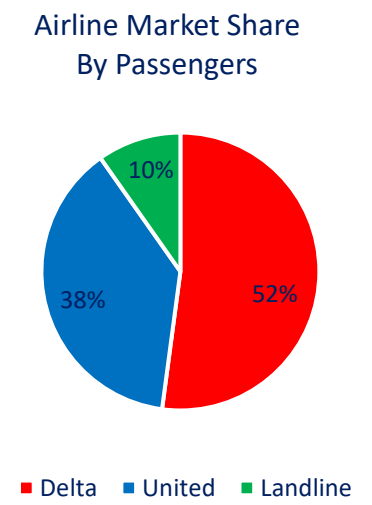
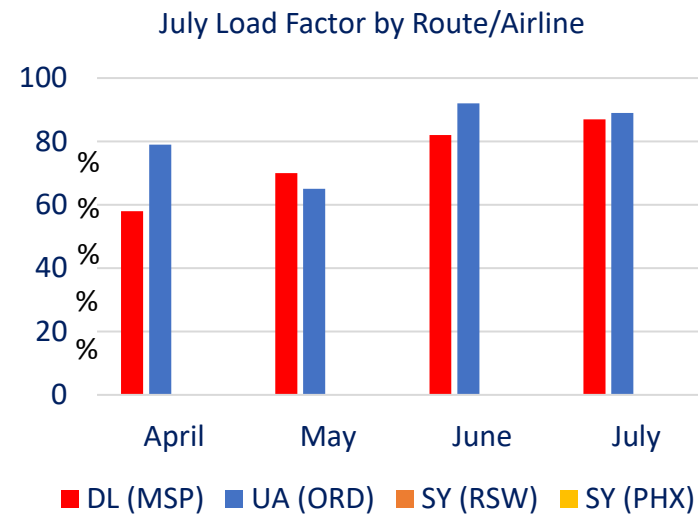
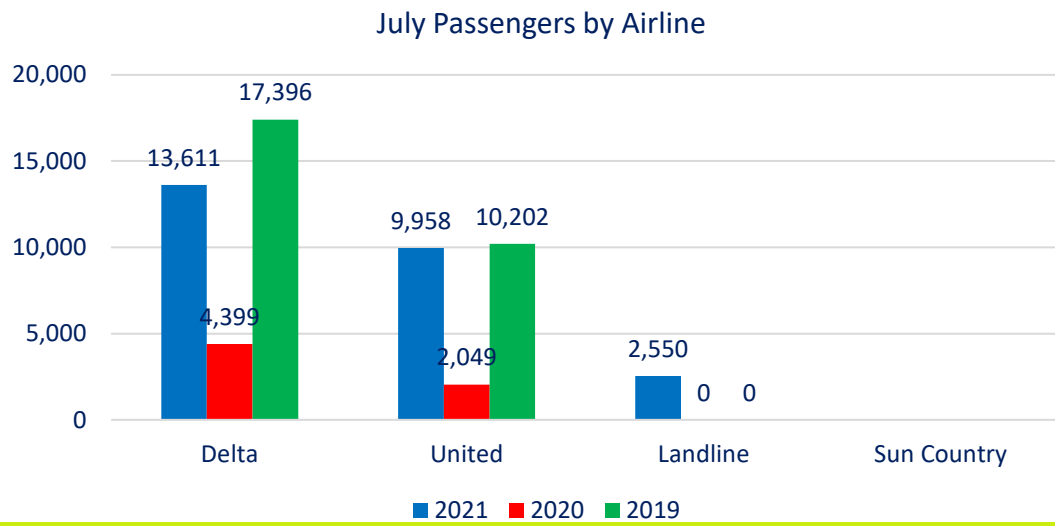
Duluth International Airport Air Service Update

DAA Board Meeting
17AUG21

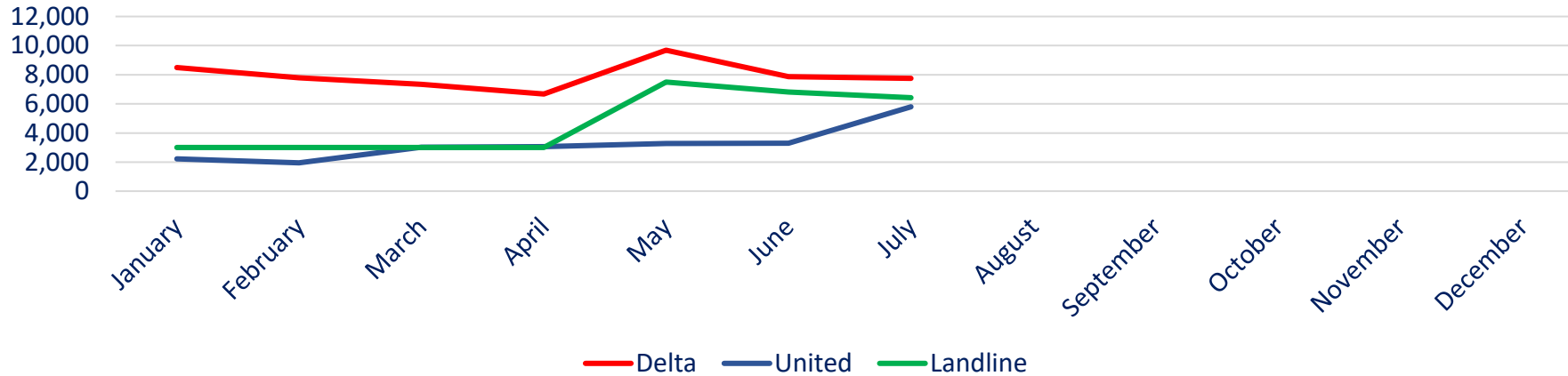




- YTD enplanements -36% (July 19)
- July enplanements -27% (July 19)
- DL passengers -22% (July 19)
- UA passengers -2% (July 19)

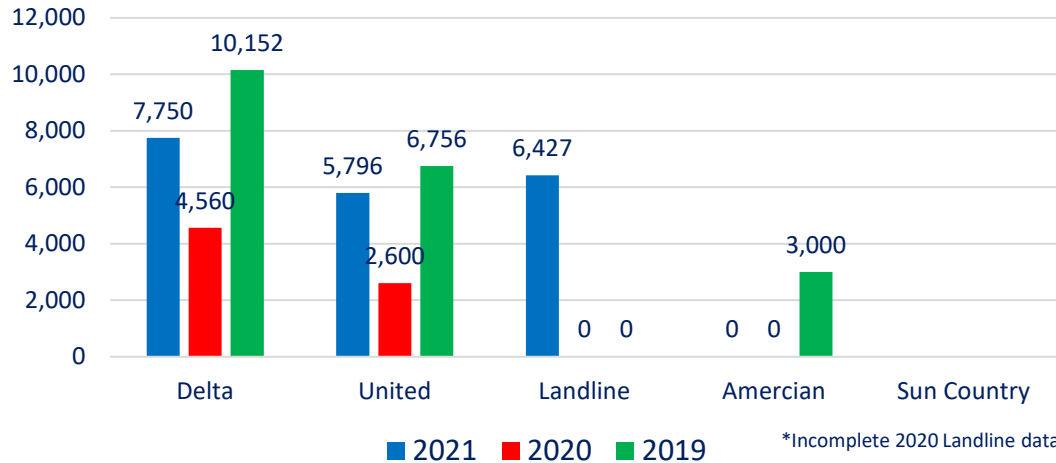


Total Seats

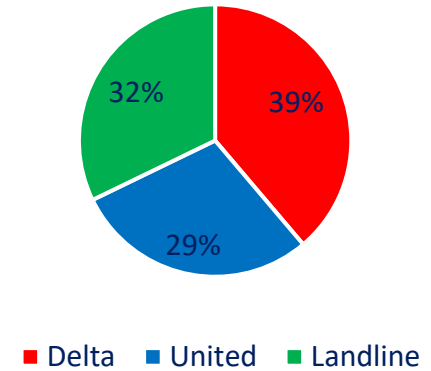


- DL -23% (JUL19)
- UA -14% (JUL19)
- ORD Capacity -41% (JUL19)
- MSP remains dominant w/ 72% of seats available (DL and Landline)
- ORD 28% of seats available

July Seats by Airline



Airline Market Share By Seats



Air Service New and Notes

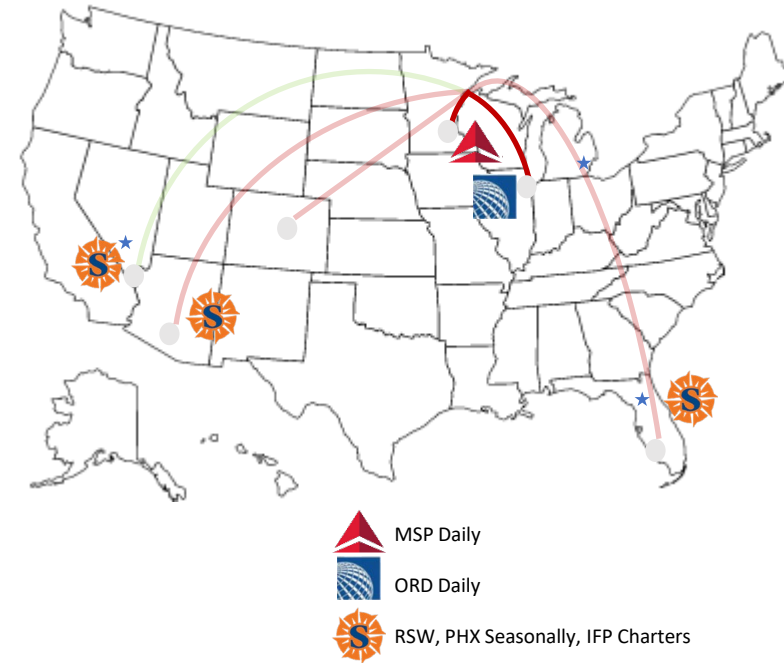
National Notes

- 2nd quarter earnings
 - 5 US carriers posted a profit
 - Due to each receiving hundreds of millions in government aid
 - US airlines would have lost more than 1 billion without government money
- Delta capacity down 23% compared to 2019
- United capacity down 20 % compared to 2019
- Corporate travel managers estimate virtual meetings to replace 27% (avg) of 2022 travel volume, according to a new Morgan Stanley survey

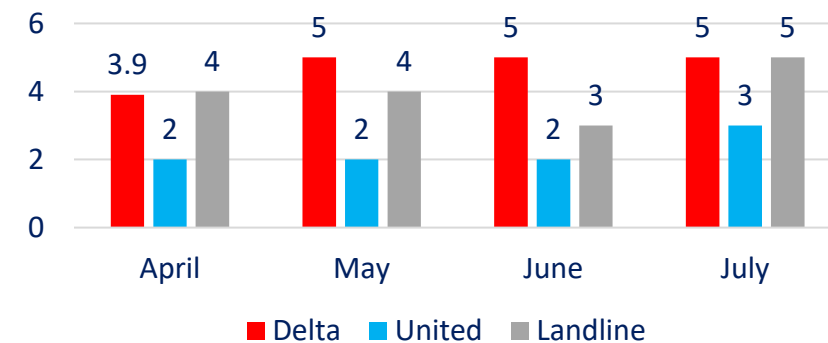
Local Notes

- UA steady at 3 freqs per day (170 seats)
- DL steady at 5 freqs. per day (exclusive use of 50 seaters)
- August 6th DL increases to 302 seats per day on 5 freqs (replacing two 50 seaters with 76 seaters)
- Load factors on both airlines remain very strong
- SY advanced bookings strong for RSW; expect PHX to strengthen after Labor Day

Route Map



Daily Frequencies by Airline



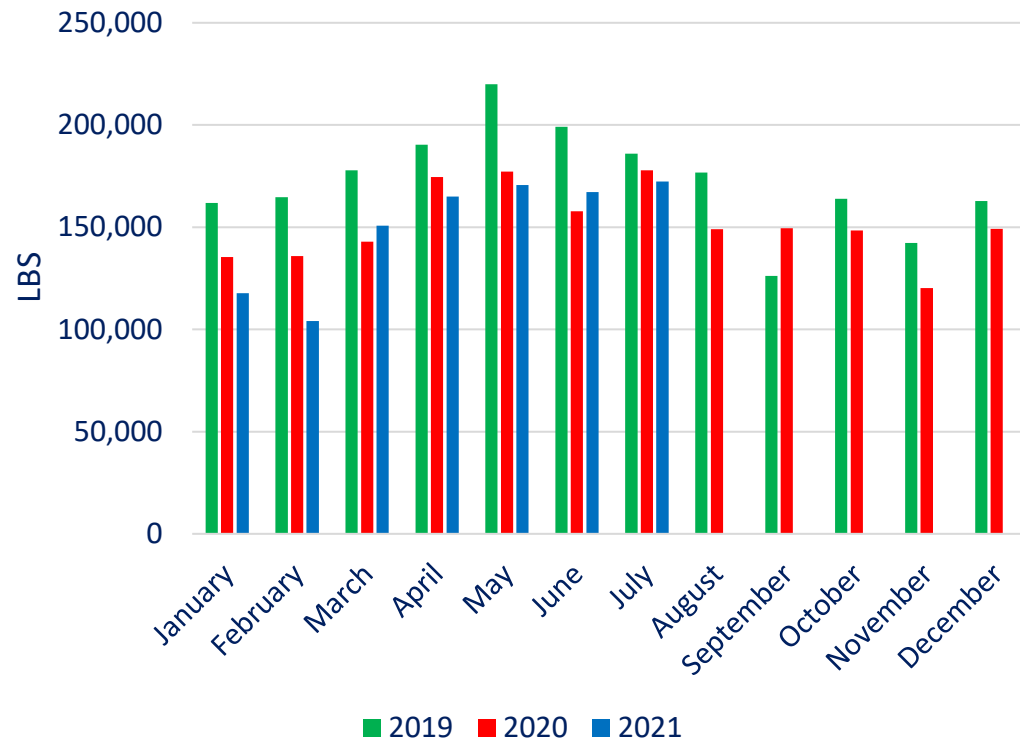
Duluth International Airport Key Activity Metrics Global Pandemic Recovery



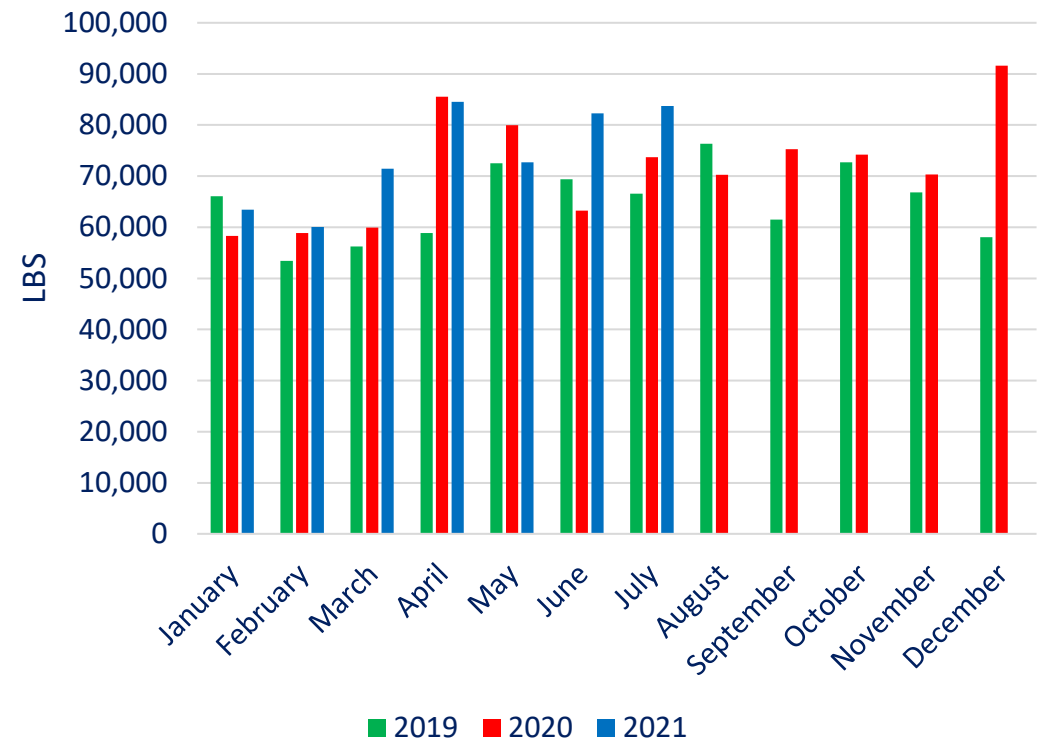
Air Cargo

- June Freight-in up approx. 9500 lbs (JUN 20)
- Freight-out continues its strong performance in 1st 6 mos
 - YTD 16% (2019)
 - June up 19% (FY19)

Freight In



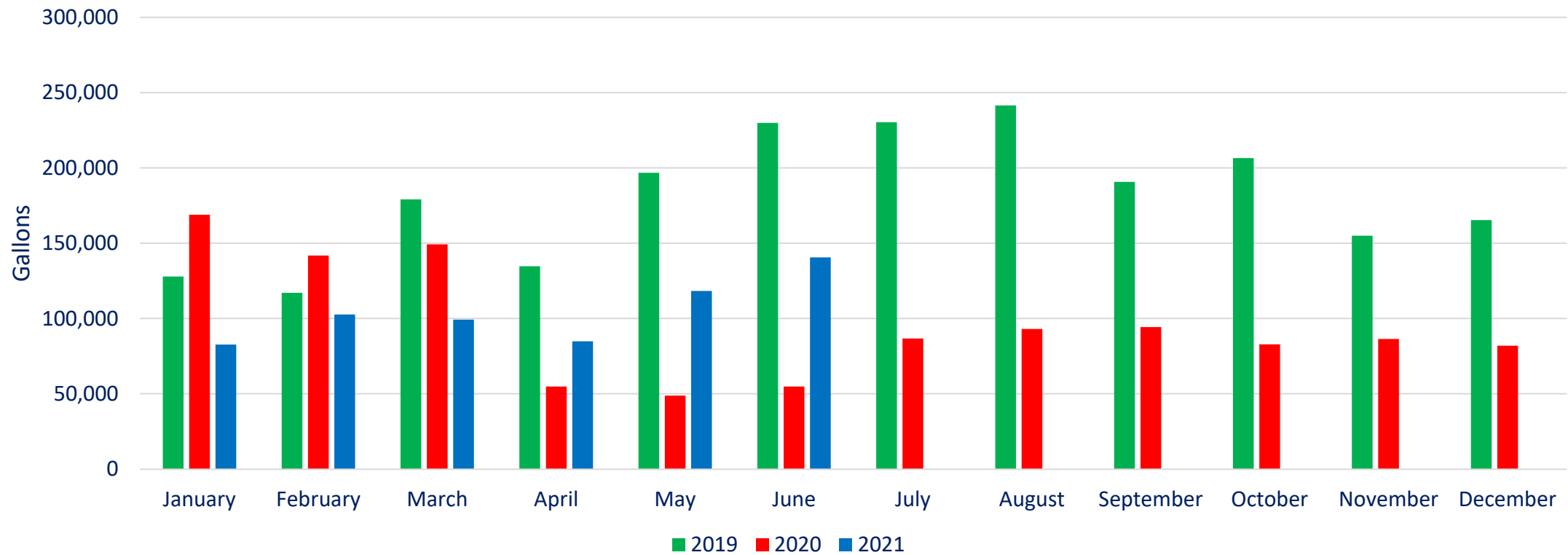
Freight Out



Fuel Sales

- YTD Fuel Sales -35% (2019)
- June 2021
 - -39% (JUN 19)
 - 156% (JUN 20)

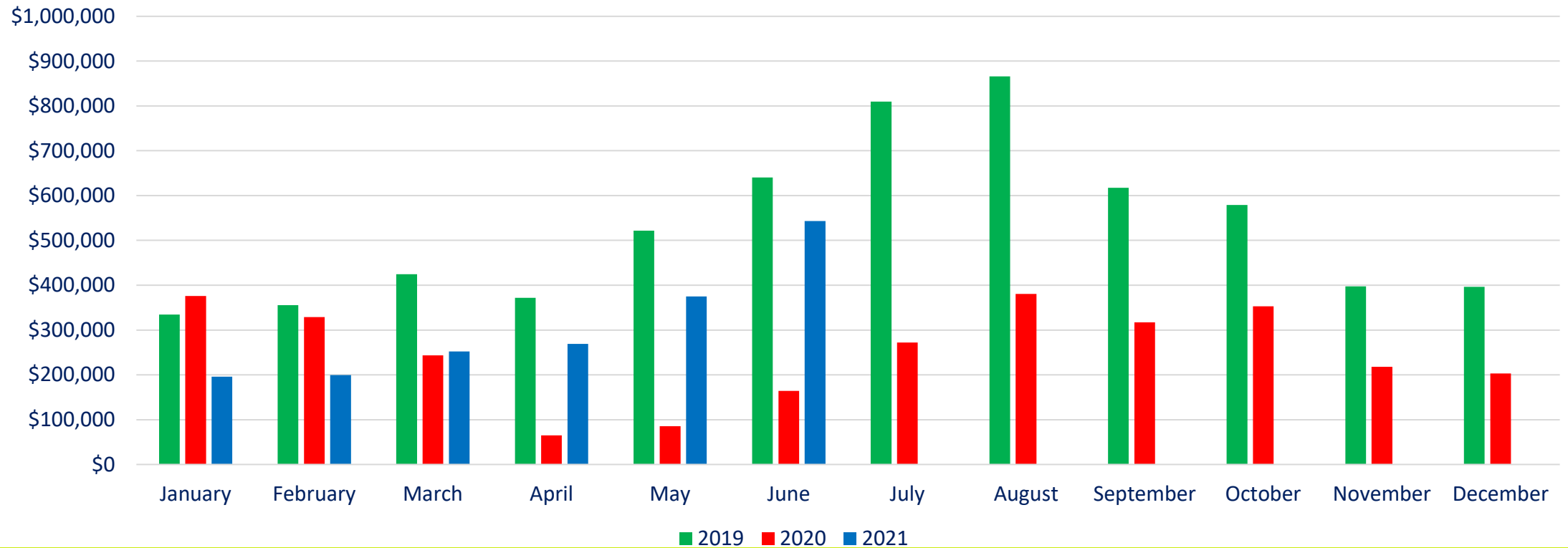
Fuel Sales



Rental Car

- YTD Gross Receipts -33% (2019)
- June 2021
 - -15% (JUN 19)
 - 231% (JUN 20)

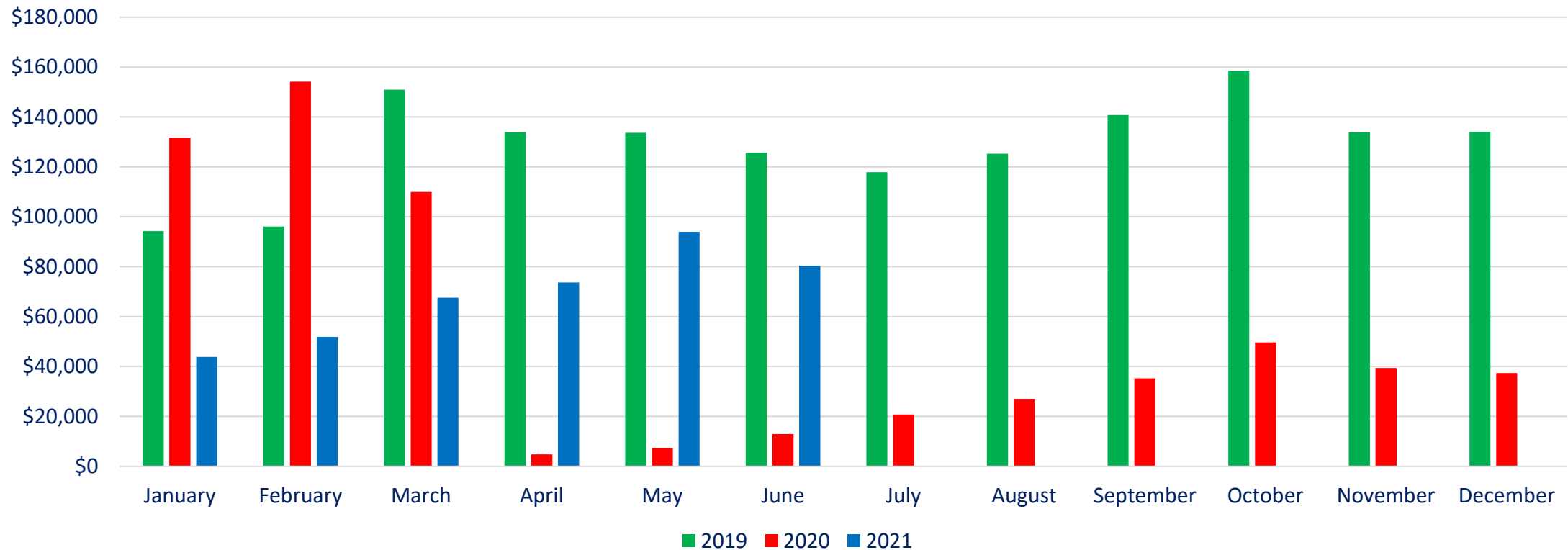
Gross Receipts



Parking Lot

- YTD Gross Receipts -44% (2019)
- June 2021
 - -36% (JUN 19)
 - 525% (JUN 20)

Gross Receipts



Restaurant

- YTD Gross Receipts -54% (2019)
- June 2021
 - -44% (JUN 19)
 - 2075% (JUN 20)

Gross Receipts

