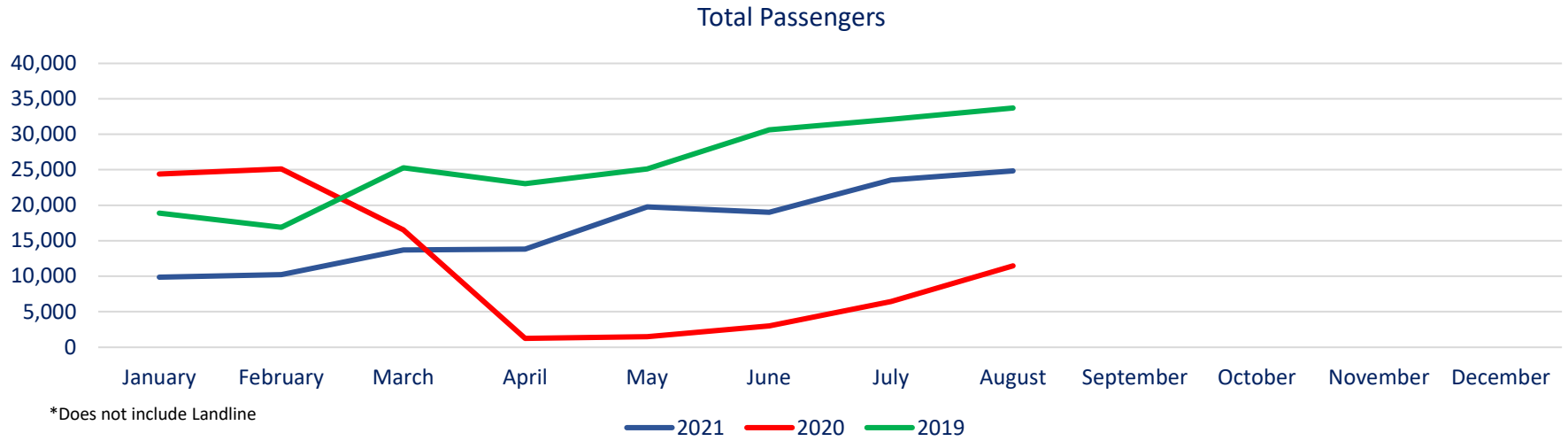


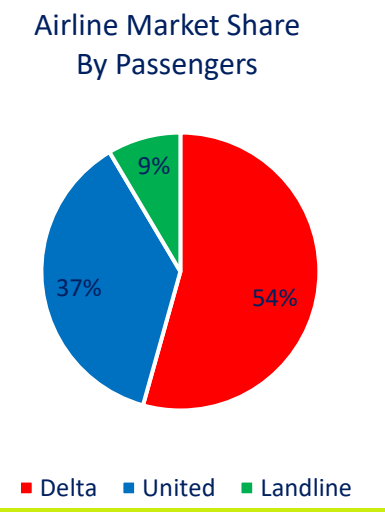
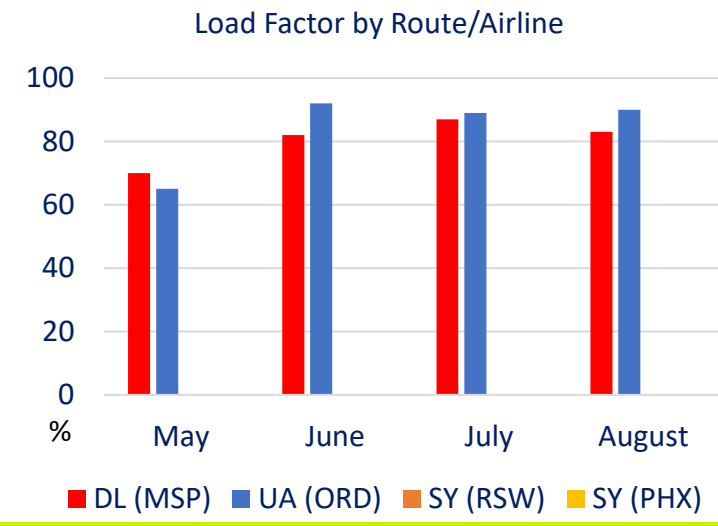
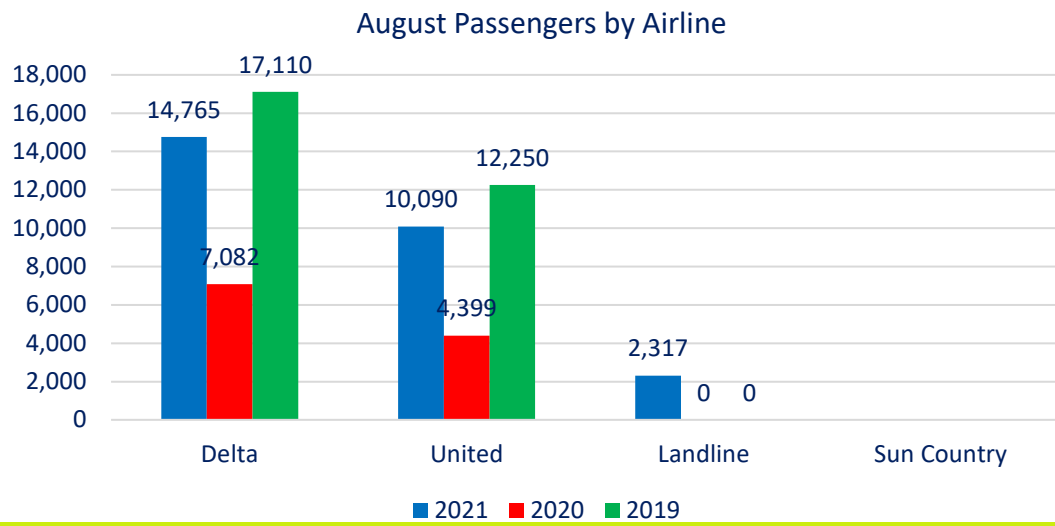
Duluth International Airport Air Service Update

DAA Board Meeting
21SEP21

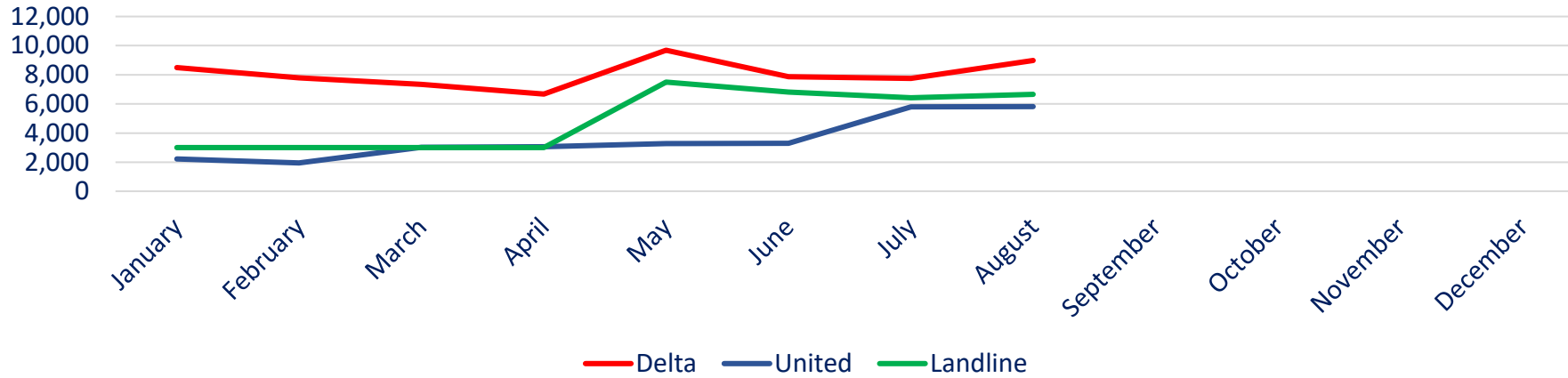




- YTD enplanements -34% (AUG 19)
- August enplanements -25% (AUG 19)
- DL passengers -14% (AUG 19)
- UA passengers -18% (AUG 19)

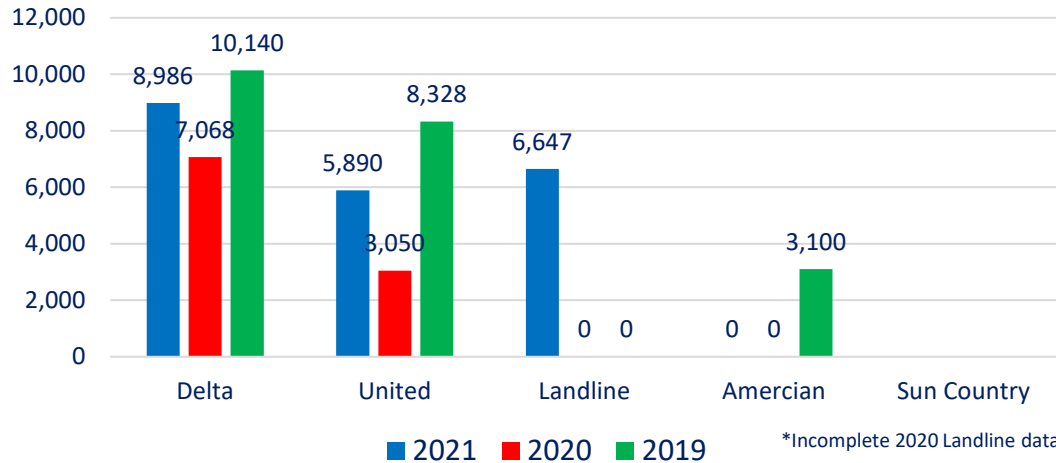


Total Seats

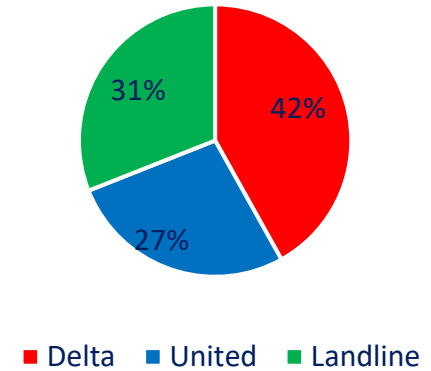


- DL -11% (AUG19)
- UA -29% (AUG19)
- ORD Capacity -48% (AUG19)
- MSP remains dominant w/ 73% of seats available (DL and Landline)
- ORD 27% of seats available

August Seats by Airline



Airline Market Share By Seats



Air Service New and Notes

National Notes

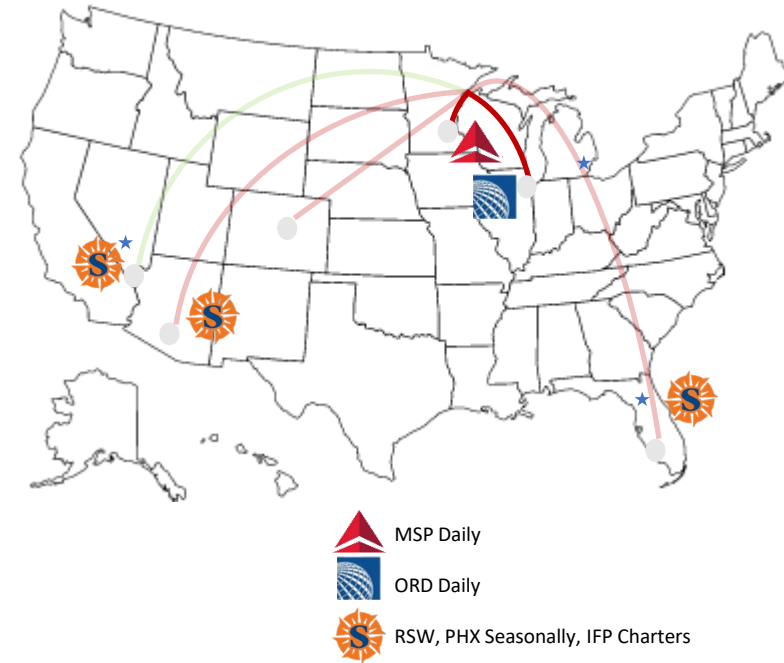
- American, Delta, Southwest, and United, have lowered their revenue expectations for 3rd quarter
 - Bump in business travel has failed to materialize
 - Business flyers probably won't be back until 2022
- Despite demand woes, airlines will fly more seats in October than at any time since the pandemic began
- SY to add another 16 aircraft to support growth mostly at MSP
- Delta capacity down 18% compared to 2019
- United capacity down 15 % compared to 2019

Local Notes

- UA steady at 3 freqs but drops 20 seats per day (150 seats)
- DL per day (exclusive use of 50 seaters)
- DL steady at 5 freqs (302 seats) per day
- Load factors on both airlines remain very strong
- SY PHX Fares

Look-up date	flight dates	DLH pricing	Landline pricing	MSP pricing
8/6/2021	12/17/21 - 12/20/21	\$276.80	\$307.80	\$197.80
8/18/2021	12/31/21- 1/3/22	\$236.80	\$482.80	\$279.80
9/2/2021	1/21/22 - 1/24/22	\$148.80	\$272.80	\$182.80
9/8/2021	2/18/22 - 2/25/22	\$212.80	\$332.80	\$264.80
9/15/2021	2/18/22 - 2/21/22	\$296.80	\$454.80	\$386.80
9/15/2021	3/11/22 - 3/18/22	\$306.80	\$374.80	\$306.80
9/15/2021	4/18/22 - 4/25/22	\$186.80	\$347.80	\$184.80

Route Map



Daily Frequencies by Airline

