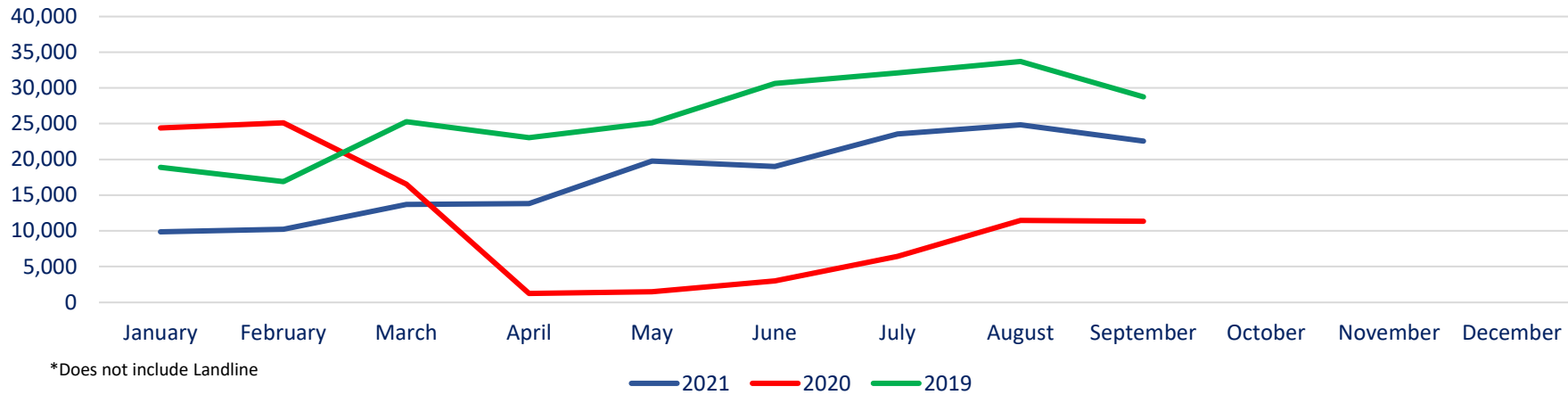


Duluth International Airport Air Service Update

DAA Board Meeting
19OCT21

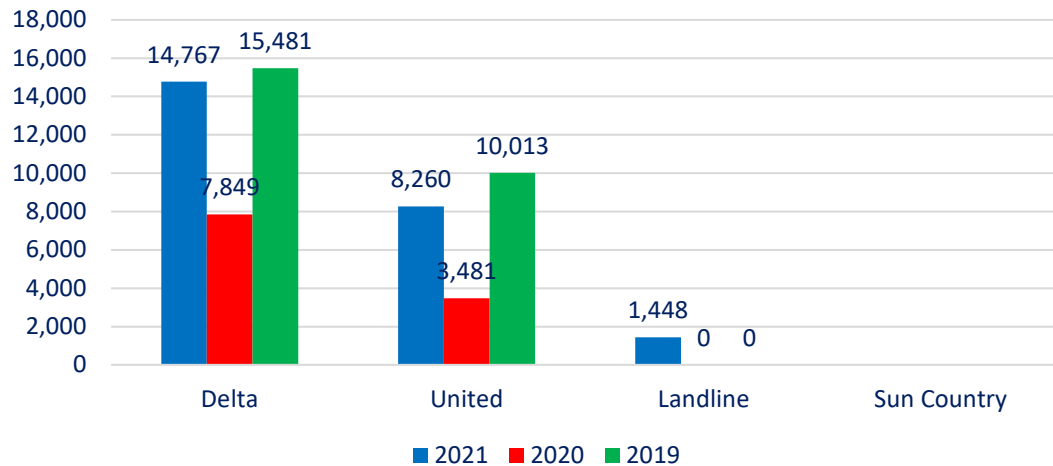


Total Passengers

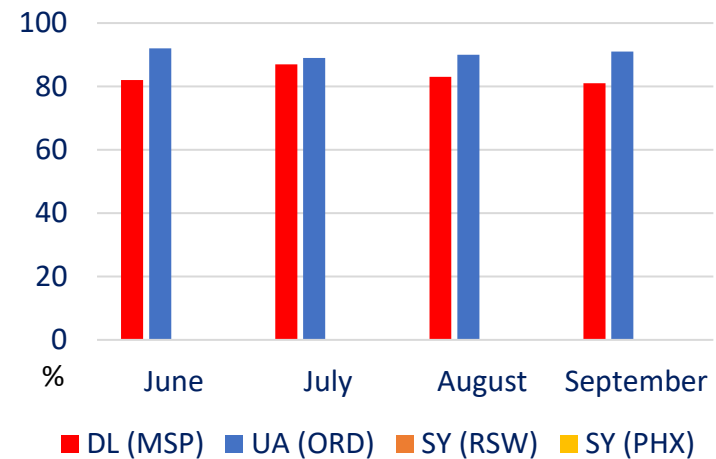


- YTD enplanements -33% (2019)
- September enplanements -26% (SEP 19)
- DL passengers -5% (SEP 19)
- UA passengers -18% (SEP 19)

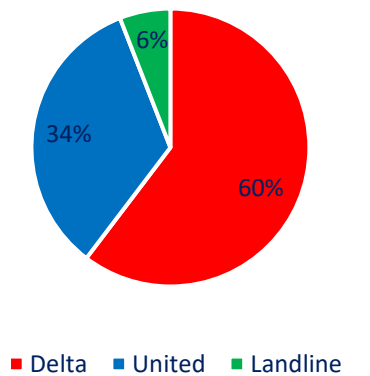
September Passengers by Airline



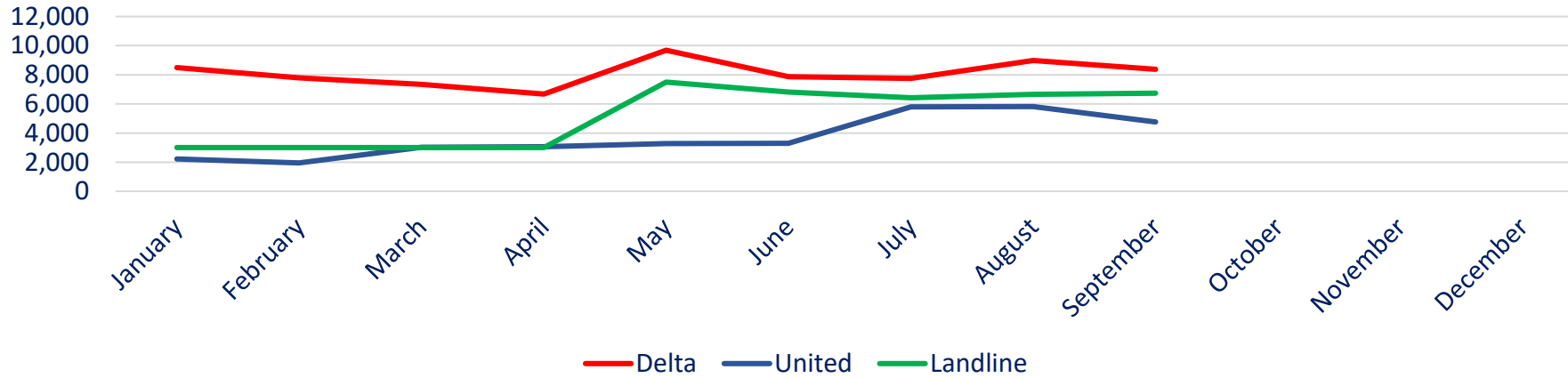
Load Factor by Route/Airline



Airline Market Share By Passengers

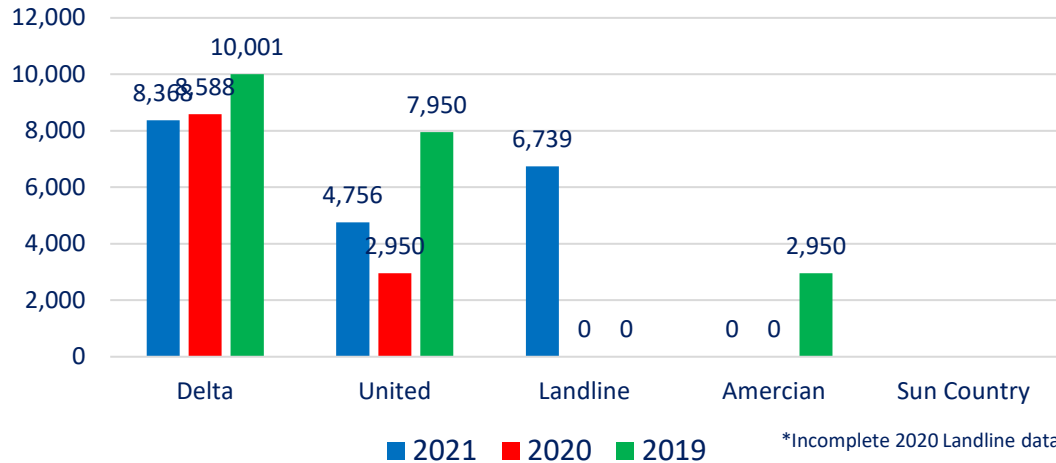


Total Seats

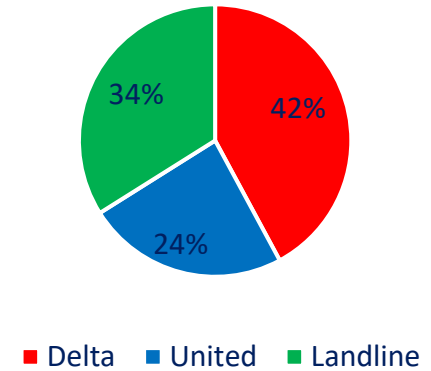


- DL -16% (SEP19)
- UA -40% (SEP19)
- ORD Capacity -56% (SEP19)
- MSP remains dominant w/ 76% of seats available (DL and Landline)
- ORD 24% of seats available

September Seats by Airline



Airline Market Share By Seats



Air Service New and Notes

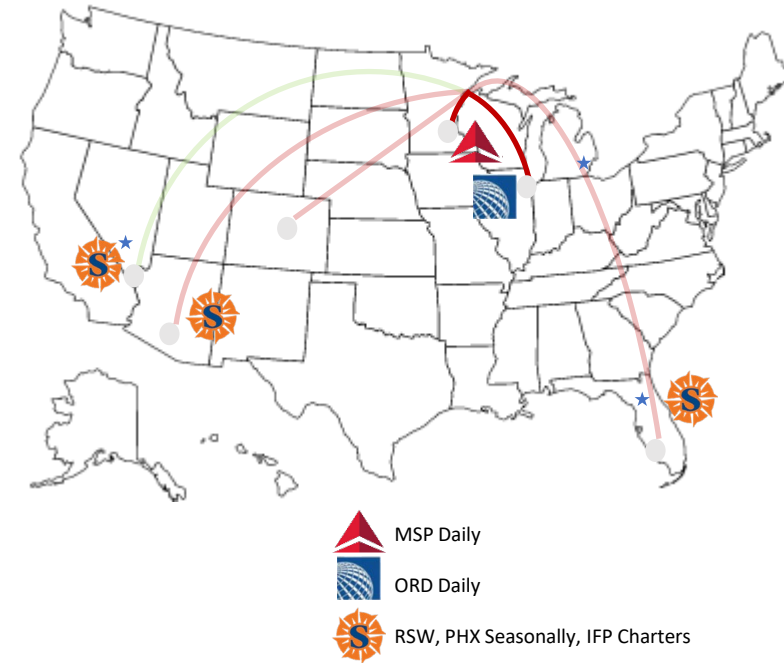
National Notes

- Total TSA screenings nationwide (FRI-SUN) avg 1.75 million passengers -18% same period 2019
- United CEO indicates flying to the smallest cities might not be a part of future network strategy
- DL indicates lean winter flying due to pilot block hour management; Q1 stability
- Delta capacity down 18% compared to 2019
- United capacity down 15 % compared to 2019

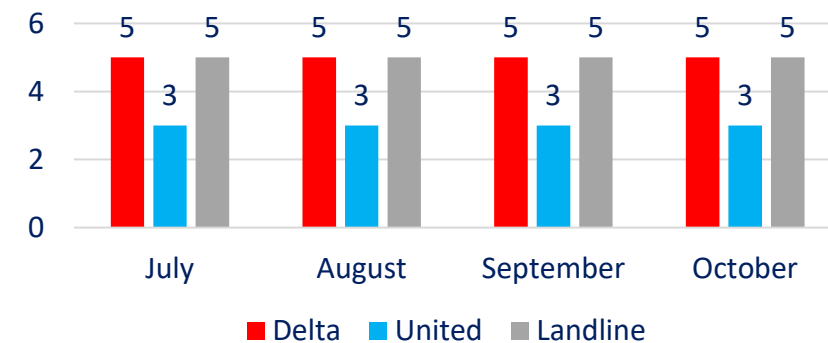
Local Notes

- UA steady at 3 freqs per day (150 seats); 2 freqs (100 seats) per day begins 31OCT21
- DL 4 freqs per day (exclusive use of 50 seaters) this winter begins 31OCT21; 5 freqs next spring/summer w/ dual class cabin mixed in
- DL meeting recap
- UA meeting next week
- SkyWest meeting next month
- Tentative SY meeting January 2022

Route Map



Daily Frequencies by Airline



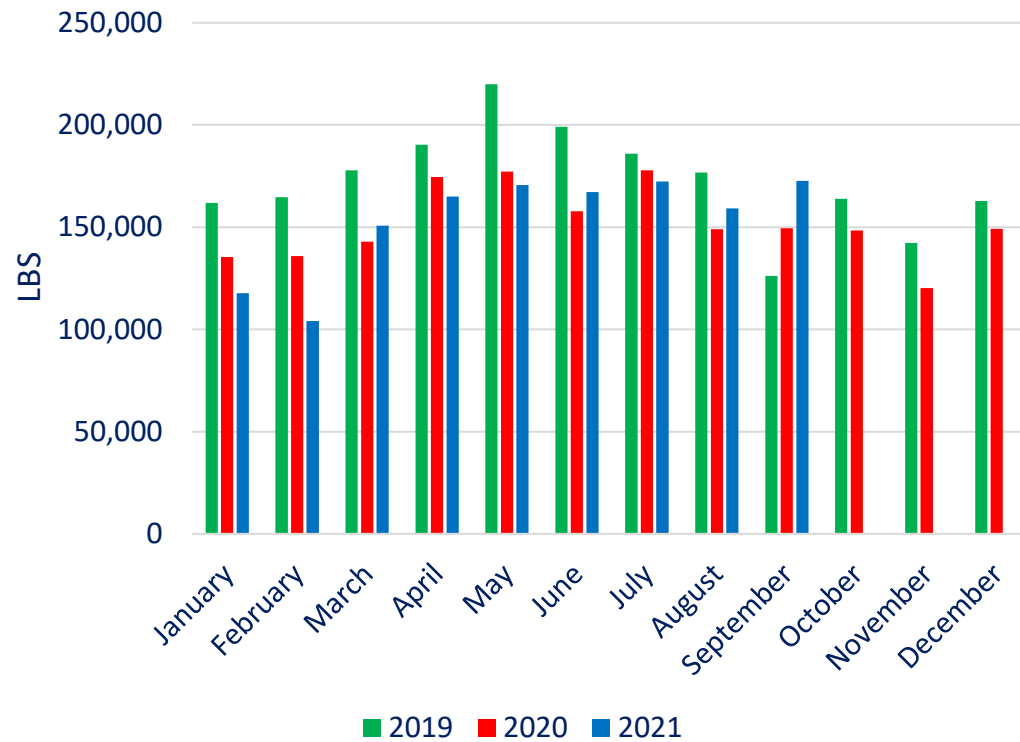
Duluth International Airport Key Activity Metrics Global Pandemic Recovery



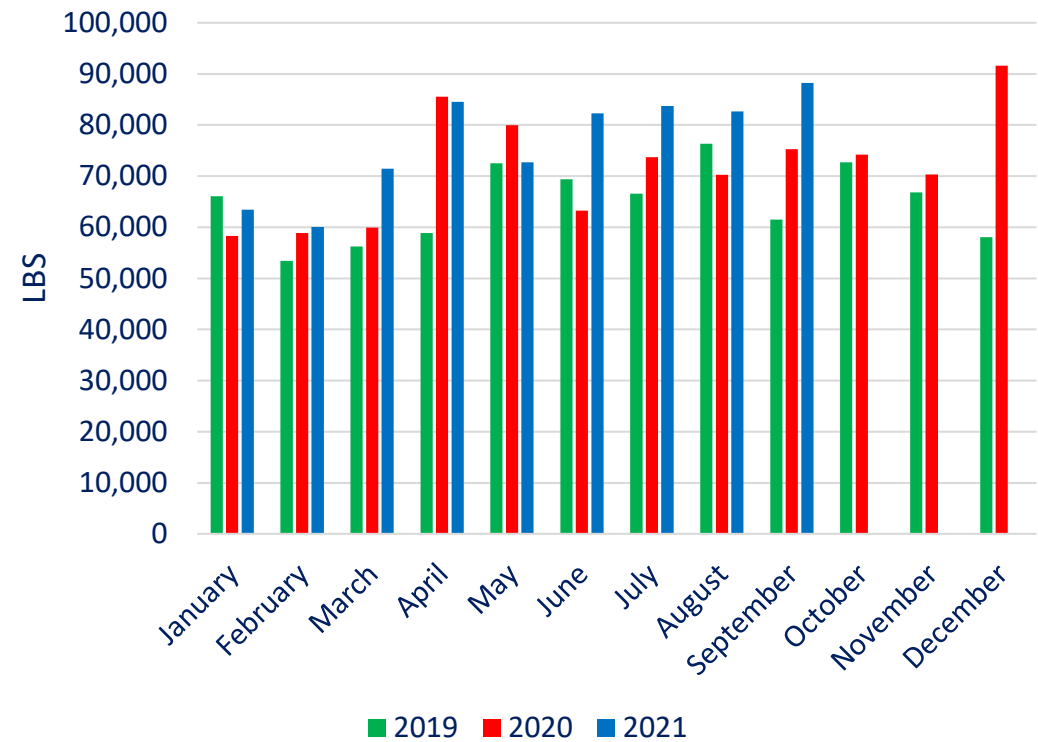
Air Cargo

- September Freight-in up approx. 23,157 lbs (SEP20)
- Freight-out continues its strong performance
 - YTD 19% (2019)
 - September up 44% (FY19)

Freight In



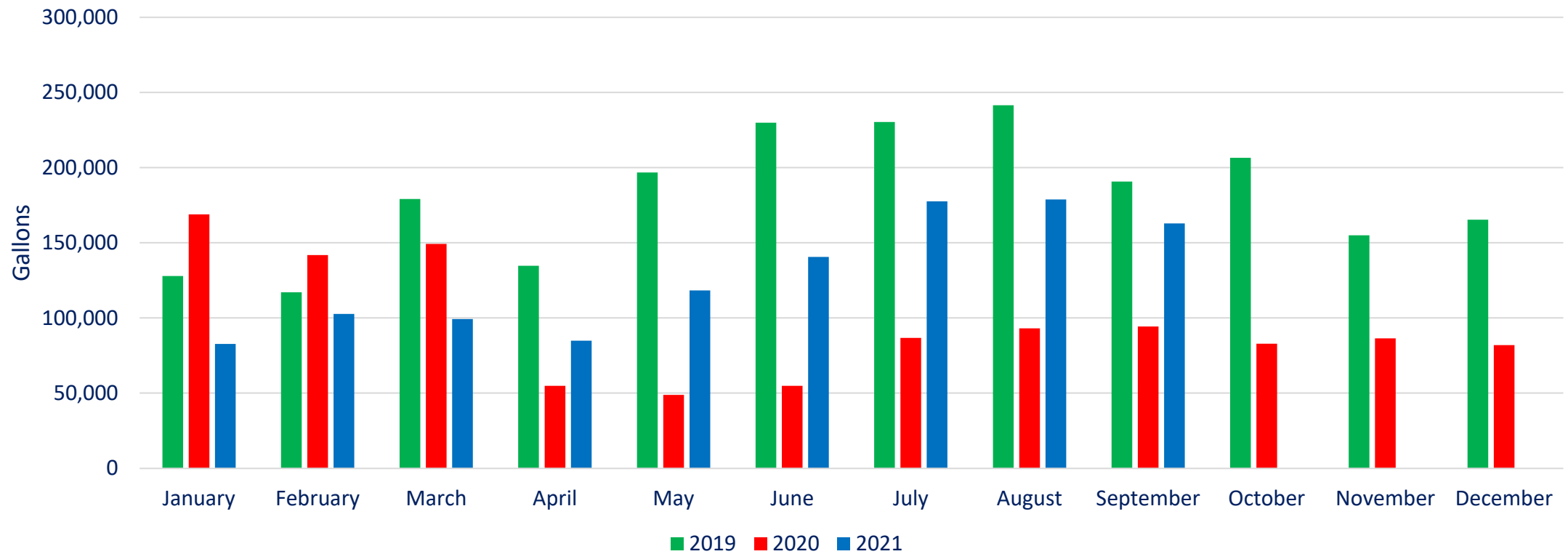
Freight Out



Fuel Sales

- YTD Fuel Sales -30% (2019)
- September 2021
 - -15% (SEP19)
 - 73% (SEP20)

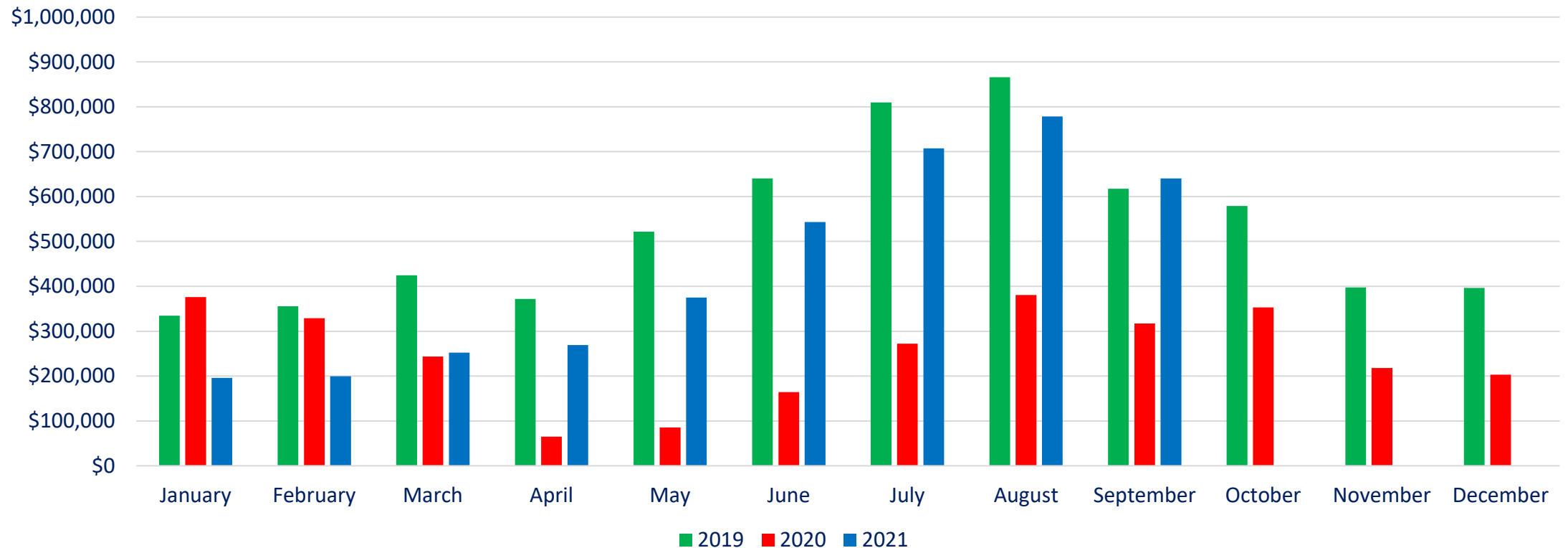
Fuel Sales



Rental Car

- YTD Gross Receipts -24% (2019)
- September 2021
 - 4% (SEP19)
 - 102% (SEP20)

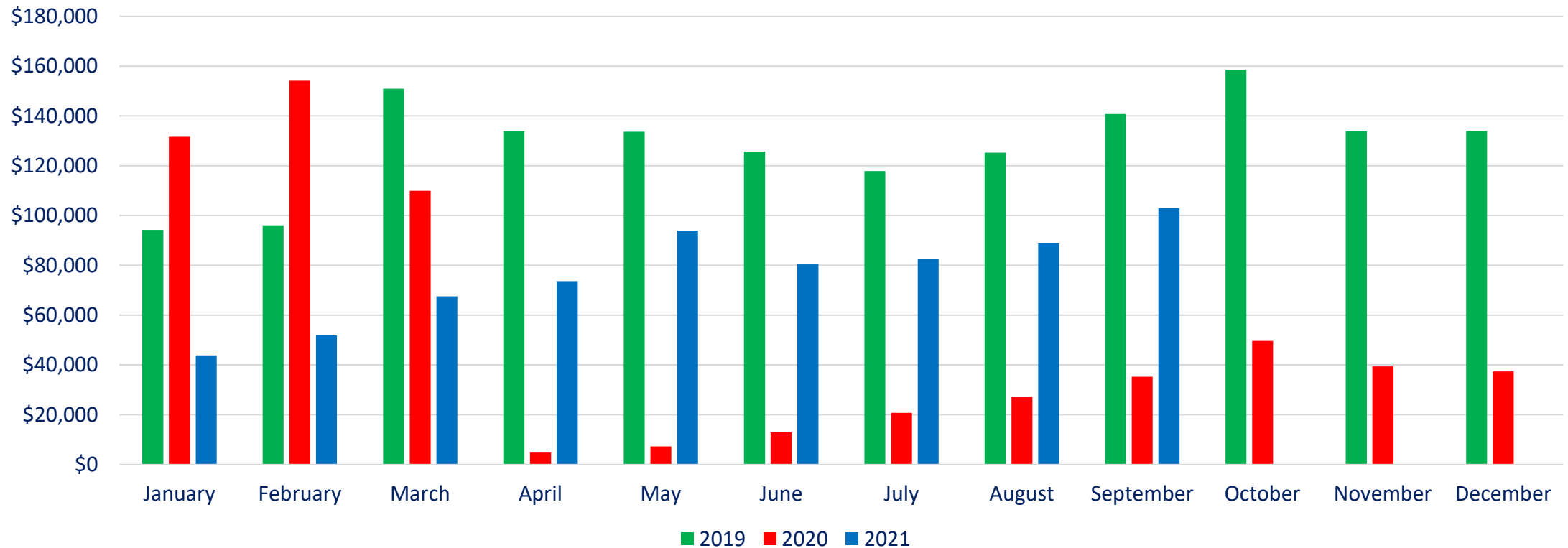
Gross Receipts



Parking Lot

- YTD Gross Receipts -39% (2019)
- September 2021
 - -27% (SEP19)
 - 192% (SEP20)

Gross Receipts



Restaurant

- YTD Gross Receipts -46% (2019)
- September 2021
 - -31% (SEP19)
 - 408% (SEP20)

Gross Receipts

