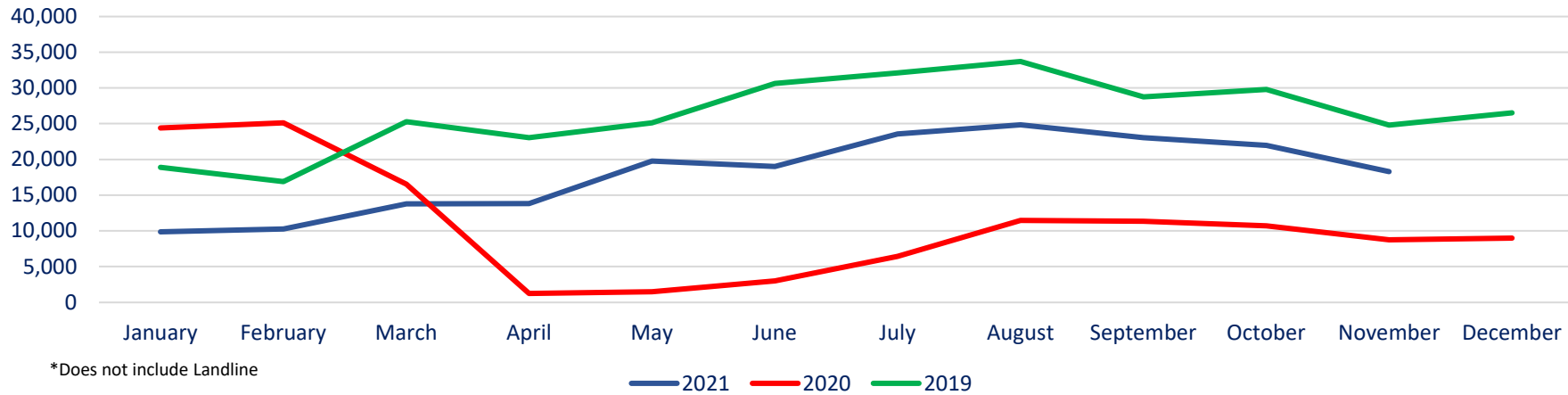


# Duluth International Airport Air Service Update

DAA Board Meeting  
21DEC21

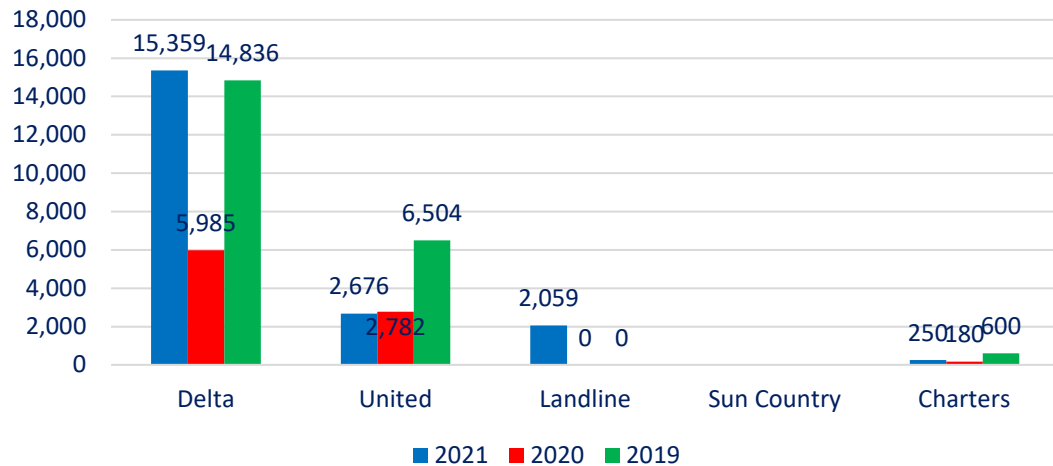


### Total Passengers

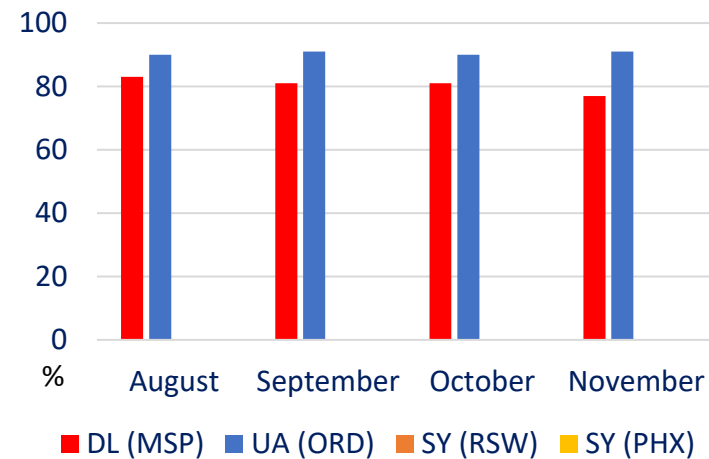


- YTD enplanements -32% (2019)
- November enplanements -29% (NOV 19)
- DL passengers 4% (NOV 19)
- UA passengers -59% (NOV 19)

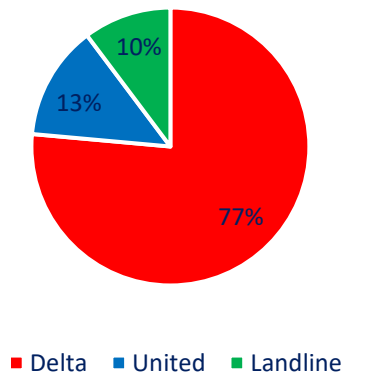
### October Passengers by Airline



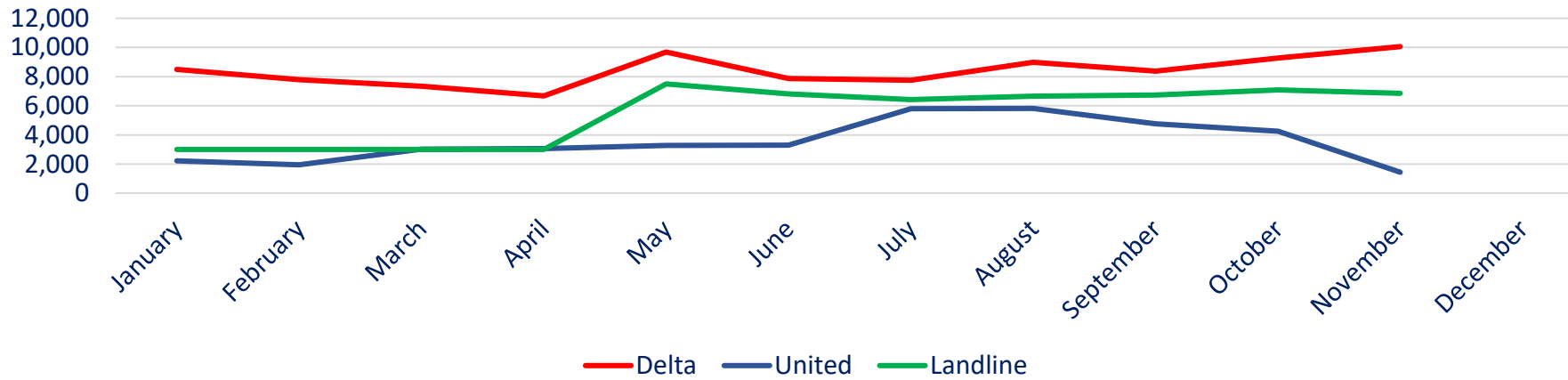
### Load Factor by Route/Airline



### Airline Market Share By Passengers

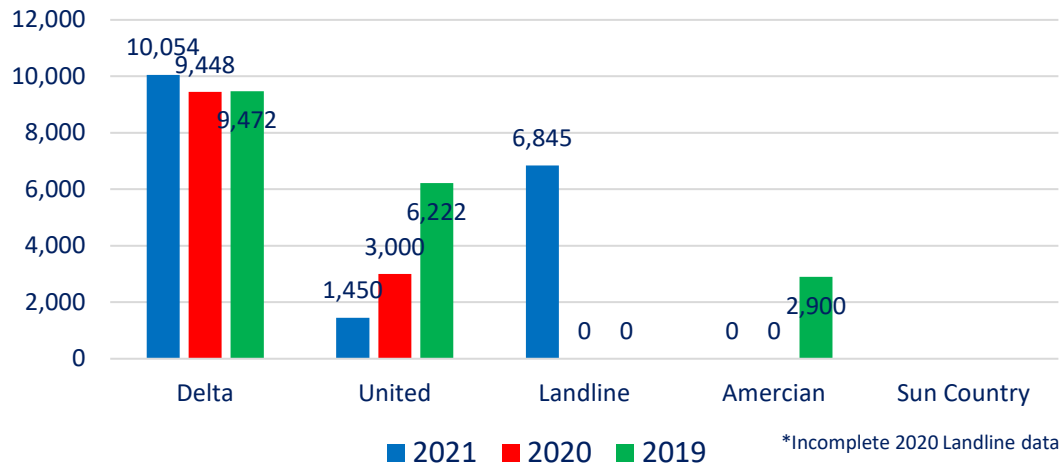


## Total Seats

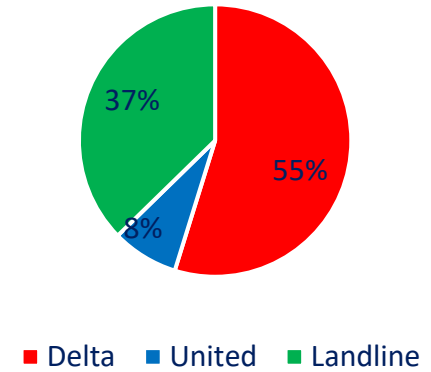


- DL 6% (NOV19)
- UA -77% (NOV19)
- ORD Capacity -84% (NOV19)
- MSP remains dominant w/ 92% of seats available (DL and Landline)
- ORD 8% of seats available

## November Seats by Airline



## Airline Market Share By Seats



## Air Service New and Notes

### National Notes

- TSA expects to screen 26.3 million passengers from December 22 to January 3, with the highest volumes expected on December 24, December 26 and January 2
- ARC saying bookings are down between 15-25% in the last week due to Omicron fears; travel restrictions causing a new wave of reservation cancellations
- Delta blames a pilot shortage for pullout of almost a dozen routes; it will completely withdraw from Grand Junction, Lincoln, and Elko
- Delta capacity down 16% compared to 2019
- United capacity down 13 % compared to 2019

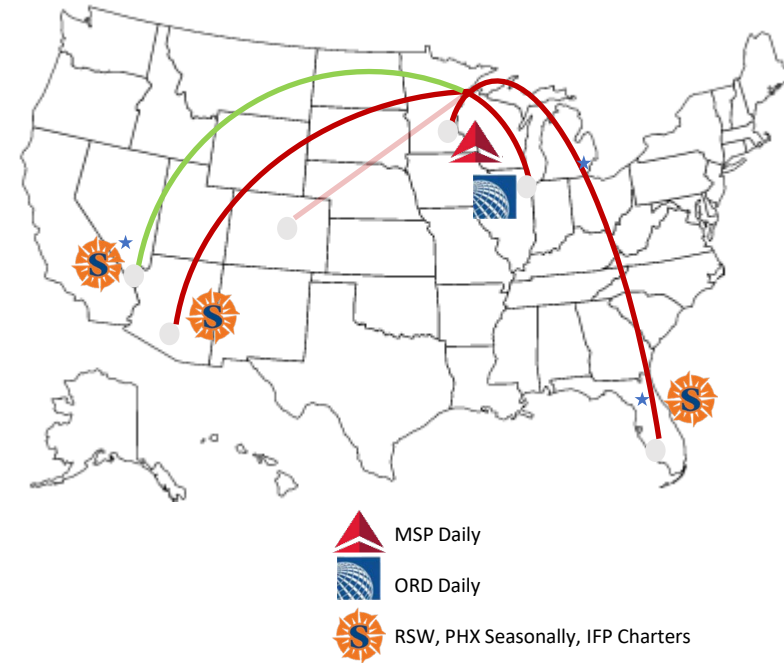
### Local Notes

- UA 2 freq per day (140 seats); 2 freqs (100 seats) per day begins 3JAN22
- DL 5 freqs per day (348 seats); 4 freqs (226 seats) begins 11JAN22
- SY 2 freqs per week to RSW/PHX (372 seats per route)
- Will request a SCASD extension from U.S. DOT before the end of the year

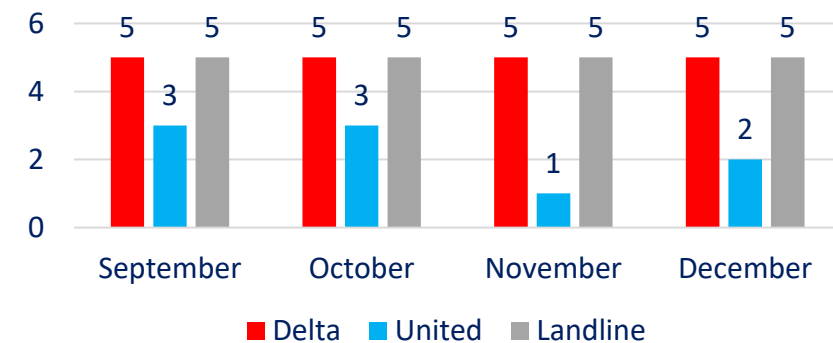
#### SY Advanced Bookings

ODNonDirectional	Departure_MonthYear	Booked Load Factor	ODNonDirectional	Departure_MonthYear	Booked Load Factor
DLH-RSW	Dec2021	63.3%	DLH-PHX	Dec2021	67.3%
DLH-RSW	Jan2022	40.3%	DLH-PHX	Jan2022	27.4%
DLH-RSW	Feb2022	35.7%	DLH-PHX	Feb2022	20.2%
DLH-RSW	Mar2022	35.6%	DLH-PHX	Mar2022	14.7%
DLH-RSW	Apr2022	22.6%	DLH-PHX	Apr2022	6.9%
<b>Total</b>		<b>37.7%</b>	<b>Total</b>		<b>24.2%</b>

### Route Map



### Daily Frequencies by Airline



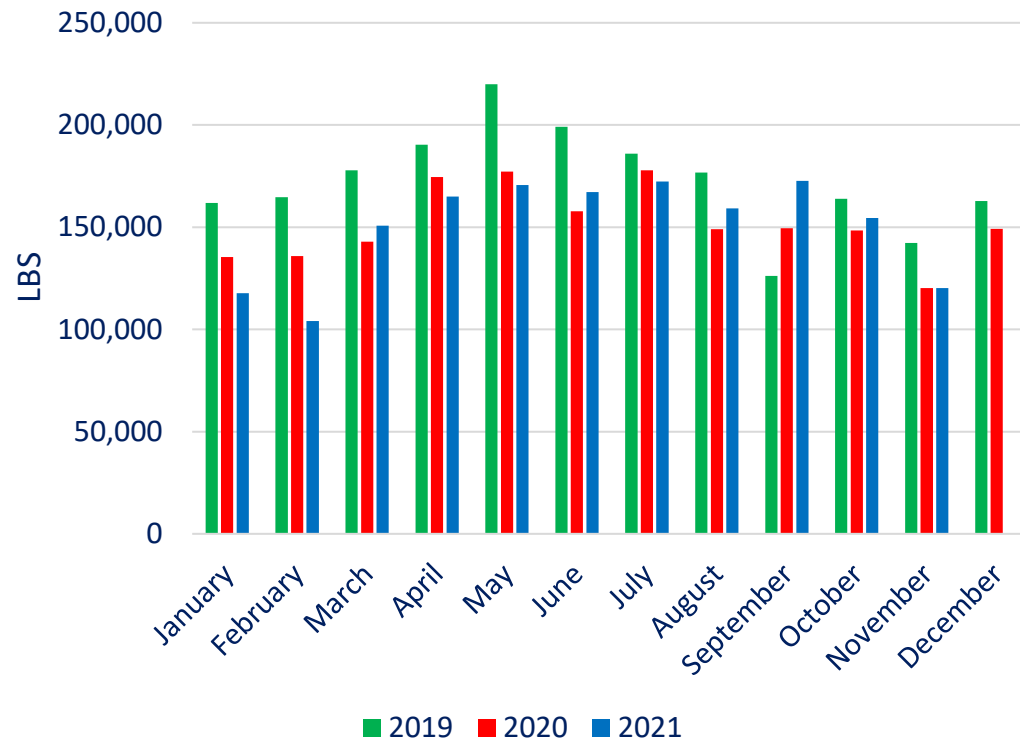
# Duluth International Airport Key Activity Metrics Global Pandemic Recovery



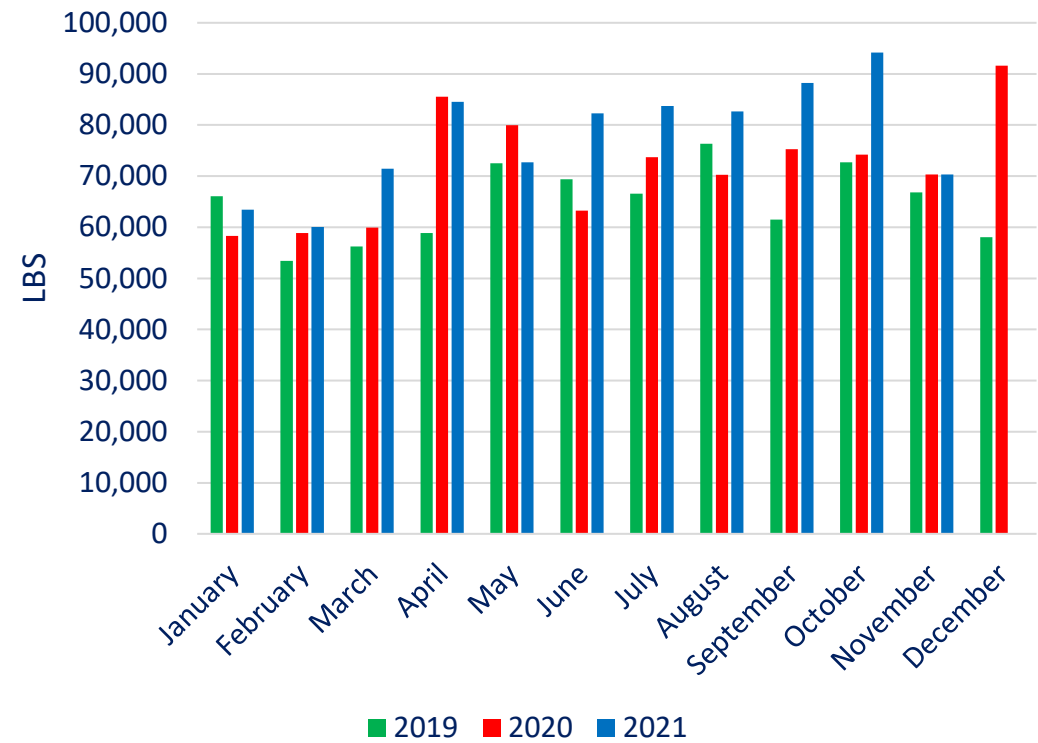
# Air Cargo

- November Freight-in up approx. 18,627 lbs (NOV20)
- Freight-out continues its strong performance
  - YTD 21% (2019)
  - November up 31% (FY19)

## Freight In



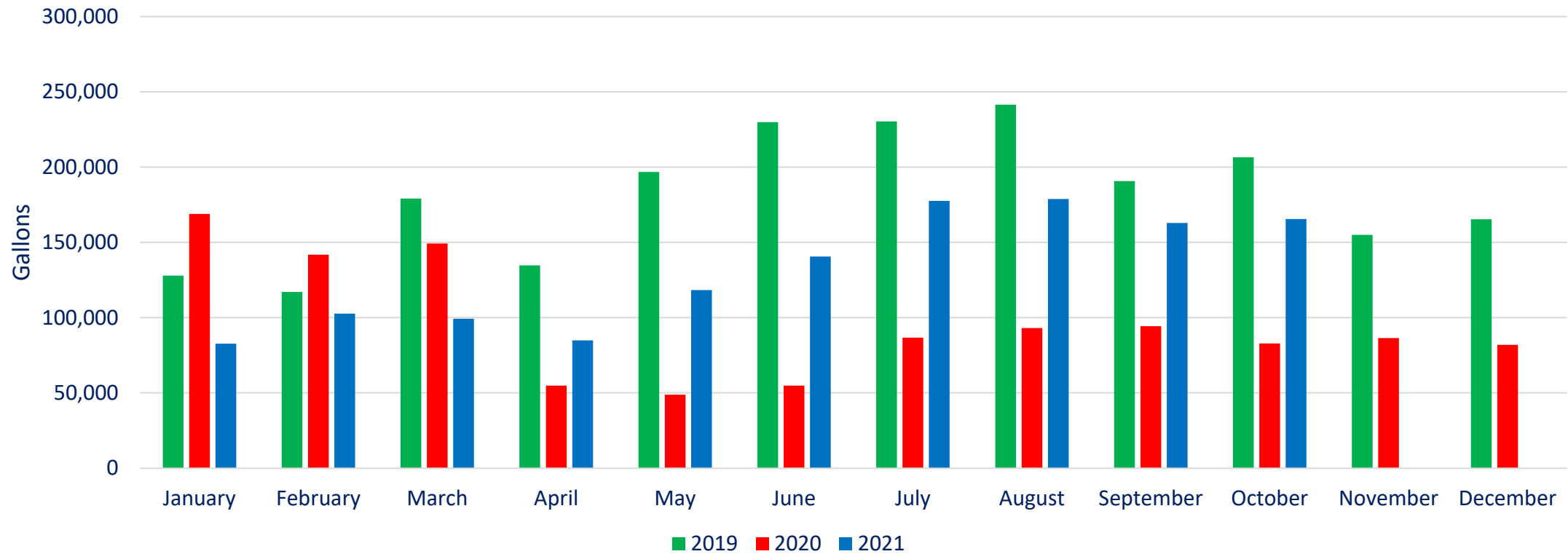
## Freight Out



# Fuel Sales

- YTD Fuel Sales -29% (2019)
- October 2021
  - -20% (OCT19)
  - 100% (OCT20)

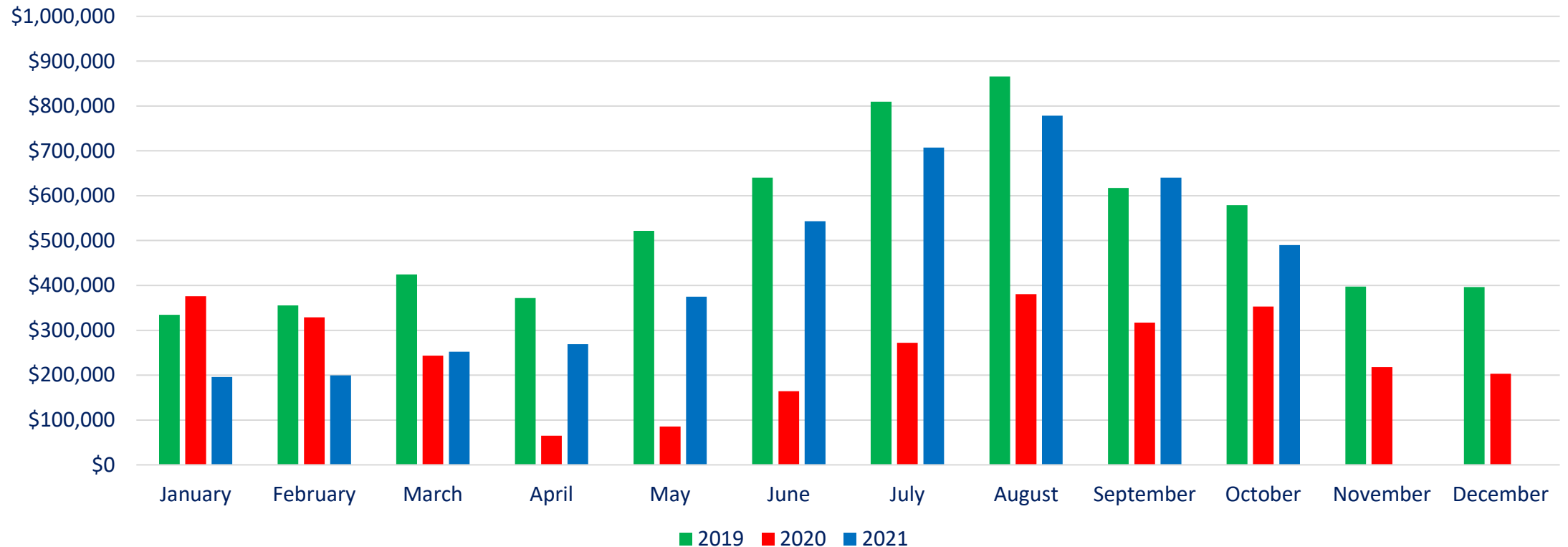
Fuel Sales



# Rental Car

- YTD Gross Receipts -23% (2019)
- October 2021
  - -15% (OCT19)
  - 39% (OCT20)

## Gross Receipts

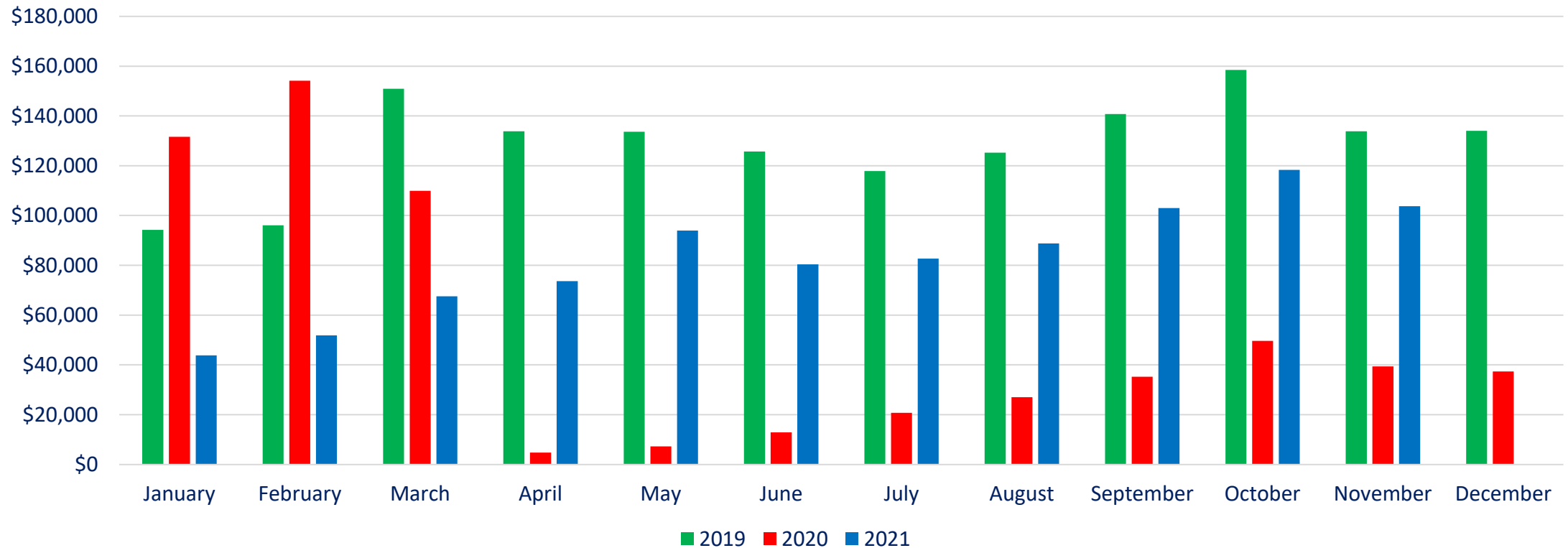




# Parking Lot

- YTD Gross Receipts -36% (2019)
- November 2021
  - -22% (NOV19)
  - 163% (NOV20)

## Gross Receipts



# Restaurant

- YTD Gross Receipts -41% (2019)
- November 2021
  - -13% (NOV19)
  - 196% (NOV20)

## Gross Receipts

