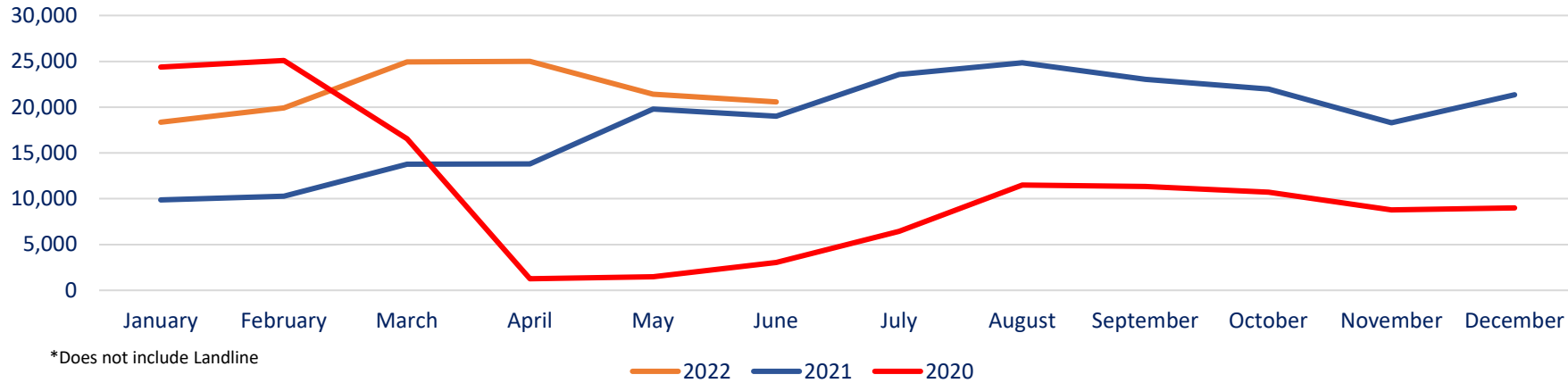


Duluth International Airport Air Service Update

DAA Board Meeting
19JUL22

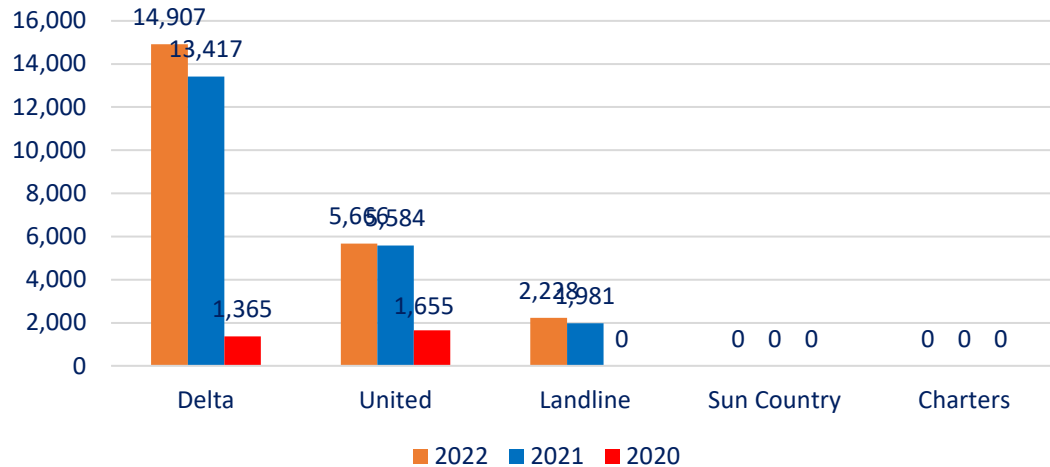


Total Passengers

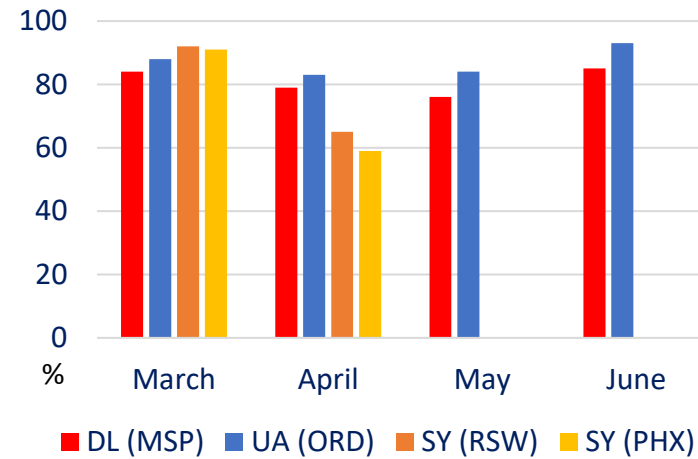


- YTD enplanements -5% (2019)
- YTD enplanements 59% (2021)
- June enplanements 8% (JUN21)
- DL passengers 1% (JUN21)
- UA passengers 29% (JUN21)

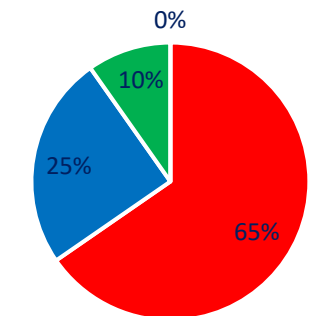
June Passengers by Airline



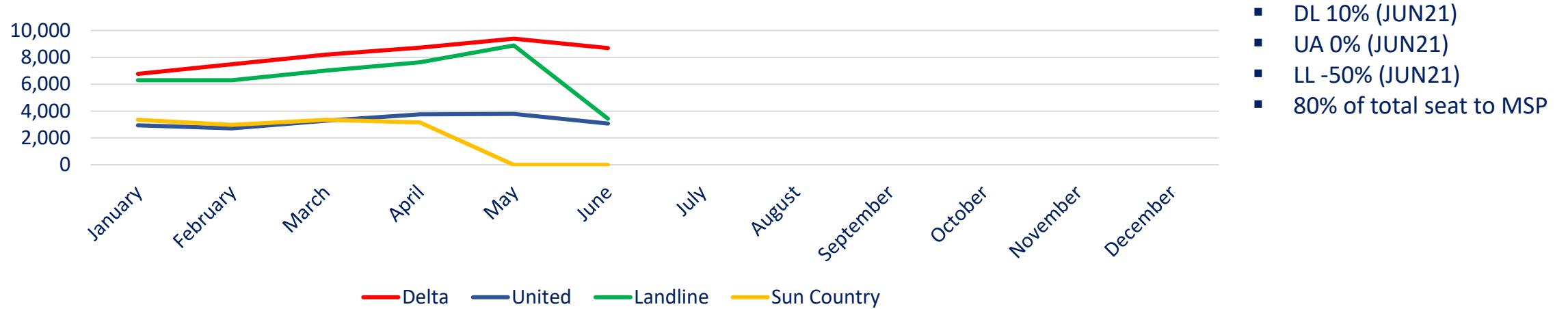
Load Factor by Route/Airline



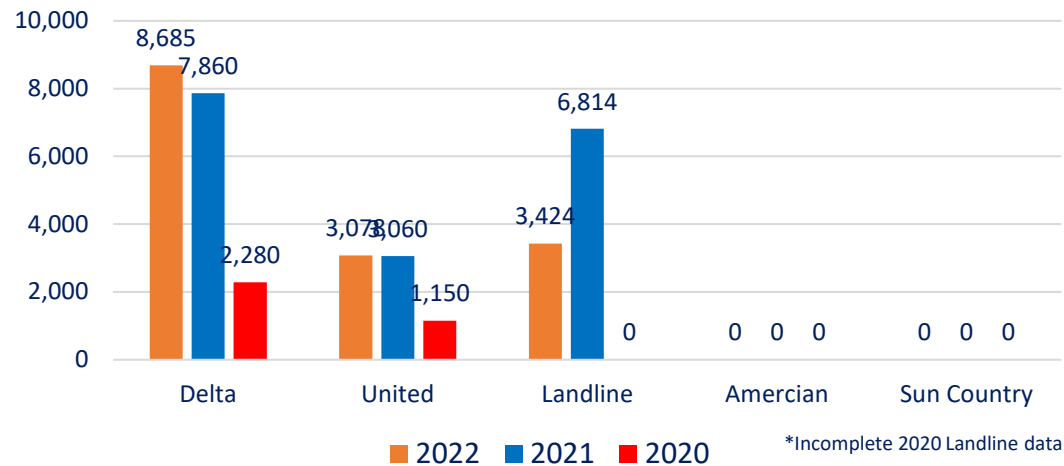
Airline Market Share By Passengers



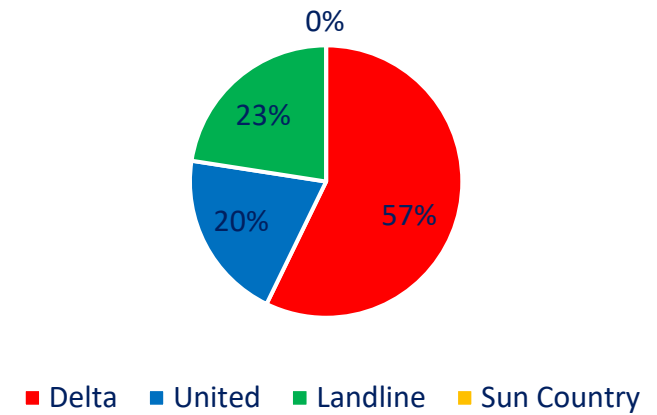
Total Seats



June Seats by Airline

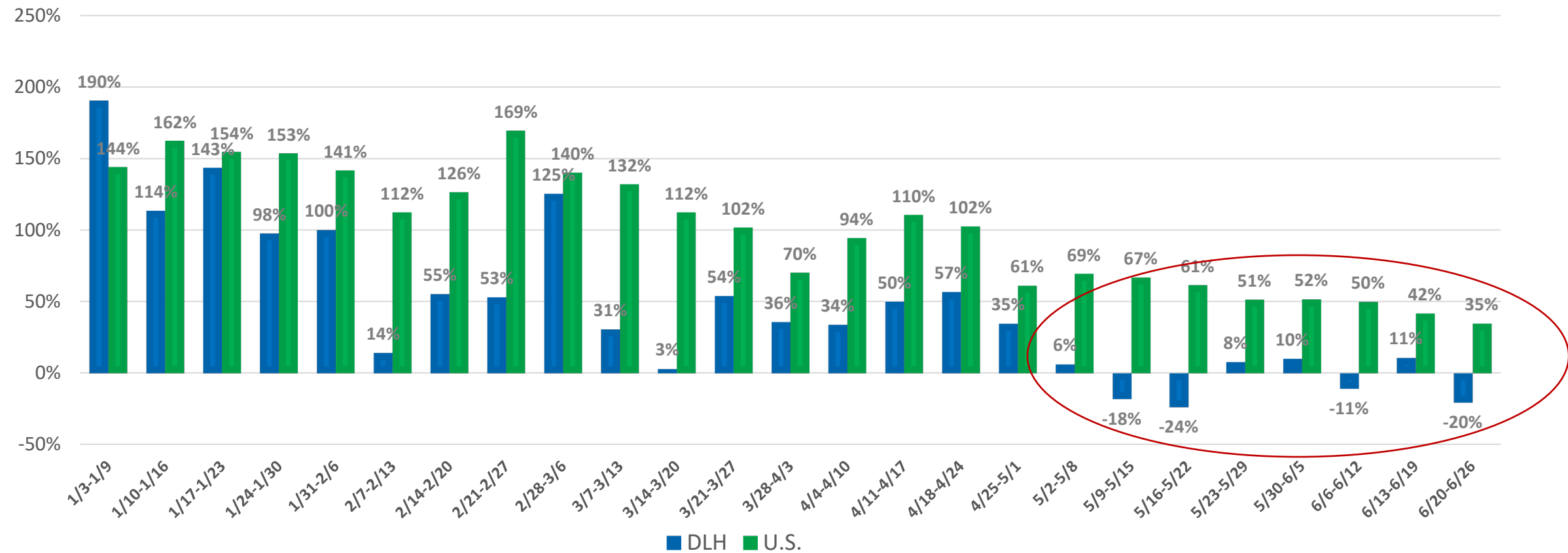


Airline Market Share By Seats



DLH Advanced Bookings

ARC: DLH ADVANCED BOOKINGS VS U.S.
% CHANGE YEAR/YEAR



Air Service News and Notes

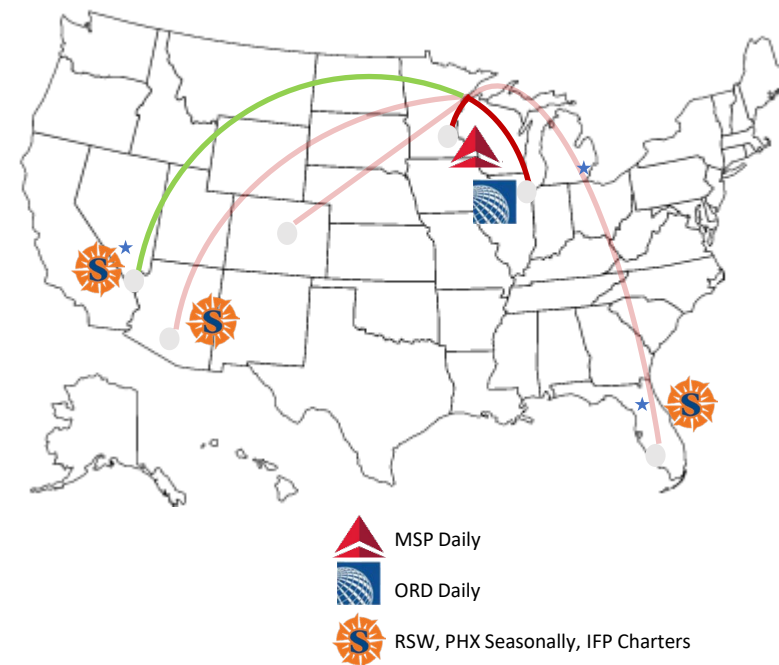
National Notes

- DOT is taking action against airlines that refuse to issue refunds for canceled flights.
 - Consumer complaints against airlines up 300% over pre-pandemic levels.
- DL will slow planned capacity growth to restore operational integrity.
 - Does not expect to be at 2019 capacity levels until the Summer of 2023.
- Airline On-Time Performance Drops in June
 - DL 79.4% on-time
 - UA 77.4% on-time
 - Both airlines are in the top 3 on-time best performers
- Sun Country Airlines selected to serve Chippewa Valley Regional Airport
 - 2x per wk to MSP
 - 2x per wk seasonally to FSW, MCO and LAS
 - Seasonal flights changing based on the time of year

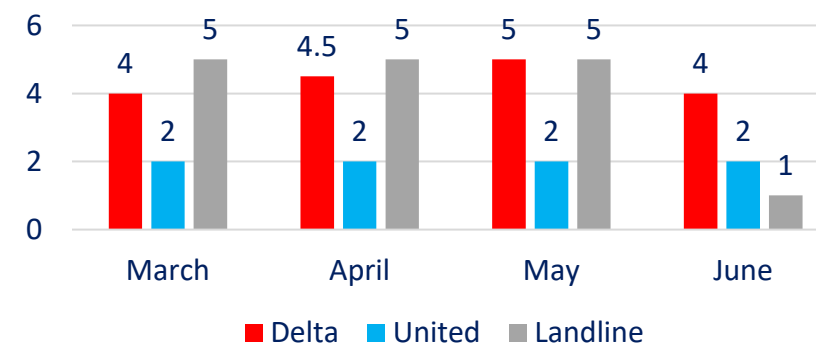
Local Notes

- LL cuts capacity while its transitions its fleet

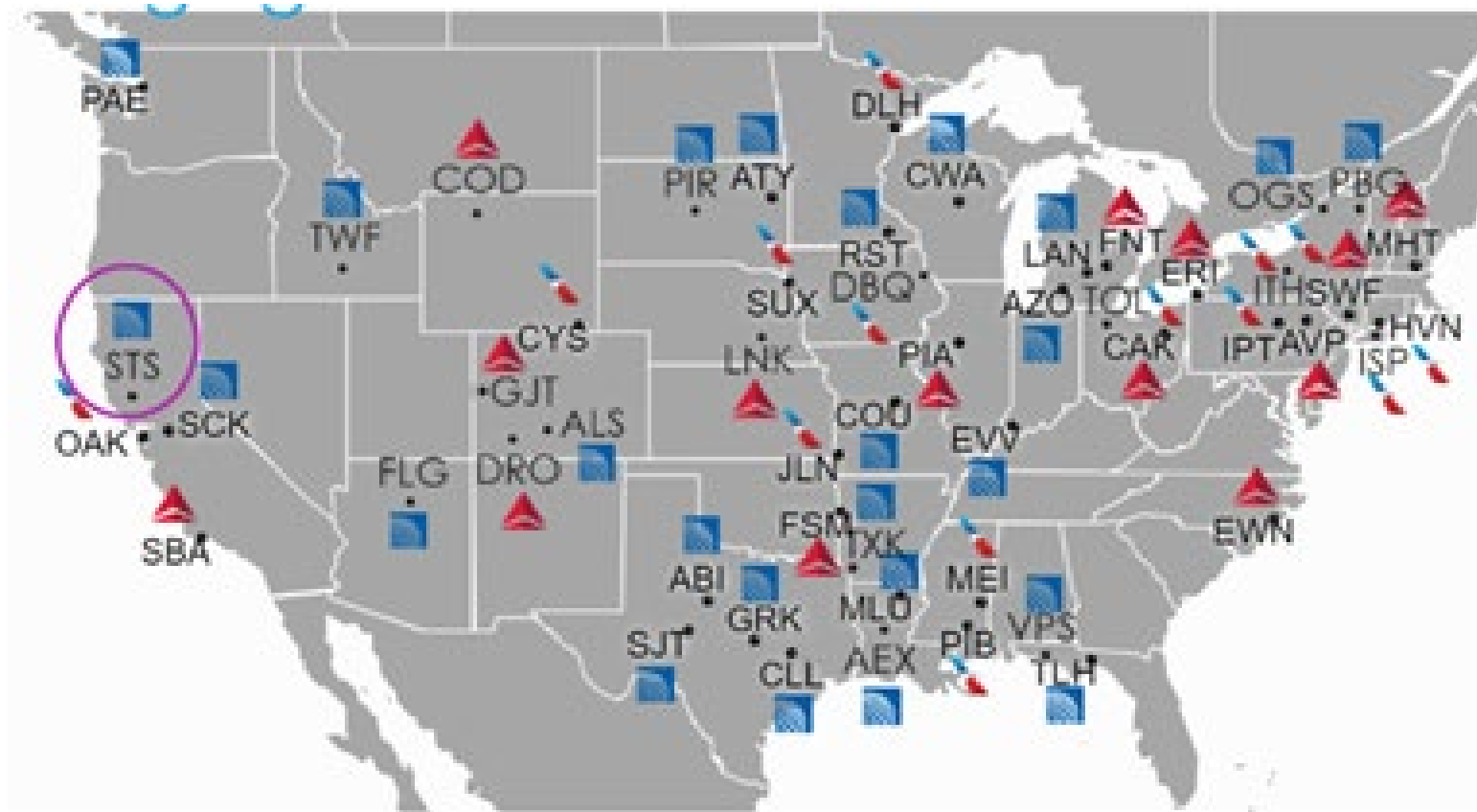
Route Map



Daily Frequencies by Airline



52 Stations Vacated by a Legacy Carrier Since the Start of the Pandemic



52 station exits for American, Delta, & United

4 station exits pending for AA

- DBQ
- ISP
- ITH
- TOL

3 station exits pending for UA

- FLG
- STS
- TXK

Source: Cirium schedule data via Oslo M; Allevon Pacific Aviation Consulting analysis

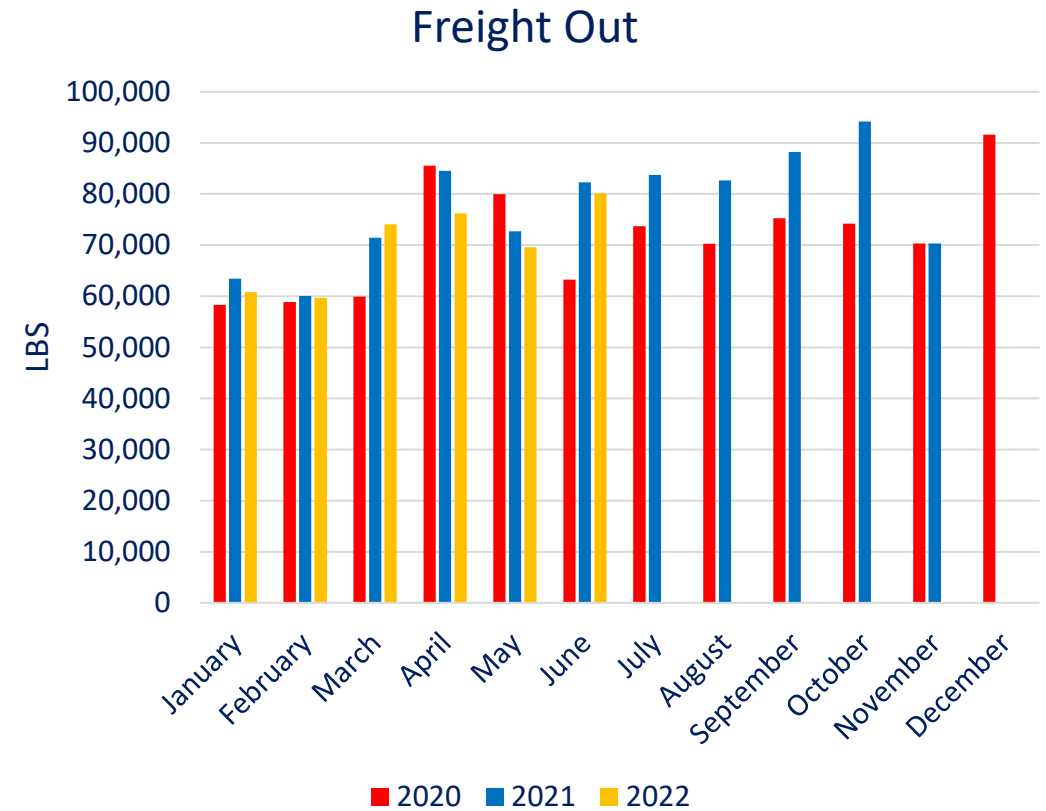
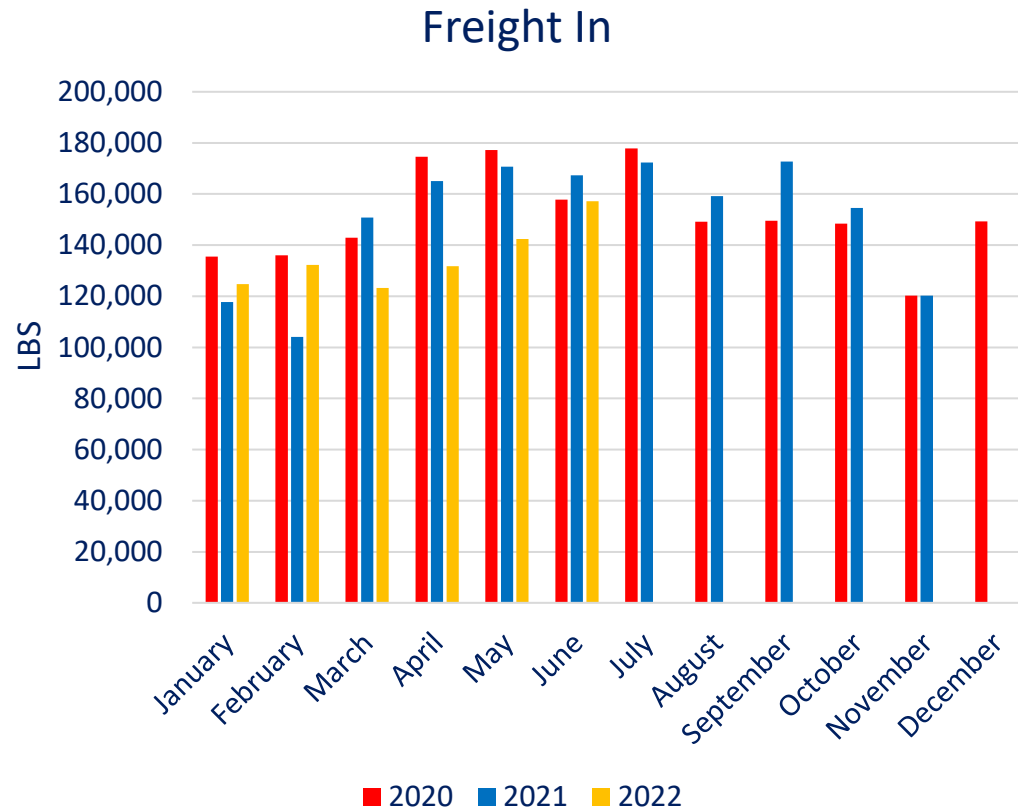


Duluth International Airport Key Activity Metrics Global Pandemic Recovery



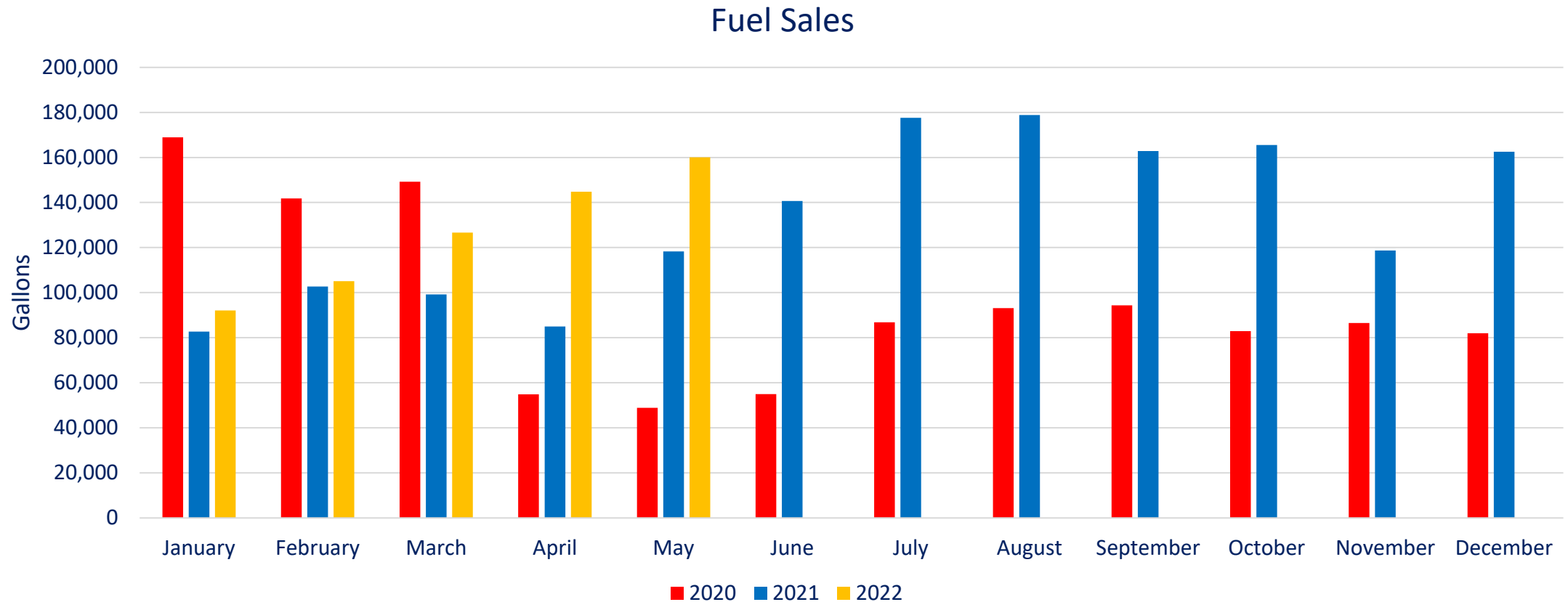
Air Cargo

- Freight-in volume has softened the last 4 months compared to the same period 2021 and 2022
- Freight-out has also softened the last 4 months compared to the same period 2021 and 2020



Fuel Sales

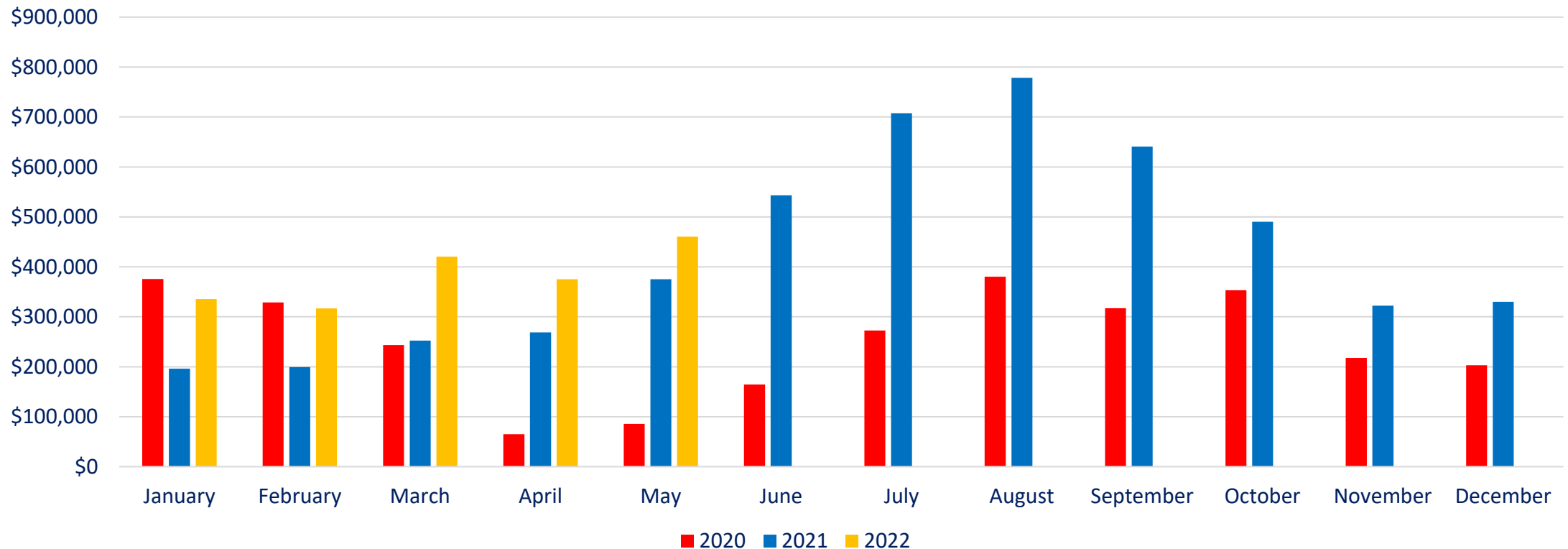
- -16% YTD Fuel Sales (2019)
- 20% YTD Fuel Sales (2021)
- May 2022
 - -19% (MAY19)
 - 26% (MAY21)



Rental Car

- YTD Gross Receipts -4% (2019)
- May 2022
 - -12% (MAY19)
 - 18% (MAY21)

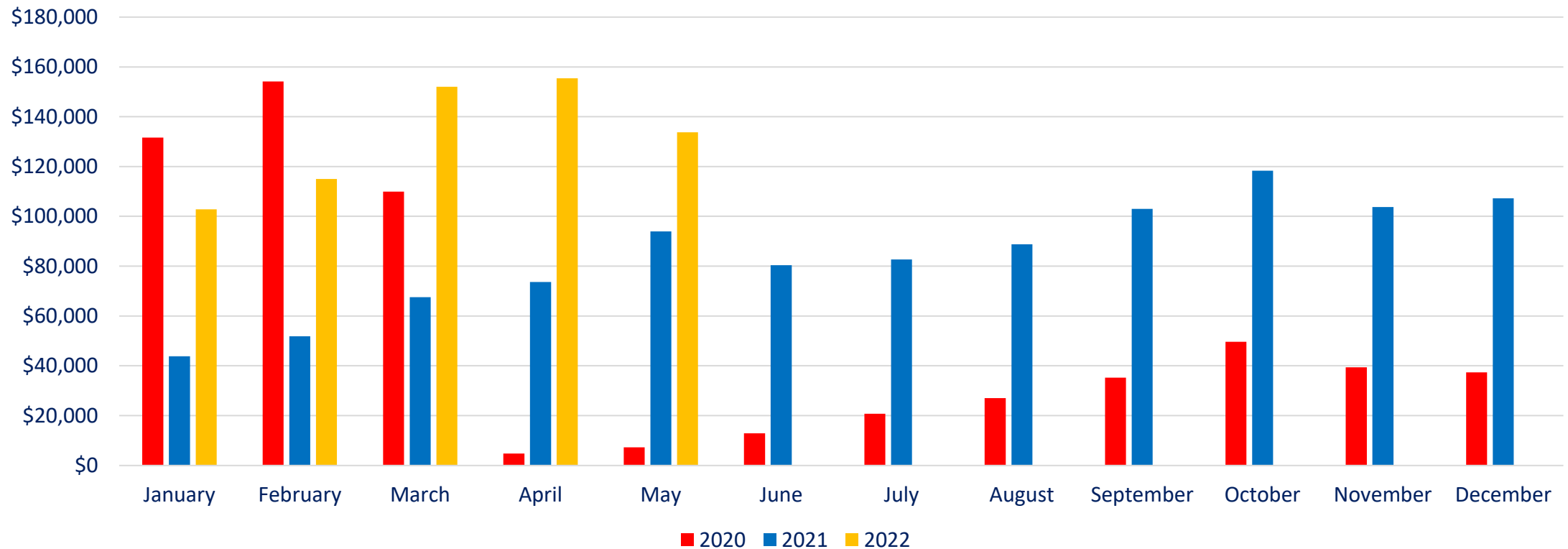
Gross Receipts



Parking Lot

- YTD Gross Receipts 9% (2019)
- May 2022
 - 0% (MAY19)
 - 30% (MAY21)

Gross Receipts



Restaurant

- YTD Gross Receipts 17% (2019)
- Jun 2022
 - -33% (JUN19)
 - 17% (JUN21)

Gross Receipts

