



Sky Harbor Airport Business Partners



Who are Sky Harbor's Business Partners?

- Jonathan Aero
 - Aircraft maintenance (Airframe & Powerplant)
- Hangar 10 Aero –
 - Aircraft component fabricator for the Hatz Bantam biplane
- Scenic Air Rides
 - Scenic air tours over the North Shore and Twin Ports area
- Love Creamery
 - Handcrafted artisan dairy and vegan ice cream creations

Jonathan Aero (A & P)

- Doing business on the airfield since the 1980s
- Draws in hundreds of aircraft and pilots each year for maintenance and float changes
- Travels to other airports to maintain aircraft (Ashland, Cloquet, Two Harbors)



Hangar 10 Aero



- Building aircraft and doing business on the airfield since the 1980s
- Selling aircraft components to aircraft homebuilders worldwide
- Founders of the Duluth Aviation Institute (builders of The Lark)
- Attract customers (revenue) from great distances



Scenic Air Rides

- First year in business as an air tour operator at Sky Harbor
- More than 30,000 hours of combined pilot time
- Planning to add a charter license next year for longer flights



Love Creamery

- Uses a portable cart to sell ice cream to the general public (beach goers and turn around traffic)
- Cart is stored in our hangar and used predominantly on weekends
- Serves as a model for additional non-aeronautical airport sales



Benefits to Sky Harbor and the DAA

- Fuel sales
 - i. Direct (Scenic Air Rides)
 - ii. Indirect (Jonathan Aero's customers and referrals)
- Concession income
 - i. Percentage of all sales paid to the DAA
- Parking fees
 - i. Aircraft are charged to park on the ramp (especially float aircraft)
- Hangar & space rental

Business Partner Economic Impact – 2020 & 2021

- Fuel sales (Air Tours, flight training, mechanic)
 - \$30,148 (**29%** of total Sky Harbor income)
- Concessions (Air Tours, flight training, mechanic, food and beverage)
 - \$4,075 (**4%** of total Sky Harbor income)
- Parking Fees (2020 only)
 - \$1,037 (**2%** of total Sky Harbor income)
- Hangar/Space Rental
 - \$10,074 (**10%** of total Sky Harbor income)

Total for Business Partners – **45%**



Strategy Moving Forward



- Increase concessions and leases through landside sales
- Build additional hangars to increase annual space rental income
- Increase fuel sales by through competitive pricing
- Encourage aircraft parking to increase tied-down fees

The Bigger Picture

- Because of our business partners, Sky Harbor can sometimes be a very busy place, especially for a General Aviation (GA) airport.
- Hundreds of pilots and their passengers fly into Sky Harbor each year and patronize our local restaurants, hotels and retailers
- More and more pilots are learning about Sky Harbor

