

A wide-body aircraft, likely a Boeing 747-400, is parked on an asphalt tarmac. The aircraft is painted in Monaco Air livery, featuring a white base with a prominent red and yellow stripe running along the fuselage. The tail fin is painted in a bright yellow color. The aircraft is positioned in front of a modern terminal building with large windows and a stylized logo on its facade. The sky is a clear, deep blue, suggesting dusk or dawn. The overall scene is well-lit, with the aircraft's lights and the terminal's interior lights visible.

Monaco Air Duluth

Overview 2023

MONACO AIR DULUTH – THE HISTORY



History

- Monaco Air was established in November, 2005
- Prior careers in Information Technology, globally
- We both share a passion for aviation and are active pilots
- Our FBO journey:

“To create a world class FBO with second-to-none customer service that exceeds every expectation”



MONACO AIR DULUTH – THE COMPANY



Company

- 24 x 7 x 365 Operations – Like the Airport, we never close
- 30+ Full-time Professionals
 - 4 Customer Service Representatives
 - 16 Line Technicians
 - 4 Aircraft Mechanics / 2 GSE-Facility Maintenance
 - 3 Accounting Specialists / 3 Senior Management
- We place a very high value on Airport and Tenant Relationships
 - Duluth Airport Authority / 148th Air National Guard
 - Unify / Cirrus / LSC / LSH / Aircraft Owners and Operators, Etc.



LINES OF BUSINESS



Three Primary Customer Groups:

1. Airline / Charter / Cargo Services
2. VIP / Private Air Travel – International Techstops
3. Military Support – Aircraft Services, Training and Operational



Diversification:

1. Cold Weather Testing and Aircraft Ice Testing Programs
2. Cruise Ship Handling...?



AIRLINE / CHARTER / CARGO SERVICES

- Airline Operations:
 - Primary Fueling Services
 - Primary Deicing / Anti-Icing Services (Type I and IV)
 - Primary and Secondary Airline Ground Handling
 - Airline AOG Maintenance First-Call Service
- Scheduled / Ad hoc Charter Handling
 - Sun Country / Allegiant / Swift Air / Numerous others
 - Aircraft types: up to B747 / A350 / AN124 (Deployments)
 - All above and below wing services provided
- Cargo Handling



FUELING / DEICING OPERATIONS

- Fueling Operations

- 100,000 Gal. Jet Fuel Farm / 15,000 Gal. AvGas
- One 7,000 Gal and Four 5,000 Gal. Jet Refuelers
- Two Avgas Refuelers / One AvGas Self-Serve Station
- Diesel and Unleaded Fuel Farm and Refuelers
- Cirrus Dedicated Jet Truck / Cirrus Diesel Self-Serve



- Deicing Operations

- Three primary Type I & IV Deice Trucks w/ Forced Air
- Two 8,000 gallon Type I Storage Tanks / Type IV Storage
- We are the Primary Deicer for all Airlines / Charters / Corporate / GA / Military
- Aircraft Manufacturers like Embraer and Gulfstream use our deicing operations to certify new aircraft for Flight Into Known Ice (FIKI) and Training Procedures



VIP / PRIVATE AIR SERVICES

- 10,000 sqft FBO Facility opened in 2017
 - VIP Two-Story Customer Lounge
 - Full Service Concierge Desk
 - Pilot's Lounge with Snooze room for two
 - Weather and Flight Briefing Room
 - Full Catering Kitchen with Bistro
 - Fitness Room with Shower and Locker Room
 - Large and Small conference Rooms
 - On-site Car Rental and Two Courtesy Vehicles (Hybrid / New)
 - VIP Catering with Blackwoods Restaurant



INTERNATIONAL TECHSTOP BUSINESS



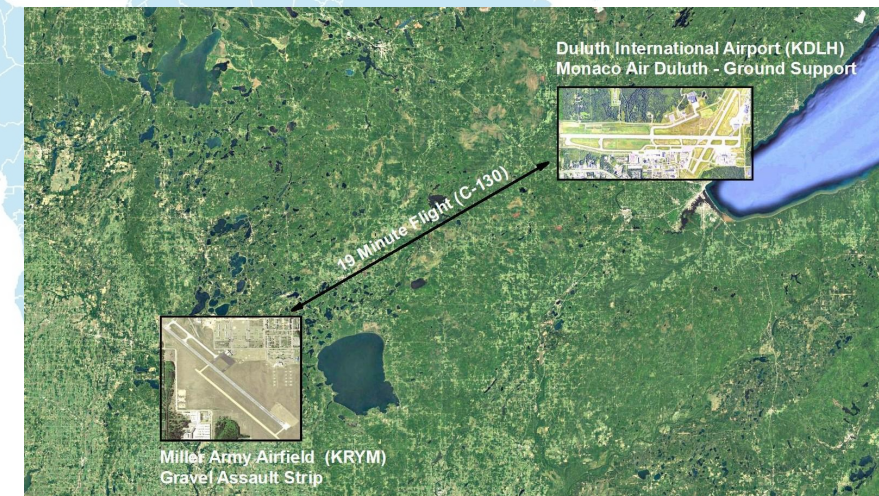
International Techstops with US Customs

- Central Location on Shortest Great Circle Routes
- International Quick Turns under 20 minutes
- US Customs International Port of Entry
 - 24 x 7 x 365 USCBP / FBO / Airport
 - USCBP Customs located inside of FBO
 - Arriving aircraft park directly in front of FBO
- VIP Passenger / Crew / Aircraft Handling / Catering / Int'l Garbage Handling
- Primary crew swap location for long haul flights – NetJets Primary Techstop Location
- US Customs International Port of Entry since 1959 – 60+ years experience



MILITARY SUPPORT SERVICES

- Hold Contract for DOD/DLA Military Fueling
- Large Scale Training Exercise Support – MOA's
 - FBO becomes the Visiting Unit Base of Ops.
 - Military Ramp(s)
 - Briefing Rooms
 - Secured Equipment Room
- 148th Joint Support / Training and Deployment Support
- Miller Army Airfield at Camp Ripley – Assault Strip Quals
- Hot Fueling Capability - eventually
 - Working with DAA Operations to implement



DULUTH INTERNATIONAL AIRPORT OVERVIEW



Duluth International Airport (KDLH)

- Former Air Force Military Base
- 10,591' Primary Runway / CAT II ILS
- ARFF (Cat. 'D') / FAA Tower / 24 x 7 x 365
- Uncongested Airspace / No Slots / No PPR's (FBO)
- Ultraheavy Ramps / Runways / Taxiways
- Support B747's, AN-124's, C-5 Capability
- Daily Schedule Airline Service including Delta Airlines / United Airlines / Sun Country (Seasonal)
- US CUSTOMS at Monaco Air, and at the Main Terminal



CHALLENGES

The Biggest challenge to nearly all FBO's: Ramp Space vs. Growing Aircraft Size

	Wingspan	Length	
In 2005:	Gulfstream G450	78'	89'
Today:	Global 7500	104'	111'
	Size Increased by	33%	25%



Solution:

Space to expand Monaco Ramp to the north by 25 Feet

ON THE HORIZON: THE AAM REVOLUTION

Advanced Air Mobility (AAM)

What is it:

- An automated air transportation system for passengers and cargo in urban and rural locations using next generation technologies
- It's not a single technology, but a collection of emerging technologies eventually applied to the entire Aviation Transportation System
 - Electric vertical take-off and landing (eVTOL) aircraft – beyond drones
 - Incorporating Autonomous AI Control
 - Initially with nominal range, but increasing distances with heavier loads
 - Goal is to adapt to existing Airspace Regulations
 - But what about the Infrastructure Needs?
- AAM is expected to become an increasingly important part of the global transportation system in the next several years



Archer "Midnight" – First Customer: United Airlines– Initial Order for 100

Questions?



MONACO AIR

D U L U T H