



# DULUTH AIRPORT AUTHORITY

## NOTICE OF THE DULUTH AIRPORT AUTHORITY

### BOARD MEETING

#### PURSUANT TO MINN. STAT. § 13D.02

NOTICE IS HEREBY GIVEN Duluth Airport Authority will hold its *regular* meeting on **Tuesday, January 21st, 2025 at 8:00 a.m.** in the Amatuzio Conference Room, Third Floor, in the Duluth International Airport Terminal Building, 4701 Grinden Drive, Duluth, MN 55811

In accordance with the requirements of Minn. Stat. Section 13D.02, Director Jeff Anderson will appear remotely via interactive technology from the following public location: Minnesota State Capitol, 75 Rev. Dr. Martin Luther King Jr. Boulevard, St Paul, MN 55155

Members of the public may monitor the meeting by clicking below to access the meeting by Microsoft Teams: "Microsoft Teams Meeting" (information below).

#### **Join on your computer, mobile app or room device**

[Click here to join the meeting](#)

Meeting ID: 249 336 734 244

Passcode: ihi3nk

[Download Teams](#) | [Join on the web](#)

The public may express their comments for consideration by the Duluth Airport Authority prior to the meeting by email or in writing to [daa@duluthairport.com](mailto:daa@duluthairport.com) or to Duluth Airport Authority, 4701 Grinden Drive, Duluth, MN 55811.



# DULUTH AIRPORT AUTHORITY

## DULUTH AIRPORT AUTHORITY MEETING AGENDA JANUARY 21, 2025

### AMATUZIO CONFERENCE ROOM DULUTH INTERNATIONAL AIRPORT

#### I. \*EXECUTIVE DIRECTOR'S REVIEW

- A. Information Letter to DAA Directors

#### II. \*APPROVAL OF PREVIOUS MEETING MINUTES & OTHER CONSENT AGENDA ITEMS

- A. Approval of December 17, 2024 Board Meeting Minutes

#### III. \*DAA CASH DISBURSEMENTS

- A. Operating Check Registers #31-32; Operating ACH Payment Registers #32-33 (2024) and #1 (2025); Construction ACH Register #17.

#### IV. \*CORRESPONDENCE

- A. December 17, 2024: Letter to Senator Amy Klobuchar of Support for Federal Prison Camp - Duluth. DAA.
- B. December 17, 2024: Letter to Senator Tina Smith of Support for Federal Prison Camp - Duluth. DAA.
- C. December 17, 2024: Letter to Congressman Pete Stauber of Support for Federal Prison Camp - Duluth. DAA.
- D. December 25, 2024: Coming to a Tiny Airport Near You: New Airlines. The New York Times.
- E. December 31, 2025: The Duluth Airport Authority Announces New Parking Rates for 2025. Press Release. DAA.
- F. January 1, 2025: Parking Rate Increase at Duluth International Airport. NNN.

#### V. OPPORTUNITY FOR PERSONS TO BE HEARD

#### VI. OLD BUSINESS

None

#### VII. NEW BUSINESS

- A. Resolution to Approve First Amendment to Security/Public Service Officers Agreement Between the Duluth Airport Authority and General Security Services Corporation/Midwest Patrol.



## **DULUTH AIRPORT AUTHORITY**

- B. \*November 2024 Financial Reports
- C. \*January 2025 Accounts Receivable
- D. \*December 2024 Airline Statistics, Landline Statistics

### **VIII. DIRECTOR'S REPORTS**

***Items annotated by an asterisk (\*) are approved by consent and require no discussion or action unless questioned by a Director (in accordance with resolution passed by Directors on March 19, 2002).***



**DATE: January 21, 2025**

**TO: Duluth Airport Authority Board of Directors**

**FROM: Executive Director**

**SUBJECT: Executive Director's Review**

The following items will be discussed during the Executive Director's Review. If action is required of the DAA on any of these items, they will also appear on the agenda. If you have questions or desire additional information, please contact me and I will provide it at the DAA meeting.

**AIR SERVICE**

- Passenger statistics will be presented at the meeting.

**OPERATIONS/CONSTRUCTION/PLANNING**

- Planning:
- Construction:
  - Customs and Border Protection Federal Inspection Services Construction Update
- Operations and Maintenance:
- Sky Harbor

**BUSINESS/PROPERTY DEVELOPMENT**

- LifeLink III Project Update
- Lake Superior College Lease Update
- Commercial Vehicle Policy Update

**FINANCIAL UPDATE**

- Stormwater Update

**MARKETING/COMMUNICATIONS**

- Duluth and St. Louis County Days (Feb 12-13)
- Twin Ports Dermatology Renewal
- Customer Survey Results

**LEGISLATIVE UPDATE**

- ATCT Funding Advocacy

**PRESENTATIONS/TOURS/TRAVEL RECAP**

- NSR





**DULUTH AIRPORT AUTHORITY**

**OTHER**

- NSR

Submitted by,

Tom Werner, A.A.E.  
Executive Director



## II. Previous Meeting Minutes

# DULUTH AIRPORT AUTHORITY

## Duluth Airport Authority

### Meeting Minutes

December 17, 2024

**MEETING LOCATION:** Amatuzio Conference Room, Duluth International Airport

**DIRECTORS PRESENT:** Kevin O'Brien, President  
Michael Henderson, Vice President  
Jeff Anderson, Secretary  
Elissa Hansen  
Jason Crawford  
Sandy Hoff  
Briana Johnson

**DIRECTORS PARTICIPATING VIA ELECTRONIC MEANS:**

**DIRECTORS ABSENT:** Dir Hansen arrived at 8:24 AM.

**OTHERS PRESENT:** Tom Werner, DAA Executive Director  
Mark Papko, DAA Dir. of Operations  
Jana Kayser, DAA Dir. of Business Development  
Joelle Bodin, DAA Dir. of Finance and Administration  
Natalie Baker, DAA Dir. of Marketing and Communications  
Jenny Delnay, DAA Finance Technician  
Aimee Bone, DAA Administrative Coordinator  
Rob Missinne, Monaco Air

**OTHERS PARTICIPATING VIA ELECTRONIC MEANS:**

Robb Enslin, City Attorney  
Horeya Czaplewski, EXP  
Paul Huston, HNTB  
Shawn McMahon, SEH  
Kaci Nowicki, SEH

**CALL TO ORDER:** Dir. O'Brien called the DAA board meeting to order at 8:00 a.m.

Dir. O'Brien invited Mr. Tom Werner to provide the Executive Director's Review

## I. \*EXECUTIVE DIRECTOR'S REVIEW

A. **Air Service:** Mr. Werner provided an update on the current air service with a presentation.

- Mr. Werner presented year-to-date numbers:
  - Strong progress post-pandemic with 8% YTD enplanement increase, November increased 29% for the month versus 2023 with Delta at an 8% increase, and United at an 86% increase.
  - Load factors remain strong, with at Delta 83%, and United in the high 80s.
  - United (44%) is close to Delta (55%) in market share.



## DULUTH AIRPORT AUTHORITY

- Seat capacity, strong for both carriers, Delta up 7%, United up 99% from last year, Delta up 6% YTD, United 28% YTD.
- Monthly average available seats per year-improvement to 14,000 per month for 2024, on right track for recovery, 2024 16% decrease compared to 2019. Airline partners say crew/pilot shortages are subsiding.
- DLH had a small community air service grant meeting with DOT and discussed how to repurpose funds within the confines of original proposal, such as a western destination with a low-cost carrier. Mr. Werner will work with Ms. Baker and send it back to the DOT for further progress and will approach local stakeholder groups during the process.

**B. Operations/Construction/Planning:** Mr. Papko provided the following updates:

- The new ATCT 100% design for bid plan set has been received, focusing on funding aspect now, and will continue with small tower projects to keep grants intact in respect to the timeframe to maintain grant availability.
- Customs and Border Protection (CBP) Federal Inspection Services: DLH drafted a letter in response to their request to update space and stated its position on the requests and CBP will respond shortly.

**C. Business/Property Development:** Ms. Kayser provided an update on the following:

- Lifelink Hangar: DLH has solidified funding eligibility with FAA and is working on getting an agreement in place with rent terms finalized; bids anticipated at the end of March 2025.
- MN Power: progress continues to build a new service center and add utilities on Stebner Road to support future development. The City of Rice Lake received an EDA grant to aid in the extension of the utilities which includes water and wastewater infrastructure improvements. MN Power is expecting construction to start in 2029.
- The summer DLH internship position has been posted.

**D. Financial Update:** Ms. Bodin provided an update on the following:

- Information was received from the city about cost allocation and Ms. Bodin will review it before paying the 2025 fee.
- There will be a stormwater meeting in early January to discuss billing maps.
- The airport budget was approved at the December 9, 2024, city council meeting.

**E. Marketing/Communications:** Ms. Baker provided an update on the following:

- Planning for Duluth & St. Louis County Days which will be February 12-13, 2025.
- Ms. Baker, Ms. Delnay, and Ms. Bone participated in the Duluth Area Chamber of Commerce Holiday After Hours. There were several advertising inquiries, and the event provided strong engagement with community members.
- Aircraft Viewing Area: Ms. Baker received an inquiry from a trust manager who would like to implement an aircraft viewing area and Ms. Baker is working on feasibility.

**F. Legislative Update:** Mr. Werner provided an update on the following:

- Mr. Werner met with a representative of Congressman Pete Stauber in Washington, DC, to discuss ATCT funding and sourcing for additional federal funding. There is one more airport terminal grant cycle, with \$11 million dollars in grant funds secured thus far. Within the IJA (Infrastructure law), there is also a portion of unencumbered funds and the first \$100 million is allocated to contracted staffed tower projects around the country.



## DULUTH AIRPORT AUTHORITY

DLH is working on language in funding allocation to include locally owned, federally staffed, and there is low competition for the grant money and district allotment.

- Lifelink project is very close to reaching funding goals, exploring funding allocation.

G. **Presentations/Tours/Travel Recap:** Mr. Werner provided an update on the following:

- NSR

H. **Other:** Mr. Werner provided an update on the following:

- Monaco Air: Vantage Aviation Letter of Intent for purchase, currently negotiating, expects to close Q1 2025, updates at upcoming board meeting.

- Dir. O'Brien thanked everyone for their reviews and moved to item II of the agenda.

### II. **\*APPROVAL OF PREVIOUS MEETING MINUTES & OTHER CONSENT AGENDA ITEMS AS INDICATED BY \*:**

A. Approval of November 19, 2024 Meeting Minutes

- Dir. O'Brien entertained questions or a motion.
  - Motion: Dir. Hansen
  - Second: Dir. Crawford
  - Abstain: None
  - Result: This resolution was adopted unanimously.

### III. **\*DAA CASH DISBURSEMENTS**

A. Operating Check Register #30; Operating ACH Payment Registers #30-31; Construction ACH Register #16.

### IV. **\*CORRESPONDENCE**

- A. November 15, 2024: Plane Makes Emergency Landing at Duluth Airport. WDIO.
- B. November 25, 2024: Duluth Airport Sets Traffic Record. Business North.
- C. November 25, 2024: Grand Rapids Area Chamber of Commerce Letter of Support for the Duluth Airport Authority Tower Upgrade. Letter. GRACC.
- D. November 25, 2024: DLH Achieves Record-Breaking Operations in September 2024: A Call for Continued Funding Support. Press Release. DAA.

### V. **OPPORTUNITY FOR PERSONS TO BE HEARD**

A. None.

### VI. **OLD BUSINESS**

A. None.

### VII. **NEW BUSINESS**

A. Resolution to Approve the Duluth Airport Authority's Air Carrier Incentive Agreement Template.

- Mr. Werner shared the FAA updated their guidance to airports on air carrier incentives. Highly regulated and there are new recommendations from the FAA to use a contract to memorialize the relationship between the airport and the air carrier in terms of incentives and articulates what is required, etc.



## DULUTH AIRPORT AUTHORITY

- Dir. O'Brien entertained questions or a motion.
  - Motion: Dir. Henderson
  - Second: Dir. Hansen
  - Abstain: None
  - Result: This resolution was adopted unanimously.
  
- B. Resolution to Approve a Professional Services Agreement and Statement of Work for Audit Services Between the Duluth Airport Authority and CliftonLarsonAllen, LLP.
  - Ms. Bodin shared a follow-up on the audit services RFP process and CliftonLarsonAllen, LLP was awarded the contract and will be fulfilling the same obligations as the state auditors.
  - Dir. O'Brien entertained questions or a motion.
    - Motion: Dir. Hansen
    - Second: Dir. Johnson
    - Abstain: None
    - Result: This resolution was adopted unanimously.
  
- C. Resolution to Approve Service Agreement Between the Duluth Airport Authority and Marsden Central, LLC for Janitorial Services at Duluth International Airport.
  - Mr. Papko shared the janitorial RFP process recap and Marsden was awarded the contract and will start March 1, 2025, if approved. Mr. Papko added that it's likely that current janitorial staff at DLH will transfer over to Marsden.
  - Dir. O'Brien entertained questions or a motion. Dir O'Brien asked what other local contracts Marsden has, and Mr. Papko confirmed that they have several local contracts.
    - Motion: Dir. Hoff
    - Second: Dir. Johnson
    - Abstain: None
    - Result: This resolution was adopted unanimously.
  
- D. The Meeting Will Now Close to the Public Pursuant to Minn. Stat. 13D.05 Subd.3 (a) to Evaluate the Performance of Executive Director, Tom Werner. The Meeting Will Reopen to the Public at the Time Announced Upon Completion of the Evaluation. Members of the Public Will Need to Log Out or Be Removed During the Closed Meeting and Will Need to Log Back into the Meeting When it Reopens to the Public.
  - Dir. O'Brien entertained questions or a motion.
    - Motion: Dir. Anderson
    - Second: Dir. Henderson
    - Abstain: None
    - Result: This resolution was adopted unanimously.
      - The Meeting was Closed at 8:40 AM.
  
- E. Regular Meeting Reopened to the Public Pursuant to Statutes Chapter 13D.
  - Dir. O'Brien entertained questions or a motion.
    - Motion: Dir. Crawford
    - Second: Dir. Hansen
    - Abstain: None
    - Result: This resolution was adopted unanimously.
      - The Meeting was reopened to the public at 9:14 a.m.



# DULUTH AIRPORT AUTHORITY

F. Summary of Year 2024 Performance Evaluation of Executive Director.

- Dir. O'Brien shared that Mr. Werner had strong reviews from all board members. Dir. O'Brien provided Mr. Werner a copy of the Boards responses. Dir. O'Brien discussed Mr. Werner's "dedication to staff development, forward thinking in all aspects of what's important for the airport, showing up every day and hitting it out of the ballpark."

G. Resolution Authorizing an Annual Salary Compensation of \$185,560, a Car Allowance of \$5,000 and a One-Time Incentive Payment of \$10,000 to Executive Director Thomas J. Werner Pursuant to Employment Contract.

- Dir O'Brien stated that the Board would like to recognize Mr. Werner's hard work. At this time, the Board is recommending Mr. Werner's annual salary of \$185,560 in addition to a one-time incentive of \$10,000 and the car allowance of \$5,000.
- Dir. O'Brien entertained questions or a motion.
  - Motion: Dir. Johnson
  - Second: Dir. Crawford
  - Abstain: Dir O'Brien
  - Result: This resolution was adopted unanimously.

H. Resolution to Approve Executive Director's 2025 Work Plan.

- Dir. O'Brien entertained questions or a motion.
  - Motion: Dir. Henderson
  - Second: Dir. Hoff
  - Abstain: None.
  - Result: This resolution was adopted unanimously.

I. \*October 2024 Financial Reports

J. \*December 2024 Accounts Receivable

K. \*November 2024 Airline Statistics, Landline Statistics

## VIII. DIRECTOR'S REPORTS

- A. Dir. O'Brien mentioned that he and Dir. Hansen will meet about the board attendance policy and follow up accordingly.

**ADJOURN:** The meeting was adjourned at 9:19 AM.

Motion: Henderson

Second: Johnson

Respectfully submitted,

Aimee Bone

Administrative Coordinator

Tom  
Werner

Digitally signed by  
Tom Werner  
Date: 2024.12.30  
13:53:51 -06'00'

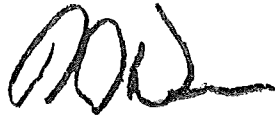
Approved: \_\_\_\_\_

DAA Executive Director

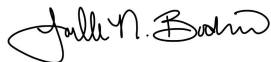
III. Cash Disbursements  
**DAA Operating Check Register #31-2024**  
**December 13, 2024**

**Document Number From 12321 through 12334**

Document Number	Date	Transaction Type	Payee	Amount
12321	12/13/2024	BILLPMT	AT&T Mobility	\$476.64
12322	12/13/2024	BILLPMT	Baker, Natalie	\$60.00
12323	12/13/2024	BILLPMT	Cintas	\$104.89
12324	12/13/2024	BILLPMT	City Of Duluth Comfort Systems	\$9,515.64
12325	12/13/2024	BILLPMT	DSC Communications	\$989.50
12326	12/13/2024	BILLPMT	EarthLink Business	\$310.23
12327	12/13/2024	BILLPMT	Essentia Health	\$308.00
12328	12/13/2024	BILLPMT	Federal Express Corporation	\$69.99
12329	12/13/2024	BILLPMT	Industrial Welders & Machinist, Inc.	\$675.00
12330	12/13/2024	BILLPMT	Kwik Trip	\$108.34
12331	12/13/2024	BILLPMT	Minnesota Petroleum Service	\$113.00
12332	12/13/2024	BILLPMT	Minnesota Power	\$35,765.05
12333	12/13/2024	BILLPMT	Taylor, Dan	\$60.00
12334	12/13/2024	RFND	WLSSD	\$874.66
<b>Total</b>				<b>\$49,430.94</b>



\_\_\_\_\_  
 Airport Director



\_\_\_\_\_  
 Finance Director

*Tom Werner*

\_\_\_\_\_  
 Executive Director

*Kevin P. OBrien*

Kevin P. OBrien (Dec 13, 2024 05:55 PST)

\_\_\_\_\_  
 Board President



Jos Bailey (Dec 16, 2024 08:22 CST)

\_\_\_\_\_  
 City Treasury












# Operating Check Register #31-2024

Final Audit Report

2024-12-16

Created:	2024-12-13
By:	Kathy Leon (kleon@duluthairport.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAAH4AuttzrmyiELPiRacm3d4CtK7vkMiTn

## "Operating Check Register #31-2024" History

-  Document created by Kathy Leon (kleon@duluthairport.com)  
2024-12-13 - 1:45:53 PM GMT
-  Document emailed to Joelle Bodin (jbodin@duluthairport.com) for signature  
2024-12-13 - 1:45:56 PM GMT
-  Document emailed to Tom Werner (twerner@duluthairport.com) for signature  
2024-12-13 - 1:45:56 PM GMT
-  Document emailed to info@kevinobrienrealtor.com for signature  
2024-12-13 - 1:45:57 PM GMT
-  Document emailed to Josh Bailey (jbailey@duluthmn.gov) for signature  
2024-12-13 - 1:45:57 PM GMT
-  Email viewed by info@kevinobrienrealtor.com  
2024-12-13 - 1:53:42 PM GMT
-  Signer info@kevinobrienrealtor.com entered name at signing as Kevin P. OBrien  
2024-12-13 - 1:55:40 PM GMT
-  Document e-signed by Kevin P. OBrien (info@kevinobrienrealtor.com)  
Signature Date: 2024-12-13 - 1:55:42 PM GMT - Time Source: server
-  Email viewed by Joelle Bodin (jbodin@duluthairport.com)  
2024-12-13 - 2:33:38 PM GMT
-  Document e-signed by Joelle Bodin (jbodin@duluthairport.com)  
Signature Date: 2024-12-13 - 2:34:07 PM GMT - Time Source: server
-  Email viewed by Tom Werner (twerner@duluthairport.com)  
2024-12-13 - 3:34:32 PM GMT




 Document e-signed by Tom Werner (twerner@duluthairport.com)

Signature Date: 2024-12-13 - 3:34:58 PM GMT - Time Source: server

 Email viewed by Josh Bailey (jbailey@duluthmn.gov)

2024-12-16 - 2:22:39 PM GMT

 Document e-signed by Josh Bailey (jbailey@duluthmn.gov)

Signature Date: 2024-12-16 - 2:22:52 PM GMT - Time Source: server

 Agreement completed.

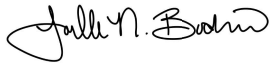
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**DAA Operating Check Register #32-2024  
December 31, 2024**

**Document Number From 12335 through 12346**


Document Number	Date	Transaction Type	Payee	Amount
12335	12/31/2024	BILLPMT	AT&T Mobility	\$476.54
12336	12/31/2024	BILLPMT	Cintas	\$224.03
12337	12/31/2024	CHK	Citi Cards	\$3,668.44
12338	12/31/2024	BILLPMT	Curtis Oil & Propane	\$568.12
12339	12/31/2024	BILLPMT	DSC Communications	\$610.22
12340	12/31/2024	BILLPMT	Engelmeier, Roger	\$229.99
12341	12/31/2024	BILLPMT	Minnesota Power	\$846.85
12342	12/31/2024	BILLPMT	NAPA Auto Parts	\$651.67
12343	12/31/2024	BILLPMT	Northern Tool & Equipment	\$180.97
12344	12/31/2024	BILLPMT	Taylor, Dan	\$300.00
12345	12/31/2024	BILLPMT	University of Minnesota	\$13,500.00
12346	12/31/2024	CHK	WF Bus Payment Processing - Tom	\$1,017.05
<b>Total</b>				<b>\$22,273.88</b>

  
\_\_\_\_\_  
Airport Director

  
\_\_\_\_\_  
Finance Director

*Tom Werner*

\_\_\_\_\_  
Executive Director

  
\_\_\_\_\_  
Kevin P. OBrien (Jan 6, 2025 20:55 CST)

\_\_\_\_\_  
Board President

  
\_\_\_\_\_  
Jos Bailey (Dec 30, 2024 16:11 CST)

\_\_\_\_\_  
City Treasury












# Operating Check Register #32-2024

Final Audit Report

2025-01-07


Created:	2024-12-30
By:	Kathy Leon (kleon@duluthairport.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAA9bfuzjtfySJw01obKH5qfpUkygPM1V9B

## "Operating Check Register #32-2024" History


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2024-12-30 - 9:30:29 PM GMT
-  Document emailed to Tom Werner (twerner@duluthairport.com) for signature  
2024-12-30 - 9:30:30 PM GMT
-  Document emailed to info@kevinobrienrealtor.com for signature  
2024-12-30 - 9:30:30 PM GMT
-  Document emailed to Josh Bailey (jbailey@duluthmn.gov) for signature  
2024-12-30 - 9:30:30 PM GMT
-  Email viewed by Tom Werner (twerner@duluthairport.com)  
2024-12-30 - 9:30:57 PM GMT
-  Document e-signed by Tom Werner (twerner@duluthairport.com)  
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-  Email viewed by Josh Bailey (jbailey@duluthmn.gov)  
2024-12-30 - 10:10:58 PM GMT
-  Document e-signed by Josh Bailey (jbailey@duluthmn.gov)  
Signature Date: 2024-12-30 - 10:11:27 PM GMT - Time Source: server
-  Email viewed by Joelle Bodin (jbodin@duluthairport.com)  
2024-12-30 - 10:12:54 PM GMT
-  Document e-signed by Joelle Bodin (jbodin@duluthairport.com)  
Signature Date: 2024-12-30 - 10:13:12 PM GMT - Time Source: server

 Email viewed by info@kevinobrienrealtor.com

2025-01-07 - 2:54:40 AM GMT

 Signer info@kevinobrienrealtor.com entered name at signing as Kevin P. OBrien

2025-01-07 - 2:55:53 AM GMT

 Document e-signed by Kevin P. OBrien (info@kevinobrienrealtor.com)

Signature Date: 2025-01-07 - 2:55:55 AM GMT - Time Source: server

 Agreement completed.

2025-01-07 - 2:55:55 AM GMT

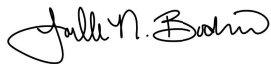
**DAA Operating ACH Payment Register #32-2024  
December 13, 2024**

**Confirmation #3470208**

Document Number	Date	Transaction Type	Payee	Amount
00000157/1	12/13/2024	BILLPMT	1 MediaUSA Advertising Inc	\$1,400.00
00000157/10	12/13/2024	BILLPMT	Graves, John	\$60.00
00000157/11	12/13/2024	BILLPMT	Jamar Company	\$13,068.00
00000157/12	12/13/2024	BILLPMT	Kaplan Kirsch	\$6,259.50
00000157/13	12/13/2024	BILLPMT	Kayser, Jana	\$60.00
00000157/14	12/13/2024	BILLPMT	Kayser, Jana M	\$379.66
00000157/15	12/13/2024	BILLPMT	Leon, Kathy	\$60.00
00000157/16	12/13/2024	BILLPMT	Mavo Systems Inc.	\$8,035.92
00000157/17	12/13/2024	BILLPMT	Mavo Systems Inc.	\$881.00
00000157/18	12/13/2024	BILLPMT	Menards - Hermantown	\$99.53
00000157/19	12/13/2024	BILLPMT	Menards - Hermantown	\$39.40
00000157/2	12/13/2024	BILLPMT	American Association Of Airport Executives	\$275.00
00000157/20	12/13/2024	BILLPMT	Menards - Hermantown	\$54.99
00000157/21	12/13/2024	BILLPMT	Menards - Hermantown	\$14.18
00000157/22	12/13/2024	BILLPMT	Menards - Hermantown	\$32.72
00000157/23	12/13/2024	BILLPMT	Menards - Hermantown	\$49.99
00000157/24	12/13/2024	BILLPMT	Menards - Hermantown	\$52.47
00000157/25	12/13/2024	BILLPMT	Papko, Mark	\$60.00
00000157/26	12/13/2024	BILLPMT	Paul Bunyan Communications	\$3,460.00
00000157/27	12/13/2024	BILLPMT	Sinnott, Paul	\$60.00
00000157/28	12/13/2024	BILLPMT	Snell, Matthew J	\$60.00
00000157/29	12/13/2024	BILLPMT	Sunbelt Rentals	\$275.26
00000157/3	12/13/2024	BILLPMT	Anderson, Derek	\$162.23
00000157/30	12/13/2024	BILLPMT	TKDA	\$4,203.46
00000157/31	12/13/2024	BILLPMT	TKDA	\$1,499.75
00000157/32	12/13/2024	BILLPMT	Twin Ports Paper Supply, Inc	\$659.10
00000157/33	12/13/2024	BILLPMT	Twin Ports Paper Supply, Inc	\$796.33
00000157/34	12/13/2024	BILLPMT	Welch, Ryan	\$60.00
00000157/35	12/13/2024	BILLPMT	Welch, Ryan	\$300.00
00000157/36	12/13/2024	BILLPMT	Welch, Ryan	\$100.00
00000157/37	12/13/2024	BILLPMT	Werner, Thomas	\$60.00
00000157/38	12/13/2024	BILLPMT	Windcave Inc.	\$332.60
00000157/4	12/13/2024	BILLPMT	Bodin, Joelle	\$60.00
00000157/5	12/13/2024	BILLPMT	Como Lube & Supplies	\$2,727.75
00000157/6	12/13/2024	BILLPMT	Durfee, Tristan	\$60.00
00000157/7	12/13/2024	BILLPMT	ESC Systems	\$294.00
00000157/8	12/13/2024	BILLPMT	General Security Services Corporation	\$25,751.60
00000157/9	12/13/2024	BILLPMT	General Security Services Corporation	\$1,915.80
<b>Total</b>				<b><u>\$73,720.24</u></b>



Airport Director



Finance Director

*Tom Werner*

---

Executive Director

*KPO*  

---

Kevin P. O'Brien (Dec 26, 2024 15:13 CST)

Board President

*JAB*  

---

Jos Bailey (Dec 12, 2024 11:27 CST)

City Treasury












# Operating ACH Payment Register #32-2024

Final Audit Report

2024-12-26

Created:	2024-12-12
By:	Kathy Leon (kleon@duluthairport.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAAyZMBHmDZBmAiR9yUeM20fVsz31yH9yIc

## "Operating ACH Payment Register #32-2024" History


-  Document created by Kathy Leon (kleon@duluthairport.com)  
2024-12-12 - 5:13:02 PM GMT
-  Document emailed to Joelle Bodin (jbodin@duluthairport.com) for signature  
2024-12-12 - 5:13:06 PM GMT
-  Document emailed to Tom Werner (twerner@duluthairport.com) for signature  
2024-12-12 - 5:13:06 PM GMT
-  Document emailed to info@kevinobrienrealtor.com for signature  
2024-12-12 - 5:13:06 PM GMT
-  Document emailed to Josh Bailey (jbailey@duluthmn.gov) for signature  
2024-12-12 - 5:13:07 PM GMT
-  Email viewed by Joelle Bodin (jbodin@duluthairport.com)  
2024-12-12 - 5:22:35 PM GMT
-  Document e-signed by Joelle Bodin (jbodin@duluthairport.com)  
Signature Date: 2024-12-12 - 5:23:06 PM GMT - Time Source: server
-  Email viewed by Josh Bailey (jbailey@duluthmn.gov)  
2024-12-12 - 5:26:15 PM GMT
-  Document e-signed by Josh Bailey (jbailey@duluthmn.gov)  
Signature Date: 2024-12-12 - 5:27:59 PM GMT - Time Source: server
-  Email viewed by info@kevinobrienrealtor.com  
2024-12-12 - 5:29:04 PM GMT
-  Email viewed by Tom Werner (twerner@duluthairport.com)  
2024-12-12 - 5:48:52 PM GMT

 Document e-signed by Tom Werner (twerner@duluthairport.com)


Signature Date: 2024-12-12 - 5:49:24 PM GMT - Time Source: server

 Email viewed by info@kevinobrienrealtor.com

2024-12-26 - 9:12:24 PM GMT

 Signer info@kevinobrienrealtor.com entered name at signing as Kevin P. OBrien

2024-12-26 - 9:13:55 PM GMT

 Document e-signed by Kevin P. OBrien (info@kevinobrienrealtor.com)

Signature Date: 2024-12-26 - 9:13:57 PM GMT - Time Source: server

 Agreement completed.

2024-12-26 - 9:13:57 PM GMT



# DAA Operating ACH Payment Register #33-2024 December 27, 2024

## Confirmation #3620198

Document Number	Date	Transaction Type	Payee	Amount
00000159/1	12/27/2024	BILLPMT	1 Giant Voices LLC	\$9,687.00
00000159/10	12/27/2024	BILLPMT	Jamar Company	\$7,206.58
00000159/11	12/27/2024	BILLPMT	Kaplan Kirsch	\$819.00
00000159/12	12/27/2024	BILLPMT	Kleen-Tech	\$23,566.89
00000159/13	12/27/2024	BILLPMT	Lift Pro	\$630.06
00000159/14	12/27/2024	BILLPMT	Menards - Hermantown	\$158.26
00000159/15	12/27/2024	BILLPMT	Menards - West Duluth	\$57.77
00000159/16	12/27/2024	BILLPMT	Metro Sales, Inc.	\$288.34
00000159/17	12/27/2024	BILLPMT	Oberon3, Inc.	\$126.00
00000159/18	12/27/2024	BILLPMT	Ruzynski, Jacob	\$278.00
00000159/19	12/27/2024	BILLPMT	Snell, Matthew J	\$1,636.36
00000159/2	12/27/2024	BILLPMT	American Association Of Airport Executives	\$7,500.00
00000159/20	12/27/2024	BILLPMT	Twin Ports Paper Supply, Inc	\$1,086.69
00000159/3	12/27/2024	BILLPMT	Bodin, Joelle N	\$39.44
00000159/4	12/27/2024	BILLPMT	Citon	\$9,508.01
00000159/5	12/27/2024	BILLPMT	Cossalter, Wade	\$300.00
00000159/6	12/27/2024	BILLPMT	Grainger, Inc.	\$43.59
00000159/7	12/27/2024	BILLPMT	Grand Rapids Area Chamber of Commerce	\$160.00
00000159/8	12/27/2024	BILLPMT	Guardian Pest Solutions	\$210.00
00000159/9	12/27/2024	BILLPMT	Inter City Oil (ICO)	\$18,596.55
<b>Total</b>				<b>\$81,898.54</b>

\_\_\_\_\_  
Airport Director

*Julie M. Boehm*

\_\_\_\_\_  
Finance Director

*Tom Wessner*

\_\_\_\_\_  
Executive Director

*Kevin P. O'Brien*

Kevin P. O'Brien (Dec 30, 2024 11:33 CST)

\_\_\_\_\_  
Board President

*JBA*

Joe Bailey (Dec 27, 2024 11:43 CST)

\_\_\_\_\_  
City Treasury












# Operating ACH Payment Register #33-2024

Final Audit Report

2024-12-30


Created:	2024-12-27
By:	Kathy Leon (kleon@duluthairport.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAARHUcRMoiFIkBEHDWt3A0OzYNP85FnWlj

## "Operating ACH Payment Register #33-2024" History


-  Document created by Kathy Leon (kleon@duluthairport.com)  
2024-12-27 - 5:42:14 PM GMT
-  Document emailed to Joelle Bodin (jbodin@duluthairport.com) for signature  
2024-12-27 - 5:42:18 PM GMT
-  Document emailed to Tom Werner (twerner@duluthairport.com) for signature  
2024-12-27 - 5:42:18 PM GMT
-  Document emailed to info@kevinobrienrealtor.com for signature  
2024-12-27 - 5:42:18 PM GMT
-  Document emailed to Josh Bailey (jbailey@duluthmn.gov) for signature  
2024-12-27 - 5:42:18 PM GMT
-  Email viewed by Josh Bailey (jbailey@duluthmn.gov)  
2024-12-27 - 5:43:29 PM GMT
-  Document e-signed by Josh Bailey (jbailey@duluthmn.gov)  
Signature Date: 2024-12-27 - 5:43:43 PM GMT - Time Source: server
-  Email viewed by Tom Werner (twerner@duluthairport.com)  
2024-12-27 - 6:25:54 PM GMT
-  Document e-signed by Tom Werner (twerner@duluthairport.com)  
Signature Date: 2024-12-27 - 6:26:15 PM GMT - Time Source: server
-  Email viewed by Joelle Bodin (jbodin@duluthairport.com)  
2024-12-27 - 7:00:23 PM GMT
-  Document e-signed by Joelle Bodin (jbodin@duluthairport.com)  
Signature Date: 2024-12-27 - 7:00:53 PM GMT - Time Source: server

 Email viewed by info@kevinobrienrealtor.com

2024-12-30 - 5:30:29 PM GMT

 Signer info@kevinobrienrealtor.com entered name at signing as Kevin P. OBrien

2024-12-30 - 5:33:50 PM GMT

 Document e-signed by Kevin P. OBrien (info@kevinobrienrealtor.com)

Signature Date: 2024-12-30 - 5:33:52 PM GMT - Time Source: server

 Agreement completed.

2024-12-30 - 5:33:52 PM GMT

## DAA Operating ACH Payment Register #1-2025 January 10, 2025

### Confirmation #0090337

Document Number	Date	Transaction Type	Payee	Amount
00000160/1	1/10/2025	BILLPMT	1 MediaUSA Advertising Inc	\$1,400.00
00000160/10	1/10/2025	BILLPMT	Cryotech	\$22,491.00
00000160/11	1/10/2025	BILLPMT	EarthLink Business	\$866.77
00000160/12	1/10/2025	BILLPMT	EarthLink Business	\$885.82
00000160/13	1/10/2025	BILLPMT	EarthLink Business	\$310.23
00000160/14	1/10/2025	BILLPMT	Grainger, Inc.	\$9.26
00000160/15	1/10/2025	BILLPMT	Grainger, Inc.	\$178.29
00000160/16	1/10/2025	BILLPMT	Grainger, Inc.	\$149.83
00000160/17	1/10/2025	BILLPMT	Grand Rapids Area Chamber of Commerce	\$696.00
00000160/18	1/10/2025	BILLPMT	Grillo, Jon A	\$300.00
00000160/19	1/10/2025	BILLPMT	Hermantown Area Chamber	\$500.00
00000160/2	1/10/2025	BILLPMT	Airport Signs & Graphics	\$750.00
00000160/20	1/10/2025	BILLPMT	Hotsy Minnesota	\$846.68
00000160/21	1/10/2025	BILLPMT	Imperial Dade	\$143.49
00000160/22	1/10/2025	BILLPMT	Inter City Oil (ICO)	\$2,944.58
00000160/23	1/10/2025	BILLPMT	Jamar Company	\$13,068.00
00000160/24	1/10/2025	BILLPMT	Johnson Controls	\$1,170.68
00000160/25	1/10/2025	BILLPMT	Johnson Matt	\$300.00
00000160/26	1/10/2025	BILLPMT	Menards - Hermantown	\$255.88
00000160/27	1/10/2025	BILLPMT	Menards - Hermantown	\$5.09
00000160/28	1/10/2025	BILLPMT	Menards - Hermantown	\$7.20
00000160/29	1/10/2025	BILLPMT	Menards - Hermantown	\$158.98
00000160/3	1/10/2025	BILLPMT	B&F Fastener Supply	\$231.98
00000160/30	1/10/2025	BILLPMT	Menards - Hermantown	\$119.91
00000160/31	1/10/2025	BILLPMT	Menards - Hermantown	\$20.82
00000160/32	1/10/2025	BILLPMT	Menards - West Duluth	\$296.41
00000160/33	1/10/2025	BILLPMT	Paul Bunyan Communications	\$3,460.00
00000160/34	1/10/2025	BILLPMT	Sinnott, Paul	\$155.50
00000160/35	1/10/2025	BILLPMT	State Supply	\$683.64
00000160/36	1/10/2025	BILLPMT	TKDA	\$2,698.47
00000160/37	1/10/2025	BILLPMT	TKDA	\$329.28
00000160/38	1/10/2025	BILLPMT	Twin Ports Paper Supply, Inc	\$392.26
00000160/39	1/10/2025	BILLPMT	United Truck Body Company, Inc.	\$793.57
00000160/4	1/10/2025	BILLPMT	Barnum Companies, Inc.	\$3,649.60
00000160/40	1/10/2025	BILLPMT	Voltaire Aviation Inc.	\$2,000.00
00000160/41	1/10/2025	BILLPMT	Waste Management of WI-MN	\$104.32
00000160/42	1/10/2025	BILLPMT	Waste Management of WI-MN	\$301.18
00000160/43	1/10/2025	BILLPMT	Waste Management of WI-MN	\$2,027.80
00000160/44	1/10/2025	BILLPMT	Waste Management of WI-MN	\$311.56
00000160/45	1/10/2025	BILLPMT	Waste Management of WI-MN	\$104.85
00000160/46	1/10/2025	BILLPMT	Waste Management of WI-MN	\$305.70
00000160/47	1/10/2025	BILLPMT	Waste Management of WI-MN	\$2,064.21
00000160/48	1/10/2025	BILLPMT	Waste Management of WI-MN	\$316.10
00000160/49	1/10/2025	BILLPMT	Windcave Inc.	\$297.00
00000160/5	1/10/2025	BILLPMT	Benson Electric Company	\$1,005.91
00000160/50	1/10/2025	BILLPMT	Ziegler, Inc.	\$1,367.04
00000160/51	1/10/2025	BILLPMT	Ziegler, Inc.	\$133.66
00000160/52	1/10/2025	BILLPMT	Ziegler, Inc.	\$1,050.36

00000160/6	1/10/2025	BILLPMT	Benson Electric Company	\$4,265.66
00000160/7	1/10/2025	BILLPMT	Blueglobes LLC	\$3,549.93
00000160/8	1/10/2025	BILLPMT	Border States	\$75.00
00000160/9	1/10/2025	BILLPMT	Cryotech	\$22,521.60
<b>Total</b>				<b><u>\$102,071.10</u></b>



Airport Director

*Jullie N. Boehm*  
 \_\_\_\_\_  
 Finance Director

*Tom Werner*  
 \_\_\_\_\_  
 Executive Director

*KPO*  
 \_\_\_\_\_  
 Kevin P. O'Brien (Jan 9, 2025 16:53 EST)

Board President

*JB*  
 \_\_\_\_\_  
 Jos Bailey (Jan 9, 2025 14:22 CST)

City Treasury












# Operating ACH Payment Register 1-2025

Final Audit Report

2025-01-09


Created:	2025-01-09
By:	Kathy Leon (kleon@duluthairport.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAAPGknUIwiC05HcBfabYPjbrb6V0bY7nmh

## "Operating ACH Payment Register 1-2025" History


-  Document created by Kathy Leon (kleon@duluthairport.com)  
2025-01-09 - 8:22:00 PM GMT
-  Document emailed to Joelle Bodin (jbodin@duluthairport.com) for signature  
2025-01-09 - 8:22:05 PM GMT
-  Document emailed to Tom Werner (twerner@duluthairport.com) for signature  
2025-01-09 - 8:22:05 PM GMT
-  Document emailed to info@kevinobrienrealtor.com for signature  
2025-01-09 - 8:22:05 PM GMT
-  Document emailed to Josh Bailey (jbailey@duluthmn.gov) for signature  
2025-01-09 - 8:22:05 PM GMT
-  Email viewed by Tom Werner (twerner@duluthairport.com)  
2025-01-09 - 8:22:26 PM GMT
-  Email viewed by Josh Bailey (jbailey@duluthmn.gov)  
2025-01-09 - 8:22:30 PM GMT
-  Email viewed by Joelle Bodin (jbodin@duluthairport.com)  
2025-01-09 - 8:22:30 PM GMT
-  Document e-signed by Josh Bailey (jbailey@duluthmn.gov)  
Signature Date: 2025-01-09 - 8:22:40 PM GMT - Time Source: server
-  Document e-signed by Tom Werner (twerner@duluthairport.com)  
Signature Date: 2025-01-09 - 8:23:01 PM GMT - Time Source: server
-  Document e-signed by Joelle Bodin (jbodin@duluthairport.com)  
Signature Date: 2025-01-09 - 8:27:26 PM GMT - Time Source: server

 Email viewed by info@kevinobrienrealtor.com

2025-01-09 - 9:51:44 PM GMT

 Signer info@kevinobrienrealtor.com entered name at signing as Kevin P. OBrien

2025-01-09 - 9:53:28 PM GMT

 Document e-signed by Kevin P. OBrien (info@kevinobrienrealtor.com)

Signature Date: 2025-01-09 - 9:53:30 PM GMT - Time Source: server

 Agreement completed.

2025-01-09 - 9:53:30 PM GMT

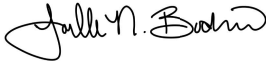
**DAA Construction ACH Payment Register #17-2024  
December 20, 2024**

**Confirmation #3540365**

Document Number	Date	Transaction Type	Payee	Amount
00000158/1	12/20/2024	BILLPMT	1 EXP US Services, Inc.	\$197,488.86
00000158/10	12/20/2024	BILLPMT	1 Short Elliott Hendrickson	\$37,025.00
00000158/11	12/20/2024	BILLPMT	1 Ulland Brothers, Inc.	\$161,994.00
00000158/12	12/20/2024	BILLPMT	1 Urban Companies	\$11,611.37
00000158/2	12/20/2024	BILLPMT	1 KGM Contractors	\$338,305.70
00000158/3	12/20/2024	BILLPMT	1 KGM Contractors	\$1,255,101.15
00000158/4	12/20/2024	BILLPMT	1 Kraus Anderson Construction Co	\$16,830.00
00000158/5	12/20/2024	BILLPMT	1 Northern Door & Hardware	\$4,452.00
00000158/6	12/20/2024	BILLPMT	1 Short Elliott Hendrickson	\$2,970.00
00000158/7	12/20/2024	BILLPMT	1 Short Elliott Hendrickson	\$29,200.00
00000158/8	12/20/2024	BILLPMT	1 Short Elliott Hendrickson	\$51,254.00
00000158/9	12/20/2024	BILLPMT	1 Short Elliott Hendrickson	\$38,205.00
<b>Total</b>				<b>\$2,144,437.08</b>



\_\_\_\_\_  
Airport Director



\_\_\_\_\_  
Finance Director

*Tom Werner*

\_\_\_\_\_  
Executive Director



Kevin P. O'Brien (Dec 26, 2024 17:57 CST)

\_\_\_\_\_  
Board President



Jos Bailey (Dec 27, 2024 08:13 CST)

\_\_\_\_\_  
City Treasury














# Construction ACH Payment Register #17-2024


Final Audit Report


2024-12-27

Created:	2024-12-19
By:	Kathy Leon (kleon@duluthairport.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAA8Yb1I_lleXonO_fVQvqsfRT9I1MZQ0BT


## "Construction ACH Payment Register #17-2024" History


-  Document created by Kathy Leon (kleon@duluthairport.com)  
2024-12-19 - 7:41:47 PM GMT
-  Document emailed to Joelle Bodin (jbodin@duluthairport.com) for signature  
2024-12-19 - 7:41:50 PM GMT
-  Document emailed to Tom Werner (twerner@duluthairport.com) for signature  
2024-12-19 - 7:41:50 PM GMT
-  Document emailed to info@kevinobrienrealtor.com for signature  
2024-12-19 - 7:41:50 PM GMT
-  Document emailed to Josh Bailey (jbailey@duluthmn.gov) for signature  
2024-12-19 - 7:41:50 PM GMT
-  Email viewed by Tom Werner (twerner@duluthairport.com)  
2024-12-19 - 7:42:14 PM GMT
-  Document e-signed by Tom Werner (twerner@duluthairport.com)  
Signature Date: 2024-12-19 - 7:42:48 PM GMT - Time Source: server
-  Email viewed by info@kevinobrienrealtor.com  
2024-12-19 - 8:37:33 PM GMT
-  Email viewed by Joelle Bodin (jbodin@duluthairport.com)  
2024-12-20 - 4:03:52 PM GMT
-  Document e-signed by Joelle Bodin (jbodin@duluthairport.com)  
Signature Date: 2024-12-20 - 4:04:11 PM GMT - Time Source: server
-  Email viewed by info@kevinobrienrealtor.com  
2024-12-26 - 11:56:22 PM GMT

 Signer info@kevinobrienrealtor.com entered name at signing as Kevin P. OBrien  
2024-12-26 - 11:57:04 PM GMT

 Document e-signed by Kevin P. OBrien (info@kevinobrienrealtor.com)  
Signature Date: 2024-12-26 - 11:57:06 PM GMT - Time Source: server

 Email viewed by Josh Bailey (jbailey@duluthmn.gov)  
2024-12-27 - 2:12:34 PM GMT

 Document e-signed by Josh Bailey (jbailey@duluthmn.gov)  
Signature Date: 2024-12-27 - 2:13:42 PM GMT - Time Source: server

 Agreement completed.  
2024-12-27 - 2:13:42 PM GMT

## IV. Correspondence



# DULUTH AIRPORT AUTHORITY

Senator Amy Klobuchar  
425 Dirksen Senate Building  
Washington DC, 20510

RE: Letter of Support – Federal Prison Camp - Duluth

Dear Senator Klobuchar,

On behalf of the Duluth Airport Authority, please accept this letter of support for the Federal Prison Camp (FPC) Duluth, which is slated for deactivation in the coming months. I am concerned about the impact this decision will have on the dedicated staff who work at the facility, and the local community.

The deactivation of FPC Duluth will result in 98 staff members losing their jobs, which not only affects their livelihoods but forces them to relocate or seek employment elsewhere. The loss of these positions would negatively affect our local economy.

In addition to the impact on the employees, the closure of the facility will require the relocation of over 700 inmates to other federal prisons across the country. This move will remove a critical local resource for rehabilitation and reintegration programs. Federal prisons provide essential services and programs to incarcerated individuals that help them become productive members of society upon their release. By offering vocational training, education, and work programs, facilities like FPC Duluth play a vital role in reducing recidivism and fostering positive outcomes for incarcerated individuals.

The regional community has benefited from the positive contributions of inmates participating in various local community service projects. Their work and support from the FPC Duluth staff have helped create a sense of partnership and mutual respect between the prison and the surrounding area. The functions of the facility have been a stabilizing force, fostering both economic and social benefits that extend well beyond the prison walls.

I urge you to consider the significant and lasting impacts of the closure of FPC Duluth on our community, the dedicated employees who serve there, and the people who rely on the rehabilitation programs offered. I hope you will join me in supporting FPC Duluth and its staff, and in advocating for keeping the FPC located in Duluth operational.

Sincerely,

Tom Werner  
Executive Director  
Duluth Airport Authority

IV. - B.



## **DULUTH AIRPORT AUTHORITY**

Senator Tina Smith  
720 Hart Senate Office Building  
Washington DC, 20510

RE: Letter of Support – Federal Prison Camp - Duluth

Dear Senator Smith,

On behalf of the Duluth Airport Authority, please accept this letter of support for the Federal Prison Camp (FPC) Duluth, which is slated for deactivation in the coming months. I am concerned about the impact this decision will have on the dedicated staff who work at the facility, and the local community.

The deactivation of FPC Duluth will result in 98 staff members losing their jobs, which not only affects their livelihoods but forces them to relocate or seek employment elsewhere. The loss of these positions would negatively affect our local economy.

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The regional community has benefited from the positive contributions of inmates participating in various local community service projects. Their work and support from the FPC Duluth staff have helped create a sense of partnership and mutual respect between the prison and the surrounding area. The functions of the facility have been a stabilizing force, fostering both economic and social benefits that extend well beyond the prison walls.

I urge you to consider the significant and lasting impacts of the closure of FPC Duluth on our community, the dedicated employees who serve there, and the people who rely on the rehabilitation programs offered. I hope you will join me in supporting FPC Duluth and its staff, and in advocating for keeping the FPC located in Duluth operational.

Sincerely,

Tom Werner  
Executive Director  
Duluth Airport Authority

IV. - C.



**DULUTH AIRPORT AUTHORITY**

Congressman Pete Stauber  
145 Cannon House Office Building  
Washington DC, 20515

RE: Letter of Support – Federal Prison Camp - Duluth

Dear Congressman Stauber,

On behalf of the Duluth Airport Authority, please accept this letter of support for the Federal Prison Camp (FPC) Duluth, which is slated for deactivation in the coming months. I am concerned about the impact this decision will have on the dedicated staff who work at the facility, and the local community.

The deactivation of FPC Duluth will result in 98 staff members losing their jobs, which not only affects their livelihoods but forces them to relocate or seek employment elsewhere. The loss of these positions would negatively affect our local economy.

In addition to the impact on the employees, the closure of the facility will require the relocation of over 700 inmates to other federal prisons across the country. This move will remove a critical local resource for rehabilitation and reintegration programs. Federal prisons provide essential services and programs to incarcerated individuals that help them become productive members of society upon their release. By offering vocational training, education, and work programs, facilities like FPC Duluth play a vital role in reducing recidivism and fostering positive outcomes for incarcerated individuals.

The regional community has benefited from the positive contributions of inmates participating in various local community service projects. Their work and support from the FPC Duluth staff have helped create a sense of partnership and mutual respect between the prison and the surrounding area. The functions of the facility have been a stabilizing force, fostering both economic and social benefits that extend well beyond the prison walls.

I urge you to consider the significant and lasting impacts of the closure of FPC Duluth on our community, the dedicated employees who serve there, and the people who rely on the rehabilitation programs offered. I hope you will join me in supporting FPC Duluth and its staff, and in advocating for keeping the FPC located in Duluth operational.

Sincerely,

Tom Werner  
Executive Director  
Duluth Airport Authority

# Coming to a Tiny Airport Near You: New Airlines

Avelo Airlines and Breeze Airways have found success and loyal customers by serving airports in smaller cities, like New Haven, Conn., that were neglected by national carriers.



Listen to this article · 8:45 min [Learn more](#)



**By Niraj Chokshi**

Reporting from New Haven, Conn.

Published Dec. 25, 2024 Updated Jan. 2, 2025

One cold Thursday afternoon this month, the small airport in New Haven, Conn., was bustling.

A line of cars stretched from the terminal, down the main road and into a neighborhood. Inside the airport, a new, second-floor bar was crowded as passengers on the floor below walked through a gate into one of three waiting planes.

Five years ago, Tweed-New Haven Airport would have been much quieter. Back then, it hosted about a half-dozen daily flights, mostly short American Airlines jaunts to and from Philadelphia. This month, about 30 flights a day were connecting the airport to more than two dozen destinations.

The revitalization of this airport, which sits close to Long Island Sound, is a consequence of long-running industry changes that created an opportunity for a pair of start-up airlines — Avelo Airlines and Breeze Airways — to fly from airports that the country's biggest carriers have largely neglected.



“What we’re really seeing here is the next generation of industry structure and evolution,” said John Strong, a business professor at William & Mary who focuses on the airline industry.

Aviation is unforgiving. Competition is fierce, the barriers to entry are high and success is fragile. After decades of consolidation, four large airlines control two-thirds of domestic air travel. Most of their flights take off or land at large airports, which has made their operations efficient and generally profitable. But over time, the big airlines trimmed service at smaller airports.



Avelo has reported profits for several quarters. Christopher Capozziello for The New York Times

That created an opening for Avelo and Breeze. Both started flying in the spring of 2021, with networks and planes suited to underused airports. The airlines mainly fly nonstop between destinations, often providing direct service where none existed before. That differs from the hub-and-spoke model favored by larger

airlines, which route flights from smaller airports through big, central hubs in cities like Atlanta, Chicago and Dallas. Avelo and Breeze also fly small- to medium-size planes with plenty of seats, but not so many that the two airlines might regularly struggle to fill them.

“It’s just about the economics,” Lukas Johnson, the chief commercial officer at Breeze, said. “You’re kind of Goldilocks. You’re the right size, for the right model, for the right price and efficiency. And that’s really where we’ve carved out a niche.”

The big question is: Can Avelo and Breeze sustain their growth? The history of airlines is littered with bankruptcies and failures. Profits on routes between smaller airports can be modest, and demand can disappear quickly during recessions or when costs of fuel or labor rise and airlines increase ticket prices or adjust service.

Industry experts say that for now, the two airlines, which are privately owned, appear to be doing well. Both have earned loyal followings and have kept costs low and service reliable.

Breeze reported its first monthly profit this year and aims to be profitable for all of 2025. Avelo has reported several quarterly profits, and its chief executive, Andrew Levy, said he expected the airline to break even this year — or be close to doing so — with over \$300 million in revenue.

“It’s not about what kind of food am I getting or what’s the lounge like,” he said. “What really matters is give me a good deal and just get me there on time. And we excel at that.”

Breeze and Avelo are broadly similar. Both mainly serve people traveling for fun or to visit family and friends. They often fly routes that few or no other airlines operate on — for example, from New Haven, Avelo flies to cities like Knoxville, Tenn., and San Juan, P.R., while Breeze offers flights between Erie, Pa., and Orlando, Fla.; Hartford, Conn.; and Wilmington, N.C.



Both companies were also founded by industry veterans — Breeze by David Neeleman, the entrepreneur behind JetBlue Airways, and Avelo by Mr. Levy, a former top executive at United Airlines and Allegiant Air.

But the airlines are also different in some ways. Avelo offers cheap fares and few perks. There are no change or cancellation fees, but also no Wi-Fi, power outlets, snacks or drinks for sale. Breeze offers more choice, including options that tap into the growing demand for premium travel after the pandemic, with different seating classes, name-brand snacks and drinks, Wi-Fi, and power outlets. Avelo flies an older generation of the Boeing 737, while Breeze is moving to a fleet entirely made up of the Airbus A220, a smaller jet.



Avelo flies an older generation of the Boeing 737, while Breeze is moving to a fleet entirely made up of the smaller Airbus A220. Christopher Capozziello for The New York Times

And despite their budding rivalry in New Haven, where Avelo is dominant, the airlines hardly compete head to head. Avelo mainly operates up and down the East and West Coasts. Breeze has twice as many flights, including some across the country, according to Cirium, an aviation data firm that tracks flight schedules. Together, the airlines flew about 325 routes this year, but competed on only eight.

“They both have a unique product, a different product,” said Michael Boyd, an aviation consultant with the Boyd Group International. Still, he added: “The head offices of those two companies probably aren’t exchanging holiday cards.”

Avelo and Breeze have given hope to some airports and cities that have lost flights in recent years. American Airlines, which did not respond to a request for comment, pulled out of Tweed in late 2021, leaving the airport with no commercial airline until Avelo arrived a few weeks later.

“Almost every day, I have a conversation with some resident who’s excited that they could visit their relatives or go on a weekend trip to Florida,” said Mayor Justin Elicker of New Haven.

The airport and the two airlines support hundreds of local jobs, and the flights have increased tourism and connected New Haven’s thriving life sciences sector, which has strong ties to Yale University, with other cities that have similar hubs, he said.

For Mia Whitfield, the benefits have been personal. She flies Avelo frequently from Nashville to New Haven to visit her boyfriend, who recently moved to the area. She has taken more than a half-dozen Avelo flights between the cities this year, saving hours on trips from other airlines that require connecting flights and long drives from airports in Hartford or Providence, R.I.

“It’s no-frills, but it’s what you need it to be,” Ms. Whitfield said. “We’re just really grateful to have the option. It gives us more time together at the end of the day.”

The airport’s small size makes it easy to quickly get in, move through security and onto your flight, she said. But there are drawbacks: The one-room arrival terminal can get crowded quickly, and traffic can get backed up during peak times, she said.

The traffic, noise and other environmental concerns have frustrated some residents. City and airport officials say they are working on ways to spread out traffic, and the airlines have avoided flying early and late in the day.



Breeze and Avelo both appear to be doing well for now, analysts say. “It’s no-frills, but it’s what you need it to be,” one frequent flier on Avelo said. Christopher Capozziello for The New York Times

Community members and neighboring East Haven, on whose land the airport also sits, have taken issue with plans to extend the airport’s runways and build a new terminal. Save the Sound, an environmental nonprofit, recently asked a federal court to require the Federal Aviation Administration to rework an analysis of the environmental impact of the new terminal, citing concerns that it would negatively affect air quality, flooding and noise.

“There are huge environmental consequences, and they really failed to meaningfully explore these,” said Roger Reynolds, the nonprofit’s senior legal director.

But proponents of the terminal, which the F.A.A. has approved, said it would help to better handle the influx of traffic, people and flights. Jorge Roberts, the chief executive of AvPorts, which is building that terminal and runs the existing one in a converted hangar, said the effort had been underway since he visited the airport before the pandemic.

“I said, ‘You have a gold mine here,’” he said. “The data is showing us there’s an underserved market.”

Avelo, which flies from 54 airports, says it has served more than 2.8 million passengers out of New Haven. Tweed was home to more than one in five scheduled Avelo flights this year, according to Cirium data. That’s twice as many as the airline flew from its second-largest hub, Hollywood Burbank Airport near Los Angeles.

Breeze serves 66 airports, including some near New Haven. It connects Hartford to more than two dozen destinations, and flies from Providence as well as Long Island and White Plains in New York. The airline will operate only a few dozen flights in New Haven in December, but plans to fly a few dozen a week in February.

Analysts say there is room for both companies in the airline industry, though they could be vulnerable if the economy suffers a sharp downturn.

“It depends on how spending changes,” Mr. Boyd said. “When discretionary dollars go away, discretionary flying goes away.”

**Niraj Chokshi** writes about aviation, rail and other transportation industries. More about Niraj Chokshi

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A version of this article appears in print on , Section B, Page 1 of the New York edition with the headline: Start-Up Airlines Find a Niche With Smaller Airports



## IV. - E.

### **PRESS CONTACT**

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### **The Duluth Airport Authority Announces New Parking Rates For 2025**

**December 31, 2024 – Duluth, MN:** The Duluth Airport Authority (DAA) has announced a new parking rate adjustment set to take effect on January 1, 2025. The increase will apply to both ramp parking and surface parking, with new hourly rates and a new daily maximum. This is the first parking rate increase the DAA has implemented in eight years.

The updated parking rates will vary based on location (ramp or surface) and duration. The new rates will apply to vehicles that enter the parking lot on and after January 1, 2025. For detailed information on the new rates, including specific pricing for hourly and daily parking, travelers are encouraged to visit the Duluth International Airport Website at: <https://duluthairport.com/before-you-arrive/parking/rates/>

###

### **About the Duluth International Airport**

Currently, United Airlines offers three daily nonstop flight to Chicago and Delta offers three daily nonstop flights to Minneapolis/St. Paul. Effective January 31, Sun Country will be offering nonstop flights to Fort Myers, Florida. We are committed to providing our travelers with superior services in a safe, secure and professional environment. Be sure to visit our Club DLH Business Suite, designed with the working traveler in mind. Visit [duluthairport.com](http://duluthairport.com), follow us on Twitter @DuluthAirport, and like us on [facebook.com/duluthairport](https://www.facebook.com/duluthairport).

Winter Weather Advisory Is In Effect

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IV. - F.

# Parking rate increase at Duluth International Airport

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By [Sydney Witte](#)

Published: Jan. 1, 2025 at 10:29 AM CST

DULUTH, Minn. (Northern News Now) - With the arrival of the new year, Duluth International Airport parking prices have risen.

According to the Duluth Airport Authority, parking lots at DLH will now cost \$3 per hour, with a daily maximum of \$15.

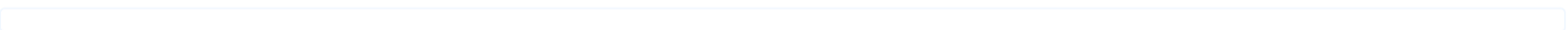
Ramp parking is \$6 per hour, with a daily maximum of \$18.

The first fifteen minutes of parking are free.

The airport says this is the first rate increase in eight years.

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VII. - New Business

FIRST AMENDMENT TO SECURITY/PUBLIC SERVICE OFFICERS AGREEMENT  
BETWEEN  
THE DULUTH AIRPORT AUTHORITY  
AND  
GENERAL SECURITY SERVICES CORPORATION/MIDWEST PATROL

The parties to this First Amendment are the DULUTH AIRPORT AUTHORITY, a governmental body organized and existing under the Laws of Minnesota, 1969, Chapter 577, hereinafter known as "Authority", and General Security Services Corporation/Midwest Patrol, hereinafter referred to as ("Contractor").

WHEREAS, on December 7, 2022, the parties entered into an agreement under which Contractor agreed to provide certain security services at the Duluth International Airport (the "Agreement"); and

WHEREAS, the parties desire to amend the Agreement to allow for Executive Director to modify Section 5, and Exhibit C of the contract.

NOW, THEREFORE, in consideration of the mutual covenants and conditions hereinafter contained, the receipt and sufficiency of which is hereby acknowledged, the parties covenant and agree for themselves and their successors and assigns as follows:

Definitions. Each of the terms defined in the Agreement, unless otherwise defined in this First Amendment, shall have the same meaning when used herein.

1. Section 5, Number of Personnel Required, is hereby amended to add the following subsection:
  - F. The level of service and/or resources required to be provided by the Contractor as outlined in Section 5, may be modified from time to time by the Executive Director in writing.

Except as provided for in this First Amendment, the terms and conditions of the Agreement shall remain in force and effect.

IN WITNESS WHEREOF, the parties have hereunto set their hands the day and year shown below.

DATED: \_\_\_\_\_

DULUTH AIRPORT AUTHORITY

GENERAL SECURITY SERVICES  
CORPORATION/MIDWEST PATROL

By: \_\_\_\_\_  
President

By: \_\_\_\_\_

By: \_\_\_\_\_  
Secretary

Its: \_\_\_\_\_

VII. - B.

Duluth Airport Authority  
DAA Board Packet Budget vs. Actual Summary  
From Jan 2024 to Nov 2024

UNAUDITED

Financial Row	Prior Year Actual (Jan 2023 - Nov 2023)	Current Year Actual (Jan 2024 - Nov 2024)	Budget Amount (Jan 2024 - Nov 2024)	% of Budget	Variance from Prior Year	Variance From Budget	Total Budget (Jan 2024 - Adjust 2024)
<b>Ordinary Income/Expense</b>							
Income							
Non-Aeronautical Revenue	3,246,099	3,548,248	3,004,229	118.11%	302,149	544,019	3,270,423
Non-Passenger Aeronautical Revenue	1,567,279	1,588,776	1,568,575	101.29%	21,497	20,201	1,699,641
Passenger Airline Aeronautical Revenue	1,323,674	1,534,202	1,496,904	102.49%	210,528	37,298	1,626,676
<b>Total - Income</b>	<b>6,137,052</b>	<b>6,671,226</b>	<b>6,069,709</b>	<b>109.91%</b>	<b>534,174</b>	<b>601,518</b>	<b>6,596,739</b>
<b>Gross Profit</b>	<b>6,137,052</b>	<b>6,671,226</b>	<b>6,069,709</b>	<b>109.91%</b>	<b>534,174</b>	<b>601,518</b>	<b>6,596,739</b>
Expense							
Miscellaneous Expenses	91,589	206,970	89,926	230.16%	115,381	117,044	96,690
Personnel Compensation & Benefits	2,446,807	2,412,290	2,622,682	91.98%	(34,517)	(210,392)	3,015,668
Services and Charges	2,187,058	2,335,580	2,215,619	105.41%	148,522	119,961	2,433,958
Supplies	672,484	602,426	710,920	84.74%	(70,058)	(108,494)	767,463
<b>Total - Expense</b>	<b>5,397,937</b>	<b>5,557,266</b>	<b>5,639,147</b>	<b>98.55%</b>	<b>159,328</b>	<b>(81,881)</b>	<b>6,313,779</b>
<b>Net Ordinary Income</b>	<b>739,115</b>	<b>1,113,961</b>	<b>430,562</b>	<b>258.72%</b>	<b>374,846</b>	<b>683,399</b>	<b>282,959</b>
<b>Other Income and Expenses</b>							
Other Income							
Capital Contributions	2,400,321	0	0	0.00%	(2,400,321)	0	0
Non-Operating Revenue	796,449	672,339	611,478	109.95%	(124,110)	60,861	648,529
<b>Total - Other Income</b>	<b>3,196,770</b>	<b>672,339</b>	<b>611,478</b>	<b>109.95%</b>	<b>(2,524,431)</b>	<b>60,861</b>	<b>648,529</b>
Other Expense							
Non-Operating Expense	130,133	111,231	129,409	85.95%	(18,903)	(18,179)	141,174
<b>Total - Other Expense</b>	<b>130,133</b>	<b>111,231</b>	<b>129,409</b>	<b>85.95%</b>	<b>(18,903)</b>	<b>(18,179)</b>	<b>141,174</b>
<b>Net Other Income</b>	<b>3,066,637</b>	<b>561,109</b>	<b>482,069</b>	<b>116.40%</b>	<b>(2,505,528)</b>	<b>79,040</b>	<b>507,355</b>
<b>Net Income Exclusive of Project Expenses, Depreciation &amp; Amortization</b>	<b>3,805,751</b>	<b>1,675,069</b>	<b>912,630</b>	<b>183.54%</b>	<b>(2,130,682)</b>	<b>762,439</b>	<b>790,315</b>
Projects/Grants	11,362,992	19,479,233	18,122,923	107.48%	8,116,241	1,356,310	19,770,462
Depreciation & Amortization	(10,432,016)	0	(9,848,347)	0.00%	10,432,016	9,848,347	(10,743,651)
<b>Net Income</b>	<b>4,736,727</b>	<b>21,154,302</b>	<b>9,187,207</b>	<b>230.26%</b>	<b>16,417,575</b>	<b>11,967,095</b>	<b>9,817,126</b>

- **Overall:** At the time this report was generated for the above period, the DAA is at an overall favorable variance budget vs actual of \$762k.
- **Operating Revenue:** Non-Aeronautical Revenue is \$544k over budget overall. Concessions revenues are \$78k over budget, parking revenues are \$232k over budget and customer facility charges are \$178k over budget. Rent is now showing under budget, due to the loss of rent from Hydrosolutions and Hermantown Hydraulics. Non-passenger aeronautical revenue is \$20k over budget due to increased rent and concessions. Security reimbursements are down over \$55k due to the loss of the TSA LEO reimbursement program. Aviation gas sales at Sky Harbor is down \$8k. Passenger Airline Aeronautical revenue is \$37k over budget due to increased landing fees. Operating Revenues are 601k over budget overall.
- **Operating Expenses:** Miscellaneous Expenses are \$117k over budget, mostly due to the North Business Development Area Buyout. Personnel Compensation and Benefits are \$210k under budget. Supplies are \$108k under budget. Services and charges are \$119k over budget due to increases in contract security, communications and technology and other professional services. Operating expenses are \$81k under budget overall.
- **Non-Operating Revenue:** Non-operating revenue is over budget by \$60k. Interest income is over budget by \$4k and PFCs are over budget by \$100k. There was a loss on disposal of capital assets of \$43k.
- **Non-Operating Expenses:** Non-Operating Expenses are under budget by \$18k due to reduced interest expense as the line of credit has not been utilized in 2025.
- **Report Disclaimer:** The results of this report are expected to change slightly with delayed revenue and expense postings.
- **OPERATING POLICY #28 MINIMUM CASH BALANCE REPORTING BASED ON 2023 AUDITED FINANCIALS AS OF 1/10/2025:**
  - Minimum Cash Balance Goal: \$2,930,908 Current Balance: \$5,432,104 (does not include grants receivable)
  - Days Cash on Hand: 334 days currently vs 180 day benchmark (154 days OVER goal)



**Duluth Airport Authority**  
**Income Statement**  
**From Jan 2024 to Nov 2024**

Financial Row	Amount
Ordinary Income/Expense	
Income	
Non-Aeronautical Revenue	
Advertising Income	\$33,522.00
Concession Revenue	
ATM	\$553.50
Car Rental Concession	\$606,471.50
Car Sharing Concession	\$434.93
Food & Beverage Concession	\$100,118.11
Lottery Concessions	\$1,140.37
Per Departure Fee	\$2,670.00
Per Passenger Fee	\$26,544.00
Services/Other	\$941.91
TNC Per Trip Fee	\$13,753.50
Vending	\$5,978.90
Total - Concession Revenue	\$758,606.72
Customer Facility Charges	\$389,816.00
Miscellaneous Revenues	\$116,126.02
Parking	\$1,636,499.74
Permits	\$6,668.20
Reimbursed Expenses	\$102,177.56
Rent	\$187,283.35
Sponsorship Income	\$38,000.00
State Aid	\$279,548.53
Total - Non-Aeronautical Revenue	\$3,548,248.12
Non-Passenger Aeronautical Revenue	
Aviation Gas	\$65,599.74
Concession Revenue	
Aeronautical Supplies	\$2,519.03
Aircraft Parking	\$7,023.75
Deicing	\$4,134.59
Flight Training/Tour Operations	\$25,671.16
Fuel Flowage Fees	\$108,749.85
Hangar Rent	\$4,944.47
Landing Fees	\$26,378.81
Mechanic	\$2,143.81
Misc Sales/Other	\$9,522.16
Total - Concession Revenue	\$191,087.63
Event Income	\$38,179.00
FBO Parking	\$831.60
Landing Fees	\$36,021.97
Ramp Fees	\$18,645.00
Rent	\$1,198,846.78
Security Reimbursement	\$36,274.26
Tie Downs	\$3,290.00
Total - Non-Passenger Aeronautical Revenue	\$1,588,775.98
Passenger Airline Aeronautical Revenue	
Landing Fees	\$351,235.68
Per Use Fee	\$4,246.86
Terminal Office/Space Rental	\$1,178,719.68
Total - Passenger Airline Aeronautical Revenue	\$1,534,202.22
<b>Total - Income</b>	<b>\$6,671,226.32</b>
Gross Profit	\$6,671,226.32
Expense	
Miscellaneous Expenses	\$206,970.12
Personnel Compensation & Benefits	

<b>Financial Row</b>	<b>Amount</b>
Benefit Administration Fees	\$244.80
Employer Contributions for Retirement	\$220,154.98
Employer Paid Insurance	\$409,062.61
Retiree Benefits	\$123,258.96
Wages & Salaries	\$1,635,783.03
Worker's Compensation	\$23,785.87
<b>Total - Personnel Compensation &amp; Benefits</b>	<b>\$2,412,290.25</b>
<b>Services and Charges</b>	
Advertising	\$1,441.39
Badging	\$5,395.90
Central Services Fee	\$71,455.00
Communications & Technology	\$269,841.75
Employee Development Services	\$65,418.43
Employee Physicals	\$2,381.00
Insurance	\$130,729.57
Marketing	\$191,005.10
Professional Services	\$462,883.34
Rentals	\$13,579.03
Repairs and Maintenance - Contractual/Services	\$508,098.38
Sponsorship Expenses	\$6,350.00
Transportation	\$2,477.99
Utility Services	\$604,522.71
<b>Total - Services and Charges</b>	<b>\$2,335,579.59</b>
<b>Supplies</b>	
Merchandise for Resale	\$57,178.27
Office Supplies	\$75,298.95
Operating Supplies	\$101,258.91
Repairs & Maintenance Supplies	\$368,689.64
<b>Total - Supplies</b>	<b>\$602,425.77</b>
<b>Total - Expense</b>	<b>\$5,557,265.73</b>
<b>Net Ordinary Income</b>	<b>\$1,113,960.59</b>
<b>Other Income and Expenses</b>	
<b>Other Income</b>	
Capital Contributions	
Grants	\$19,479,232.91
<b>Total - Capital Contributions</b>	<b>\$19,479,232.91</b>
<b>Non-Operating Revenue</b>	
Gain/Loss on Asset Disposal	(\$43,439.86)
Interest Income	\$196,254.06
Passenger Facility Charges	\$519,525.20
<b>Total - Non-Operating Revenue</b>	<b>\$672,339.40</b>
<b>Total - Other Income</b>	<b>\$20,151,572.31</b>
<b>Other Expense</b>	
Non-Operating Expense	
Interest Expense	\$111,230.53
<b>Total - Non-Operating Expense</b>	<b>\$111,230.53</b>
<b>Total - Other Expense</b>	<b>\$111,230.53</b>
<b>Net Other Income</b>	<b>\$20,040,341.78</b>
<b>Net Income</b>	<b>\$21,154,302.37</b>

Duluth Airport Authority

Balance Sheet

End of Nov 2024

Financial Row	Amount
<b>ASSETS</b>	
Current Assets	
Bank	
Lottery Account	\$7,012.39
Petty Cash	\$156.89
Pooled Cash - City Balance	\$5,934,971.59
Total Bank	\$5,942,140.87
Accounts Receivable	
Accounts Receivable - Restricted PFC	\$91,745.39
Accounts Receivable Billed	\$418,332.92
Accrued Receivable	\$21,520.30
Grants Receivable	\$2,556,087.43
ST Lease Receivable	\$29,630.33
Total Accounts Receivable	\$3,117,316.37
Other Current Asset	
Inventory Assets	\$23,984.80
Prepaid Items	\$72,954.72
Undeposited Funds	\$203,818.22
Total Other Current Asset	\$300,757.74
Total Current Assets	\$9,360,214.98
Fixed Assets	
Accumulated Depreciation	
Acc. Dep. - Buildings & Improvements - Contributed	(\$31,062,591.43)
Acc. Dep. - Buildings & Improvements - Invested	(\$6,765,388.29)
Acc. Dep. - Land Improvements - Contributed	(\$22,532,893.97)
Acc. Dep. - Land Improvements - Invested	(\$1,060,429.08)
Acc. Dep. - Office Equip, Furniture & Fixtures - Contributed	(\$5,177,221.16)
Acc. Dep. - Office Equip, Furniture & Fixtures - Invested	(\$295,419.19)
Acc. Dep. - Runways & Improvements - Contributed	(\$84,731,747.09)
Acc. Dep. - Runways & Improvements - Invested	(\$5,937,024.96)
Acc. Dep. - Vehicles & Equipment - Contributed	(\$4,107,397.28)
Acc. Dep. - Vehicles & Equipment - Invested	(\$762,425.19)
Total - Accumulated Depreciation	(\$162,432,537.64)
Capital Assets	
Buildings & Improvements - Contributed	\$73,893,753.64
Buildings & Improvements - Invested	\$16,322,230.86
Land - Contributed	\$1,383,802.21
Land - Invested	\$1,991,732.00
Land Improvements - Contributed	\$25,764,324.14
Land Improvements - Invested	\$1,335,393.88
Office Equipment, Furniture & Fixtures - Contributed	\$5,342,772.36
Office Equipment, Furniture & Fixtures - Invested	\$747,984.76
Runways & Improvements - Contributed	\$137,853,654.37
Runways & Improvements - Invested	\$7,872,696.67
Vehicles & Equipment - Contributed	\$6,328,927.11
Vehicles & Equipment - Invested	\$1,469,123.86
Total - Capital Assets	\$280,306,395.86
Work in Progress	
Federal	\$20,586,878.75
Local	\$5,277,334.32
Other	\$1,305,717.46
State	\$2,406,359.74
Total - Work in Progress	\$29,576,290.27
Total Fixed Assets	\$147,450,148.49
Other Assets	
Accumulated Amortization	(\$3,152,423.67)

<b>Financial Row</b>	<b>Amount</b>
Airport Planning Projects - Contributed	\$5,518,016.49
Airport Planning Projects - Invested	\$772,784.00
Deferred Outflows - OPEB	\$225,995.00
Deferred Outflows - Pension	\$408,765.00
LT Lease Receivable	\$2,229,714.06
<b>Total Other Assets</b>	<b>\$6,002,850.88</b>
<b>Total ASSETS</b>	<b>\$162,813,214.35</b>
<b>Liabilities &amp; Equity</b>	
<b>Current Liabilities</b>	
Accounts Payable	
Accounts Payable	\$145,957.99
Contracts Payable	\$2,144,437.08
Lottery Payable	\$5,886.72
<b>Total Accounts Payable</b>	<b>\$2,296,281.79</b>
Credit Card	\$1,923.33
Other Current Liability	
Accrued Interest	\$85,882.27
Accrued Sales Taxes Payable - All	\$13,460.00
Accrued Vacation	\$122,778.26
Deferred Inflows - Lease Asset	\$2,155,143.79
Deferred Inflows - OPEB Liabilities	\$435,328.00
Deferred Inflows - Pension	\$402,277.00
Loans Payable to City of Duluth	\$955,000.00
Unearned Revenue - Current	\$112,543.32
Unearned Revenue - Non Current	\$10,932.40
<b>Total Other Current Liability</b>	<b>\$4,293,345.04</b>
<b>Total Current Liabilities</b>	<b>\$6,591,550.16</b>
<b>Long Term Liabilities</b>	
LT Loans Payable to City of Duluth	
LT Hangar 103 Renovations	\$1,305,000.00
LT Parking Structure	\$935,000.00
LT Terminal Loan	\$970,000.00
<b>Total - LT Loans Payable to City of Duluth</b>	<b>\$3,210,000.00</b>
Net Pension Liability	\$1,252,584.00
<b>Total Other Post Employment Benefit Liability</b>	<b>\$3,056,943.02</b>
<b>Total Long Term Liabilities</b>	<b>\$7,519,527.02</b>
<b>Equity</b>	
Contributed Equity	\$16,621,668.70
Retained Earnings	\$110,926,166.10
Net Income	\$21,154,302.37
<b>Total Equity</b>	<b>\$148,702,137.17</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$162,813,214.35</b>

## VII. - C.

**Duluth Airport Authority  
Duluth A/R Aging Report  
As of January 15, 2025**

<b>Customer</b>	<b>60 Days Open Balance</b>	<b>90 Days Open Balance</b>	<b>&gt;90 Days Open Balance</b>	<b>Total Open Balance</b>
Aeronautical Radio, Inc.	\$0.00	\$0.00	\$0.00	\$4.66
Budget Rent A Car	\$0.00	\$0.00	\$0.00	\$8,031.44
Chad's Pad, LLC	\$0.00	\$0.00	\$0.00	\$502.90
Cirrus Design Corporation	\$0.00	\$1,665.00	\$0.00	\$88,036.17
City of Duluth	\$0.00	\$0.00	\$0.00	\$1,823.45
Clobes, Nathan	\$0.00	\$0.00	\$0.00	(\$153.00)
Cloose Brian	\$0.00	\$0.00	\$0.00	\$90.00
Delta Airlines	\$48,799.27	\$149.74	\$0.00	\$41,874.88
Divine Carriers	\$0.00	\$0.00	\$685.60	\$685.60
Duluth Hangar, LLC	\$0.00	\$0.00	\$0.00	\$899.04
Dunker, Christopher L	\$0.00	\$0.00	\$8,853.20	\$8,853.20
Enterprise Leasing Company	(\$3,830.33)	(\$986.47)	\$0.00	(\$14,883.59)
Federal Aviation Administration	\$0.00	(\$1,283.52)	\$0.00	(\$1,463.22)
Galchus, Kurt	\$254.28	\$276.33	\$21.96	\$845.21
General Services Administration	\$0.00	\$0.00	\$0.00	\$5,725.48
Goldschmidt Peter	\$0.00	\$0.00	\$0.00	\$65.00
Goritchan Boris	\$0.00	\$0.00	\$2,004.00	\$2,004.00
Great Northern Adjusting	\$0.00	\$0.00	\$0.00	\$2,350.00
GSSC	\$0.00	\$0.00	\$0.00	\$499.00
Guest Services Inc, DBA Giants Ridge Recreation Area	\$0.00	\$0.00	\$0.00	\$900.00
Hagberg, Rick	\$0.00	\$0.00	\$0.00	\$249.14
Harris, Melissa	\$0.00	\$0.00	\$0.00	\$153.00
Hausmann, Jeff	\$0.00	\$0.00	\$0.00	\$2,350.00
Jauss Aviation Inc.	\$0.00	\$0.00	\$0.00	(\$1,285.00)
Jay Anne	\$0.00	\$0.00	\$0.00	\$1,420.00
JET Duluth	\$0.00	\$0.00	\$0.00	\$65.00
Johnson, Richard	\$0.00	\$0.00	\$0.00	\$573.53
Johnston, Paul	\$0.00	\$0.00	\$0.00	\$244.00
K & D Auctions	\$0.00	\$0.00	(\$8,493.06)	(\$8,493.06)
Key Lakes	\$0.00	\$0.00	\$0.00	\$2,350.00
Kleen-Tech Services, LLC	\$729.97	\$0.00	\$0.00	\$1,685.56
Lake Superior College	\$0.00	\$0.00	\$0.00	\$34,468.27
Lake Superior Helicopters	\$0.00	\$0.00	\$0.00	\$6,653.75
Lake Superior Warehousing CO., Inc.	\$0.00	\$0.00	\$0.00	\$2,350.00
Lucero Andrew	\$0.00	\$0.00	\$0.00	\$90.00
Luck, Rick	\$0.00	\$0.00	\$0.00	\$80.20
M & M Light Transport	\$0.00	\$0.00	\$0.00	\$313.68
Maurices, Inc.	\$0.00	\$0.00	\$0.00	\$2,350.00
MediaUSA Advertising Inc	\$1,762.00	\$0.00	\$0.00	\$1,762.00
Minnesota Air National Guard	\$2,296.75	\$0.00	\$96,352.79	\$100,946.29
Minnesota Department of Transportation	(\$56,719.50)	\$23,942.65	\$893,475.73	\$847,744.12
Minnesota Power	\$620.92	\$0.00	\$0.00	\$16,620.92
Monaco Air Duluth	\$0.00	\$0.00	\$0.00	\$115.00
National Weather Service	\$0.00	\$0.00	\$125.00	\$125.00
Northland Constructors, Inc.	\$0.00	\$0.00	\$0.00	\$181.50

Oakwells CR, LLC	\$120.00	\$120.00	\$0.00	<b>\$1,796.30</b>
Parthe, Lance	\$0.00	\$0.00	\$0.00	<b>\$648.78</b>
Payne, Robert	\$0.00	\$0.00	\$0.00	<b>\$324.39</b>
Plucinak, Joseph	\$0.00	\$0.00	\$0.00	<b>(\$736.00)</b>
Rasier, LLC	\$0.00	\$0.00	\$0.00	<b>(\$2,151.00)</b>
Rogers, Alexander	\$254.28	\$321.08	\$0.00	<b>\$618.78</b>
RS&H	\$0.00	\$0.00	\$0.00	<b>\$2,839.82</b>
Salter 11X	\$0.00	\$0.00	\$0.00	<b>\$90.00</b>
SEH	\$0.00	\$0.00	\$0.00	<b>\$27.06</b>
Sun Country, Inc. dba Sun Country Airlines	\$0.00	\$0.00	\$0.00	<b>\$120.00</b>
Sydow Dan	\$0.00	\$0.00	\$0.00	<b>\$648.78</b>
The Jamar Company	\$0.00	\$0.00	\$0.00	<b>\$115.00</b>
The Landline Company	\$0.00	\$0.00	\$0.00	<b>\$4,297.47</b>
Thornton, Paul	\$0.00	\$0.00	\$0.00	<b>\$102.00</b>
Twin Ports Dermatology	\$0.00	\$0.00	\$0.00	<b>\$2,350.00</b>
unifi	\$0.00	\$0.00	\$0.00	<b>\$5,130.00</b>
United Airlines	\$0.00	\$0.00	\$0.00	<b>(\$1,758.39)</b>
<b>Total</b>	<b>(\$5,712.36)</b>	<b>\$24,204.81</b>	<b>\$993,025.22</b>	<b>\$1,174,266.11</b>

VII. - D.  
Year to Date Airline Statistics

Month	DELTA					UNITED					SUN COUNTRY				
	2024 Enplanements		2024 Deplanements		Total	2024 Enplanements		2024 Deplanements		Total	2024 Enplanements		2024 Deplanements		Total
	Revenue	Non Rev	Revenue	Non Rev		Revenue	Non Rev	Revenue	Non Rev		Revenue	Non Rev	Revenue	Non Rev	
JAN	5,411	119	4,885	151	10,566	2,540	46	2,309	44	4,939	-	-	-	-	-
FEB	4,823	150	5,916	155	11,044	2,654	56	2,641	46	5,397	1,434	1	1,117	1	2,553
MAR	5,206	165	5,145	158	10,674	3,252	89	3,374	83	6,798	1,563	3	1,465	2	3,033
APR	5,260	211	5,125	214	10,810	4,013	103	4,232	102	8,450	947	-	1,184	1	2,132
MAY	5,493	165	5,959	171	11,788	3,969	145	4,418	125	8,657	177	4	177	4	362
JUN	6,907	167	7,040	178	14,292	3,915	128	4,047	109	8,199	-	-	-	-	-
JUL	7,761	196	8,393	217	16,567	5,180	120	5,167	122	10,589	-	-	-	-	-
AUG	8,882	215	8,769	228	18,094	6,346	160	6,405	163	13,074	-	-	-	-	-
SEP	7,796	156	7,118	177	15,247	6,238	100	6,062	114	12,514	-	-	-	-	-
OCT	7,590	213	7,158	209	15,170	5,991	160	6,200	154	12,505	-	-	-	-	-
NOV	6,346	156	6,346	156	13,004	5,031	109	4,997	106	10,243	-	-	-	-	-
DEC	6,096	132	6,114	127	12,469	3,496	37	3,543	51	7,127	-	-	-	-	-
Total	77,589	2,040	77,968	2,141	159,725	52,625	1,253	53,395	1,219	108,492	4,121	8	3,943	8	8,080

Month	CHARTERS					2024 Total Passenger Data Including Charters							2023 - 2024 Difference		
	2024 Enplanements		2024 Deplanements		Total	2024 Enplanements			2024 Deplanements			Total Passenger	Enplanements	Deplanements	Total Passengers
	Revenue	Non Rev	Revenue	Non Rev		Rev	Non Rev	Total	Rev	Non Rev	Total				
JAN	182	-	180	-	362	8,133	165	8,298	7,374	195	7,569	15,867	(466)	(1,364)	(1,830)
FEB	-	-	-	-	-	8,911	207	9,118	9,674	202	9,876	18,994	(408)	(323)	(731)
MAR	181	-	217	-	398	10,202	257	10,459	10,201	243	10,444	20,903	(3,337)	1,896	(1,441)
APR	181	-	180	-	361	10,401	314	10,715	10,721	317	11,038	21,753	(79)	(17)	(96)
MAY	-	-	-	-	-	9,639	314	9,953	10,554	300	10,854	20,807	(712)	(458)	(1,170)
JUN	-	-	-	-	-	10,822	295	11,117	11,087	287	11,374	22,491	1,389	1,691	3,080
JUL	-	-	-	-	-	12,941	316	13,257	13,560	339	13,899	27,156	1,182	1,670	2,852
AUG	-	-	-	-	-	15,228	375	15,603	15,174	391	15,565	31,168	1,859	2,349	4,208
SEP	230	-	230	-	460	14,264	256	14,520	13,410	291	13,701	28,221	3,394	3,208	6,602
OCT	181	-	-	-	181	13,762	373	14,135	13,358	363	13,721	27,856	3,852	4,081	7,933
NOV	-	-	180	-	180	11,377	265	11,642	11,523	262	11,785	23,427	2,584	2,974	5,558
DEC	175	-	-	-	175	9,767	169	9,936	9,657	178	9,835	19,771	1,643	1,423	3,066
Total	1,080	-	901	-	2,117	135,447	3,306	138,753	136,293	3,368	139,661	278,414	10,901	17,130	28,031

# 2024 Landline Passengers

## Arrivals

## Departures

	Arrivals				Departures				2023 Grand		
	Revenue	Non-Rev	Seats (AU)	Total	Revenue	Non-Rev	Seats (AU)	Total	Grand Total	Total	Inc /Dec
January	446	13	1,104	459	732	17	1,104	749	1,208	2,206	(998)
February	614	13	1,150	627	703	16	1,150	719	1,346	2,064	(718)
March	638	13	1,242	651	693	20	1,242	713	1,364	2,266	(902)
April	613	11	1,058	624	685	6	1,058	691	1,315	2,328	(1,013)
May	659	16	1,012	675	522	16	1,012	538	1,213	1,601	(388)
June	601	13	1,196	614	519	7	1,196	526	1,140	1,558	(418)
July	578	15	1,196	593	740	10	1,196	750	1,343	1,879	(536)
August	495	13	1,196	508	644	8	1,196	652	1,160	1,697	(537)
September	318	12	828	330	366	4	828	1,198	1,528	902	626
October	383	3	1,104	386	554	10	1,104	1,668	2,054	1,083	971
November	503	12	1,058	515	478	1	1,058	1,537	2,052	1,190	862
December	717	14	1,288	731	854	17	1,288	2,159	2,890	1,616	1,274
	<b>6,565</b>	<b>148</b>	<b>13,432</b>	<b>6,713</b>	<b>7,490</b>	<b>132</b>	<b>13,432</b>	<b>11,900</b>	<b>18,613</b>	<b>20,390</b>	<b>(1,777)</b>