

MINUTES

Monday, January 11, 2021

12:00 P.M.

Manistee County Blacker Airport

Conference Room

Members Present: Gerald Haw, Chair; Barry Peterson, Vice-Chair; Philip Siuda; Jeff Dontz; Cindy Kaminski; Karen Goodman (arrived 12:43 PM)

Members Absent: none

Others Present: Barry Lind, Airport Director; and Julie Schmeling, Airport Authority Recording Secretary; and Susan Zielinski, Airport Authority Treasurer

Gerald Haw, 2020 Chair, called the meeting to order at 12:02 P.M. Roll was taken by the Secretary.

Mr. Haw called for nominations of officers.

There was a motion by Mr. Dontz, supported by Mr. Peterson to nominate Gerald Haw as Chairperson, close nominations and cast a unanimous ballot for Gerald Haw for the position of 2021 Chairperson.

A roll call vote was taken:

Yeas: 5 (Dontz; Kaminski; Haw; Peterson; Siuda)

Nays: 0

Absent: 1 (Goodman)

Motion carried.

There was a motion by Mr. Haw, supported by Mr. Siuda to nominate Barry Peterson as Vice-Chairperson, close nominations and cast a unanimous ballot for Barry Peterson for the position of 2021 Vice-Chairperson.

A roll call vote was taken:

Yeas: 5 (Siuda; Haw; Dontz; Kaminski; Peterson)

Nays: 0

Absent: 1 (Goodman)

Motion carried.

There was a motion by Mr. Haw, supported by Mr. Dontz, to nominate Susan Zielinski as Treasurer, close nominations and cast a unanimous ballot for Susan Zielinski for the position of 2021 Treasurer.

A roll call vote was taken:

Yeas: 5 (Peterson; Haw; Siuda; Dontz; Kaminski)

Nays: 0

Absent: 1 (Goodman)

Motion carried.

There was a motion by Mr. Haw, supported by Mr. Peterson, to nominate Jeff Dontz as Secretary, close the nominations and cast a unanimous ballot for Jeff Dontz for the position of 2021 Secretary.

A roll call vote was taken:

Yeas: 5 (Haw; Peterson; Dontz; Kaminski; Siuda)

Nays: 0

Absent: 1 (Goodman)

Motion carried.

There was a motion by Mr. Haw, supported by Mr. Dontz to nominate Julie Schmeling as Recording Secretary, close nominations and cast a unanimous ballot for Julie Schmeling for the position of 2021 Recording Secretary.

A roll call vote was taken:

Yeas: 5 (Dontz; Kaminski; Haw; Peterson; Siuda)

Nays: 0

Absent: 1 (Goodman)

Motion carried.

There was an amendment made to the agenda to put #10 as "Old Business/Unfinished Business" and #11 as "New Business".

There was a motion by Mr. Dontz, supported by Mr. Siuda, to approve the meeting agenda with the changes to switching "Old Business/Unfinished Business" as #10 and "New Business" as #11.

A roll call vote was taken:

Yeas: 5 (Haw; Peterson; Dontz; Kaminski; Siuda)

Nays: 0

Absent: 1 (Goodman)

Motion carried.

The Chair confirmed that each member had received a copy and had an opportunity to review the minutes from the regular meeting of the Airport Authority held on Monday, December 21, 2020.

There was a motion by Mr. Dontz, supported by Mr. Siuda, to approve the Airport Authority regular meeting minutes, of Monday, December 21, 2020.

A roll call vote was taken:

Yeas: 5 (Siuda; Haw; Peterson; Kaminski; Dontz)

Nays: 0

Absent: 1 (Goodman)

Motion carried.

The Authority reviewed the December 2020 Accounts Payable Report (APPENDIX A).

There was a motion by Mr. Dontz, supported by Mr. Siuda, to approve the December 2020 Accounts Payable Report.

A roll call vote was taken:

Yeas: 5 (Haw; Dontz; Siuda; Kaminski; Peterson)

Nays: 0

Absent: 1 (Goodman)

Motion carried.

The Authority reviewed the December 2020 Financial Statement (APPENDIX B), which includes a Balance Sheet, a Statement of Revenue and Expenses, and a running account of the Passenger Facility Charges collected.

There was a motion by Mr. Siuda, supported by Mr. Dontz to approve the December 2020 Financial Statement.

A roll call vote was taken:

Yeas: 5 (Siuda; Kaminski; Dontz; Haw; Peterson;)

Nays: 0

Absent: 1 (Goodman)

Motion carried.

The Orchard Beach Aviation rent information was provided, as well as fuel sales for December 2020 (APPENDIX C).

Committee Assignments were discussed and were agreed to as follows:

Executive Committee:	Mr. Haw, Mr. Peterson, & Mr. Dontz
Budget Committee:	Mr. Haw, Ms. Goodman and a vacant spot
Capital Projects Committee:	Mr. Haw, Mr. Siuda and a vacant spot
Bylaws Committee:	Will call a committee together in the future if necessary
Adhoc Committee:	Mr. Siuda, Mr. Peterson, Mr. Haw and a vacant spot – this committee will be reviewing the rental car issue, Rules & Regulations of commercial site-seeing.

Mr. Lind reported that there were no airport accidents. There was a private general aviation plane that landed with a flat tire. The runway was closed for a few hours. There were no injuries or damage. Barring any unforeseen circumstances, the EAS eligibility has been met. A end-of-year funding package has been announced for federal COVID Relief which included additional funds for airports. Mr. Lind is

expecting about \$10,000 for MBL. Mr. Lind reported that he will be attending the special work session of the Manistee Township Planning Committee. Proper zoning is not in place, which could have an impact on the types of aircraft that could use the airport. Mr. Lind will be attending the upcoming meeting on Wednesday with Bob Nelson of Prein & Newhoff. The updated Airport Economic Impact Report was recently received from the State. (APPENDIX D) The report shows an impact of \$41 million impact of the airport to the area. Mr. Lind shared this information with Manistee's Economic Development.

Mr. Lind presented a report on airfares which compares flights from Manistee, Traverse City, Grand Rapids, and Muskegon (APPENDIX E). Mr. Lind presented information on airplane passenger numbers for 2020 as well as the previous five years (APPENDIX F). There was no update on the Airport Layout Plan. The preliminary results from the PFAS testing are to be released soon. Mr. Lind and Ms. Zielinski have a plan in place to get the reimbursement for the grant.

December enplanements were down due to the advisories not to travel for the holidays due to COVID. December on-time performance is ok at 73%. The number of canceled flights was higher than Mr. Lind would like to see at 6%, most of them occurring over Christmas (12/24/20 & 12/25/20). A meeting was held last week with Cape Air management to update us on the performance issues. (APPENDIX G). Cape Air is aware of issues and they are working to solve them. Mr. Lind reported that Cape Air is not skimping on resources to fix the issues. There is a question on snow removal around the hangar that Cape Air is using. Cape Air does not have time in the mornings to clear the snow in front of the door, and airport staff only has one person on in the mornings. It was decided to meet at a middle ground for now and airport staff will clear snow of two lines for the airplane tires to be able to drive out early and then later the staff will go and clean up better.

January is looking good. Numbers will easily surpass January 2020. The largest remaining issue is the certification issue with deicing of the Tecnam. FAA needs to review/approve a deicing plan. Mr. Lind has regularly scheduled meetings with Cape Air moving forward. Capacity increases are currently in place and 9-seat sales start on 2/15/21.

Mowry's car rental notified staff last week that they are removing vehicles from the fleet instead of fixing them. They have a vehicle right now that needs new tires, and they are pulling it from the fleet. Mr. Lind has not received an update or feedback from Hertz.

Mr. Lind is going to try to arrange the 2020/2021 Marketing Update for the Board at the February 2021 meeting. Cape Air has coordinated a Manistee specific Winter Solstice sale with all seats from January 5, 2021 through March at \$39 each way to/from Chicago. There has been a noticeable response, just not nearly as well of a response from past similar sales.

Mr. Haw will be making calls to get the Ad-Hoc Committee together to discuss the Airport Rules and Regulations, more specifically auto rental service quality standards, air tour standards and aircraft maintenance standards.

The regular meeting schedule for 2021/20 was set. The meetings will be scheduled for 12:00 noon on the third Monday of each month, except January and February, which will be the second Monday, in the Airport Conference Room as follows:

Monday, February 8, 2021
Monday, March 15, 2021
Monday, April 19, 2021
Monday, May 17, 2021
Monday, June 21, 2021
Monday, July 19, 2021

Monday, August 16, 2021
Monday, September 20, 2021
Monday, October 18, 2021
Monday, November 15, 2021
Monday, December 20, 2021
Monday, January 10, 2022 (Organizational)

Ms. Cindy Kaminski was recently appointed to the Board. Today was her first meeting and there was a brief introduction and welcome.

There being no further business to come before the Authority, the meeting was adjourned at 1:37 P.M.

Respectfully Submitted,

Jeff Dontz, Airport Authority Secretary

Visit: www.manisteecountymi.gov to view Calendar of Events, County Board Agendas/Minutes, Committee Meeting Minutes, Airport Authority Minutes (under More Departments and Services), etc.
(js h:\airport authority\minutes\airport authority 011121)

APPENDIX A

MANISTEE COUNTY BLACKER AIRPORT

DECEMBER 2020 ACCOUNTS PAYABLE

VENDOR NAME	DESCRIPTION	AMOUNT
BARRY LIND	DECEMBER	\$ 4,000.00
CONSUMERS ENERGY	November & PARTIAL December	\$ 1,795.51
A T & T	Nov 14 - Dec 13, 2020	\$ 45.14
DTE ENERGY	Nov 10 - Dec 8, 2020	\$ 506.69
ORCHARD BEACH AVIATION	SUPPLIES - DECEMBER (reimbursement of expenses)	\$ 382.39
GILL-ROY'S HARDWARE	REPAIRS & MAINTENANCE	\$ 42.49
PRIMARY AIRPORT SERVICES	PFC QUARTERLY PROGRAM	\$ 362.10
MIKA MEYERS PLC	LEGAL	\$ 50.00
SPEEDWRENCH INC.	REPAIR HANGER DOOR	\$ 325.00
PRECISE DOOR	REPAIRS TO DOOR IN BAGGAGE AREA	\$ 250.00
PREIN & NEWHOF	MBL PFAS INVESTIGATION	\$ 6,238.75
AUTO-WARES GROUP	SUPPLIES	\$ 71.51
STATE OF MICHIGAN	ALP UPDATE PROJECT	\$ 1,400.00
MID-CONTINENT CASUALTY COMPANY	LIABILITY INSURANCE	\$ 2,076.00
	TOTAL	\$ 17,545.58
ADVERTISING INVOICES	DESCRIPTION	AMOUNT
RIGHTSIDE DESIGN, LLC	OCTOBER (reimbursement of expenses)	
ORCHARD BEACH AVIATION	DECEMBER(reimbursement of expenses)	\$ 216.73
		\$ 216.73

VENDOR NAME	DESCRIPTION	AMOUNT
ORCHARD BEACH AVIATION	REGULAR HOURS	\$ 5,116.50
	270@ \$18.95	
	MAINTENANCE HOURS	\$ 3,126.76
	165@ \$18.95	
	PART 139 LABOR	\$ 14,010.00
	Dec-20	
	INTERNET & TV SERVICE	
	TOTAL	\$ 22,253.26

GRAND TOTAL

\$ 40,015.57

APPENDIX B

MANISTEE COUNTY BLACKCKER AIRPORT DECEMBER 2020 REVENUE & EXPENSES

DESCRIPTION	ACTIVITY FOR		YTD BALANCE		20/2001 ORIGINAL BUDGET	% BDGT USED
	NOVEMBER 2020 INCREASE (DECREASE)	DECEMBER 2020 INCREASE (DECREASE)	10/01/20 TO 12/31/2020 NORMAL (ABNORMAL)			
Fund 295 - AIRPORT AUTHORITY FUND						
Revenues						
FEDERAL GRANT - AEAS	0.00	0.00	0.00	0.00	0.00	0.0%
STATE REIMBURSEMENTS	0.00	0.00	0.00	0.00	20,000.00	0.0%
INTEREST EARNED	5.06	0.00	5.06	0.00	0.00	0.0%
OFFICE RENT	1,264.38	794.07	3,322.83	15,200.00	15,200.00	21.9%
LANDING FEES GENERAL AVIATION	21.37	0.00	160.27	2,000.00	2,000.00	8.0%
RENT AND LANDING FEES	21,267.18	21,290.92	63,849.02	259,479.00	259,479.00	24.6%
HANGAR RENT	1,250.00	1,900.00	3,262.50	19,000.00	19,000.00	17.2%
CAR RENTAL FEES	0.00	0.00	0.00	4,750.00	0.00	0.0%
SIGN LEASE	0.00	0.00	0.00	4,000.00	0.00	0.0%
PASSENGER FACILITY CHARGES	0.00	1,559.15	1,559.15	20,000.00	20,000.00	7.8%
MISC. REVENUE	4.20	0.00	12.80	0.00	0.00	0.0%
FUEL SALES	1,188.48	0.00	2,428.69	13,500.00	13,500.00	18.0%
TRANSFER IN - GENERAL FUND	10,000.00	10,000.00	30,000.00	120,000.00	120,000.00	25.0%
	35,000.67	35,544.14	104,600.32	477,929.00	477,929.00	21.9%
Expenditures						
MISC. SUPPLIES	636.33	382.39	1,236.63	2,500.00	2,500.00	49.5%
EQUIPMENT	0.00	0.00	0.00	12,149.00	0.00	0.0%
GAS AND OIL	834.35	0.00	834.35	6,000.00	6,000.00	13.9%
CONTRACTED SERVICES	0.00	362.10	362.10	1,200.00	1,200.00	30.2%
CONTRACTED SERVICES - AUDIT	0.00	0.00	0.00	6,500.00	0.00	0.0%
CONTRACTED SERVICES - MANAGEMENT	4,000.00	4,000.00	12,000.00	48,000.00	48,000.00	25.0%
CONTRACTED SERVICES - MAINT.	21,021.50	22,253.26	65,196.39	269,900.00	269,900.00	24.2%
ATTORNEY FEES	0.00	50.00	50.00	2,500.00	0.00	2.0%
DUES AND FEES	0.00	0.00	0.00	1,000.00	0.00	0.0%
TELEPHONE	45.05	45.14	135.67	540.00	540.00	25.1%
TRAVEL	0.00	0.00	0.00	500.00	0.00	0.0%
TRAINING-FIRE FIGHTER	0.00	0.00	0.00	2,000.00	0.00	0.0%
ADVERTISING	1,007.53	216.73	1,433.35	25,000.00	25,000.00	5.7%
LIABILITY INSURANCE	0.00	2,076.00	2,076.00	19,000.00	19,000.00	10.9%
UTILITIES	2,283.26	2,098.39	6,369.74	26,000.00	26,000.00	24.5%
REPAIRS & MAINTENANCE	4,021.32	675.56	4,778.82	30,000.00	30,000.00	15.9%
MISC. EXPENSE	138.12	0.00	138.12	1,000.00	1,000.00	13.8%
MISC. EXPENSES - STATE REIMBURSEMENT	0.00	6,238.75	6,238.75	0.00	0.00	0.0%
MISC. EXPENSE - PFC	0.00	1,400.00	1,400.00	20,000.00	20,000.00	7.0%
MISC EXPENSE - MCGUINEAS DRAIN	4,139.39	0.00	4,139.39	4,140.00	4,140.00	100.0%
	38,126.85	39,798.32	106,389.31	477,929.00	477,929.00	22.3%
TOTAL REVENUES	34,055.51	35,544.14	104,600.32	477,929.00	477,929.00	21.9%
TOTAL EXPENDITURES	28,464.14	39,798.32	106,389.31	477,929.00	477,929.00	22.3%
NET OF REVENUES & EXPENDITURES	5,591.37	(4,254.18)	(1,788.99)	0.00	0.00	

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MANISTEE COUNTY BLACKER AIRPORT

TRIAL BALANCE AS OF 12/31/2020

DESCRIPTION	END BALANCE
	12/31/2020
	NORMAL (ABNORMAL)
Assets	
CASH	16,178.98
LIQUID ASSETS - PFC ACCOUNT	77,767.09
LIQUID ASSETS - AEAS	661.91
TOTAL ASSETS	94,607.98
Liabilities	
ACCOUNTS PAYABLE	0.00
TOTAL LIABILITIES	0.00
Fund Equity	
FUND BALANCE	37,141.10
TOTAL FUND EQUITY	37,141.10
Revenues	
FEDERAL GRANT - AEAS	0.00
OTHER FEDERAL GRANTS (CARES ACT)	0.00
STATE REIMBURSEMENTS	0.00
INTEREST EARNED	5.06
OFFICE RENT	3,322.83
LANDING FEES GENERAL AVIATION	160.27
RENT AND LANDING FEES-CONTRACT	63,849.02
HANGAR RENT	3,262.50
CAR RENTAL FEES	0.00
SIGN LEASE	0.00
PASSENGER FACILITY CHARGES	1,559.15
MISC. REVENUE	12.80
FUEL SALES	2,428.69
TRANSFER IN - GENERAL FUND	30,000.00
PUBLIC CHARTERS MARKETING	0.00
	104,600.32
Expenditures	
MISC. SUPPLIES	1,236.63
EQUIPMENT	0.00
GAS AND OIL	834.35
CONTRACTED SERVICES	362.10
CONTRACTED SERVICES - AUDIT	0.00
CONTRACTED SERVICES - MANAGEMENT	12,000.00
CONTRACTED SERVICES - MAINT.	65,196.39
ATTORNEY FEES	50.00
DUES AND FEES	0.00
TELEPHONE	135.67
TRAVEL	0.00
TRAINING-FIRE FIGHTER	0.00
ADVERTISING	1,433.35
LIABILITY INSURANCE	2,076.00
UTILITIES	6,369.74
REPAIRS & MAINTENANCE	4,778.82
MISC. EXPENSE	138.12
MISC EXPENSES - STATE REIMBURSEMENT	6,238.75
MISC. EXPENSE - PFC	1,400.00
MISC EXPENSE - MCGUINEAS DRAIN	4,139.39
	106,389.31
Total - All Funds:	129,960.09

APPENDIX C

ORCHARD BEACH AVIATION

December 2020

RENT

OFFICE	\$470.31	
FUEL	\$960.08	
LANDING FEES		
TWIN	\$0.00	(0 @ \$10.68)
JET	\$21.37	(1 @ \$21.37)
DAILY HANGERS	\$0.00	(0 @ \$22.50)
VENDING	\$1.60	(10% of \$42.00)
TOTAL	\$1453.36	

FUEL SALES DECEMBER 2020

100LL 5665.1 Gal

JET 335.4 Gal

TOTAL 6000.5 Gal

 General 456.8 Gal @ .16 = \$73.09

 Cape Air 5543.7 Gal @ .16 = \$886.99

 Orchard Beach 0.0 Gal @ .16 = \$0.00

DIESEL FUEL 0.0 Gal @ \$1.75 = \$0.00

MANISTEE

CBA Community Benefits Assessment

Airport Role in Economy

Airport: Blacker
 City: Manistee
 Current FAA ARC: C-II
 County: Manistee
 Ownership: Public
 Scenario: Current
 Service Area: Manistee
 Run Date: 1/5/2021 7:41:01 AM

MASP Tier	Tier 1
MASP ARC	C-II

Evaluated for Year: 2020

Airport Features	
Primary Runway Length	5,501
Primary Runway Width	100
Instrument Approach	ILS

Activity Data

Total Operations:	7,000
Total Aircraft:	9
Total Passengers:	35,800
Total Cargo Tons:	0

On-going Contribution to the County Economy

	Jobs		Income (\$)		Output (\$)	
	Local	State	Local	State	Local	State
Direct Effect						
1. Airport (incl. FBO and air related tenants)	30	30	\$1,918,000	\$1,918,000	\$5,679,000	\$5,679,000
2. Airport Tenants: non-air related	2	2	\$63,000	\$63,000	\$212,000	\$212,000
3. Off-Site: Supported by Visitor Spending	137	137	\$2,905,000	\$2,905,000	\$9,027,000	\$9,027,000
4. Off-Site: Staff or Cargo Reliant	93	93	\$3,215,000	\$3,215,000	\$8,746,000	\$8,746,000
Supplier and income re-spending effects*						
5. -due to Airport and Related Activities**	15	24	\$480,000	\$754,000	\$1,849,000	\$3,392,000
6. -due to Visitor Spending	24	59	\$711,000	\$2,020,000	\$2,383,000	\$6,691,000
7. -due to Reliance on Air Transport	47	100	\$966,000	\$1,949,000	\$3,165,000	\$7,920,000
8. Total Impact from Airport Activities	348	445	\$10,258,000	\$12,824,000	\$31,061,000	\$41,667,000

Tax Generated by Aviation-Related Activity

	At-Airport	Off-Site
9. State Income Tax	\$70,000	\$209,000
10. State Sales Tax	\$557,000	\$1,468,000
11. Tax generated by fuel sales	\$2,736	

Annual Capital Expenditures

	Total	Federal \$	State \$	Local \$
2020 Budget:	\$216,000	\$205,200	\$5,400	\$5,400

2017 MASP Goals:

Serve Significant Population Centers	Tier 1
Serve Significant Business Centers	Tier 1
Serve Significant Tourism/Convention Centers	Tier 1
Provide Access to the General Population	Tier 3
Provide Adequate Land Area Coverage	Tier 1
Preserve Regional Capacity	Tier 3
Serve Seasonally Isolated Areas	Tier 3
Inclusion in NPIAS	

Other Attributes

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* on the Service-area economy as defined by the user

** Supplier and income re-spending effects pertain only to air-related and air support activities

ARC = Airport Reference Code

NPIAS = National Plan of Integrated Airport Systems

Average visitor spending (per visitor): \$796.00

Visitor spending source: visitor survey

APPENDIX E

February Travel as of 1/8/2021

Best Fares

	MBL	TVC	GRR	MKG
Atlanta (ATL)	212 UA	280 DL	177 DL	295 UA
Boston (BOS)	184 AA	222 DL	203 AA	284 UA
Chicago (MDW or ORD)	77 9K	297 UA	133 UA	179 UA
Dallas (DFW)	250 UA	229 AA	249 AA	284 UA
Denver (DEN)	242 UA	237 UA	253 UA	284 UA
Houston (HOU)	311 AA	334 DL	293 AA	284 UA
Kansas City (MCI)	184 UA	237 UA	227 DL	244 UA
Las Vegas (LAS)	292 UA	299 DL	297 AA	314 UA
Los Angeles (LAX)	196 UA	299 UA	270 UA	314 UA
Minneapolis (MSP)	184 UA	207 UA	167 DL	234 UA
New York Area (NYC)	210 UA	224 UA	195 DL	254 UA
Orlando (MCO)	333 AA	286 DL	149 F9	297 UA
Philadelphia (PHL)	254 UA	237 AA	223 AA	254 UA
Phoenix (PHX)	319 UA	315 AA	309 AA	416 UA
Portland (PDX)	313 UA	301 UA	281 UA	776 UA/AS
San Diego (SAN)	274 UA	315 UA	332 UA	494 UA
San Francisco (SFO)	288 UA	299 DL	297 AA	314 UA
Seattle (SEA)	293 AS	301 DL	270 UA	687 UA/AS
St Louis (STL)	222 UA	207 DL	175 UA	234 UA
Washington DC Area (WA)	243 UA	175 UA	202 AA	254 UA

Average Fare	\$244.05	\$265.05	\$235.10	\$334.80
Change from one month	\$35.00	\$33.90	\$36.70	\$90.15
Change from two months	\$29.20	\$6.90	-\$20.60	\$42.85

Fares Pulled 1/8/2021 for travel 2/9/2021 - 2/16/2021

Best Fares +7 days parking

	MBL	TVC	GRR	MKG
Atlanta (ATL)	212 UA	336 DL	247 DL	365 UA
Boston (BOS)	184 AA	278 DL	273 AA	354 UA
Chicago (MDW or ORD)	77 9K	353 UA	203 UA	249 UA
Dallas (DFW)	250 UA	285 AA	319 AA	354 UA
Denver (DEN)	242 UA	293 UA	323 UA	354 UA
Houston (HOU)	311 AA	390 DL	363 AA	354 UA
Kansas City (MCI)	184 UA	293 UA	297 DL	314 UA
Las Vegas (LAS)	292 UA	355 DL	367 AA	384 UA
Los Angeles (LAX)	196 UA	355 UA	340 UA	384 UA
Minneapolis (MSP)	184 UA	263 UA	237 DL	304 UA
New York Area (NYC)	210 UA	280 UA	265 DL	324 UA
Orlando (MCO)	333 AA	342 DL	219 F9	367 UA
Philadelphia (PHL)	254 UA	293 AA	293 AA	324 UA
Phoenix (PHX)	319 UA	371 AA	379 AA	486 UA
Portland (PDX)	313 UA	357 UA	351 UA	846 UA/AS
San Diego (SAN)	274 UA	371 UA	402 UA	564 UA
San Francisco (SFO)	288 UA	355 DL	367 AA	384 UA
Seattle (SEA)	293 AS	357 DL	340 UA	757 UA/AS
St Louis (STL)	222 UA	263 DL	245 UA	304 UA
Washington DC Area (WA)	243 UA	231 UA	272 AA	324 UA

Average Fare	\$244.05	\$321.05	\$305.10	\$404.80
Change from one month	\$35.00	\$33.90	\$36.70	\$90.15
Change from two months	\$29.20	\$6.90	-\$20.60	\$42.85

Parking Fees for one week are \$0 at Manistee, \$56 at Traverse City, \$70 at Grand Rapids, \$70 at Muskegon

APPENDIX F

Manistee County Blacker Airport

Enplaned/Deplaned

	2015		2016		2017		2018		2019		2020	
	Out/In	Total	Out/In	Total	Out/In	Total	Out/In	Total	Out/In	Total	Out/In	Total
Jan	188/162	350	218/185	403	228/211	439	246/192	438	255/203	455	75/59	134
Feb	207/191	398	226/219	445	243/231	474	180/158	338	195/187	382	94/78	172
Mar	217/216	433	247/240	487	289/268	557	326/306	632	261/253	514	44/64	108
Apr	240/254	494	258/254	512	259/286	545	220/237	457	221/240	461	1/10	11
May	346/356	718	327/331	658	411/430	841	333/351	684	313/312	625	20/19	39
Jun	406/478*	912*	427/496	923	445/567	1013	469/555	1024	361/413	774	113/166	279
Jul	1016/1050*	2066*	787/762	1549	849/793	1642	890/891	1781	654/699	1353	305/279	584
Aug	889/787*	1676*	740/668	1408	778/742	1520	752/787	1539	694/728	1422	222/207	429
Sep	390/378	768	458/445	903	488/463	951	383/275	658	315/201	516	180/164	344
Oct	349/346	695	378/353	731	392/365	757	334/312	646	381/375	756	283/245	528
Nov	249/266	515	314/322	636	328/341	669	327/290	617	182/194	376	186/192	378
Dec	291/295	586	349/358	707	330/361	691	314/328	642	273/250	523	187/162	349
Total		9611		9362		10099		9456		8157		3355

On-time Performance

	2015		2016		2017		2018		2019		2020	
	Cancel/Delay	On-time	Cancel/Delay	On-time	Cancel/Delay	On-time	Cancel/Delay	On-time	Cancel/Delay	On-time	Cancel/Delay	On-time
Jan	2%/27%	71%	4%/13%	83%	0%/24%	76%	0%/9%	91%	11%/6%	83%	52%/2%	46%
Feb	9%/9%	82%	2%/22%	76%	0%/8%	92%	6%/25%	69%	25%/0%	75%	35%/2%	63%
Mar	0%/9%	91%	0%/13%	87%	0%/7%	93%	2%/20%	78%	0%/13%	87%	10%/0%	90%
Apr	3%/5%	92%	0%/13%	87%	0%/6%	94%	10%/15%	75%	0%/6%	94%	0%/0%	100%
May	0%/18%	82%	9%/20%	71%	0%/11%	89%	6%/16%	78%	0%/4%	96%	0%/2%	98%
Jun	0%/13%	87%	3%/17%	80%	5%/17%	78%	0%/13%	87%	2%/9%	89%	5%/0%	95%
Jul	0%/32%	68%	3%/21%	76%	3%/44%	53%	0%/6%	94%	1%/7%	92%	4%/1%	95%
Aug	0%/14%	86%	2%/24%	74%	3%/17%	80%	1%/6%	93%	0%/4%	96%	2%/0%	98%
Sep	0%/16%	84%	8%/15%	77%	1%/21%	78%	0%/9%	91%	2%/21%	77%	0%/0%	100%
Oct	0%/2%	98%	0%/8%	92%	0%/11%	89%	0%/7%	93%	2%/34%	64%	3%/19%	78%
Nov	0%/15%	85%	0%/25%	75%	0%/13%	87%	0%/9%	91%	3%/79%(19%)	36(78%)	7%/12%	81%
Dec	5%/19%	76%	3%/23%	74%	7%/49%	44%	0%/12%	88%	3%/97%(12%)	36(85%)	6%/21%	73%

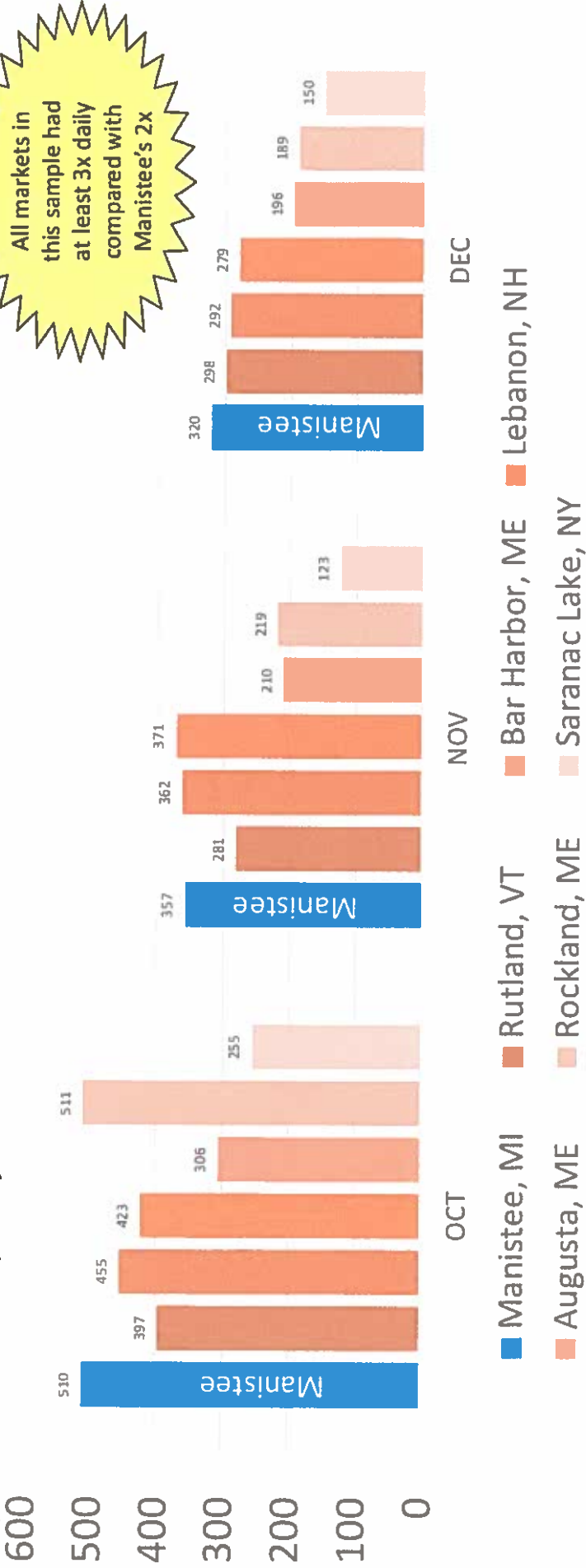
APPENDIX G

Manistee's COVID-era ridership has been among the best of our comparable EAS markets, despite having the fewest flights



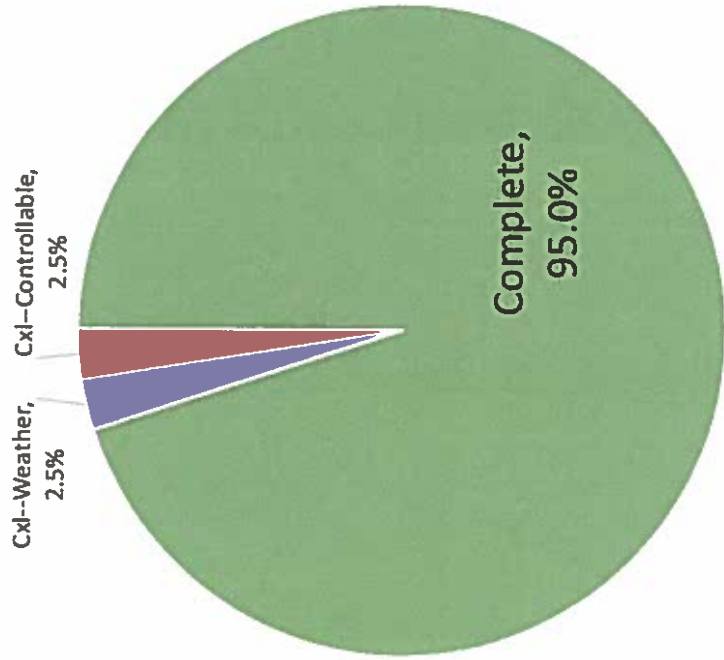
EAS passengers

Comparable markets: 3x or lower to/from major hub



All markets in this sample had at least 3x daily compared with Manistee's 2x

Cape Air's company-controllable flight completion percentage for MBLORD was 97.5% in 2020



Cape Air's company-wide controllable completion rate during this period was 99.9%

Our performance in Manistee during this period was not up to Cape Air's standards