



August 16, 2021

Eagle County Board of County Commissioners
c/o Jeff Shroll, County Manager
500 Broadway
Eagle, CO 81631

Dear Jeff and Board of County Commissioners,

Thank you for your historic support of the EGE Air Alliance. The board of directors of the EGE Air Alliance continue to focus on building and maintaining a robust flight program at the Eagle County Regional Airport as we continue to rebound and recovery from the impacts of COVID-19 on our economy.

Despite the challenges that continue to face air travel and the hospitality industry, air service at the Eagle County Regional Airport has increased this summer with new service to Atlanta and Chicago and increased service from Denver and Dallas. The Alliance continues to meet with new airline partners and pursue service from new markets to the Eagle County Regional Airport. We have recently met with Southwest, Alaska, and Sun Country and continue discussions with others as well.

Airport intercept study results show Eagle County guests accessing the resorts via EGE are some of our most loyal and frequent guests, they are traveling here with intent to ski, they stay in paid lodging, and enjoy all aspects of their resort visit including dining, shopping and visiting galleries. When survey respondents were asked “if I had to fly into DEN and drive here”, only 29% responded they would continue to visit as frequently as they do today. Ten percent would not visit at all, and 18% responded that it is unlikely they would visit. The work of the EGE Air Alliance is meaningful and contributes to the economic development and livelihood of everyone in the community.

We believe that a robust flight program is as important as ever to make our destination attractive to our most loyal guests during this time of uncertainty.

Trends at Eagle County Regional Airport

- Domestic load factor for first quarter 2021 was down 14% from 2019 (pre-pandemic)
- Average rate (one way) fare was down 30.2% from 2019 (pre-pandemic)
- Top markets were South Florida, New York/Newark, Dallas and Chicago
- New air service for summer 2021 from Atlanta & Chicago
- Increased summer service in 2021 from Dallas and Denver
- Importantly, we expect all airline partners (American, United, Delta) to maintain traditional flight markets for the upcoming 2021-22 ski season



2022 Target Opportunities and Minimum Revenue Guarantees

As in prior years, the Alliance's funds will be used to attract new flight service, to provide continued support for developing markets as required, and we also continue working to secure long term funding in partnership with the Eagle County Transit Optimization Task Force and our local transit agencies.

- EGE Air Alliance continues to work with American Airlines to provide MRG contracts to fill the fall and spring gaps in service to achieve daily year-round service to EGE from Dallas/Ft. Worth.
 - We anticipate maintaining support for the year-round service in 2022

- EGE Air Alliance, in partnership with Volaire Aviation (air service consultant retained by Eagle County Regional Airport), is pursuing new carriers and new markets to the Eagle County Regional Airport to supplement and support our air service development goals.
 - We hope to add new service from a new market and/or a new airline partner for the winter 2022-23 season.

2022 Funding Request

Heading into 2022, the Alliance hopes to raise in excess of \$370,000 from its coalition of public sector and special district supporters. As part of this effort, the EGE Air Alliance respectfully requests **\$120,000 from Eagle County** for flight service programs. This funding request along with other public and private sector requests help us achieved our mission for increased flight service at Eagle County Regional Airport.

Future funding will support new opportunities to ensure we maintain our leadership position and financials are available upon request.

Thank you for your consideration,

Peter Dann
Board Chair
EGE Air Alliance

Chris Romer
President & CEO
Vail Valley Partnership
Administrator, EGE Air Alliance