

**CENTRAL WISCONSIN JOINT AIRPORT BOARD MEETING**  
**Conference Room B – East Terminal Upper Level, Mosinee, Wisconsin**  
**November 19, 2021, 8:00 a.m.**

**2020-2022 Board Members:** Sara Guild, Chair- Marathon County, Dave Ladick, Vice-Chair - Portage County, Brent Jacobson - Marathon County, Ray Reser - Portage County, Chris Dickinson - Marathon County, Lon Krogwold - Portage County, Kurt Kluck - Marathon County.

**Mission Statement:** *The mission of the Central Wisconsin Airport is to be the airport of choice by providing a safe, efficient, and competitive operating environment.*

- 1) Call to Order by Chair Guild at 8:00 a.m.
  - a) Pledge of Allegiance
- 2) Approval of Minutes of the October 15, 2021 Board Meetings
- 3) Public Comment Period: 15-minute time limit
- 4) Review and Possible Action on Memorial Resolution for Jim Schuh
- 5) Wisconsin Aviation Conference Update
- 6) Discussion on January 2022 Joint Airport Board Meeting Date
- 7) Staff Reports
  - a) Director Report
    - i) Air Service Update
    - ii) Rental Car Update
    - iii) Statistics – October 2021
    - iv) Flight Schedule
    - v) Quarterly Performance Monitor – 2021 Q2
    - vi) Legislative Update
    - vii) OMT Step Pay Program
  - b) Financial Reports
    - i) Revenues and Expenses – October 2021
    - ii) Budget Comparison
  - c) Operations and Project Reports
    - i) Update on Runway 17/35 Reconstruction Project and Runway 17/35 NAVAIDs
    - ii) Update on Taxilane E and Flightline Drive Project
    - iii) Update on Runway Length Justification for Runway 8/26
    - iv) Concourse Warranty – Flooring Repairs
    - v) Update on Airport Operations
- 8) Adjournment
- 9) Next Scheduled Meeting Date: December 17, 2021 at 8:00 a.m.

*Any person planning to attend this meeting who needs some type of special accommodation to participate should call the County Clerk's Office at 715-261-1500 or e-mail [infomarathon@co.marathon.wi.us](mailto:infomarathon@co.marathon.wi.us) one business day before the meeting.*

# CENTRAL WISCONSIN JOINT AIRPORT BOARD MEETING MINUTES

## CENTRAL WISCONSIN AIRPORT TERMINAL

Conference Room B – East Terminal Upper Level, Mosinee, Wisconsin

October 15, 2021 - 8:00 a.m.

Airport Board:	Sara Guild, Chair Lonnie Krogwold – Excused Brent Jacobson Chris Dickinson	Dave Ladick, Vice Chair Kurt Kluck – Excused Ray Reser – Excused
Staff:	Brian Grefe, Airport Director David Drozd, Finance Director	Mark Cihlar, Assistant Airport Director Julie Ulrick, Badging Coordinator
Visitors:	Randy Van Natta, Becher Hoppe Caleb Mantik, Central Wisconsin Aviation	Karl Kemper, Becher Hoppe

**Call to Order:** Meeting called to order by Chair Guild at 8:00 a.m.

**Approval of Minutes:** *Motion by Ladick, second by Jacobson to approve the minutes of the September 17, 2021 board meeting. Motion carried unanimously.*

**Public Comment Period:** None.

### **Review and Possible Action on Airport Annual Goals for 2022:**

On September 1, 2021, the annual planning session was held at the Central Wisconsin Airport and was facilitated by Steve Smith, retired Campus Dean of Mid-State Technical College. Participants included airport board, staff, and tenant representatives. The objective of the planning session was to identify a reasonable number of goals that have the biggest impact on the airport and bring those goals to the airport board for approval. The exercise began by asking the question, “What does a successful 2022 look like?”. Six goals were initially identified: Engage in Business Planning, Improve Operations, Retain Current Employees, Improve Communication Across the Airport, Build the CWA Brand, and Attract New Employees. From that point, a Radar Diagram exercise was used to narrow the goals down to ones that had the most influence on the other goals, which would ultimately become the recommend goals for the board. The final, most influential goals were: Retain Current and Attract New Employees, Engage in Business Planning, Improve Communications Throughout the Airport. *Motion by Dickinson, second by Ladick to approve the 2022 annual airport goals as presented. Motion carried unanimously.*

### **Staff Reports:**

#### **Director Report – Brian Grefe:**

Legislative Update – After being unable to meet a congressional mandate to have a fluorine-free firefighting foam available for use by Part 139 certificated airports by Oct. 4, 2021, the FAA has outlined three avenues that an airport can pursue to gain agency review of a PFAS-free firefighting foam. The agency made it clear that it will evaluate any potential fluorine-free foam submitted by an airport against existing performance standards defined in the military specification, which is an incredibly high hurdle. AAAE has raised concerns that the document creates an unrealistic expectation that an airport can obtain such approval because FAA and DOD have been unable to identify a suitable AFFF alternative despite several years of research and testing and considerable financial resources.

Statistics – September 2021 statistics show total operations up 53.4% for airlines and ATC is up 15% on the month. Load factors ranged from 65.1% to 72.6%. The statistical comparison to 2019 shows enplanements down 21.5% from pre-pandemic levels.

Flight Schedule – As anticipated, Delta has reduced one Minneapolis flight and one Detroit flight. American is also down to two daily flights with certain days having one or three daily flights, likely through end of year. Charter activity is increasing and one has been scheduled to Laughlin, which was previously shut down.

Property Acquisition – The land owner of property that was going to be acquired by the airport recently passed away. The property will likely go into probate, which may slow the process down.

#### **Financial Reports – David Drozd:**

Annual Budget – The annual airport budget was approved by the Airport Board and Joint Finance Committee and will be up for final approval with the Marathon County budget in November.

Revenues and Expenses – Ending the third quarter of the year, September revenues are on track at 74.1% of budget. PFCs end the month at 128.1%, with CFC remaining low at 47.2%. October revenues will include revenues from logging on the south end of the property and the sale of one maintenance vehicle and two runway brooms.

Disbursements are doing well at 48.5% of budget. For winter supplies, one load of fuel will be purchased and all other winter product is fully stocked for the upcoming winter months. Building materials reflects the purchase of asphalt for the sand drying pad to optimize the sand drying process. Capital equipment shows the purchase of the continuous friction measuring equipment that has been installed and staff has been fully trained on.

Budget Comparison – The budget summary comparison shows year to date improvement over 2020. CARES Act funds are not included in the report. Funds from the first CARES Act grant will be expended when the phone system project is complete. The PFC and single audit are complete for the year.

#### **Operations & Project Reports – Mark Cihlar:**

Supplemental Funding Announcement – Funding for the runway shift project was approved, which would cover about one-quarter to one-third of the total project costs and would set the project up for future discretionary funding.

Update on Runway 17/35 Reconstruction Project and Runway 17/35 NAVAIDs – The runway reconstruction portion of the project is nearing completion, with the last of the painting taking place next week. Work will begin on the airfield lighting and navigational aids and the runway cannot be reopened until the majority of the navaid work is complete. The nav aids must be installed, tested and flight checked prior to use.

Update on Taxilane E and Flightline Drive Project – Taxilane E and Flightline Drive is fully paved and crews are working on final restoration of grassy areas. Van Ert Electric is contracted to do both the runway project lighting and the taxilane lighting, with the runway project being prioritized.

Update on Runway Length Justification for Runway 8/26 – Approval has been received for the environmental determination, which is required prior to start of the runway shift project. The FAA seems to be moving the project through the system, however, many items would still need approval prior to construction. The priority for Runway 8/26 is replacement of the RW 8 MALSR and lighting in 2022, regardless of the shift project construction.

Concourse Warranty – Flooring Repairs – Hard surface flooring in the concourse that is delaminating from the concrete under is tentatively scheduled to be replaced the first half of November. The project will be coordinated with the Blind Rooster to accommodate their operations.

Update on Airport Operations – Last week the temporary displaced threshold for Runway 8 was removed and some overnight power outages were necessary. Also, one maintenance key was found missing through the audit process and secured area locks have been rekeyed. Site keying schematics are being looked at to simplify the entire system. Winter preparations are taking place, including training for new employees that have not been through a winter. The five on-call snow operators will begin training and staff is hoping to bring a few more operators onboard.

**Adjournment: 9:32 a.m. Motion by Ladick, second by Dickinson to adjourn. Motion carried unanimously.**

**Next Scheduled Meeting Date: November 19, 2021 at 8:00 a.m.**

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Julie Ulrick, Recording Secretary

**R-05-21**  
**RESOLUTION**  
**MEMORIAL**  
Life and Public Service of  
**James “Jim” Schuh**

Jim P. Schuh, age 83, of Plover, passed away Wednesday, October 27, 2021.

Jim was born May 26, 1938, in Milwaukee. He is the son of the late George & Leona (Lauer) Schuh. He received his BA degree in Liberal Arts from Marquette University. He married Martha (Hampton) Schuh in 1968. Jim lived and worked in Stevens Point-Plover since 1963 and retired from broadcasting in 1999. After leaving broadcasting Jim became a partner, vice president, and columnist for the Portage County Gazette until 2017.

Jim served on the Central Wisconsin Joint Airport Board as the Portage County Citizen Member from June 2007 until May of 2017. During that time, he helped to oversee and guide such critical milestones as: a 5-year, \$38 million terminal remodel, air service development efforts, airport master planning, contract air traffic control tower support, the transition of Northwest Airlines to Delta Air Lines, transient military operations at the Central Wisconsin Airport, implementing numerous new leases and operator agreements, capital improvement projects, and airport director recruitment.

Jim’s lifetime of commitment to service and his community helped shaped the Central Wisconsin Airport to what it is today.

NOW, THEREFORE, BE IT RESOLVED that the Central Wisconsin Joint Airport Board resolves and ordains as follows:

This memorial is given out of respect for the memory of James “Jim” Schuh. A copy of this memorial shall be sent to his family with the sympathies of the Board.

Dated this 19<sup>th</sup> day of November 2021.

CENTRAL WISCONSIN JOINT AIRPORT BOARD

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**CENTRAL WISCONSIN AIRPORT STATISTICAL REPORT  
SUMMARY - OCTOBER 2020 - 2021**

16-Nov-21

	2020 MONTH	2021 MONTH	% CHGE. 20-21	2020 Y-T-D	2021 Y-T-D	% CHGE. 20-21
<b>ACTUAL LANDINGS</b>						
AMERICAN	39	60	53.8%	515	626	21.6%
UNITED	62	61	-1.6%	492	494	0.4%
DELTA	93	128	37.6%	788	1,267	60.8%
CHARTERS	2	2	0.0%	7	6	-14.3%
<b>TOTAL OPERATIONS</b>	<b>392</b>	<b>502</b>	<b>28.1%</b>	<b>3,604</b>	<b>4,786</b>	<b>32.8%</b>
<b>ATCT OPERATIONS</b>	<b>1,096</b>	<b>1,049</b>	<b>-4.3%</b>	<b>9,867</b>	<b>11,730</b>	<b>18.9%</b>
<b>AIRLINE CANCELLATIONS</b>						
AMERICAN	0	0	0.0%	32	8	-75.0%
UNITED	0	1	100.0%	2	2	0.0%
DELTA	0	0	0.0%	35	2	-94.3%
<b>TOTAL CANCELLATIONS</b>	<b>0</b>	<b>1</b>	<b>100.0%</b>	<b>69</b>	<b>12</b>	<b>-82.6%</b>
<b>ENPLANED PASSENGERS</b>						
AMERICAN	1,172	2,589	120.9%	16,535	23,932	44.7%
UNITED	1,461	2,479	69.7%	12,877	17,451	35.5%
DELTA	1,842	4,636	151.7%	18,572	38,030	104.8%
CHARTERS	160	223	39.4%	791	502	-36.5%
<b>TOTAL ENPLANED PASSENGERS</b>	<b>4,635</b>	<b>9,927</b>	<b>114.2%</b>	<b>48,775</b>	<b>79,915</b>	<b>63.8%</b>
<b>DEPLANED PASSENGERS</b>						
AMERICAN	1,155	2,362	104.5%	14,810	22,749	53.6%
UNITED	1,430	2,414	68.8%	12,821	17,400	35.7%
DELTA	1,670	4,437	165.7%	18,541	37,693	103.3%
CHARTERS	160	223	39.4%	791	502	-36.5%
<b>TOTAL DEPLANED PASSENGERS</b>	<b>4,415</b>	<b>9,436</b>	<b>113.7%</b>	<b>46,963</b>	<b>78,344</b>	<b>66.8%</b>
<b>AIR FREIGHT - AMERICAN</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>368</b>	<b>699</b>	<b>89.9%</b>
<b>AIR FREIGHT - UNITED</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
<b>AIR FREIGHT - DELTA</b>	<b>2,895</b>	<b>0</b>	<b>-100.0%</b>	<b>19,764</b>	<b>18,258</b>	<b>-7.6%</b>
<b>TOTAL AIRFREIGHT - AIRLINES</b>	<b>2,895</b>	<b>0</b>	<b>-100.0%</b>	<b>20,132</b>	<b>18,957</b>	<b>-5.8%</b>
<b>TOTAL AIRFREIGHT - GENERAL AVIATION</b>	<b>148,868</b>	<b>150,071</b>	<b>0.8%</b>	<b>1,377,646</b>	<b>1,467,542</b>	<b>6.5%</b>
<b>AIRLINES &amp; GEN.AVIATION - AIR FREIGHT</b>	<b>151,763</b>	<b>150,071</b>	<b>-1.1%</b>	<b>1,397,778</b>	<b>1,486,499</b>	<b>6.3%</b>

<b>LOAD FACTOR-CURRENT MONTH</b>	<b>SEATS</b>	<b>PAX</b>	<b>FACTOR</b>
AMERICAN	3,000	2,589	86.3%
UNITED	3,050	2,479	81.3%
DELTA	6,276	4,636	73.9%

**CENTRAL WISCONSIN AIRPORT STATISTICAL REPORT  
SUMMARY - OCTOBER MONTHLY  
2019 - 2021**

	OCTOBER 2019	OCTOBER 2020	OCTOBER 2021	% CHANGE 2019/2021	% CHANGE 2020/2021
<b>ACTUAL LANDINGS</b>					
AMERICAN	92	39	60	-34.8%	53.8%
UNITED	90	62	61	-32.2%	-1.6%
DELTA	142	93	128	-9.9%	37.6%
CHARTERS	4	2	2	-50.0%	0.0%
<b>TOTAL OPERATIONS</b>	<b>656</b>	<b>392</b>	<b>502</b>	<b>-23.5%</b>	<b>28.1%</b>
<b>ATCT OPERATIONS</b>	<b>1,391</b>	<b>1,096</b>	<b>1,049</b>	<b>-24.6%</b>	<b>-4.3%</b>
<b>AIRLINE CANCELLATIONS</b>					
AMERICAN	0	0	0	0.0%	0.0%
UNITED	0	0	1	0.0%	100.0%
DELTA	0	0	0	0.0%	0.0%
<b>TOTAL CANCELLATIONS</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>0.0%</b>	<b>100.0%</b>
<b>ENPLANED PASSENGERS</b>					
AMERICAN	3,716	1,172	2,589	-30.3%	120.9%
UNITED	3,505	1,461	2,479	-29.3%	69.7%
DELTA	5,964	1,842	4,636	-22.3%	151.7%
CHARTERS	498	160	223	-55.2%	39.4%
<b>TOTAL ENPLANED PASSENGERS</b>	<b>13,683</b>	<b>4,635</b>	<b>9,927</b>	<b>-27.5%</b>	<b>114.2%</b>
<b>DEPLANED PASSENGERS</b>					
AMERICAN	3,287	1,155	2,362	-28.1%	104.5%
UNITED	3,433	1,430	2,414	-29.7%	68.8%
DELTA	5,767	1,670	4,437	-23.1%	165.7%
CHARTERS	498	160	223	-55.2%	39.4%
<b>TOTAL DEPLANED PASSENGERS</b>	<b>12,985</b>	<b>4,415</b>	<b>9,436</b>	<b>-27.3%</b>	<b>113.7%</b>
<b>AIR FREIGHT - AMERICAN</b>	<b>100</b>	<b>0</b>	<b>0</b>	<b>-100.0%</b>	<b>0.0%</b>
<b>AIR FREIGHT - UNITED</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>
<b>AIR FREIGHT - DELTA</b>	<b>4,959</b>	<b>2,895</b>	<b>0</b>	<b>-100.0%</b>	<b>-100.0%</b>
<b>TOTAL AIRFREIGHT - AIRLINES</b>	<b>5,059</b>	<b>2,895</b>	<b>0</b>	<b>-100.0%</b>	<b>-100.0%</b>
<b>TOTAL AIRFREIGHT - GENERAL AVIATION</b>	<b>158,600</b>	<b>148,868</b>	<b>150,071</b>	<b>-5.4%</b>	<b>0.8%</b>
<b>AIRLINES &amp; GENERAL AVIATION - AIR FREIGHT</b>	<b>163,659</b>	<b>151,763</b>	<b>150,071</b>	<b>-8.3%</b>	<b>-1.1%</b>

# Central Wisconsin Airport – Flight Schedule

## November 19, 2021



<u>Arrivals – Delta</u>				<u>Departures – Delta</u>			
5270	13:50	from MSP	CRJ	5054	06:15	to MSP	CRJ
5223	14:33	from DTW	CRJ	5116	07:00	to DTW	CRJ
4805	20:39	from MSP	CRJ	5224	14:33	to DTW	CRJ
5409	21:22	from DTW	CRJ	5242	16:10	to MSP	CRJ



<u>Arrivals – United Airlines</u>				<u>Departures – United Airlines</u>			
3989	15:14	from ORD	CRJ	3848	06:28	to ORD	CRJ
3876	21:00	from ORD	CRJ	3733	15:44	to ORD	CRJ



<u>Arrivals – American Eagle</u>				<u>Departures – American Eagle</u>			
4478	16:22	from ORD	ERJ	3788	05:31	to ORD	ERJ
3541	21:56	from ORD	ERJ	4478	17:00	to ORD	ERJ

### Upcoming Charter Schedule

December 13<sup>th</sup> – Sun Country to Laughlin

MSP = Minneapolis  
 ORD = Chicago O’Hare  
 DTW = Detroit

Total CWA Flights Daily = 8



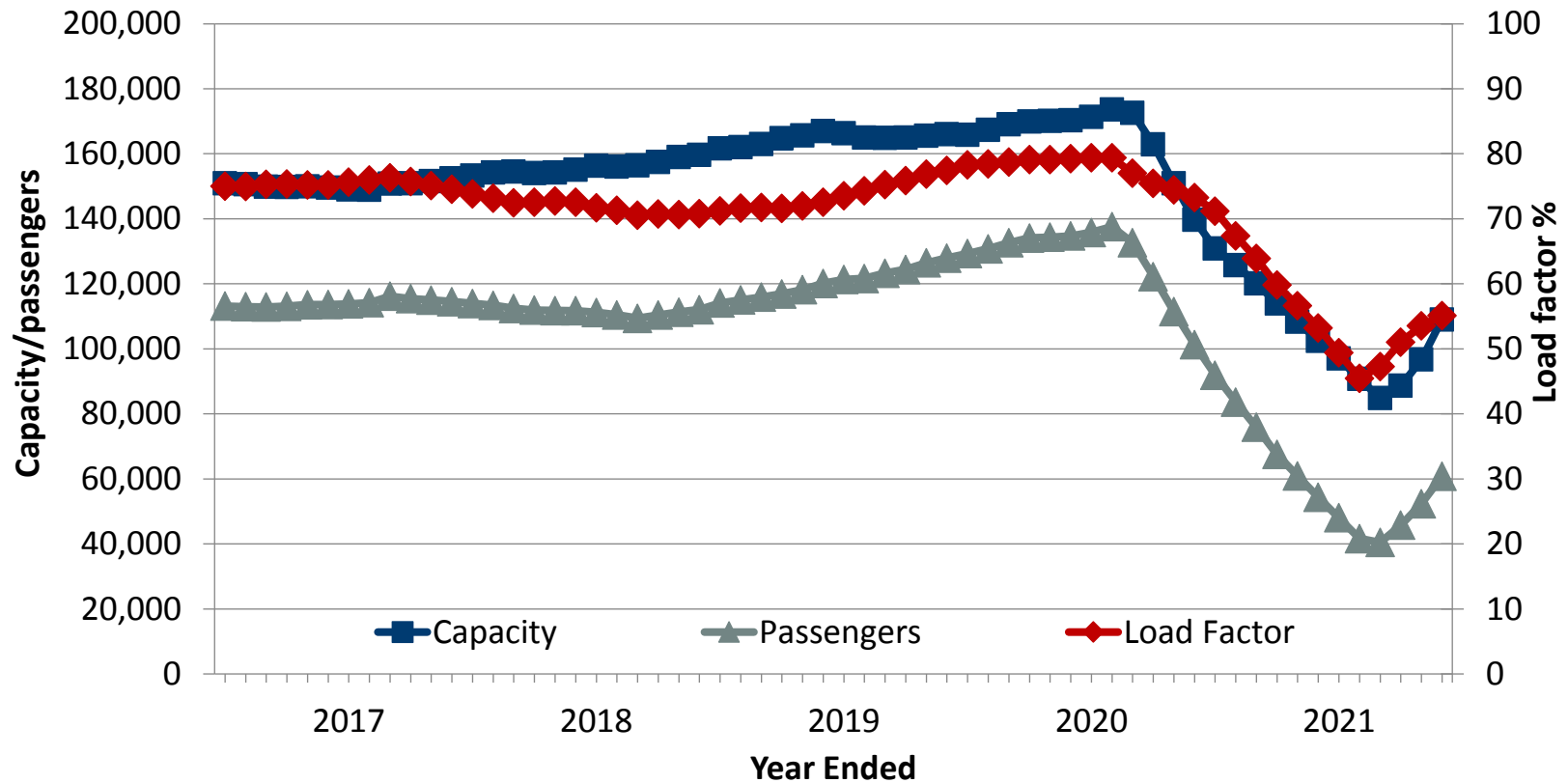


# **Central Wisconsin Airport (CWA)**

## **Quarterly Performance Report**

**Year Ended Q2 2021**

# Traffic/Capacity Trends



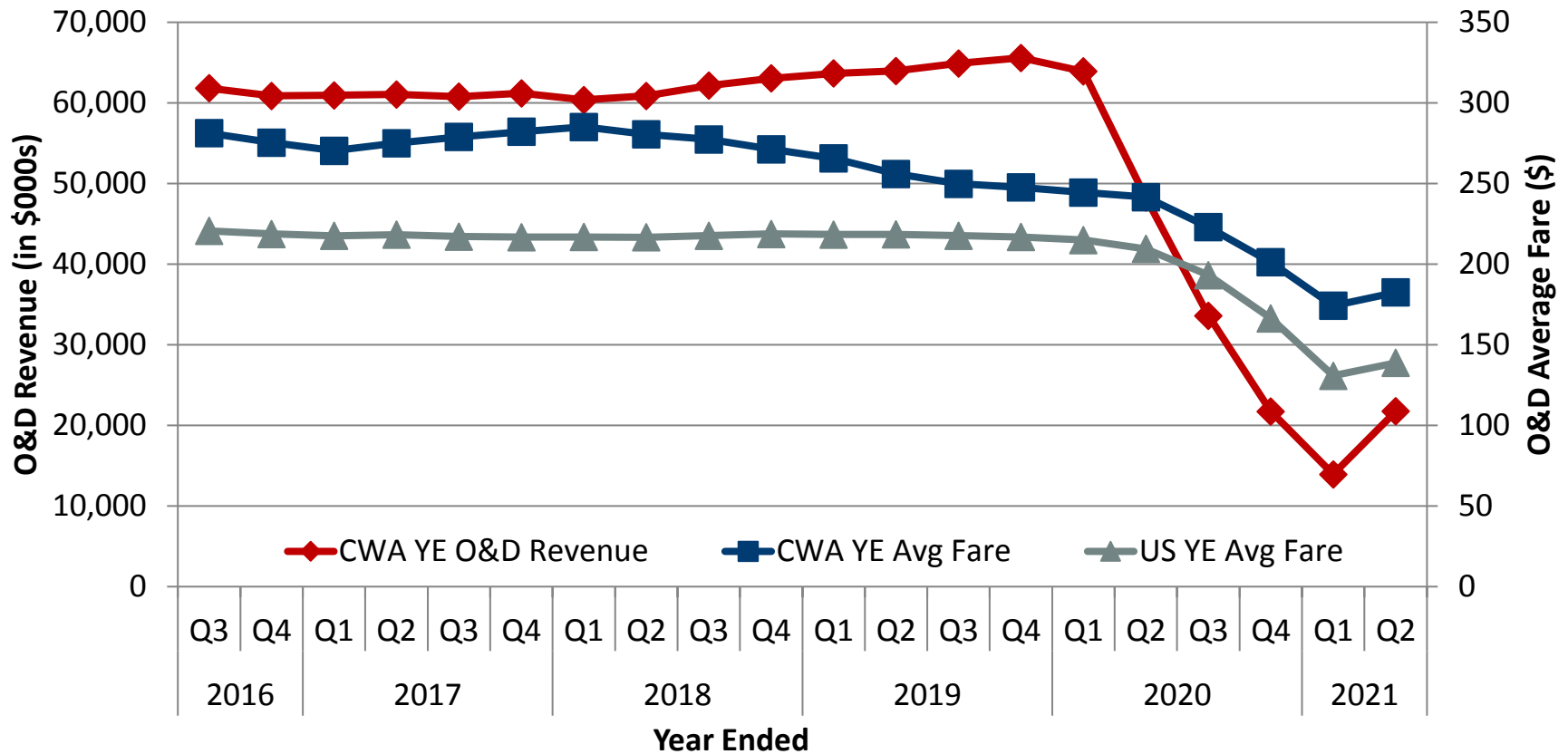
**YE June 2021 year-over-year capacity was down 22%, while onboard passengers were down 40%; the average load factor decreased 18% points.**

# Top O&D Markets

Rank	Destination	O&D Passengers	O&D Revenue (\$)	Average Fare (\$)	YOY % Change		
					Pax	Rev	Fare
1	Orlando, FL (MCO)	4,631	714,730	154	(30%)	(45%)	(21%)
2	Phoenix, AZ (PHX)	4,375	808,341	185	(23%)	(38%)	(19%)
3	Dallas, TX (DFW)	3,974	677,414	170	(31%)	(46%)	(21%)
4	Fort Myers, FL	3,811	684,832	180	(1%)	(14%)	(13%)
5	Tampa, FL	3,764	556,797	148	(13%)	(33%)	(23%)
6	Denver, CO	3,420	486,230	142	(19%)	(50%)	(38%)
7	Las Vegas, NV	2,948	532,876	181	(38%)	(55%)	(27%)
8	Atlanta, GA	2,763	524,456	190	(41%)	(54%)	(21%)
9	Houston, TX (IAH)	2,657	448,345	169	(10%)	(37%)	(30%)
10	Seattle, WA	2,512	443,352	176	(22%)	(49%)	(35%)
11	Nashville, TN	2,512	319,719	127	(21%)	(44%)	(29%)
12	Los Angeles, CA	2,482	476,581	192	(47%)	(57%)	(20%)
13	Charlotte-Douglas, NC	2,273	354,855	156	(25%)	(44%)	(26%)
14	Detroit, MI	1,883	309,419	164	(62%)	(69%)	(20%)
15	Chicago, IL (ORD)	1,836	283,501	154	(76%)	(79%)	(13%)
16	Fort Lauderdale, FL	1,831	285,806	156	(5%)	(29%)	(26%)
17	Salt Lake City, UT	1,740	322,024	185	(15%)	(43%)	(32%)
18	San Diego, CA	1,692	369,206	218	(41%)	(47%)	(9%)
19	Raleigh/Durham, NC	1,668	260,732	156	(26%)	(37%)	(15%)
20	Boston, MA	1,598	268,111	168	(64%)	(72%)	(21%)
<b>Total All Markets</b>		<b>119,152</b>	<b>21,746,872</b>	<b>183</b>	<b>(40%)</b>	<b>(55%)</b>	<b>(24%)</b>

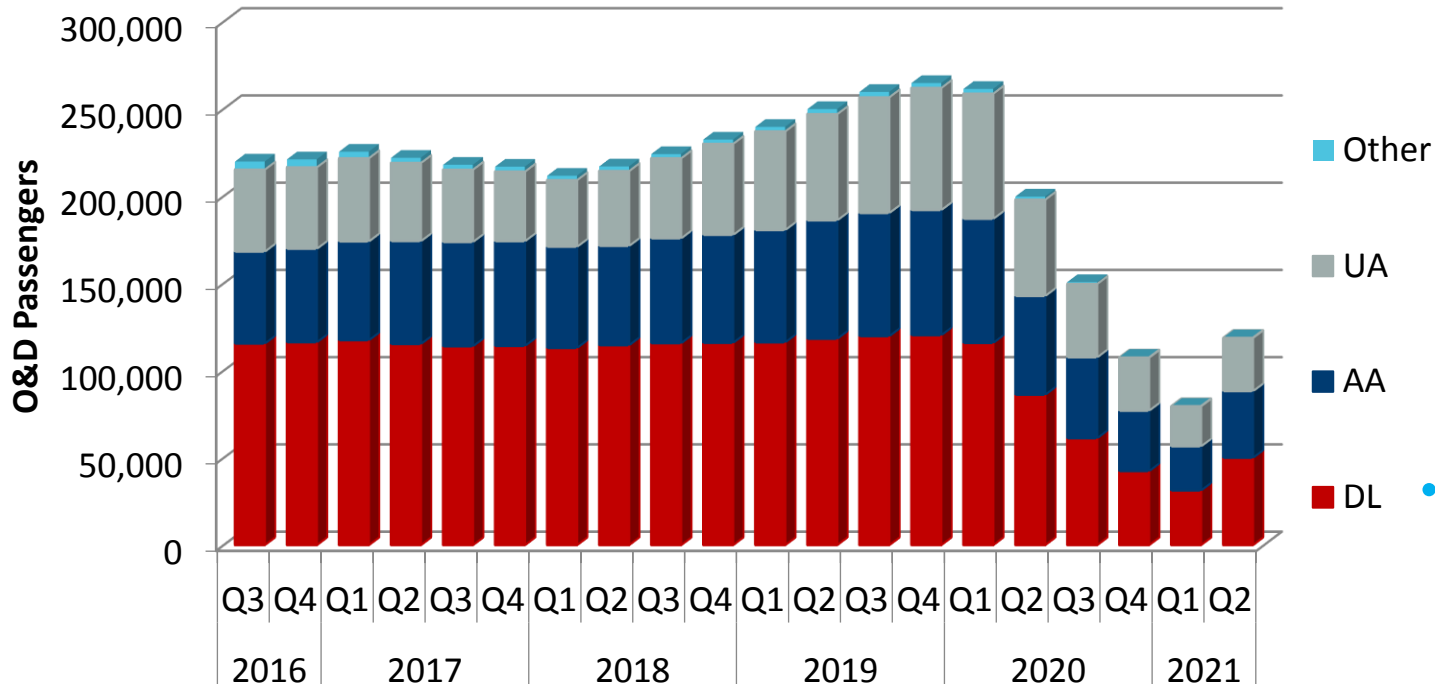
- Overall, passengers were down 40% on a 24% drop in fares, resulting in revenue being down 55%.
- All markets experienced double-digit year-over-year decreases in passengers except for Fort Myers and Fort Lauderdale.

# Revenue/Fare Trends



- CWA fares increased \$8 to \$183 in the latest year-ended period.
- Fares were \$44 higher than the U.S. average (versus \$43 in the prior period).

# O&D Passenger Market Share



- DL is the market share leader with a 42% share.
- UA lost 3% points of share against DL in the latest year-ended period.

Year	Quarter	Airline Market Share (Year-Ended)			
		DL	AA	UA	Other
2019	Q3	46%	27%	26%	1%
	Q4	46%	27%	26%	1%
2020	Q1	44%	27%	28%	1%
	Q2	43%	28%	28%	1%
	Q3	40%	31%	28%	1%
	Q4	39%	32%	28%	1%
2021	Q1	39%	32%	29%	0%
	Q2	<b>42%</b>	<b>32%</b>	<b>26%</b>	<b>0%</b>

# Forward Looking Schedule (vs. 2019/2020)

Destination	Airline	Change vs. 2019/2020 – Average Weekly Flights/Seats											
		Nov 2021		Dec 2021		Jan 2022		Feb 2022		Mar 2022		Apr 2022	
		#	Chg	#	Chg	#	Chg	#	Chg	#	Chg	#	Chg
<b>Flights</b>													
Chicago, IL (ORD)	American	13	(5)	13	(6)	20	0	21	1	21	1	21	8
	United	7	(13)	6	(15)	1	(14)	0	(18)	0	(21)	0	(9)
Detroit, MI	Delta	13	0	10	(1)	11	(1)	13	(0)	14	1	14	14
Minneapolis, MN	Delta	14	(5)	13	(0)	13	0	13	(1)	14	(3)	14	2
<b>Total</b>		<b>47</b>	<b>(22)</b>	<b>42</b>	<b>(23)</b>	<b>45</b>	<b>(15)</b>	<b>47</b>	<b>(18)</b>	<b>49</b>	<b>(22)</b>	<b>49</b>	<b>15</b>
<b>Seats</b>													
Chicago, IL (ORD)	American	642	(225)	632	(312)	1,016	0	1,050	50	1,050	56	1,050	408
	United	373	(642)	305	(756)	34	(723)	0	(913)	0	(1,068)	0	(432)
Detroit, MI	Delta	653	23	519	(34)	553	(45)	625	(13)	689	56	700	688
Minneapolis, MN	Delta	688	(268)	666	(23)	666	0	650	(25)	700	(169)	700	105
<b>Total</b>		<b>2,357</b>	<b>(1,112)</b>	<b>2,123</b>	<b>(1,125)</b>	<b>2,269</b>	<b>(768)</b>	<b>2,325</b>	<b>(900)</b>	<b>2,439</b>	<b>(1,124)</b>	<b>2,450</b>	<b>770</b>

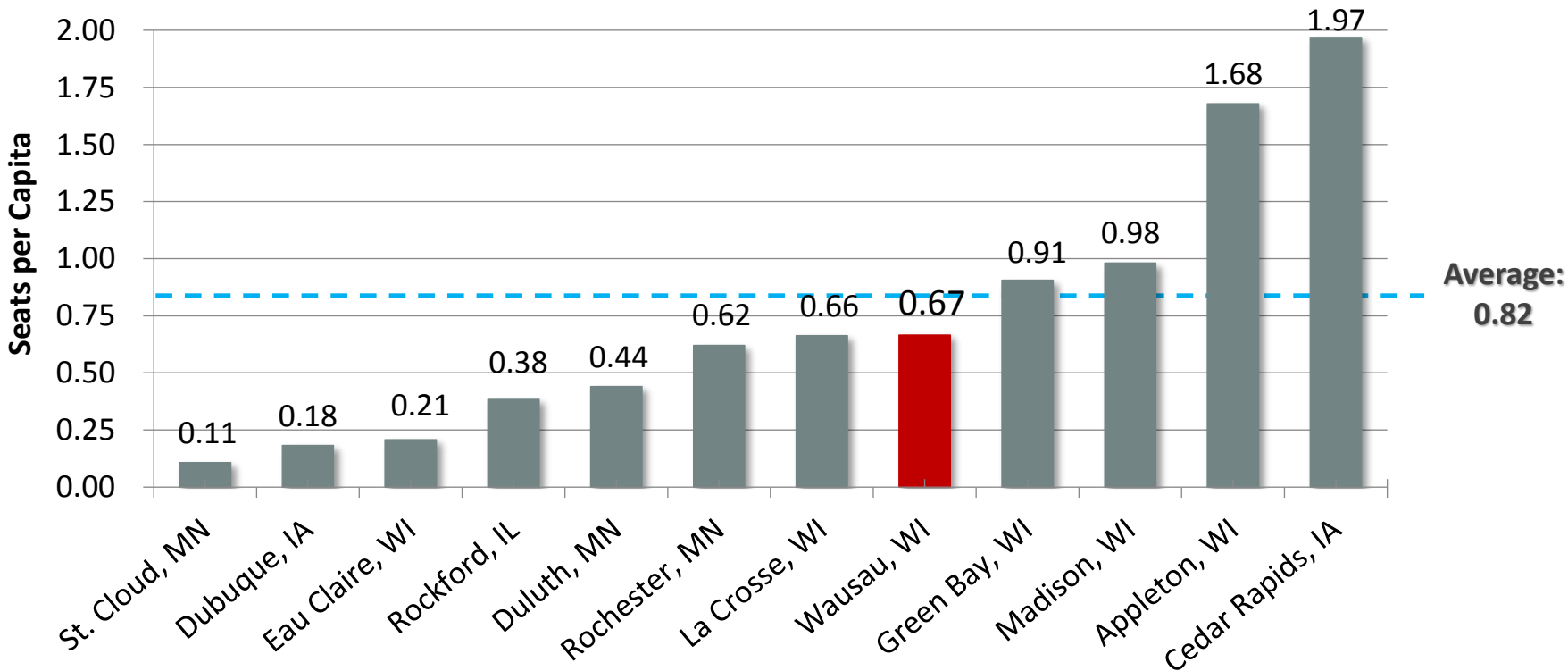
- Flights and seats are currently scheduled to decrease in all months except April 2022 with the exit of UA-ORD.
- Overall, for the 6-month period from November 2021 through April 2022, flights and seats are scheduled to be **down** 23% compared to the same months in 2019/2020.

# Forward Looking Schedule (vs. 2020/2021)

Destination	Airline	YOY Change vs. 2020/2021 – Average Weekly Flights/Seats											
		Nov 2021		Dec 2021		Jan 2022		Feb 2022		Mar 2022		Apr 2022	
		#	Chg	#	Chg	#	Chg	#	Chg	#	Chg	#	Chg
<b>Flights</b>													
Chicago, IL (ORD)	American	13	7	13	6	20	13	21	14	21	14	21	9
	United	7	(6)	6	(1)	1	(9)	0	(8)	0	(9)	0	(9)
Detroit, MI	Delta	13	6	10	4	11	4	13	6	14	7	14	7
Minneapolis, MN	Delta	14	0	13	0	13	2	13	3	14	3	14	1
<b>Total</b>		<b>47</b>	<b>7</b>	<b>42</b>	<b>9</b>	<b>45</b>	<b>11</b>	<b>47</b>	<b>14</b>	<b>49</b>	<b>15</b>	<b>49</b>	<b>8</b>
<b>Seats</b>													
Chicago, IL (ORD)	American	642	350	632	316	1,016	666	1,050	700	1,050	700	1,050	455
	United	373	(315)	305	(56)	34	(440)	0	(388)	0	(443)	0	(455)
Detroit, MI	Delta	653	303	519	192	553	203	625	275	689	339	700	350
Minneapolis, MN	Delta	688	0	666	0	666	124	650	125	700	147	700	35
<b>Total</b>		<b>2,357</b>	<b>338</b>	<b>2,123</b>	<b>452</b>	<b>2,269</b>	<b>553</b>	<b>2,325</b>	<b>713</b>	<b>2,439</b>	<b>743</b>	<b>2,450</b>	<b>385</b>

- Year-over-year flights and seats are currently scheduled to increase in all months from November 2021 through April 2022.
- Overall, for the 6-month period from November 2021 through April 2022, flights and seats are scheduled to be up 30% year-over-year.

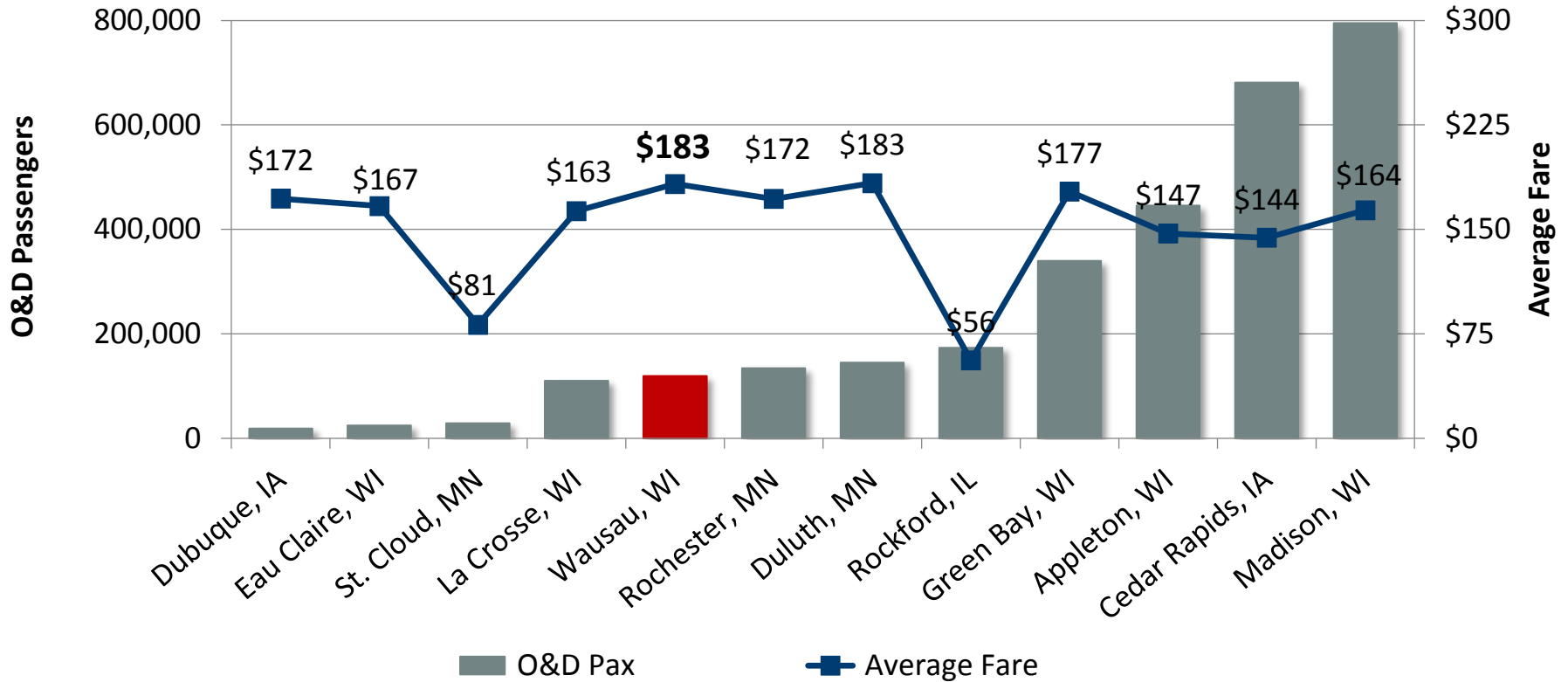
# Seats Per Capita Comparisons



- CWA's seats per capita was below the compare market average but higher than many of the individual compare markets.
- CWA's seats per capita increased from 0.52 to 0.67 in the latest year-ended period.



# O&D Passenger/Airfare Comparisons



**CWA's average fare was the highest among compare markets but was still in line with other markets with the exception of St. Cloud, MN, and Rockford, IL, which have the majority of service on Allegiant.**

# Year-Over-Year Comparisons

Airport	2020 MSA Population	YE Q2 2021			YOY Change		
		# of Nonstop Destinations	O&D Pax	Seats	# of Nonstop Destinations	O&D Pax	Seats
Dubuque, IA	97,396	2	18,322	17,800	2	(66%)	(57%)
La Crosse, WI	137,872	4	109,804	91,464	4	(22%)	(5%)
<b>Wausau, WI</b>	<b>163,804</b>	<b>4</b>	<b>119,152</b>	<b>109,017</b>	<b>4</b>	<b>(40%)</b>	<b>(22%)</b>
Eau Claire, WI	170,882	2	24,134	35,425	2	(28%)	5%
St. Cloud, MN	202,702	3	28,513	21,741	3	(11%)	4%
Rochester, MN	223,147	4	133,995	138,588	4	(49%)	(25%)
Appleton, WI	240,305	13	445,456	403,385	13	(24%)	3%
Cedar Rapids, IA	275,134	16	680,926	541,866	16	(33%)	(21%)
Duluth, MN	290,048	3	144,743	127,874	3	(40%)	(26%)
Green Bay, WI	324,633	7	339,416	294,129	7	(30%)	(9%)
Rockford, IL	338,935	8	173,078	130,023	8	(11%)	14%
Madison, WI	670,373	14	794,808	657,984	14	(52%)	(41%)

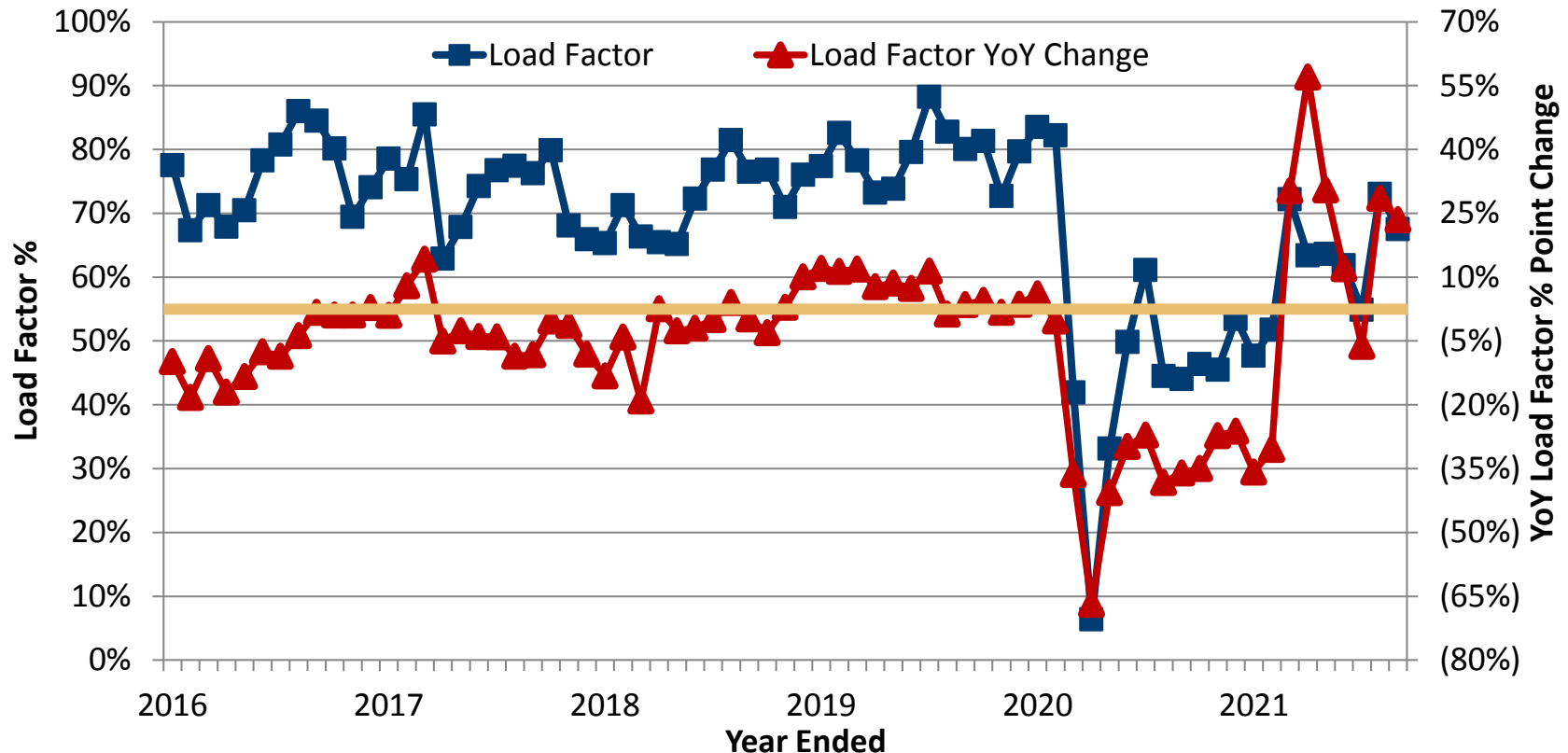
**CWA tied for the 4<sup>th</sup> largest decrease in O&D passengers (40%) among compare markets on a 22% decrease in seats year-over-year.**

# Load Factor Trends

Destination	Airline	2018		2019				2020				2021		YOY Q2 Change	
		Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	'21 vs '19	'21 vs '20
Chicago, IL (ORD)	American	73	72	77	77	81	76	67	42	59	67	76	72	(5)	30
	United	75	71	78	71	81	77	70	23	45	51	69	71	0	49
Detroit, MI	Delta	82	83	80	80	83	81	72		28	34	52	59	(21)	
Minneapolis, MN	Delta	80	79	80	81	85	81	67	20	44	43	46	60	(22)	40
<b>Average Load Factor</b>		<b>78</b>	<b>76</b>	<b>79</b>	<b>77</b>	<b>82</b>	<b>78</b>	<b>69</b>	<b>28</b>	<b>46</b>	<b>47</b>	<b>59</b>	<b>65</b>	<b>(13)</b>	<b>37</b>

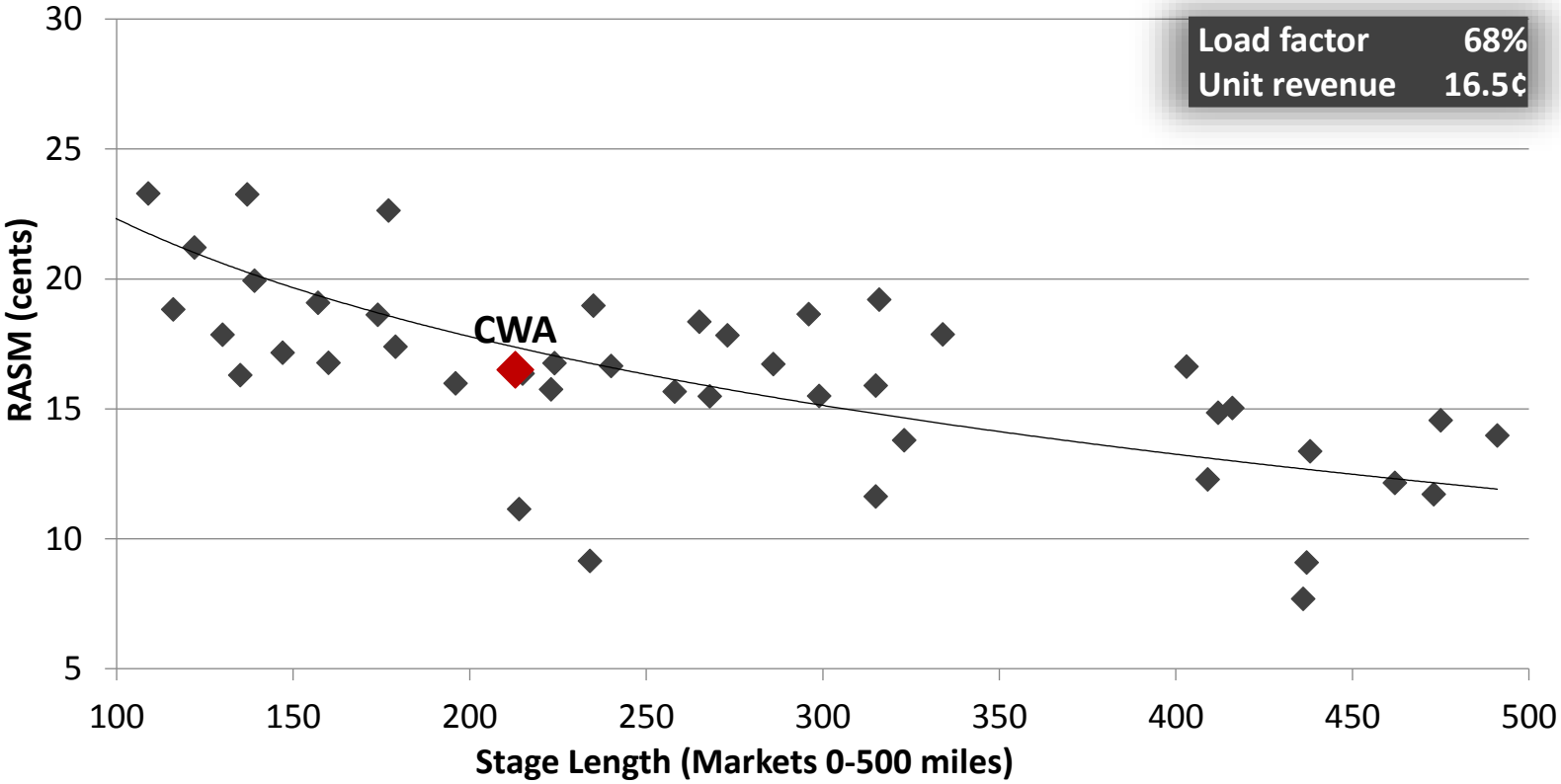
- Load factors were up year-over-year in Q2 2021 versus Q2 2020 in all markets due to the impact of COVID-19 on 2020.
- Overall, the market average load factor was up 37% points in Q2 2021.

# Enplanement Load Factor and YOY Change



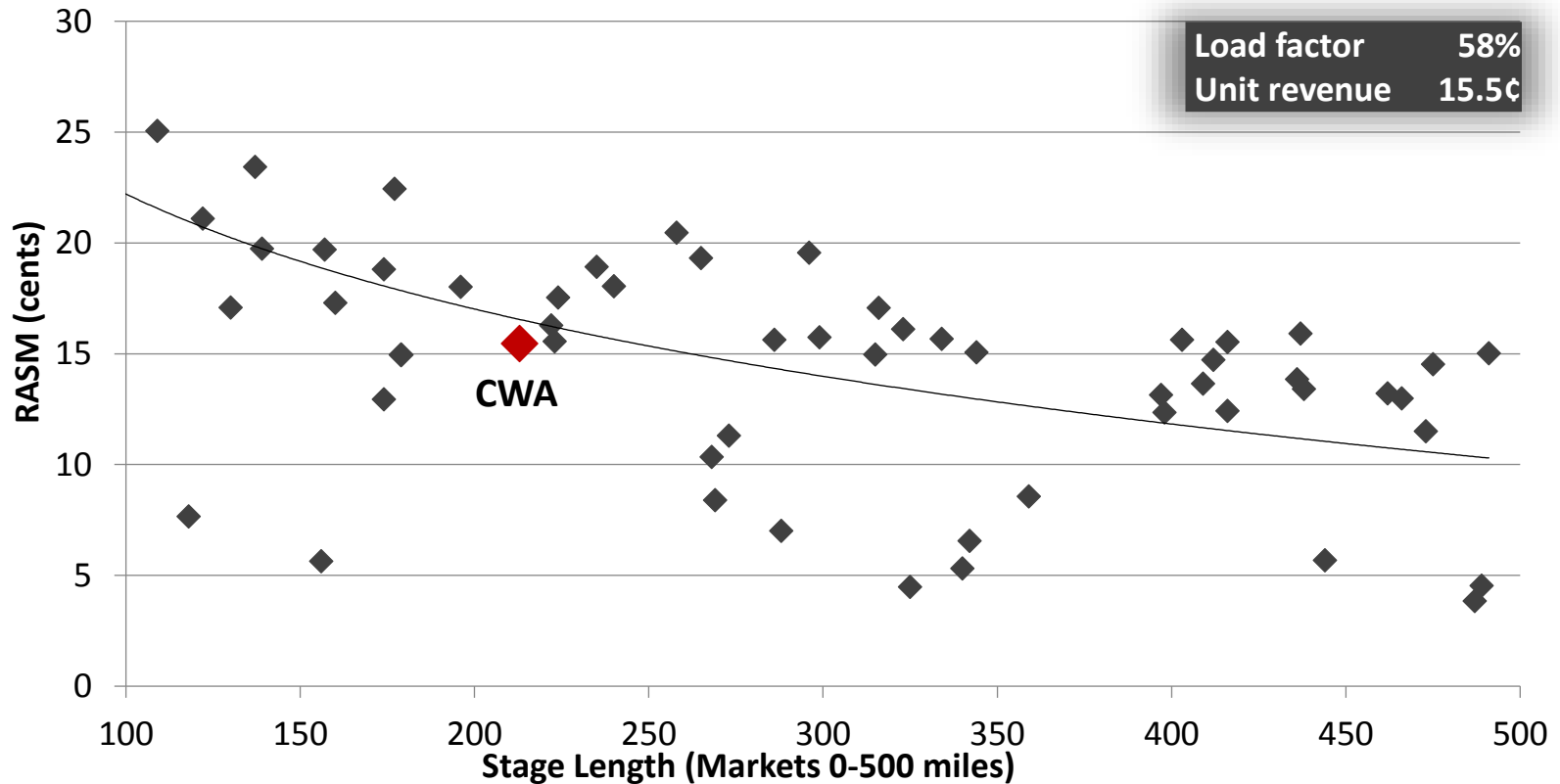
- Load factors were down 3% points for the year-ended September 2021 versus the same prior year period.
- Enplanements were up 1.4% on a 7.2% increase in seat capacity.

# AA-ORD RASM Performance



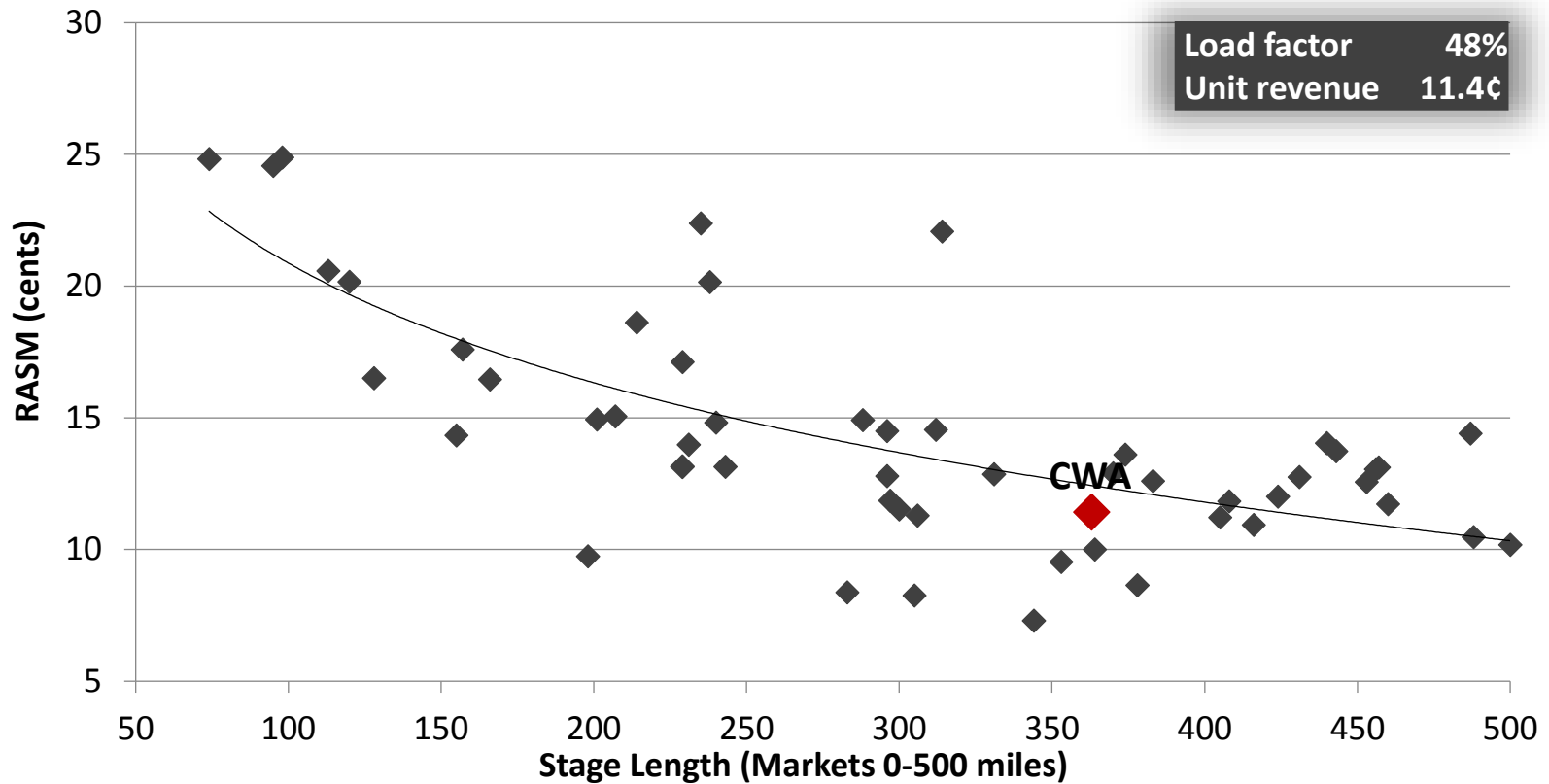
**CWA's ORD RASM and load factor were slightly below AA's average (market load factor average of 70%).**

# UA-ORD RASM Performance



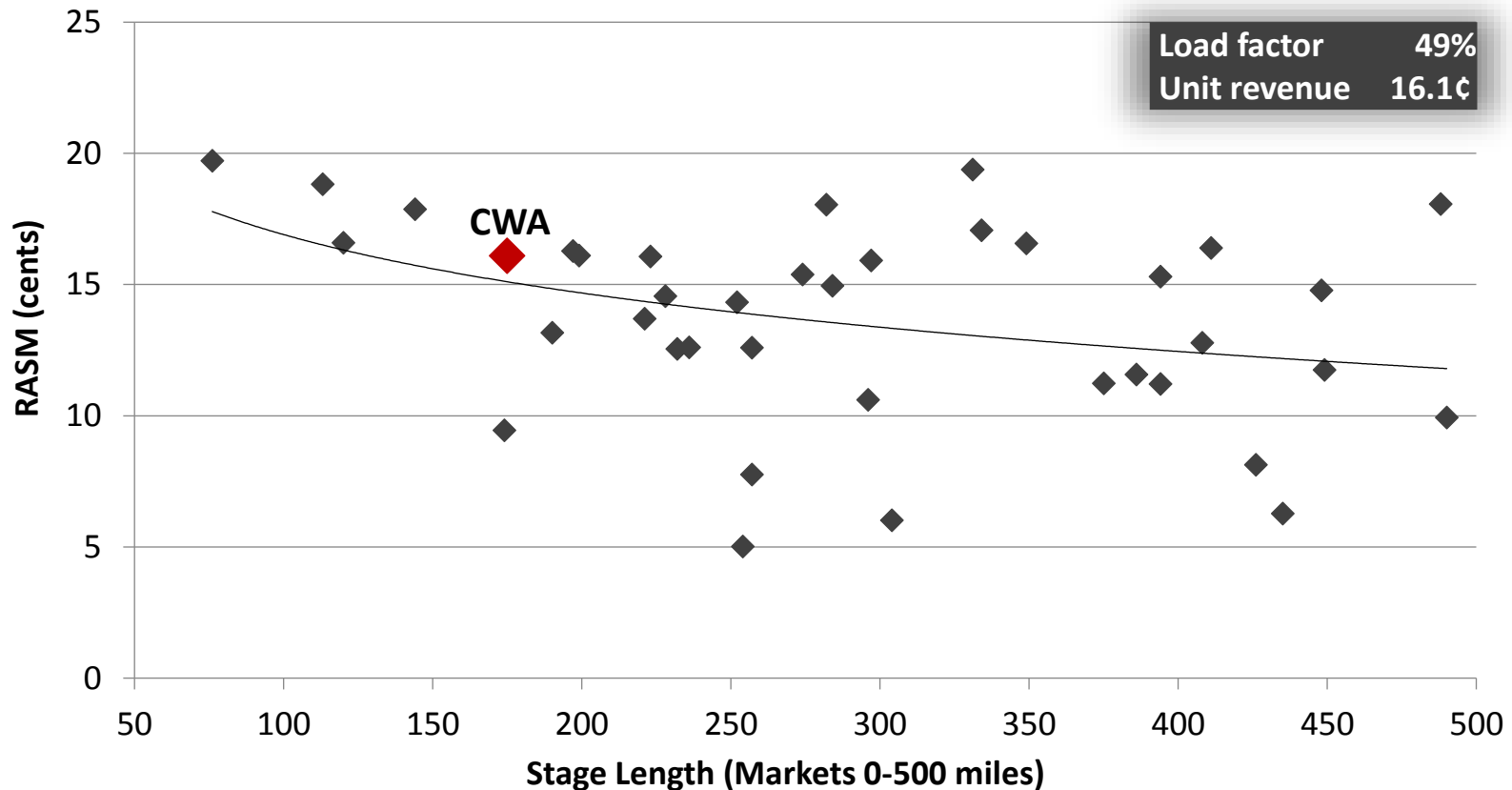
**CWA's ORD RASM was slightly below the average while the load factor was below UA's average (market load factor average of 65%).**

# DL-DTW RASM Performance



**CWA's DTW RASM and load factor were slightly below DL's average (market load factor average of 49%).**

# DL-MSP RASM Performance



**CWA's MSP RASM was above DL's average, while CWA's load factor was below DL's MSP average of 53%.**



# RASM Trends

Destination	Airline	2018		2019				2020				2021		YOY Q2 Change	
		Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	'21 vs '19	'21 vs '20
Chicago, IL (ORD)	American	31.5	26.5	27.7	29.4	30.1	26.7	21.3	8.6	12.2	14.0	17.4	20.2	(31%)	136%
	United	30.1	27.4	28.2	26.3	31.9	28.7	23.5	6.7	12.3	13.8	17.6	19.3	(27%)	188%
Detroit, MI	Delta	30.1	27.0	25.3	26.4	25.5	25.9	21.5		5.6	8.0	11.9	15.0	(43%)	
Minneapolis, MN	Delta	38.7	35.3	35.7	35.3	39.1	35.1	28.7	6.6	12.7	14.5	16.0	20.3	(43%)	209%
<b>Total Average</b>		<b>32.5</b>	<b>28.6</b>	<b>28.6</b>	<b>29.0</b>	<b>31.1</b>	<b>28.6</b>	<b>23.2</b>	<b>7.3</b>	<b>11.1</b>	<b>12.4</b>	<b>15.2</b>	<b>18.2</b>	<b>(37%)</b>	<b>150%</b>

- RASM was up significantly in all markets in Q2 year-over-year due to the impact of COVID-19 on Q2 2020.
- Overall, the average market RASM was up 150% at CWA.

# Thank You.

## For additional information, contact:

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*Please be aware that International origin and destination data is restricted to internal purposes only and that any disclosure of the restricted data must be pre-approved in writing by the Department of Transportation.*



## CWA Legislative Update – November 2021

### **President Biden Signs Infrastructure Act**

**(Source: Aviation News Today, AAAE)**

November 15, 2021

At a White House ceremony Nov. 15, President Biden signed into law H.R. 3684, the Infrastructure Investment and Jobs Act.

Enactment of the bipartisan infrastructure package will result in an historic investment of \$25 billion over five years for aviation system and airport infrastructure upgrades, including \$15 billion for a new airport infrastructure grant program to support a broad array of projects at commercial and general aviation airports; \$5 billion for an airport terminal competitive grant program; and \$300 million in dedicated funding to help contract tower airports upgrade aging air traffic control facilities.

AAAE President and CEO Todd Hauptli attended the White House ceremony, along with other industry, government, and congressional leaders. Following the ceremony, Hauptli sent a letter to DOT Secretary Pete Buttigieg, applauding the Biden Administration and lawmakers from both sides of the aisle for prioritizing infrastructure development with passage of the bipartisan infrastructure bill. Hauptli emphasized that the funding will help both large and small airports address a backlog of projects to better prepare for the future and create high paying jobs. “From terminals to tarmacs, this legislation will fuel tens of billions of dollars in critical federal investments in airports that will pay huge dividends for travelers, workers, communities, and the environment, both in the near-term and for years to come,” Hauptli wrote.

He added, “To maximize the benefits of the funding provided by the legislation, we urge DOT and FAA to continue working closely with the airport community to distribute funding to commercial service, general aviation, and contract tower airports as quickly as possible and with as much flexibility as possible. Airports are eager to move forward with critical projects to meet the challenges of today and to prepare for a bright future ahead. AAAE stands ready to partner with and assist DOT and FAA in any way we can.”

### **New Vaccine Requirements for Employers with 100+ Employees and Federal Contractors**

**(Source: Airport Report Today, AAAE)**

November 4, 2021

This morning, the White House announced new vaccine requirements for employers with 100 or more employees and delayed the federal contractor vaccine requirement from December 8, 2021, to January 4, 2022. Employees falling under these two requirements will need to have their final vaccination dose – either their second dose of Pfizer or Moderna or a single dose of Johnson & Johnson – by January 4, 2022. AAAE anticipates that these requirements will impact many airports nationwide, although legal challenges to the new rule are expected in the coming days.

The White House previously implemented an Executive Order requiring all federal employees to be fully vaccinated by November 22, 2021. The date for this mandate was not extended.

### **AAAE Raises Questions Regarding Vaccination Mandate**

**(Source: Airport Report Tday, AAAE)**

November 1, 2021

AAAE has written to FAA, copying the General Services Administration (GSA) and TSA, outlining a series of questions and concerns that have been raised by the association's airport members regarding the application of Executive Order 14042, often referred to as the federal contractor vaccination mandate, to public-use airports.

Over the past few weeks many airports have begun to receive letters and proposed contractual modifications from GSA that would require airports to institute vaccination requirements for their staff and subcontractors. However, airports have been provided minimal guidance on the applicability of these new requirements in the airport environment, leading to significant confusion in the industry. AAAE has compiled those questions and issues and is raising them across the federal government, including with FAA, GSA and TSA.

FAA's Office of Airports has taken steps to coordinate across the federal government, including with GSA, to help provide airports with greater clarity and direction on the applicability of the order to the airport industry. AAAE is working closely with FAA and our federal partners to gain further guidance and clarity for airports on these critical issues.

**CENTRAL WISCONSIN AIRPORT  
REVENUE 2021**

16-Nov-21

	<b>BUDGET 2021</b>	<b>MONTH OF OCTOBER</b>	<b>YEAR TO DATE</b>	<b>% OF BUDGET</b>
5409-53 FUEL SALES	\$30,000	\$0	\$19,693	65.6%
5410-53 FUEL FLOWAGE	\$35,000	\$5,781	\$50,060	143.0%
5411-53 LANDING FEES	\$300,000	\$32,922	\$263,105	87.7%
5418-53 RAMP CHARGES	\$50,000	\$5,093	\$51,777	103.6%
<b>AIRFIELD</b>	<b>\$415,000</b>	<b>\$43,797</b>	<b>\$384,635</b>	<b>92.7%</b>
5422-56 UTILITIES	\$450	\$0	\$263	58.4%
<b>CONTROL TOWER</b>	<b>\$450</b>	<b>\$0</b>	<b>\$263</b>	<b>58.4%</b>
5412-55 RENT	\$100,000	\$11,505	\$82,901	82.9%
5422-55 UTILITIES	\$3,000	\$0	\$0	0.0%
<b>HANGAR</b>	<b>\$103,000</b>	<b>\$11,505</b>	<b>\$82,901</b>	<b>80.5%</b>
5497-57 LABOR-CWA	\$1,000	\$0	\$845	84.5%
5498-57 MATERIALS-CWA	\$0	\$0	\$0	0.0%
5499-57 MISC-CWA	\$2,000	\$1,000	\$1,071	53.6%
<b>MAINTENANCE SHOP</b>	<b>\$3,000</b>	<b>\$1,000</b>	<b>\$1,916</b>	<b>63.9%</b>
5412-54 RENT	\$30,000	\$2,655	\$26,730	89.1%
5414-54 FARM LAND RENT	\$84,000	\$45,031	\$122,394	145.7%
5417-54 HWY BILLBOARDS	\$9,500	\$0	\$9,832	103.5%
5422-54 UTILITIES	\$0	\$0	\$0	0.0%
5432-54 CORPORATE HANGAR	\$100,000	\$7,949	\$112,097	112.1%
<b>NET LEASE</b>	<b>\$223,500</b>	<b>\$55,635</b>	<b>\$271,053</b>	<b>121.3%</b>
5440-51 <b>PARKING</b>	<b>\$900,000</b>	<b>\$98,326</b>	<b>\$696,837</b>	<b>77.4%</b>
5412-52 RENT	\$970,000	\$135,031	\$888,250	91.6%
5416-52 ADVERTISING	\$20,000	\$4,218	\$9,043	45.2%
5422-52 UTILITIES	\$36,550	\$3,650	\$34,033	93.1%
5431-52 SECURITY	\$5,500	\$0	\$2,341	42.6%
5499-52 MISCELLANEOUS	\$23,000	\$3,463	\$23,937	104.1%
<b>TERMINAL BUILDING</b>	<b>\$1,055,050</b>	<b>\$146,362</b>	<b>\$957,603</b>	<b>90.8%</b>
<b>TOTAL</b>	<b>\$2,700,000</b>	<b>\$356,624</b>	<b>\$2,395,208</b>	<b>88.7%</b>
1210 SALES TAX DISCOUNT	\$0	\$26	\$199	
8110 INTEREST ON INVEST	\$30,000	\$0	\$16,989	
8310 SALE FIXED ASSETS	\$20,000	\$0	\$20,750	
8350 INS RECOV	\$0	\$0	\$0	
8400 OTHER MISC REV	\$0	\$0	\$0	
8413 WORKERS COMP REIMB	\$0	\$0	\$0	
<b>GRAND TOTAL</b>	<b>\$2,750,000</b>	<b>\$356,650</b>	<b>\$2,433,146</b>	<b>88.5%</b>

5419-53 PASSENGER FAC. CHGS.	\$200,000	\$38,088	\$300,783	150.4%
8110 PFC INTEREST	\$5,000	\$0	\$2,987	59.7%
<b>TOTAL PASSENGER FACILITY CHGS.</b>	<b>\$205,000</b>	<b>\$38,088</b>	<b>\$303,770</b>	<b>148.2%</b>
5420-52 CFC CAR RENTAL FEES	\$212,200	\$38,438	\$138,630	65.3%

**CENTRAL WISCONSIN AIRPORT  
DISBURSEMENTS - OCTOBER 2021**

	2021 BUDGET	THIS MONTH	2021 YTD	YTD % of BUDGET
<b>PERSONAL SERVICES</b>				
SALARIES	\$400,797.00	\$51,945.60	\$373,736.64	93.2%
WAGES	\$729,799.00	\$48,892.19	\$512,213.43	70.2%
EMPLOYEE BENEFITS	\$18,500.00	\$891.10	\$3,633.89	19.6%
EMPLOYER CONTRIBUTIONS	\$464,932.00	\$40,303.75	\$364,225.38	78.3%
<b>SUB TOTAL</b>	<b>\$1,614,028.00</b>	<b>\$142,032.64</b>	<b>\$1,253,809.34</b>	<b>77.7%</b>
<b>CONTRACTUAL SERVICES</b>				
PROFESSIONAL SERVICES	\$156,500.00	\$8,787.70	\$82,312.13	52.6%
UTILITY SERVICES	\$270,000.00	\$19,883.01	\$171,056.26	63.4%
REPAIR-MAINT/STREETS	\$10,000.00	\$0.00	\$4,607.23	46.1%
REPAIR-MAINT EQUIP/BUILDINGS	\$90,000.00	\$7,738.58	\$64,095.37	71.2%
CONTRACTUAL SERVICES	\$190,000.00	\$17,761.32	\$154,111.14	81.1%
<b>SUB TOTAL</b>	<b>\$716,500.00</b>	<b>\$54,170.61</b>	<b>\$476,182.13</b>	<b>66.5%</b>
<b>SUPPLIES &amp; EXPENSES</b>				
OFFICE SUPPLIES	\$6,000.00	\$274.87	\$3,726.53	62.1%
ADVERTISING/MEMBERSHIP/DUES	\$83,100.00	\$12,790.19	\$67,129.12	80.8%
TRAVEL	\$18,600.00	\$1,980.87	\$15,812.63	85.0%
OPERATING SUPPLIES	\$182,500.00	\$3,227.36	\$111,497.92	61.1%
REPAIR/MAINT SUPPLIES/GASOLINE	\$158,000.00	\$3,827.82	\$86,550.67	54.8%
CONSUMABLE TOOLS/SUPPLIES	\$6,000.00	\$522.21	\$4,460.48	74.3%
<b>SUB TOTAL</b>	<b>\$454,200.00</b>	<b>\$22,623.32</b>	<b>\$289,177.35</b>	<b>63.7%</b>
<b>BUILDING MATERIALS</b>				
METAL PRODUCTS	\$2,500.00	\$107.22	\$2,560.55	102.4%
WOOD PRODUCTS	\$500.00	\$0.00	\$0.00	0.0%
RAW MATERIALS/RWY PAINT	\$20,000.00	\$1,072.20	\$2,492.24	12.5%
ELECT FIXTURES/RWY SIGNS	\$5,000.00	\$0.00	\$3,859.52	77.2%
ASPHALT/ASPHALT FILLER	\$25,000.00	\$25,200.00	\$44,400.00	177.6%
<b>SUB TOTAL</b>	<b>\$53,000.00</b>	<b>\$26,379.42</b>	<b>\$53,312.31</b>	<b>100.6%</b>
<b>FIXED CHARGES</b>				
INSURANCE/OTHER LOSSES	\$92,792.00	\$0.00	\$84,681.00	91.3%
<b>CAPITAL OUTLAY</b>				
CAPITAL EQUIPMENT	\$85,000.00	-\$2,166.00	\$182,914.18	215.2%
CAPITAL IMPROVEMENTS	\$1,370,000.00	\$0.00	\$34,235.50	2.5%
<b>SUB TOTAL</b>	<b>\$1,455,000.00</b>	<b>-\$2,166.00</b>	<b>\$217,149.68</b>	<b>14.9%</b>
<b>TOTALS</b>	<b>\$4,385,520.00</b>	<b>\$243,039.99</b>	<b>\$2,374,311.81</b>	<b>54.1%</b>

**2020-2021 CWA Budget Summary YTD - October**

	<b>October YTD - 2021</b>	<b>October YTD - 2020</b>	<b>% CHANGE</b>
Airfield	\$384,635	\$407,487	
Control Tower	\$263	\$0	
Hangar	\$82,901	\$86,354	
Maintenance Shop	\$1,916	\$2,928	
Net Lease	\$271,053	\$201,850	
Parking	\$696,837	\$479,898	
Terminal Area	\$957,603	\$868,837	
Misc.	\$37,938	\$163,214	
<b>Total Revenues</b>	<b>\$2,433,146</b>	<b>\$2,210,568</b>	<b>10.07%</b>
Personal Services	\$1,253,809	\$1,261,682	
Contractual Services	\$476,182	\$429,385	
Supplies and Expense	\$289,177	\$345,092	
Building Materials	\$53,312	\$63,008	
Fixed Charges-Insurance	\$84,681	\$76,753	
Capital Outlay	\$217,150	\$74,675	
<b>Total Expenses</b>	<b>\$2,374,312</b>	<b>\$2,250,595</b>	<b>5.50%</b>
<b>Revenue over Expense</b>	<b>\$58,834</b>	<b>-\$40,027</b>	