



300 Main Street | Suite 200 | Dubuque, IA 52001

September 29, 2022

Supervisor Harley Pothoff, Chair
720 Central Avenue
Dubuque, IA 52001

RE: Support for Ultra-Low-Cost Carrier in Dubuque

Dear Chair Pothoff,

The Dubuque Area Chamber of Commerce has long held air service among our top priorities. Our air service taskforce representing leaders from the public and private sector have worked to enhance local air service to support our growing business community. The departure of American Airlines from the Dubuque market disconnects us from the global marketplace stifling our ability to attract and retain both businesses and workforce alike. The Chamber recognizes the urgency of these circumstances and the need for short and long-term solutions.

Working with our air service taskforce we have updated our strategy to include a three-pronged approach which includes restoring daily commercial air service to major hubs, expand offerings to include leisure carriers, and build a national coalition with similarly impacted communities that have lost or reduced service.

Our efforts are already yielding results. The Chamber has been working closely with our partners at the Dubuque Regional Airport on a proposed opportunity to contract with an ultra-low-cost carrier that would restore our local commercial air service with direct flights to the Florida market within months. Negotiations for this potential contract with the said carrier requires a Minimum Revenue Guarantee (MRG) to mitigate risk from entering a new market. The destinations proposed include Orlando and Fort Meyers, both top five destinations for the Dubuque catchment area.

We are writing to encourage the Dubuque County Board of Supervisors to approve the funding request for the minimum revenue guarantee. This will help ensure we can secure service from the interested ULCC, and officially return air service to the Dubuque Regional Airport.



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Beyond this, we want to reassure the Board and the community that this opportunity is not the end but only the beginning of our efforts to restore local air service. We remain relentlessly committed to our tenacious efforts to secure service through a legacy carrier to major hubs. The Chamber believes a diverse portfolio of options that meet the needs of businesses and residents alike is key to ensuring Dubuque is a community of choice.

Sincerely,

Molly Grover, CCE, IOM

A handwritten signature in black ink that reads "Molly Grover". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

President & CEO
Dubuque Area Chamber of Commerce