



300 Main Street | Suite 200 | Dubuque, IA 52001

September 29, 2022

Mayor Brad Cavanagh
50 W. 13th Street
Dubuque, IA 52001

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

The loss of American Airlines to the Dubuque market was a heavy blow for Dubuque's connection to the global marketplace, and therefore our ability to attract and retain businesses and the talent they look for. Our number one goal continues to be the return of a legacy carrier to the Dubuque Regional Airport (DBQ). However, we currently have the opportunity to return commercial service to DBQ through an ultra-low-cost carrier (ULCC) providing flights to the Florida market within months.

The Chamber has been working closely with the Dubuque Regional Airport to negotiate this deal, and as part of a potential contract, the carrier requires a Minimum Revenue Guarantee (MRG) to mitigate risk from entering a new market and subsidize fees and charges at the Airport. The destinations proposed include Orlando and Fort Meyers, both top five destinations for the Dubuque catchment area.

We are writing to encourage the Dubuque City Council 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.

Beyond this, we want to reassure council and the community that we continue to work tirelessly to secure service through a legacy carrier either to Denver (DIA) through our SCASD program grant, and return of service to Chicago (ORD). Ultimately, a diversity of options for residents and businesses to access the world 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".

President & CEO
Dubuque Area Chamber of Commerce