

Community Presentation



ITH
flyithaca.com



Ithaca Tompkins International Airport

Ithaca Community Presentation

Agenda

ITH Airport and Industry Status

Where does ITH stand – Recovery and Leakage

Current Schedule and Top Destinations

ITH Opportunity

Discussion

ITH Airport & Industry Status

1. Prior to Pandemic – 11-13 daily flights ~350 Daily Seats
50 seat aircraft
2. September 2022: – 2-3 daily flights ~150 Daily Seats
50 seat aircraft
3. January 2023 – Onward: **Four** daily flights 252 Daily Seats
50-65 and 76 seat aircraft– Fewer Flights – bigger aircraft – better onboard experience

National/International Pilot Shortage

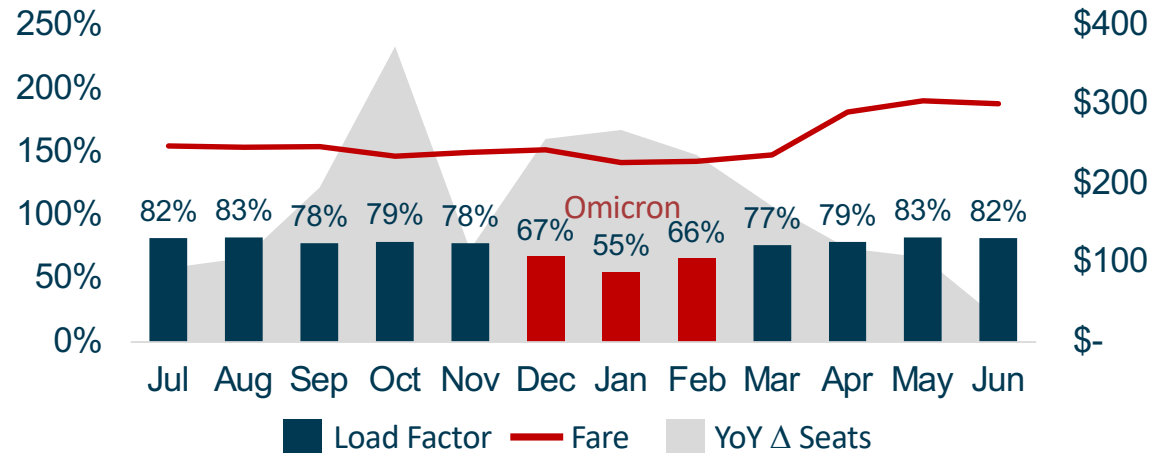
Not just the number of pilots, but training, certification, movement to larger aircraft

Communities across the country *bigger* than ITH are losing flights, others forced to pay airlines
→ Stillwater, Oklahoma (OSU) is paying American **\$4M USD** to keep their 2 daily flights to Dallas

ITH's demand is recovering but there's huge opportunity to grow

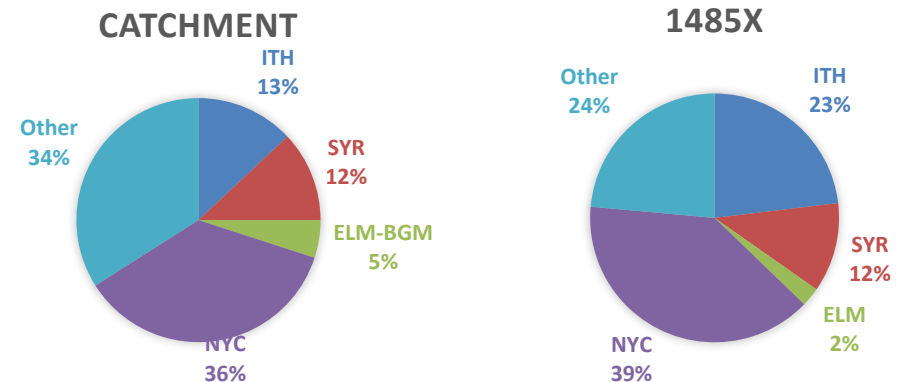
- ITH is recovering, enabled its durable demand drivers: **Higher Education & Advanced Manufacturing**
- Airlines love these demand drivers as they are more **recession resilient**

As seats were re-added, flights stayed full



- ITH captures only 13% of its catchment area passengers
 - Of tickets booked by 14850 residents; *only 23% fly ITH*
- **More locals flying ITH is the most efficient and fastest way to get more flights**

Majority of locals don't fly ITH



How ITH frames the market to Airlines Part I: ITH pulls people in from the area, *with* the strongest economy

ITH is centrally located with a valuable customer base...



Nearly one quarter of a million people live within ITH's catchment area



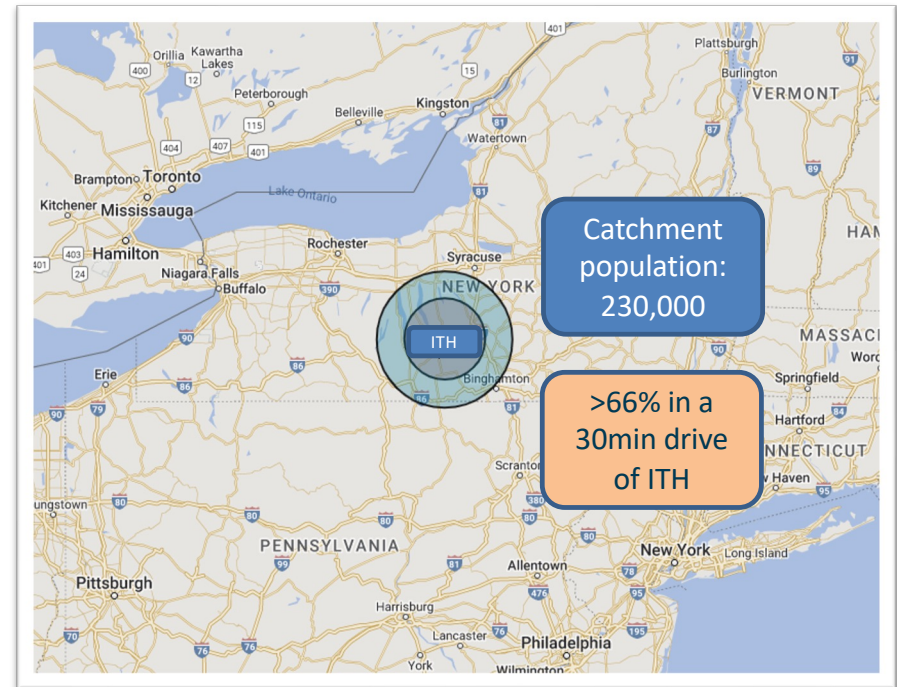
An unemployment rate that's -33% *lower* than the U.S. average and an average family income that is +12% *higher*



\$18M in annual air travel spend by local recession resilient universities and firms



A 23% higher average fare than nearby airports on strong >80% loads

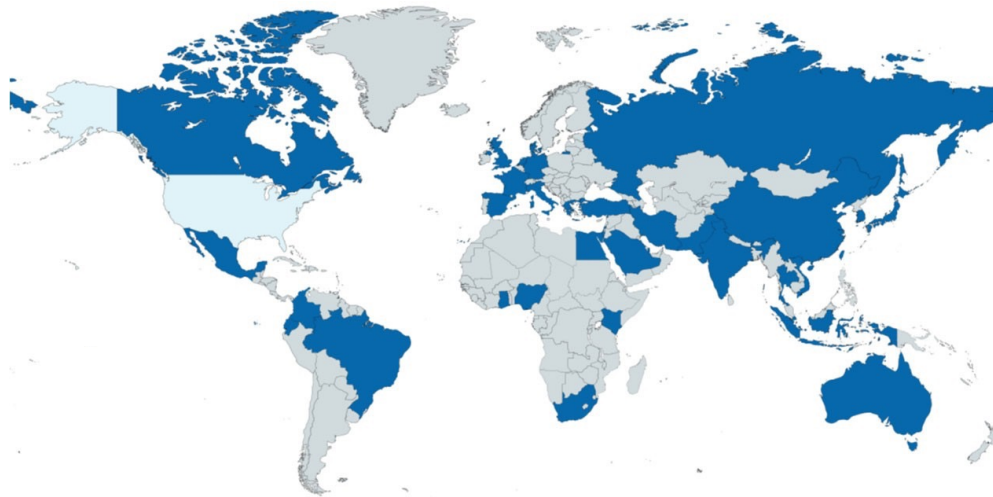


How ITH frames the market to Airlines Part II: ITH may be smaller, but its valuable (e.g., global traffic)

...That needs to travel

- Half of all residents are from a different state or country
- Nearly 15,000 lived elsewhere just one year ago –twice the U.S. average
 - Over 7,500 are from abroad with 4,500+ from APAC
- Cornell has a partnership with Technion Institute in Israel, centered on their New York City campus

Significant
origin country



2,900 from
China alone

ITH Schedule a/o Jan 2023 & Top Domestic Destinations

Delta Air Lines to New York, NY (JFK)

CRJ-900 76 Seats → Amenities (First Class, Wi-Fi)

Depart ITH: 5:31 AM and 1:48 PM

Arrive ITH: 1:03 PM and 11:09 PM

United Airlines to Newark, NJ (EWR)

CRJ-550 50 Seats → Amenities (First Class, Wi-Fi) of larger jets

Depart ITH: 6:05 AM and 3:45 PM

Arrive ITH: 3:11 PM and 9:13 PM

Top Domestic Destination (Adjusted a/o Q2 2022)

Los Angeles	LAX	(Delta: More connections via JFK than DTW; now you're in LA by noon)
San Francisco	SFO	(Delta: More connections via JFK than DTW; now you're in SF by noon)
Newark/NYC	EWR	(Closest airport to Lower Manhattan and Wall Street)
Seattle	SEA	
Phoenix	PHX	

With Delta's new JFK flights, ITH again has as many seats as *before* American abandoned ITH!

ITH Opportunity! Are you wITH us?

Use ITH flights – Continue to fill the existing seats

Businesses & Organizations – Revise *Travel Policies flying from ITH whenever possible*

Individual Travelers – Whenever you travel – ***Consider ITH First***

Help ITH to advocate for additional service

- Return Service to Washington Dulles (IAD) on United → **New DC Metro from Dulles to central DC**
- Westbound Hub (Chicago)
- Low Cost Carrier Service

Support ITH as a Community Economic Resource

- *Ithaca Tompkins International Airport generates over \$30 million for the local economy and nearly \$456,000 in sales tax revenue.*

Only communities that use their airport, will keep and grow their air service!

