

August 7, 2019



Reliable, high-frequency air service to:

St. Louis & Chicago O'Hare

Connecting with American Airlines  and **UNITED** 


Cape Air[®]

Cape Air Fast Facts



Dan Wolf
Founder & CEO

Linda Markham
President

- Flying scheduled airline service since 1989
- 86 aircraft in the fleet
- 34 cities served
- 825 employees
- Flying 500,000+ passengers per year
- Employee-owned and empowered workforce

Cape Air serves
34 cities

Cape Air Routes 3Q19

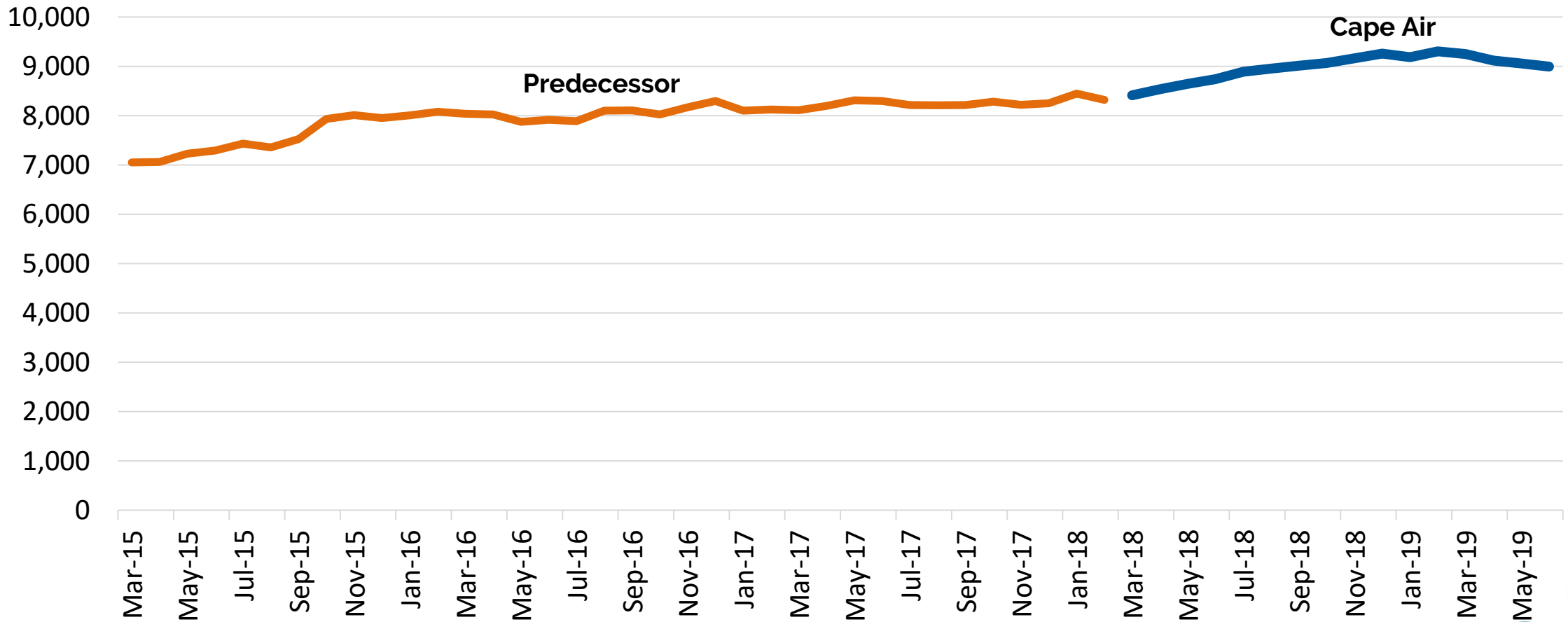
--- Denotes seasonal service



Cape Air has taken Decatur ridership to new heights!



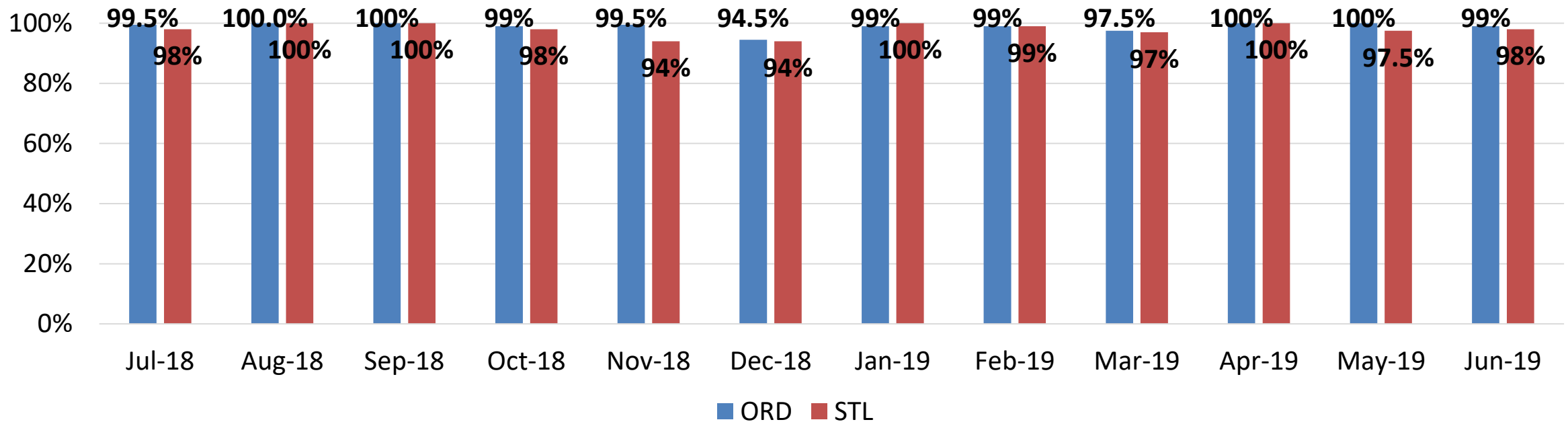
Decatur Enplanements



Reliability has been superb, with company-controllable completion rate averaging 98.8%



Company-controllable completion rate at Decatur



By objective measures Cape Air is serving Decatur well!



Featuring

World class distribution

- ✓ Offering 2 hubs: Chicago O'Hare and St. Louis
- ✓ Connections with both United and American
- ✓ Interline with all the legacy airlines
- ✓ Distribution through major online travel agencies
- ✓ Cape Air controls its own fares



Airline Partners

Cape Air connects with:



Starting this summer, Cape Air will codeshare with American Airlines on Decatur service



Depart Decatur, IL to Boston, MA
Thursday, September 19, 2019

① American Airlines flights may be listed first.

[Product comparison](#)

Lowest Fare	Flexible	Tue, Sep 17 \$ 146	Wed, Sep 18 \$ 156	Thu, Sep 19 \$ 246	Fri, Sep 20 \$ 228	Sat, Sep 21 \$ 146
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Sort by: Relevance

Main Cabin **First**

DEC BOS
7:00 AM → 2:01 PM 6h 1m [1 stop](#)
DEC - ORD ■ 9K 1524 ■ CNA-Cessna (Light)
ORD - BOS ■ AA 841 ■ 738-Boeing 737
[Details](#) | [Seats](#)

One way
\$262
2 seats left

One way
\$1,091
2 seats left

DEC BOS
10:59 AM → 6:36 PM 6h 37m [1 stop](#)
DEC - ORD ■ 9K 1533 ■ CNA-Cessna (Light)
ORD - BOS ■ AA 2321 ■ 738-Boeing 737
[Details](#) | [Seats](#)

One way
\$271
1 seat left

One way
\$1,091
1 seat left

With Cape Air service, Decatur is becoming an American Airlines

city!



Connecting itineraries are also available on [united.com](https://www.united.com)...



Departure: Decatur, IL, US → Honolulu, HI, US

i Fares are for the entire one-way trip, per person, and include taxes and fees. Additional bag charges may apply.

Sat 9/14 \$720	Sun 9/15 \$769	Mon 9/16 \$740	Tue 9/17 \$740	Wed 9/18 \$740	Thu 9/19 \$720	Fri 9/20 \$720
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With stops **\$740** Choose connecting airports

Show fare type comparison *?*

				Economy	Economy (flexible)	First (2-cabin, lowest)
Depart	Arrive	Stops	Duration			
7:00 am	2:12 pm	1 stop	12h 12m	\$740	\$1,423	Mixed cabin <i>?</i> \$1,240
Includes Travel Operated By Cape Air				Select	Select	Select
				2 tickets left at this price	4 tickets left at this price	2 tickets left at this price
7:00 am	4:31 pm	2 stops	14h 31m	\$744	\$1,358	Mixed cabin <i>?</i> \$1,270
Includes Travel Operated By Cape Air				Select	Select	Select
				2 tickets left at this price	4 tickets left at this price	2 tickets left at this price



...and on jetblue.com



Select Your Flight

Decatur, IL (DEC) to Boston, MA (BOS)

[View more JetBlue fare options here.](#)

Prices displayed are one-way per person including taxes and fees. Additional baggage fees may apply. Flights operated by partner airlines can only be paid using credit cards. The order of flights displayed is not neutral with respect to carrier identity; lowest priced JetBlue flights are displayed first, followed by codeshare and interline partner-operated flights, prioritized by price and schedule.

Departs	Arrives	Duration	Airline	Flight	Cabin
\$158 USD One-way					
DEC 4:01 PM Tue, Aug 06	→ ORD 5:23 PM Tue, Aug 06	1h 22m Layover: 3h 29m	<i>Cape Air</i> Operated by Cape Air	✈ 9K 1528	Economy
ORD 8:52 PM Tue, Aug 06	→ BOS 12:18 AM+1 Wed, Aug 07	2h 26m Total: 7h 17m	View seats Amenities jetBlue	✈ 112	Economy
\$182 USD One-way					
DEC 9:59 AM Tue, Aug 06	→ ORD 11:21 AM Tue, Aug 06	1h 22m Layover: 2h 33m	<i>Cape Air</i> Operated by Cape Air	✈ 9K 1533	Economy
ORD 1:54 PM Tue, Aug 06	→ BOS 5:26 PM Tue, Aug 06	2h 32m Total: 6h 27m	View seats Amenities jetBlue	✈ 1712	Economy



Cape Air participates in TSA's PreCheck program



TSA Pre✓™



With TSA Pre✓® you **don't** need to remove:



SHOES



LAPTOPS



3-1-1 LIQUIDS



BELTS



LIGHT JACKETS

Cape Air includes a ramp-side inter-terminal shuttle for St. Louis, facilitating seamless connections between terminals without having to re-clear security



Cape Air's St. Louis inter-terminal shuttle

**No TSA rescreening
to connect
between terminals
at St. Louis!**



Tecnam P2012 Traveller

Brand New Aircraft



Cape Air proposes Decatur service in our fleet of brand new twin-engine Tecnam P2012 Travellers



Taxi-out of Cape Air's first production Tecnam P2012 Traveller

March 19, 2019



Features

- **Two engines, for safety**
- 9 passenger seats
- 2 pilot seats, and certificated for single pilot operations
- Italian leather seats
- Air conditioning
- LED lighting
- USB ports

The “Traveller” was custom designed by Cape Air and Tecnam with communities like Decatur in mind



Highlights

- The first new purpose-designed commuter aircraft in 40 years
- Brand-new design
- Electronically controlled engines
- Glass cockpit
 - Garmin G1000 Nxi avionics
- Luxurious cabin with 9 single seats



Cape Air Senior Vice President of Fleet Jim Goddard with Tecnam officials at Tecnam aircraft acceptance



**Cape Air's Tecnam P2012 Traveller:
*Flying soon to Decatur!***

Hub Options



Options:

- 36x weekly to/from St. Louis Lambert International Airport (STL)
- 24x weekly to/from Chicago O'Hare + 12x weekly to/from St. Louis
- 12x weekly to/from Chicago O'Hare + 24x weekly to/from St. Louis



Cape Air is delighted to offer Decatur the option to have flights to both St. Louis *and* Chicago O'Hare



Chicago, Illinois



Chicago fast facts

- Population (2018): 2,705,994
- Hosted 58 million visitors in 2018
- Top Chicago attractions:
 - Millennium Park
 - Navy Pier
 - Shedd Aquarium
 - The Field Museum
 - Museum of Science and Industry
- Chicago O'Hare Airport: one of the largest airports in the world

In addition to being a world-class destination, Chicago O'Hare has non-stop air service to 244 destinations



Chicago O'Hare cities served (June 2019 OAG)

City	Code	Seats	City	Code	Seats	City	Code	Seats	City	Code	Seats	City	Code	Seats	City	Code	Seats			
New York, NY	LGA	38,817	Santa Ana, CA	SNA	8,472	Harrisburg, PA	MDT	4,133	Abu Dhabi, UAE	AUH	2,660	Stockholm, Sweden	ARN	1,862	Monterrey, Mexico	MTY	1,064	Bend/Redmond, OR	RDM	532
Los Angeles, CA	LAX	31,076	Salt Lake City, UT	SLC	8,139	Jacksonville, FL	JAX	4,081	Appleton, WI	ATW	2,650	Copenhagen, Denmark	CPH	1,862	Kalamazoo, MI	AZO	1,050	Halifax, NS	YHZ	532
Dallas/Ft. Worth, TX	DFW	27,429	Indianapolis, IN	IND	8,097	Memphis, TN	MEM	4,077	Peoria, IL	PIA	2,650	El Paso, TX	ELP	1,856	Erie, PA	ERI	1,050	Budapest, Hungary	BUD	504
Denver, CO	DEN	26,354	Buffalo, NY	BUF	7,513	Sacramento, CA	SMF	4,063	Rochester, MN	RST	2,630	La Crosse, WI	LSE	1,850	Manhattan, KS	MHK	1,050	Sarasota/Bradenton, FL	SRQ	483
San Francisco, CA	SFO	25,877	Tampa, FL	TPA	7,401	San Jose, CA	SJC	4,010	Duluth, MN	DLH	2,590	Colorado Springs, CO	COS	1,772	Toledo, OH	TOL	1,050	Providenciales	PLS	480
Boston, MA	BOS	24,345	Dublin, Ireland	DUB	7,203	Louisville, KY	SDF	3,980	Providence, RI	PVD	2,570	Kalispell, MT	FCA	1,754	Oakland, CA	OAK	1,015	San Jose Del Cabo, Mexico	SJD	448
Seattle, WA	SEA	21,737	Omaha, NE	OMA	7,112	Jackson, WY	JAC	3,928	Rapid City, SD	RAP	2,570	Charlottesville, VA	CHO	1,750	Columbia, SC	CAE	1,000	Mobile, AL	BFM	372
Atlanta, GA	ATL	21,568	Cincinnati, OH	CVG	6,914	Hong Kong	HKG	3,927	Myrtle Beach, SC	MYR	2,560	Philipsburg, PA	SCE	1,750	Charleston, WV	CRW	1,000	Branson, MO	BKG	372
Minneapolis/St. Paul, MN	MSP	21,012	Grand Rapids, MI	GRR	6,641	Cedar Rapids, IA	CID	3,906	San Juan, PR	SIJ	2,552	Allentown/Bethlehem, PA	ABE	1,700	Dubuque, IA	DBQ	1,000	Harlingen/San Benito, TX	HRL	372
Washington, DC	DCA	18,893	Cancun, Mexico	CUN	6,605	Calgary, AB	YYC	3,882	Lexington, KY	LEX	2,505	Scranton, PA	AVP	1,700	Saginaw, MI	MBS	1,000	Clarksburg/Fairmont, WV	CKB	350
New York, NY	EWR	18,541	Vancouver, BC	YVR	6,600	Seoul, Republic of Korea	ICN	3,542	White Plains, NY	HPN	2,504	Lansing, MI	LAN	1,676	Springfield, IL	SPI	1,000	Lewisburg, WV	LWB	350
London, UK	LHR	17,269	Syracuse, NY	SYR	6,472	Amsterdam, Netherlands	AMS	3,518	Dubai, UAE	DXB	2,492	Taipei, Taiwan	TPE	1,665	Manchester, NH	MHT	980	Meridian, MS	MEI	350
Philadelphia, PA	PHL	17,014	Tokyo, Japan	NRT	6,383	Oklahoma City, OK	OKC	3,511	Istanbul, Turkey	IST	2,443	Bangor, ME	BGR	1,663	Bloomington, IL	BMI	958	Queretaro, Mexico	QRO	348
Houston, TX	IAH	16,972	Washington, DC	IAD	6,269	Bozeman, MT	BZN	3,480	Madrid, Spain	MAD	2,436	Champaign/Urbana, IL	CMI	1,608	Sioux City, IA	SUX	950	Montego Bay, Jamaica	MBJ	326
Las Vegas, NV	LAS	16,749	New York, NY	JFK	6,148	Shanghai, China	PVG	3,449	Wichita, KS	ICT	2,400	Athens, Greece	ATH	1,582	Wilmington, NC	ILM	921	Puerto Vallarta, Mexico	PVR	302
Orlando, FL	MCO	15,762	Rochester, NY	ROC	6,108	Knoxville, TN	TYS	3,444	Delhi, India	DEL	2,394	Venice, Italy	VCE	1,582	Fresno, CA	FAT	918	Cape Girardeau, MO	CGI	300
Phoenix, AZ	PHX	14,948	Des Moines, IA	DSM	6,053	Burlington, VT	BTV	3,423	Fort Wayne, IN	FWA	2,380	Boise, ID	BOI	1,554	Grand Cayman	GCM	888	Staunton, VA	SHD	300
Charlotte, NC	CLT	14,828	Munich, Germany	MUC	5,907	Zurich, Switzerland	ZRH	3,352	Reykjavik, Iceland	KEF	2,375	South Bend, IN	SBN	1,520	Krakow, Poland	KRK	882	Salina, KS	SLN	300
Miami, FL	MIA	12,374	Albany, NY	ALB	5,815	Springfield, MO	SGF	3,290	Savannah, GA	SAV	2,347	Tokyo, Japan	HND	1,484	Marquette, MI	MQT	845	Nassau, Bahamas	NAS	288
Detroit, MI	DTW	12,304	Fort Lauderdale, FL	FLL	5,638	Reno, NV	RNO	3,276	Doha, Qatar	DOH	2,345	Lisbon, Portugal	LIS	1,461	Auckland, New Zealand	AKL	840	Ogdensburg, NY	OGS	250
Toronto, ON	YYZ	11,973	Madison, WI	MSN	5,570	Green Bay, WI	GRB	3,275	Greenville, SC	GSP	2,316	Pensacola, FL	PNS	1,366	Waterloo, IA	ALO	700	Decatur, IL	DEC	216
Raleigh/Durham, NC	RDU	11,901	San Antonio, TX	SAT	5,304	Charleston, SC	CHS	3,262	Birmingham, AL	BHM	2,288	Addis Ababa, Ethiopia	ADD	1,350	Bismarck/Mandan, ND	BIS	700	Aruba, Aruba	AUA	179
Cleveland, OH	CLE	10,933	Fort Myers, FL	RSW	5,116	Warsaw, Poland	WAW	3,150	Tucson, AZ	TUS	2,240	Asheville, NC	AVL	1,350	Hancock/Houghton, MI	CMX	700	Valparaiso, FL	VPS	176
San Diego, CA	SAN	10,584	Paris, France	CDG	4,907	Portland, ME	PWM	3,056	Panama City, Panama	PTY	2,156	Lincoln, NE	LNK	1,350	Eau Claire, WI	EAU	700	Santa Cruz Huatulco, Mexico	HUX	174
Kansas City, MO	MCI	10,295	Rome, Italy	FCO	4,872	Beijing, China	PEK	3,037	Greensboro, NC	GSO	2,050	Philadelphia, PA	TTN	1,302	Muskegon, MI	MKG	700	Panama City, FL	ECP	170
Pittsburgh, PA	PIT	10,244	Norfolk, VA	ORF	4,608	Sioux Falls, SD	FSD	2,995	Helsinki, Finland	HEL	2,023	Huntsville, AL	HSV	1,250	Winnipeg, MB	YWG	700	Liberia, Costa Rica	LIR	166
Baltimore, MD	BWI	10,206	New Orleans, LA	MSY	4,589	Columbia/Jefferson City, MO	COU	2,940	Amman, Jordan	AMM	2,000	Quebec, QC	YQB	1,232	Chattanooga, TN	CHA	650	Guatemala City, Guatemala	GUA	160
Mexico City, Mexico	MEX	9,866	Montreal, QC	YUL	4,436	Tulsa, OK	TUL	2,935	Akron/Canton, OH	CAK	2,000	Edinburgh, UK	EDI	1,183	Paducah, KY	PAH	650	Durango, CO	DRO	146
Columbus, OH	CMH	9,840	Traverse City, MI	TVC	4,318	Flint, MI	FNT	2,910	Vienna, Austria	VIE	1,952	Fairbanks, AK	FAI	1,162	Joplin, MO	JLN	616	Hilton Head, SC	HHH	138
Austin, TX	AUS	9,746	Fayetteville, AR	XNA	4,314	Barcelona, Spain	BCN	2,894	Wausau, WI	CWA	1,950	Spokane, WA	GEG	1,151	Quincy, IL	UIN	600	Key West, FL	EYW	76
Hartford, CT	BDL	8,859	Anchorage, AK	ANC	4,282	Albuquerque, NM	ABQ	2,766	Evansville, IN	EVV	1,950	London, UK	LGW	1,142	Montrose/Delta, CO	MTJ	566	Grand Junction, CO	GJT	76
Portland, OR	PDX	8,856	Richmond, VA	RIC	4,262	Fargo, ND	FAR	2,719	Brussels, Belgium	BRU	1,869	Aspen, CO	ASE	1,120	Billings, MT	BIL	532	Burlington, IA	BRL	56
Frankfurt, Germany	FRA	8,694	Dayton, OH	DAY	4,254	Moline, IL	MLI	2,700	Sao Paulo, Brazil	GRU	1,869	West Palm Beach, FL	PBI	1,120	Leon-Guanajuato, Mexico	BJX	532	Ironwood, MI	IWD	52
St. Louis, MO	STL	8,691	Milwaukee, WI	MKE	4,206	Little Rock, AR	LIT	2,688	Honolulu, HI	HNL	1,869	Missoula, MT	MSO	1,092	Eugene, OR	EUG	532	Mason City, IA	MCW	48
Nashville, TN	BNA	8,602	Guadalajara, Mexico	GDL	4,192	Punta Cana, Dominican Republic	PUJ	2,676	Kahului, HI	OGG	1,869	Roanoke, VA	ROA	1,069	Great Falls, MT	GTF	532			

Cape Air has existing American Airlines codeshare on St. Louis service; if Chicago service is selected, Cape Air would invite American Airlines to codeshare

Also, St. Louis is a great destination and connect point for Decatur



St. Louis skyline



St. Louis features non-stop service to 68 destinations



St. Louis Lambert cities served

Rank	Destination	Seats	Rank	Destination	Seats	Rank	Destination	Seats	Rank	Destination	Seats
1	Atlanta, GA	55,354	18	Newark, NJ	17,783	35	Raleigh/Durham, NC	8,755	52	Washington, DC (Dulles)	4,520
2	Denver, CO	44,858	19	Baltimore, MD	17,593	36	Milwaukee, WI	8,473	53	Sacramento, CA	4,450
3	Chicago, IL (O'Hare)	39,616	20	Seattle, WA	15,515	37	Oklahoma City, OK	8,326	54	San Jose, CA	4,386
4	Dallas/Ft. Worth, TX (DFW)	31,780	21	Boston, MA	15,465	38	Austin, TX	8,296	55	Cincinnati, OH	2,680
5	Minneapolis/St. Paul, MN	31,474	22	Kansas City, MO	14,206	39	Des Moines, IA	8,025	56	Punta Cana, DR	2,418
6	Chicago, IL (Midway)	30,766	23	San Francisco, CA	13,113	40	Salt Lake City, UT	8,008	57	Fort Leonard Wood, MO	1,500
7	New York, NY (LGA)	29,991	24	Omaha, NE	12,315	41	Wichita, KS	7,993	58	Marion/Herrin, IL	1,350
8	Orlando, FL	26,833	25	Nashville, TN	12,283	42	Tulsa, OK	7,897	59	Charleston, SC	1,144
9	Washington, DC (DCA)	25,899	26	San Diego, CA	11,474	43	Little Rock, AR	7,865	60	Pensacola, FL	858
10	Phoenix, AZ	25,568	27	Cleveland, OH	11,186	44	Fort Myers, FL	7,410	61	Kirksville, MO	810
11	Dallas, TX (Love)	24,760	28	Tampa, FL	11,145	45	Miami, FL	6,448	62	Owensboro, KY	810
12	Detroit, MI	22,814	29	Houston, TX (Bush)	10,713	46	Portland, OR	6,211	63	Decatur, IL	495
13	Philadelphia, PA	22,667	30	Fort Lauderdale, FL	10,524	47	Panama City, FL	5,530	64	Fort Dodge, IA	470
14	Los Angeles, CA	22,572	31	Columbus, OH	9,427	48	Toronto, ON	5,400	65	Montego Bay, Jamaica	429
15	Las Vegas, NV	22,367	32	Cancun, Mexico	9,045	49	Hartford, CT	5,186	66	Jonesboro, AR	308
16	Charlotte/Concord, NC	19,692	33	San Antonio, TX	8,996	50	Pittsburgh, PA	5,005	67	Burlington, IA	200
17	Houston, TX	18,587	34	New Orleans, LA	8,772	51	Oakland, CA	4,770	68	Jackson, TN	200
										Total	851,779

St. Louis route map



Source: OAG June 2019

Cape Air's codeshare partner American Airlines flies to nine non-stop destinations from St. Louis



American Airlines' route map at St. Louis

June 2019



Source: OAG June 2019



From ABE to YYZ...

In 2018 Cape Air ticketed passengers between Decatur and 248 different cities



ABE	ATL	BLR	BWI	COS	DEN	ERI	FNT	GRI	HOU	ILM	LAS	MAF	MKE	OAJ	PHF	RAP	SAT	SJC	TOL	YKM
ABI	AUS	BNA	BZN	COU	DFW	EUG	FRA	GRK	HPN	IND	LAW	MAN	MKL	OAK	PHL	RDM	SAV	SJT	TPA	YUL
ABQ	AVL	BOG	CAE	CPR	DLH	EWN	FSD	GRR	HRL	IRK	LAX	MBS	MLU	OKC	PHX	RDU	SBA	SLC	TRI	YUM
ABR	AVP	BOI	CAK	CRP	DRO	EWR	FWA	GRU	HSV	ISP	LBB	MCI	MQT	OMA	PIB	RIC	SBY	SMF	TUL	YVR
ACK	BDL	BOM	CHA	CRW	DSM	EYW	GCC	GSO	HTS	JAN	LEX	MCO	MSN	ONT	PIH	RNO	SCE	SNA	TUS	YWG
ACV	BGR	BOS	CHO	CSG	DTW	FAI	GDV	GSP	HVN	JAX	LGA	MDT	MSO	ORD	PIT	ROA	SDF	SPI	TVC	YYC
ADQ	BHM	BRO	CHS	CUN	DUS	FAR	GEG	GTF	HYA	JFK	LHR	MEI	MSP	ORF	PNS	ROC	SEA	SRQ	TYS	YYJ
AGS	BIL	BRU	CLE	CVG	EAT	FAT	GGG	GVA	HYD	JNU	LIT	MEM	MSY	ORH	PRC	ROW	SFO	STL	VEL	YYZ
ALB	BIS	BTR	CLL	DAB	EBB	FAY	GJT	HDN	IAD	KGL	LNK	MFE	MTY	OWB	PSP	RST	SGF	SWF	VGO	
AMA	BJI	BTV	CLT	DAY	ECP	FCA	GNV	HHH	IAH	KHV	LSE	MFR	MWA	PBI	PUW	RSW	SHD	SYR	VPS	
ANC	BKK	BUF	CMH	DCA	ELP	FLG	GPT	HKG	ICT	KOA	LWB	MHT	MXP	PDX	PVD	RUT	SHV	TBN	XNA	
ASE	BLI	BUR	CMX	DEC	ENA	FLL	GRB	HNL	IDA	LAN	MAD	MIA	MYR	PHC	PWM	SAN	SIT	TLH	YEG	

Effective October 17, 2018 Cape Air added

a

new FAS round trip DEC STL on



Decatur Saturday schedule effective October 17, 2018

To Decatur

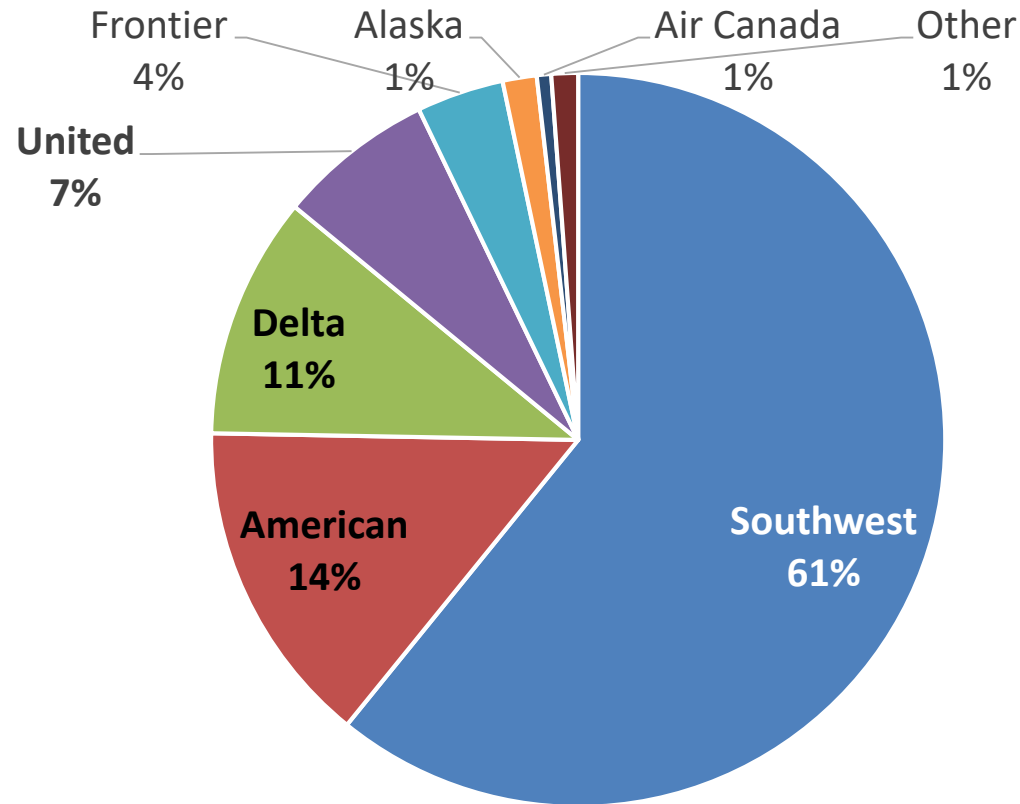
From Decatur

New flight

<u>Orig</u>	<u>Dest</u>	<u>Depart</u>	<u>Arrive</u>	<u>Flight #</u>	<u>Orig</u>	<u>Dest</u>	<u>Depart</u>	<u>Arrive</u>	<u>Flight #</u>
STL	DEC	9:11 AM	10:02 AM	1523	DEC	STL	10:27 AM	11:20 AM	1522
STL	DEC	3:00 PM	3:51 PM	1533	DEC	STL	12:15 PM	1:08 PM	1532
ORD	DEC	10:40 AM	11:55 AM	1532	DEC	ORD	8:45 AM	10:07 AM	1524
ORD	DEC	6:30 PM	7:45 PM	1529	DEC	ORD	4:11 PM	5:33 PM	1533

The second St. Louis flight on Saturdays is operated outside the Essential Air Service program to increase ridership and improve the service pattern on Saturdays

Low-fare powerhouse Southwest Airlines at St. Louis has 61% seat share



By serving *both* Chicago O'Hare and St. Louis, Decatur will retain access to the largest domestic airline, low cost legend



Cape Air's St. Louis service provides access to low-fare legend Southwest Airlines, the largest domestic airline



Cape Air's service to St. Louis provides access to the largest domestic airline, Southwest Airlines



Southwest Airlines does not serve Chicago O'Hare, so if Decatur only has service to O'Hare, Decatur would be cut off from the largest domestic airline and a low fare legend

American Airlines “enthusiastically supports” the proposal of Cape Air to serve Decatur



ROBERT A. WIRICK
Managing Director
Regulatory and International Affairs



July 15, 2019

Kevin Schlemmer
Chief, Essential Air Service Program
U.S. Department of Transportation
1200 New Jersey Ave, SE
Washington, D.C. 20590

Re: Docket DOT-OST-2006-23929

Dear Mr. Schlemmer,

American Airlines, Inc. enthusiastically supports the proposal of Hyannis Air Service, Inc. dba Cape Air to provide Essential Air Service for Decatur Airport (DEC) serving Decatur, Illinois to Chicago O'Hare and St. Louis. If Cape Air is re-selected to serve Decatur, American Airlines would be delighted to amend our existing codeshare agreement with Cape Air, and provide to the Decatur community seamless booking and travel on American Airlines' worldwide network.

American Airlines offers customers 6,800 daily flights to more than 365 destinations in 61 countries from its hubs in Charlotte, Chicago, Dallas-Fort Worth, Los Angeles, Miami, New York, Philadelphia, Phoenix, and Washington, D.C. We would be honored to connect Decatur to our powerful global network. With a shared purpose of caring for people on life's journey, American's 130,000 global team members serve more than 200 million customers annually. American was recently named a Five Star Global Airline by the Airline Passenger Experience Association and Airline of the Year by Air Transport World. American is a founding member of oneworld®, whose members serve 1,100 destinations in 180 countries and territories.

Thank you for your kind consideration.

Sincerely,

1 Skyview Drive
Fort Worth, Texas 76155
United States of America
robert.wirick@aa.com



Cape Air's service, with 6 departures on weekdays, provides three times more departures per day than a CRJ



6 departures each weekday

Departures

7:00 AM

8:00 AM

10:59 AM

12:29 PM

4:01 PM

4:06 PM

Actual Decatur schedule

CRJ

2 departures

Departures

6:55 AM

5:23 PM

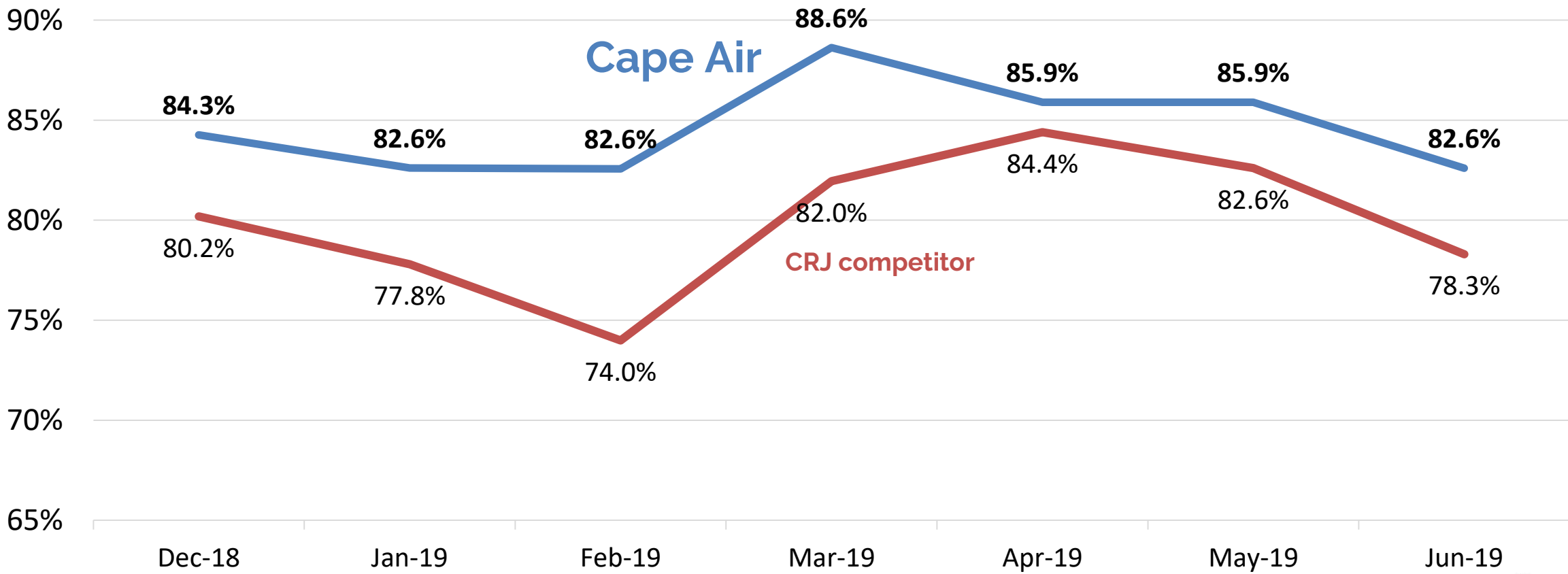
Actual Quincy schedule



Cape Air's on-time performance is consistently better than the CRJ proposer's



On-time performance: A14



Source: Publicly available data at Flightstats.com



Marketing

And Community
Engagement



Cape Air's marketing for Decatur, with a \$65,000 budget, is active, targeted and ongoing



Easier there.
Easier back.

Fly from Decatur for easy connections.

St. Louis
from **\$29*** each way

Chicago
from **\$59*** each way

Free parking in Decatur

Cape Air

Book flights

Where do you need to go?

• Easy connections
• Free parking in Decatur

Now Serving Decatur

St. Louis
from **\$29*** each way

Chicago
from **\$59*** each way

ST LOUIS
CHICAGO
DENVER
LAS VEGAS
NASHVILLE
ORLANDO

Book flights

Cape Air

Marketing channels include:

- Targeted online/digital marketing
- Advanced SEO and SEM
- Outdoor
- Radio: FM/AM and streaming digital
- TV
- Social
- Print
- Community engagement
- Contesting
- Event sponsorship



Cape Air continues to receive wonderful feedback from Decatur passengers



“Cape Air always rises to the occasion, saving me time and money.”

No parking hassles. No long TSA lines.
Easy connections.



Iris Lewis-Beasley
Implementation Services
Business Analyst
Accutech Systems

St. Louis
from **\$29*** each way

Chicago
from **\$59*** each way

[Book flights](#)

Cape Air®

In addition to advertising, engagement with local organizations is core to Cape Air's service for Decatur



Decatur-area donation recipients since 2018

Helping Hands Food Pantry

Big Brothers Big Sisters

Brandt Seitz Benefit

Decatur Airport Fun Day

Decatur Area Arts Council

Decatur Day Care Center

Decatur Eisenhower and Douglas

MacArthur High Schools

Decatur Underground Theater

Forsyth Classic

Holy Family Elementary School

Lutheran School Association

LOLO Annual Dinner Auction

Our Lady of Mount Carmel Catholic School

Pawprint Ministries

Decatur Resident Appreciation Day

Schuyler R-1 Elementary PTO

St. Patrick School

TannerTough Benefit

The Bridge Youth and Family Services

Wind & Fire Motorcycle Group

Community engagement—a Cape Air forte



Cape Air CEO Dan Wolf speaking at the Decatur Chamber Small Business Breakfast, Oct. 3, 2018



Cape Air Magazine, in front of more than 500,000 passenger per year, promotes each community Cape Air serves



Destination Guides

ROUTE MAP

The Midwest

From expansive parks and preserves to cultural events, there is plenty to do in each of these cities – anchored by the major metropolitan areas of Chicago and St. Louis – proving the Midwest is more than just a collection of “fly-over” states.

REASONS TO VISIT

OWENSBORO, KY	CHICAGO, IL	MARION, IL
<ul style="list-style-type: none"> International Bluegrass Music Museum Southern Park Owensboro Museum of Science and History Miller House 	<ul style="list-style-type: none"> Groat Park Wigley Field Magnificent Mile Art Institute of Chicago 	<ul style="list-style-type: none"> Crab Orchard National Wildlife Refuge Shawnee National Forest Southern Illinois University McLeod Summer Playhouse

Bluegrass Music Museum

Top Annual Events

MAY-SEPTEMBER
Southern Illinois Miners Baseball Season - Marion, IL
 Come see Southern Illinois's favorite baseball team, the Miners, play regularly at Rest One Park.

JULY
Let Them Eat Art St. Louis, MO
 This whimsical tribute to Roshni Day includes a self-guided tour through the streets of historic Maplewood, live art demonstrations, music, entertainment, and food and drink specials street-side.

JULY
NEMO Fair - Kirksville, MO
 This week of food, fun, rides, games, concerts, contests, and agriculture celebrates life in northeast Missouri at the NEMO Fairgrounds.

AUGUST
Decatur Craft Beer Festival Decatur, IL
 One of the biggest fund-raisers of the year for the Decatur Area Arts Council, this event brings more than 80 craft beers from multiple Central Illinois breweries and local food trucks to downtown for a day of socializing and sampling.

SEPTEMBER
Owensboro Air Show Owensboro, KY
 All eyes will be on the skies over the Ohio River as performers showcase vintage warbirds, aerobatic demonstrations, and military jets, including the navy's Blue Angels.

SEPTEMBER
Great Forest Park Balloon Race - St. Louis, MO
 An evening fair with live music, pony rides, and skydiving performances culminates with more than 70 hot-air balloons racing across the St. Louis skyline the next day.

Like a Local

Businessman, developer, and civic leader who helped revitalize the Delmar Loop area in St. Louis, Joe Edwards reveals his favorite attractions in this major city along the mighty Mississippi.

Museum of Westward Expansion
 "Don't spend all your time looking up when you visit the Gateway Arch. This museum, located under the arch, tells the story of Lewis and Clark and other early pioneers who explored the American frontier."

Forest Park
 "This 1,300-acre park is considered one of the nation's greatest public urban parks and offers a slew of free cultural attractions, including a zoo, a history museum, a science center, art museum, and an outdoor musical theater."

Delmar Loop
 "I obviously am a big fan of this eight-block stretch, but you should be, too. Said to be one of the top 10 streets in the United States, it's a buzzing entertainment and dining hub home to 140 shops, galleries, restaurants and music venues."

Top Hotels

THE PENINSULA
 Chicago, IL
 Located right on the Magnificent Mile, this landmark high-rise hotel offers sophisticated suites, a rooftop spa, and several dining options, including a swanky Chinese eatery, a European-style cafe, and a cocktail bar.

ANGAD ARTS HOTEL
 St. Louis, MO
 Set in a red brick building, this hip, art-inspired boutique hotel features trendy rooms adorned in bright colors and arty murals.

HAMPTON INN OWENSBORO
 Owensboro, KY
 Offering a Cape Air city ticket office, this LEED-certified hotel is within easy walking distance of downtown's iconic attractions, like the International Bluegrass Music Museum and Western Kentucky Botanical Garden.



The Cape Air Difference

St. Louis & Chicago, New Planes, 3x flights!



- Two hubs: **St. Louis** and **Chicago O'Hare**
- Newest aircraft: **Tecnam P2012 Traveller**
- Highest frequency: **6 flights** per weekday
- **Interlines** with American, Delta, JetBlue, Alaska, United
- **No fees:**
 - **No** checked bag fee
 - **No** change fee
 - **No** reservations fees
- **Independence**, retaining full control over:
 - Fares
 - Schedule
 - Marketing
- Dedicated community partner
 - Robust **marketing budget: \$65,000/year**
- Planes and pilots **based in Decatur**
- An airline for whom **Decatur is a big deal!**

Thank you!



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