



FY20 UPDATE

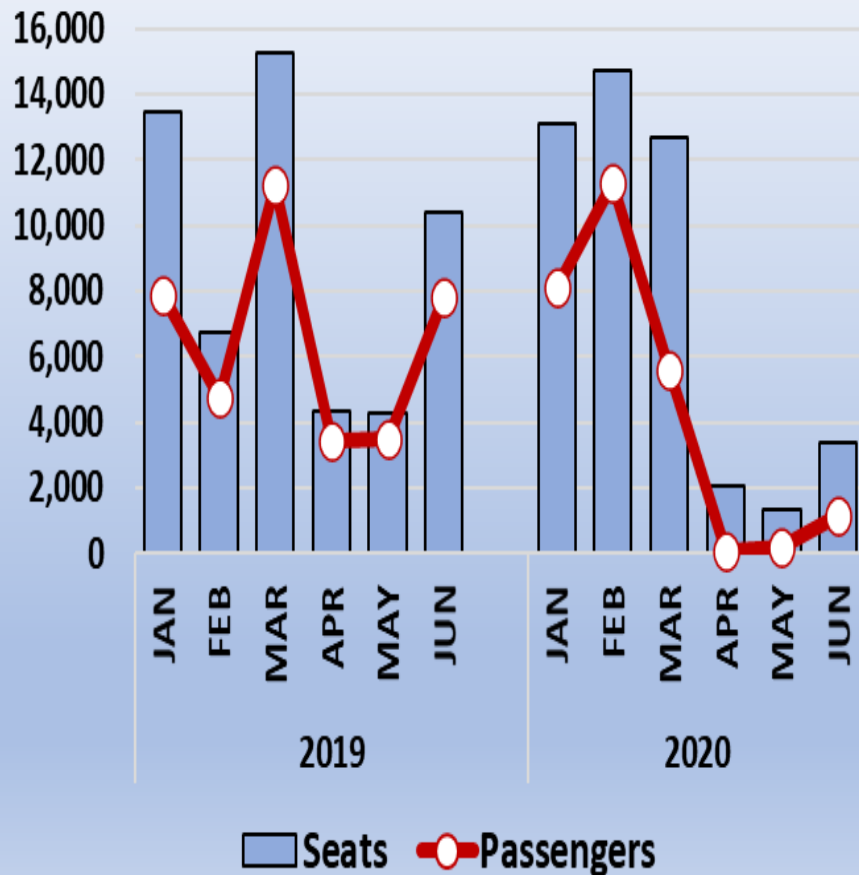
JULY 29, 2020

SUN VALLEY
AIR SERVICE BOARD



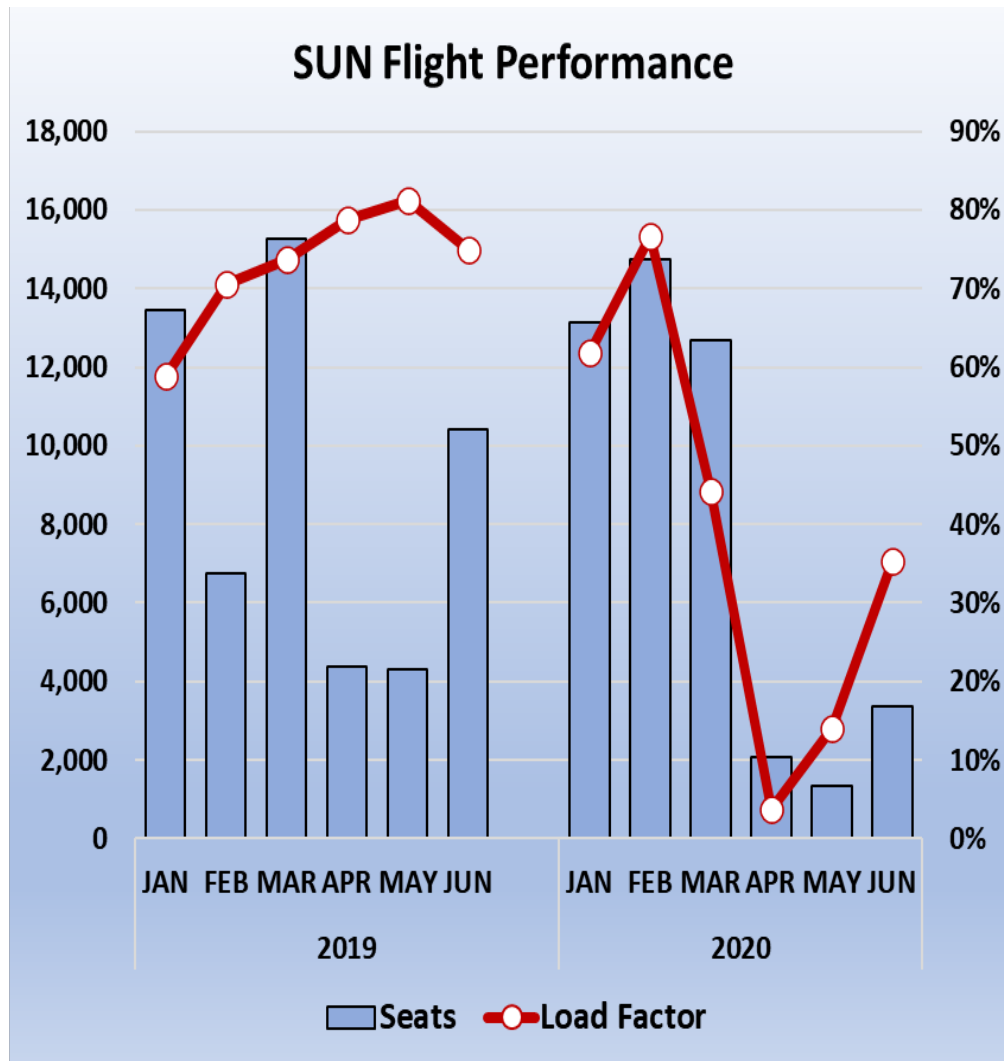
2020 YTD: Great Winter, COVID Spring

SUN Flight Performance



- From Jan 2019 – March 2020, passenger enplanements generally followed capacity, very strong winter.
- From April 2020 on capacity was reduced; passengers plummeted
- Note: These are seats for flights operated to SUN. Feb 2020 had significantly fewer diversions and more SEA and ORD flights than Feb 2019.

2020 YTD: COVID Effects



- Even with far fewer flights in April through June, planes were flying nearly empty, with some pick up in June.
- Summer bookings rose in July but now flattening, following national trends

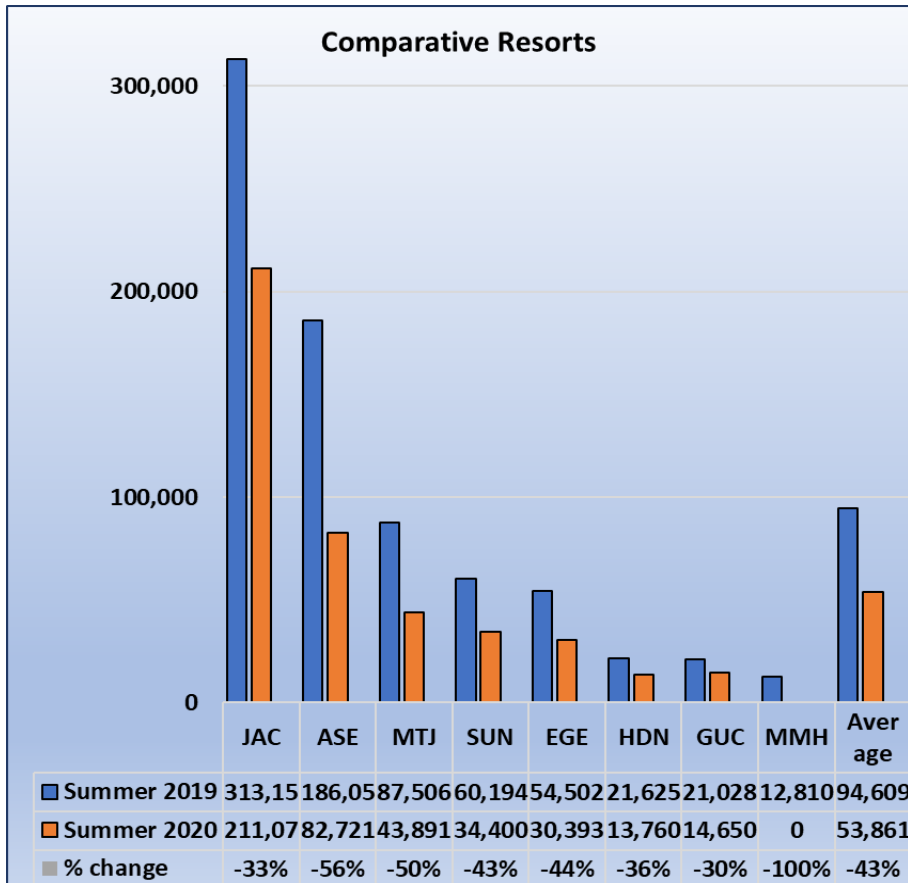
SUMMER 2020 SEAT CAPACITY OVERVIEW

SUN strategy: maintain routes, reduce capacity, minimize risk

MOUNTAIN RESORTS

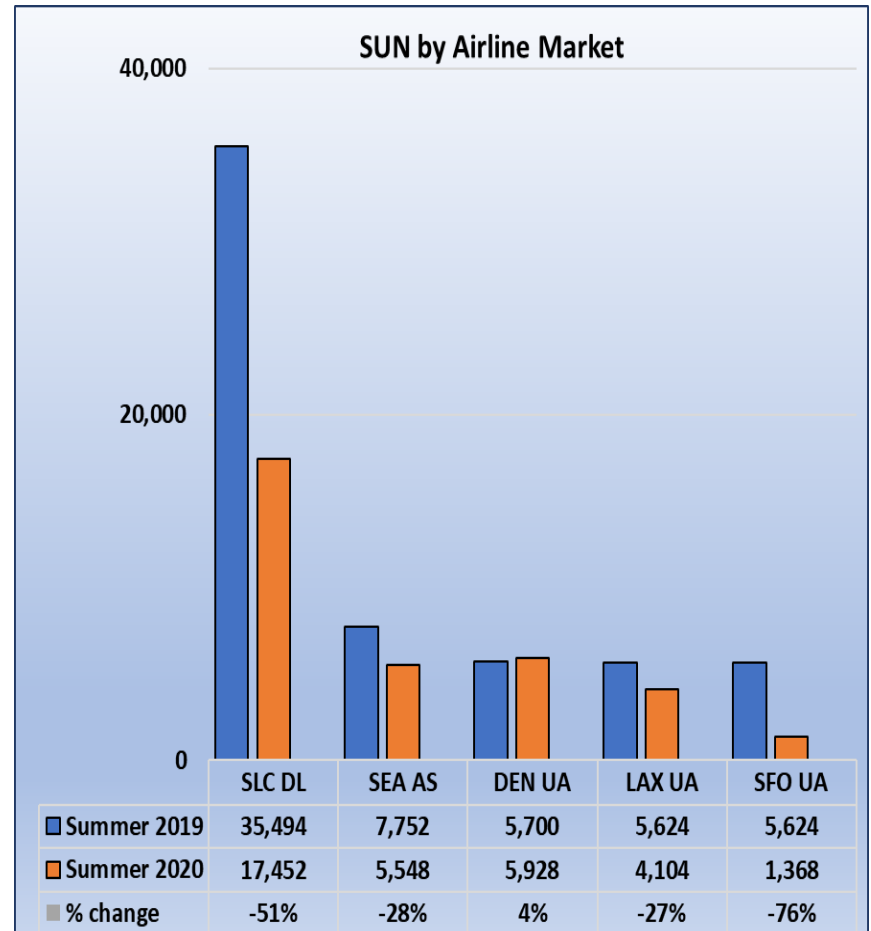
All reduced capacity

Overall avg -43% , same as SUN



SUN BY AIR MARKET

Reduced capacity most routes



FY21 STRATEGY & PLANNING

FALL/WINTER STRATEGY

- **MAINTAIN CORE ROUTES**
- **REDUCE CAPACITY** (non-peak)
- **MINIMIZE RISK**

CURRENT EFFORTS

- Negotiating air schedules/contracts
- Research: Air pax surveys, demand monitoring
- Budgeting for FY21, in partnership w/VSV and others, taking conservative approach
- Adversity planning: expect to use reserves in FY21 due to less revenue, increased proj costs

AN INVESTMENT IN OUR ECONOMIC FUTURE

Continued investment in air service and marketing is critical to our economic recovery. **THANK YOU!**

FLY SUN



IMPROVING AIR SERVICE TO SUN VALLEY

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Alaska



DELTA

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