

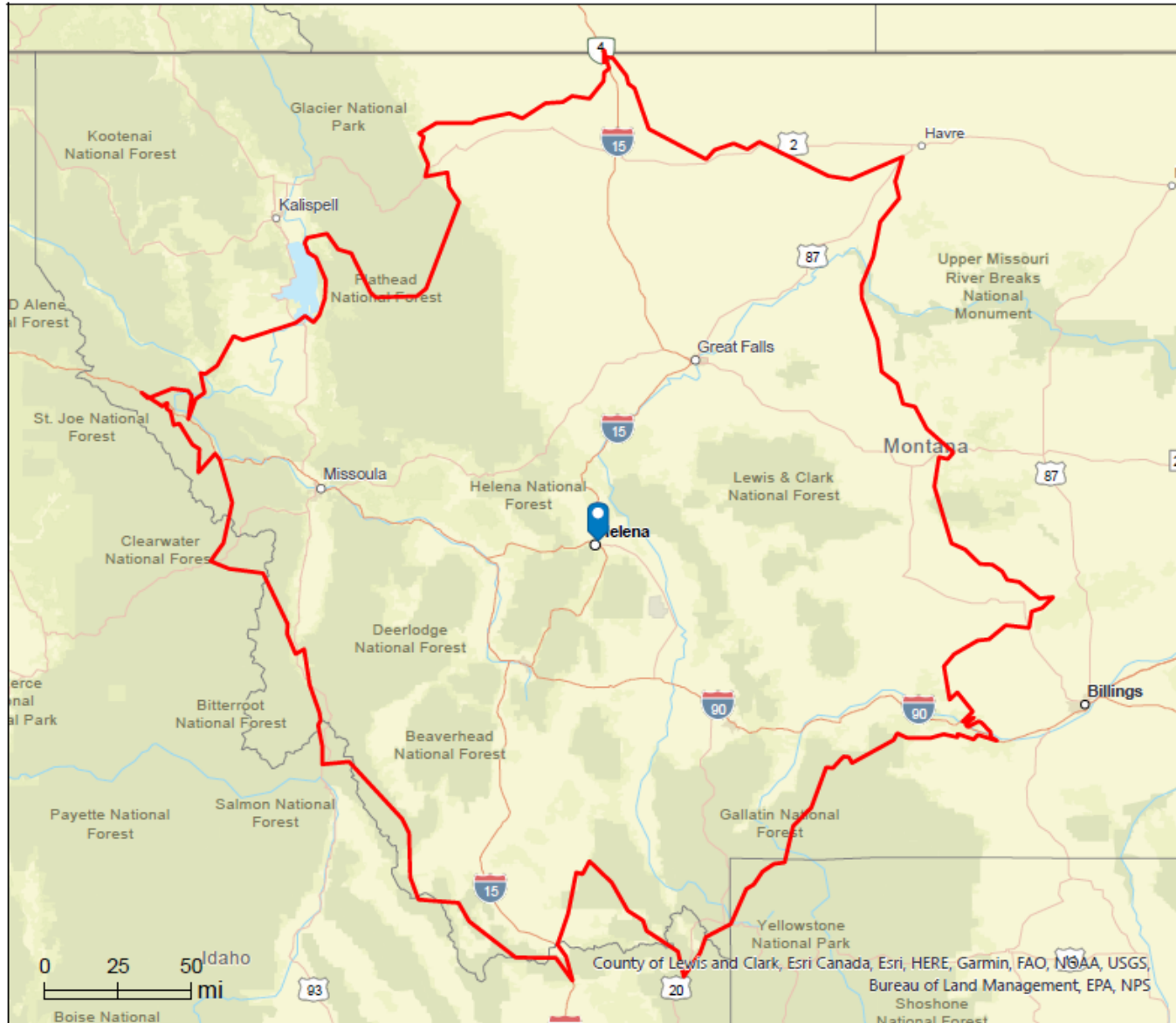


Airline Service Opportunity at Helena Regional Airport



How We Are Different and Why Your Airline Brand Needs To Be Here!

LOCATION = LARGE CATCHMENT AREA



- Helena is Montana's capital city located in the center of the state.
- Easily accessible from all parts of the state.
- Located halfway in between Yellowstone and Glacier National Parks.
- Proximity to Southern Canada – I-15 all the way to Helena.

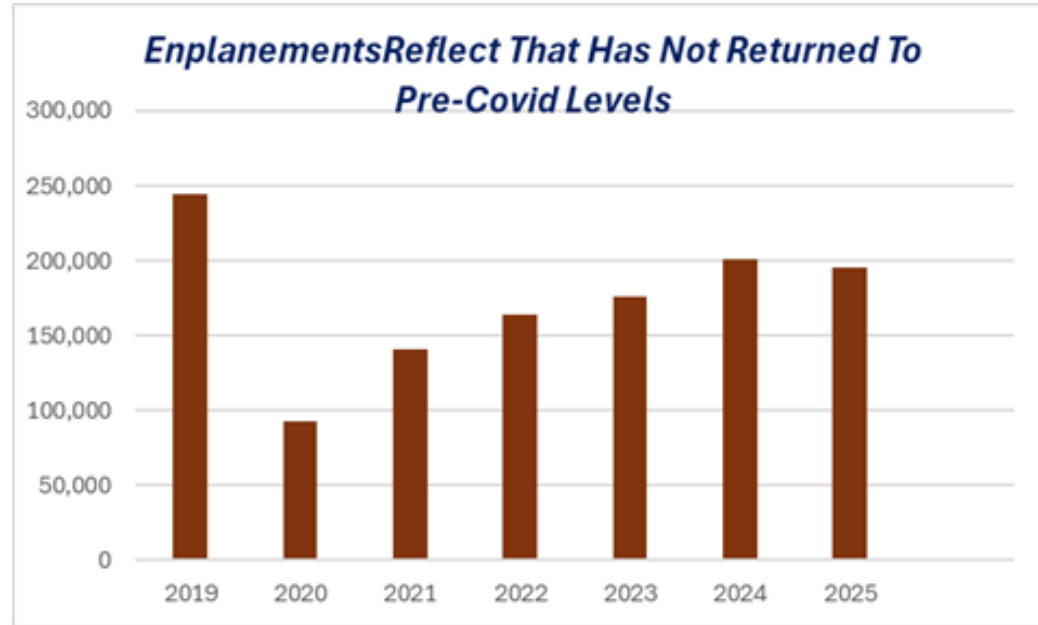
Helena – Opportunity By The Numbers



HELENA REGIONAL
AIRPORT AUTHORITY

Top Ten O&D

Airline System	Dest	Passengers	Yield
AS	SEA	26,834	\$ 0.32
UA	DEN	17,185	\$ 0.33
DL	SLC	10,160	\$ 0.54
DL	PHX	6,201	\$ 0.29
DL	LAS	4,976	\$ 0.27
AS	PDX	3,849	\$ 0.38
DL	SAN	3,000	\$ 0.23
AS	ANC	2,841	\$ 0.17
DL	SMF	2,639	\$ 0.24
DL	PDX	2,269	\$ 0.23



*Capacity Remains below Pre-Covid
And Load Factors To All Three Current
Hubsites Are At Choke Levels*

Current O&D reflects the opportunity for additional eastern USA connectivity

System	Load Factor	Hub	Enplaned	Flow Pct
AS	80.51%	SEA	44,297	39.4%
DL	81.24%	SLC	84,240	87.9%
UA	85.53%	DEN	75,101	77.1%
Helena	82.95%		203,638	73.4%

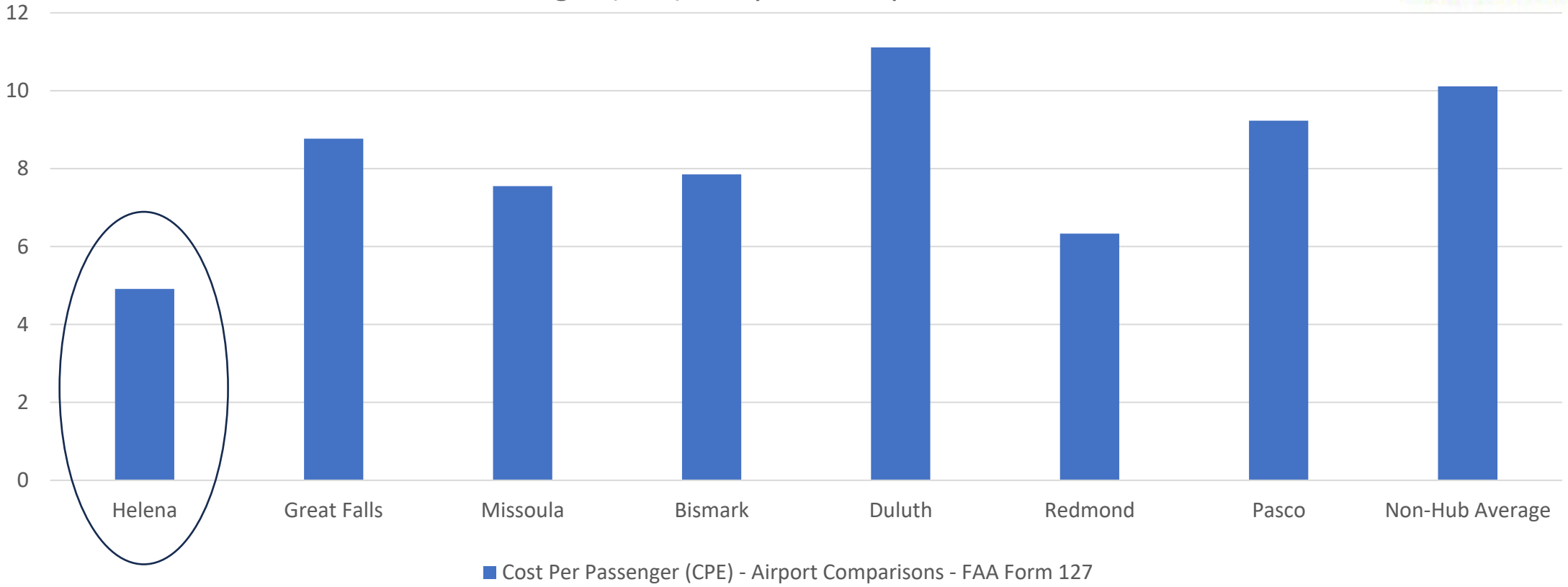
Let's Go Right Into HLN Efficiency

Airport CPE Comparisons

Helena has diversified revenue sources – 76% from non-aviation



Cost Per Passenger (CPE) - Airport Comparisons - FAA Form 127



What HLN Low Costs Deliver Potentially: A Quarter Million In Savings

Cost Per Passenger (CPE) Delivers To The Bottom Line

- Helena is \$5.00 (well below the non-hub airport national average of \$10.11)
- One of the lowest cost airports in Montana, much lower than nearby Great Falls (\$8.77) or Missoula (\$7.55)
- ***Do the math! An E175 at 80% load factor 5x week = over \$250,000 lower annual airport costs at Helena than Great Falls.***
- ***And costs are still dropping!*** Helena CPE will go lower as more flights/airlines/passengers increase as the airport is keeping rates flat. Other revenue sources fund airport O&M (76% of revenue is from non-aviation activities!)

MODERN & EFFICIENT AIRPORT FACILITY

- 9,000 X 150 , Full ILS Air Carrier Runway - (rehabilitated in 2021)
- FAA Air Traffic Control Tower –first non-hub airport to receive the FAA’s ASDE-X surface vehicle detection system!
- State of the Art Snow Removal / ARFF Fleet - for consistent operational safety.
- Heated Garages for Airline Deice Trucks – to ensure operational efficiency.





MODERN TERMINAL

Expanded and Remodeled in 2020
New Jet Bridges w/GSE Features
Multi-Use Gates
Air Side Café/Bar
New 2-Lane TSA Checkpoint (room for 2 more lanes)
100% Backed Up Electrical Power
Available Ticket Counters, Gates, Operations Offices.

- Both Jet Bridge and Ground Boarding Options.
- Easily Expandable With Minimal Impact Due to Design.
- Low-Cost Parking - \$6/day – easily accessible from greater Montana region.

COMMON SENSE ECONOMICS

- NO USE FEES (landing fees, terminal use fees) – for the first two years of any new or expanded service – to help build revenues, mitigate risk!
- VERY LOW AIRPORT USE COSTS - (After 2 Years of NO FEES for New Service) – CPE is \$5.00 and well below non-hub national average of \$10.00.
 - Landing Fee - \$1.00/1,000lbs.
 - Ticket Counter Rent - \$15/sq. ft.
 - Ops Space Rent - \$10/sq. ft.
 - Gate Area - \$7.78/sq. ft
 - Equitable 80% Common Area Use Fee - \$2.35/passenger
- NO LONG-TERM COMPLEX AGREEMENT – simplifies barriers to entry, no penalties for leaving.
- NO TERMINAL DEBT IN USE FEE RATE BASE
- DIVERSIFIED AIRPORT REVENUE - to Maintain low airlines use fees long term –
 - 76% of all airport revenue is from non-aviation activities on the 1,500-acre campus.
 - Aerospace manufacturing, office buildings, motorsports track, retailers, etc...



HELENA DEMOGRAPHICS

- State Capital – Stable Economy
- Headquarters for over 66 Associations
- Rapidly Growing Area – 83,000 + Area Residents
- Central Catchment Area Within Montana
 - 90 miles from Bozeman
 - 80 miles from Great Falls (Interstate)
 - 65 miles from Butte (Interstate)
 - 115 Miles from Missoula
 - Half-Way In Between Yellowstone and Glacier National Parks
 - Newly Expanded Montana History Museum – 120,000+ visitors/ year
 - Silver Level Mountain Bike Community
 - Less Congested Than Other Montana Leisure Destinations with More Access to Public Lands
 - Nearby Missouri River - World's Best Fly Fishing and Floating
 - 3 Major Lakes Nearby – Canyon Ferry (32 Miles Long), Holter and Hauser

HELENA DEMOGRAPHICS CONTINUED

- Large Employers
 - State, Federal Offices (State Capital)
 - Aerospace – Boeing, Pioneer Aerostructures, Northrup Grumman
 - Finance – SoFi
 - Healthcare – St. Peters Health, Benefis Hospital, State VA Hospital, Blue Cross Blue Shield of Montana.
- Large Military Presence
 - Fort Harrison (Birthplace of U.S. Special Forces) – Training Complex, VA Hospital, JFHQ
 - Army Aviation Support Facility & West Depot Maintenance Facility for UH-60/CH-47
 - Limestone Hills Training Site
- Rocky Mountain Emergency Services Fire Training Center – 1 of 3 remaining fire training centers for airport firefighters – experiencing rapid growth and supports much travel of students through Helena from all across the U.S. and Canada.

SUMMARY: NEW AIR SERVICE INCENTIVES

- The Helena Air Service Alliance is an organized 501c3 community effort to collaboratively support retention and expansion of commercial air service.
 - 100% Fee Waiver – First 2 Years of New or Expanded Service
 - Marketing / Public Awareness – help spread the news of flight options
 - Small Community Air Service Grant - Helena was awarded a \$1,004,743 grant that is eligible to support service to a new destination.

CONTACT US TO HELP LAND YOUR SUCCESS

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