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2019 RES-509

**AUTHORIZING EXECUTION OF AN AIR SERVICE PROMOTION
AND MARKETING AGREEMENT FOR SUN COUNTRY AIRLINES**

-DANE COUNTY REGIONAL AIRPORT-

During May and June of 2020, MN Airlines, LLC, d/b/a Sun Country Airlines (“Sun Country”) will begin offering, on a seasonal basis, non-stop round trip air service between Dane County Regional Airport (“DCRA”) and Boston, Massachusetts (Boston Logan International Airport, “BOS”); between DCRA and Seattle, Washington (Seattle-Tacoma International Airport, “SEA”); between DCRA and Portland, Oregon (Portland International Airport, “PDX”); and between DCRA and Nashville, Tennessee (Nashville International Airport, “BNA”). Each of the foregoing destinations is not currently served by non-stop flights from DCRA, and is a Top Ten Market, a Top Fifteen Market, or a Focus City Market eligible for incentives under DCRA’s Community Air Service Support Program (“CASSP”).

As provided for in DCRA’s CASSP, under the Air Service Promotion and Marketing Agreement for Sun Country Airlines, DCRA will expend up to \$50,000 for the promotion of Sun County’s new air service to BOS, up to \$35,000 for promotion of the new SEA flights, up to \$35,000 for promotion of the new PDX flights, and up to \$25,000 for promotion of the new flights to BNA. Additionally, based on the CASSP, DCRA will waive landing fees for one year on Sun Country’s BOS flights, for nine months on the SEA and PDX flights, and for six months on the BNA flights.

NOW, THEREFORE, BE IT RESOLVED that the Dane County Executive and the Dane County Clerk are authorized to execute on behalf of Dane County an Air Service Promotion and Marketing Agreement for Sun Country Airlines providing promotional and marketing assistance and landing fee abatement to support Sun Country’s newly initiated non-stop round trip flights servicing BOS, SEA, PDX, and BNA, as set forth above.