



Strategic Development Committee

Airline Business Development Information Report

July 2018



METROPOLITAN WASHINGTON AIRPORTS AUTHORITY

New Air Service – Dulles International



October 4

Chattanooga, TN

Twice Daily Roundtrips

Regional Jet

50-Seats

October 4

Ithaca, NY

Twice Daily Roundtrips

Regional Jet

50-Seats

October 4

Scranton, PA

Twice Daily Roundtrips

Regional Jet

50-Seats

Note: United will cancel service between Newark and these 3 cities effective October 4



Meetings and Events



May 1

Destination DC's WeChat China
Forum
Washington, DC

- Tourism industry forum enabled Airports Authority staff to gain exposure to current information on China's social media platforms, and Chinese travel trends. As a result, the Airports Authority is able to more effectively promote air service to China.



May 10-12

Familiarization Tour
Washington, DC Region

- Airports Authority staff promoted Dulles International and the Washington, DC region to 8 United Airlines representatives from its Network Planning/Scheduling departments.



Meetings and Events (continued)



May 16-18

Transport Logistics
Air Cargo China
Shanghai, China

- Largest air freight industry conference in Asia. Airports Authority staff met with 14 airlines to discuss cargo opportunities at Dulles International.



June 3-7

2018 Jumpstart Air Service
Development Conference
Cleveland, OH

- North American air service development conference, focusing on smaller communities. Airports Authority staff met with 10 airlines and several airports to discuss both current and possible future service at Dulles International and Reagan National.



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