



FAST FACT SHEET: City Pair Program (CPP) FY20 Contract Awards

Participating Airlines

- **Awarded to 8 airlines:** United, American, Delta, Southwest, JetBlue, Hawaiian, Alaska and Silver Airways

Awarded Markets

- **Awarded to 12,015 markets in FY20** (9,591 Domestic and 2,424 International). Represents 90% of all trips flown by government travelers to complete their missions
- **2,564 markets awarded with Non-stop service**, for the first time CPP solicited all eligible non-stop service markets traveled by government travelers awarding 99%.
- The CPP results in **92.6% (or 11,130) of all awards having two discounted fares** - this provides flexibility for immediate travel and more deeply discounted fares for booking flights early

Savings

- Utilization of the FY20 City Pair Program is estimated to **save \$2.71B in FY20**. CPP fares benchmark **51% lower than commercial like fares** with no exchange fees, fully refundable, last seat availability, and no blackout dates.

Good News Stories

- Washington Reagan (DCA) – LaGuardia (LGA) at \$114 YCA/\$57 _CA benchmarks 59% lower than corporations
- Boston (BOS) – Washington Reagan (DCA) at \$84 YCA/\$44 _CA benchmarks 57% lower than corporations
- #1 International market (LON-WAS) benchmarks 67% less than corporations - \$299 YCA (no _CA), a decrease from \$318 in FY19
- The total FY20 contract value is **\$2.34B** compared to \$2.205B in FY19