



June 18, 2024

Scott Faulk
United States Department of Transportation
Office of Aviation Analysis
1200 New Jersey Ave SE
Washington, DC 20590

SkyWest Airlines' Essential Air Service Proposal for Eau Claire, WI.

Dear Mr. Faulk:

Attached is SkyWest Airlines' proposal to provide air service from Eau Claire, WI (EAU) to O'Hare International Airport (ORD).

SkyWest welcomes the opportunity to operate United Express service to the Eau Claire community. Our combination of safe and reliable aircraft, well-timed schedules, and access to one of the world's largest airline networks will provide passengers with quality air service and stimulate economic growth in the region. SkyWest will actively partner with the community to market the service with a variety of promotions including print, digital, radio and online.

As directed by the RFP, we will offer 12 subsidized weekly round-trip flights for a three-year term utilizing 50-seat CRJ200's.

Thank you for your consideration.

A handwritten signature in blue ink, appearing to read "Daniel Belmont", written over a light blue circular stamp or watermark.

Daniel Belmont

Director – Market Development

SkyWest Airlines



SkyWest Airlines
Essential Air Service Bid
6/18/2024

	ORD
	<u>EAU</u>
Number of round trips per week	12.0
Aircraft type	CRJ-50 Seat
Passenger Revenue	
Passengers	34,944
Average fare	<u>\$ 85.00</u>
Revenue	\$ 2,970,240
Block Time	
Trip block time (minutes)	79
Total scheduled block time	1,643
Total completed block time	1,594
RPMS	
Passengers	34,944
Stage length	<u>269</u>
Total RPMs	9,399,936
ASMs	
Scheduled departures	1,248
Competed departures	1,211
Stage length	269
Available Seats	<u>50</u>
Total ASMs	16,785,600
Revenue	\$ 2,970,240
Marketing Costs	\$ 20,000
Direct operating expenses	\$ 5,122,574
Departure related	\$ 3,154,583
ASM related	<u>\$ 156,442</u>
Total expenses	\$ 8,453,598
Operating income (loss)	\$ (5,483,358)
5% profit margin	<u>\$ 422,680</u>
Annual subsidy requirement (Year 1)	\$ 5,906,038
Annual subsidy requirement (Year 2)	\$ 6,319,461
Annual subsidy requirement (Year 3)	\$ 6,761,823
Effective Subsidy rate per unit	
Subsidy per trip	\$ 4,879
Subsidy per passenger	\$ 169
Load factor	56%