

AIRPORT ADVISORY COMMITTEE AGENDA

Airport Advisory Committee
NOTICE OF PUBLIC MEETING
Saturday, April 7, 2018
1:00 p.m.

Airport Administration Conf. Room
6546 Crystal Lane
Prescott, Arizona 86301
(928) 777-1114

The following Agenda will be considered by the Airport Advisory Committee at the meeting to be held **Saturday, April 7, 2018**, in the Upper Level Conference Room at the Prescott Airport Administration Building, located at **6546 Crystal Lane, Prescott, AZ 86301**. Notice of this meeting is given pursuant to Arizona Revised Statutes, Section 38-431.02.

- A. Call to Order
- B. Roll Call / Introductions
- C. Agenda item - DOT Emergency Request for Proposals for Replacement EAS (Interim) Service at PRC
- D. Adjournment

The City of Prescott endeavors to make all public meetings accessible to persons with disabilities, special assistance can be provided for sight and/or hearing impaired persons at public meetings. Please call 777-1272 or 777-1100 (TDD) by 5pm on Friday, April 6, 2018, to request an accommodation to participate in the meeting.

CERTIFICATION OF POSTING OF NOTICE

The undersigned hereby certifies that a copy of the foregoing notice was duly posted at Prescott City Hall on 4-6-18 at 12:45 p.m. in accordance with the statement filed by the Prescott City Council with the City Clerk.

Cindy Pemberton For
Maureen Scott, City Clerk



**UNITED STATES OF AMERICA
DEPARTMENT OF TRANSPORTATION
OFFICE OF THE SECRETARY
WASHINGTON, D.C.**

Issued by the Department of Transportation
on the 27th of March, 2018

Essential Air Service at

**PAGE, ARIZONA
PRESCOTT, ARIZONA**

under 49 U.S.C. § 41731 *et seq.*

**DOCKET DOT-OST-1997-2694
DOCKET DOT-OST-1996-1899**

EMERGENCY REQUEST FOR PROPOSALS FOR REPLACEMENT SERVICE

Summary

By this order, the U.S. Department of Transportation (the Department) is requesting proposals, with or without subsidy requests, from carriers interested in providing replacement service at Page and/or Prescott, Arizona. Because of the emergency nature of this case, proposals are due by April 3, 2018.

Background

By Orders 2017-5-15 (May 24, 2017) and 2017-2-14 (February 23, 2017), the Department selected Great Lakes Airlines to provide Essential Air Service (EAS) at Page and Prescott, respectively. At Page, Great Lakes was selected to provide 12-24 weekly nonstop round trips (based on seasonality) to Phoenix Sky Harbor International Airport and/or Denver International Airport, using 19-seat Beech 1900D aircraft, for an annual subsidy of \$2,282,818. At Prescott, Great Lakes was selected to provide 12 weekly nonstop round trips to Los Angeles International Airport, using 30-seat Brasilia EMB-120 aircraft, for an annual subsidy of \$2,798,419. After the close of business on March 26, 2018, the Department received an e-mail from Great Lakes stating, "All revenue flying is ending tonight." Great Lakes suspended all of its operations, including those at Page and Prescott, notwithstanding that 49 U.S.C. § 41734 prohibits the carrier from suspending service before 90 days.¹

Decision

Great Lakes' suspension of service leaves both communities without any scheduled air service.² Therefore, the Department is requesting emergency replacement proposals.

¹ A notice of service suspension was posted on Great Lakes' website at www.flygreatlakes.com. The carrier failed to provide to the Department the notice required under 49 U.S.C. § 41734.

² Great Lakes is also the only carrier providing EAS at Salina, Kansas. However, by Order 2017-12-22, the Department selected SkyWest Airlines as Salina's EAS carrier, and SkyWest is scheduled to start full EAS on April 9, 2018.

Request for Proposals

The Department is seeking proposals, with or without subsidy requests, from carriers interested in providing replacement service at either or both of these communities. Because of the emergency nature of this case, we will shorten the time for proposals. Proposals are due by April 3, 2018. The Department will docket the proposals, thereby making them public, and direct each carrier to serve a copy of its proposal on the civic parties and other applicants. Shortly afterwards, we will provide a summary of the proposals to the communities and ask them to promptly submit their final comments. The Department will give full consideration to all proposals that are timely filed.³

Interested carriers should prepare their proposals with every expectation that their initial proposals will represent their *final* and *only* proposals. However, we retain the discretion to negotiate proposals with carriers when we deem it desirable; in such cases, we will give all applicants the same opportunity. We also retain the discretion to reject outright all unreasonable or unrealistic proposals and resolicit a new round of proposals. Negotiation or rejection are only occasional exceptions to the rule.

The Department is here providing interested carriers with basic information to serve as guidance when they prepare their proposals, but we will not prescribe a precise format for their proposals. The Department expects proposals to adequately describe the service being proposed and the annual amount of subsidy being requested. The applicants can make their own judgments as to the level of detail they wish to present; however, they may want to include proposed schedules as well as supporting data for any subsidy requests, such as projected block hours, revenues, and expenses. We strongly encourage clear, well-documented proposals that will facilitate their evaluation by the community and the Department. Carriers should be very clear as to whether a specific community's proposal is on a stand-alone basis, or whether it is a two-city, inseparable package. In addition, because of the emergency nature of this case and the potential loss of all service at these communities, we expect carriers to include realistic proposed start-up dates, and we may consider this timetable along with the statutory carrier-selection criteria.⁴

Regarding specific levels at Page and Prescott, the Department expects proposals consisting of service with capacity levels comparable to those in the existing award Orders. For Prescott, the Department expects two round trips a day (12 round trips a week) with 30-seat or larger aircraft for each community. If 8- or 9-seat aircraft are proposed, additional frequencies may be considered. For Page, two to four round trips per day, based on seasonality (not four round trips year round), should be proposed with 8- or 9-seat aircraft. If larger aircraft are contemplated for Page, 12 round trips per week are expected. Service to any suitable large or medium hub airport,

³ Carriers should not expect the Department to accept late filings. In cases where a carrier proposes to provide EAS without subsidy and we determine that service can be reliably provided without such compensation, we do not proceed with the carrier-selection case. Instead, we typically rely on that carrier's subsidy-free service as proposed.

⁴ In selecting a carrier to provide subsidized EAS for an eligible place not in Alaska, 49 U.S.C. § 41733(c)(1) directs us to consider five factors: (a) service reliability; (b) contractual and marketing arrangements with a larger carrier at the hub; (c) interline arrangements with a larger carrier at the hub; (d) community views, giving substantial weight to the views of the elected officials representing the users; and (e) whether the carrier has included a plan in its proposal to market its service to the community. In addition, the Consolidated Appropriations Act, 2018, Pub. L. 115-141 states that, when selecting a carrier to provide EAS, the Department may consider the relative subsidy requirements, thus codifying a factor that has been considered since the inception of the program. Interested carriers should also be aware that our general provisions governing EAS will be included in the selection Order as part of our authorization of subsidy for the selected service. Appendix C of this Order contains those general provisions.

including those located in Denver, Los Angeles, Phoenix, or Salt Lake City, should be proposed. Carriers are also welcome to propose more than one service option, if they envision other, potentially more attractive service possibilities with subsidy requirements that remain competitive. As always, we will solicit community views on such options before making a long-term carrier-selection decision.

Air carriers that can start as soon as possible with interim service, before a long-term selection order is issued, may also propose service, and should specifically state in their proposals that it is envisioned to be short-term. Carriers interested in proposing both interim and long-term service should submit separate and distinct proposals for each. The Department may elect to consider the interim and long-term proposals on separate tracks.

Traffic

To help carriers make traffic and revenue projections, historical traffic data are included in Appendix B.

Community Eligibility

Additionally, 49 U.S.C. § 41731(a)(1)(B) provides that a community must maintain an average of 10 enplanements per service day, as determined by the Secretary of Transportation, during the most recent fiscal year, to remain eligible for EAS. Locations in Alaska and Hawaii, and communities that are more than 175 driving miles from the nearest large or medium hub airport, are exempt from this requirement. Prescott is within 175 miles of Phoenix Sky Harbor International Airport (PHX), a large-hub airport, and is subject to this requirement.

Further, the Department of Transportation and Related Agencies Appropriations Act, 2000, Pub. L. 106-69, prohibits the Department from subsidizing EAS to communities located within the 48 contiguous States with a subsidy per passenger subsidy amount exceeding \$200, unless the community is located more than 210 miles from the nearest large- or medium-hub airport. The FAA Modernization and Reform Act of 2012, Pub L. 112-95, provides that the Secretary of Transportation may waive the \$200 subsidy cap, subject to the availability of funds, on a case-by-case basis, for a limited period of time. Prescott is located within 210 miles of a large or medium hub airport, thus, is subject to the \$200 subsidy cap.⁵

In order to be compliant with the above requirements, the Department expects the airline and the community to work together to ensure it will remain eligible for EAS.

Page is located more than 210 miles from the nearest large- or medium-hub airport, and is not subject to either requirement.

Other Carrier Requirements

The Department is responsible for implementing various Federal statutes governing lobbying activities, drug-free workplaces, and nondiscrimination.⁶ Consequently, all carriers receiving Federal subsidy for EAS must certify that they are in compliance with Department regulations regarding drug-free workplaces and nondiscrimination, and those carriers whose subsidies

⁵ See Order 2016-8-21 (August 29, 2016) for details regarding Prescott's eligibility.

⁶ The regulations applicable to these areas are: (1) 49 CFR Part 20 -- New restrictions on lobbying; (2) 49 CFR Part 21 -- Nondiscrimination in federally-assisted programs of the Department of Transportation -- Effectuation of title VI of the Civil Rights Act of 1964; 49 CFR Part 27 -- Nondiscrimination on the basis of disability in programs and activities receiving or benefiting from Federal financial assistance; and 14 CFR Part 382 - Nondiscrimination on the basis of disability in air travel; and (3) 49 CFR Part 29 -- Government-wide debarment and suspension (non-procurement) and government-wide requirements for drug-free workplace (grants).

exceed \$100,000 over the life of the rate term must also certify that they are in compliance with the regulations governing lobbying activities. Because the Department is prohibited from paying subsidy to carriers that do not submit these documents, all carriers that plan to submit proposals involving subsidy should be aware that the selected carrier will be expected to complete the required certifications. Interested carriers requiring more detailed information regarding these requirements as well as copies of the certifications should contact the Office of Aviation Analysis at (202) 366-5903.⁷

Community and State Comments

The communities and State of Arizona are welcome to submit comments on the proposals at any time. As noted earlier, shortly after proposals are submitted, we will provide a summary of the proposals to the civic parties and ask them to promptly submit their final comments.

This Order is issued under authority delegated in 49 CFR 1.25a(b)(6)(ii)(D) and re-delegated to the Director, Office of Aviation Analysis in 14 CFR 385.12(k)(6).

ACCORDINGLY,

1. The Department requests that carriers interested in providing Essential Air Service at Page and/or Prescott, Arizona, submit their proposals, with subsidy requests if necessary, no later than April 3, 2018. The proposals should be sent to EAS@dot.gov and michael.gormas@dot.gov with the title "Proposal to Provide Essential Air Service at [Page and/or Prescott];"⁸
2. These dockets will remain open until further order of the Department; and
3. The Department will serve copies of this order on the civic officials of Page and Prescott, Arizona, the airport managers at Page Municipal Airport and Prescott Municipal Airport, and the courtesy distribution list for EAS proposals.

By:

TODD M. HOMAN
Director
Office of Aviation Analysis

(SEAL)

*An electronic version of this document is available
at www.regulations.gov*

⁷ The certifications are also available on the web at <https://www.transportation.gov/policy/aviation-policy/small-community-rural-air-service/essential-air-service>.

⁸ Questions regarding filings in response to this order may be directed to Michael Gormas at (202) 366-1853 or Michael.Gormas@dot.gov.

AFFECTED COMMUNITIES AND NEARBY HUBS



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Passenger Traffic at Page¹

Sum of T110_Rpax		Direction			
Airport_1	Year	Month	Deplanements	Enplanements	Grand Total
PGA	2016	1	63	55	118
		2	168	135	303
		3	202	220	422
		4	574	250	824
		5	560	261	821
		6	756	347	1103
		7	1268	452	1720
		8	824	486	1310
		9	565	470	1035
		10	500	336	836
		11	211	254	465
		12	147	155	302
	2016 Total		5838	3421	9259
	2017	1	129	149	278
		2	109	134	243
		3	280	230	510
		4	720	264	984
		5	792	375	1167
		6	954	510	1464
		7	967	530	1497
		8	798	559	1357
		9	680	493	1173
		10	478	443	921
		11	232	274	506
		12	173	173	346
	2017 Total		6312	4134	10446
	2018	1	152	169	321
		2	152	169	321

¹ Source: Bureau of Transportation Statistics: Schedule T-100. Only reflects data currently available at this time.

Passenger Traffic at Prescott

Sum of T110_Rpax	Direction				
Airport_1	Year	Month	Deplanements	Enplanements	Grand Total
PRC	2016	1	224	203	427
		2	223	216	439
		3	265	263	528
		4	188	191	379
		5	247	253	500
		6	278	241	519
		7	284	276	560
		8	278	295	573
		9	251	257	508
		10	290	303	593
		11	414	406	820
		12	532	531	1063
	2016 Total		3474	3435	6909
	2017	1	381	393	774
		2	360	353	713
		3	537	532	1069
		4	476	467	943
		5	601	644	1245
		6	565	574	1139
		7	574	579	1153
		8	586	610	1196
		9	418	408	826
		10	469	496	965
		11	392	404	796
		12	412	406	818
	2017 Total		5771	5866	11637
	2018	1	408	411	819
		2	408	411	819

Example of General Terms and Conditions for Essential Air Service

The carrier understands that it may forfeit its compensation for any flights that it does not operate in conformance with the terms and stipulations of the rate Order, including the service plans outlined in the Order and any other significant elements of the required service, without prior approval. The carrier understands that an aircraft take-off and landing at its scheduled destination constitutes a completed flight; absent an explanation supporting subsidy eligibility for a flight that has not been completed, such as certain weather cancellations, only completed flights are considered eligible for subsidy. In addition, if the carrier does not schedule or operate its flights in full conformance with the Order for a significant period, it may jeopardize its entire subsidy claim for the period in question. If the carrier contemplates any such changes beyond the scope of the Order during the applicable period of these rates, it must first notify the Office of Aviation Analysis in writing and receive written approval from the Department to be ensured of full compensation. Should circumstances warrant, the Department may locate and select a replacement carrier to provide service on these routes. The carrier must complete all flights that can be safely operated; flights that overfly points for lack of traffic will not be compensated. In determining whether subsidy payment for a deviating flight should be adjusted or disallowed, the Department will consider the extent to which the goals of the program are met and the extent of access to the national air transportation system provided to the community.

If the Department unilaterally, either partially or complete, terminates or reduces payments for service or changes service requirements at a specific location provided for under this Order, then, at the end of the period for which the Department does make payments in the stipulated amounts or at the stipulated service levels, the carrier may cease to provide service to that specific location without regard to any requirement for notice of such cessation. Those adjustments in the levels of subsidy and/or service that are mutually agreed to in writing by the Department and carrier do not constitute a total or partial reduction or cessation of payment.

Subsidy contracts are subject to, and incorporate by reference, relevant statutes and Department regulations, as they may be amended from time to time. However, any such statutes, regulations, or amendments thereto shall not operate to controvert the foregoing paragraph.

Funds may not be available for performance under this Order beyond [DATE]. The Government's obligation for performance under this Order beyond [DATE], is subject to the availability of funds from which payment for services can be made. No legal liability on the part of the Government for any payment may arise for performance under this Order beyond [DATE], until funds are made available to the Department for performance. If sufficient funds are not made available for performance beyond [DATE], the Department will provide notice in writing to the carrier.

All claims for payment, including any amended claims, must be submitted within 90 days of the last day of the month for which compensation is being claimed. For example, claims for service provided in July must be filed by October 31st; August claims must be submitted by November 30th, and so on.



ADVANCED AIR

ESSENTIAL AIR SERVICE PROPOSAL INTERIM SERVICE

DOT-OST-1996-1899

Prescott, Arizona

April 3, 2018



WHO WE ARE

Advanced Air, LLC is an innovative, service-oriented aviation company headquartered in Hawthorne, California, approximately three miles from LAX. We were founded in 2005 by our President, Levi Stockton, as an FAA approved, Part 135, On-Demand Air Carrier focused on superlative aircraft management and on demand charter. Today, Advanced Air has over 80 employees and 13 aircraft operated in both scheduled and on-demand service. Our successful growth is driven by our adherence to our core values of: safety, security, teamwork and reliability. We are in this business for the long run and take a disciplined, thoughtful approach to growth opportunities. We value enduring customer relationships built on mutually beneficial outcomes.

Since receiving our Commuter Air Carrier Authority in 2017, we have worked diligently to invest in the infrastructure required and capitalize on existing distribution channels. We are connected to the major Global Distribution Systems (GDS) utilized by travel agents and industry professionals, including Amadeus and Sabre. Additionally, you will see us on Online Travel Agencies including Expedia, Travelocity, and Orbitz.

More than a decade of commitment, collaboration and capital from a dedicated team of entrepreneurs and professionals who share a passion for aviation has been the foundation of Advanced Air's success. Our relationships are built on trust and transparency and each passenger entrusted to the care of this team represents a valued asset.

OUR COMMERCIAL OPERATIONS

Current Scheduled Operations

Advanced Air has supported scheduled flying for both Surf Air and JetSmarter since 2013. These two app- based brokerage services offer their members scheduled flights between major metropolitan areas to increase the efficiency of business travel. We provide lift for these operators to numerous airports in the Western U.S. including Hawthorne (Los Angeles), Santa Barbara, San Diego, San Carlos, Truckee, Monterey, Oakland, Las Vegas, Carson City and Scottsdale. On average, Advanced Air offers 40 scheduled flights per week. Over the four year period, our completion factor has been 99% with an average on time arrival rate of 98%.

We have not cancelled a flight since 2013
&
have a 98% on time departure rate.

2080

2017 SCHEDULED
DEPARTURES

6

AVERAGE DAILY
DEPARTURES

17K

TOTAL PASSENGERS
FLOWN 2017



ADVANCED AIR

FLIGHTS

Service to Santa Barbara, San Diego, Palm Springs, Las Vegas, Scottsdale, Monterey, The San Francisco Bay Area, Mammoth, and Tahoe.





OUR REPUTATION WITH CUSTOMERS

Advanced Air prides itself in providing excellent, reliable service and our customers agree:

“Advanced Air has been supporting Surf Air’s scheduled flight operations since the beginning of 2013. Advanced Air has an impeccable on-time performance and segment completion record. Aircraft, Crew, and Management have always been professional and continue to be a true pleasure to work with. We highly recommend Advanced Air as an air carrier and partner.”

Ido Gruberger SVP Strategy & Operations, SURF AIR

“Advanced Air has been our primary scheduled shuttle operator on the West Coast, providing service between Los Angeles, Las Vegas, The San Francisco Bay Area, and Scottsdale. On-time performance and reliability are greater than 98%. We recognize Advanced Air as a quality partner and recommend the company as a superior scheduled air service provider.”

Joseph E. Gnaster SVP of Aviation Partnerships, JETSMARTER

Distribution Channels

Advanced Air has all of the infrastructure required to sell tickets via the Global Distribution System (GDS), its own website and all Online Travel Agencies (OTAs). In addition to conventional channels, Advanced Air also has access to app-based booking systems like JetSmarter, SurfAir, and Blackbird which offer a highly efficient marketing channel direct to a curated group of business and leisure travelers across California and the Southwestern US.

EAS Contracts

While this package represents our first bid on an EAS service, our deep commitment to operational excellence and our focus on metered, sustainable growth make us an ideal candidate for long term partnership. We are not interested in spreading our operation across the United States at the cost of our focus on reliability and partnership. We would like to form a focused partnership with a select few communities and work diligently to provide a great product to local residents.



AIRCRAFT AND FLIGHT OPERATIONS

Safety

Since our founding, we have continually invested in technology and our personnel to create and unwavering culture of safety, service and professionalism. Safety is our highest priority and as such we have built a reputation in the industry backed by the endorsement of multiple third party auditors.

We are ARGUS Platinum, IS-BAO Stage II Certified and an active participant in the Air Charter Safety Foundation Registered.

Additionally, Advanced Air's flight crew training and experience exceed FAA requirements. We operate an active Safety Management System and have built a program that includes scenario based simulator training at FlightSafety International.



Air Charter Safety Foundation Registered

The foundation leads and supports the advancement of the highest safety standards available to allow the business, charter and fractional ownership industry to offer the safest air transportation products in the world and to provide objective information about these standards and services to the public.



ARGUS Platinum Rating

The world's most prestigious third-party vetting system for charter operations. This Platinum rating is granted only to operators who, after completing a rigorous operations, maintenance, and safety audit by industry experts, demonstrate that their procedures meet what is considered to be the "best practices."



IS-BAO Stage II Certified

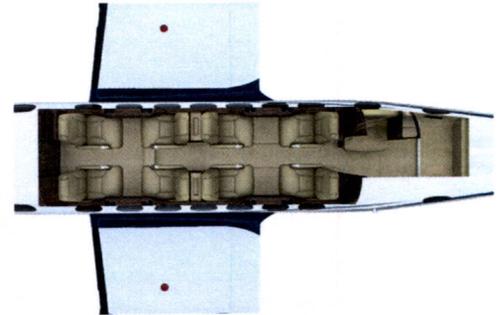
A code deemed by the International Business Aviation Council to be the best practices designed for achieving high levels of safety and professionalism for business aircraft operations.

The Aircraft

For scheduled service, Advanced Air primarily operates the King Air 350 – a highly efficient twin turboprop. Our aircraft are maintained meticulously and flown by two pilots with over 2500 hours of total time and over 500 hours in type. All Captains are ATP rated with a King Air 350 type rating and annual simulator based training at Flight Safety International.

Additionally, our aircraft feature:

Two sets of club seating, pressurized cabin, power outlets and free Wifi, an enclosed lavatory





PROPOSAL FOR SERVICE TO PRESCOTT, AZ

Overview

Our proposals will be flown by 9 seat King Air 350 aircraft on a interim basis. Advanced Air can begin service with 7 day or less notice. This interim proposal requires a minimum of a 180 day contract which will be pro rated based on the annual proposal. The interim proposal is also subject to a \$50,000 fee to cover the temporary duty assignment of staff to expedite the start of operations.. In order to improve community awareness of our service we would plan to invest \$50,000 annually in various forms of marketing. Our service will initially operate via Hawthorne Airport. We will provide a complementary van and luggage transfer to any terminal in LAX. The shuttle typically takes less than 20 minutes.

Community Input

After the bids are submitted, Advanced Air will work with communities to schedule meet and greet times where residents can ask questions and provide feedback, see our aircraft and get to know our leadership team.

Luggage

No luggage fees. For luggage unable to make a flight due to aircraft capacity that luggage will be added to the next scheduled flight to the desired destination.



PROPOSAL FINANCIAL DETAIL**OPTION 1: 13 Weekly Round Trips to Hawthorne***Operations*

<i>Scheduled Flights</i>	1352
<i>Completed Flights</i>	1324
<i>Scheduled Block Hours</i>	2164
<i>Scheduled Seats</i>	12168

Revenue

<i>Passengers</i>	6500
<i>Average Net Fare</i>	\$ 145
<i>Implied Seat Factor</i>	53%
<i>Passenger Revenue</i>	\$ 942,500
<i>Total Revenue</i>	\$ 942,500

Expenses

<i>Fuel</i>	\$ 946,400
<i>Ownership</i>	\$ 822,016
<i>Maintenance and Reserves</i>	\$ 919,360
<i>Crew</i>	\$ 487,802
<i>Airport Rent</i>	\$ 50,000
<i>Landing Fees</i>	\$ 67,600
<i>Staff</i>	\$ 150,000
<i>Insurance</i>	\$ 32,448
<i>Marketing and Distribution</i>	\$ 50,000
<i>Other Indirect Costs</i>	\$ 50,000
<i>Total Costs</i>	\$ 3,575,626

<i>Profit Element</i>	\$ 198,881
<i>Margin</i>	5%

<i>Total Subsidy</i>	\$ 2,832,007
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**OPTION 2: 7 Weekly Round Trips to Hawthorne and 13 Weekly Round Trips to Phoenix***Operations*

<i>Scheduled Flights</i>	2080
<i>Completed Flights</i>	2038
<i>Scheduled Block Hours</i>	2112
<i>Scheduled Seats</i>	18720

Revenue

<i>Passengers</i>	9000
<i>Average Net Fare</i>	\$ 90
<i>Implied Seat Factor</i>	48%
<i>Passenger Revenue</i>	\$ 810,000
<i>Total Revenue</i>	\$ 810,000

Expenses

<i>Fuel</i>	\$ 923,650
<i>Ownership</i>	\$ 802,256
<i>Maintenance and Reserves</i>	\$ 897,260
<i>Crew</i>	\$ 476,076
<i>Airport Rent</i>	\$ 100,000
<i>Landing Fees</i>	\$ 67,600
<i>Staff</i>	\$ 100,000
<i>Insurance</i>	\$ 67,558
<i>Marketing and Distribution</i>	\$ 50,000
<i>Other Indirect Costs</i>	\$ 50,000
<i>Total Costs</i>	\$ 3,534,400

<i>Profit Element</i>	\$ 183,771
<i>Margin</i>	5%

<i>Total Subsidy</i>	\$ 2,908,171
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EXHIBIT A: KING AIR 350 TECHNICAL SPECIFICATIONS

Adventure & Comfort:

The most comfortable solution for short-haul flights, the King Air 350 is the latest version of one of the most reliable airplanes ever built. We operate seven King Air 350s all with seating in a double-club configuration and free Wi-Fi. Each aircraft is equipped with the advanced Garmin G1000 flight deck featuring “safe taxi” and XM weather, providing the crew with optimum position awareness. In addition the aircraft features Raisbeck wing lockers, which increase the total cargo space to 71 cu. ft. The performance of the King Air 350 allows for year round operations out of all airports in this bid with maximum passenger loads and luggage.





EXHIBIT B: JETCENTER LOS ANGELES

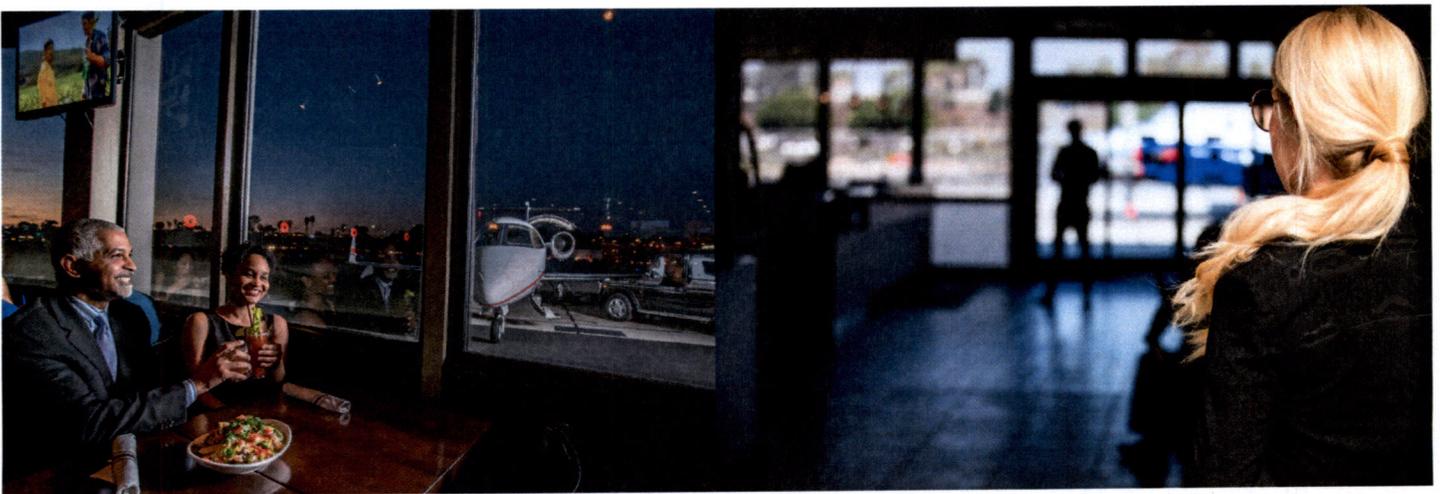
Hawthorne Airport is located just 3 miles from LAX. Operations out of Hawthorne offer both connecting and local customers a wide variety of benefits.



Connect to any airline at LAX – For connecting passengers, we offer a seamless transfer to any terminal in LA. This means that as a customer you can take advantage of the full range of LAX service offerings, rather than a limited set of interline partners. We'll make it easy for you and help you with your luggage. The complementary shuttle to LAX will be waiting plane side upon your arrival and have you at your terminal of choice in under 20 min at LAX. For passengers connecting from LAX to Hawthorne the complementary shuttle will pick you up at designated pick up locations at LAX and drop you plane side at Hawthorne.

Car service for local passengers – If LA is your final destination, you can avoid the headache of picking up your rental car with our onsite service. Your car will be waiting for you on the tarmac when you land as long as you book with proper notice.

A quiet place to work in our private terminal space – Our spacious FBO facility offers free WiFi, snacks and drinks. Comfy sofas offer customers a quiet place to work while they wait for departure or enjoy a beer at our onsite brewpub, Eureka.



Save time by avoiding air traffic and operations delays – at Hawthorne, the taxi to the runway is 50 feet and operations are exempt from traffic metering implemented during peak times at LAX. As a customer, you'll rarely wait longer than a few minutes to take off. In the event of delays, you can wait in the comfort of our lounge and board right at departure time.



EXHIBIT C: LEADERSHIP TEAM



Levi Stockton

Levi Stockton is the President of Jet Center Los Angeles. He is also the President and Chief Pilot of Advanced Air, LLC. Stockton's flight career started at Sierra Aeronautical Academy in the Bay Area. After flight training, Stockton worked as a flight instructor in both the Air China and Korean Air training programs with Sierra Academy. He earned his first type rating in the Metroliner SA227 at the age of 20 flying cargo; from Cargo he moved to a regional Airline on the East Coast. In 2005, Stockton partnered with a group of real estate investors and in 2007 was issued a Part 135 Air Carrier Certificate for his company Advanced Air. While Stockton operates both Advanced Air, LLC and Jet Center Los Angeles, Stockton is an active line pilot, flying both the King Air 350's and the Pilatus PC-12's. Stockton holds an Airline Transport Pilots (ATP) license, has several thousand flight hours, a position on the Board at the Air Charter Safety Foundation, and is the managing partner of the many properties his partnership has at the Hawthorne Airport, including the Master Lease.



Donny Sandusky

Donny Sandusky is the Executive Vice President of Jet Center Los Angeles and Advanced Air, LLC. Sandusky holds a Bachelor of Science degree in Professional Aeronautics from Embry-Riddle Aeronautical University. Sandusky started his flying career at Sierra Academy of Aeronautics in the Bay Area, as a student then becoming a flight instructor. After Sierra Academy, he became a freelance flight instructor and worked in construction as a superintendent, estimator and finally a project manager along with earning his general contracting license. Sandusky joined Advanced Air in 2010 as a General Manager. Along with his Executive Vice President duties, Sandusky is an ATP rated line pilot on Advanced Air's King Air 350s in which he holds a type rating.



Michael Wootton

Michael Wootton is the Vice President of Operations of Advanced Air, LLC. Mr. Wootton studied Criminology at the University of Texas of the Permian Basin, before beginning flight training at Sierra Academy of Aeronautics in Oakland, CA. Upon completion of his training Michael continued his tenure at Sierra Academy as a flight instructor, before moving into the part 135 on demand and fractional aircraft business. He holds an Airline Transport Pilot certificate with type ratings in the SA227, Hawker 800, Falcon 20, LR Jet series aircraft and Lear 45.

Michael has served as a line Captain and Flight Instructor for most of these aircraft for which he holds type ratings and additionally has served as a Check airman on the Lear 45. Complementing his flight experience are Michael's years of experience serving as Chief Pilot and Director of Operations in the charter industry. Michael joined Advanced Air, LLC in 2016 bringing a broad base of experience from different sectors of the Charter and Fractional world.



Barbara Hunt

Barbara Hunt joined the team in early 2017 as the VP of Business Operations for Advanced Air Charters LLC and Jet Center Los Angeles. After an early career transition from hotel management to aviation management, she was part of a small executive team who helped build a small single-aircraft charter company into a successful full-service aviation company. Her career has included roles in Operations Management, Charter Management, Human Resources, Sales & Marketing, Customer Service & Client Relations, Aircraft Sales Administration, Accounting and Finance.



EXHIBIT B: LEADERSHIP TEAM



Douglas Galbraith

Douglas Galbraith is the Assistant Chief Pilot for Advanced Air Charters, LLC. He is a Southern Illinois University graduate with a Bachelor's of Science degree in Aviation Management and an Associate of Science degree in Commercial Aviation. Before Advanced Air, he was a Gold Seal Flight Instructor at Beach Cities Aviation Academy, teaching all levels of flight training from Private Pilots to Certified Flight Instructors. Galbraith has been flying with Advanced Air Charters since 2014 and qualified as Pilot in Command in both the Pilatus PC-12 and King Air 350.



Tony Pint

Tony Pint is the Director of Maintenance for Advanced Air, LLC. With over 15 years in the Aviation Maintenance business Tony has vast experience with Turbo Prop and Jet aircraft and is the go to authority for all FAA maintenance regulations. Tony also possesses a Private Pilots Certificate.



Chris O'Neil

Chris O'Neill is the Director of Training. Chris translates his experience as an Army C-12 Captain to our corporate flight department with the efficiency and effectiveness you'd expect from a Officer in the military. Chris finds it enjoyable to share his knowledge of leadership and aircraft operations within the corporate world.



Janice Lambert

Janise Lambert is the Director of Safety for Advanced Air, LLC. She has worked as a flight instructor for Orange County Flight Center as well as a pilot for West Coast Aviation Services and Wheels Up. Lambert completed all of flight training in South Florida and has over 5 years of experience flying King Airs. Lambert joined Advanced Air in 2014 and is an active pilot.



Aaron Krieger

Aaron joined the team in 2017 and brings his expertise as an Business Aviation Consultant. Aaron is the go-to source for Aircraft Management, Jet Charter Flights and Aircraft Sales. Aaron started his career at Galvin Flying in Seattle and using his deep understanding of the industry and market to generate opportunities for our managed aircraft owners, the company and its charter customers. Aaron is a former airline first officer, current flight instructor and aviation enthusiast.

Essential Air Service Proposal



Prescott, AZ

DOT-OST-1996-1899

April 3, 2018



About Boutique Air

Our Story

Headquartered in San Francisco, California, Boutique Air has been in operation since 2007. We began by flying fire surveillance missions for the U.S. Forestry Service and Bureau of Land Management. We evolved to provide air charter services across the west coast with our fleet of Pilatus and Cessna aircraft. As a charter operator we have received certifications from both industry-leading safety organizations, ARG/US and Wyvern. Boutique Air employs pilots that are highly experienced and hold the most advanced FAA ratings - a key reason for our continued perfect safety record.

In July of 2012, Boutique Air applied for commuter operating authority from the Department of Transportation. We quickly passed tests on financial fitness and management competency, receiving authority for scheduled service in January of 2014. We began flying scheduled service between Los Angeles and Las Vegas in January of 2014.

We have worked to develop effective distribution channels. We have connections in place with all of the major Global Distribution Systems (GDSs), which travel agents use to access the market. You will find us on Worldspan and Galileo (Travelport), Sabre, and Amadeus. In addition, we are on the major Online Travel Agencies (OTAs), including Expedia, Travelocity, Priceline, Orbitz, CheapTickets, and CheapOAir.

EAS Contracts

On April 22, 2014 Boutique Air received its first EAS contract when the DOT selected the airline to provide service between Clovis and DFW. Since then, we have continued our track record of success and now serve 17 different EAS communities and operate out of 30 different airports. Continuing on a path of successful growth in the EAS market, Boutique Air began service to Dodge City, KS in January of 2018.



What People Are Saying About Boutique Air

*Boutique Air PC-12, one of the **best turboprop aircraft** on the market!... Give them a try!!*

-Tarek A. via Yelp.com

*We also feel that the PC-12 aircraft bid by Boutique Air presents the **safest and most comfortable option for the traveling public.***

-Hon. Mayor David Lansford in Recommendation Letter
City of Clovis, NM

*Flew with Boutique from LA to Vegas and back and must say I was extremely surprised. From the ease of check-in, To the flight itself, **the whole process was great.** Price was competitive with any other airline out there. I plan on flying boutique for all my Vegas outings, and may even look into renting the whole plane for a group trip. Thanks Boutique!*

-Kevin J. via Yelp.com

*We find that Boutique Air is fit, willing and able to operate as a commuter air carrier, and **capable of providing reliable Essential Air Service...***

-Susan L. Kurland in Clovis EAS Award
Asst. Sec. for Aviation and International Affairs
US DOT

*Right now Boutique Air is a **very cool secret.***

-Examiner.com

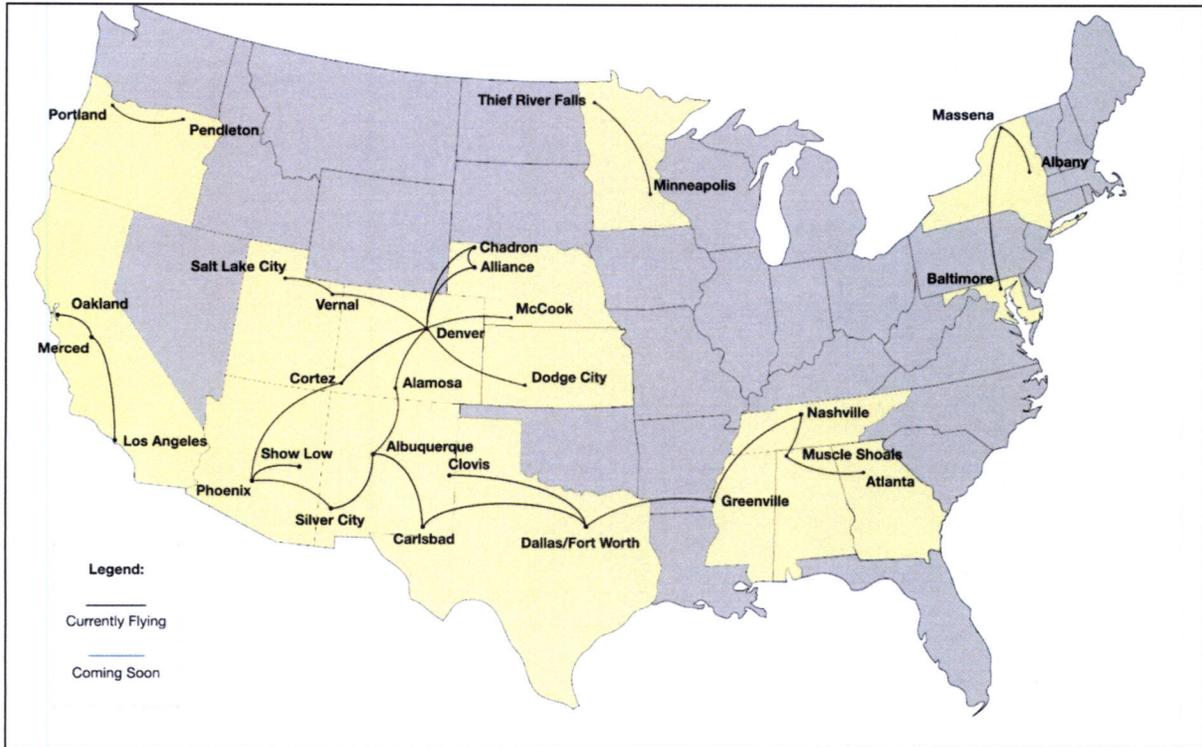
*Flew with Boutique Air from LA to Las Vegas round trip and it was a great experience. **Good service, on time departures, and a hassle free and nice way to travel in general.** A really nice pilot and copilot as well.*

-Patrick S. via Yelp.com

***Smooth flights and personable staff** are part of the experience...*

-Clovis News Journal

Route Map



Aircraft:

Boutique Air currently operates a modern fleet of Pilatus PC-12 and Beechcraft King Air 350 aircraft. All flights are flown by Captains with over 1,200 hours of flight experience and an instrument rating. While we are certified to fly single pilot we opt to fly with a two pilot crew. Boutique Air ensures pilots provide a level of customer service beyond that of normal commercial airlines.

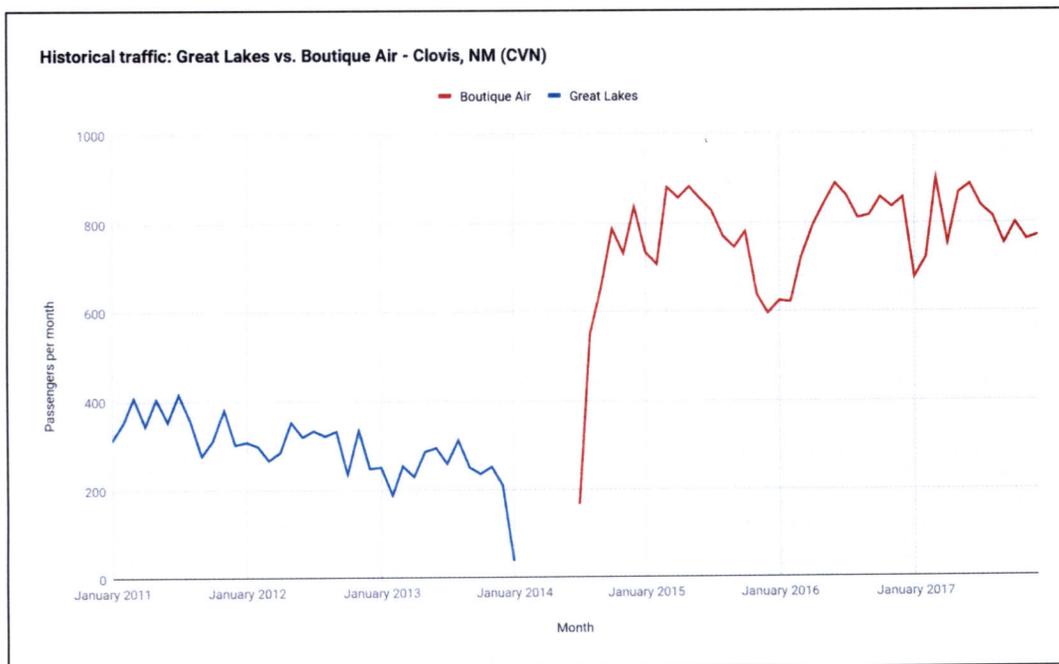
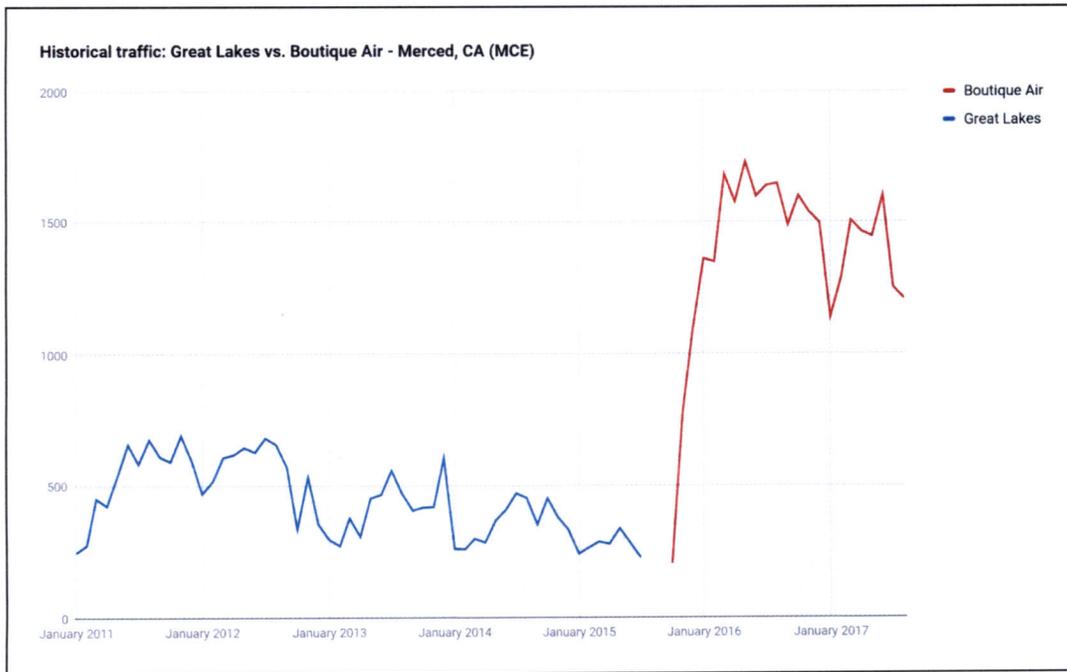
- 8 Passenger Executive Configuration or 9 Passenger Commuter Configuration
- Pressurized Cabin
- Power Outlets
- Enclosed Lavatory

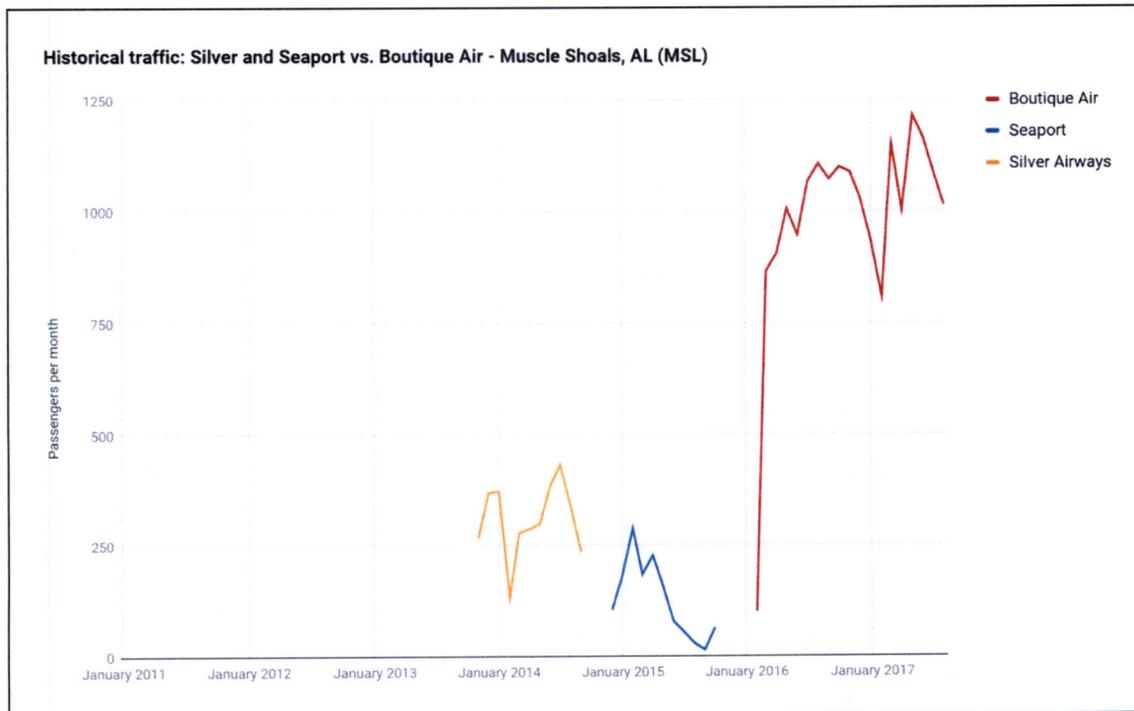
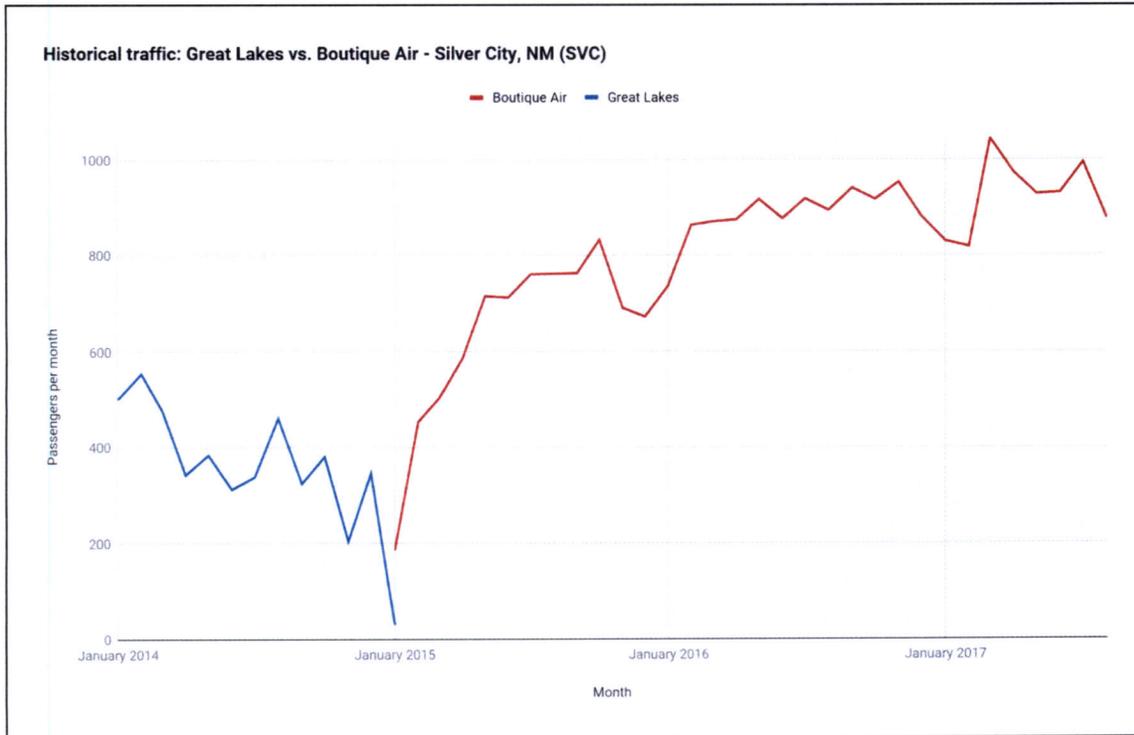




Historical Passenger Traffic Performance

Boutique Air has established a proven track record in resuscitating air service in EAS communities which have been devastated by poor execution from prior carriers as illustrated by the passenger traffic graphs below.

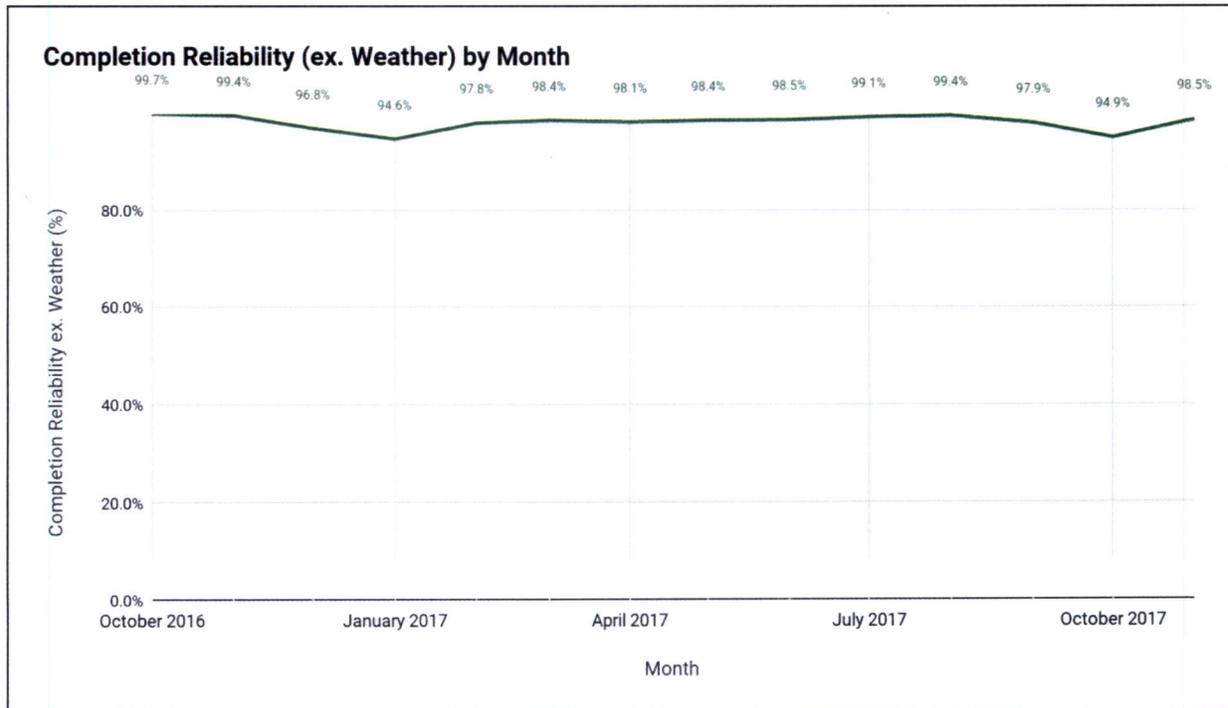






Boutique Air Completion Reliability

Boutique Air also prides itself on its flight completion reliability. For the prior 12 months, Boutique Air averaged a completion reliability of 97.7% across its network (*Trailing 12 months T100 data ending November 2017*).





Proposal

Overview

Our proposals would be flown in eight or nine-seat, modern, pressurized Pilatus PC-12 or Beechcraft King Air 350 aircraft. The term is two years.

In order to increase brand recognition in the community, Boutique Air will spend at least \$20,000 per year if it is selected for advertising & marketing to help ensure that air service for the community is a success. We will utilize a combination of radio, print, billboard, TV, and internet advertising.

Note on Service Start Date

Boutique Air will begin service 60-90 days after the DOT issues the order selecting Boutique Air as the EAS carrier. Boutique air will start service as early as operationally possible.

Note on Interline Agreements

Boutique Air launched its interline agreement with United Airlines on May 1, 2017. Customers now have flow-through ticketing and baggage capabilities for those flights that connect with United Airlines.

Prescott passengers will be able to book through United.com and connect with any of United's flights at our hubs. *(Image of fares currently available on United/Boutique Air in Show Low, AZ)*

The screenshot shows the United.com flight search interface. At the top, it says 'UNITED United States | English'. The search parameters are: From 'Show Low, AZ, US (SOW)' and To 'New York/Newark, NJ, US (EWR - Liberty)'. The departure date is 'Apr 14, 2018'. Search options include 'Price' (selected) and 'Award travel'. An 'Update' button is visible. Below the search bar, it says 'Departure: Select your flight' and 'Show Low, AZ, US → New York/Newark, NJ, US'. A price tag shows '\$390' for 'Thu 4/12'. A note states: 'Fares are for the entire one-way trip, per person, and include taxes and fees. Additional bag charges may apply.' The selected fare class is 'Economy'. A table of flight options is shown with columns for Depart, Arrive, Stops, and Duration. One flight is listed: Depart 7:30 am, Arrive 6:11 pm, 1 stop, Duration 7h 41m. The price is '\$411'. A 'Select' button is present, and a note says 'Includes Travel Operated By Boutique Air' and '1 ticket left at this price'.



Community Input

Shortly after the bids are complete, Boutique Air will schedule meetings with airport and/or city officials. This will allow us to answer any questions and provide additional information.

While we can't promise we will be able to implement everyone's suggestions, we welcome feedback from the community, as well as anyone who may have an interest in the proposed flights. What we can promise is that we will listen to your feedback, and give it the attention and consideration it deserves.

With respect and appreciation,

Shawn Simpson
CEO



Prescott, AZ

Option 1: 36 Weekly Nonstop RTs PRC - LAX & PHX (4/2 Daily)

Operations	<u>PC-12</u>	<u>King Air 350</u>
Scheduled Flights	3,744	3,744
Completed Flights (98%)	3,669	3,669
Scheduled Block Hours	5,262	4,680
Scheduled Seats	29,952	33,696
Scheduled ASMs	7,757,568	8,727,264
Revenue		
Passengers	21,865	24,598
Average Fare	\$110	\$110
Fare Revenue	\$2,405,146	\$2,705,789
Total Revenue	\$2,405,146	\$2,705,789
Expenses		
Fuel	\$1,444,529	\$2,337,660
Ownership	\$960,000	\$960,000
Maintenance and Reserves	\$2,270,726	\$2,751,793
Crew	\$969,923	\$1,156,950
Airport Rent	\$224,972	\$231,122
Landing Fees	\$120,211	\$172,552
Staff	\$188,500	\$188,500
Insurance	\$20,000	\$20,000
Marketing and Distribution	\$20,000	\$20,000
Other Indirect Costs	\$230,709	\$209,160
Total Costs	\$6,449,570	\$8,047,737
Profit Element	\$322,478	\$402,387
Margin	5.0%	5.0%
Total Annual Subsidy Year 1	\$4,366,903	\$5,744,335
Total Annual Subsidy Year 2	\$4,476,075	\$5,887,943

****Note: These service options can be performed on an interim, pro-rated basis for an additional \$300,000.**



Prescott, AZ

Option 2: 42 Weekly Nonstop RTs PRC - LAX & PHX (5/2 Daily)

Operations	<u>PC-12</u>	<u>King Air 350</u>
Scheduled Flights	4,368	4,368
Completed Flights (98%)	4,281	4,281
Scheduled Block Hours	5,710	5,086
Scheduled Seats	34,944	39,312
Scheduled ASMs	8,191,872	9,215,856
Revenue		
Passengers	26,208	27,518
Average Fare	\$77	\$80
Fare Revenue	\$2,018,016	\$2,201,472
Total Revenue	\$2,018,016	\$2,201,472
Expenses		
Fuel	\$1,567,285	\$2,540,257
Ownership	\$960,000	\$960,000
Maintenance and Reserves	\$2,463,692	\$2,990,282
Crew	\$1,052,348	\$1,257,219
Airport Rent	\$234,744	\$237,692
Landing Fees	\$136,301	\$195,647
Staff	\$188,500	\$188,500
Insurance	\$20,000	\$20,000
Marketing and Distribution	\$20,000	\$20,000
Other Indirect Costs	\$247,255	\$224,167
Total Costs	\$6,890,126	\$8,633,765
Profit Element	\$344,506	\$431,688
Margin	5.0%	5.0%
Total Annual Subsidy Year 1	\$5,216,616	\$6,863,982
Total Annual Subsidy Year 2	\$5,347,031	\$7,035,581

****Note: These service options can be performed on an interim pro-rated basis for an additional \$300,000.**

Essential Air Service at

Prescott, ARIZONA

under 49 USC 41731 *et seq.*

Docket OST 1996-1899

MOKULELE FLIGHT SERVICE, INC.

D/B/A

MOKULELE AIRLINES

RENEWED PROPOSAL TO PROVIDE ESSENTIAL AIR SERVICE

AT

Prescott, AZ

DOCKET

OST 1996-1899



Proposal to provide Essential Air Service

Pursuant to Order 2018-3-25, Mokulele Flight Service, Inc. d/b/a Mokulele Airlines respectfully submits this proposal to provide subsidized essential air service to the community and residents of Prescott, Arizona for the next two or four years as the community desires. Mokulele Airlines holds a certificate of public convenience and necessity authorizing, and finding Mokulele fit to engage in, scheduled interstate air transportation of persons, property, and mail, and has been doing so for the past 10 years. Our company's foundation is built on service to rural communities.

Mokulele: The Right Airline for Prescott

Mokulele has been the one who has found the right combination of:

- Comfortable and Reliable aircraft
- Convenient schedules
- Affordable fares
- A reasonable and sustainable subsidy request
- Access to the national transportation network
- Compliance with subsidy limits and passenger counts for the Essential Air Service Program.

Passenger numbers continue to grow every year, and our per passenger subsidy levels are well within the required maximums.

Our Aircraft

Mokulele Airlines operates several Cessna Caravan aircraft. The Caravan is an American made, turboprop aircraft often found in corporate aviation, but utilized by Mokulele Airlines in a nine-seat commuter configuration. The world's best-selling turbine business aircraft, and still in production today, the Caravan can shuttle you with comfort and ample baggage capacity with no "middle" seats.

Dedication to Safety

Mokulele always flies with two pilots, not because we are required to, but because we choose the highest level of safety whenever possible. At Mokulele, safety is not just our number one core value, but can be found in every area of our company's culture. Recently, Mokulele acquired a

full motion flight training device ("flight simulator"), so that our training is as complete as possible, and our pilots are ready for any scenario that might come their way. Mokulele is also proud to have entered into a pilot training and recruiting partnership with North-Aire in Prescott.

Efficiency and Reach

Mokulele Airlines is already fully integrated into (Global Distribution System) GDS so that passengers will have multiple channels from which to purchase tickets, including all of the familiar branded GDS portals. Customers will be able to call our central reservations office, book online at www.Mokuleleairlines.com or purchase from travel agents. A number of online travel agencies and meta-search engines, such as Expedia and Kayak, are currently able to carry Mokulele inventory. Mokulele continues to expand its presence on additional online travel agency sites. Passengers are always welcome to simply walk up to the counter if they so desire. Mokulele has an established interline passenger and baggage agreement with Alaska Airlines, giving passengers even further choice and convenience.

General operations and scheduled flights. Mokulele has maintains a system wide completion rate of over **98%** with over **93%** of those being on time. Flights were only cancelled or delayed due to inclement weather or air traffic control delays and never for a lack of pilots. Mokulele’s history of minimizing controllable cancellations and delays has been industry leading.

Mokulele proposes this schedule to meet the needs of the community.

Departing Prescott

Prescott, AZ [PRC]	6:10 AM	6:52 AM	0	Phoenix, AZ [PHX]
Prescott, AZ [PRC]	8:40 AM	10:45 AM	0	Los Angeles, CA [LAX]
Prescott, AZ [PRC]	4:00 PM	4:42 PM	0	Phoenix, AZ [PHX]

Departing Phoenix

Phoenix, AZ [PHX]	7:30 AM	8:12 AM	0	Prescott, AZ [PRC]
Phoenix, AZ [PHX]	5:10 PM	5:52 PM	0	Prescott, AZ [PRC]

Departing LAX

Prescott, AZ [PRC]	11:35 AM	1:40 PM	0	Prescott, AZ [PRC]
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Customer service. The Mokulele customer service philosophy has been integral to the success of the service to Prescott, highlighting that each passenger is an individual, and each should have their needs addressed accordingly. Our customer service agents, flight crew, and other staff are not only trained to be knowledgeable and attentive, but are selected for their friendly qualities and abilities to express consideration for the needs of our clients. Mokulele passengers are asked to participate in our survey program upon completion of their flying experience, and comments such as the following have been recorded and are not uncommon:

- “Friendly and personal service. Amazingly smooth take-off and landing. It was great!”
- “Great service! Love check-in time!”

- “Very fast and efficient service. Wonderful staff! My first time with Mokulele, and I plan to return!”
- “Very friendly staff, excellent service. Thank you, Mokulele.”
- “Wonderful, personable employees!”
- “Wonderful, informative staff.”
- “Very friendly and helpful.”
- “Friendly crew and super convenient.”
- “Very good experience!”

Marketing and public relations. This past year, Mokulele has brought our marketing effort all in house and has doubled the size of the department. Mokulele is now or soon to be very active with many online channels such as spotify, taboola, internet retargeting, google adwords, just to name a few.

Promotions. Mokulele is very pleased to offer our Ali'i program to our corporate/business customers and our Imi Loa frequent flyer program to our other loyal customers. Both programs are very rich with benefits and is Mokulele's way of giving back to those who are loyal to us. Also this year Mokulele introduced it's "Wikiwiki" small package service where we can get time sensitive small packages anywhere we fly in a matter of hours.

Internet and social media. With an established website, and the institution of booking capabilities on online travel agency sites and meta-search engines, a number of possibilities present themselves for marketing the Prescott routes globally.

Mokulele has a dedicated Facebook and Twitter account with a solid following of clients and non-clients that are enticed to participate through round-trip ticket contest giveaways. Social media has been a great tool for promoting events and promotions.

Passenger Loads and Sustainability Potential

Mokulele welcomes this opportunity to be chosen to provide essential air service at Prescott, Arizona for the next two or four-year period. We bring a fresh approach, and believe we have presented a proposal that will meet the EAS needs of the communities at reasonable subsidy levels. Thank you for your consideration.

Respectfully submitted,



Rob McKinney
President
Mokulele Flight Service, Inc. d/b/a
Mokulele Airlines

Enclosures

Correspondence regarding this proposal should be directed to:

Rob McKinney
President
Mokulele Airlines
P.O. Box 4409
Kailua-Kona, HI 96745
(808) 283-1858
www.Mokuleleairlines.com

	Factor	Los Angeles	Phoenix
		PRC-LAX	PRC-PHX
Revenue:			
Passenger:			
Forecasted Passengers		3,000	5,000
Average Revenue / Pax:			
Apr 2018 - Mar 2020		\$ 104.00	\$ 59.00
Revenue / Pax Change		0.00%	0.00%
Average Revenue / Pax		\$ 104.00	\$ 59.00
Passenger Revenue		\$ 312,000	\$ 295,000
Other Revenue:			
Ratio to Passenger Revenue		1.00%	1.00%
Other Revenue		\$ 3,120	\$ 2,950
Total Revenue		\$ 315,120	\$ 297,950
Operating Expenses			
Completed Block Hours		1,489.28	959.44
Direct			
Flight Crews	\$ 80.00	119,142	76,755
Fuel			
Gallons / Block Hour	54		
Into Plane Cost / Gallon	\$ 3.50		
Fuel Cost / Block Hour	\$ 189.00	281,474	181,334
Insurance	\$ 27.61	41,119	26,490
Maintenance	\$ 198.32	295,354	190,276
Aircraft Lease	\$ 115.00	171,267	110,336
Total Direct		\$ 908,356	\$ 585,191
Indirect Expense	37.00%	336,092	216,521
Total Operating Exp		\$ 1,244,448	\$ 801,712
Return	5.00%	62,222	40,086
Total Economic Cost		\$ 1,306,670	\$ 841,798
Surplus / (Deficit)		\$ (991,550)	\$ (543,848)
Annual Subsidy		\$ 991,550	\$ 543,848
Completed Departures		716	1,432
Subsidy Per Departure		\$ 1,384.85	\$ 379.78

Air Carrier + Option + Aircraft	Weekly NS Round-Trip Flights	Weekly One Way Flights	# Daily Round-Trips from PRC	Location of Flights + Daily Frequency	Scheduled One Way Flights	Subsidy for Year 1	Subsidy (8 with pro-rate) Inc. \$100K	Airline Est or Ave Fare	PAX Seats Per A/C	MAX Weekly TOT PAX	Max Annual TOT PAX	Service Start	Aircraft procured	Alrcraft Lav	(Self Report) Flight Complete %	Interline Agreements	Code Share	Res OTA & GDS?
Boutique Air Option 1 (KingAir 350)	36	72	6	LAX-4; PHX 2	3,744	5,744,335.00	3,929,556.67	110.00	9	648	33,696	2-6 weeks	Y	Y	97.7%	UA+	UA**	X
Boutique Air Option 2 (Pilatus PC-12)	36	72	6	LAX-4; PHX 2	3,744	4,366,903.00	3,011,268.67	110.00	8	576	29,952	2-6 weeks	Y	Y	97.7%	UA+	UA**	X
Boutique Air Option 2 (KingAir 350)	42	84	7	LAX-5; PHX 2	4,368	6,865,982.00	4,675,988.00	80.00	9	756	39,312	2-6 weeks	Y	Y	97.7%	UA+	UA**	X
Boutique Air Option 2 (Pilatus PC-12)	42	84	7	LAX-5; PHX 2	4,368	5,216,616.00	3,577,744.00	77.00	8	672	34,944	2-6 weeks	Y	Y	97.7%	UA+	UA**	X
Advanced Air Option 1 (KingAir 350)	13	26	2	HHR-2 (13/week); PHX* 2 (13/week)	1,352	2,832,007.00	1,921,338.00	145.00 (HHR)	9	234	12,168	7 days	Y	Y	100.0%	no (FBO)	no (FBO)	X
Advanced Air Option 2 (KingAir 350)	20	40	3	HHR 1 (7/week); PHX* 2 (13/week)	2,080	2,908,171.00	1,972,114.00	90 (HHR/PHX Av)	9	360	18,720	7 days	Y	Y	100.0%	no (FBO)	no (FBO)	X
Mokulele Airlines (Cessna Caravan)	21	42	3	LAX-1; PHX 2	2,184	1,535,398.00	1,023,598.67	104 (LAX), 59 (PHX)	9	378	19,656	2-4 weeks	N	Y	98.0%	AK, ANA**	no	X
Great Lakes Airlines (EMB-120)	12	24	2	LAX 2	1,248	2,798,419.00	N/A	NA	30	720	37,440	NA	Y	Y	96.7% (PRC Dep)	AA, DL+	UA	X
Great Lakes Airlines (B7-1500 - 9 seat config)	12	24	2	LAX 2	1,248	?	N/A	NA	9	216	11,232	NA	Y	Y	96.7% (PRC Dep)	AA, DL+	UA	X

Notes:
Boutique Air Proposal states, "Service options can be performed on an interline, pro-rated basis for additional \$300,000" (referred to \$100K column N)

Advanced Air Proposal states, "Is also subject \$50,000 fee to cover temporary duty assignment" (referred in column H)

** Will be operating into FBO Non-Sterile Areas and Starting Passengers to Terminal

** Proposed aircraft (interline or code share) agreements