



August 29, 2024

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

SkyWest Airlines' Essential Air Service Proposal for Pellston, Michigan

Dear Mr. Martin:

Attached is SkyWest Airlines' proposal to provide air service from Pellston, MI (PLN) to the Detroit Metropolitan Wayne County Airport (DTW) and Chicago O'Hare International Airport (ORD)

SkyWest welcomes the opportunity to continue service to the Pellston community. As directed by the RFP, we will offer subsidized service with 12 round-trip flights per week from October through May (as noted in the proposal numbers on page 2) and unsubsidized service from June-September with 12 or more round-trip flights per week for a four-year term. Service to DTW will utilize CRJ200/550/700/900 aircraft branded as Delta Connection and will operate year-round with 12 weekly round-trips. During the unsubsidized summer season, service to ORD will be provided under the United Express brand utilizing CRJ200 aircraft.

Our combination of safe and reliable aircraft, well-timed schedules, and access to two of the world's largest airline networks will continue to provide passengers with quality air service and further 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.

Thank you for your consideration.

A handwritten signature in blue ink, appearing to read "Daniel Belmont", with a stylized flourish at the end.

Daniel Belmont
Director – Market Development
SkyWest Airlines



SkyWest Airlines
Essential Air Service Bid
8/29/2024

Oct-May
DTW
PLN

Number of round trips per week	12.0
Aircraft type	CRJ-550

Passenger Revenue

Passengers	17,127
Average fare	\$ 124.41
Revenue	\$ 2,130,782

Block Time

Trip block time (minutes)	75
Total scheduled block time	1,039
Total completed block time	1,007

RPMS

Passengers	17,127
Stage length	243
Total RPMs	4,161,779

ASMs

Scheduled departures	831
Competed departures	806
Stage length	243
Available Seats	50
Total ASMs	10,094,952

Revenue	\$ 2,130,782
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Marketing Costs	\$ 20,000
Direct operating expenses	\$ 3,793,663
Departure related	\$ 2,140,471
ASM related	\$ 94,085
Total expenses	\$ 6,048,219

Operating income (loss)	\$ (3,917,437)
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5% profit margin	\$ 302,411
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Annual subsidy requirement (Year 1)	\$ 4,219,848
Annual subsidy requirement (Year 2)	\$ 4,430,840
Annual subsidy requirement (Year 3)	\$ 4,652,382
Annual subsidy requirement (Year 4)	\$ 4,885,001

Effective Subsidy rate per unit

Subsidy per trip	\$ 5,236
Subsidy per passenger	\$ 246
Load factor	41%