

A D V A N C E D A I R



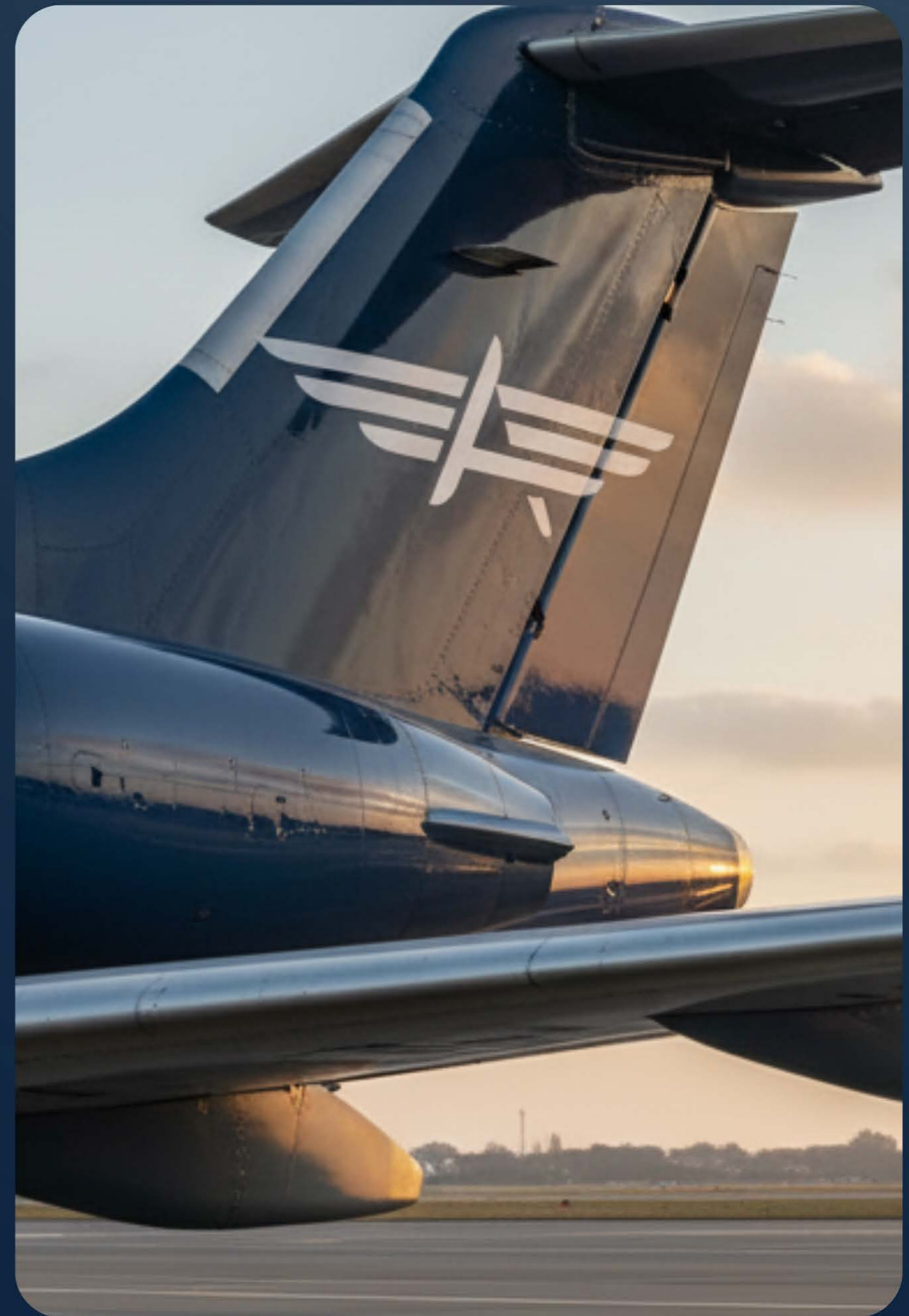
Essential Air Service Proposal

for Vernal, UT DOT-OST-1997-2706
and Moab, UT DOT-OST-1997-2827

Connecting **Vernal, UT** and **Moab, UT** to **Phoenix** and **Denver** with right-sized, high-reliability service.

Advanced Air, LLC

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Hawthorne, California 90250
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Why Advanced Air is the Right Partner for Vernal and Moab, UT



Safety First

Advanced Air maintains a Perfect Safety Record.



Right-Sized Fleet

30-passenger Dornier 328 Jet or ERJ-145 perfectly matched to Vernal and Moab demand



Frequent Flights

12 weekly round trips to Phoenix and/or Denver, any combination.



Transparent Pricing

Average \$115 fares



Community Investment

\$75,000 annual marketing commitment to Vernal and Moab



Proven Performance

96-98% completion across all markets

Our commitment extends beyond flights; we aim to be an integral part of Vernal and Moab's growth, offering not just transportation but a partnership built on trust, safety, and community support.



Proposed Service:

Vernal to PHX & DEN | Moab to PHX & DEN

Route Details

Origin: Vernal, UT and Moab, UT

Destination: Phoenix, AZ (PHX) & Denver, CO (DEN)

Weekly Service: 12 round-trip flights

Aircraft Type: Dornier 328 Jet (30-Passenger) or ERJ-145

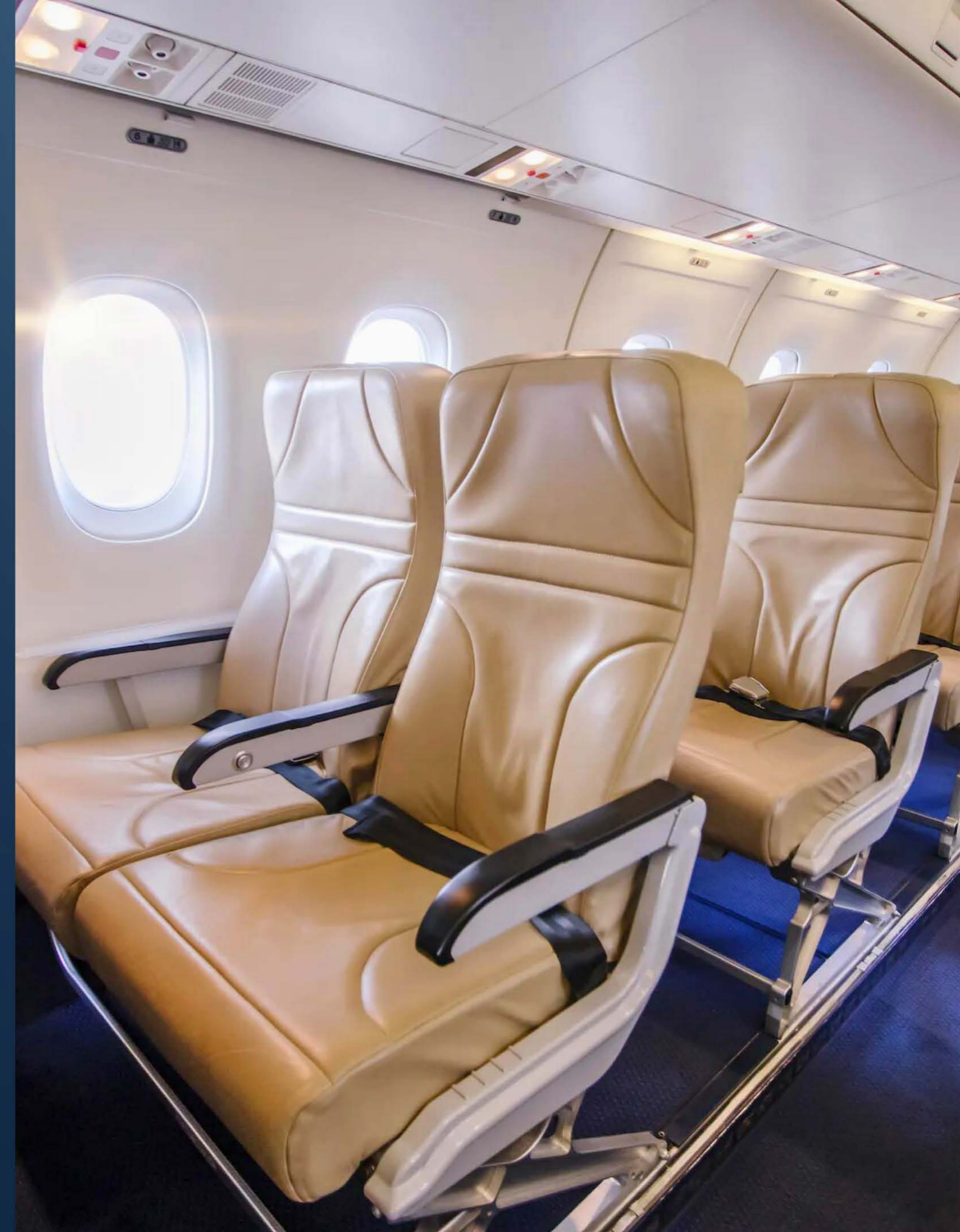
Annual Flights: 1,248

Annual Seats: 37,440

Average Fare: \$115 one-way



This service provides Vernal and Moab residents with same-day access to Phoenix and Denver's medical facilities, business centers, and connecting flights - transforming hours of driving into a comfortable quick flight.








Scheduled Service

EAS/RASE, AEAS, and our Semi-Private Network

Advanced Air's Scheduled Service operations cater to two diverse demographics: Support for Federal (EAS) and State (RASE) Air Service programs that provide much-needed air service to the country's rural communities and a Semi-Private network offering seasonal flights to popular tourist destinations.

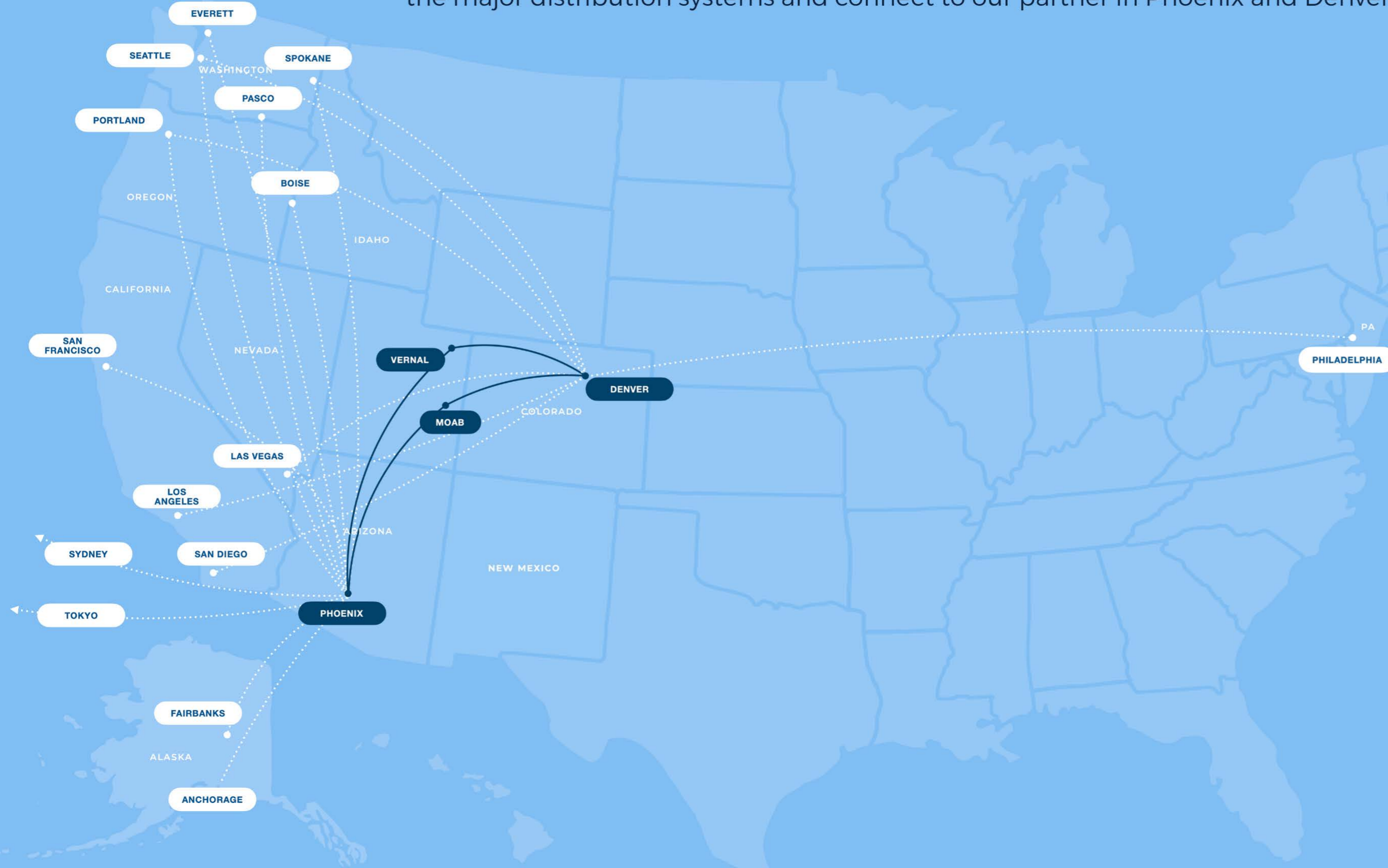
Current Federal and State Subsidized EAS, AEAS, and RASE Contracts: These markets are served by our King Air 350, PC-12 aircraft, and Dornier 328 Jet and connect these rural communities to medium and large hubs including Albuquerque, Phoenix, Los Angeles, Oakland, and Las Vegas.



-  **Proposed Route**
-  **EAS/RASE**
-  **AEAS**
-  **Semi-Private Network**
-  **Hubs**

Interline Connectivity with Alaska Airlines

Advanced Air has an interline agreement with Alaska Airlines. Our passengers can book connecting flights on-line via the major distribution systems and connect to our partner in Phoenix and Denver.



The cities shown in white are some of the options flyers will have when connecting through Phoenix & Denver with Alaska Airlines.

For the full list, check Alaska Airlines website.

Advanced Air at a Glance

A Proven Regional Carrier Since 2005



Established Operator

Founded in 2005 and based at Hawthorne Municipal Airport (HHR) in Los Angeles, California



Robust Fleet

Approximately 20 aircraft including turboprops, small, midsize, and heavy jets; and 30-passenger regional jets.



High Volume Operations

Over 11,000 annual departures across EAS, AEAS, and charter services nationwide & 65,000 passengers annually.



Exceptional Reliability

96-98% system-wide completion factor with strong dispatch and maintenance infrastructure



Rural Connectivity Experts

Specialized in connecting small communities to regional hubs across multiple states



Operational Excellence

Experienced IROP management with licensed dispatchers and dedicated staff for weather events and schedule recovery.

ADVANCED AIR



An Airline That
Feels Like Family



Safety Credentials

Uncompromising Commitment to Safety



Perfect Safety Record

A testament to our rigorous safety culture and protocols.



ARGUS Platinum

The highest level of aviation safety audit, awarded to operators demonstrating best practices.



IS-BAO Stage 3

International Standard for Business Aircraft Operations (IS-BAO) Stage 3, indicating a fully mature SMS.



Robust SMS

A comprehensive Safety Management System driving continuous improvement and risk mitigation.



Department Of Defense (DOD) Civil Airlift Review Board (CARB)

Advanced Air is certified as a DOD approved air carrier. This certification is among the highest safety standard certifications that can be achieved by an air carrier.



Advanced Maintenance

Proactive maintenance programs ensuring peak aircraft performance and reliability. Maintenance bases at HHR and PHX.



Advanced Air's unwavering dedication to safety is the cornerstone of our operations. We adhere to the highest industry standards, ensuring every flight is meticulously planned and executed, giving our passengers complete peace of mind.

Southwest Airlines Destination 225° Program

Advanced Air is a proud partner of the **Southwest Airlines Destination 225° Pilot Pathways Program**, offering a direct pipeline for aspiring pilots to build experience before transitioning to **Southwest Airlines**. Candidates enter through four pathways—University, CAE Cadet, Military, or Employee—and, once vetted by Southwest, join Advanced Air for 24 months of flight experience. After completing this phase, pilots flow directly into a Southwest Airlines flight deck opportunity.



Understanding Vernal

A Critical Eastern Utah Hub for Energy, Healthcare, and Regional Connectivity



Healthcare Access

Critical access to major medical centers in **Denver and Phoenix**, helping residents reach specialized care that is not always available locally. Reliable air service reduces long-distance surface travel and makes same-day and next-day appointments more feasible for families, seniors, and medical travelers.



Energy, Government & Business Travel

Supporting personnel, contractors, and business travelers tied to the **Uinta Basin's oil, gas, and energy sectors**, as well as regional government and public service needs. Efficient access to **Denver and Phoenix** improves connectivity for mission-critical operations, vendor relationships, and economic development.



Industry & Regional Commerce

Providing dependable connectivity for one of eastern Utah's most important economic regions. Energy producers, service providers, small businesses, and logistics partners benefit from quicker access to major business centers and onward connections through **Denver International Airport and Phoenix Sky Harbor**.



Family, Student, & Community Connections

Helping families, students, workers, and retirees stay connected to larger metro areas across the Mountain West and Southwest. Direct flights to **Denver and Phoenix** create more convenient access to education, employment, specialist services, and personal travel.



Tourism & Outdoor Recreation

Serving travelers headed to **Dinosaur National Monument, Flaming Gorge, and the greater Uinta Basin outdoor region**. Improved air access supports tourism, seasonal visitation, and local economic activity while making Vernal more accessible to leisure travelers and visiting families.



Distance, Weather & Highway Safety

Providing a safer, more reliable transportation alternative across long rural driving corridors, particularly during winter weather and other challenging road conditions. Air service helps reduce exposure to lengthy highway travel for residents, business travelers, and visitors.

Vernal is an essential regional gateway for the Uinta Basin. Its role in energy production, access to outdoor recreation, distance from major metropolitan centers, and need for dependable healthcare and business connectivity make reliable air service to Denver and Phoenix vital for long-term regional access and economic stability.

Demographics & Market Insights

Understanding Vernal's Travel Needs

11K

City Population
Vernal Proper

39K

County Population
Uintah County Total

Key Market Characteristics

Workforce Composition: A regional workforce supported by the energy, industrial services, transportation, healthcare, education, and small business sectors, with strong demand tied to the broader Uinta Basin economy.

Energy & Business Travel: Significant travel demand connected to the oil, gas, and energy industries, including executives, field personnel, contractors, vendors, and support services requiring efficient access to major regional hubs.

Travel Patterns: A highly drive-dependent region where residents and business travelers often face long-distance highway travel to reach larger metropolitan centers for business, medical care, and personal travel. Reliable air service to Denver and Phoenix offers a meaningful reduction in travel time.

Medical Needs: Frequent travel to larger regional medical centers for specialized care not always available locally, making dependable air service an important access point for patients, families, and caregivers.

Seasonal Demand: Travel patterns are influenced by business activity, family travel, regional events, and outdoor recreation demand, including visitors accessing the broader eastern Utah and Uinta Basin region.

Targeted Marketing Strategy



Hyper-Local Targeting

Focus on **energy-sector travelers, business professionals, healthcare travelers, families, students, and regional residents** who need more convenient access to larger hub markets.



Geographic Focus

Geofenced and targeted outreach across **Vernal, the Uinta Basin, surrounding eastern Utah communities, and western Colorado catchment areas**, with additional awareness-building in **Denver and Phoenix** for inbound and connecting demand.



Value Messaging

Highlight **time savings, reliability, hub connectivity, and reduced long-distance driving**, positioning service to **Denver and Phoenix** as a practical, dependable solution for business, medical, and personal travel.

Understanding Moab

A Vital Eastern Utah Gateway for Tourism, Outdoor Recreation, and Regional Connectivity



Healthcare Access

Critical connections to major medical centers in **Denver and Phoenix**, helping residents, workers, and visitors access specialized care not always available locally. Reliable air service reduces long surface travel times and supports more practical access to essential appointments and follow-up care.



Family, Student & Community Connections

Helping residents stay connected to larger metro areas across the Mountain West and Southwest for education, employment, family visits, and essential services. Direct flights to **Denver and Phoenix** provide a more convenient and reliable travel option for community members who would otherwise face lengthy drives.



Tourism & Hospitality Travel

Supporting visitors, hospitality workers, guides, outfitters, and tourism-related businesses tied to one of the region's most recognizable destination markets. Efficient access to **Denver and Phoenix** strengthens Moab's connectivity for leisure travel, seasonal demand, and year-round visitor-driven economic activity.



Outdoor Recreation & Destination Access

Serving travelers headed to **Arches National Park, Canyonlands National Park, Dead Horse Point, and the broader red rock recreation region**. Improved air access supports tourism growth, seasonal visitation, and the continued strength of Moab's outdoor recreation economy.



Business & Regional Commerce

Providing dependable connectivity for local businesses, entrepreneurs, service providers, and public sector partners in a geographically remote market. Faster access to major business centers and connecting flights through **Denver International Airport and Phoenix Sky Harbor** supports commerce, meetings, workforce mobility, and regional economic resilience.



Distance, Weather & Highway Safety

Providing a safer, more reliable transportation alternative across long rural driving corridors, particularly during winter weather, peak visitation periods, and other challenging road conditions. Air service helps reduce extended highway exposure for residents, visitors, and business travelers.

Moab is an essential regional gateway for eastern Utah. Its world-class tourism appeal, outdoor recreation economy, distance from major metropolitan centers, and need for dependable resident and visitor connectivity make reliable air service to Denver and Phoenix vital for long-term access, mobility, and economic growth.

Demographics & Market Insights

Understanding Moab's Travel Needs

5K

City Population
Moab Proper

10K

County Population
Grand County Total

Key Market Characteristics

Workforce Composition: A service-driven regional workforce supported by tourism, hospitality, outdoor recreation, local government, healthcare, construction, and small business sectors, with demand influenced by both resident needs and year-round visitor activity.

Tourism & Hospitality Presence: Significant travel demand connected to Moab's tourism economy, including hotels, outfitters, guides, restaurants, event-related travel, and businesses serving visitors drawn to the region's national parks and recreation assets.

Travel Patterns: A highly drive-dependent market where residents, visitors, and business travelers often face long-distance highway travel to reach larger hub airports and metro areas. Reliable air service to Denver and Phoenix provides a meaningful reduction in travel time and improves regional accessibility.

Medical Needs: Frequent trips to larger regional medical centers for specialized care not always available locally, making dependable air service an important connection point for residents, patients, and accompanying family members.

Seasonal Demand: Travel demand is shaped by strong seasonal tourism patterns, outdoor recreation visitation, regional events, and peak travel periods, creating opportunities for both inbound and outbound passenger demand throughout the year.

Targeted Marketing Strategy



Hyper-Local Targeting

Focus on **residents, tourism and hospitality workers, small business owners, healthcare travelers, outdoor recreation visitors, and community members** seeking more efficient access to larger hub markets.



Geographic Focus

Geofenced and targeted outreach across **Moab, Grand County, nearby eastern Utah communities, and western Colorado drive markets**, with additional demand-building in **Denver and Phoenix** to support inbound tourism, connecting traffic, and regional awareness.



Value Messaging

Highlight **time savings, convenience, reliability, hub connectivity, and reduced long-distance driving**, positioning service to **Denver and Phoenix** as a practical option for resident travel, visitor access, business trips, and essential services.

Dornier 328 JET or ERJ-145

Why Regional Jet Service is the Right Fit for Vernal and Moab

Right-Sized Capacity: A 30-passenger regional jet provides the scale needed to support sustainable Essential Air Service for both Vernal and Moab, aligning with forecast demand while creating meaningful seat availability for residents, business travelers, and visitors.

Faster Hub Connectivity: Regional jet performance supports faster, more competitive service to Denver and Phoenix, improving total trip times and making the service more attractive for both local passengers and inbound travelers.

Reliable Scheduled Service: Both the Dornier 328 JET and ERJ-145 are proven regional aircraft designed for dependable scheduled operations, making them well suited for the consistency required in EAS markets.

Passenger Comfort: A fully pressurized cabin and regional jet experience provide a comfortable, efficient ride for passengers traveling for business, medical appointments, family needs, and leisure.

Efficient EAS Platform: This aircraft category offers a strong balance of capacity, speed, and operating efficiency, helping support reliable service levels while maximizing the usefulness of each scheduled departure.

All-Season Utility: Regional jets are well suited for year-round service in markets that can experience weather variability, seasonal travel fluctuations, and long-distance surface travel challenges.

Pressurized Jet Cabin

Comfortable regional jet experience

30-Seat Capacity

Sized for scalable EAS service

Faster Regional Connectivity

Supports efficient service to hub airports

Built for Scheduled Service

Proven regional airline platform

30

Passenger Seats

Comfortable cabin layout

50+

Pounds

Luggage per passenger

405

Knots

Maximum cruise speed

Passenger Experience

Comfortable, Simple, Reliable

01

Seamless Online Check-In

Arrive just 45 minutes before departure at the small, efficient **Vernal** and **Moab** regional airports with minimal security lines and an easy, stress-free check-in process.

02

Comfortable Full-Service Flight

Settle into your window or aisle seat (no middle seats!) and enjoy flight attendant service, complimentary refreshments, and snacks during the quick flight.

03

Convenient Arrival

Land at **Phoenix** or **Denver** and quickly have access to ground transportation, connecting flights, or rental cars.

No Middle Seats

Every passenger gets either a window or aisle seat with excellent views and personal space

Experienced Crews

Pilots and staff with extensive experience serving rural markets and understanding local community needs

Personal Service

Friendly, attentive care from check-in through arrival—this isn't anonymous airline travel



Perfect For: Medical appointments, business meetings, family visits, weekend getaways, and anyone who values their time and prefers stress-free travel over long highway drives.

Route Schedule

Convenient Schedule Designed Around Vernal & Moab

12

Weekly Round Trips

Consistent, reliable service

2

Daily Flights

6 days a week

95

Flight Minutes

Average for PHX and DEN



Coordination with Vernal & Moab: Our schedule is designed to align with major connecting flight banks at Phoenix & Denver, facilitating onward travel. The 12 weekly round trips can include Phoenix, Denver, or any combination of the two and can be adjusted seasonally to meet the needs of the community.

Reliability & Performance

Proven Performance in Rural Markets

Why Our Reliability Stands Out

- **Specialized Aircraft:** The Dornier 328 Jet & ERJ-145's proven performance in extreme weather conditions minimizes weather-related cancellations
- **Experienced Crews:** Pilots trained specifically for Intermountain West weather patterns and terrain
- **Proactive Maintenance:** Rigorous preventive maintenance schedules prevent mechanical delays
- **IROP Management:** Dedicated irregular operations team to quickly recover from weather events
- **Fleet Redundancy:** Backup aircraft available to maintain schedule during maintenance periods



Minimum Completion Factor

Across all comparable rural EAS markets



On-Time Performance

Flights departing within 15 minutes of schedule



Peak Completion

During favorable weather conditions



Transparency Commitment: Advanced Air will provide monthly performance reports to the cities of Moab and Vernal including completion factor, on-time performance, and load factor statistics.

**Perfect
Safety
Record**

Marketing Commitment

Driving Ridership Through Strategic Marketing

\$75,000 Annual Investment in Vernal & Moab



Digital Advertising

Targeted campaigns across **Google, Facebook, Instagram, and YouTube** focused on **Vernal, Moab, the Uinta Basin, Grand County, surrounding eastern Utah communities, western Colorado drive markets, and connecting demand in Denver and Phoenix** to drive awareness, bookings, and year-round utilization.



Traditional Media

Strategic print, radio, and out-of-home placements in **local and regional media channels**, with messaging tailored to residents, business travelers, and visitors across eastern Utah and nearby catchment areas.



Seasonal Campaigns

Special promotions aligned with **peak tourism periods, outdoor recreation travel, holiday demand, regional events, and seasonal business travel**, helping capture both inbound visitor demand and outbound local travel needs throughout the year.



Business Outreach

Direct marketing to **energy companies, tourism and hospitality businesses, healthcare providers, local employers, educational institutions, government stakeholders, and regional business organizations** to build awareness, recurring usage, and corporate travel opportunities.



Airport & Community Presence

Professional signage at **Vernal Regional Airport (VEL) and Canyonlands Field (CNY)**, sponsorship of community events, participation in chamber activities, and visible engagement in both markets to reinforce awareness and local support.



Email Marketing

Leveraging our customer database and digital communication channels to promote service to **Denver and Phoenix**, including onward connectivity, with targeted messaging for **business travel, tourism, medical travel, visiting friends and relatives, and regional access needs**.



Co-Branded Partnerships

Collaborative campaigns with **tourism offices, chambers of commerce, healthcare networks, outdoor recreation organizations, hotels, and regional business partners** to expand awareness, increase credibility, and drive sustained community engagement.

FLY FROM
MOAB

TO
PHOENIX

AS LOW AS
\$115



ADVANCED AIR



Advanced Air

ADVANCED AIR



FLY FROM
VERNAL

TO **DENVER**

AS LOW AS
\$115



ADVANCED AIR



Heart, Share, Comment icons

ADVANCED AIR



FLY FROM
VERNAL

TO **DENVER**

ADVANCEDAIRLINES.COM



ONLY
\$115

Altitude In-Flight Magazine

Showcasing Vernal & Moab and Inspiring Travel Across Our Network

Altitude is Advanced Air's in-flight magazine, offered on every flight throughout our network. It serves as a powerful platform to:

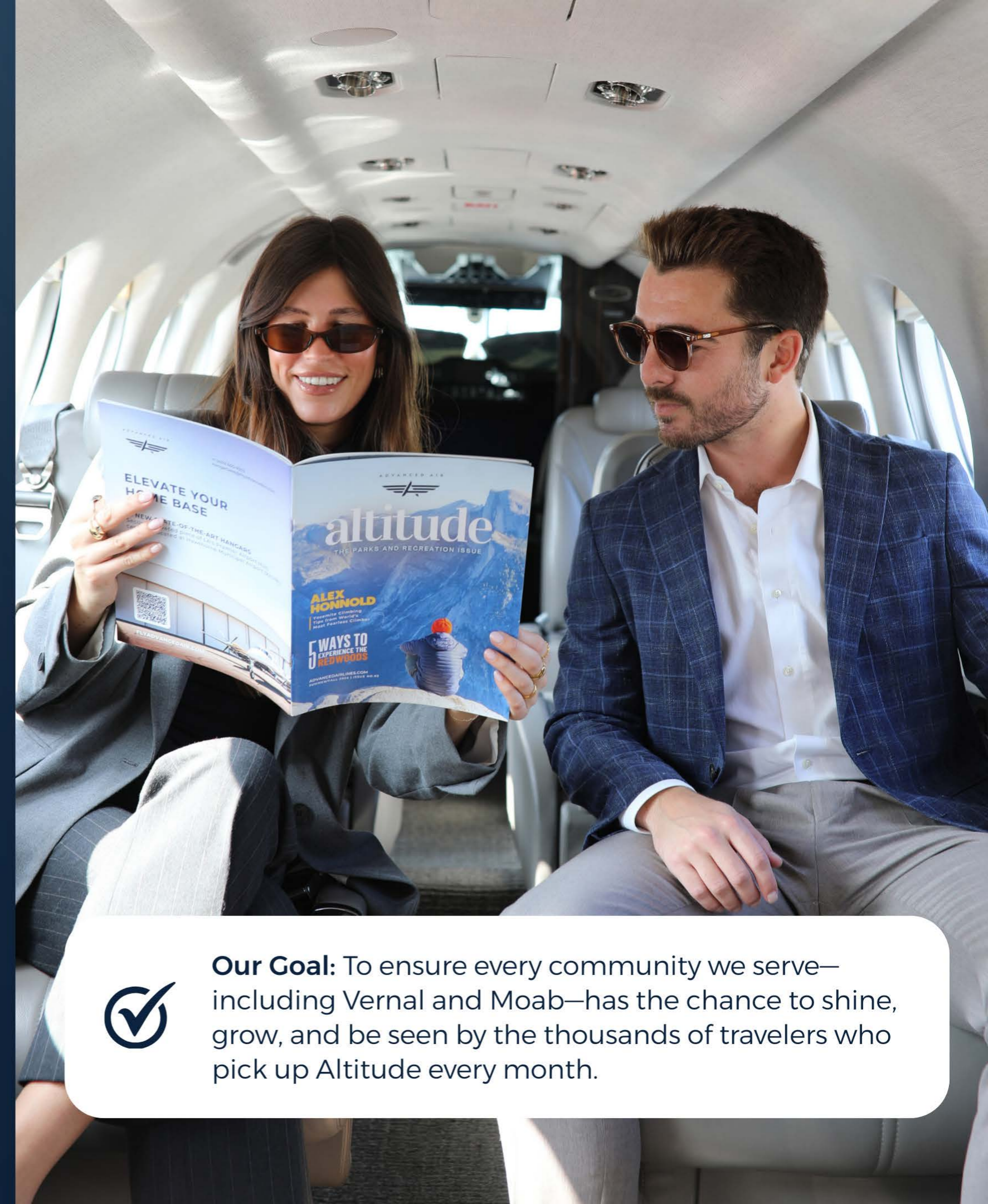
Promote Local Businesses: Feature restaurants, hotels, outfitters, shops, cultural destinations, and attractions from Vernal, Moab, and the surrounding eastern Utah region.

Tell Community Stories: Spotlight the people, landscapes, industries, and local character that make Vernal and Moab unique—from the Uinta Basin's energy and outdoor heritage to Moab's world-renowned recreation and visitor economy.

Boost Tourism & Economic Development: Articles encourage travelers from across our network to discover eastern Utah, helping drive visitor interest, local spending, and broader regional awareness.

Increase Cross-Market Travel: Passengers flying on other Advanced Air routes learn about Vernal and Moab, increasing visibility and inspiring future leisure, business, and family travel.

Support Community Pride: Showcases both communities on a regional stage, reinforcing local identity while highlighting their importance as gateways for business, recreation, and regional connectivity.



Our Goal: To ensure every community we serve—including Vernal and Moab—has the chance to shine, grow, and be seen by the thousands of travelers who pick up Altitude every month.

Startup Timeline

Smooth, Efficient Launch Plan



Flexibility: While 90 days is our standard timeline, Advanced Air can accelerate launch if needed to meet specific community deadlines or urgent travel demand.



Key Milestones

Pre-Launch Activities

- Crew base establishment and training
- Ground services contracts in Vernal, Moab, Phoenix, and Denver
- Maintenance coordination with Vernal & Moab facilities
- Ticketing system integration and testing
- Website and booking portal updates
- Customer service training for local market

Community Engagement

- Launch event with local officials and media
- Chamber of Commerce presentation
- Major employer outreach meetings
- Airport open house for community tours
- Promotional ticket giveaways

Long-Term Partnership

Committed to Serving Vernal and Moab for the Long Run

Periodic Performance Reviews

Regular meetings with local stakeholders to review ridership data, on-time performance, customer feedback, and opportunities for service improvements

Schedule Flexibility

Willingness and ability to adjust flight frequency, timing, or days of operation based on evolving community demand patterns and seasonal travel trends

Transparent Reporting

Monthly performance metrics shared with city officials and annual public reports to maintain accountability and demonstrate our commitment to excellence

Community Involvement

Active participation in local economic development initiatives, tourism promotion efforts, and civic organizations to stay connected with community needs

Multi-Year Vision

Strong interest in serving Vernal and Moab for a 4-year contract term to allow for continuous growth and investment in the route

Economic Development Focus

Collaboration with local leaders to support business attraction, tourism growth, healthcare access, and enhanced quality of life for all residents

Our Promise

Advanced Air commits to being more than just an airline serving Vernal and Moab. We will be an active community partner, responsive to feedback, transparent in our operations, and dedicated to enhancing connectivity for Uintah County & Grand County residents. We understand that reliable air service is critical infrastructure for rural communities, and we take that responsibility seriously.

Proposed Financial Summary

Vernal, UT (VEL) | 12 weekly flights to PHX and/or DEN in any combination

Operations

Scheduled Flights	1,248
Scheduled Block Hours	1,390
Scheduled Seats	37,440

Revenue

Passengers	18,720
Average Net Fare (o/w)	\$ 115
Load Factor	50%
Passenger Revenue	\$ 2,145,000

Expenses

Fuel	\$ 3,269,959
Maintenance and Reserves	\$ 1,589,339
Flight Crew	\$ 885,949
Ownership and Insurance	\$ 1,378,822
Airport Rent and Operations	\$ 489,044
Overhead Staff	\$ 361,800
Marketing and Distribution	\$ 75,000
Total Costs	\$ 8,049,913

Profit Element

Margin (@ 5%) \$ 402,496

Requested Annual Subsidy

Year 1	\$ 6,307,409
Year 2	\$ 6,685,854
Year 3	\$ 7,087,005
Year 4	\$ 7,512,225

NOTES:

Seat Pricing (one-way):
Approximately \$125 for
Phoenix (PHX) and
\$100 for Denver (DEN)

Proposed Financial Summary

Moab, UT (CNY) | 12 weekly flights to PHX and/or DEN in any combination

Operations

Scheduled Flights	1,248
Scheduled Block Hours	1,258
Scheduled Seats	37,440

Revenue

Passengers	18,720
Average Net Fare (o/w)	\$ 115
Load Factor	50%
Passenger Revenue	\$ 2,145,000

Expenses

Fuel	\$ 2,960,087
Maintenance and Reserves	\$ 1,438,729
Flight Crew	\$ 801,994
Ownership and Insurance	\$ 1,248,161
Airport Rent and Operations	\$ 489,044
Overhead Staff	\$ 361,800
Marketing and Distribution	\$ 75,000
Total Costs	\$ 7,374,814

Profit Element

Margin (@ 5%) \$ 368,741

Requested Annual Subsidy

Year 1	\$ 5,598,555
Year 2	\$ 5,934,469
Year 3	\$ 6,290,537
Year 4	\$ 6,667,969

NOTES:

Seat Pricing (one-way):
Approximately \$125 for
Phoenix (PHX) and
\$100 for Denver (DEN)

Summary: Why Advanced Air

The Best Choice for Vernal and Moab

24 Weekly Flights

12 round trips per week delivering consistent, high-frequency service between **Vernal, Moab, Denver, and Phoenix**

\$115 Average Fares

Transparent pricing with no hidden fees for a full-service experience with a flight attendant, drinks, and snacks

30-Seat Regional Jet Service

Right-sized capacity aboard a **Dornier 328 JET or ERJ-145** designed for scalable, reliable EAS operations

\$75,000 Marketing Commitment

Annual investment promoting service in **Vernal and Moab**

Interline Connectivity

Advanced Air has an interline agreement with Alaska Airlines to make connections in Phoenix and Denver seamless

Community Partnership

A dual-market approach built around long-term commitment to **Vernal, Moab, and eastern Utah**

Proven EAS Operator

7+ years of experience serving rural America through EAS

96-98% Completion

Industry-leading reliability across all markets

Outstanding Safety Culture

Perfect Safety Record, ARGUS Platinum, and industry-leading credentials

We're Ready to Serve Vernal & Moab