



**SkyWest**  
AIRLINES®

## Vernal Regional Airport Vernal, Utah



Dear Mr. Raggio:

SkyWest Airlines is pleased to submit our proposal to provide Essential Air Service from Vernal Regional Airport (VEL) with two options:

1. Service to Denver International Airport (DEN) under our United Airlines Codeshare Agreement. We will operate 12 subsidized weekly round-trip flights onboard our CRJ-200 aircraft for a term of up to four years.
2. Service to Denver International Airport (DEN) and/or Salt Lake City International Airport (SLC) under our United Airlines and Delta Air Lines Codeshare Agreements. We will operate 12 subsidized weekly round-trip flights onboard our CRJ-200 and/or CRJ-550 aircraft for a term of up to four years.

We are confident that we can provide reliable and efficient air service to the region, and we are excited about the opportunity to partner with the community. As outlined in the RFP, we propose operating 12 subsidized weekly round-trip flights for a term of up to four years. Our regional jets are an ideal choice for both business and leisure travelers, and our proposed flight schedule is designed to offer seamless connections to United and Delta's extensive network at both the DEN & SLC hubs.

This new service would not only enhance air connectivity but also stimulate economic growth by improving business and tourism opportunities in the Vernal, UT community. We believe this proposal offers the best option to meet the community's air service needs.

Thank you for your consideration.



Cody Thomas  
Managing Director – Market Development



*We will offer 12 subsidized weekly round-trip flights for up to a four-year term utilizing CRJ200 and/or CRJ550 aircraft.*



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

# CODESHARE ADVANTAGE

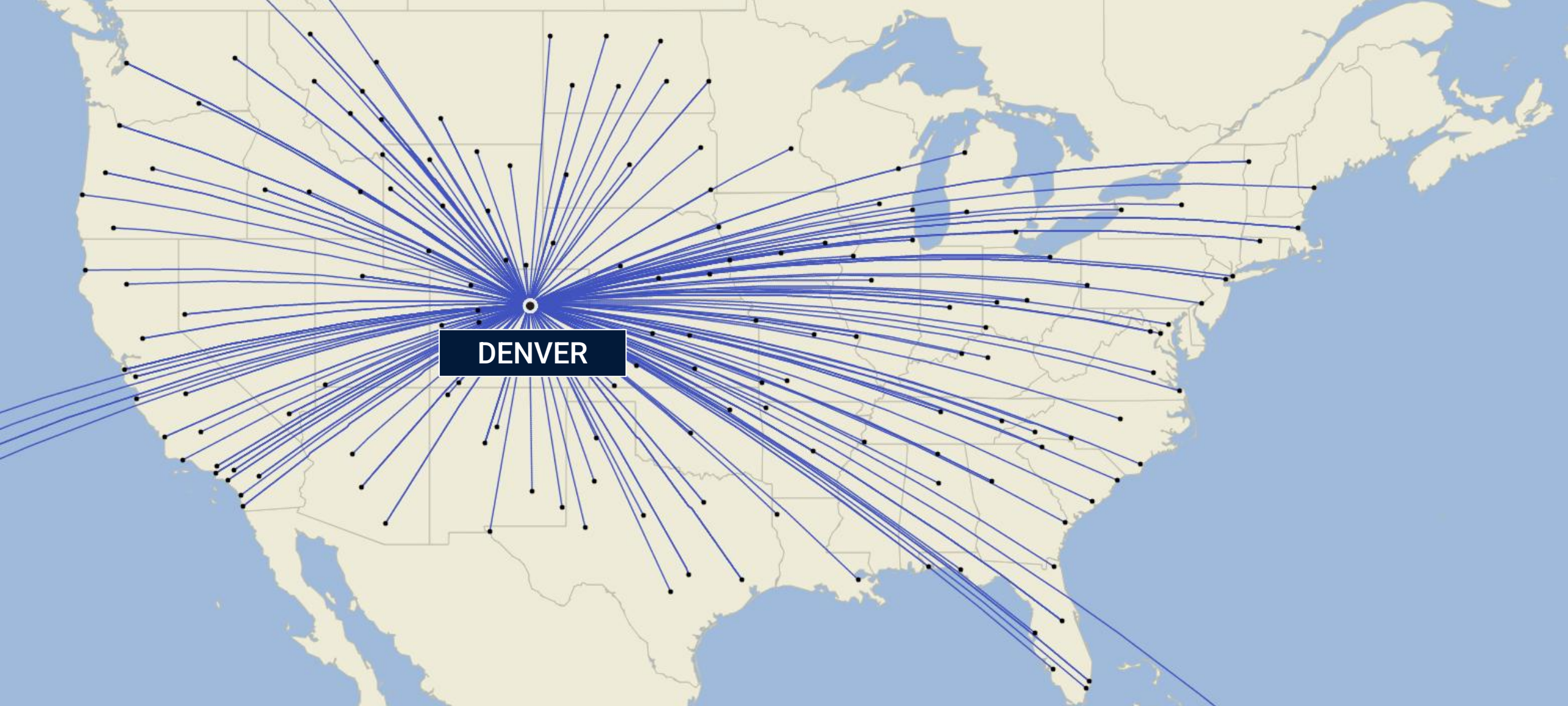
	CODESHARE	INTERLINE
Full Itinerary on Single Ticket for Connecting Flights	✓	✗
Frequent Flyer Miles for Flights From VEL	✓	✗
Auto Bag Transfer on Connecting Flights in Hub	✓	✗
Pricing Advantage – Especially International	✓	✗
Irregular Operations (IROP) Protection	✓	✗
Gate Proximity to Partner Departures	✓	✗
Amenities – Lounge Access and Travel Support	✓	✗

## STAR ALLIANCE

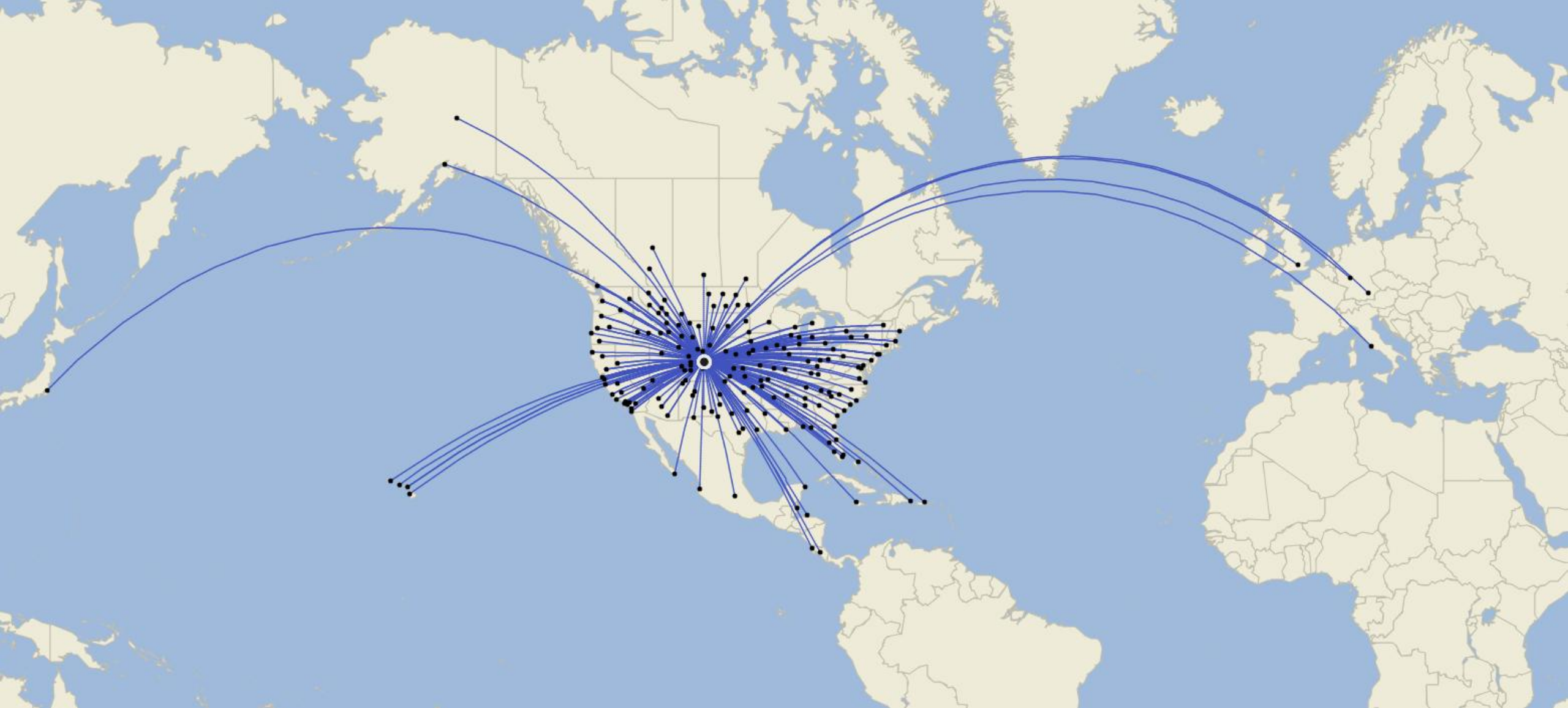


## SKYTEAM®



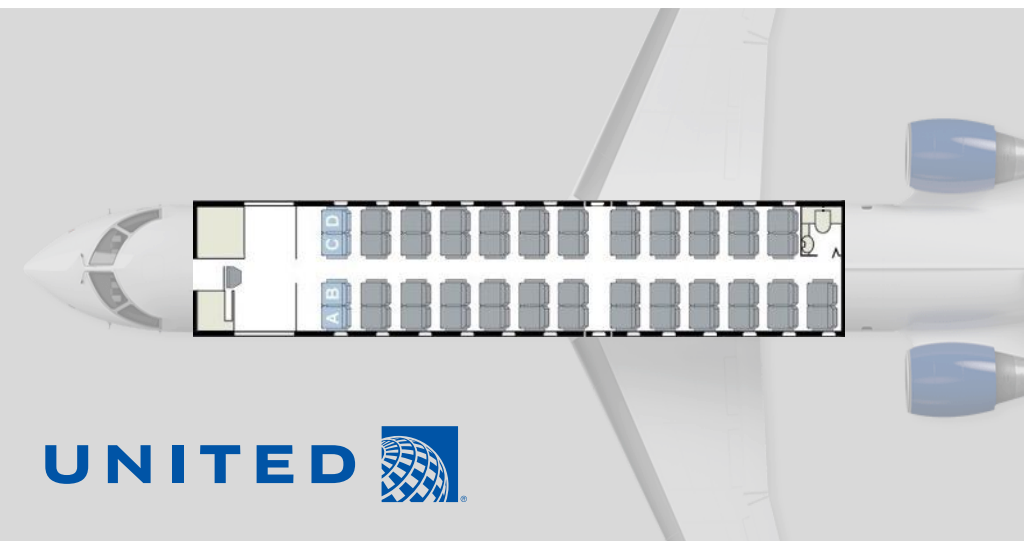


**DOMESTIC ROUTES  
FROM DEN**



**GLOBAL ROUTE NETWORK**

# 50-SEAT JET SERVICE



Professional flight attendant on every flight



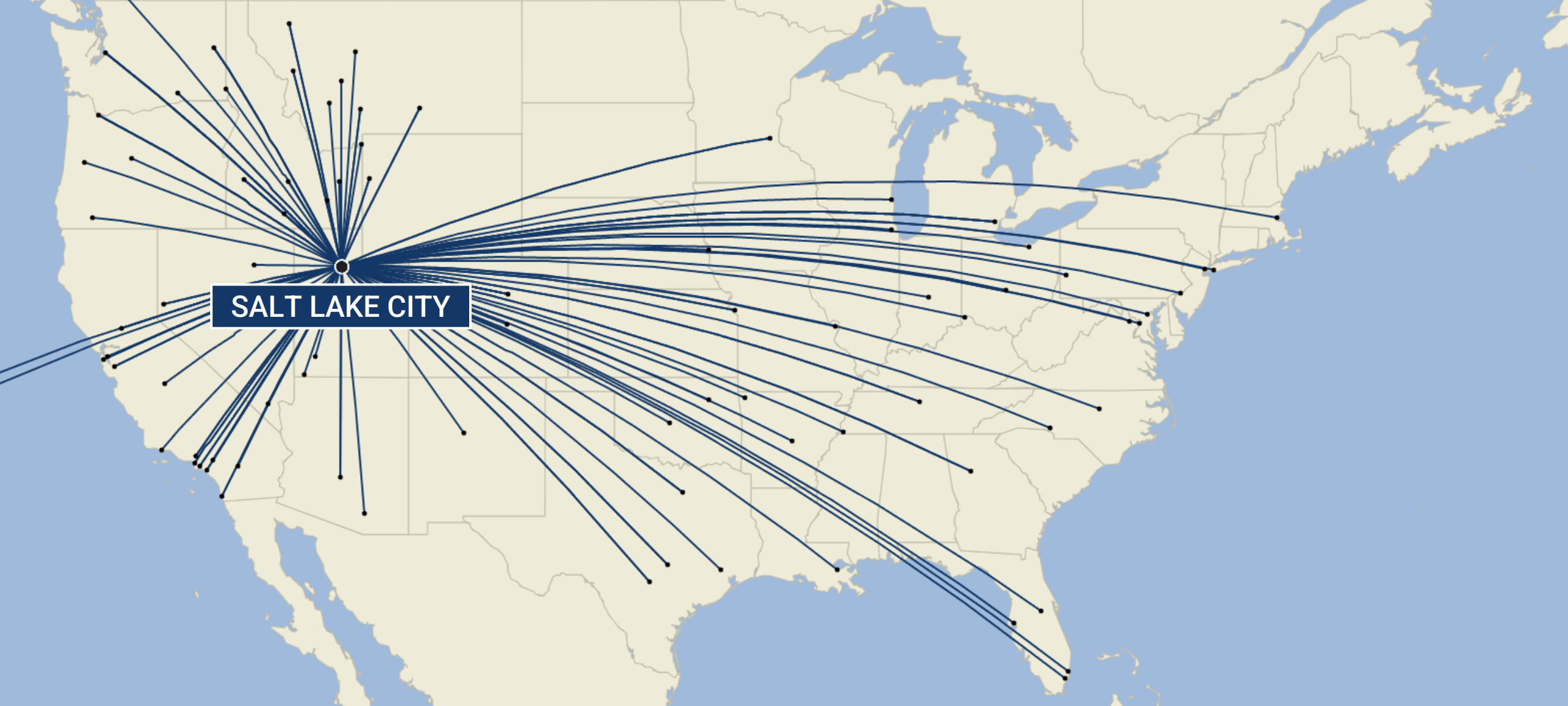
MileagePlus<sup>®</sup> miles that never expire



Mobile app & 24/7 customer service



Seamless bag transfer to final destination



**DELTA**



**DOMESTIC ROUTES  
FROM SLC**



**DELTA**



**GLOBAL ROUTE NETWORK**



# 50-SEAT JET SERVICE



Professional flight attendant on every flight

 DELTA  
SKYMILES®

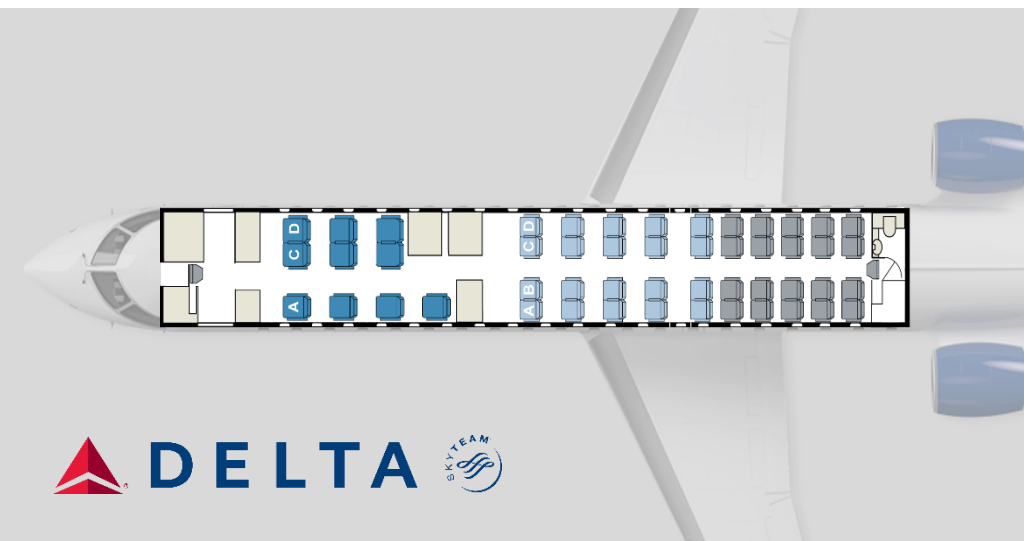
Delta SkyMiles® that never expire



Mobile app & 24/7 customer service



Seamless bag transfer to final destination



Number of  
round trips  
per week from  
VEL to DEN  
**12.0**

**50 SEAT  
CRJ200**



Passenger Revenue	
Passengers	26,832
Revenue	\$ 2,971,520

Block Time	Minutes
Trip block time	70
Total scheduled block time	1,456
Total completed block time	1,412

RPMs	
Passengers	26,832
Stage length	130
Total RPMs	6,949,488

ASMs	
Scheduled departures	1,248
Completed departures	1,211
Available Seats	50
Total ASMs	16,161,600

Revenue	\$ 2,971,520
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Marketing costs	\$ 25,000
Direct operating expenses	\$ 3,677,288
Departure related	\$ 4,063,145
ASM related	\$ 150,626
Total expenses	\$ 7,916,059

Operating income (loss)	\$ (4,964,539)
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5% profit margin	\$ 395,803
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Annual subsidy requirement (Year 1)	\$ 5,360,342
Annual subsidy requirement (Year 2)	\$ 5,521,152
Annual subsidy requirement (Year 3)	\$ 5,686,787
Annual subsidy requirement (Year 4)	\$ 5,857,390

Effective subsidy rate per unit	
Subsidy per trip	\$ 4,428
Subsidy per passenger	\$ 200
Load factor	43%

**SkyWest will dedicate \$25,000 annually to market air service**

Number of  
round trips  
per week from  
VEL to DEN/SLC  
**12.0**

Passenger Revenue	
Passengers	26,832
Revenue	\$ 2,951,520

Block Time	Minutes
Trip block time	64
Total scheduled block time	1,331
Total completed block time	1,291

RPMs	
Passengers	26,832
Stage length	196
Total RPMs	5,245,656

ASMs	
Scheduled departures	1,248
Completed departures	1,211
Available Seats	50
Total ASMs	12,199,200

Revenue	\$ 2,951,520
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Marketing costs	\$ 25,000
Direct operating expenses	\$ 4,155,294
Departure related	\$ 4,063,145
ASM related	\$ 113,697
Total expenses	\$ 8,357,135

Operating income (loss)	\$ (5,405,615)
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5% profit margin	\$ 417,857
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Annual subsidy requirement (Year 1)	\$ 5,823,472
Annual subsidy requirement (Year 2)	\$ 5,998,176
Annual subsidy requirement (Year 3)	\$ 6,178,121
Annual subsidy requirement (Year 4)	\$ 6,363,456

Effective subsidy rate per unit	
Subsidy per trip	\$ 4,811
Subsidy per passenger	\$ 217
Load factor	43%

**SkyWest will dedicate \$25,000 annually to market air service**



**50 SEAT  
CRJ200/CRJ550**





# TOP FAA PART 121 OPERATOR

	PART 121	PART 135
Two Air Transport Pilots in Flight Deck	✓	✗
Active Flight Dispatching	✓	✗
FAR Part 117 Rest Rules	✓	✗
Safety Management Systems	✓	✗
Advanced Qualification Program (AQP) Training	✓	✗



Founded in 1972 and headquartered in *St. George, Utah*



Connects small and medium sized communities to the *global air service network*



Fleet of nearly *500 aircraft*



Over *2,500 daily departures* to over 250 cities

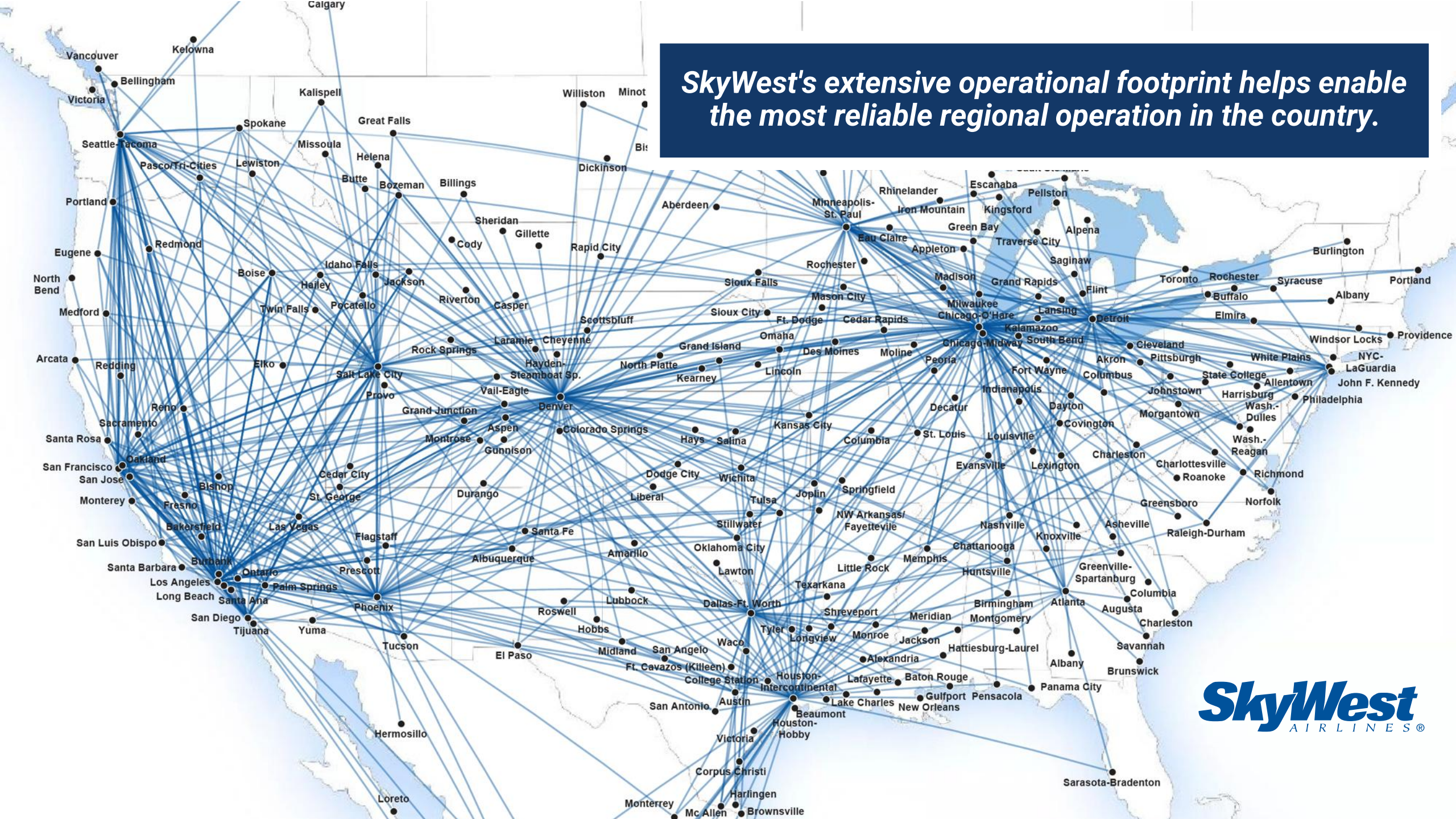
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## ABOUT SKYWEST

*Partnership with four major airlines:*



*SkyWest's extensive operational footprint helps enable the most reliable regional operation in the country.*





*SkyWest is a leading CRJ200 operator and has been named the manufacturer's most reliable operator in North America five times.*

# SkyWest

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[www.skywest.com](http://www.skywest.com)

