February 5, 2024

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

SkyWest Airlines' Essential Air Service Proposal for Joplin, Missouri.

Dear Mr. Raggio:

Attached is SkyWest Airlines' proposal to provide air service from Joplin, MO (JLN) to Denver International Airport (DEN) and/or Chicago O'Hare International Airport (ORD).

SkyWest welcomes the opportunity to continue United Express service to the Joplin community. Our combination of safe and reliable aircraft, well-timed schedules, and access to one 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.

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

Thank you for your consideration.



Daniel Belmont

Director – Market Development

SkyWest Airlines

SkyWest Airlines
Essential Air Service Bid
2/5/2024

	DEN JLN	ORD JLN	**JLN**
Number of round trips per week	6.0	6.0	12.0
Aircraft type	CRJ - 50 Seat	CRJ - 50 Seat	CRJ - 50 Seat
Passenger Revenue			
Passengers	23,400	21,840	45,240
Average fare	$ 120.00	$ 128.00	$ 124.00
Revenue	$ 2,808,000	$ 2,795,520	$ 5,603,520
Block Time			
Trip block time (minutes)	126	116	121
Total scheduled block time	1,310	1,206	2,517
Total completed block time	1,271	1,170	2,441
RPMS			
Passengers	23,400	21,840	45,240
Stage length	582	484	582
Total RPMs	13,618,800	10,570,560	24,189,360
ASMs			
Scheduled departures	624	624	1,248
Competed departures	605	605	1,211
Stage length	582	484	533
Available Seats	50	50	50
Total ASMs	18,158,400	15,100,800	33,259,200
Revenue	$ 2,808,000	$ 2,795,520	$ 5,603,520
Marketing Costs	$ 10,000	$ 10,000	$ 20,000
Direct operating expenses	$ 3,677,197	$ 3,473,864	$ 7,151,061
Departure related	$ 1,527,525	$ 1,527,525	$ 3,055,051
ASM related	$ 169,236	$ 140,739	$ 309,976
Total expenses	$ 5,383,958	$ 5,152,129	$ 10,536,087
Operating income (loss)	$ (2,575,958)	$ (2,356,609)	$ (4,932,567)
5% profit margin	$ 269,198	$ 257,606	$ 526,804
Annual subsidy requirement (Year 1)	**$ 2,845,156**	**$ 2,614,216**	**$ 5,459,372**
Annual subsidy requirement (Year 2)	**$ 3,044,317**	**$ 2,797,211**	**$ 5,841,528**
Annual subsidy requirement (Year 3)	**$ 3,257,419**	**$ 2,993,015**	**$ 6,250,434**
Effective Subsidy rate per unit			
Subsidy per trip	$ 4,701	$ 4,319	$ 4,510
Subsidy per passenger	$ 122	$ 120	$ 121
Load factor	75%	70%	73%