



SWC
SkyWest Charter®

ATTACHMENT 6



Merced Yosemite Regional Airport

Dear Mr. Faulk:

SWC is pleased to submit our proposal to provide Essential Air Service from Merced Yosemite Regional Airport (MCE) onboard our 30-seat CRJ200 aircraft with three options under our United Airlines Interline Agreement:

1. Los Angeles International Airport (LAX)

OR

2. Los Angeles International Airport (LAX) and San Francisco International Airport (SFO)

OR

3. Los Angeles International Airport (LAX) and Harry Reid International Airport (LAS)

We are excited about the opportunity to offer reliable and efficient air service to the region.

As outlined in the RFP, we propose operating 12 subsidized weekly round-trip flights for up to a four-year term. Our regional jets are ideal for both business and leisure travelers, and we'll provide a flight schedule designed for ideal connections and convenient travel options for Merced passengers.

This service will not only improve air connectivity but also stimulate economic growth by enhancing business and tourism opportunities in the Merced, CA community. We believe this proposal offers the best option for your air service needs.

Thank you for your consideration.



Trent Moss
Director – SWC SkyWest Charter



*We will offer 12
subsidized weekly
round-trip flights for up
to a four-year term
utilizing the CRJ200.*



SWC welcomes the opportunity to offer service to the Merced, CA community. Our combination of safe and reliable aircraft, well-timed schedules, and access to the world's largest airline network via interline agreement will provide passengers with quality air service and stimulate economic growth in the region. SWC will also actively partner with the community to market the service with a variety of promotions including print, digital, radio and online.

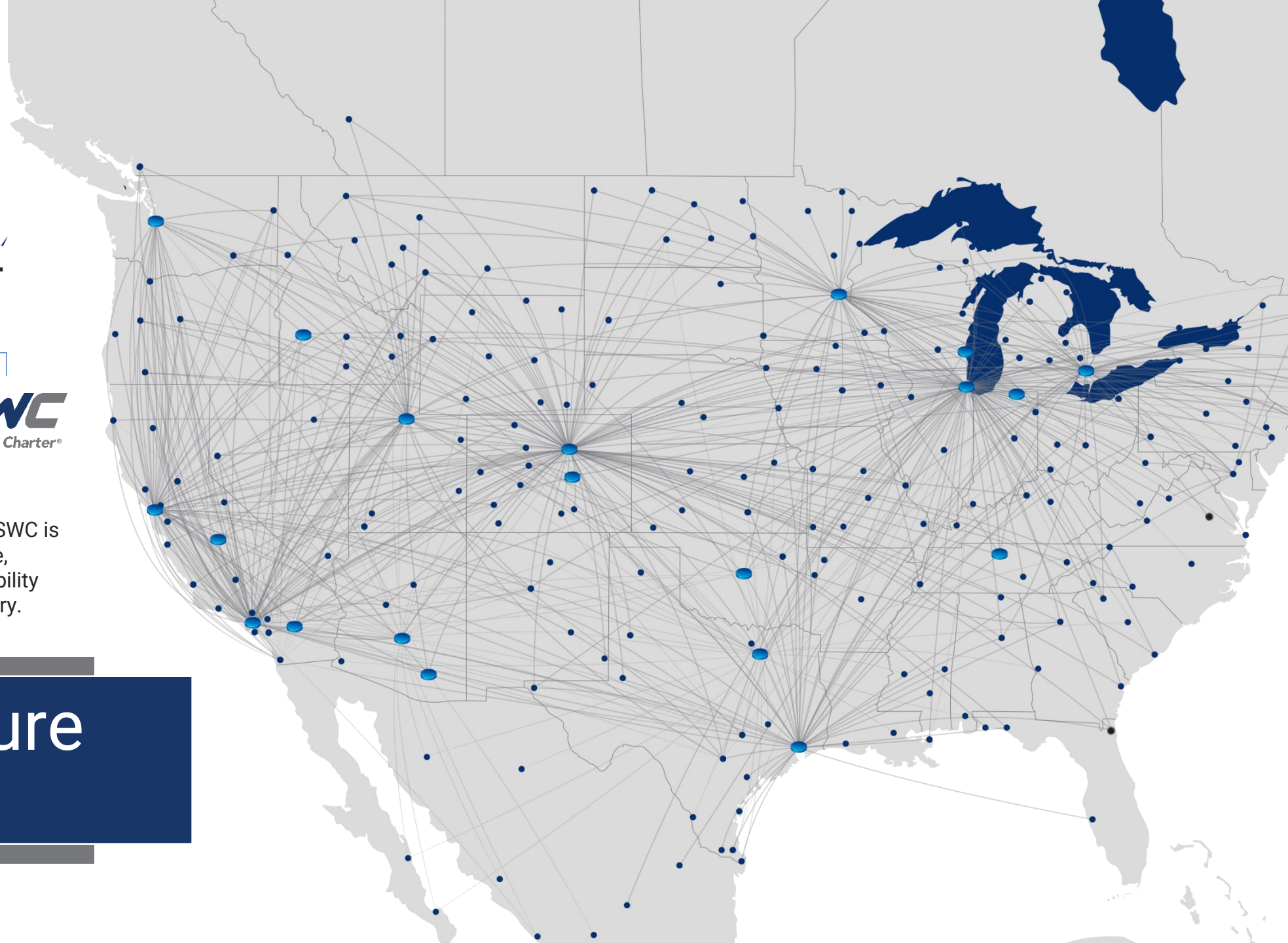


SkyWest
AIRLINES®

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As a subsidiary of SkyWest, Inc., SWC is supported by a vast infrastructure, offering unmatched product reliability and service in the Part 135 industry.

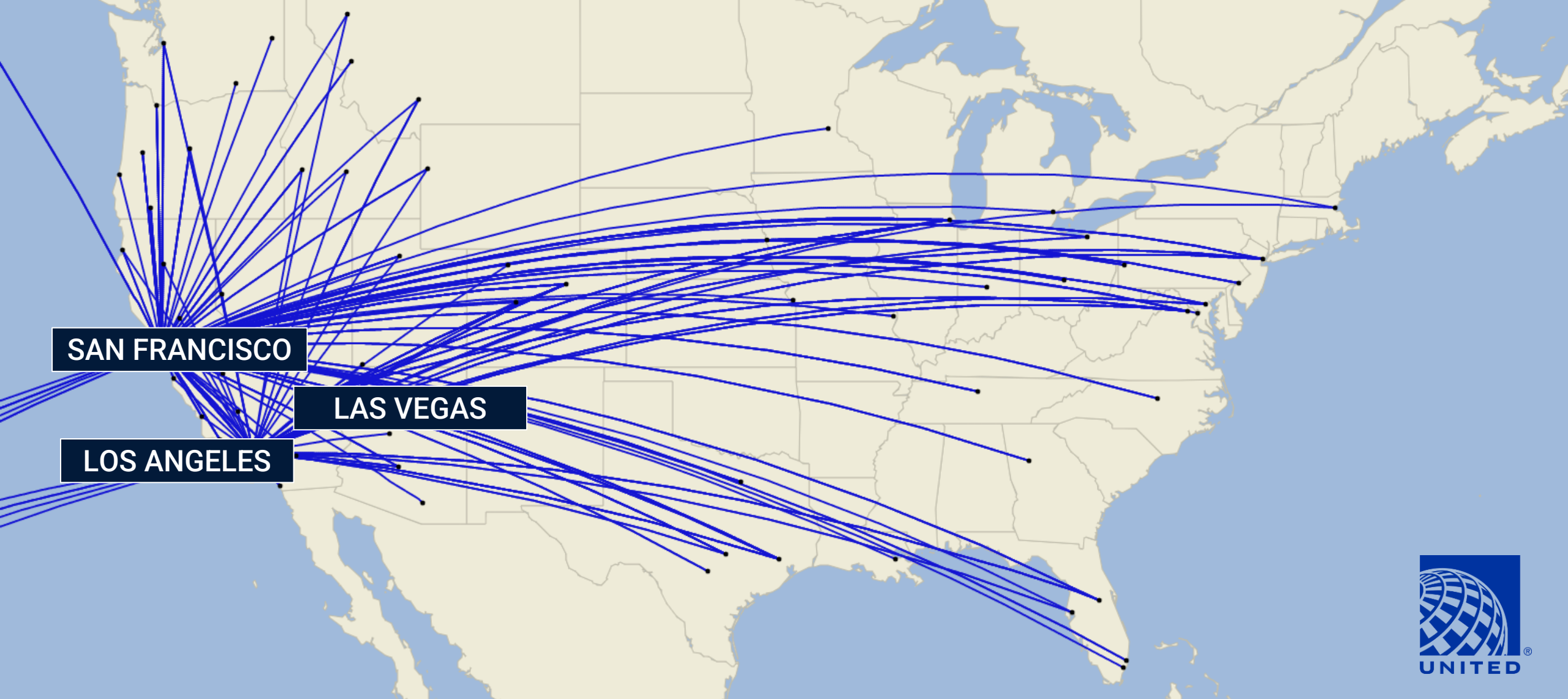
Infrastructure Strength



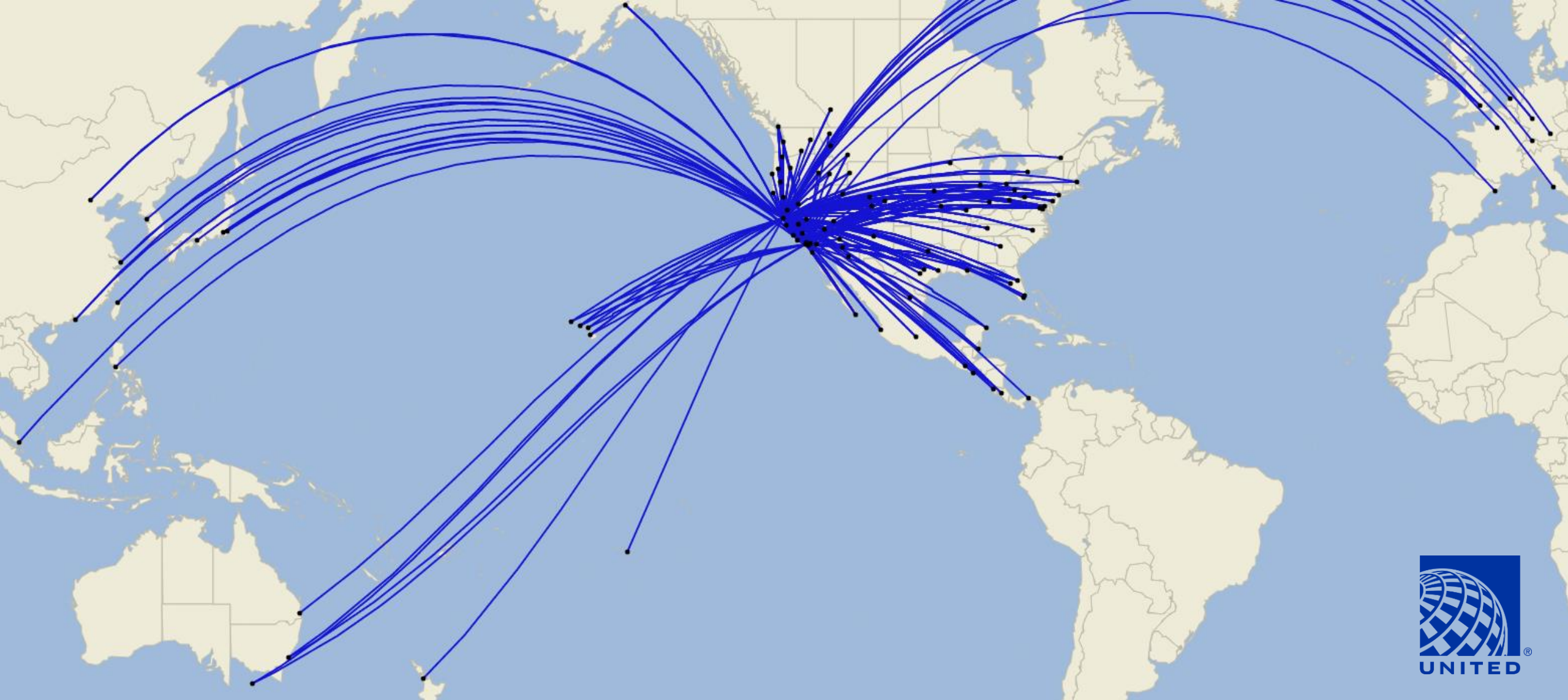
Safety Programs

SWC is dedicated to the highest safety standards. The SWC team is proud to incorporate the following safety programs and certifications, reflecting our overall commitment to safety.





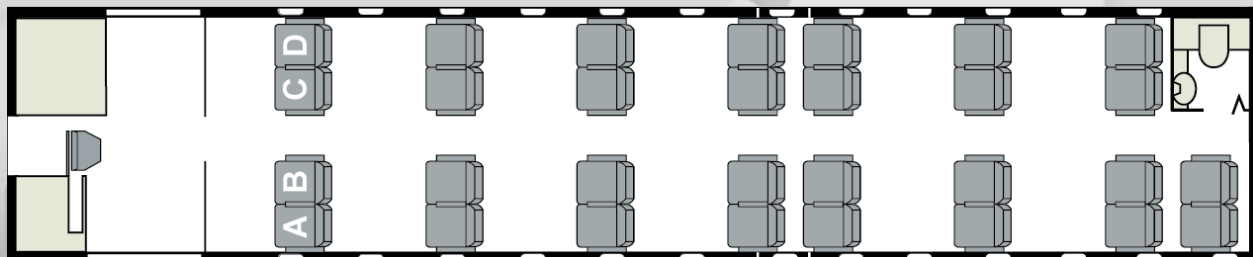
DOMESTIC ROUTES FROM SFO, LAX & LAS



INTERNATIONAL ROUTES FROM SFO, LAX & LAS



30-SEAT JET SERVICE



Number of
round trips
per week from
MCE to LAX
12.0

**30 SEAT
CRJ200**



Passenger Revenue	
Passengers	16,848
Average fare	\$ 95.00
Revenue	\$ 1,600,560

Block Time	Minutes
Trip block time - Average	74
Total scheduled block time	1,535
Total completed block time	1,489

RPMs	
Passengers	16,848
Stage length - Average	259
Total RPMs	4,363,632

ASMs	
Scheduled departures	1,248
Completed departures	1,211
Stage length	259
Available Seats	30
Total ASMs	9,696,960

Revenue	\$ 1,600,560
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Marketing costs	\$ 25,000
Direct operating expenses	\$ 3,983,726
Departure related	\$ 3,275,639
ASM related	\$ 90,376
Total expenses	\$ 7,374,741

Operating income (loss)	\$ (5,774,181)
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5% profit margin	\$ 368,737
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Annual subsidy requirement (Year 1)	\$ 6,124,918
Annual subsidy requirement (Year 2)	\$ 6,327,205
Annual subsidy requirement (Year 3)	\$ 6,517,022
Annual subsidy requirement (Year 4)	\$ 6,712,532

Effective subsidy rate per unit	
Subsidy per trip	\$ 5,074
Subsidy per passenger	\$ 365
Load factor	45%

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

Number of
round trips
per week from
MCE to LAX/SFO

12.0

30 SEAT
CRJ200



Passenger Revenue	
Passengers	16,848
Average fare	\$ 92.50
Revenue	\$ 1,558,440

Block Time	Minutes
Trip block time - Average	67
Total scheduled block time	1,392
Total completed block time	1,350

RPMs	
Passengers	16,848
Stage length - Average	182
Total RPMs	3,066,336

ASMs	
Scheduled departures	1,248
Completed departures	1,211
Stage length	182
Available Seats	30
Total ASMs	6,814,080

Revenue	\$ 1,558,440
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Marketing costs	\$ 25,000
Direct operating expenses	\$ 3,543,837
Departure related	\$ 3,275,639
ASM related	\$ 63,507
Total expenses	\$ 6,907,983

Operating income (loss)	\$ (5,349,543)
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5% profit margin	\$ 345,399
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Annual subsidy requirement (Year 1)	\$ 5,694,942
Annual subsidy requirement (Year 2)	\$ 5,865,790
Annual subsidy requirement (Year 3)	\$ 6,069,034
Annual subsidy requirement (Year 4)	\$ 6,223,017

Effective subsidy rate per unit	
Subsidy per trip	\$ 4,704
Subsidy per passenger	\$ 338
Load factor	45%

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

Number of
round trips
per week from
MCE to LAX/LAS

12.0

30 SEAT
CRJ200



Passenger Revenue	
Passengers	16,848
Average fare	\$ 97.50
Revenue	\$ 1,642,680

Block Time	Minutes
Trip block time - Average	77
Total scheduled block time	1,610
Total completed block time	1,562

RPMs	
Passengers	16,848
Stage length - Average	284
Total RPMs	4,784,832

ASMs	
Scheduled departures	1,248
Completed departures	1,211
Stage length	284
Available Seats	30
Total ASMs	10,632,960

Revenue	\$ 1,642,680
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Marketing costs	\$ 25,000
Direct operating expenses	\$ 4,187,732
Departure related	\$ 3,275,639
ASM related	\$ 99,099
Total expenses	\$ 7,587,470

Operating income (loss)	\$ (5,944,790)
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5% profit margin	\$ 379,373
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Annual subsidy requirement (Year 1)	\$ 6,324,163
Annual subsidy requirement (Year 2)	\$ 6,513,888
Annual subsidy requirement (Year 3)	\$ 6,709,305
Annual subsidy requirement (Year 4)	\$ 6,910,584

Effective subsidy rate per unit	
Subsidy per trip	\$ 5,224
Subsidy per passenger	\$ 375
Load factor	45%

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



Backed by the strength of its parent company SkyWest, Inc., SWC is among the strongest CRJ200 operators in the world.

SWC

SkyWest Charter®

www.skywestcharter.com

