

AGENDA
Chippewa Valley Regional Airport Commission
Wednesday, June 26, 2024 7:30 a.m.
Airport Terminal Conference Room
3800 Starr Ave, Eau Claire, WI

Join WebEx Meeting:

<https://eauclairecounty.webex.com>

Meeting ID: 2599 801 9874 Password: nMKSpGTH497

*Meeting audio can be listened to using this Audio conference dial in information.

Audio conference:

1-415-655-0001 Access Code: 25998019874##

Please mute personal devices upon entry

For those wishing to make public comment, you must e-mail Erin Switzer at admin@chippewavalleyairport.com at least 30 minutes prior to the start of the meeting. You will be called on during the public comment period to make your comments.

1. Call To Order
2. Confirmation of Meeting Notice
3. Roll Call - Voice
4. Approval of Minutes
 - a. April 26, 2024 Regular Commission Meeting
 1. Discussion/Action
5. CVRA Finance and Activity Reports
 - a. Expense Vouchers and Financial Report
 1. Discussion/Action
 - b. Key Indicators:
 - Airline Operations
 - Car Rental Operations
 - Tower Operations
 1. Discussion/Action
6. Summary of EAS Proposals
 - a. Volaire Aviation Presentation
 1. Discussion/Action
7. Public Comment Period - (Maximum 2 minutes per person)
8. Previous Business: None.
9. New Business:

- a. **Request from Hawthorne Aviation to Subcontract for Flight Instruction and Aircraft Rental**
 - 1. **Discussion/Action**

- b. **Airport Commission Annual Meeting**
 - 1. **Discussion/Action**

- c. **Proposed Closed Session pursuant to Wisconsin Stat. s. 19.85 (1)(8) for the purpose of deliberating or negotiating the purchasing of public properties, the investing of public funds, or conducting other specified public business, whenever competitive or bargaining reasons require a closed session, To wit: Deliberation of EAS Proposals**
 - 1. **Discussion/Action**

10. Discuss Future Agenda Items

11. Set Future Meeting Dates and Times

12. Adjournment

PLEASE NOTE: Upon reasonable notice, efforts will be made to accommodate the needs of individuals with disabilities through sign language, interpreters, remote access, or other auxiliary aids. Contact the clerk of the committee or Administration for assistance (715-839-5106). For additional information on ADA requests, contact the County ADA Coordinator at 839-7335, (FAX) 839-1669 or 839-4735, TTY: use Relay (711) or by writing to the ADA Coordinator, Human Resources, Eau Claire County Courthouse, 721 Oxford Avenue, Eau Claire, WI 54703.

MINUTES

Chippewa Valley Regional Airport Commission
Friday, April 26, 2024, 7:30 a.m.
Airport Terminal Conference Room
3800 Starr Ave, Eau Claire, WI

MEMBERS PRESENT: Commissioners Kirk Dahl, Scott Francis, Bill Hilgedick, Scott Smith and Barry Wells were present. Peter Hoeft attended virtually.

MEMBERS ABSENT: Chuck Hull

OTHERS PRESENT: Heather DeLuka-Airport Neighborhood Association, Shawn Styer-Hawthorne Aviation, Dan Templeton-Menard, Inc., Charity Zich-Airport Director, Todd Norrell-Maintenance Supervisor and Erin Switzer-Airport Administrative Specialist.

1. **Call to Order:** Chair Bill Hilgedick called the meeting to order at 7:31 am.
2. **Confirmation of Meeting Notice:** The meeting was noticed.
3. **Roll Call:** Commissioners Kirk Dahl, Scott Francis, Bill Hilgedick, Scott Smith and Barry Wells were present. Peter Hoeft attended virtually.
4. **Approval of Minutes:**
 - a. **March 15, 2024 Regular Commission Meeting:**

On a motion by Com. Smith, seconded by Com. Francis, the minutes of the March 15, 2024 meeting were approved as submitted.
(Ayes 6-Nayes 0)
5. **CVRA Finance and Activity Reports:**
 - a. **Expense Vouchers, Credit Card Charges and Financial Report:**

On a motion by Com. Francis, seconded by Com. Wells, the expense vouchers were approved as presented.
(Ayes 6-Nayes 0)
 - b. **Key Indicators:**
 - **Airline Operations**

Airline Enplanements are up for the month and for the year. March of 2024 had several more seasonal flights than March of 2023.
 - **Car Rental Operations**

Cars rented are down slightly for the month and up slightly for the year.
 - **Tower Operations**

Tower Operations are up for the month and for the year.
 - c. **Hangar Occupancy:** There is one t-hangar vacancy.

6. **Public Comment Period: None**

7. **Operational Matters:**

a. **Airport Operations Report**

- **Airport Community Outreach:** Commissioners reviewed the Airport Community Outreach opportunities and events. The Pancake Breakfast is scheduled for May 11th from 8-11am at Hawthorne.

c. **Project Summary**

- **AIP 51 - Master Plan Update – FY22:** No update.
- **AIP 54 - ARFF Truck Replacement – FY23:** In progress. The truck is expected to be delivered in June.
- **AIP 55 - Phase II Fence Final Construction – FY23:** Construction will begin next week.
- **AIP 57 - South Hangar Construction – FY24:** The grant was received this week.
- **Future AIP Project for Taxilane J, K and L Reconstruct – FY24:** No update.
- **Terminal Tile Replacement – FY23:** There is an issue with the installation over the existing insulation that will need to be reevaluated before construction can begin.

8. **Previous Business:**

- a. **Airport Recognition Program Quarterly Recipient:** Commissioners selected Sue Schleppenbach from Great Planes Aviation as the Quarter 1 - 2024 Recognition Program recipient. She was nominated for going above and beyond in dealing with a recent significant airline delay.
- b. **Proposed Closed Session pursuant to Wisconsin Stat. s. 19.85 (1)(8) for the purpose of deliberating or negotiating the purchasing of public properties, the investing of public funds, or conducting other specified public business, whenever competitive or bargaining reasons require a closed session, To wit: Addendum 2 to Heartland Aviation, LLC Fixed-Base Operator's Agreement, Assignment and Assumption of Contracts and Contribution of Certain Assets, Guaranty of Contracts and Leasehold Mortgage Estoppel**

On a motion by Com. Wells, seconded by Com. Francis, the Commission entered into closed session at 7:58 am on the following Roll Call Vote – Ayes: Com. Dahl, Francis, Hilgedick, Hoef, Smith & Wells; Nays: None.

Commissioners returned from closed session at 8:20 am. Chair Hilgedick reported that the Commission gave direction to the Airport Director on executing documents reviewed in closed session.

9. **New Business: None**

10. Discuss Future Agenda Items: Airport Director Performance Evaluation

11. Set Future Meeting Dates and Times: The next Regular Commission Meetings are planned for May 17, June 21 and July 19.

12. Adjournment:

On a motion by Com. Francis, seconded by Com. Wells, the meeting was adjourned at 8:21 am.

(Ayes 6-Nays 0)

Respectfully Submitted,

Scott Francis, Secretary

April Vouchers for approval June 21, 2024

Ahern	ATCT Fire Alarm Communicator & Annual Monitoring	53515-248	\$1,508.33
Badger State Inc.	ATCT I.T. Room - Liebert unit repairs	53515-248	\$334.00
Bartingale - Jamar Company	ATCT Boiler Motor - Install only	53515-248	\$219.00
CBS Squared	Design/construction fees, South Ramp Hangar	53510-820	\$96.50
Cintas	Uniforms & Towels	53510-298	\$577.93
JM Janitorial	Janitorial Services, April	53510-200	\$742.50
Mead & Hunt	PFC Application Services	53510-299	\$1,605.60
Northwest Truck Service	MB5 Repairs	53510-241	\$4,868.00
RTS Roofing, Inc.	Hangar Door Seal Membrane	53510-248	\$124.20
State of WI - Dept. of Natural Resources	Stormwater Tier Two Permit Fee	53510-221	\$130.00
Xcel Energy	Terminal Gas/Electric - April	53510-222/224	\$10,462.25
<i>Xcel Energy</i>	<i>ATCT Gas/Electric - April</i>	<i>53515-222/224</i>	<i>\$1,824.40</i>
<i>ITALICIZED items = Tower Expenses</i>		TOTAL	<u>\$22,492.71</u>

April Credit Card Charges

AMERICAN ASSOC. AIRPORT EXEC	AAAE Conference Registration	53510-340	695.00
AMERICAN ASSOC. AIRPORT EXEC	ATC Membership	53510-324	1500.00
ADVANCE LOCAL MEDIA LLC	Digital Marketing, March	53510-327	5800.00
SUN COUNTRY	DFW ARFF Training	53510-340	401.94
STAPLES	Janitorial	53510-248	565.98
NASSCO INC.	Janitorial	53510-248	400.99
HANGAR 54 GRILL	Employee Recognition	53510-327	25.00
GOLD CROSS ANSWERING SVC	Answering Service	53510-225	130.00
WINDCAVE INC.	Merchant Fees	53510-200	100.00
AMAZON	Boarding Bridge Maglock	53510-248	654.00
EAU CLAIRE CHAMBER	Employee Recognition	53510-327	50.00
AMAZON	Office Supply	53510-310	15.99
HANGAR 54 GRILL	Marketing	53510-327	10.00
APSAVIATION.COM	Grounds	53510-246	62.98
CHIPPEWA FALLS CHAMB	Go CF Advertising	53510-327	550.00
MENARDS EAU CLAIRE WEST	Building	53510-248	27.83
VIKING ELEC - EAU CLAIRE	Building	53510-248	80.97
LF GEORGE - EAU CLAIRE	Grounds	53510-246	124.05
AIRPORT LIGHTING COMPANY	Airfield Lighting	53510-246	779.57
FARM & FLT CHIPPEWA FALLS	Vehicle	53510-241	54.99
FARM & FLT CHIPPEWA FALLS	Building	53510-248	12.99
MENARDS EAU CLAIRE WEST	Building	53510-248	17.09
VIKING ELEC - EAU CLAIRE	Building	53510-248	-80.97
GOODIN COMPANY	Building	53510-248	36.38
FARM & FLT CHIPPEWA FALLS	(3) Striker Batteries	53510-241	475.96
ZORO TOOLS INC	Building	53510-248	8.87
ZORO TOOLS INC	Building	53510-248	85.16
MTI	Toro Repairs	53510-246	312.41
MENARDS EAU CLAIRE WEST	Building	53510-248	39.92
MENARDS EAU CLAIRE WEST	Grounds	53510-246	35.00
GOODIN COMPANY	Building	53510-248	98.59
MENARDS EAU CLAIRE WEST	Building	53510-248	55.92
MENARDS EAU CLAIRE EAST	Building	53510-248	73.98
		TOTAL	<u>\$13,200.59</u>

May Vouchers for approval June 21, 2024

Acenda Item 5a

ARFF Specialists	ARFF Training, Joe Dahl & Joe Kelly	53510-340	\$1,068.00
Boos, Patrick	DFW ARFF Training, Meal Reimbursements	53510-540	\$17.97
Cintas	Uniforms & Towels	53510-298	\$576.53
County of Chippewa	Avigation Easement Filing Fee	53510-299	\$30.00
George, Wyatt	DFW ARFF Training, Meal Reimbursements	53510-540	\$57.66
JM Janitorial	Janitorial Services, May	53510-200	\$688.50
Norrell, Todd	DFW ARFF Training, Meal Reimbursements	53510-540	\$31.40
State of WI - Dept. of Transportation	Master Plan Update EAU1014	53510-829	\$1,451.41
State of WI - Dept. of Transportation	Rwy 4/22/Twy A Rehab EAU1012	53510-829	\$135.48
State of WI - Dept. of Transportation	South Hangar Area Project EAU1018	53510-829	\$972.91
TK Airport Solutions	Boarding Bridge Hydraulic Fluid/Door Hinge Repairs	53510-248	\$465.00
Tricor, Inc.	Airport Liability Insurance	53510-510	\$11,169.00
Tru-Lock & Security	Boarding Door Lock & Restaurant Door Alarm Replacements	53510-248	\$698.95
Viking Electric	Restroom Backup Ballast/Light Replacement	53510-248	\$176.79
Xcel Energy	Terminal Gas/Electric - May	53510-222/224	\$9,176.76
<i>Xcel Energy</i>	<i>ATCT Gas - May (billing error, electric missed; x2 in June)</i>	<i>53515-222/224</i>	<i>\$81.42</i>
Zich, Charity	AAAE Conference Travel/Meal Reimbursements	53510-540	\$88.94
<i>ITALICIZED items = Tower Expenses</i>		TOTAL	<u>\$26,886.72</u>

May Credit Card Charges

VOLAIRE AVIATION INC.	Marketing	53510-327	450.00
VOLAIRE AVIATION INC.	Air Service, April	53510-328	1500.00
VOLAIRE AVIATION INC.	Q2 Digital Marketing	53510-327	300.00
MSP AIRPORT PARKING	Travel/Training	53510-340	69.00
RENAISSANCE HOTELS	Travel/Training	53510-340	963.09
ADVANCE LOCAL MEDIA LLC	Digital Marketing, April	53510-327	4100.00
TRICOR INC.	Fly In/Pancake Breakfast Insurance	53510-510	837.32
KWIK TRIP #1161	Fly In/Pancake Breakfast Supplies	53510-327	15.98
WAL-MART	Fly In/Pancake Breakfast Supplies	53510-327	29.20
CROWN AWARDS INC	Employee Recognition	53510-327	9.25
PER MAR SECURITY	ATCT Building	53515-248	42.96
RUDER WARE LLSC	Attorney Fees, Lease Agreements	53510-212	665.00
USPS.COM POSTAL STORE	Postage	53510-311	25.90
AMAZON	Building	53510-248	128.91
PER MAR SECURITY	Building	53510-248	229.00
AMAZON	Building	53510-248	118.20
AMAZON	Fly In/Pancake Breakfast Supplies	53510-327	201.65
HANGAR 54 GRILL	Employee Recognition	53510-327	25.00
STAPLES	ATCT Building	53515-248	157.32
GOLD CROSS ANSWERING SVC	Answering Service	53510-225	120.00
AMAZON	Fly In/Pancake Breakfast Supplies RETURN	53510-327	-53.64
THE MARKET AT IFD	Fly In/Pancake Breakfast Supplies	53510-327	25.25
RUDER WARE LLSC	Attorney Fees, Lease Agreements	53510-212	70.00
THE MARKET AT IFD	Fly In/Pancake Breakfast Supplies	53510-327	139.67
AMAZON	Fly In/Pancake Breakfast Supplies	53510-327	56.64
WINDCAVE INC.	Merchant Fees	53510-200	100.00
WAL-MART	Fly In/Pancake Breakfast Supplies	53510-327	160.25
FAMILY FARMS LLC	Fly In/Pancake Breakfast Supplies	53510-327	237.93
PHOTO CARD SPECIALISTS	Marketing	53510-327	26.95
NEWEGG MARKETPLACE	ARFF Supplies	53510-366	49.37
4IMPRINT- INC	Marketing	53510-327	281.81
WD LARSON COMPANIES INC	Vehicle	53510-241	67.30
FARM & FLEET CF	Building	53510-248	29.90
FARM & FLEET CF	Grounds	53510-246	13.99
FARM & FLEET CF	Vehicle	53510-241	27.97
AIRPORT LIGHTING COMPANY	Grounds	53510-246	87.00
MENARDS EAU CLAIRE WEST	Building	53510-248	11.96
MENARDS EAU CLAIRE WEST	Grounds	53510-246	38.37
MENARDS EAU CLAIRE WEST	Building	53510-248	19.99
		TOTAL	<u>\$11,378.49</u>

Chippewa Valley Regional Airport

2024 BUDGET COMPARISON Estimated May 31, 2024

	Item	12 Month Budget 2024	Budget YTD Allocated	Actual as of 5/31/24 (41.67%)	Variance YTD	Balance Remaining For Year
Income			41.67%			
41110	Contrib From Eau Claire Cty	\$407,050	\$169,604	\$203,525	\$33,920.83	\$203,525.00
43790	Contrib From Chippewa Cty	\$132,890	\$55,371	\$66,445	\$11,074.17	\$66,445.00
	Sub-Total Tax Revenue	\$539,940	\$224,975.00	\$269,970.00	\$44,995.00	\$269,970.00
46341	Air Terminal	\$187,247	\$78,020	\$75,007	(\$3,012.73)	\$112,240.23
46342	FBO	\$226,602	\$94,418	\$91,883	(\$2,534.21)	\$134,718.79
46343	Airfield	\$107,000	\$44,583	\$55,134	\$10,551.01	\$51,865.66
46344	Hangars	\$258,845	\$107,852	\$156,812	\$48,959.71	\$102,033.12
46345	Parking	\$155,000	\$64,583	\$105,638	\$41,055.11	\$49,361.56
46346	Rental Cars	\$135,000	\$56,250	\$68,231	\$11,981.10	\$66,768.90
46347	Badging Revenue	\$1,500	\$0	\$1,988	\$1,988.00	(\$488.00)
46349	Ground Handling	\$0	\$0	\$0	\$0.00	\$0.00
48902	Vehicle Fuel Reimbursement	\$18,000	\$7,500	\$13,947	\$6,446.78	\$4,053.22
48903	Equipment Rental	\$1,200	\$500	\$600	\$100.00	\$600.00
	Sub-Total Operating Revenue	\$1,090,394	\$453,706	\$569,241	\$115,534.76	\$521,153
	Sub-Total Taxes and Operating Rev.	\$1,630,334.12	\$678,680.88	\$839,210.64	\$160,529.76	\$791,123.48
48691	Other Revenue	\$5,000	\$2,083	\$229	(\$1,854.63)	\$4,771.30
48900	Insurance Refunds	\$0	\$0	\$0	\$0.00	\$0.00
48901	PFC	\$74,360	\$30,983	\$27,297	(\$3,686.64)	\$47,063.31
43690-91	Airport Grants	\$0	\$0	\$434,000	\$434,000.00	(\$434,000.00)
49210	Transfer Fr. Gen'l Fund	\$0	\$0	\$0	\$0.00	\$0.00
49300	Airport Fund Balance Applied	\$1,285,018	\$535,424	\$0	(\$535,424.17)	\$1,285,018.00
	Sub-Total Other Revenue	\$1,364,378	\$568,490.83	\$461,525.39	(\$106,965.44)	\$902,852.61
	TOTAL INCOME	\$2,994,712	\$1,247,171.72	\$1,300,736.03	\$53,564.31	\$1,693,976.09
	Expenses					
53510-111	Salary Perm-Regular	\$442,900	\$184,542	\$196,786.90	\$12,245.23	\$246,113.10
-112	Salary Perm-OT	\$20,850	\$8,688	\$4,037.67	(\$4,649.83)	\$16,812.33
-114	Salary-On Call Pay	\$5,200	\$2,167	\$2,200.00	\$33.33	\$3,000.00
-121	Salary Temp Regular	\$12,218	\$5,091	\$2,111.76	(\$2,979.07)	\$10,106.24
-130	Employee Benefits	\$4,200	\$1,750	\$1,750.00	\$0.00	\$2,450.00
-136	PTO-ELB-Lump Sum Payout	\$0	\$0	\$0.00	\$0.00	\$0.00
-141	Board & Comm Per Diem	\$5,000	\$2,083	\$1,395.00	(\$688.33)	\$3,605.00
-142	Cnty Brd & Comm Mile	\$1,500	\$625	\$248.12	(\$376.88)	\$1,251.88
-151	Social Security	\$36,810	\$15,338	\$14,661.50	(\$676.00)	\$22,148.50
-152	Retirement Emplr Share	\$31,159	\$12,983	\$13,915.19	\$932.27	\$17,243.81
-153	HSA Contribution	\$5,250	\$2,188	\$1,500.00	(\$687.50)	\$3,750.00
-154	Hos & Health Ins	\$96,350	\$40,146	\$42,179.10	\$2,033.27	\$54,170.90
-155	Life Insurance	\$89	\$37	\$35.70	(\$1.38)	\$53.30
-158	Unemployment Comp	\$0	\$0	\$0.00	\$0.00	\$0.00
-164	Dental Insurance	\$904	\$0	\$827.20	\$827.20	\$76.80
-165	Vision Insurance	\$0	\$0	\$57.60	\$57.60	(\$57.60)
-200	Contract Svcs	\$31,640	\$13,183	\$5,946.08	(\$7,237.25)	\$25,693.92
-212	Attorney Fees	\$6,500	\$2,708	\$2,585.00	(\$123.33)	\$3,915.00
-213	Accounting & Audit	\$6,000	\$2,500	\$0.00	(\$2,500.00)	\$6,000.00
-221	Water & Sewer	\$61,617	\$25,674	\$15,530.03	(\$10,143.58)	\$46,086.63
-222	Electric	\$118,450	\$49,354	\$44,940.83	(\$4,413.34)	\$73,509.17
-224	Gas & Fuel Oil	\$61,800	\$25,750	\$19,642.46	(\$6,107.54)	\$42,157.54
-225	Telephone	\$4,200	\$1,750	\$579.36	(\$1,170.64)	\$3,620.64
-226	Cellular Phone	\$2,500	\$1,042	\$728.49	(\$313.18)	\$1,771.51
-227	Dataline/Internet	\$500	\$208	\$0.00	(\$208.33)	\$500.00
-241	Motor Vehicle Maint	\$16,000	\$6,667	\$9,363.60	\$2,696.93	\$6,636.40
-246	Grounds Maint	\$110,000	\$45,833	\$9,950.68	(\$35,882.65)	\$100,049.32
-248	Building Maint	\$33,000	\$13,750	\$9,990.21	(\$3,759.79)	\$23,009.79
-249	Service on Machines	\$0	\$0	\$0.00	\$0.00	\$0.00
-297	Refuse Collection	\$1,900	\$792	\$996.12	\$204.45	\$903.88
-298	Laundry Services	\$5,000	\$2,083	\$2,701.38	\$618.05	\$2,298.62
-299	Sundry Contract Services	\$160,000	\$66,667	\$9,096.75	(\$57,569.92)	\$0.00
-310	Office Supplies	\$500	\$208	\$106.29	(\$102.04)	\$393.71

	Item	12 Month Budget 2024	Budget YTD Allocated	Actual as of 5/31/24 (41.67%)	Variance YTD	Balance Remaining For Year
-311	Postage and Box Rent	\$800	\$333	\$60.71	(\$272.62)	\$739.29
-313	Printing & Dup	\$800	\$333	\$312.44	(\$20.89)	\$487.56
-320	Ref Materials	\$250	\$104	\$0.00	(\$104.17)	\$250.00
-321	Publish Legal Notices	\$150	\$63	\$0.00	(\$62.50)	\$150.00
-324	Membership Dues	\$4,000	\$1,667	\$3,131.00	\$1,464.33	\$869.00
-327	Marketing	\$60,000	\$25,000	\$22,044.00	(\$2,956.00)	\$37,956.00
-328	Airline Recruitment	\$20,000	\$8,333	\$4,500.00	(\$3,833.33)	\$15,500.00
-340	Travel-Train, Conf & Misc.	\$15,000	\$6,250	\$6,558.98	\$308.98	\$8,441.02
-366	Fire fight supplies	\$4,500	\$1,875	\$613.40	(\$1,261.60)	\$3,886.60
-377	Vehicle Fuel	\$50,000	\$20,833	\$5,936.31	(\$14,897.02)	\$44,063.69
-510	Insurance	\$82,332	\$34,305	\$50,122.30	\$15,817.30	\$32,209.70
-515	Insurance Claims	\$0	\$0	\$0.00	\$0.00	\$0.00
-615	Special Assessment	\$0	\$0	\$0.00	\$0.00	\$0.00
-813	Office Equipment	\$3,000	\$1,250	\$1,176.12	(\$73.88)	\$1,823.88
-310-650	Badging	\$1,500	\$625	\$2,074.97	\$1,449.97	(\$574.97)
-933	Bank Service Charges	\$7,200	\$3,000	\$3,792.22	\$792.22	\$3,407.78
Sub-Total Operating Expense		\$1,531,568.66	\$637,776.94	\$514,185.47	(\$123,591.47)	\$1,017,383.19
53515-221	ATCT Water-Sewer-Strmwtr	\$1,129	\$470	\$271.36	(\$199.01)	\$857.52
-222	ATCT Electricity	\$20,600	\$8,583	\$6,556.63	(\$2,026.70)	\$14,043.37
-224	ATCT Gas & Fuel Oil	\$5,665	\$2,360	\$1,501.32	(\$859.10)	\$4,163.68
-225	ATCT Telephone	\$1,000	\$417	\$120.00	(\$296.67)	\$880.00
-248	ATCT Building Maintenance	\$15,000	\$6,250	\$2,520.33	(\$3,729.67)	\$12,479.67
Sub-Total Tower Expense		\$43,394	\$18,080.78	\$10,969.64	(\$7,111.14)	\$32,424.24
53610-810	Capital Equipment	\$0	\$0	\$785.62	\$785.62	(\$785.62)
-820	Capital Improvement	\$1,065,000	\$443,750	\$7,123.35	(\$436,626.65)	\$1,057,876.65
-829	Other Capital Improvement	\$354,750	\$147,813	\$73,991.07	(\$73,821.43)	\$280,758.93
59280-920	Transfer to General Fund	\$0	\$0	\$0.00	\$0.00	\$0.00
58102-613	Principal/Trust Fund	\$0	\$0	\$0.00	\$0.00	\$0.00
58202-613	Interest/Trust Fund	\$0	\$0	\$0.00	\$0.00	\$0.00
Sub-Total Capital Expense		\$1,419,750	\$591,562.50	\$81,900.04	(\$509,662.46)	\$1,337,849.96
TOTAL EXPENSE		\$2,994,713	\$1,247,420	\$607,055	(\$640,365.08)	\$2,387,657.39
NET OPERATING INCOME		\$0	(\$249)	\$693,680.88		(\$693,681.30)
Cash Balance						
	Per 2020 Audit Report	2,393,606				
	Per 2021 Audit Report	3,096,503				
	Per 2022 Audit Report	3,174,668				
	2023 Estimate	2,954,922				

Chippewa Valley Regional Airport
Traffic Statistics
 April 2024

AIRLINE PASSENGERS	Month		% Diff.	Year to date		% Diff.
	2024	2023		2024	2023	
EAU-MSP	768	876		3062	3846	
EAU-RSW	843	451		6510	4425	
EAU-MCO	0	348		0	348	
EAU-LAS	<u>0</u>	<u>0</u>		0	0	
CHARTERS Enplaned				<u>664</u>	<u>594</u>	
Total Enplaned	1611	1675	-4%	10236	9213	11%
MSP-EAU	427	531		1597	2893	
RSW-EAU	1607	785		8249	4604	
MCO-EAU	0	369		0	369	
LAS-EAU	<u>0</u>	<u>0</u>		0	0	
CHARTERS Deplaned				<u>664</u>	<u>594</u>	
Total Deplaned	2034	1685	21%	10510	8460	24%
Total Enplaned/Deplaned	3645	3360	8%	20746	17673	17%

AIRLINE PERFORMANCE	2024	2023		2024	2023	
Scheduled Flights/Landings	23	24	-4%	101	103	-2%
Canceled Flights						
Xnld for Wx	0	0		1	1	
Xnld for Mx	0	0		0	0	
<u>Xnld Other</u>	<u>0</u>	<u>0</u>		<u>0</u>	<u>0</u>	
Total	0	0	#DIV/0!	1	1	0%
Total Landings	23	24	-4%	100	102	-2%
Total Inbound Seats	4278	4464	-4%	18600	18972	

LANDLINE PASSENGERS

Leg O&D	Month	Total
EAU-MSP	Apr	187
MSP-EAU	Apr	<u>114</u>
	TOTAL	301

Chippewa Valley Regional Airport
Traffic Statistics
 May 2024

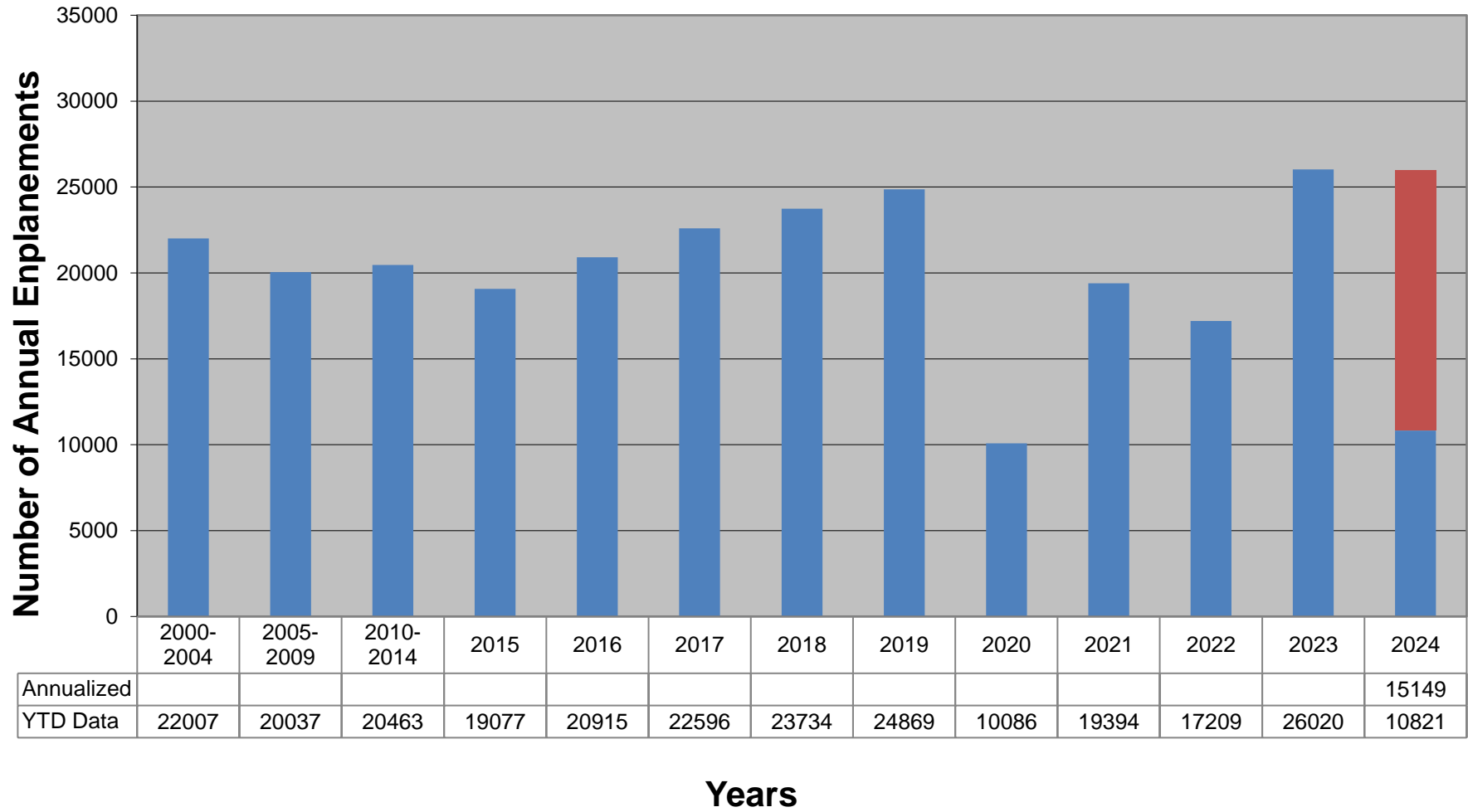
AIRLINE PASSENGERS	Month		% Diff.	Year to date		% Diff.
	2024	2023		2024	2023	
EAU-MSP	353	857		3415	4703	
EAU-RSW	0	0		6510	4425	
EAU-MCO	232	955		232	1303	
EAU-LAS	<u>0</u>	<u>0</u>		0	0	
CHARTERS Enplaned				<u>664</u>	<u>640</u>	
Total Enplaned	585	1812	-68%	10821	11071	-2%
MSP-EAU	323	631		1920	3524	
RSW-EAU	0	0		8249	4604	
MCO-EAU	346	1223		346	1592	
LAS-EAU	<u>0</u>	<u>0</u>		0	0	
CHARTERS Deplaned				<u>664</u>	<u>640</u>	
Total Deplaned	669	1854	-64%	11179	10360	8%
Total Enplaned/Deplaned	1254	3666	-66%	22000	21431	3%

AIRLINE PERFORMANCE	2024	2023		2024	2023	
Scheduled Flights/Landings	13	23	-43%	114	126	-10%
Canceled Flights						
Xnld for Wx	0	0		1	1	
Xnld for Mx	0	0		0	0	
<u>Xnld Other</u>	<u>0</u>	<u>0</u>		<u>0</u>	<u>0</u>	
Total	0	0	#DIV/0!	1	1	0%
Total Landings	13	23	-43%	113	125	-10%
Total Inbound Seats	2418	4278	-43%	21018	23250	

LANDLINE PASSENGERS

Leg O&D	Month	Total
EAU-MSP	May	199
MSP-EAU	May	<u>123</u>
	TOTAL	322

Chippewa Valley Regional Airport Scheduled Air Carrier and Charter Enplanements



Number of Cars Rented

	<u>2024</u>	<u>2023</u>	24/23 % Diff.
January	378	379	0%
February	389	348	12%
March	457	486	-6%
April	455	417	17%
May	470	492	-4%
June		566	-100%
July		609	-100%
August		648	-100%
September		525	-100%
October		533	-100%
November		471	-100%
December		485	-100%
YTD	2149	2122	1%

Agenda Item 5b

Chippewa Valley Regional Airport
Air Traffic Operations Statistics
 April 2024

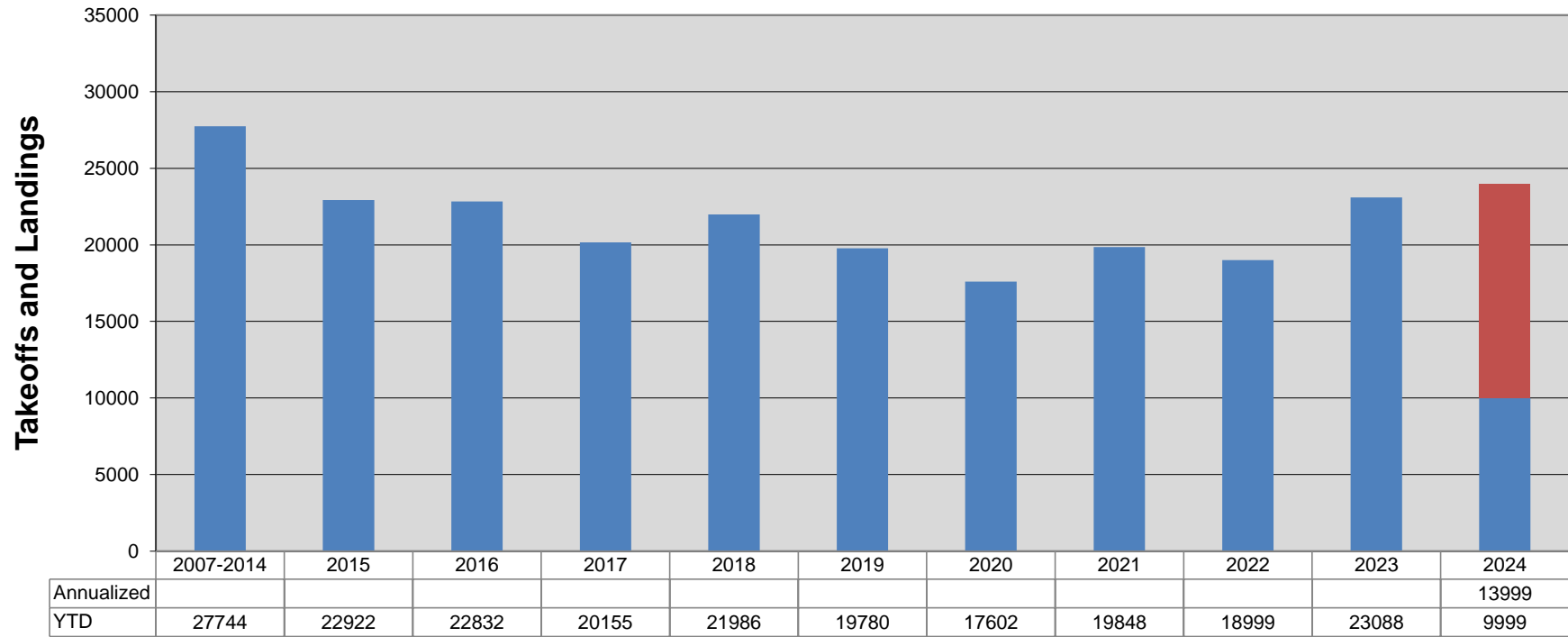
		Month		% Diff.	Year to date		% Diff.
		2024	2023		2023	2022	
Itinerant	Air Carrier	48	43	12%	216	182	19%
	Commuter/ Air Taxi	166	144	15%	607	428	42%
	GA	1259	1062	19%	4151	3784	10%
Local	Military	54	23	135%	140	118	19%
	GA	520	414	26%	1708	1604	6%
	Military	<u>0</u>	<u>4</u>	-100%	<u>34</u>	<u>30</u>	13%
TOTAL		2047	1690	21%	6856	6146	12%

Agenda Item 5b

Chippewa Valley Regional Airport
Air Traffic Operations Statistics
 May 2024

	Month		% Diff.	Year to date		% Diff.	
	2024	2023		2024	2023		
Itinerant	Air Carrier	29	45	-36%	245	227	8%
	Commuter/ Air Taxi	168	162	4%	775	590	31%
	GA	1709	1608	6%	5860	5392	9%
	Military	75	46	63%	215	164	31%
Local	GA	1146	630	82%	2854	2234	28%
	Military	<u>16</u>	<u>2</u>	700%	<u>50</u>	<u>32</u>	56%
TOTAL	3143	2493	26%	9999	8639	16%	

Chippewa Valley Regional Airport Annual Air Traffic Control Tower Operations



Years



GLOBAL AVIATION SERVICES

3800 Starr Avenue, Eau Claire, Wisconsin 54703
Phone: 715.835.3181 Fax: 715.835.9520 www.hawthorne.aero

June 20th, 2024

Charity Zich
Airport Director
Chippewa Valley Regional Airport
3800 Starr Ave
Eau Claire, WI 54703

RE: Flight Instruction/ Aircraft Rental

Charity,

Link Aviation, LLC has a purchase agreement in place with Gibson Aviation Services out of Menomonie Municipal airport. Gibson's success since taking over the flight instruction from Hawthorne has come as no surprise. They continue to grow the flight instruction out of the Chippewa Valley Regional Airport. The fleet has grown to six single engine Cessna 172's, and one single engine Cessna 150 in addition to their upgraded Gleim simulator. The instructor pool available has also grown from 7 certified flight instructors to 16 in just two short years. Link Aviation, LLC has a single engine, light-sport certified RV-12 aircraft they intend to add to the flight instruction and rental fleet next month as well to fill an untapped light sport instruction market in the upper Midwest.

Link Aviation intends to continue the growth we've seen with Gibson Aviation, move the simulator to EAU, keep additional aircraft in EAU vs LUM, and move their primary business office to EAU.

Hawthorne Aviation is seeking approval from the Commission to allow Link Aviation, LLC to provide flight instruction and aircraft rental at the CVRA on behalf of Hawthorne based on the following:

1. Link Aviation will provide private, instrument, commercial and light sport instruction
2. A minimum of two aircraft will be provided at KEAU to meet Minimum Standards
3. All required insurance will be provided to CVRA and Hawthorne
4. Link Aviation will manage flight schedule and billing of all training and rental

Let me know if you have any questions or concerns.

Thank you,

Shawn Styer

General Manager

Chippewa Valley Regional Airport				
2023 BUDGET COMPARISON Estimated June 21, 2024				
#	Item	12 Month Budget 2023	Actual as of 12/31/23 (100%)	Variance YTD
Income				
41110	Contrib From Eau Claire Cty	\$407,050	\$407,052	\$2.00
43790	Contrib From Chippewa Cty	\$132,890	\$132,890	\$0.00
Sub-Total Tax Revenue		\$539,940	\$539,942.00	\$2.00
				\$0.00
46341	Air Terminal	\$166,319	\$198,339	\$32,019.52
46342	FBO	\$178,556	\$161,306	(\$17,250.17)
46343	Airfield	\$124,945	\$131,685	\$6,739.63
46344	Hangars	\$328,380	\$256,974	(\$71,406.16)
46345	Parking	\$149,000	\$184,913	\$35,912.58
46346	Rental Cars	\$80,000	\$204,003	\$124,003.27
46347	Badging Revenue	\$0	\$6,388	
46349	Ground Handling	\$0	\$0	\$0.00
48902	Vehicle Fuel Reimbursement	\$18,000	\$25,130	\$7,129.52
48903	Equipment Rental	\$1,200	\$2,075	\$875.00
Sub-Total Operating Revenue		\$1,046,400	\$1,170,812	\$124,411.44
Sub-Total Taxes and Operating Rev.		\$1,586,340.49	\$1,710,753.93	\$124,413.44
48691	Other Revenue	\$5,000	\$14,283	\$9,283.00
48900	Insurance Refunds	\$0	\$1,357	\$1,357.44
48901	PFC	\$65,850	\$101,923	\$36,072.63
43690-91	Airport Grants	\$350,000	\$0	(\$350,000.00)
49210	Transfer Fr. Gen'l Fund	\$0	\$0	\$0.00
49300	Airport Fund Balance Applied	\$2,594,201	\$0	(\$2,594,201.00)
Sub-Total Other Revenue		\$3,015,051	\$117,563.07	(\$2,897,487.93)
TOTAL INCOME		\$4,601,391	\$1,828,317.00	(\$2,773,074.49)
Expenses				
53510-111	Salary Perm-Regular	\$411,642	\$412,847.60	\$1,205.60
-112	Salary Perm-OT	\$18,800	\$12,865.72	(\$5,934.28)
-114	Salary-On Call Pay	\$5,200	\$5,100.00	(\$100.00)
-121	Salary Temp Regular	\$11,352	\$9,734.69	(\$1,617.31)
-130	Employee Benefits	\$4,200	\$6,791.04	\$2,591.04
-136	PTO-ELB-Lump Sum Payout	\$0	\$0.00	\$0.00
-141	Board & Comm Per Diem	\$5,000	\$3,870.00	(\$1,130.00)
-142	Cnty Brd & Comm Mile	\$1,200	\$750.23	(\$449.77)
-151	Social Security	\$34,194	\$31,522.75	\$3,021.58
-152	Retirement Emplr Share	\$25,871	\$28,892.58	\$1,000.00
-153	HSA Contribution	\$4,500	\$5,500.00	\$15,737.40

#	Item	12 Month Budget 2023	Actual as of 12/31/23 (100%)	Variance YTD
-154	Hos & Health Ins	\$75,312	\$91,049.40	\$3.00
-155	Life Insurance	\$84	\$87.00	\$903.84
-158	Unemployment Comp	\$0	\$0.00	\$903.84
-164	Dental Ins	\$0	\$903.84	\$0.00
-165	Vision Ins	\$0	\$0.00	\$24,264.31
-200	Contract Svcs	\$31,820	\$24,264.31	(\$7,555.69)
-212	Attorney Fees	\$6,000	\$9,522.50	\$3,522.50
-213	Accounting & Audit	\$6,000	\$5,798.66	(\$201.34)
-221	Water & Sewer	\$59,822	\$57,588.36	(\$2,234.04)
-222	Electric	\$109,180	\$116,940.66	\$7,760.66
-224	Gas & Fuel Oil	\$55,620	\$37,004.48	(\$18,615.52)
-225	Telephone	\$4,000	\$3,670.00	(\$330.00)
-226	Cellular Phone	\$2,500	\$2,177.00	(\$323.00)
-227	Dataline/Internet	\$500	\$909.14	\$409.14
-241	Motor Vehicle Maint	\$15,000	\$14,969.61	(\$30.39)
-246	Grounds Maint	\$110,000	\$105,984.01	(\$4,015.99)
-248	Building Maint	\$32,000	\$42,731.90	\$10,731.90
-249	Service on Machines	\$0	\$0.00	\$0.00
-297	Refuse Collection	\$1,800	\$1,437.98	(\$362.02)
-298	Laundry Services	\$4,040	\$4,170.12	\$130.12
-299	Sundry Contract Services	\$222,000	\$163,293.77	(\$58,706.23)
-310	Office Supplies	\$500	\$599.69	\$99.69
-311	Postage and Box Rent	\$800	\$533.44	(\$266.56)
-313	Printing & Dup	\$800	\$661.11	(\$138.89)
-320	Ref Materials	\$250	\$265.30	\$15.30
-321	Publish Legal Notices	\$150	\$30.00	(\$120.00)
-324	Membership Dues	\$4,000	\$3,683.00	(\$317.00)
-327	Marketing	\$85,000	\$63,431.05	(\$21,568.95)
-328	Airline Recruitment	\$15,000	\$16,500.00	\$1,500.00
-340	Travel-Train, Conf & Misc.	\$15,000	\$13,354.36	(\$1,645.64)
-366	Fire fight supplies	\$4,500	\$305.00	(\$4,195.00)
-377	Vehicle Fuel	\$50,000	\$47,738.87	(\$2,261.13)
-510	Insurance	\$78,369	\$71,859.82	(\$6,509.18)
-515	Insurance Claims	\$0	\$0.00	\$0.00
-615	Special Assessment	\$0	\$0.00	\$0.00
-813	Office Equipment	\$2,500	\$4,947.58	\$2,447.58
-310-650	Badging	\$0	\$7,844.71	
-933	Bank Service Charges	\$7,200	\$6,159.16	(\$1,040.84)
Sub-Total Operating Expense		\$1,521,706.40	\$1,438,290.44	(\$83,415.96)
53515-221	ATCT Water-Sewer-Strmwtr	\$1,096	\$1,030.90	(\$65.10)
-222	ATCT Electricity	\$19,570	\$21,100.37	\$1,530.37
-224	ATCT Gas & Fuel Oil	\$4,244	\$3,115.33	(\$1,128.67)
-225	ATCT Telephone	\$1,000	\$960.00	(\$40.00)
-248	ATCT Building Maintenance	\$15,000	\$11,956.21	(\$3,043.79)
Sub-Total Tower Expense		\$40,910	\$38,162.81	(\$2,747.19)

Agenda Item 9b

#	Item	12 Month Budget 2023	Actual as of 12/31/23 (100%)	Variance YTD
53610-810	Capital Equipment	\$0	\$5,905.99	\$5,905.99
-820	Capital Improvement	\$2,795,000	\$347,098.13	(\$2,447,901.87)
-829	Other Capital Improvement	\$243,776	\$111,430.45	(\$132,345.55)
59280-920	Transfer to General Fund	\$0	\$20,000.00	\$20,000.00
58102-613	Principal/Trust Fund	\$0	\$0.00	\$0.00
58202-613	Interest/Trust Fund	\$0	\$0.00	\$0.00
Sub-Total Capital Expense		\$3,038,776	\$484,434.57	(\$2,554,341.43)
TOTAL EXPENSE		\$4,601,392	\$1,960,887.82	(\$2,640,504.58)
NET OPERATING INCOME		-\$1	(\$132,570.82)	
<u>Cash Balance</u>				
	Per 2020 Audit Report	2,393,606		
	Per 2021 Audit Report	3,096,503		
	Per 2022 Audit Report	3,174,668		
	2023 Estimate	3,042,097		



June 18, 2024

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

SkyWest Airlines' Essential Air Service Proposal for Eau Claire, WI.

Dear Mr. Faulk:

Attached is SkyWest Airlines' proposal to provide air service from Eau Claire, WI (EAU) to O'Hare International Airport (ORD).

SkyWest welcomes the opportunity to operate United Express service to the Eau Claire community. Our combination of safe and reliable aircraft, well-timed schedules, and access to one of the world's largest airline networks will provide passengers with quality air service and 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 subsidized weekly round-trip flights for a three-year term utilizing 50-seat CRJ200's.

Thank you for your consideration.

A handwritten signature in blue ink, appearing to read "Daniel Belmont", written over a light blue circular stamp or watermark.

Daniel Belmont

Director – Market Development

SkyWest Airlines



SkyWest Airlines
Essential Air Service Bid
6/18/2024

	ORD
	<u>EAU</u>
Number of round trips per week	12.0
Aircraft type	CRJ-50 Seat
Passenger Revenue	
Passengers	34,944
Average fare	<u>\$ 85.00</u>
Revenue	\$ 2,970,240
Block Time	
Trip block time (minutes)	79
Total scheduled block time	1,643
Total completed block time	1,594
RPMS	
Passengers	34,944
Stage length	<u>269</u>
Total RPMs	9,399,936
ASMs	
Scheduled departures	1,248
Competed departures	1,211
Stage length	269
Available Seats	<u>50</u>
Total ASMs	16,785,600
Revenue	\$ 2,970,240
Marketing Costs	\$ 20,000
Direct operating expenses	\$ 5,122,574
Departure related	\$ 3,154,583
ASM related	<u>\$ 156,442</u>
Total expenses	\$ 8,453,598
Operating income (loss)	\$ (5,483,358)
5% profit margin	<u>\$ 422,680</u>
Annual subsidy requirement (Year 1)	\$ 5,906,038
Annual subsidy requirement (Year 2)	\$ 6,319,461
Annual subsidy requirement (Year 3)	\$ 6,761,823
Effective Subsidy rate per unit	
Subsidy per trip	\$ 4,879
Subsidy per passenger	\$ 169
Load factor	56%



Sun Country Airlines

Proposal to provide Essential Air Service for:

Eau Claire, WI

DOT-OST-2009-0306

June 2024

June 15, 2024

Scott Faulk
United States Department of Transportation
Office of Aviation Analysis
1200 New Jersey Ave SE
Washington, D.C. 20590

Re: Sun Country Airlines' Essential Air Service Proposal for Eau Claire, Wisconsin

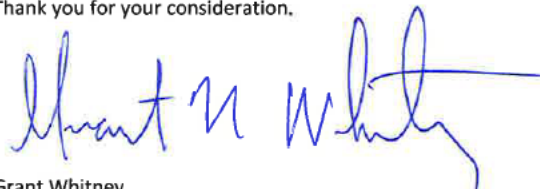
Dear Mr. Faulk:

Attached is Sun Country Airlines' proposal to continue to provide air service from Eau Claire, WI (EAU) to Minneapolis-St. Paul International Airport (MSP), Fort Myers international Airport (RSW), Orlando International Airport (MCO), and/or Las Vegas Harry Reid International Airport (LAS).

Sun Country would offer the most diverse opportunity for service to the Eau Claire community based on the number of nonstop destinations offered. If selected, Sun Country will offer 512 annual flights for a 46-month term utilizing Boeing 737 aircraft. Flights to our hub in Minneapolis-St. Paul will be available year-round and offer seamless connections to Sun Country Airlines' large network of over 100 destinations. During peak demand, Sun Country will also offer seasonal, twice weekly nonstop service to additional destinations important to the community.

Our proposed combination of popular nonstop destinations for the community coupled with connection opportunities via our Minneapolis-St. Paul hub will provide passengers with quality air service to continue stimulating economic growth in the community as we have under our current bid.

Thank you for your consideration.



Grant Whitney

Chief Revenue Officer

Sun Country Airlines

Company Introduction



Company Facts

- Founded: 1982
- Number of Operating Aircraft: 43 passenger, 12 freighter
- Aircraft Type: Boeing 737-800 (186 seats)
- Number of New Markets Announced for 2024: 14
- Number of Employees: 2700+ employees, predominantly based in Minnesota
- Headquarters: Minneapolis, Minnesota

Overview

Sun Country is a unique low-cost airline focused on leisure travel that utilizes a flexible capacity model, focusing on periods of peak demand.

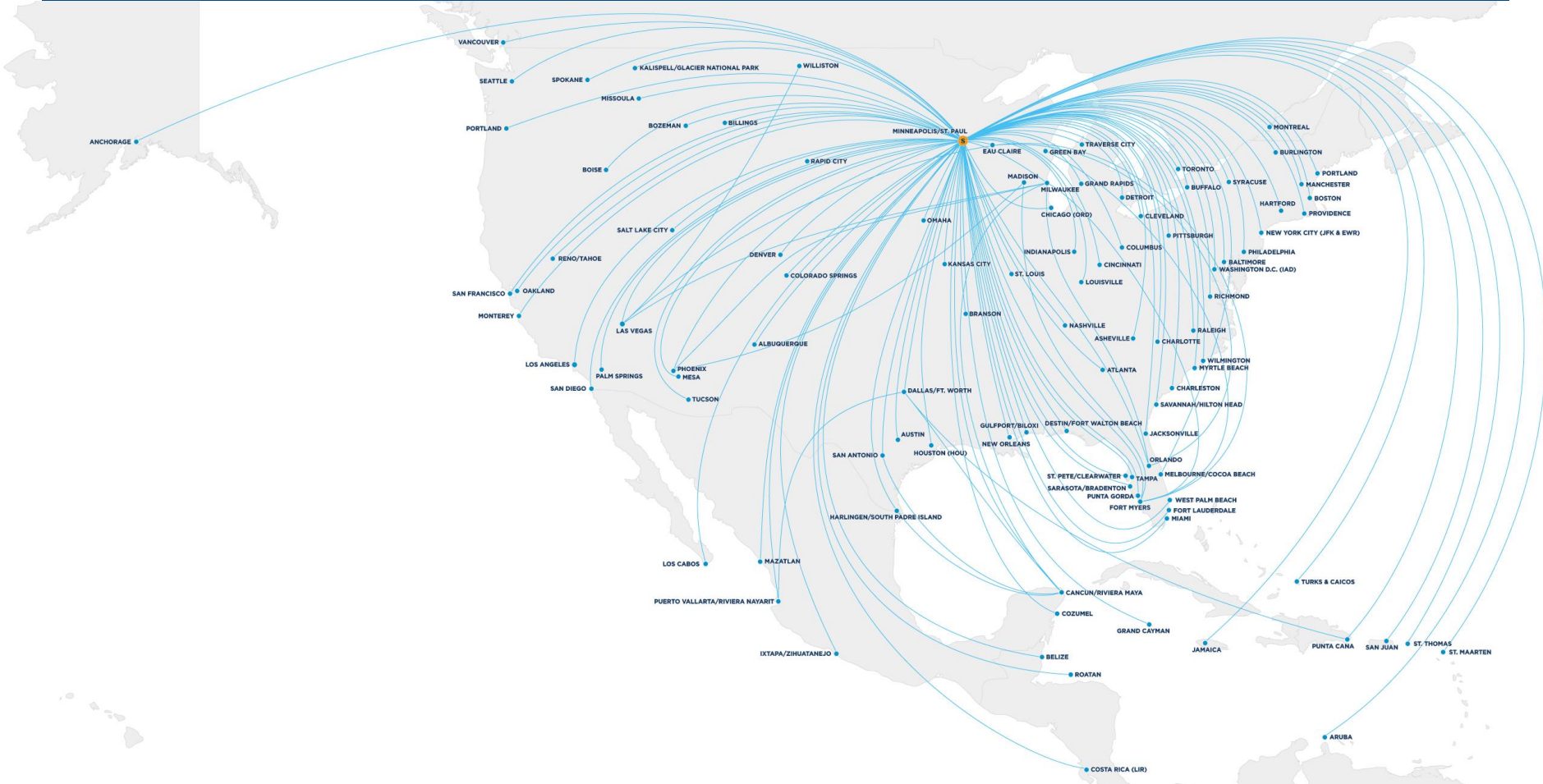
We serve airports throughout the United States, Canada, Mexico, Central America, and the Caribbean. Our focus has been on serving markets out of Minneapolis-St. Paul, particularly core leisure markets (Orlando, Fort Myers, Phoenix, and Las Vegas).

Sun Country is a leader in the U.S. narrowbody charter space. Charter customers include professional and college sports teams, United States military, casinos, and others. Additionally, we operate twelve 737-800 freighters for Amazon.

	Weighted Average Seat Pitch	Seat Recline	Complimentary In-Flight Entertainment	In-Seat Power	Free Beverage
	31"	✓	✓	✓	✓

Sun Country offers a high-quality product for value conscious passengers

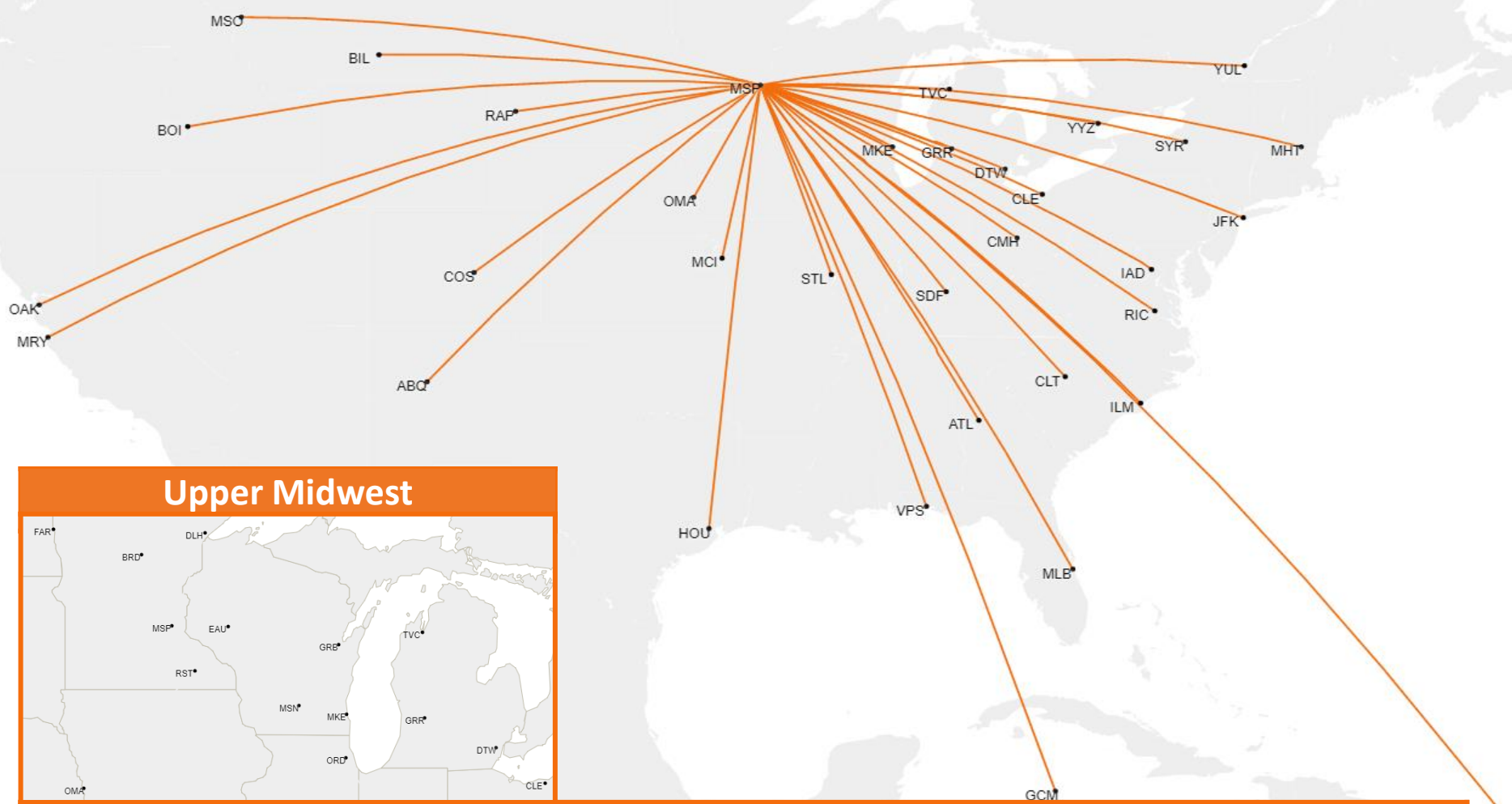
Broad and Growing Scheduled Service Network



Over 100 destinations served from Minneapolis, providing key connection opportunities

Sun Country Network Growth

33 markets have been added from MSP since our previous Eau Claire EAS award



Recent growth has created access to dozens of additional cities via MSP

*Maps as of June 1, 2024

Previous EAU EAS Award

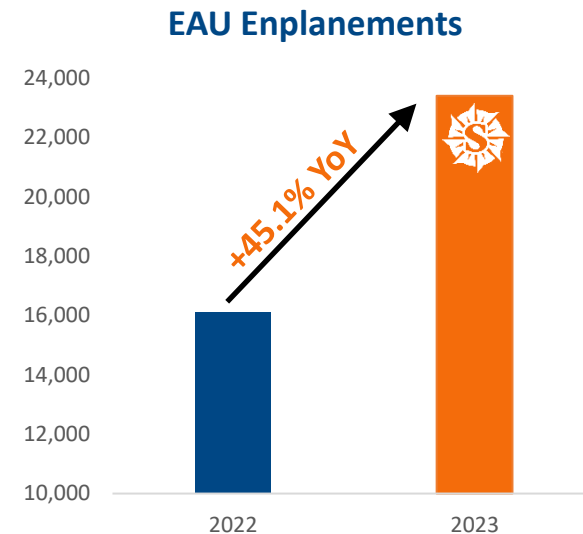
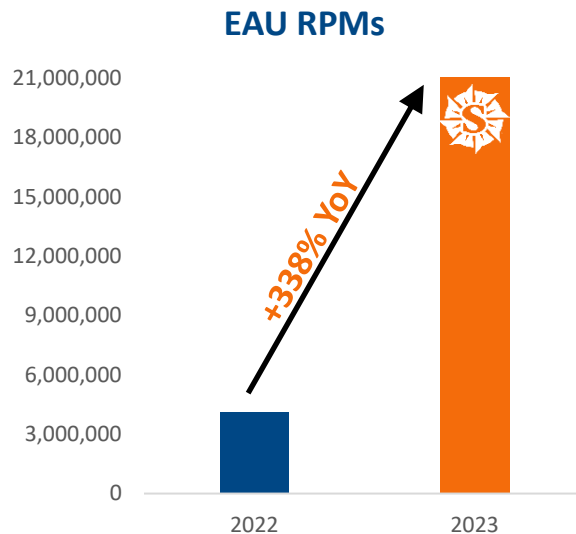


Sun Country's growth of the Eau Claire market leads to the most enplanements in 15 years.

On July 13, 2022, Sun Country Airlines received its first EAS contract when the DOT selected the airline to provide service between Eau Claire, Wisconsin (EAU) and Fort Myers, FL; Las Vegas, Nevada; Minneapolis, Minnesota; and Orlando, Florida.

During the 2023 calendar year, revenue passenger miles (RPMs) from EAU were up 338% with Sun Country service over the same period in 2022. Passenger enplanements in EAU were up 45.1% over the same period. Under the first full calendar year of Sun Country air service, the number of enplanements at EAU was the greatest since 2009.¹

Since SY service began in December 2022, completion factor is over 99%, including 100% completion factor on all non-MSP flights at EAU.²



Increase in RPMs and enplanements confirms support of nonstop service to popular leisure destinations during peak periods of travel.

¹ Source: Cirium data pulled April 4, 2024

² Statistics as of June 1, 2024

A diverse proposal that offers four nonstop destinations and an opportunity to further stimulate economic growth in the community

- Year-round service between Minneapolis and Eau Claire, offering connections to Sun Country's network of over 100 destinations from MSP
- Seasonal service to key markets during peak demand:
 - Fort Myers, FL (RSW)
 - November through April
 - Orlando, FL (MCO)
 - May through August
 - Las Vegas, NC (LAS)
 - August through November
- Sun Country's bid will offer a 28% increase in flights per year over our current contract, including an increase of MSP flights by over 37%
- The new bid offers a 21.6% decrease in subsidy per block hour and a 9.4% decrease in subsidy per passenger over our current contract
- 46-month bid displays Sun Country's continuing commitment to serve the Eau Claire community through at least the end of the sunset period for routes over 650 miles as set by the 2024 FAA Reauthorization Bill



Eau Claire, WI – EAS Proposal



Sun Country proposes continuing year-round service to MSP along with seasonal service to large leisure destinations (Fort Myers, Orlando, and Las Vegas)

	EAU-MSP	EAU-RSW	EAU-MCO	EAU-LAS	Total
Operating Stats (Annual)					
Aircraft Type	737-800/900	737-800/900	737-800/900	737-800/900	
Seats per departure	186 - 200	186 - 200	186 - 200	186 - 200	
Weekly round trips	2.8	1.1	0.6	0.5	
Season	Year round	Nov-Apr	May-Aug	Sep-Nov	
Annual departures	288	110	66	48	512
Stage length (miles)	85	1,375	1,264	1,380	
Block hours per departure	0.8	3.4	3.2	3.3	
Passenger Revenue					
Passengers	17,142	16,368	9,821	6,696	50,027
Load Factor	32%	80%	80%	75%	53%
Revenue per passenger	\$46	\$124	\$109	\$96	\$91
Total revenue	\$788,521	\$2,029,632	\$1,070,467	\$642,816	\$4,531,436
Expenses					
Direct expense	\$1,975,663	\$2,850,677	\$1,676,199	\$1,262,114	\$7,764,653
Indirect expense	\$1,035,442	\$1,095,974	\$636,372	\$478,243	\$3,246,030
Marketing expense	\$10,000	\$10,000	\$10,000	\$10,000	\$40,000
Total expense	\$3,021,104	\$3,956,651	\$2,322,571	\$1,750,357	\$11,050,684
Operating profit/(loss)	(\$2,232,583)	(\$1,927,019)	(\$1,252,104)	(\$1,107,541)	(\$6,519,247)
Profit Element (5%)					
	\$39,426	\$101,482	\$53,523	\$32,141	\$226,572
Annual subsidy requirement (Year 1)	\$2,272,009	\$2,028,501	\$1,305,627	\$1,139,682	\$6,745,819
Annual subsidy requirement (Year 2)	\$2,340,170	\$2,089,356	\$1,344,796	\$1,173,872	\$6,948,194
Annual subsidy requirement (Year 3)	\$2,410,375	\$2,152,036	\$1,385,140	\$1,209,088	\$7,156,640
Subsidy per departure (Year 1)*	\$7,889	\$18,441	\$19,782	\$23,743	\$13,175
Subsidy per passenger (Year 1)	\$133	\$124	\$133	\$170	\$135

Month	EAU-MSP	EAU-RSW	EAU-MCO	EAU-LAS	Total
January	24	18			42
February	24	16			40
March	24	36			60
April	24	18			42
May	24		18		42
June	24		18		42
July	24		18		42
August	24		12	4	40
September	24			16	40
October	24			16	40
November	24	4		12	40
December	24	18			42
Total	288	110	66	48	512

- Proposal of Years 1-3
 - Year 4 (10-months) on next page
- MCO seasonal service will end before LAS seasonal service resumes
- LAS seasonal service will end before RSW seasonal service resumes

*Annual Escalation: 3%

Eau Claire, WI – EAS Proposal



Year 4 will constitute of a 10-month period (Dec 2027 - Sep 2028), coinciding with the sunset of the 2024 FAA Reauthorization Act for routes 650+ miles

	EAU-MSP	EAU-RSW	EAU-MCO	EAU-LAS	Total
Operating Stats (Annual)					
Aircraft Type	737-800/900	737-800/900	737-800/900	737-800/900	
Seats per departure	186 - 200	186 - 200	186 - 200	186 - 200	
Weekly round trips	2.3	1.0	0.6	0.2	
Season	Year round	Nov-Apr	May-Aug	Sep-Nov	
Annual departures	240	106	66	20	432
Stage length (miles)	85	1,375	1,264	1,380	
Block hours per departure	0.8	3.4	3.2	3.3	
Passenger Revenue					
Passengers	14,285	15,773	9,821	2,790	42,668
Load Factor	32%	80%	80%	75%	53%
Revenue per passenger	\$46	\$124	\$109	\$96	\$93
Total revenue	\$657,101	\$1,955,827	\$1,070,467	\$267,840	\$3,951,235
Expenses					
Direct expense	\$1,799,050	\$3,001,739	\$1,831,628	\$574,644	\$7,207,061
Indirect expense	\$942,879	\$1,095,974	\$636,372	\$199,268	\$2,874,493
Marketing expense	\$10,000	\$10,000	\$10,000	\$4,000	\$34,000
Total expense	\$2,751,929	\$4,107,713	\$2,478,000	\$777,912	\$10,115,554
Operating profit/(loss)	(\$2,094,828)	(\$2,151,885)	(\$1,407,533)	(\$510,072)	(\$6,164,319)
Profit Element (5%)					
	\$32,855	\$97,791	\$53,523	\$13,392	\$197,562
Annual subsidy requirement (Year 4)	\$2,127,683	\$2,249,677	\$1,461,056	\$523,464	\$6,361,881
Subsidy per departure	\$8,865	\$21,223	\$22,137	\$26,173	\$14,727
Subsidy per passenger	\$149	\$143	\$149	\$188	\$149

Month	EAU-MSP	EAU-RSW	EAU-MCO	EAU-LAS	Total
December	24	18			42
January	24	18			42
February	24	16			40
March	24	36			60
April	24	18			42
May	24		18		42
June	24		18		42
July	24		18		42
August	24		12	4	40
September	24			16	40
Total	240	106	66	20	432

- MCO seasonal service will end before LAS seasonal service resumes



For additional information on Sun Country Airlines, please visit ir.suncountry.com

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