

M U L T I - A E R O , I N C . D / B / A

AIR CHOICE ONE



DEPARTMENT OF TRANSPORTATION

Proposal to Provide Essential Air Service at

Kirksville, Missouri

Docket DOT-OST-1997-2515

Under 49 U.S.C. 41731 et seq.

**March 11th
2020**

Direct Inquiries Regarding this Proposal to:

Shane Storz, CEO

[Air Choice One Airlines](http://AirChoiceOneAirlines.com)

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Route Map

Destinations:

Burlington, Iowa
Jonesboro, Arkansas
Ironwood, Michigan
Mason City, Iowa
Fort Dodge, Iowa
Jackson, Tennessee

Hubs:

Chicago O'Hare
International Airport
St. Louis Lambert
International Airport
Minneapolis - St. Paul
International Airport
Atlanta Hartsfield-
Jackson International
Airport



Marketing

We have an in-house, full-time marketing department to ensure that we are visible across social networks, news outlets and the communities we serve.



CHOICE 1

Choice 1: (2) Year Term

Cessna Grand Caravan

(21) Total Round Trips Per Week

Kirksville Regional Airport (IRK) to St. Louis

Lambert International Airport (STL)



CESSNA GRAND CARAVAN

CHOICE 1

Choice 1: (2) Year Term
Cessna Grand Caravan
(21) Total Round Trips Per Week
Kirksville Regional Airport (IRK) to St. Louis Lambert International Airport (STL)

Operation Revenues

Revenues	\$625,400
Other Revenues	6,254
Total Operating Revenues	\$631,654

Number of Passengers	10,650
Average Fare	\$59.00
Departures	2,147
Block Hours	1,639
Revenue Passenger Miles	1,579,400
Available Seat Miles	2,870,169

Direct Operating Expenses

Flying Operations	\$329,472
Fuel and Oil	422,375
Maintenance	450,861
Aircraft Leases	475,000
Total Direct	1,677,708

Marketing	50,000
Indirect	826,085
Total Operating Expenses	\$2,553,793

Two Year Selection

Year 1	\$2,049,829	\$955
Year 2	\$2,111,324	\$983

Compensation per Departure

To align revenue with costs over time, Air Choice One proposes 3% annual escalation factor.

Operating Loss	\$1,922,139
Profit Element (5% Total Oper. Exp.)	127,690
Compensation Required	\$2,049,829

Compensation per PAX	\$192
Compensation per Departure	\$955

Air Choice One will work closely with the community to provide flight schedules that will be optimal for our hub connections.

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CHOICE 2

Choice 2: (2) Year Term

Beechcraft 1900C

(21) Total Round Trips Per Week

14 Round Trips a Week for IRK to STL / 7 Round
Trips a Week for IRK to MCI

Kirksville Regional Airport (IRK) to St. Louis
Lambert International Airport (STL) & Kansas
City International Airport (MCI)



CHOICE 2

Choice 2: (2) Year Term

Beechcraft 1900C

(21) Total Round Trips Per Week

14 Round Trips Per Week for IRK to STL / 7 Round Trips Per Week for IRK to MCI

Kirksville Regional Airport (IRK) to St. Louis Lambert International Airport (STL) & Kansas City International Airport (MCI)

Operation Revenues

Revenues	\$828,000
Other Revenues	8,280
Total Operating Revenues	\$836,280

Number of Passengers	12,000
Average Fare	\$69.00
Departures	2,147
Block Hours	1,094
Revenue Passenger Miles	1,700,000
Available Seat Miles	2,728,908

Direct Operating Expenses

Flying Operations	\$356,928
Fuel and Oil	591,240
Maintenance	492,244
Aircraft Leases	475,000
Total Direct	1,915,412

Marketing	50,000
Indirect	984,716
Total Operating Expenses	\$2,950,128

Operating Loss	\$2,113,848
Profit Element (5% Total Oper. Exp.)	147,506
Compensation Required	\$2,261,354

Compensation per PAX	\$188
Compensation per Departure	\$1,053

Two Year Selection

Year 1	\$2,261,354	\$1,053
Year 2	\$2,329,195	\$1,085

Compensation per Departure

To align revenue with costs over time, Air Choice One proposes 3% annual escalation factor.

Air Choice One will work closely with the community to provide flight schedules that will be optimal for our hub connections.

AIR CHOICE ONE

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CHOICE 3

Choice 3: (2) Year Term

Beechcraft 1900C & Cessna Grand Caravan
(21) Total Round Trips Per Week

14 Round Trips a Week for IRK to STL / 7 Round
Trips a Week for IRK to MCI

Kirksville Regional Airport (IRK) to St. Louis
Lambert International Airport (STL) & Kansas
City International Airport (MCI)

CESSNA GRAND CARAVAN



BEECHCRAFT 1900C



AIR CHOICE ONE

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CHOICE 3

Choice 3: (2) Year Term

Beechcraft 1900C & Cessna Grand Caravan

(21) Total Round Trips Per Week

14 Round Trips Per Week for IRK to STL / 7 Round Trips Per Week for IRK to MCI

Kirksville Regional Airport (IRK) to St. Louis Lambert International Airport (STL) & Kansas City International Airport (MCI)

Operation Revenues

Revenues	\$828,000
Other Revenues	8,280
Total Operating Revenues	\$836,280

Number of Passengers	12,000
Average Fare	\$69.00
Departures	2,147
Block Hours	1,278
Revenue Passenger Miles	1,700,000
Available Seat Miles	2,728,908

Direct Operating Expenses

Flying Operations	\$356,928
Fuel and Oil	520,752
Maintenance	466,441
Aircraft Leases	475,000
Total Direct	1,819,121
Marketing	50,000
Indirect	984,716
Total Operating Expenses	\$2,853,837

Two Year Selection

Year 1	\$2,160,249	\$1,006
Year 2	\$2,225,056	\$1,036

Compensation per Departure

Operating Loss	\$2,017,557
Profit Element (5% Total Oper. Exp.)	142,692
Compensation Required	\$2,160,249

Compensation per PAX	\$180
Compensation per Departure	\$1,006

To align revenue with costs over time, Air Choice One proposes 3% annual escalation factor.

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Thank you for your
consideration!

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