

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

AIR CHOICE ONE



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DEPARTMENT OF TRANSPORTATION

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# Proposal to Provide Essential Air Service at

**El Dorado/Camden, Arkansas**

**Docket DOT-OST-1997-2935**

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

**August 31st  
2020**

Direct Inquiries Regarding this Proposal to:

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# Route Map

## Destinations:

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

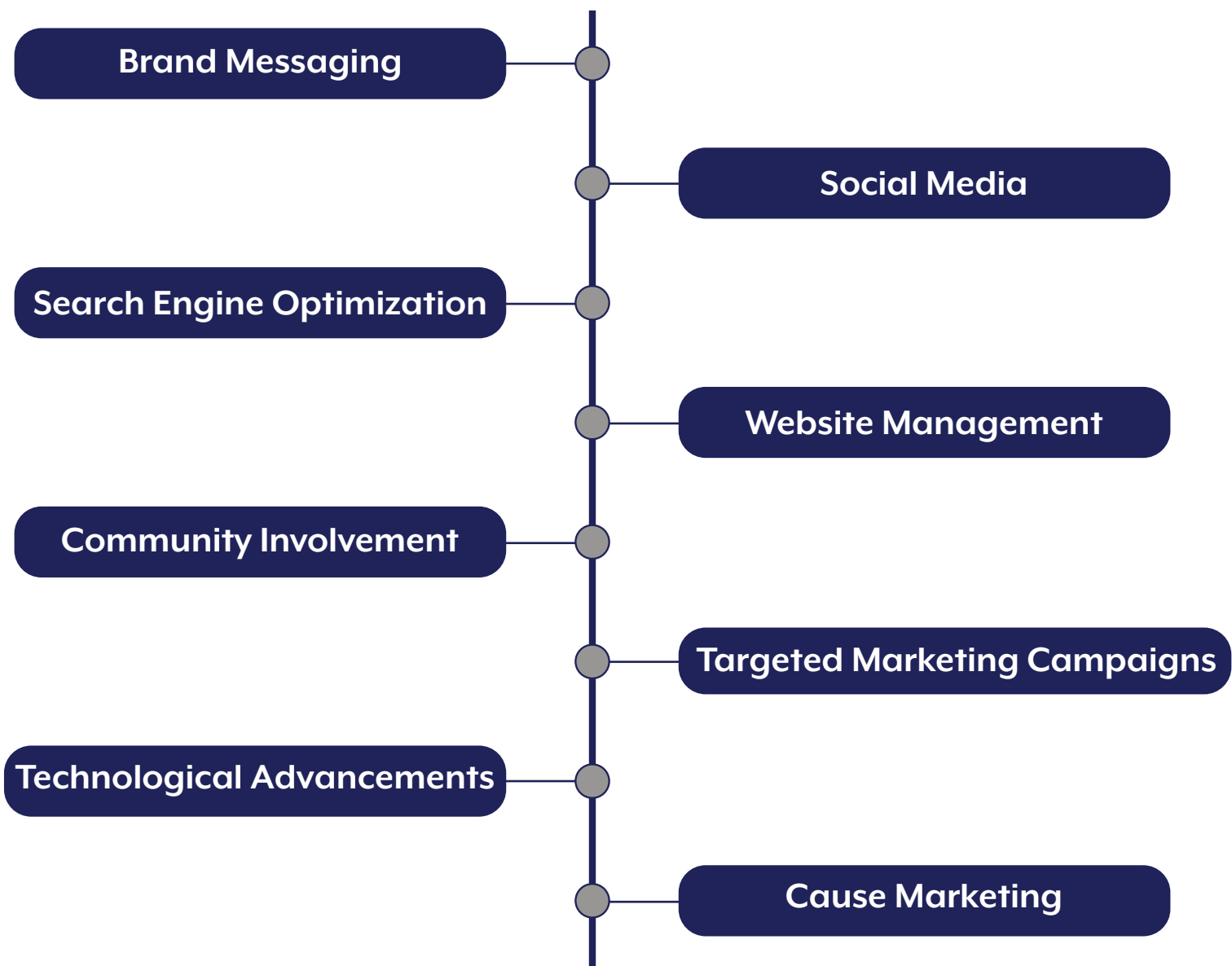
## Hubs:

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

Beechcraft 1900C (9 seats)

(18) Total Round Trips Per Week

(18) RT's from South Arkansas Regional Airport (ELD)  
to Dallas/ Fort Worth International Airport (DFW)



# CHOICE 1

Choice 1: (2) Year Term

Beechcraft1900C (9seats)

(18) Total Round Trips Per Week

(18) RT's from South Arkansas Regional Airport (ELD)  
to Dallas/ Fort Worth International Airport (DFW)

## Operation Revenues

Revenues	\$885,600
Other Revenues	8,856
<b>Total Operating Revenues</b>	<b>\$894,456</b>

Number of Passengers	12,300
Average Fare DFW	\$72.00
Departures	1,840
Block Hours	1,420
Revenue Passenger Miles	2,519,000
Available Seat Miles	3,781,028

## Direct Operating Expenses

Flying Operations	\$429,480
Fuel and Oil	703,850
Maintenance	674,390
Aircraft Leases	450,000
<b>Total Direct</b>	<b>\$2,257,720</b>

Marketing	50,000
Indirect	1,021,303
<b>Total Operating Expenses</b>	<b>\$3,329,023</b>

## Two Year Selection

Year 1	\$2,601,018	\$1,414
Year 2	\$2,679,049	\$1,456

Compensation per Departure

Operating Loss	\$2,434,567
Profit Element (5% Total Oper. Exp.)	166,451
<b>Compensation Required</b>	<b>\$2,601,018</b>

Compensation per PAX	\$211.00
Compensation per Departure	\$1,414.00

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.**

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# CHOICE 2

Choice 2: (2) Year Term

Beechcraft 1900C (9 seats)

(18) Total Round Trips Per Week

(12) RT's from South Arkansas Regional Airport (ELD)  
to Dallas/ Fort Worth International Airport (DFW) &

(6) RT's to Memphis International Airport (MEM)



# CHOICE 2

Choice 2: (2) Year Term  
Beechcraft1900C (9seats)  
(18) Total Round Trips Per Week

(12) RT's from South Arkansas Regional Airport (ELD) to Dallas/ Fort Worth International Airport (DFW)  
& (6) RT's to Memphis International Airport (MEM)

## Operation Revenues

Revenues	\$762,450
Other Revenues	7,625
<b>Total Operating Revenues</b>	<b>\$770,075</b>

Number of Passengers	11,050
Average Fare DFW	\$72.00
Average Fare MEM	\$69.00
Departures	1,840
Block Hours	1,793
Revenue Passenger Miles	3,393,900
Available Seat Miles	4,612,084

## Direct Operating Expenses

Flying Operations	\$385,546
Fuel and Oil	628,221
Maintenance	642,576
Aircraft Leases	450,000
<b>Total Direct</b>	<b>\$2,106,343</b>

Marketing	50,000
Indirect	1,079,101
<b>Total Operating Expenses</b>	<b>\$3,235,444</b>

## Two Year Selection

Year 1	\$2,627,142	\$1,427
Year 2	\$2,705,956	\$1,471

Compensation per Departure

Operating Loss	\$2,465,370
Profit Element (5% Total Oper. Exp.)	161,772
<b>Compensation Required</b>	<b>\$2,627,142</b>

Compensation per PAX	\$238.00
Compensation per Departure	\$1,427.00

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

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# CHOICE 3

Choice 3: (2) Year Term

Beechcraft 1900C (9 seats)

(18) Total Round Trips Per Week

(12) RT's from South Arkansas Regional Airport (ELD)  
to Dallas/ Fort Worth International Airport (DFW) &  
(6) RT's to Hartsfield - Jackson Atlanta International  
Airport (ATL)





# CHOICE 3

Choice 3: (2) Year Term  
Beechcraft1900C (9seats)  
(18) Total Round Trips Per Week

(12) RT's from South Arkansas Regional Airport (ELD) to Dallas/ Fort Worth International Airport (DFW)  
& (6) RT's to Hartsfield-Jackson Atlanta International Airport (ATL)

## Operation Revenues

Revenues	\$1,093,500
Other Revenues	10,935
<b>Total Operating Revenues</b>	<b>\$1,104,435</b>

Number of Passengers	12,150
Average Fare DFW	\$59.00
Average Fare ATL	\$90.00
Departures	1,840
Block Hours	1,840
Revenue Passenger Miles	3,499,200
Available Seat Miles	4,755,180

## Direct Operating Expenses

Flying Operations	\$519,004
Fuel and Oil	795,990
Maintenance	865,007
Aircraft Leases	450,000
<b>Total Direct</b>	<b>\$2,630,001</b>

Marketing	50,000
Indirect	1,080,516
<b>Total Operating Expenses</b>	<b>\$3,760,517</b>

## Two Year Selection

Year 1	\$2,844,108	\$1,545
Year 2	\$2,929,431	\$1,592

Compensation per Departure

Operating Loss	\$2,656,082
Profit Element (5% Total Oper. Exp.)	188,026
<b>Compensation Required</b>	<b>\$2,844,108</b>

Compensation per PAX	\$234.00
Compensation per Departure	\$1,545.00

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Thank you for your  
consideration!

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