



Mr. Kevin Schlemmer  
 Mr. Michael Gormas  
 United States Department of Transportation  
 Washington, D.C.  
 BY ELECTRONIC TRANSMISSION

July 31, 2020

Gentlemen:

In response to concerns about limited connectivity at Pittsburgh International Airport during the Covid pandemic and beyond, Southern Airways hereby revises portions of our proposal to provide EAS at Bradford, Pennsylvania (BFD).

These revisions, obviously, involve no changes to the bid amounts previously submitted.

	<u>OPTION A</u>	<u>OPTION B</u>
BFD-PIT	12	7
BFD-IAD	12	17
<b>Total</b>	24	24
<b>Operating Revenues</b>		
BFD-PIT	266,850	199,110
BFD-IAD	671,809	943,900
<b>Total Operating Revenues</b>	938,659	1,143,010
<b>Operating Expenses</b>		
Flying Operations	1,203,857	1,348,897
Fuel and Into Plane	612,516	728,527
Maintenance	642,931	694,290
Aircraft	384,124	384,124
Indirect	293,495	297,573
<b>Total Operating Expenses</b>	3,136,923	3,453,412
Operating Loss	2,198,264	2,310,402
Profit Element (5%)	156,846	172,671
<b>Compensation Required</b>	<b>2,355,110</b>	<b>2,483,073</b>

<b>Compensation per Pax</b>	175	181
<b>Compensation per Departure</b>	983	1,037
Annual Seats	21,564	21,546
Annual Passengers	13,478	13,692
Load Factor	63%	64%
Departures	2,396	2,394
Average Fare	69.64	83.48
Completion Factor	96.00%	96.00%
Compensation Required Year 1	2,355,110	2,483,073
Compensation Required Year 2	2,425,764	2,557,566

If you have any questions, please feel free to reach out to me at any time.

Very truly yours,



STAN LITTLE  
Chairman and CEO