

## PDSC MEETING AGENDA

**DATE:** 8/24/2022  
**TIME:** 3:30-5:00 PM  
**LOCATION:** Zoom  
**RE:** Planning and Development Subcommittee

### PDSC Objectives:

- Support the development and implementation of an updated Strategic Plan and the 2020 Airport Master Plan Update
- Provide ongoing support and input on specific plans and proposals for the development of Airport
- Provide input on other business development efforts as appropriate.

### PDSC Agenda Items:

- 1) **Meeting Minutes – July 20<sup>th</sup> (5 minutes)**
- 2) **New Hangar Development – Conceptual Site Plan and Cost Estimates (20 minutes)**
- 3) **Air Service Development Plan (60 minutes)**
- 4) **Open Discussion (5 minutes)**
  - **U.S. Customs Update**

### Unresolved/Pending Topics:

- US Customs
- Fort Collins – Loveland Water District Water Line Extension
- West & Northeast Airport Area Planning
- Terminal Funding

Join Zoom Meeting

<https://us06web.zoom.us/j/97011482750?pwd=V1pVVHdrMXZibzlyZ3RFanpRK2NIZz09>

Meeting ID: 970 1148 2750

Passcode: 465261

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Passcode: 465261

Find your local number: <https://us06web.zoom.us/u/kyWbKQOaD>

**DATE:** 7/20/2022  
**TIME:** 3:33-5:30 PM  
**RE:** Planning and Development Subcommittee Meeting (PDSC)  
**ATTENDEES:** Tom Fleming, Jason Licon, Diane Jones, Troy Bliss, James Hays, Scott Schorling,

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**Begin Meeting Record 7/20/2022**

**Agenda Item #1: Meeting Minutes – June 22<sup>nd</sup>, 2022**

- Diane suggested a clarification to the following sentence:  
A capital improvement plan for infrastructure needs to be included. Much of this infrastructure will be ineligible or low-priority for *traditional* grant funding.
- **Tom moved to approve the minutes with Diane’s clarification. The motion, seconded by Diane, passed unanimously.**

**Agenda Item #2: Strategic Planning Process**

- At the previous meeting, we discussed creating a framework/schedule for updating our Strategic Plan and tying it to the budget cycles of the two cities.
  - Process
    - First quarter
      - Update the Strategic Plan every two years (on even-numbered years)
        - Strategic Plan Format:
          - Focus areas
            - Objectives
              - Action items and progress measures
  - The 2022 Strategic Plan has been updated on the website.
    - The plan contains elements of the 2018 Strategic Plan, the Strat-op, and the strategic planning work the PDSC did this spring.
  - The strategic planning process might actually start in the 4<sup>th</sup> quarter of the previous year.
    - In late 2023, we should start the process for 2024.
- Second quarter
  - Submit budget requests to the Cities (Loveland is on an annual cycle and Fort Collins is on a two-year cycle).
- Third quarter
  - Airport budget is submitted for the Airport Commission for review and recommendation to the City Councils.
- Fourth quarter
  - Budgets adopted by City Councils
  - PDSC prepares action plan focusing on priorities for the upcoming year.

- Our current action plan will extend into 2023, but will need to be expanded and revised.
  - A flowchart or graphic explaining this process may help the Commissioners and others understand the steps and timing.
- The high level of uncertainty regarding the budget, e.g., pending potential grants and unknown contributions from the Cities for the terminal, makes strategic planning difficult.
- When communicating information about the budget, it would be helpful to distinguish one-time revenues/expenditures from ongoing ones.

### Agenda Item #3: Customs Update

- The purpose of this item is to provide an update on the U.S. Customs proposal from Discovery Air.
  - Airport staff recently met with Discovery Air to provide an update and discuss the financial considerations of the proposal.
    - Discovery Air believes that they are assuming most of the risk by providing facilities and support services.
      - Discovery Air is asking the Airport/Cities to contribute \$200,000 annually to support the program.
        - This is about 13% of the Airport's annual operating budget.
        - Under Discovery Air's proposal, the Airport/Cities would not be able to recoup any of that cost. Discovery Air would set the rates and fees and collect all revenue from the program.
      - Discovery Air intends for the Customs agent to be available to the public for immigration services, gun and camera registration, etc.
    - Airport staff is investigating whether there are tax revenues that are being generated at/by the Airport, but are not being used to support the Airport, that could potentially be reallocated to support Customs.
    - Legally, the Airport can't make any direct payments to Discovery Air.
      - The Airport/Cities can pay U.S. Customs and Border Patrol (CBP) directly for services provided.
    - FNL had approximately 95 outbound international operations from May 1, 2021-April 30, 2022.
      - Rocky Mountain Metro Airport charges \$400-\$700 per clearance. At comparable rates, FNL would need several times more traffic for the program to break even.
    - Discovery Air is projecting \$200,000 annually in administrative overhead. Airport staff has not been able to obtain details on how this was estimated.
    - The Airport/Cities could provide Customs independently of Discovery Air, but facilities are not readily available.
      - Discovery Air has available office space that can be built out for CBP.
      - The existing terminal could be used for this purpose after the new terminal opens.
    - The Discovery Air proposal is unclear about the length of the requested financial contribution from the Airport/Cities.
      - *NCRA/Cities/County will support Discovery Air with an annual customs support payment of \$200,000 per year paid as a **minimum of 5-year commitment**, so long as customs is open and operating.*

- *The Water Valley Co/Discovery Air is taking ALL the risk on this as we are **limiting the requested support to a maximum of 5 years** and very possibly less as the office balances with increased billable customs events.*
- How much value would a Customs facility provide for the Airport and Cities?
  - As an economic development tool, it could pay dividends if the Cities are able to attract companies with international travel needs. This is speculative and isn't something the City/County economic development entities are observing as a deciding factor in site selection.
  - A foreign trade zone could be beneficial in retaining and attracting companies, but would likely require a full user fee facility, not a reimbursable services program facility.
  - It would benefit the existing Airport users that travel internationally.
    - Nutrien, which is a large primary employer in Loveland, would benefit the most. Corporate travel between their Canada and Loveland offices makes up the bulk of international travel at FNL.
      - Nutrien currently clears Customs in Casper, WY, which does not charge for the service.
    - Given the other priorities we have, this large expense would benefit a relatively small number of Airport users, mainly large companies and wealthy individuals.
  - It's unlikely that the Airport would be able to capture any transient demand for Customs clearances since other Airports offer it for free.
    - Customs is unlikely to generate considerable additional fuel sales unless it is free or competitive with nearby providers.

#### Agenda Item #4: New Hangar Development – Conceptual Layout Review

- Airport staff has created two conceptual hangar layouts for the area north of Runway 6/24. This is the area that the Airport Commission has directed staff and the PDSC to develop an infrastructure plan for in order to create new shovel-ready sites for new hangar development
  - Layout # 1 uses the current building restriction line (BRL) from the airport layout plan (ALP) as the southern limit for building footprints.
  - In layout #2, the BRL has been moved 180' south to the taxiway object free area of the future parallel taxiway.
    - Based on staff analysis, buildings could still be around 30' tall at the BRL.
    - By shifting the BRL to this new location, an extra 7.7 acres of development area would be opened up, but the crosswind runway could remain in operation.
    - Shifting the BRL to the south would reduce the amount of taxiway that the Airport would need to construct to provide access to the site.
    - If Runway 6/24 is closed and converted to a taxiway, the BRL could be shifted even further to the south.
  - T-hangars are usually nested and the buildings require taxiway access along both sides. Box hangars generally open up in one direction and do not need taxiways on the other side.
  - A single community restroom could serve many hangars in the area, eliminating the need for individual buildings to have their own restrooms. By removing the need to purchase a water/sewer tap, hangars can be built more economically.

- We may want to leave more space along Rockwell Ave and other major roads for businesses landscaping, and other uses.
- Open-air shelters would be feasible in this area.
- Having parallel taxiways to both the north and south of Runway 6/24 might not be necessary depending on how that area of the Airport is developed.
  - Pull-offs/run-ups could be included to allow aircraft traffic to flow in both directions.
- Staff will refine concept layout #2 based on feedback from this meeting and create another layout that considers the conversion of Runway 6/24 to a taxiway.
  - The layouts will be shared with Dibble Engineering so that they can provide cost estimates.

**End Meeting Record**

DRAFT



# NORTHERN COLORADO REGIONAL AIRPORT

4900 Earhart Rd • Loveland, Colorado 80538

(970) 962-2850 • FAX (970) 962-2855 • TDD (970) 962-2620

**ITEM NUMBER:** 2  
**MEETING DATE:** August 24, 2022  
**PREPARED BY:** Aaron Ehle, Airport Planning & Development Specialist

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## **TITLE**

New Hangar Development – Conceptual Site Plan and Cost Estimates

## **RECOMMENDED PDSC ACTION**

Provide feedback on conceptual site plans and cost estimates. Advise on funding and implementing an infrastructure plan.

## **SUMMARY**

At the July meeting, the PDSC reviewed two conceptual layouts for new general aviation hangars in the area north of Runway 6/24 and provided feedback to staff. The PDSC directed staff to:

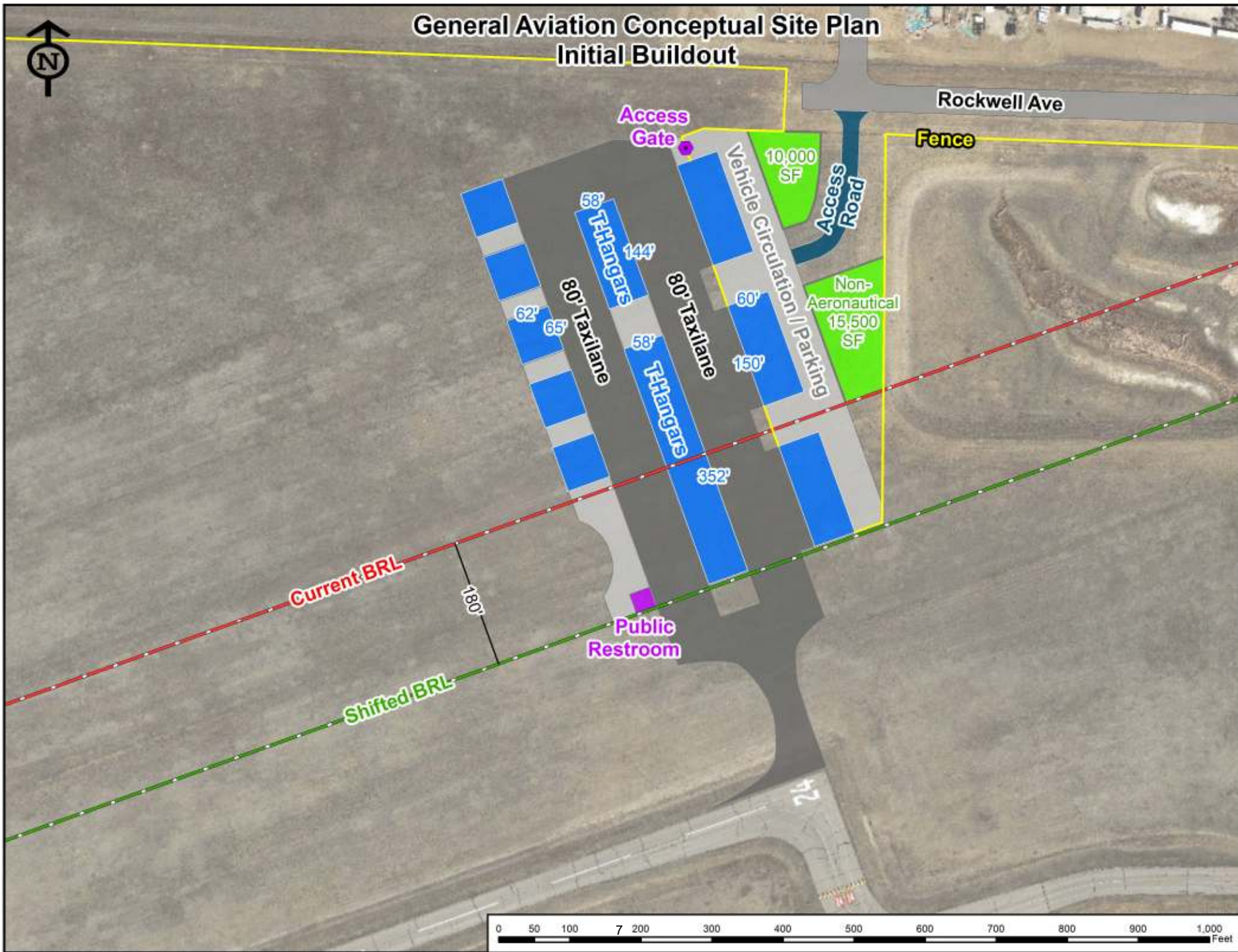
- Work with Dibble Engineering to refine the layout that considers moving the building restriction line (BRL) to the south, while preserving Runway 6/24 as an active runway. (Attachment #1)
  - This site plan shows approximately 76,000 square feet of hangar space and supporting infrastructure. The layout preserves flexibility for the future, allowing for expansion to the west and potentially to the south if Runway 6/24 is closed.
- Create a layout that considers closing Runway 6/24 and converting it to a taxiway. (Attachment #2)
  - This layout builds off of the “Initial Buildout” site plan, approximately doubling the amount of developable area. It shows how development can continue to the south if Runway 6/24 is eventually closed. If Runway 6/24 remains open, there would still be great potential for expansion to the west.
- Provide cost estimates for each layout (Attachment #3).
  - These estimates are higher than the ones in the May PDSC meeting packet because the calculations are based on larger areas. The sites in the May packet were approximately 4.5 acres in size. The “Initial Buildout” site plan in this packet encompasses approximately 10.5 acres and the “Future Buildout” site plan adds another 11.5 acres.
  - This area would likely qualify for a Categorical Exclusion to satisfy the National Environmental Policy Act (NEPA). This would likely take 2-4 months and cost approximately \$20,000.
  - There may be opportunities to partner with development projects to the north to extend Rockwell Ave.
  - The Airport is working with Fort Collins-Loveland Water District (FCLWD) on an agreement for a water line easement on Airport property. This may create opportunities to incorporate infrastructure to support Airport development.
  - Some of these items can be phased.

## **ATTACHMENTS**

- #1 General Aviation Conceptual Site Plan – Initial Buildout
- #2 General Aviation Conceptual Site Plan – Future Buildout
- #3 Infrastructure Cost Estimates



# General Aviation Conceptual Site Plan Initial Buildout



Rockwell Ave

Fence

Access Gate

Access Road

10,000 SF

Non-Aeronautical  
15,500 SF

Vehicle Circulation / Parking  
60'

58' Hangars  
144'

80' Taxi Lane  
62' 65'

58' Hangars  
150'

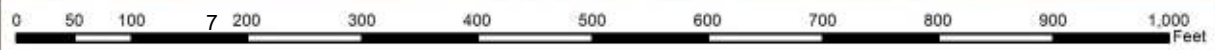
80' Taxi Lane  
352'

Current BRL

180'

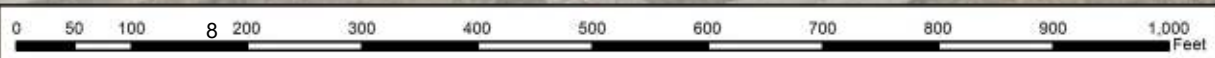
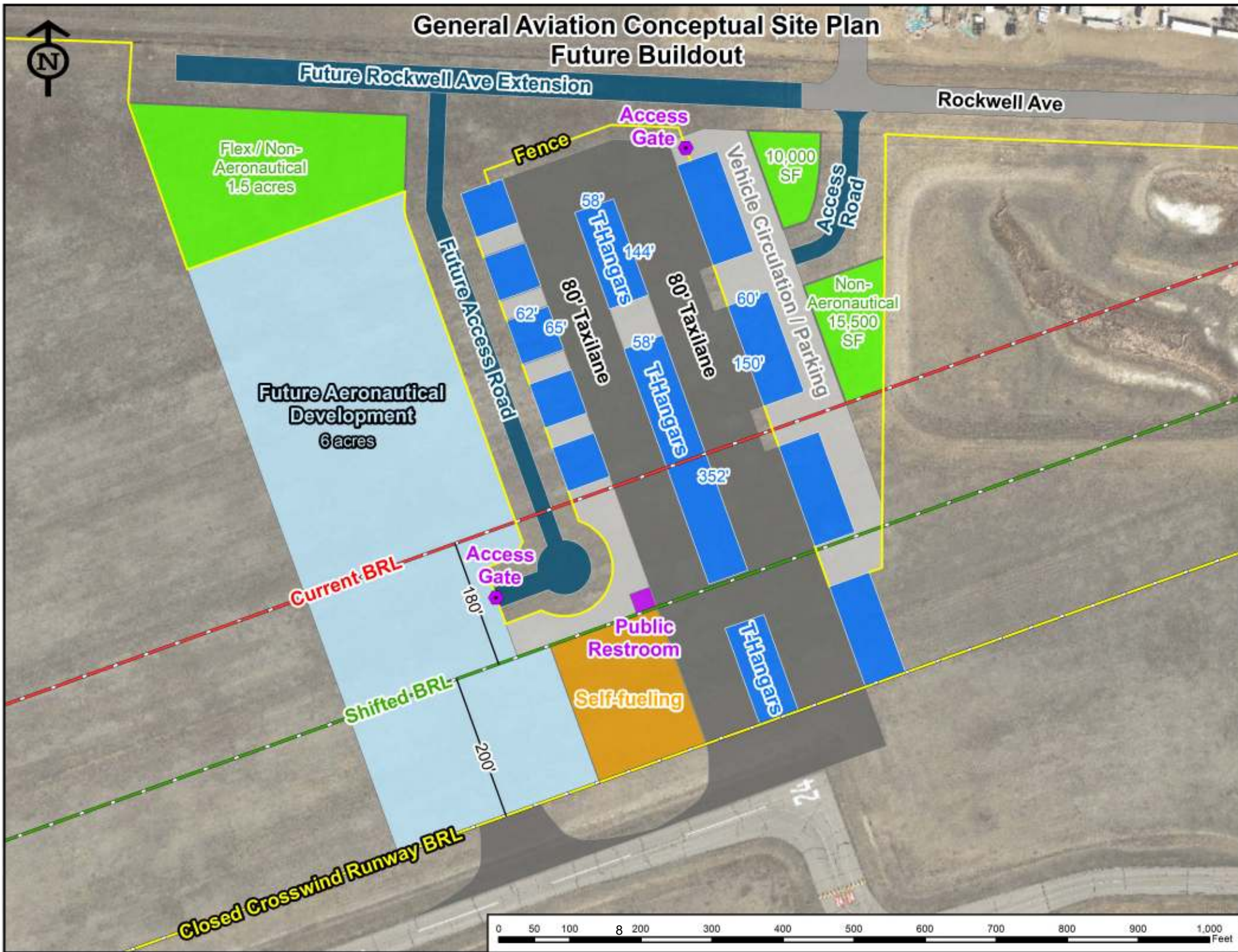
Shifted BRL

Public Restroom





# General Aviation Conceptual Site Plan Future Buildout





## Infrastructure Cost Estimates

Initial Buildout				
Discription	Quantity	Unit	Unit Price	Amount
Mobilization and Quality Control	1	LS	\$85,000.00	\$85,000
Water Connection	1,200	LF	\$50.00	\$60,000
Sewer Connection	800	LF	\$85.00	\$68,000
Electric/Fiber Connection	0	LF	\$75.00	\$0
Gas Connection	750	LF	\$30.00	\$22,500
Fence	800	LF	\$30.00	\$24,000
Gates	1	LS	\$25,000.00	\$25,000
Site Grading/Drainage	44,444	SY	\$6.00	\$266,664
Taxiway Paving	3,000	SY	\$75.00	\$225,000
Road Paving	667	SY	\$45.00	\$30,015
Pavement Marking	100	SF	\$7.00	\$700
Environmental	1	LS	\$20,000.00	\$20,000
<b>Initial Phase Total</b>				<b>\$826,879</b>
Water Tap	1	LS	\$62,750.00	\$62,750
Public Restroom	1	LS	\$120,000.00	\$120,000
<b>Initial Phase w/ Water Tap &amp; Restroom</b>				<b>\$1,009,629</b>
Future Buildout				
Discription	Quantity	Unit	Unit Price	Amount
Mobilization and Quality Control	1	LS	\$85,000.00	\$85,000
Water Connection	0	LF	\$50.00	\$0
Sewer Connection	0	LF	\$85.00	\$0
Electric/Fiber Connection	500	LF	\$75.00	\$37,500
Gas Connection	500	LF	\$30.00	\$15,000
Fence	2,400	LF	\$30.00	\$72,000
Gates	1	LS	\$25,000.00	\$25,000
Site Grading/Drainage	61,120	SY	\$6.00	\$366,720
Taxiway Paving	1,667	SY	\$75.00	\$125,025
Road Paving	6,111	SY	\$45.00	\$274,995
Pavement Marking	100	SF	\$7.00	\$700
Environmental	1	LS	\$20,000.00	\$20,000
<b>Future Phase Total</b>				<b>\$1,021,940</b>



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**ITEM NUMBER:** 3

**MEETING DATE:** August 24, 2022

**PREPARED BY:** Jason R. Licon, Airport Director

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## **TITLE**

Air Service Development Strategic Planning

## **RECOMMENDED PDSC ACTION**

Provide feedback on proposed air service development efforts

## **SUMMARY**

The purpose of this agenda item is to provide information on air service development efforts and future plans in order to position the Airport most effectively with available resources, partnerships, and relationships. Air service remains the greatest opportunity for the airport to attract, and the industry still has plenty of opportunity despite all of its current challenges. The good news is that people are still traveling- and according to cell phone information that we have been able to obtain for the 4Q2021, 2,600 people daily are traveling from Larimer County within the I-25 corridor to Denver.

The challenge that the Airport faces in recruiting and marketing to potential air carriers is impacted adversely by the lack of aligned community support and the lack of funding available to support a new air carrier. Let's work together to change this. Communities that support and invest in their airports are most likely to be attractive to air carriers and users alike.

Airport staff has a plan to "prime the pump" and position ourselves in a good place in advance of a future terminal facility opening. The pump primer is to obtain funding resources from available grants to provide revenue guarantees and marketing assistance for future targeted air carriers through the USDOT Small Community Air Service Development Grant (SCADG) program. Since the airport is not able to fund any airline revenue guarantees or subsidies, it is critical for the airport to find means such as this to make the airport more attractive and obtain funding to secure high quality air services for the community. This year the program awarded \$17 million to 25 applicants from 20 states.

## **SCASD Grant requirements**

- Staff have determined eligibility for application for the USDOT SCASD program
  - a. Staff have collected all of the applications from the previous year including winners and losers to study and identify the most successful strategies

- b. Funds of up to \$1 million can be used for minimum revenue guarantees and/or marketing support for targeted air carriers, the average amount awarded was \$677,000 for 2022
- c. We were successful in obtaining this grant in 2012, and eligibility to obtain another grant requires 10-years between successful awards. This funding was the foundation for the airport to first begin air service development through the use of consultants and airport staff has since taken this role over due to the high cost of these services. Airport staff still maintain positive relationships with the USDOT staff that oversee the program.
- Strategically identify the best airline partner(s) that Northern Colorado will most likely support
  - a. Data driven analysis based on demand trends to find most suitable routes and more importantly top targeted air carriers
  - b. Staff can do this, or can outsource some or all of this work to Air Service Development professionals
  - c. Obtain letters of support to include in the SCASDG applications from Airlines
- Obtain support from local community organizations and elected officials for the application
  - a. Successful applications had a great variety of support - including members of congress, chambers of commerce, local corporations and primary employers, etc.
- Leverage current Landline Partnership
  - a. Landline will benefit directly by having air service return at FNL
  - b. Their corporate directors are all previous air carrier network planners, and still have plenty of networking potential
  - c. They are local
  - d. Air service integration services (i.e. setting up pickup locations in Boulder, Estes Park, Ski Resorts, Cheyenne, etc)

### **Other considerations**

- A new terminal will expand opportunities with air carriers that the existing facilities are limiting
  - a. The ideal scenario would be to have an air carrier ready to go for the terminal opening, however it would be even better to have air service return in 3Q2023 to reach the 10,000 enplanement level, as we have done this year with Avelo (unlocking \$2 million in funding for 2025).
  - b. Keep costs low for airlines for at least the next five years at a minimum to establish and grow the market (target a low cost per enplanement)
- A more robust incentive program for the Airport can be created
  - a. 12-months of fee waivers for less than daily service offerings to locations that are outbound leisure oriented
  - b. 24-months of fee waivers for daily service to locations that are equal inbound and outbound markets- i.e. those that will support regional tourism
  - c. Provide additional resources for advertising and marketing that can be provided for service start (\$30,000 - \$75,000 depending on service frequency or \$0 if grant funding is used)



### **Engage with the following entities to help gain community support for future air service**

- Fort Collins and Loveland Chambers of Commerce: Goal to create a “Regional Air Service Task Force”, with the goal of leveraging their membership to provide for an air service support resource that can be used to attract future air service and maintain once established.
- Continue to work with the area tourism entities and work to expand these partnerships to include direct support for marketing and attraction through future air service offerings. The airport meets with Estes Park, Fort Collins, and Loveland tourism entities on a monthly basis to support tourism and future air service travel into Northern Colorado. This group can expand once an air carrier begins operations with enough frequency to and from areas drawing large tourism demand.
- Continue providing critical Airport information to local organizations advocating for community support

We have until March of 2023 to get this alignment and support to make our application successful to USDOT.

### **Questions**

- Are we on the right track?
- Can PDSC members assist staff with the community advocacy efforts?
- Do we tackle this in-house or with consulting assistance?

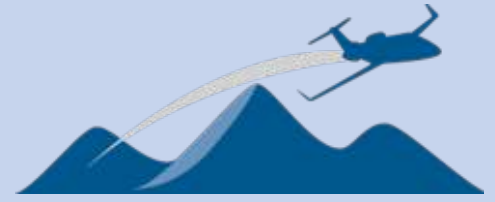
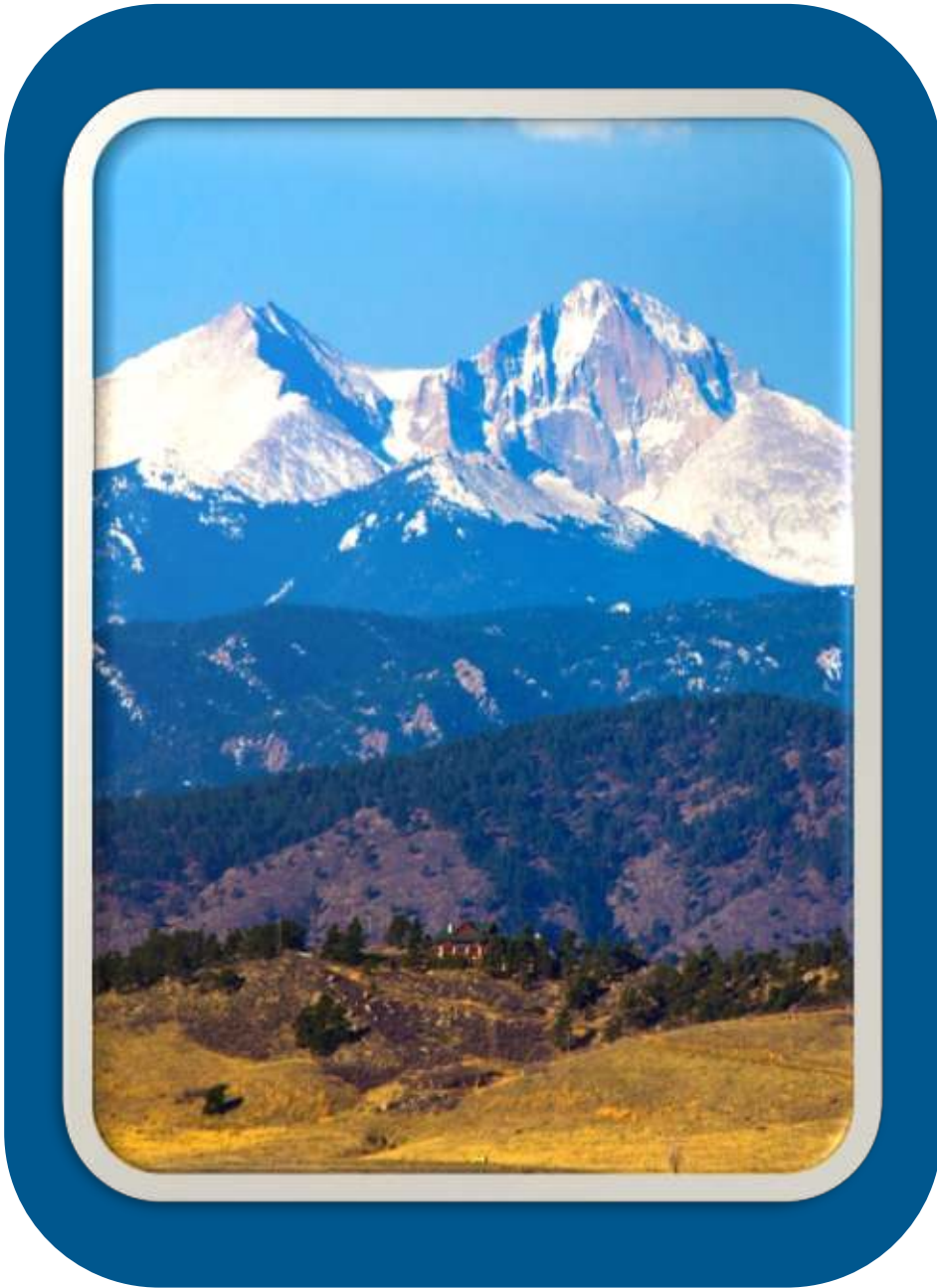
### **ATTACHMENTS**

Air Service Development Marketing Information (Created July 2022)

USDOT Small Community Air Service Development Grant Program: Grant Awards

Awarded and Failed Applications for 2022 (Compiled by J. Licon)

# ***AIR SERVICE INFORMATION***



NORTHERN COLORADO  
REGIONAL AIRPORT

**FRONTIER**

*Serving the Growing  
Northern Colorado  
Region*

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# Executive Summary



- Northern Colorado is a large and quickly growing region
- Regional discretionary airline travel spending is higher than the national average
- Thousands of airline passengers each day drive past FNL on their way to DEN, and have demonstrated they are willing to pay a premium for convenience
- Demographic comparisons meet or exceed similar regions like Colorado Springs
- FNL now provides air traffic control services, with uninterrupted operation since March 2020
- FNL is an absurdly low cost per enplanement airport compared to similar airports
- FNL has an aggressive incentive partnership program
- Is the closest airport to Rocky Mountain National Park with over 4.5 million visitors annually
- Has unlimited growth potential, unlike other nearby airports
- Northern Colorado is an established market, having been successfully served by air carriers
- Represents over 20% of the DEN O&D market



# Introduction



Northern Colorado is a scenic and vibrant area consistently ranked as one of the top places to live and work in the United States. A mild climate, close proximity to abundant outdoor recreational activities, and a resilient economy have made the region very popular; resulting in sustained population growth rates of two and a half times greater than the national average. Approximately 800,000 people call Northern Colorado home, which is expected to reach over 1 million by 2040.



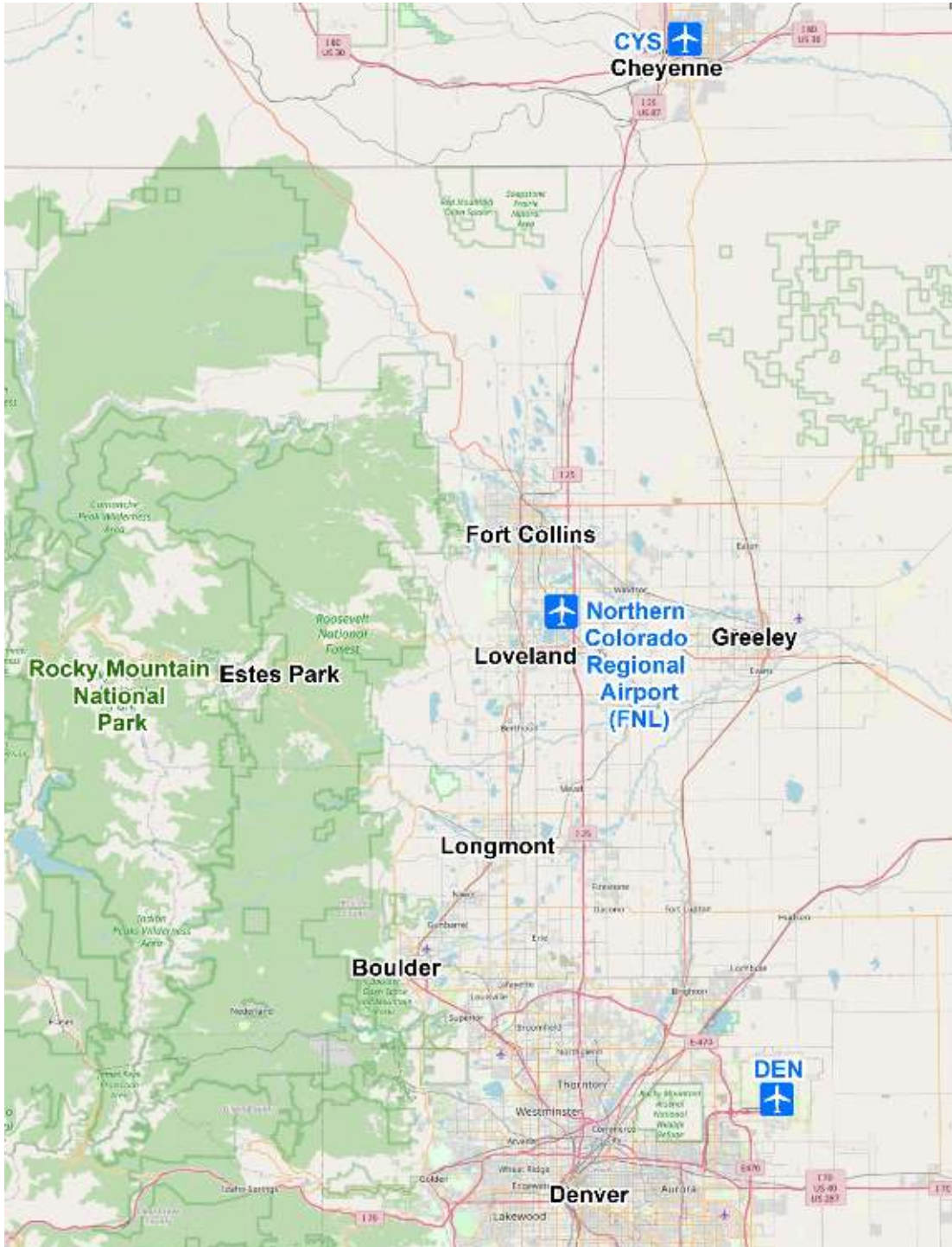
The Northern Colorado Regional Airport (FNL) is centrally located in a major population center and has convenient access to the adjacent Interstate 25 and US Highway 34 travel corridors. The Airport is 55 miles North of the Denver International Airport, and serves a population that supports a high demand for air travel. Residents of Northern Colorado have demonstrated that they are willing to pay a premium for convenience as seen through the hundreds that are using ground transportation services to get to DEN every day!



# Location



The Northern Colorado Region is located north of the Denver Metropolitan Area. The Airport is centrally located among the major population centers of Fort Collins, Loveland, and Greeley. It is the closest airport to Rocky Mountain National Park.



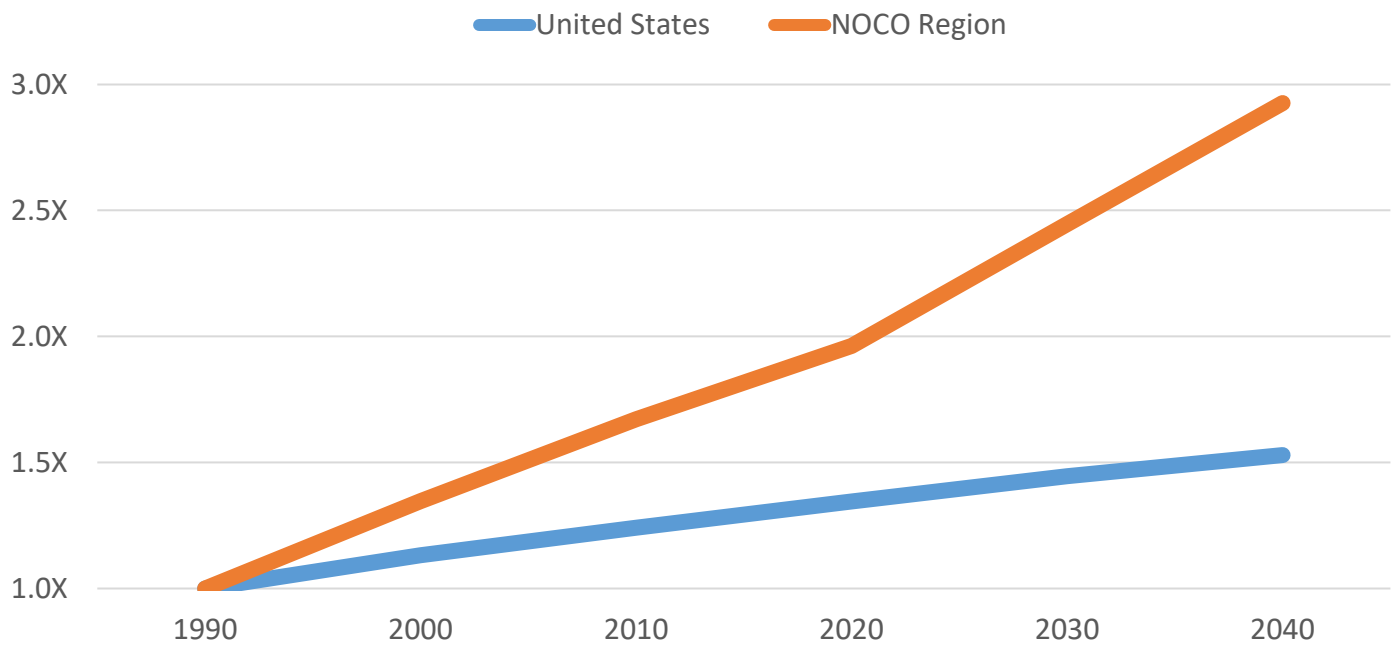


# Population Growth



The Northern Colorado Region has experienced significant population growth over the past three decades, doubling in size since 1990. The population within the defined catchment area that the Airport serves has grown from 400,000 people in 1990 to over 800,000 in 2020. Much of this growth has been fueled by net migration from other states.

## NOCO Region Population Growth Comparison



**Historical Population Source:** U.S. Census Bureau Population Estimates Program, U.S. Census Bureau American Community Survey (ACS) and Colorado State Demography Office Historical Census.

**Forecasted Population Source:** U.S. Census Bureau Population Projections and Colorado State Demography Office Population Forecast.

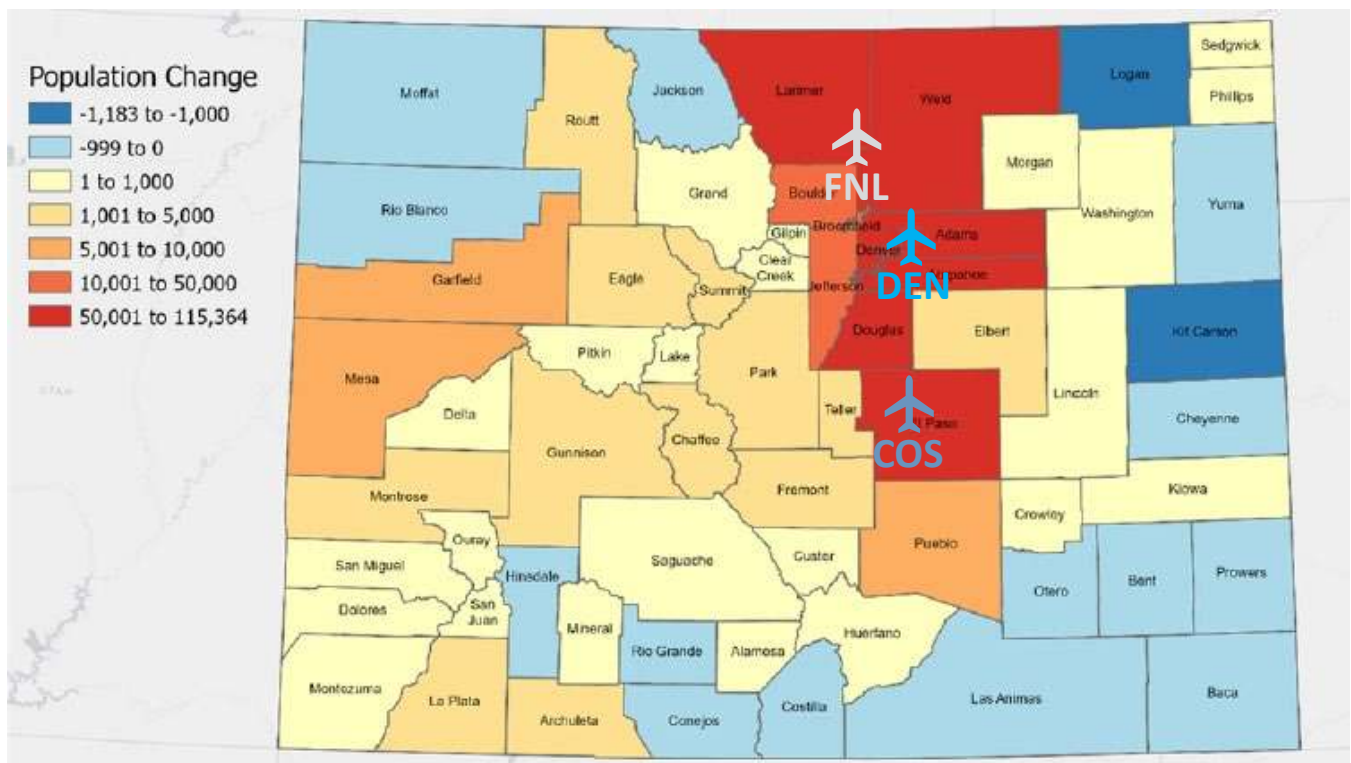
**Expenditures Source:** Derived from the 2015 and 2016 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

# A Quickly Growing Area



Colorado's population was 5,773,141 according to the 2020 Census, ranking 21st most populous state in the country. Colorado's ten year population growth trend added approximately 15 percent or 744,518 since the 2010 Census. Colorado's growth over the last decade was the sixth-highest among U.S. states.

## Population Change by County 2010 - 2020



AIR SERVICE INFORMATION – NORTHERN COLORADO REGIONAL AIRPORT FNL

The Northern Colorado Region is projected to be the fastest growing in the state during the next two decades, surpassing one million people by 2040. This area includes Weld and Larimer Counties or the Fort Collins and Greeley Metropolitan Statistical Areas (MSA). The Cheyenne MSA just to the North in neighboring Wyoming adds an additional 100,000 people to the total.

# Travel Demand Influences



FNL has some key indicators that put the Northern Colorado market into perspective. Understanding and evaluating each market and its potential can be a difficult task.

These indicators include:

- Population growth
- Regional demographics and consumer spending
- Migration trends
- Ground transportation offerings
- Area corporations and organizations
- Comparison to similar airports
- Area attractions and tourism

These factors can aid in the evaluation and determination of potential profitability a new route or market offering may realize.

## Colorado State University Football Charter 2022



# Travel Demand: Ground Transportation



United Airlines in partnership with Landline offers “wingless flights” with five times daily roundtrips between the FNL and DEN airports. This service is specific to United Airlines passengers, and serves as an alternative to driving to Denver International Airport. The service starts at \$80 per roundtrip.



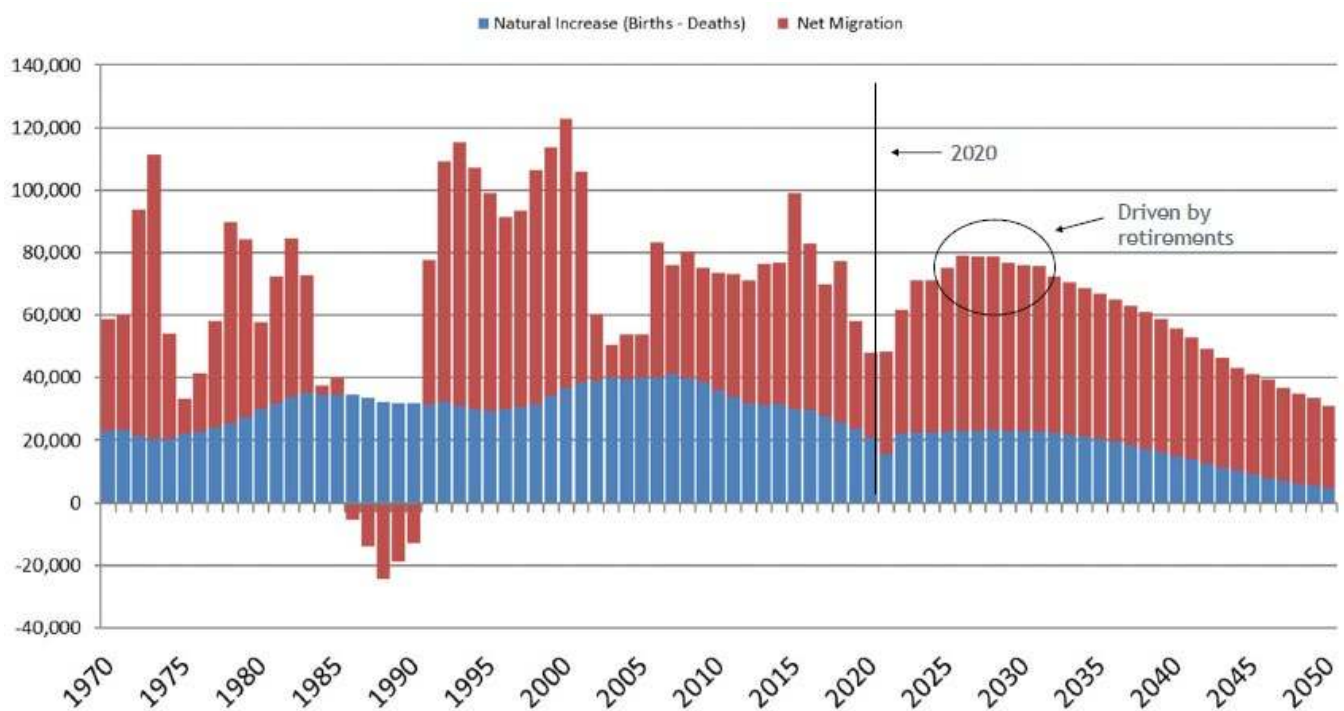
FNL supports a park and ride facility operated by Groome Transportation. The company provides ground transportation services from FNL to Denver Airport. The company offers 18 daily roundtrips from Northern Colorado and provides additional routes for nearby Southeastern Wyoming using 11–55 passenger buses. The lowest published rate from the FNL park and ride is \$90 per roundtrip between FNL and DEN, and the company estimates they support ridership of 500 – 1,500 passengers daily.



# Population Migration & Universities



Population growth attributed to relocation from other states influence leisure travel demands. The relocated populace still have connections in their original locations, mostly from California, Texas, and the Midwest. These travel demand connections are bi-directional and linked to locations of high migration origination.



The region is host to three Universities including Colorado State University with nearly 33,700 enrolled students, University of Northern Colorado with 13,400, and University of Colorado in Boulder with 34,500. The three Universities have 81,600 students enrolled and of that nearly 24,000 are out of state students originating primarily from California, Texas, and Illinois.



# Comparison: FNL vs. COS



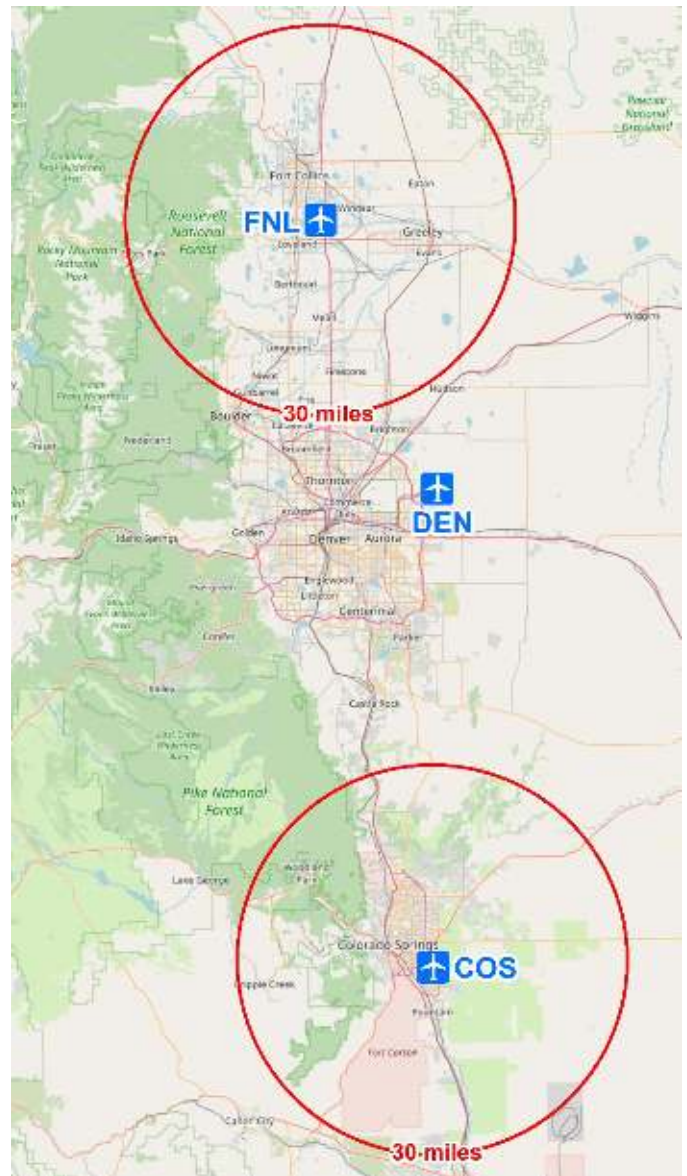
The Northern Colorado Region has many similarities to the Colorado Springs area and a similar proximity to Denver International Airport. Due to the geographical and air service market similarities, it serves as an *ideal comparison* for air service opportunities.

## 30-Mile Radius Comparison

	FNL	COS
Population	827,532	768,393
Median Household Income	\$78,729	\$73,060
Median Disposable Income	\$61,553	\$57,322
Cost Per Enplanement	\$1.26	\$7.15
Annual Expenditures on Airline Fares per Household	\$706	\$656

Advantage = FNL

The Northern Colorado region is growing so quickly that it is not *“on the radar”* for many air carriers.



**Population and Income Source:** U.S. Census Bureau, Census 2020 Summary File 1. Esri forecasts for 2021.  
**Expenditures Source:** Derived from the 2018 and 2019 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.  
**CPE Source:** FAA CATS form 2020

# Comparison: FNL vs. PVU vs. OGD



The Colorado Region Front Range has many similarities to the Salt Lake City area. Due to the geographical and air service market similarities, it serves as a relevant comparison for air service opportunities.

## 15-Mile Radius Comparison

	FNL	OGD	PVU
Population	465,649	518,703	551,606
Median Household Income	\$79,187	\$76,878	\$75,702
Median Disposable Income	\$61,916	\$59,337	\$59,281
Landing Fees per 1,000 lbs GLW	\$0.90	\$1.25	\$0.65 (+pax fee of \$0.65-\$1.25)
Annual Expenditures on Airline Fares per Household	\$705	\$633	\$648
2021 Enplanements	5,248	29,857	118,740
Distance to Large Hub Airport (miles)	55	34	50

All have very similar attributes



**Population and Income Source:** U.S. Census Bureau, Census 2020 Summary File 1. Esri forecasts for 2021.

**Expenditures Source:** Derived from the 2018 and 2019 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

**Landing Fees:** Published rates and fees for all airports

# About the FNL Airport



- ✈ “Turn-Key” ready to go
- ✈ FAA commercially certified
- ✈ Actively operated and maintained TSA security checkpoint & ASP
- ✈ FAA Contract Air Traffic Control
- ✈ Airside designed for the Boeing 737 & Airbus A320 series aircraft
- ✈ Airport has ability to support up to 190 passengers at a time
- ✈ All weather capability with a full Instrument Landing System (ILS)
- ✈ Car Rental services provided onsite by Avis & Budget



## New Air Traffic Control Services

A new innovative remote air traffic control system is operational. The system is one of two in the U.S. currently being evaluated for certification. The FNL remote tower project is being managed by the FAA NextGen Division and Colorado Department of Transportation Aeronautics. Air traffic control services have been provided without interruption since March 2020.



# Airport Investment



FNL is enhancing the ability to accommodate travelers. A brand new airline terminal and widening of the primary runway are two large projects currently being designed and slated to be completed by 2026. Funds for these projects are being derived from a variety of sources including Federal and State grants.



The new terminal will be 26,600 square feet and is striving to become LEED Gold certified. This will provide passengers space and comfort while they travel, as well as west (mountain) facing office space for airlines. The design supports a future build-out design to accommodate increased travel demand and space requirements.





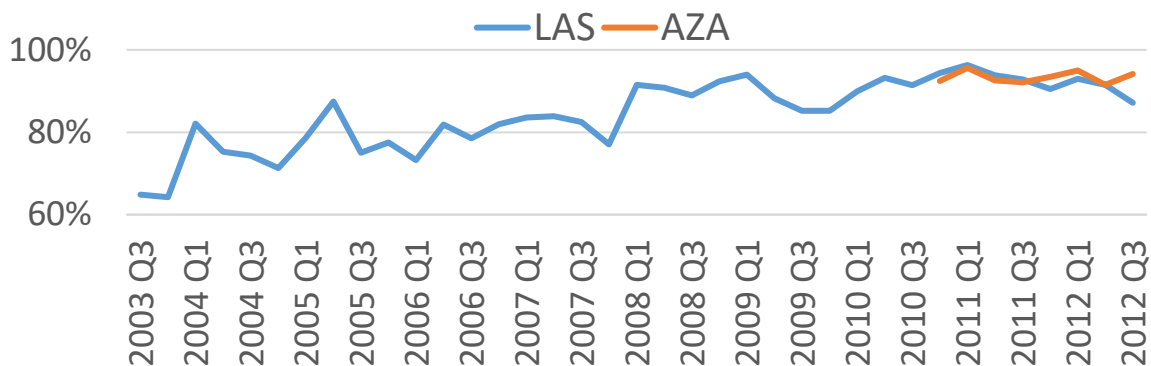
# Historical Air Service Allegiant



In 2003 Allegiant Air began providing air service from FNL to Las Vegas adding another route in 2010 to Phoenix-Mesa. Both routes were discontinued by Allegiant in late 2012 citing operational risk due to the lack of an air traffic control tower. Additionally the MD-83 Aircraft were not ideal for the Airport’s elevation and runway length, where more modern aircraft have no trouble operating from FNL. The table below provides historical air service figures for calendar years 2004 through 2012.

FNL Historical Allegiant Service									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Las Vegas	257	285	284	223	218	227	217	201	153
Phoenix - Mesa							24	98	74
Total Flights	257	285	284	223	218	227	241	299	227
Total Seats	38,550	43,074	42,762	33,612	33,834	34,536	36,312	44,850	34,050

For the first several years of service, load factors for Las Vegas (LAS) averaged less than 80 percent. Loads began to increase in 2007 and exceeded 90 percent for the first time in 2008. Strong Loads were maintained until service ended in 2012. At Phoenix-Mesa (AZA), load factors exceeded 90 percent on average in all three years of service, indicating strong passenger performance.



# Historical Air Service Avelo



In the last quarter of 2021 Avelo Airlines began providing service twice weekly to Burbank California and shortly after that began serving Las Vegas, Nevada. The service frequency began on Wednesdays and Sundays, and was changed to Mondays and Fridays in early 2022. It was again changed to Thursdays and Sundays. The service is scheduled to suspend in late June, citing fuel costs and ridership as reasons for the service end.



Avelo Airlines did have strong ridership numbers going outbound from FNL on the weekends, and loads were slowly building once more people were made aware of the service. Two flights offered each week created a challenge to those that did not have a great amount of flexibility in their travel.

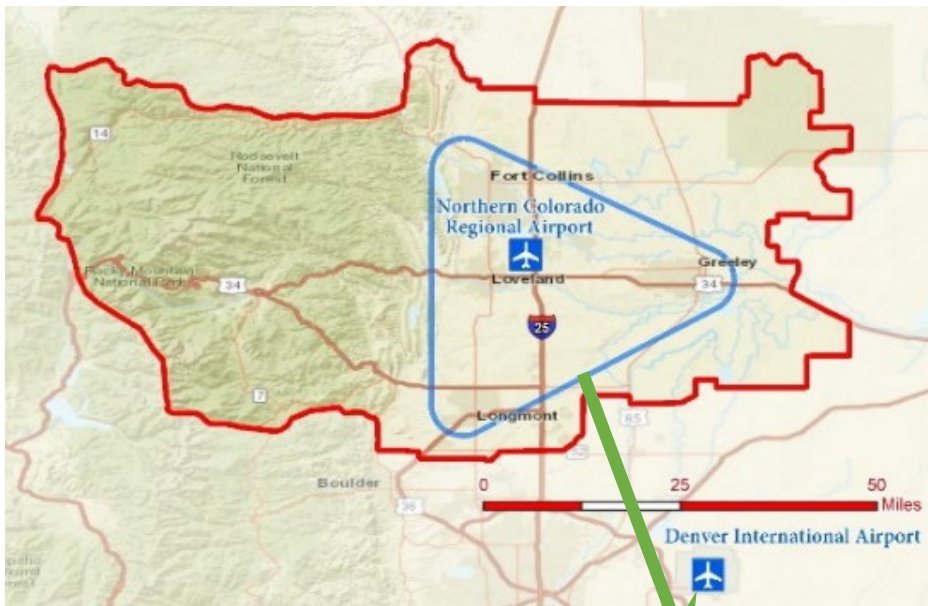
Ways that Avelo could have been more successful at FNL:

- Provide more frequency to one location versus attempting to support both destinations, i.e. 4 times weekly to BUR instead of 2x to both BUR and LAS
- Investing more into marketing and following through with support initiatives
- Having the fleet and staff to support the expansion of the carrier
- Providing more options for booking than just the airline website

# Catchment Area



The NOCO region is home to approximately 800,000 people within 32 zip codes, and serves as the basis for the Northern Colorado Regional Airport's primary local market and identified primary catchment area. A conservative approach was used in defining the catchment area, and air service offerings would easily draw travelers from further North and East into Wyoming.



The catchment area shown in red includes 32 zip codes. FNL has excellent accessibility, located adjacent to Interstate 25 and US Highway 34.

The Airport is centrally located between the major urban area of Fort Collins, Loveland, Longmont, and Greeley. Over 90% of the catchment area's population is located within the blue triangle.



AIR SERVICE INFORMATION – NORTHERN COLORADO REGIONAL AIRPORT FNL

# Top 25 Domestic Destinations



Below is the O&D data for the top 25 destinations within the catchment area. This does not include demand from nearby Boulder CO or Cheyenne WY. The data is from 2019 derived from the DB1B reports from the US Bureau of Transportation Statistics.

Rank	City or Region	Airport Code	O&D PAX	PDEW
1	Los Angeles, CA	All Airports Total	120,567	330
		LAX	70,456	193
		SNA	29,683	81
		BUR	8,769	24
		ONT	11,658	32
2	San Francisco, CA	All Airports Total	82,990	227
		SFO	48,923	134
		OAK	13,173	36
		SJC	20,894	57
3	Las Vegas, NV	LAS	76,805	210
4	Phoenix, AZ	PHX	74,879	205
5	Chicago, IL	All Airports Total	74,318	204
		ORD	50,035	137
		MDW	24,283	67
6	New York	All Airports Total	73,576	202
		JFK	16,018	44
		LGA	35,639	98
		EWR	21,919	60
7	Dallas, TX	All Airports Total	64,920	178
		DAL	20,648	57
		DFW	44,272	121



# Top 25 Domestic Destinations Cont.



Rank	City or Region	Airport Code	O&D PAX	PDEW
8	Washinton D.C.	All Airports Total	63,496	174
		DCA	18,924	52
		IAD	24,540	67
		BWI	20,033	55
9	Seattle, WA	SEA	47,203	129
10	Minneapolis St. Paul, MN	MSP	44,421	122
11	San Diego, CA	SAN	43,592	119
12	Orlando, FL	MCO	42,372	116
13	Atlanta, GA	ATL	37,746	103
14	Salt Lake City, UT	SLC	37,049	102
15	Boston, MA	BOS	31,961	88
16	Portland, OR	PDX	27,509	75
17	Austin, TX	AUS	30,025	82
18	Philadelphia, PA	PHL	25,275	69
19	Detroit, MI	DTW	24,597	67
20	Kansas City, MO	MCI	24,593	67
21	St. Louis, MO	STL	21,356	59
22	Tampa Bay, FL	TPA	23,620	65
23	Fort Lauderdale, FL	FLL	22,074	60
24	Nashville, TN	BNA	20,012	55
25	San Antonio, TX	SAT	17,206	47

# Destination NOCO



## Rocky Mountain National Park



Northern Colorado tourism numbers continue to break records every year. FNL is the closest airport to Rocky Mountain National Park, a short 40 mile scenic drive to the popular destination.



Embassy Suites - Airport

## Estes Park



Old Town Fort Collins






The region continues to grow in popularity, serving as a destination for many outside the state seeking to reconnect with nature, or to see and explore the many attractions the region has to offer. Whether it is visiting one of the 57 area craft beer breweries, or planning a visit to Rocky Mountain National Park, which set a record last year with 4.6 million visitors, there are a multitude of reasons to travel to and explore NOCO.



# FNL: Ski-Port Travel



Drive times to world class ski resorts are very similar to those from DEN. Since DEN is located on the far East side of the Mile High City, it takes just as long to drive from DEN to all of the great ski resorts as it does starting from FNL. See average drive times from both airports below obtained from Google Maps:

	From FNL	From DEN
 <b>Winter Park</b> RESORT	1:50 – 2:20	1:40 – 2:00
 <b>KEYSTONE</b>	2:10 – 2:50	1:50 – 2:30
 <b>COPPER</b> MOUNTAIN	1:50 – 2:30	1:40 – 2:10
 <b>BRECKENRIDGE</b>	2:00 – 2:50	1:50 – 2:30
 <b>VAIL</b>	2:10 – 3:00	2:00 – 2:40

Opportunity exists to partner with many of the ski resorts to offer packages that air carriers can market to travelers.



# Advantage: FNL



- FNL has substantial localized demand for multiple sustainable daily routes to numerous destinations
- FNL provides a unique opportunity for an airline to capture or enhance market share in Colorado
- FNL offers opportunities for higher yields to airlines than DEN or COS due to a low average cost per enplanement
- FNL is a low cost airport, ideal for creating a long term alternative to Denver
- The location of FNL is only 15 minutes farther on average than DEN from downtown Denver and to the great ski resorts in Colorado



## Contact Information

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**UNITED STATES OF AMERICA  
DEPARTMENT OF TRANSPORTATION  
OFFICE OF THE SECRETARY  
WASHINGTON, D.C.**

Issued by the Department of Transportation  
on the 3rd day of August, 2022

In the Matter of the

**SMALL COMMUNITY AIR SERVICE  
DEVELOPMENT PROGRAM**

**DOCKET DOT-OST-2022-0003**

under 49 U.S.C. § 41743 *et seq.*

**ORDER AWARDING GRANTS**

**Summary**

By this Order, the U.S. Department of Transportation (the Department) awards 25 grants under the Small Community Air Service Development Program (“Small Community Program” or “SCASDP”) benefitting communities in 20 States to assist with the implementation of the air service initiatives proposed in their grant applications. The communities, the amount of funding awarded to the communities, and brief descriptions of the projects are listed in the Appendix to this Order. Award recipients must affirm their grant awards by entering into grant agreements with the Department obligating the funds. Award recipients may not seek to be reimbursed funds under the Small Community Program until they affirm their grant awards.

**Background**

The Small Community Program was established by the Wendell H. Ford Aviation Investment and Reform Act for the 21st Century (Pub. L. No. 106-181), reauthorized by the Vision 100-Century of Aviation Reauthorization Act (Pub. L. No. 108-176), and subsequently reauthorized by the FAA Modernization and Reform Act of 2012 (Pub. L. No. 112-95), as amended, the Disaster Tax Relief and Airport and Airway Extension Act of 2017 (Pub. L. No. 115-63), and the FAA Reauthorization Act of 2018 (Pub. L. No. 115-254) (FAA 2018). Authorization for this program is codified at 49 U.S.C. § 41743.

The Small Community Program is authorized to receive appropriations under 49 U.S.C. § 41743(e)(2). Appropriations are provided for this program for award selection in Fiscal Year (FY) 2021 pursuant to the Consolidated Appropriations Act, 2020 (Pub. L. No. 116-94), and the

Consolidated Appropriations Act, 2021 (Pub. L. No. 116-260). Additional monies for this award selection are provided from FAA recovery funding resulting from the de-obligation of closed SCASDP grants.

When selecting applicants to participate in the Small Community Program, the Department is statutorily<sup>1</sup> required to apply the following criteria for participation:

1. The airport serving the community or consortium is not larger than a small hub airport, as determined using the Department of Transportation's most recently published classification effective on the date that the community or consortium submits an application;
2. The airport has insufficient air carrier service or unreasonably high air fares;
3. The airport presents characteristics, such as geographic diversity or unique circumstances, that demonstrate the need for, and feasibility of, the Small Community Program;
4. An applicant may not receive an additional grant to support the same project more than once in a 10-year period, except in certain circumstances;<sup>2</sup> and
5. An applicant may not receive an additional grant prior to the completion of its previous grant.<sup>3</sup>

The statute further provides that no more than four communities or consortia of communities, or a combination thereof, from the same State may be selected to participate in the program in any fiscal year, and no more than 40 communities or consortia of communities, or a combination thereof, may be selected to participate in the program in each year for which the funds are appropriated.

In addition, the statute directs the Department to give priority to those communities or consortia of communities<sup>4</sup> where: (a) air fares are higher than the average air fares for all communities; (b) a portion of the cost of the activity contemplated by the community is provided from local sources other than airport revenues; (c) a public-private partnership has been or will be established to facilitate air carrier service to the public;<sup>5</sup> (d) improved service will bring the material benefits of scheduled air transportation to a broad section of the traveling public, including business, educational institutions, and other enterprises whose access to the national air transportation system is limited;<sup>6</sup> (e) the assistance will be used to help restore scheduled passenger air service that has been terminated;<sup>7</sup> (f) the funds will be used in a timely manner;<sup>8</sup> and (g) multiple communities cooperate to submit a regional or multistate application to

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<sup>1</sup> 49 U.S.C. § 41743(c).

<sup>2</sup> As provided under 49 U.S.C. § 41743(c)(4)(C), the Department may waive the same project limitation.

<sup>3</sup> 49 U.S.C. § 41743(c)(1)-(4).

<sup>4</sup> A consortium of communities is considered a single entity for purposes of SCASDP. 49 U.S.C. § 41743.

<sup>5</sup> 49 U.S.C. § 41743(c)(5)(C).

<sup>6</sup> 49 U.S.C. § 41743(c)(5)(D).

<sup>7</sup> 49 U.S.C. § 41743(c)(5)(E).

<sup>8</sup> 49 U.S.C. § 41743(c)(5)(F).

consolidate air service into one regional airport.<sup>9</sup>

The Department is authorized to award grants to communities that seek to provide assistance to:

- An air carrier to subsidize service to and from an underserved airport for a period not to exceed three years;
- An underserved airport to obtain service to and from the underserved airport;
- An underserved airport to implement such other measures to improve air service both in terms of the cost of such service to consumers and the availability of such service, including improving air service through marketing and promotion of air service and enhanced utilization of airport facilities.<sup>10</sup>

On January 12, 2022, the Department issued Order 2022-1-8 in this Docket, soliciting grant proposals from communities interested in receiving grant funding for FY 2021.

Order 2022-1-8 will be referred to as the “Solicitation Order” in the context of this proceeding.

The Solicitation Order required each applicant to submit a completed Standard Form 424 and a Summary Information schedule to [www.grants.gov](http://www.grants.gov). Communities were requested to provide information that would help in the consideration of their grant requests, including details about their existing air services, historical air services, current air service needs and deficiencies, a full description of the community’s proposal, plans for implementation, funding requirements, and plans for monitoring the success of the project, including modifying or discontinuing funding if the project is not meeting expectations.

Drawing on the Department’s experience from previous years, the Solicitation Order discussed various issues relating to project types and the grant application process, including the sources of local funding, the consideration of in-kind contribution, the use of grant funds, and the eligibility to participate by past grant recipients. The Solicitation Order further emphasized that communities would be expected to meet the financial-contribution commitments that they include in their proposals.

### **Grant Applications**

In response to the Solicitation Order, the Department received grant applications from 48 communities in 29 States and one U.S Territory.<sup>11</sup> Collectively, these communities sought more than \$33 million in Federal assistance to support new and ongoing air service development

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<sup>9</sup> 49 U.S.C. § 41743(c)(5)(G).

<sup>10</sup> 49 U.S.C. § 41743(d).

<sup>11</sup> Three applicants ((1) the Town of Islip, NY, Long Island MacArthur Airport; (2) Lakeland Linder International Airport and the City of Lakeland, FL; and (3) Salem Municipal Airport and the City of Salem, OR) filed Motions under 14 CFR § 302.12 (Rule 12) of the Department’s Regulations requesting confidential treatment of certain documents included in their applications. The Department has granted these Motions, and we have placed copies of our decisions in this Docket.

projects. Three of the 48 applications did not meet the basic eligibility criteria for participation outlined above and were determined ineligible for consideration.

As in previous years, this year's eligible applications included proposals for feasibility studies, new or expanded service initiatives, marketing, and assorted combinations thereof. These applicants provided information on historical and current air service and air fare issues facing their communities, the economic benefits of air service, proposed initiatives to remedy air service or air fare problems, and arguments in support of their proposals. Nearly all the communities pledged local cash and/or in-kind contributions from local, State, airport, or private sources to complement their requests for Federal assistance.

The large majority of applicants specified the need to attract new and/or additional air services to their communities. Similar to previous years, a majority of applicants also proposed to implement their projects using revenue guarantees together with a variety of marketing and promotional initiatives. A critical component of most proposals was funding to support community-based marketing and promotional initiatives to stimulate demand and community awareness of local airport services. These efforts are directed at publicizing not only the availability of air services, but also the convenience of using the local airport compared to more congested air service hubs or other larger airports in the region. Almost all applicants cited reductions and/or suspensions of service due to the coronavirus pandemic, arguing that this factor, in particular, combined with ongoing industry issues they have been facing, prompted the need for Federal assistance in order to help communities in these unique circumstances.

## **Grant Awards**

The Small Community Program is unique in that it encourages and affords communities the opportunity to develop their own solutions to their air service problems based on their particular needs and circumstances. By providing communities the opportunity to develop and implement air service projects tailored to their individual needs, the program aims to maximize the potential for success in the communities' endeavors. Since the program's inception, the Department has sought to maximize the number of participating communities, promote geographic diversity of the selections, and support a variety of solutions to the problems identified by applicants in order to provide a wide range of approaches for dealing with the challenges faced by similarly-situated communities.

With these considerations in mind, we are selecting 25 grant proposals with the objective of entering into grant agreements with the communities identified in the Appendix to this Order. Award recipients must enter into grant agreements with the Department before the recipients may seek to be reimbursed expenses under their Small Community Program projects. In addition, grant recipients are subject to all grant conditions and assurances required by Federal law, regulations, and executive orders.<sup>12</sup> The Department's grant agreements will be transmitted to the selected communities subsequent to the issuance of this Order.<sup>13</sup>

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<sup>12</sup> See <http://www.transportation.gov/policy/aviation-policy/small-community-rural-air-service/SCASDP> for applicable conditions and assurances.

<sup>13</sup> As in previous years, the Department's staff will, at the request of any non-selected applicant community, conduct a debriefing with representatives of that community to review and provide feedback on its application in



The proposals selected meet the purpose of the statute and provide opportunities to test a variety of approaches to improving small community air service in many regions of the country. The attached Appendix provides a brief description of each project and the amount of funding each community requested. As an overview, all of the awards are being made to communities proposing revenue guarantees or marketing, or revenue guarantees with marketing, as a means to attract new service, to support existing service, or to restore lost service.

The selected communities are: Gulf Shores, AL; Montgomery, AL; Bentonville, AR; Fort Smith, AR; Arcata, CA; Eagle County, CO; Tweed-New Haven, CT; Daytona Beach, FL; Champaign, IL; Rochester, MN; Branson, MO; Natchez, MS; Great Falls, MT; New Bern, NC; Wilmington, NC; Williston, ND; Salem, OR; Hilton Head, SC; Rapid City, SD; Corpus Christi, TX; Laredo, TX; McAllen, TX; Port of Pasco, WA; Mosinee, WI; and Charleston, WV.

All selected communities are contributing financial resources to their respective grant projects. The local resources reflect a commitment that is important to the potential success of the proposed initiatives. Moreover, nearly all of the communities have (1) established robust public-private partnerships to enhance community participation and facilitate access to air services, (2) provided a specific plan and timetable for using their grant funds in a timely manner, and (3) have provided a letter of support from an interested air carrier.

### **Air Service Development Zone**

The statute directs the Department to designate an airport in one community awarded a grant under this program as an “Air Service Development Zone” (ASDZ), and to work with the community or consortium on means to attract business to the area surrounding the airport, to develop land use options for the area, and to provide data, working with the Department of Commerce and other Federal agencies.<sup>14</sup> Only one SCASDP grant recipient may hold an ASDZ designation at any one time. As we noted in Order 2022-1-8, an FY 2018 SCASDP grant recipient, Grand Junction Regional Airport, Grand Junction, CO, is a current ASDZ designee, and the Department therefore did not solicit a new ASDZ designee in this proceeding.

### **Grant Agreements**

As noted above, the Department will execute grant agreements with each recipient. The Department stated in the Solicitation Order that communities must establish milestones to monitor the progress of the proposed projects to determine whether amendments are necessary or whether the grant agreement should be terminated. As done in the past, milestones and progress reporting requirements (modified as discussed below) will be included in the grant agreements. Federal funds under this grant program are disbursed on a reimbursable basis, with the communities expending funds for the grant project and then seeking reimbursement. Expenditures incurred by third parties are not directly reimbursable to such third parties under

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this proceeding. Any affected community wishing to avail itself of a debriefing should contact the Associate Director, Brooke Chapman, at [Brooke.Chapman@dot.gov](mailto:Brooke.Chapman@dot.gov).

<sup>14</sup> 49 U.S.C. § 41743(h).

this grant program.<sup>15</sup> In seeking reimbursements, grant recipients must provide invoices or other evidence of the expenditure, details about the expenditure and how it relates to the grant project, and evidence of payment. In addition, the legal sponsor is required to certify that each invoice is relevant to the authorized grant project and has been paid. Communities will be required to comply fully with the terms of their proposals and the grant agreements.

We will issue Small Community Program grants for three different durations: three years for grants involving studies, four years for those involving marketing, and five years for those including revenue guarantees.<sup>16</sup>

As we did for the FY 2017, FY 2018, and FY 2019 grants, we will provide for a community to seek and obtain a first grant extension (if it deems such an extension necessary) by allowing it to obtain a self-initiated one-year extension of its grant if it files with the Department, no later than 60 days prior to the expiration date of its grant agreement, a written request for such extension.<sup>17</sup>

### **Reporting Requirements**

Unless otherwise noted, each grantee must submit semi-annual reports on the progress made during the previous period in implementing its grant project. In addition, each community will be required to submit a final report on its project to the Department, and 10 percent of the grant funds will not be reimbursed to the community until such a final report is received. Additional information on award administration for selected communities will be provided in their grant agreements.

### **ACCORDINGLY,**

1. We select the communities listed in the Appendix to receive grant awards under the Small Community Air Service Development Program as described in this Order;
2. Grant recipients shall be subject to all grant conditions and assurances that will be attached to and incorporated in the grant agreements (also available at <http://www.transportation.gov/policy/aviation-policy/small-community-rural-air-service/SCASDP>). In addition, to the extent that the grant agreement permits expenditure of the awarded Small Community Program funds in any manner that would not be permitted for funds received as part of Federal Aviation Administration's Airport Improvement Program (AIP), such

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<sup>15</sup> The legal sponsor must have paid all costs associated with eligible invoices, including costs incurred by third parties, prior to seeking reimbursement from the Department.

<sup>16</sup> See Order 2018-7-10, p. 6, Order 2020-2-14, p. 5, and Order 2021-7-13, p. 6. Title 49 U.S.C. § 41743(d)(1) states that the Secretary may issue grants "to provide assistance to an air carrier to subsidize service to and from an underserved airport for a period not to exceed 3 years...." The three-year limitation applies only to the duration of the revenue guarantee itself, beginning when the subsidized service actually commences. Our five-year grant duration recognizes that significant time is often spent by communities in arranging for a revenue guarantee with an air carrier before such service can begin, and it gives additional time for communities and air carriers to complete this preliminary process.

<sup>17</sup> See Order 2018-7-10, p. 6, Order 2020-2-13, p. 6, and Order 2021-7-13, p. 7.

permission is strictly limited to the expenditure of the Small Community Program funds awarded under the grant agreement. Nothing in the grant agreement negates the recipient's obligations to fully comply with FAA Order 5100.38D and all applicable federal law;

3. Each award recipient must affirm this award by entering into a grant agreement with the Department. Award recipients may not seek to be reimbursed under the Small Community Program until they affirm their grant awards;

4. Each award recipient whose grant agreement has not yet reached its initial termination date may obtain a self-initiated one-year extension of its grant if it files with the Department (Office of Aviation Analysis, X-55), no later than 60 days prior to the expiration date of its grant agreement, a written request for such extension; and

5. A copy of this Order will be served on the legal sponsor for each applicant in this proceeding.

By:

**CAROL A. (ANNIE) PETSONK**  
Assistant Secretary  
for Aviation and International Affairs

(SEAL)

*An electronic version of this document is available  
at <http://www.regulations.gov>*

Appendix

<b>Appendix</b>		<b>Order 2022-8-5</b>	
<b>State</b>	<b>Community</b>	<b>Federal Amount Awarded</b>	<b>Project Description</b>
AL	Gulf Shores	\$500,000	The funding will be used for a marketing plan to promote new service at Gulf Shores International Airport. The community seeks additional air service to support its existing tourism, aerospace, and manufacturing industries. Allegiant Airlines, Elite Airways, and Sun Country Airlines provided letters of support for the project. The community is providing significant local funding for the project.
AL	Montgomery	\$300,000	The funding will be used for a marketing plan to support the community's current route to Ronald Reagan Washington National Airport. The community notes that the Montgomery – Washington, DC market has been its largest Origin and Destination route, and that increased marketing of the service is crucial to building load factors and ensuring continuation of its current level of service. The community will provide significant local funding for the project. Fares in the community are significantly higher than the national average.
AR	Bentonville	\$500,000	The funding will be used for a revenue guarantee and marketing to support nonstop service to San Francisco International Airport by Breeze Airways. The community states that the service, which is planned to begin in the Spring of 2023, will reestablish service in the market previously operated by United Airlines, which stopped service in 2020. New flights by an ultra low-cost carrier would also exert downward pressure on airfares, which are above the national average. Breeze Airways filed a letter in support of the project, and the community will provide additional funding.
AR	Fort Smith	\$855,000	The funding will be used for a revenue guarantee and marketing to initiate and support new daily non-stop service between Fort Smith Regional Airport and Chicago O'Hare International Airport, or another hub in the northeastern United States. The community currently has service to only one destination, Dallas/Ft. Worth, having recently lost service to Atlanta, GA, formerly operated by Delta Air Lines. The community is relatively isolated and has airfares that are higher than the national average. It is also providing significant local funding for the project. American Airlines has filed a letter in support of the proposal.



<b>Appendix Order 2022-8-5</b>			
<b>State</b>	<b>Community</b>	<b>Federal Amount Awarded</b>	<b>Project Description</b>
CA	Arcata	\$850,000	The funding will be used for a revenue guarantee and marketing to initiate and support nonstop service on a major air carrier between Arcata and Seattle-Tacoma International Airport. The community states that it currently has no northbound service, which its proposed Seattle service would provide, and that the proposed service would increase competition and place downward pressure on airfares, which are above the national average. Alaska Airlines has filed a letter in support, and the community is providing significant local funding.
CO	Eagle County	\$1,000,000	The funding will be used for a revenue guarantee and marketing to initiate and support new seasonal low-cost carrier service at Eagle County Regional Airport during the ski season (mid-December through early April). The community states that it is seeking to obtain at least one low-cost carrier to provide service in at least one unserved market. The community is experiencing high airfares and aims to use this grant to bring down skiing-tourism travel costs. The community is providing a very high level of local funding. Alaska Airlines and Sun Country Airlines filed letters in support of the proposal.
CT	Tweed-New Haven	\$800,000	The funding will be used for a revenue guarantee and marketing to support new service to Charlotte, NC, Atlanta, GA, and/or San Juan, PR on Avelo Airlines. The community states that Avelo already operates services out of Tweed-New Haven, and the chosen destinations for the new services are among the community's highest unserved Origin and Destination markets. The community is experiencing slightly higher than average airfares, and it believes that service to one or more of the proposed hubs would expand travel options for the area's industry and education sectors. The community is providing substantial local funding. Avelo filed a letter in support of the proposal.
FL	Daytona Beach	\$500,000	The funding will be used for a revenue guarantee, marketing, and start-up costs to restore daily service between Daytona Beach and Chicago O'Hare International Airport. The community states that resumption of this service would address major traffic leakage it experiences to other Florida airports. The community is providing substantial local funding. American Airlines filed a letter in support of the proposal.

<b>Appendix</b>		<b>Order 2022-8-5</b>	
<b>State</b>	<b>Community</b>	<b>Federal Amount Awarded</b>	<b>Project Description</b>
IL	Champaign	\$850,000	The funding will be used for a revenue guarantee and marketing to initiate service by American Airlines to Ronald Reagan Washington National Airport, or alternatively, service by United Airlines to Washington Dulles International Airport. The community has a substantial air service deficiency, as evidenced by the high level of traffic leakage it experiences to other airports, and the proposed new service would help alleviate that problem. It has high airfares and is providing significant local funding for the project.
MN	Rochester	\$850,000	The funding will be used for a revenue guarantee and marketing to secure nonstop service to Dallas/Ft. Worth International Airport, connecting onward to cities throughout the United States. The community notes that it has lost service to Atlanta, GA, on Delta Air Lines, and to Chicago, IL, and Denver, CO, on United Airlines, and that the addition of service to another large hub would help alleviate those losses of service. The community is providing significant local funding for the project.
MO	Branson	\$500,000	The funding will be used for a revenue guarantee and marketing to support new service from Branson Regional Airport to Minneapolis/St. Paul, MN, on Sun Country Airlines. The community notes that the airport's only current service is to Denver, CO, limiting service options to residents of the surrounding area. There was previous service from the airport to Minneapolis/St. Paul, and its restoration would help not only the local population but also the area's tourism industry. The community is providing significant local funding for the project. Sun Country filed a letter in support of the proposal.
MS	Natchez	\$750,000	The funding will be used for a revenue guarantee, marketing, and start-up costs to attract new air service from Natchez-Adams County Airport to Dallas/Ft. Worth International Airport, on Southern Airways Express. The airport currently lacks any scheduled air service, and the community states that the introduction of the proposed new service is important for the economic development of the region. The community further states that should the arrangement with Southern Airways Express not come to fruition, it would alternatively seek service to another hub such as Houston, TX. The community is providing substantial local funding for the project. Southern Airways Express has filed a letter in support of the proposal.

<b>Appendix</b>		<b>Order 2022-8-5</b>	
<b>State</b>	<b>Community</b>	<b>Federal Amount Awarded</b>	<b>Project Description</b>
MT	Great Falls	\$700,000	The funding will be used for a revenue guarantee and marketing for new service to Dallas/Ft. Worth International Airport, on American Airlines. The community is relatively isolated. The proposal would add a new service to a directionally-deficient area for the community, involving service to a hub that offers improved connections to the Southeastern United States and to Latin America. The community is providing a high level of local funding for the project, and American Airlines has filed a letter in support for the proposal.
NC	New Bern	\$776,000	The funding will be used for a revenue guarantee and marketing to start new service to Philadelphia. The community's current airfares are slightly higher than the national average. The community states that the proposed new service will benefit multiple sectors of its economy, and in particular, its tourism industry along the coast including North Carolina's Outer Banks. The only current service to New Bern is from Charlotte, NC, on American Airlines. The community is providing a high level of local funding for the proposal.
NC	Wilmington	\$600,000	The funding will be used for a revenue guarantee and marketing to start new service to a South Florida hub, including Fort Lauderdale, Miami, or West Palm Beach, FL, using American Airlines. The community is experiencing high airfares, and states that there is strong business support for additional service at Wilmington, and that South Florida destinations would provide improved connectivity to the Caribbean and Central/South America. The community is providing substantial local funding for the project, and American Airlines has filed a letter in support of the proposal.
ND	Williston	\$500,000	The funding will be used for a revenue guarantee, marketing, and start-up costs to begin twice weekly service to Phoenix Sky Harbor International Airport on Sun Country Airlines. The community is relatively isolated, and experiences high airfares. The new service would provide benefits to local industry, centered on the petroleum business. The community is providing substantial local funding for the project, and Sun Country has filed a letter in support of the proposal.

<b>Appendix</b>		<b>Order 2022-8-5</b>	
<b>State</b>	<b>Community</b>	<b>Federal Amount Awarded</b>	<b>Project Description</b>
OR	Salem	\$850,000	The funding will be used for a revenue guarantee and marketing for non-stop air service between Salem and its four largest passenger markets, Los Angeles and San Francisco, CA, and Las Vegas and Phoenix, AZ. The community currently has no scheduled air service. It believes that the markets it has chosen can support the proposed service and benefit the community and surrounding areas. The community is providing substantial local funding for the project, and Avelo Airlines has filed a letter in support of the proposal.
SC	Hilton Head	\$250,000	The funding will be used for a marketing program to support and develop awareness of Hilton Head Island Airport (HHIA) and its air service. The community wishes to make consumers aware of (1) the distinction between its airport, which is on Hilton Head Island, and Savannah-Hilton Head International Airport, which is approximately 40 miles away on the mainland; and (2) that recent upgrades to HHIA have resulted in increased air carrier service. The community is providing substantial local funding for the project.
SD	Rapid City	\$1,000,000	The funding will be used for a revenue guarantee and marketing to restore nonstop service to San Francisco International Airport. The community states that it formerly had San Francisco service operated by United Airlines, but that the service was terminated, and that restoration of this service on a new air carrier would benefit westbound travelers and increase competition. The community is providing substantial local funding for the project, and Breeze Airways has filed a letter in support of the project.
TX	Corpus Christi	\$750,000	The funding will be used for a revenue guarantee and marketing for low-cost carrier air service to a Western destination, such as Denver, CO or Las Vegas, NV. Airfares are above the national average, and the community notes that it currently has no nonstop air service outside of the State of Texas. The community believes that service to a Western point would provide benefits to travelers, and that the use of an ultra-low-cost carrier for the service would foster low fares. The community is providing substantial local funding, and Sun Country Airlines has filed a letter in support of the project as it relates to Denver service.



<b>Appendix</b>		<b>Order 2022-8-5</b>	
<b>State</b>	<b>Community</b>	<b>Federal Amount Awarded</b>	<b>Project Description</b>
TX	Laredo	\$250,000	The funding will be used for a marketing plan designed to regain travelers currently driving to other airports. The community has high airfares, and the community states that it suffers a high level of traffic leakage to other cities. It proposes to implement a marketing plan to promote the community's existing domestic services operated by American Airlines, United Airlines, and Allegiant Air, a plan that includes novel concepts including an online cost calculator to assist prospective passengers. The community is providing substantial local funding, and American and Allegiant have filed letters in support of the proposal.
TX	McAllen	\$750,000	The funding will be used for a revenue guarantee and marketing for American Airlines to start daily service to Phoenix, AZ. The community has high airfares and seeks to restore Phoenix service it previously held. It notes that currently passengers seeking to connect to western points must first fly east, and that the Phoenix destination it has chosen will address this inefficiency. The community is providing very substantial local funding for the project, and American Airlines has filed a letter in support of the proposal.
WA	Port of Pasco	\$750,000	The funding will be used for a revenue guarantee and marketing for new daily non-stop air service to Dallas/Ft. Worth, TX on American Airlines. The community states that it is currently isolated from other airports with jet service. It states that its current air services are concentrated in the West and Southwest, and it believes that the addition of service to the Dallas/Ft. Worth hub would make available to Pasco travelers access to a currently service-deficient part of the country. The community is providing local funding for the project.
WI	Mosinee	\$900,000	The funding will be used for a revenue guarantee and marketing to start new service to Phoenix, AZ, Orlando, FL, or a point in Southwest Florida, targeting a low-cost air carrier. The community states that it is experiencing significant traffic leakage to other airports, and that earlier this year United Airlines exited the Mosinee market. It states that its proposal will benefit local businesses and educational institutions and will place downward pressure on airfares. The community is providing substantial local funding, and Sun Country Airlines has filed a letter in support of the project.

<b>Appendix</b>		<b>Order 2022-8-5</b>	
<b>State</b>	<b>Community</b>	<b>Federal Amount Awarded</b>	<b>Project Description</b>
WV	Charleston	\$600,000	The funding will be used for a revenue guarantee and marketing to initiate and support new nonstop service to Dallas/Ft. Worth International Airport or Houston George Bush Intercontinental Airport. The community's airfares are higher than the national average. The community notes that the Charleston area's economy is experiencing significant growth, increasing demand for air services, and its proposal would restore service to a major hub west of the Mississippi, which is currently lacking. The community is providing substantial local funding, and American Airlines has filed a letter in support of the project.

**Awarded**

State	Community	Airport	Federal Funding	Cash Match	In-kind	Total funding	Airline	Type	Destination	Consultant	Support
AL	Gulf Shores	JKA	\$ 500,000	\$ 310,000	\$ -	\$ 810,000	G4, SY, Elite	MRG	MSP	Voltaire	Airline, Local
AL	Montgomery	MGM	\$ 300,000	\$ 50,000	\$ -	\$ 350,000		Marketing	DCA		
AR	Bentonville	XNA	\$ 500,000	\$ 200,000	\$ 83,502	\$ 783,502	Breeze	MRG	SFO		
AR	Fort Smith	FSM	\$ 855,000	\$ 145,000	\$ 145,650	\$ 1,145,650	AA	MRG	ORD		Airline, Congress, Local
CA	Arcata	ACV	\$ 850,000	\$ 400,000	\$ -	\$ 1,250,000	Alaska	MRG	SEA or PDX	Voltaire	Airline, Local
CO	Eagle county	EGE	\$ 1,000,000	\$ 1,090,000	\$ 1,017,954	\$ 3,107,954	SY, AK	MRG	Multiple	Voltaire	Airline, local, congressional
CT	Tweed-New Haven	HVN	\$ 800,000	\$ 170,000	\$ 50,000	\$ 1,020,000	Avelo	MRG	ATL,CLT & SJU		
FL	Daytona Beach	DAB	\$ 500,000	\$ 136,000	\$ 74,999	\$ 710,999	AA	MRG	ORD	Voltaire	airline, local
IL	Champaign	CMI	\$ 850,000	\$ 475,000	\$ -	\$ 1,325,000	AA	MRG	Washington DC	Voltaire	Local, Congressional
MN	Rochester	ROC	\$ 850,000	\$ 450,000	\$ 451,956	\$ 1,751,956	AA	MRG	DFW	Voltaire	
MO	Branson	BKG	\$ 500,000	\$ 400,000	\$ -	\$ 900,000	SY	MRG	MSP	Campbell Hill	Airline, Local
MS	Natchez	HEZ	\$ 750,000	\$ 350,000	\$ 20,000	\$ 1,120,000	Sthrm/AA, Btq	MRG	DFW, IAH		Local
MT	Great Falls	GTF	\$ 700,000	\$ 632,000	\$ 443,976	\$ 1,775,976	AA	MRG	DFW	Voltaire?	Airline, local, congressional
NC	New Bern	EWN	\$ 776,000	\$ 620,000	\$ 31,445	\$ 1,427,445	AA	MRG	PHL		Local, congressional
NC	Wilmington	ILM	\$ 600,000	\$ 150,000	\$ 400,000	\$ 1,150,000	AA	MRG	MIA	Alievon Pacific	Local
ND	Williston	XWA	\$ 500,000	\$ 370,000	\$ 20,000	\$ 890,000	SY	MRG	PHX, MCO	Aleta Best?	
OR	Salem	SLE	\$ 850,000	\$ 350,000	\$ -	\$ 1,200,000	all ULCC	MRG	SFO, LAX, LAS, PHX	Voltaire	
SC	Hilton Head	HHH	\$ 250,000	\$ 150,000	\$ 50,000	\$ 450,000	AA	Marketing	Existing Routes	Alievon Pacific	
SD	Rapid City	RAP	\$ 1,000,000	\$ 525,000	\$ 32,390	\$ 1,557,920	Breeze	MRG	SFO		
TX	Corpus Christi	CRP	\$ 750,000	\$ 600,000	\$ 278,680	\$ 1,628,680	SY	MRG	DEN		Local, Congressional, DEN (Destination- interesting)
TX	Laredo	LRD	\$ 250,000	\$ 150,000	\$ 75,600	\$ 475,600	AA, G4	Marketing	Maintain existing	GRA Mitchell Oconnor	Airline, local, congressional
TX	McAllen	MFE	\$ 750,000	\$ 640,000	\$ 20,000	\$ 1,410,000	AA	MRG	PHX		Airline
WA	Port of Pasco	PSC	\$ 750,000	\$ 100,000	\$ -	\$ 850,000	AA	MRG	DFW	Voltaire	
WI	Mosinee	CWA	\$ 900,000	\$ 360,000	\$ 252,800	\$ 1,512,800	SY	MRG	MCO/SFB - PHX/AZA - PGD/RSW		Airline, Local
WV	Charleston	CRW	\$ 600,000	\$ 212,500	\$ 550,000	\$ 1,362,500	AA	MRG	DFW, IAH		Airline, Local
Total			\$ 16,931,000	\$ 9,035,500	\$ 3,998,952	\$ 29,965,982					
Average			\$ 677,240	\$ 361,420	\$ 159,958	\$ 1,198,639					

**Failed**

State	Community	Airport	Federal Funding	Cash Match	In-kind	Total funding	Airline	Type	Destination	Consultant	Support
AL	Huntsville	HSV	\$ 400,000	\$ 257,500	\$ 10,000	\$ 692,500	Breeze	Marketing		Alievon Pacific - Brad DiFiore	Airline, Local, congressional
AZ	Laughlin	IFP	\$ 500,000	\$ 200,000	\$ -	\$ 700,000	Southern Airways/AA	MRG	DEN, PHX	Voltaire	None
CA	Monterey	MRY	\$ 500,000	\$ 100,000	\$ 300,000	\$ 900,000	No real plan	?	No idea	?	Local
CA	San Bernadino	SBD	\$ 1,000,000	\$ 750,000	\$ 129,300	\$ 1,879,300	Breeze	MRG	SMF (huh?)	Mead & Hunt	Local
CA	French Valley	F70	\$ 450,000	\$ -	\$ 402,000	\$ 852,000	Macinac Air - 208's, wingtips	MRG- 135	AAM, 300 miles	Self	Local, congressional
CA	Hanford	HJO	\$ 1,000,000	\$ 2,817,913	\$ 120,000	\$ 3,937,913	wingtips,	MRG- 135		Aleta Best?	135, local
FL	Lakeland	LAL	\$ 700,000	\$ 350,000	\$ -	\$ 1,050,000	Avelo, Breeze	Marketing	Anywhere	Voltaire - Jack	None
ID	Idaho Falls	IDA	\$ 750,000	\$ 250,000	\$ 10,000	\$ 1,010,000	AK, AA	MRG	LAX	Voltaire - Jack	Local
IL	MidAmerica	BLV	\$ 490,000	\$ 160,000	\$ -	\$ 650,000	G4	Marketing	Maintain existing	Voltaire	
IL	Springfield	SPI	\$ 800,000	\$ 250,000	\$ 363,165	\$ 1,413,165	No real plan	Marketing	Maintain existing	?	State
KS	Topeka	FOE	\$ 800,000	\$ 450,000	\$ -	\$ 1,250,000	AA	MRG	DFW	Voltaire	
LA	Monroe	MLU	\$ 500,000	\$ 100,000	\$ 49,710	\$ 649,710	AA	MRG	CLT	Seems Voltaireish	Airline Local
MI	Lansing	LAN	\$ 500,000	\$ 750,000	\$ 100,000	\$ 1,350,000	SY	MRG	MSP or Florida		airline, local
NY	Islip	ISP	\$ 1,200,000	\$ 100,000	\$ 372,394	\$ 1,672,394	redacted	marketing (funny b	redacted	?	None
NY	Stewart	SWF	\$ 750,000	\$ 210,000	\$ 100,000	\$ 1,060,000	Southern Airways	MRG	IAD		Airline, Local, State
OR	Medford	MFR	\$ 850,000	\$ 250,000	\$ -	\$ 1,100,000	AA	MRG	DFW	Voltaire	Local
PA	Erie	ERI	\$ 332,800	\$ 100,200	\$ 539,296	\$ 972,296	Avelo, G4	MRG- \$800 per tur	Florida	Alievon Pacific	Local, congressional
TN	Knoxville	TYS	\$ 489,000	\$ 1,800,000	\$ -	\$ 2,289,000	Lower costs- no specifics	N/a	?		
TN	Chattanooga	CHA	\$ 750,000	\$ 417,000	\$ 227,677	\$ 1,394,677	UA or F9	MRG	DEN, HOU		Local, no airline
VA	Richmond	RIC	\$ 1,350,000	\$ 250,000	\$ 120,000	\$ 1,720,000	Breeze	MRG	SFO		Local
	Saipan	GSN & G	\$ 1,900,000	\$ -	\$ -	\$ 1,900,000		MRG	inter-island?		
Total			\$ 16,011,800	\$ 9,562,613	\$ 2,843,542	\$ 28,442,955					
Average			\$ 762,467	\$ 455,363	\$ 135,407	\$ 1,354,426					