

OGD UPDATES, & OTHER AIRPORT EVENTS



OGD AIRPORT AIR SERVICE GRANT OPPORTUNITY

The Ogden Regional Airport (OGD) has had airline service since the fall of 2012. Allegiant Airlines began service, twice weekly, to and from Mesa Gateway Airport (AZA) in Mesa, Arizona. The Allegiant Service was continual since the inception and load factors were high, even with a short shutdown for the COVID Pandemic in 2020. In May of 2021, Avelo Airlines made OGD part of their initial start-up to their new hub in Burbank, California. Again, load factors grew to top 85%.

Fast-forward to last summer, Allegiant ceases operations at OGD in April of 2022, along with many other airport terminations within the Allegiant system. A lack of pilots / flight crews was cited as the reason. Allegiant aircraft were pulled from service and parked. Air service to the communities that these aircraft served, was discontinued. The company providing the ground handling services and those providing fueling for both Allegiant and Avelo, had to drastically increase their pricing to Avelo to cover the loss of Allegiant from their revenues. Avelo openly states that while they were making some profits at OGD, they were able to make much higher profits on the east coast operations in New Haven, Connecticut and the Florida market. Avelo then moves the majority of their aircraft to their east coast operations. The OGD air service is then terminated in July 2022.

Why am I telling you this?

The Ogden Regional Airport is seeking to obtain a federal U.S. Department of Transportation Small Community Air Service Development (SCASD) grant. This grant program provides for a combination of federal and local funding to attract and incentivize an air carrier to begin air service at OGD. We are seeking letters of support from local businesses, elected leaders, and residents that would want the option of using the OGD Airport were air service opportunities available.

Please consider sending a simple email or actual letter supporting this cause.

Recognize that the OGD Airport receives a guaranteed \$1 million each and every year from the FAA towards our airport capital projects IF we enplane more than 10,000 passengers annually. Without these 10,000 passenger enplanements, our \$1 million reduces to \$150,000. This year over year loss of \$850,000 is devastating when most capital projects are several millions of dollars in costs.

If you have flown out of OGD in the past, you know how easy it is. Parking is inexpensive and the walk is short. The lines for the ticket counters and for TSA are short. Travel is less of a hassle and can possibly even be done with a smile on your face.

As I have mentioned, we need as many support letters as possible. It is highly beneficial to the grant to have significant community support demonstrated in the application, and even more important to help support the OGD business case with the proximity to SLC.

Community letters in support of SCASDP grant applications should be original letters drafted by each supporter versus a signed "form" letter. The following provides information to assist in drafting the letters. Just a reminder that we need local businesses, the private partner and every level of government if possible (e.g., city, county, state, federal).

Address the letters within an email to the name below, but send them to me, Bryant Garrett, OGD Airport Manager, for inclusion with our application. My email address is: bryantgarrett@ogdencity.com. The full incentive package of over \$1 million will cover any deficit incurred by the accepting airline during their first 12 months of operations. We have had two airline begin operations at OGD without an incentive package like this. I am certain that we will be able to successfully land an airline at OGD within the 48 months allowed by the grant.

Please consider providing a letter of email of support. Thank you in advance for the help and the support of the Ogden Regional Airport!

What the letter should contain and to whom it should be addressed to:

Date

Brooke Chapman, Associate Director
Small Community Air Service Development Program
Office of Aviation Analysis
1200 New Jersey Ave, SE W86-307
Washington, DC 20590

Subject: Ogden-Hinckley Airport's Small Community Air Service Development Program Grant Application

Dear Ms. Chapman:

Each individual support letter should be unique. The following are talking points to consider:

- Indicate your support for the airport's grant application
- Tell us about your travel needs
- Why is local, nonstop service at Ogden-Hinckley Airport important to you?
- Will the nonstop service add to the success of your business? Will it help recruit additional business/customers?
- Any issues related to using air service at Salt Lake City International Airport?

bwg

Bryant W. GARRETT, AAE

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