

**APPLICATION UNDER**  
**SMALL COMMUNITY AIR SERVICE DEVELOPMENT PROGRAM**  
**DOCKET DOT-OST-2023-0037**  
**SUMMARY INFORMATION<sup>1</sup>**

**All applicants must submit this Summary Information schedule, as the application coversheet, a completed standard form SF424 and the full application proposal on [www.grants.gov](http://www.grants.gov).**

**For your preparation convenience, this Summary Information schedule is located at <https://www.transportation.gov/policy/aviation-policy/small-community-rural-air-service/SCASDP>**

**A. PROVIDE THE LEGAL SPONSOR AND ITS UNIQUE ENTITY IDENTIFIER (UEI)**

**Legal Sponsor Name:** Ogden City Corporation

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**Name of Signatory Party for Legal**

**Sponsor:** Mark Johnson, Chief Administrative Officer

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**UEI:** C1FQT5S6KJ59

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**B. LIST THE NAME OF THE COMMUNITY OR CONSORTIUM OF COMMUNITIES APPLYING:**

1. Ogden, Utah

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

**C. PROVIDE THE FULL AIRPORT NAME AND 3-LETTER IATA AIRPORT CODE FOR THE APPLICANT(S) AIRPORT(S) (ONLY PROVIDE CODES FOR THE AIRPORT(S) THAT ARE ACTUALLY SEEKING SERVICE).**

1. Ogden-Hinckley Airport (OGD)                    2.

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3.    4.

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<sup>1</sup> Note that the Summary Information does not count against the 20-page limit of the SCASDP application.

**IS THE AIRPORT SEEKING SERVICE NOT LARGER THAN A SMALL HUB AIRPORT UNDER FAA HUB CLASSIFICATIONS EFFECTIVE ON THE NOFO'S SET APPLICATION DUE DATE?**

YES  NO

Does the airport seeking service hold an airport operating certificate issued by the Federal Aviation Administration under 14 CFR Part 139? (If "No", Please explain whether the airport intends to apply for a certificate or whether an application under Part 139 is pending.)

YES       NO

**D. SHOW THE DRIVING DISTANCE FROM THE APPLICANT COMMUNITY TO THE NEAREST:**

- 1. Large hub airport:** Salt Lake City, UT (SLC) - 40 miles
- 2. Medium hub airport:** Boise, ID (BOI) - 303 miles
- 3. Small hub airport:** Bozeman, MT (BZN) - 375 miles
- 4. Airport with jet service:** Salt Lake City, UT (SLC) - 40 miles

**Note: Provide the airport name and distance, in miles, for each category.**

**E. LIST THE 2-DIGIT CONGRESSIONAL DISTRICT CODE APPLICABLE TO THE SPONSORING ORGANIZATION, AND IF A CONSORTIUM, TO EACH PARTICIPATING COMMUNITY.**

1. UT-001	2.
3.	4.

**F. APPLICANT INFORMATION: (CHECK ALL THAT APPLY)**

Not a Consortium       Interstate Consortium       Intrastate Consortium

Community (or Consortium member) previously received a Small Community Air Service Development Program Grant

**NOTE: A community that currently receives subsidized Essential Air Service funding, receives assistance under the Alternate Essential Air Service Pilot Program, or is a participant in, and has received a grant under, the Community Flexibility Pilot Program, is not eligible for SCASDP grant funds. See Section C.1. ("Essential Air Service Communities")**

If previous recipient: Provide year of grant(s): 2012; and, the text of the grant agreement section(s) setting forth the scope of the grant project:

Develop and implement a comprehensive marketing program to promote the air services at Ogden-Hinckley Airport.

**G. PUBLIC/PRIVATE PARTNERSHIPS: (LIST ORGANIZATION NAMES)**

PUBLIC	PRIVATE
1. Ogden City Corporation	1. Boyer Company
2. Weber County - Economic Develop.	2. Ogden-Weber Chamber of Commerce
3.	3.
4.	4.
5.	5.

**H. PROJECT PROPOSAL:**

**1a. BROAD GRANT GOAL(S): (CHECK ALL THAT APPLY)**

Launch New Carrier       Secure Additional Service       Upgrade Aircraft

First Service       New Route       Service Restoration

Regional Service       Surface Transportation       Professional Services<sup>2</sup>

<sup>2</sup> "Professional Services" involve a community contracting with a firm to produce a product such as a marketing plan, study, air carrier proposal, etc.

**Other** (explain below)

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**1b. GRANT PURPOSE:**

**CONCISELY DESCRIBE THE BROAD PURPOSE OF THE PROPOSED GRANT PROJECT THAT WILL ADDRESS THE COMMUNITY'S AIR SERVICE NEEDS OR DEFICIENCIES (FOR EXAMPLE, 'GAIN ACCESS TO A MAJOR HUB', OR 'NEW SERVICE TO THE EASTERN UNITED STATES').**  
Restore local access to the national air transportation system

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**1c. GRANT SCOPE:**

**CONCISELY DESCRIBE THE SPECIFIC SCOPE OF THE PROPOSED GRANT PROJECT (THAT WILL SERVE TO ACHIEVE THE GOALS OF THE GRANT PURPOSE STATED ABOVE), AS YOU WOULD ENVISION THE SCOPE LANGUAGE WOULD APPEAR IN A FORMAL GRANT AGREEMENT, USING THE FORMAT/STRUCTURE USED IN THESE EXAMPLES: "REVENUE GUARANTEE TO RECRUIT, INITIATE, AND SUPPORT NEW DAILY SERVICE BETWEEN \_\_\_\_\_ AND \_\_\_\_\_;" OR "MARKETING PROGRAM TO SUPPORT EXISTING (OR NEW) SERVICE BETWEEN \_\_\_\_\_ AND \_\_\_\_\_ BY \_\_\_\_\_ AIRLINES."**

Revenue guarantee to recruit, initiate and support new service between  
Ogden-Hinckley Airport (OGD) and Las Vegas, NV (LAS), the Los Angeles Basin  
(BUR/LAX/LGB/ONT/SBD/SNA) or Phoenix, AZ (AZA/PHX).

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**1d. GRANT HISTORY:**

**DOES THIS APPLICATION SEEK TO REPEAT A PAST GRANT PROJECT OF THE COMMUNITY OR CONSORTIUM (FOR EXAMPLE, A SPECIFIC DESTINATION AIRPORT)?**

YES                     NO

**IF THE ANSWER TO THE ABOVE QUESTION IS 'YES':**

**A: WHAT YEAR WAS THE FORMER GRANT AGREEMENT SIGNED? \_\_\_\_\_**

**B: HAVE 10 YEARS PASSED SINCE THE PREVIOUS GRANT AGREEMENT WAS SIGNED?**

YES                    NO

**IF THE ANSWER TO ‘B’ ABOVE IS ‘No,’ THE APPLICANT SHOULD APPLY FOR A FORMAL WAIVER OF THE TEN-YEAR SAME PROJECT LIMITATION (SEE SECTION C.1. “SAME PROJECT LIMITATION”). THE REQUEST FOR WAIVER SHOULD INCLUDE A) A STATEMENT THAT THE COMMUNITY OR CONSORTIUM IS REQUESTING A WAIVER OF THE LIMITATION IN ACCORDANCE WITH THE PROVISIONS OF 49 U.S.C. § 41743(C)(4)(C); AND B) INFORMATION AND EVIDENCE TO SUPPORT A FINDING THAT THE APPLICANT SPENT LITTLE OR NO MONEY ON ITS PREVIOUS PROJECT OR ENCOUNTERED INDUSTRY OR ENVIRONMENTAL CHALLENGES, DUE TO CIRCUMSTANCES THAT WERE REASONABLY BEYOND THE CONTROL OF THE COMMUNITY OR CONSORTIUM. IF YOU HAVE ANY QUESTIONS ABOUT YOUR COMMUNITY’S PAST GRANTS, PLEASE CONTACT THE DEPARTMENT.**

**2. FINANCIAL TOOLS TO BE USED: (CHECK ALL THAT APPLY)**

- Marketing (including Advertising):** promotion of the air service to the public
- Start-up Cost Offset:** offsetting expenses to assist an air service provider in setting up a new station and starting new service (for example, ticket counter reconfiguration). NOTE: While the Department will consider the eligibility of start-up costs to offset some expenses of a service/origin (such as ticket counter reconfiguration), the use of SCASDP grant funding is not eligible for inclusion in a grant proposal to support the following types of direct benefits to an air carrier:
  - the establishment of a new air carrier, or other direct benefits to an air carrier or a company seeking to become an air carrier;
  - the purchase of aircraft;
  - relocation of personnel, including crews; or
  - relocation of ground equipment such as airport tugs or other ancillary aircraft equipment.

Also note that this is not an exhaustive list, and the Department reserves the right to review, and consider the eligibility of, any start-up cost proposals made by an applicant.

- Revenue Guarantee:** an agreement with an air service provider setting forth a minimum guaranteed profit margin, a portion of which is eligible for reimbursement by the community
- Recruitment of U.S. Air Carrier:** air service development activities to recruit new air service, including expenses for airport marketers to meet with air service providers to make the case for new air service
- Fee Waivers:** waiver of airport fees, such as landing fees, to encourage new air service; counted as in-kind contributions only
- Ground Handling Fee:** reimbursement of expenses for passenger, cabin, and ramp (below wing) services provided by third party ground handlers
- Travel Bank:** travel pledges, or deposited monetary funds, from participating parties for the purchase of air travel on a U.S. air carrier, with defined procedures for the subsequent use of the pledges or the deposited funds; counted as in-kind contributions only
- Other** (explain below)

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#### **I. EXISTING LANDING AIDS AT LOCAL AIRPORT:**

- Full ILS
- Outer/Middle Marker
- Published Instrument Approach
- Localizer
- Other (specify)

**J. PROJECT COST: DO NOT ENTER TEXT IN SHADED AREA**

**REMINDER: LOCAL CASH CONTRIBUTIONS MAY NOT BE PROVIDED BY AN AIR CARRIER (SEE "TYPES OF CONTRIBUTIONS" FOR REFERENCE).**

LINE	DESCRIPTION		SUB TOTAL	TOTAL AMOUNT	
1	Federal amount requested			\$1,000,000	
2	State <u>cash</u> financial contribution			\$0	
	<i>Local cash financial contribution</i>				
	<b>3a</b>	Airport <u>cash</u> funds	\$0		
	<b>3b</b>	Non-airport <u>cash</u> funds	\$240,000		
3	Total local <u>cash</u> funds ( <i>3a + 3b</i> )			\$240,000	
4	TOTAL CASH FUNDING ( <i>1+2+3</i> )			\$1,240,000	
	<i>In-Kind contribution</i>				
	<b>5a</b>	Airport <u>In-Kind</u> contribution**	\$65,000		
	<b>5b</b>	Other <u>In-Kind</u> contribution**	\$0		
5	TOTAL IN-KIND CONTRIBUTION ( <i>5a + 5b</i> )			\$65,000	
6	TOTAL PROJECT COST ( <i>4+5</i> )			\$1,305,000	

Is this project supported by any other Federal Funds?

YES       NO

If "Yes" please describe the source(s) and the value (\$) of such funding:

**K. IN-KIND CONTRIBUTIONS\*\***

For funds in lines 5a (Airport In-Kind contribution) and 5b (Other In-Kind contribution), please describe the source(s) of fund(s) and the value (\$) of each.

5a. Ogden-Hinckley Airport, fee waivers, \$65,000

L. Is This Application Subject To Review By an Affected State Under Executive Order 12372 Process?

- a. This application was made available to the State under the Executive Order 12372 Process for review on (date) \_\_\_\_\_.
- b. Program is subject to E.O. 12372, but has not been selected by the State for review.
- c. Program is not covered by E.O. 12372.

M. Is The Lead Applicant or Any Co-Applicants Delinquent On Any Federal Debt? (If "Yes", Provide Explanation)

No       Yes (explain)

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## APPLICATION CHECKLIST

INCLUDED?	ITEM
<i>For Immediate Action</i>	
Y	Determine Eligibility
Y	New Grants.gov users must register with <a href="http://www.grants.gov">www.grants.gov</a> . Existing Grants.gov users <i>must verify existing <a href="http://www.grants.gov">www.grants.gov</a> account has not expired and the Authorized Organization Representative (AOR) is current</i> .
<i>For Submission by 4:00 PM EDT on May 17, 2023</i>	
N/A	Communities with active SCASDP grants: notify DOT/X50 of intent to terminate existing grant in order to be eligible for selection.
Y	Complete Application for Federal Domestic Assistance (SF424) via <a href="http://www.grants.gov">www.grants.gov</a>
Y	Summary Information schedule complete and used as cover sheet ( <i>see Appendix B</i> )
	<b>Application of up to 20 one-sided pages (excluding any letters from the community or an air carrier showing support for the application), to include:</b>
Y	<ul style="list-style-type: none"> <li>• A description of the community's air service needs or deficiencies.</li> </ul>
Y	<ul style="list-style-type: none"> <li>• The driving distance, in miles, to the nearest large, medium, and small hub airports, and airport with jet service.</li> </ul>
Y	<ul style="list-style-type: none"> <li>• A strategic plan for meeting those needs under the Small Community Program, including a concise synopsis of the scope of the proposed grant project.</li> </ul>
Y	<ul style="list-style-type: none"> <li>• For service to or from a specific city or market, such as New York, Chicago, Los Angeles, or Washington, D.C., for example), a list of the airports that the applicant considers part of the market.</li> </ul>
Y	<ul style="list-style-type: none"> <li>• A detailed description of the funding necessary for implementation of the community's project.</li> </ul>
Y	<ul style="list-style-type: none"> <li>• An explanation of how the proposed project differs from any previous projects for which the community received SCASDP funds (if applicable).</li> </ul>
Y	<ul style="list-style-type: none"> <li>• Designation of a legal sponsor responsible for administering the program.</li> </ul>
N/A	<ul style="list-style-type: none"> <li>• A request for waiver of the Ten Year Same Project Limitation (if applicable) – <i>see Appendix B above</i>.</li> </ul>
N/A	<ul style="list-style-type: none"> <li>• A motion for confidential treatment (if applicable) – <i>see Appendix D below</i>.</li> </ul>



**OGDEN CITY CORPORATION'S  
APPLICATION UNDER THE  
SMALL COMMUNITY AIR SERVICE DEVELOPMENT PROGRAM**

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**Docket DOT-OST-2023-0037**

**Ogden-Hinckley Airport  
Ogden, UT**

**Contact: Bryant Garrett, A.A.E.**

Airport Manager  
3909 Airport Road  
Ogden, UT 84405-2610  
Phone: (801) 629-8223  
Email: [bryantgarrett@ogdencity.com](mailto:bryantgarrett@ogdencity.com)

# SECTION 1. SUMMARY OF MERIT CRITERIA

This Small Community Air Service Development Program (SCASDP) grant application for Ogden-Hinckley Airport (OGD), located in Ogden, Utah, meets the criteria of Docket DOT-OST-2023-0037. The Ogden City Corporation, the airport sponsor, is requesting \$1 million in federal investment to implement a \$1,305,000 airline assistance program for restored commercial air service. For many years, OGD supported Allegiant Air service, and more recently, Avelo Airlines. Due in large part to the pilot shortage and rising costs, both airlines exited the market in 2022. The community reaction to the loss of service has been significant, demonstrating the need for local air service. In addition, several air carriers have expressed interest in providing service but cited concern with the financial risk of market entrance. **Allegiant Air, SkyWest Charter and Sun Country Airlines have each provided a letter of support for this grant application (Appendix A).**



## Airfare Higher than National Average

According to the Bureau of Transportation Statistics (BTS) for calendar year 2022, OGD's airfares are significantly lower than the average for the nation; however, this is not an accurate depiction of the fares available to travelers in the OGD area as OGD lost all air service in mid-2022. Instead, OGD catchment area travelers must pay the fare available at Salt Lake City International Airport (SLC) plus the mileage cost of driving to SLC. The drive time for OGD catchment area travelers to SLC can range from 40 minutes to two hours in non-rush hour traffic, longer during peak hours. The average fare for SLC plus the cost of travel to/from SLC must be considered, and SLC's fare is already above the national average by 11 percent. This is the only option for travelers in the OGD catchment area to access the national air transportation system. Using the Internal Revenue Service (IRS) mileage rate for 2023 of 65.5 cents per mile, OGD catchment area travelers would have an additional cost of \$52 to \$110 per trip depending on their origination within the catchment area. When added on to the average BTS fare at SLC, **the fare for OGD catchment area travelers is 25 to 40 percent higher than the national average.** The Strategic Plan would reduce the need to drive to SLC and overall travel costs.

## Community Cost Contribution

To support this air service initiative, Ogden City Corporation/OGD and the community will fund 23 percent (\$305,000) of the proposed \$1,305,000 Strategic Plan through cash and in-kind contributions. **Non-airport, community sources are funding 19 percent of the total cash outlay, \$240,000.** This is a strong commitment by the northern Utah community to support restored air service.

## **Public-Private Partnership**

The Ogden City Corporation/OGD (public), Weber County - Economic Development (public), Ogden-Weber Chamber of Commerce (private) and the Boyer Company (private) have formed a public-private partnership to support this grant application. The Boyer Company is a full-service developer and one of the largest development firms in the western U.S. having developed more than 35 million square feet of commercial space since 1972. Currently, Boyer has more than \$500 million of additional development in progress. The public-private partnership represents a broad section of the traveling public with the best interests of the community in mind.

## **Restoration of Passenger Air Service**

The Ogden community supported Allegiant service for a decade, with year-round service to Phoenix-Mesa Gateway Airport (AZA). The service consistently reached load factors exceeding 90 percent in many months, averaging an 88 percent load factor from service initiation in 2012 to the end of 2019, pre-pandemic. By early 2022, loads returned to pre-pandemic levels. In May 2021, Avelo added nonstop service to Hollywood Burbank Airport (BUR). By mid-2022, both airlines suspended service citing cost and resource constraints from the continued impact of the pandemic. With air service demand back to pre-pandemic levels, this air service initiative will assist in offsetting the financial risk of an airline restoring service to the Ogden community, with its proven history of supporting nonstop air service.

## **Material Benefits**

Commercial air service at OGD benefits a broad section of the traveling public, including local residents, businesses, government, educational institutions and visitors. OGD serves a catchment area population of nearly 700,000, with the majority of the population residing within 25 miles of OGD. Numerous large businesses with more than 1,000 employees are within the catchment area, including Hill Air Force Base, Intermountain Health Care, Weber State University, Autoliv (one of the largest automotive safety equipment manufacturers in the world) and Fresenius USA Manufacturing to name a few. More than 22,000 military and civilian personnel are assigned to Hill Air Force Base, while Weber State University and Utah State University – Logan have annual enrollment of more than 25,000 and 20,000 students, respectively. Restored commercial air service will benefit a broad segment of the traveling public.

## **Timely Manner**

The public-private partnership, other local businesses and organizations, and numerous individuals in northern Utah support this plan and have the ability to implement this project as proposed. The Strategic Plan has been discussed with multiple airlines in advance of this application. The Strategic Plan is well-thought-out and achievable, with a population base to support this air service initiative. In short, all of the pieces are in place to implement the proposed plan in a timely manner.

## SECTION 2. AIR SERVICE ENVIRONMENT

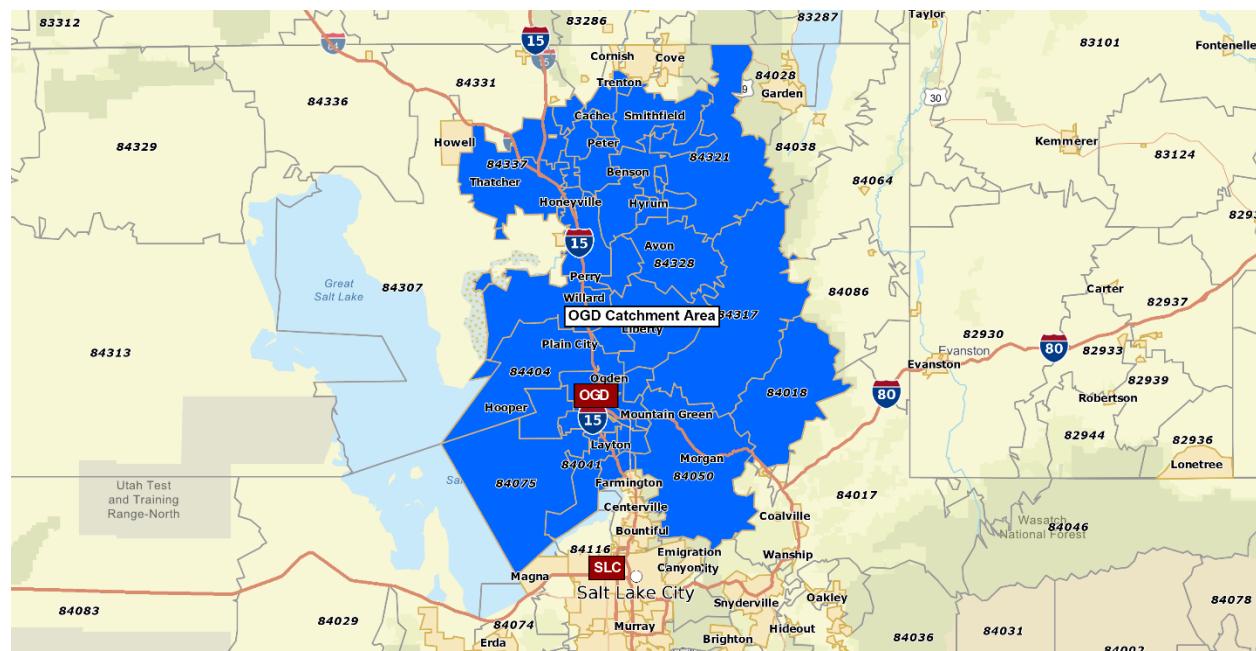
Understanding community characteristics is important to identify air service needs. This section describes the broad segment of the traveling public, including businesses, government institutions and other enterprises that benefit from local air service.

### Northern Utah Location with Significant Population

OGD serves a large catchment area (**Exhibit 2.1**) in terms of land size and population in northern Utah, with a catchment area of nearly 700,000 people<sup>1</sup>, most within 25 miles of OGD. The catchment area includes Weber County and portions of Box Elder, Cache, Davis, Morgan and Rich counties. The Ogden-Clearfield, Utah Metropolitan Statistical Area (MSA) population increased 19 percent since 2010 compared to only 8 percent nationally. The MSA population is projected to increase an additional 22 percent by 2040 compared to only 12 percent nationally<sup>2</sup>. With such a significant population, the community needs local commercial air service.



EXHIBIT 2.1 OGD CATCHMENT AREA



1. Source: Woods & Poole Economics, Inc., U.S. Census 2020

2. Source: Woods & Poole Economics, Inc.

The OGD catchment area is part of the Wasatch Front, the area running north-south through Utah with the Wasatch Mountains. Seventy-five percent of Utah's population lives along the Wasatch Front, with a total population of more than 2.5 million people. Ogden makes up approximately 27 percent of the Wasatch Front population, with Salt Lake City comprising 48 percent and Provo 25 percent. Clearly, OGD serves a large and growing population.



## Proximity to Alternate Airports

OGD no longer has local access to commercial air service. OGD catchment area travelers must use an alternate airport, SLC. More than 1.5 million estimated annual origin and destination travelers, or approximately 2,071 passengers daily each way, drive to SLC, contributing to congestion along the roadways between northern Utah and the Salt Lake City metro area. The drive time for OGD catchment area travelers to SLC can range from 40 minutes to two hours in non-rush hour traffic, longer during peak hours. The Salt Lake City metro market has experienced urban sprawl and large numbers of people and businesses are locating in communities that can be better served by air service at local airports. OGD abuts Interstate 15, giving it easy access to all communities in northern Utah.

## Strong and Diverse Economy

Restored air service at OGD has strong support from local residents, area businesses, educational institutions, the U.S. military and local governmental agencies. The catchment area is experiencing positive economic growth, and residents and businesses in the area are seeking a more convenient and cost-effective way to travel.

### Major Employers

Many major corporations have offices and plants in the Ogden area. There are several companies and organizations in the Ogden area that employ more than 500 people (Table 2.1). Major employers

TABLE 2.1 TOP EMPLOYERS

Employer	Annual Employment
Hill Air Force Base	20,000-25,000
Intermountain Health Care	3,000-3,999
Weber State University	3,000-3,999
Autoliv	2,000-2,999
America First Credit Union	1,000-1,999
Fresenius USA Manufacturing	1,000-1,999
Nutrabrands	1,000-1,999
Associated Food Stores	500-999
BAE Systems Technology Solutions	500-999
Columbia Ogden Medical Center	500-999
Corporate Connection Intl	500-999
EMC Corporation	500-999
Marketstar Corporation	500-999
Ogden Clinic Professional Corp	500-999
Parker Hannifin Corporation	500-999
Wayfair LLC	500-999
Williams International Co	500-999

*Source: Utah Department of Workforce Services*

include Hill Air Force Base, Intermountain Health Care, Weber State University, Autoliv, America First Credit Union and Fresenius USA Manufacturing. The OGD catchment area is the industrial and manufacturing center for the Salt Lake City metro market and accounts for approximately 40 percent of the greater metro area's manufacturing revenue. One of the largest automotive safety equipment manufacturers in the world, Autoliv, is headquartered in Ogden.

### ***Aviation, Aerospace and Defense Industry***

Ogden is the heart of Utah's aviation, aerospace and defense industries. Businesses include Northrop Grumman, Barnes Aerospace, Parker Hannifin, Honeywell Defense and Space, and Borsight. Some of the specialties include jet engine design and production, avionics and tech/software applications.

Ogden is also home to Hill Air Force Base and the Ogden Air Logistics Center, with locations in close proximity to OGD. The Air Force Base is a material command base, the third largest employer in Utah, excluding state and education employment, and is home to many operational and support missions with the Logistics Center serving as the host organization. There are more than 22,000 military and civilian personnel assigned.

In 2015, Hill Air Force Base was chosen to be the home of the Air Force's first F-35A units because of the Total Force partnership of the 388th and 419th fighter wings, its proximity to the Utah Test and Training Range, the Ogden Air Logistics Complex, and the base's weather, zoning and airspace. The F-35A is America's most advanced multi-role stealth fighter and provides fifth-generation stealth, lethality and interoperability. The operational F-35A mission at Hill Air Force Base added more than 400 personnel and generates an estimated \$47 million to the local economy annually.<sup>3</sup>

The Logistics Center provides worldwide engineering and logistics management for the F-16 Fighting Falcon, A-10 Thunderbolt II and Minuteman III intercontinental ballistic missile platforms. The Logistics Center is responsible for Air Force-wide item management, depot-level overseas repair for all types of landing gear, aircraft wheels, brakes and tires. The Base has an estimated \$4.55 billion annual economic impact.<sup>4</sup>



*"We, and our clients, would like to use the Ogden Airport for business travel."*

**– HQ, a digital creative agency**

3. Source: Hill Air Force Base; <https://www.hill.af.mil/News/>

4. Source: Hill Air Force Base Economic Impact Study

## **Higher Education**

The Ogden catchment area is home to multiple higher education institutions, most notably Weber State University and Utah State University – Logan. Weber State University is situated in the foothills of the Wasatch Mountains, with its central campus in Ogden City. The University has an annual enrollment of more than 25,000 students from 50 states and 59 foreign countries. The University has large demand for faculty travel, sports charters, student travel, and visiting friends and relatives.

Utah State University has more than 20,000 students enrolled on the Logan Campus alone. Students are represented from all 50 states, the District of Columbia, three U.S. territories and more than 66 countries.

## **Tourism**

The OGD catchment area is a tourism gateway. Three ski areas, including Snowbasin Resort, Powder Mountain and Nordic Valley, lie within 30 minutes of OGD. Snowbasin Resort was a key participant in the 2002 Winter Olympics and hosted the alpine ski races. It has nine lifts and world class skiing. Powder Mountain Ski Area is near Snow Basin and has 81 runs and offers day and night skiing. Nordic Valley is designed for family skiing and cross country skiing. The Ogden area also offers beautiful scenery, a diversity of activities, and an abundance of family attractions, such as skiing, hiking, horseback riding, fishing, rafting and biking.

**Restored commercial air service will provide material benefits to a broad segment of the traveling public, including businesses, educational institutions, and other enterprises, whose local access to the national air transportation system is non-existent.**



*“Ogden has a great downtown with quality food and entertainment, and yet the ability to easily get away from it all with a short drive and hike to the East Bench or Snowbasin.”*

*— ENVE*

## SECTION 3. HISTORICAL AIR SERVICE

OGD does not have existing commercial air service after the loss of service in 2022 by Allegiant and Avelo. This section provides an overview of OGD's historical air service. A description of air service development efforts is also included in this section.

### Historical Air Service

Allegiant served OGD for nearly a decade, entering the market in September 2012 to AZA and exiting the market in April 2022. Allegiant indicated that market exit was related to the pilot shortage, resource constraints and rising costs as a result of the pandemic. Annual departures to AZA were as low as 29 in 2022 to as high as 126 in 2014.



In 2017, Allegiant added nonstop service to Las Vegas' Harry Reid International Airport (LAS) and Los Angeles International Airport (LAX); however, due to lack of adequate marketing of the service, Allegiant ended service to both markets in early 2018. The services were only provided for a short period of time, less than two months for LAS (14 departures) and five months for LAX (42 total departures), despite a locally funded revenue guarantee. Neither service operated long enough to gain market maturity.

*"Top global brands send representatives to visit our offices regularly. If they could fly into Ogden, that would be highly beneficial."*

— MarketStar

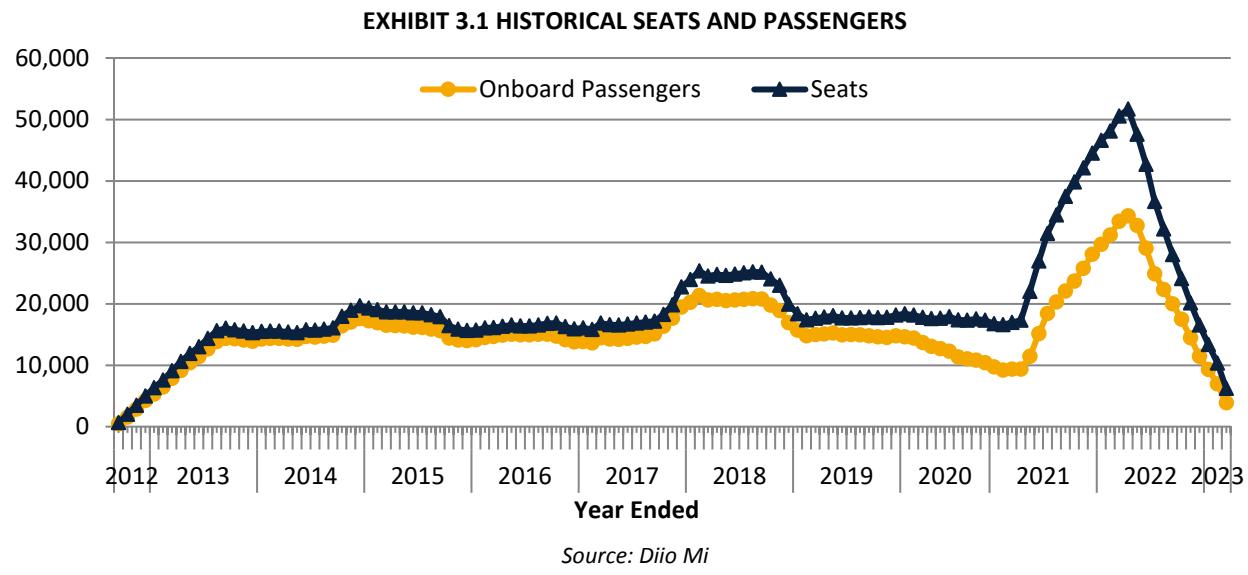
In May 2021, Avelo entered the OGD market to Hollywood Burbank Airport (BUR) as the second carrier to offer scheduled commercial air service. Similar to Allegiant, citing rising costs and resource constraints, Avelo exited the market shortly after Allegiant in 2022, leaving the Ogden community with no local air service. **Table 3.1** provides scheduled flights by hub and airline from 2014 to 2023.

TABLE 3.1 HISTORICAL DESTINATIONS AND SERVICE PROVIDERS

Destination	Airline	Scheduled Flights - Calendar Year									
		2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Burbank, CA	Avelo								137	63	
Las Vegas, NV	Allegiant				13	1					
Los Angeles, CA	Allegiant				26	18					
Phoenix, AZ (AZA)	Allegiant	126	113	107	110	106	105	87	100	29	
<b>Annual departures</b>		<b>126</b>	<b>113</b>	<b>107</b>	<b>149</b>	<b>125</b>	<b>105</b>	<b>87</b>	<b>237</b>	<b>92</b>	<b>0</b>
<b>Annual seats</b>		<b>20,276</b>	<b>18,228</b>	<b>17,102</b>	<b>23,464</b>	<b>20,865</b>	<b>18,927</b>	<b>15,948</b>	<b>37,915</b>	<b>17,301</b>	<b>0</b>

Source: Dilio Mi

**Exhibit 3.1** shows available seats and onboard passengers since service inception in 2012. With Allegiant's service starting in 2012, passengers grew significantly until leveling out somewhat for the full 12-month period in 2013. The peak on a 12-month ended basis for seats and passengers from 2012 to March 2023 was for the year ended April 30, 2022, due to a full year of both Allegiant's AZA and Avelo's BUR services. With market exit, OGD has returned to a situation the community has not experienced in a decade, with no local access to the national air transportation system.



## Past Air Service Development Efforts

The northern Utah community has been active in air service development efforts, having submitted several SCASDP grant applications since inception of the program; however, only one has been awarded. In addition, Allegiant was recruited in 2012, and the community supported the LAS and LAX services through a locally funded revenue guarantee.

More recently, OGD has actively participated in industry conferences and ongoing communications with several airlines, sharing results of market studies, like the True Market Estimate and True Visitation Estimate, and new market opportunities like the proposed reinstatement of nonstop service. **Table 3.2** provides a summary of air service development efforts over the past three years.

**TABLE 3.2 AIR SERVICE DEVELOPMENT EFFORTS**

Year	Air Service Effort
2020	Conference - Mead & Hunt (met with 5 airlines)
2021	Breeze Airways RFP (Submitted)
	Conference - Allegiant
	SCASDP grant submission (unsuccessful)
2022	Airline Meeting (Virtual) - Avelo Airlines
	Conference - Mead & Hunt (met with 5 airlines)
	Conference - TakeOff (met with 4 airlines)
	True Market Estimate (YE Q2 2022)
2023	True Visitation Estimate (CY 2022)
	Air Service Pro Forma - AZA
	Air Service Pro Forma - LAS
	Air Service Pro Forma - LAX
	Conference - Mead & Hunt (met with 6 airlines)
	SCASDP grant submission (in process)

## SECTION 4. AIR SERVICE NEEDS AND DEFICIENCIES

The *Air Service Needs and Deficiencies* section identifies the impetus behind this SCASDP grant application and demonstrates the need for restored commercial air service at OGD for local air travelers to have adequate access to the national air transportation system.

### No Local Access to the National Air Transportation System

As previously discussed, the OGD catchment area has an exceptionally large population at nearly 700,000 people. The majority of these residents live within 25 miles of OGD; however, with cessation of service by Allegiant and Avelo, this significant population no longer has local access to the national air transportation system.

Based on an estimate of passenger demand for the year ended June 30, 2022, **there are approximately 2,071 passengers daily each way (more than 1.5 million origin and destination passengers annually) traveling by air.**<sup>5</sup> Historically, SLC was able to meet the air travel needs of northern Utah residents; however, the situation has changed as getting to and from SLC has become difficult and time consuming due to congestion on Interstate 15. The continued development of an alternative commercial service airport north of the Salt Lake City metro area would help reduce congestion and lost time for air travelers.

To alleviate the need to drive to SLC and provide area residents with adequate access to the national air transportation system, OGD needs restored commercial air service. **Table 4.1** provides the top 15 markets and the market size to each metro area. Based on this demand, the primary target markets for



TABLE 4.1 OGD CATCHMENT AREA PASSENGER DEMAND

Rank	Destination	True Market	PDEW
1	Los Angeles Basin, CA	225,324	309
2	Phoenix, AZ	85,705	117
3	Orlando, FL	75,948	104
4	Las Vegas, NV	65,773	90
5	Denver, CO	63,132	86
6	San Francisco Bay Area, CA	56,431	77
7	Seattle, WA	50,202	69
8	Dallas, TX	46,138	63
9	Miami, FL	42,820	59
10	San Diego, CA	41,379	57
11	New York Metro, NY	39,157	54
12	Honolulu, HI	29,631	41
13	Chicago, IL	26,564	36
14	Houston Metro, TX	25,572	35
15	Portland, OR	22,281	31
<b>Total</b>		<b>1,511,509</b>	<b>2,071</b>

Source: Mead & Hunt, Inc.; OGD True Market Estimate YE Q2 2022

5. Source: Mead & Hunt, Inc.; OGD True Market Estimate, Year Ended June 30, 2022

restored air service at OGD include AZA, LAS and LAX, representing airports in three of the top four metro areas for existing passenger demand.

The combined Los Angeles Basin passenger demand totals more than 225,000 annual origin and destination passengers or an approximate 309 passengers daily each way. The Phoenix metro area represents nearly 86,000 passengers (117 passengers daily each way), while the Las Vegas metro area represents nearly 66,000 travelers (90 passengers daily each way). Service to any of these metro areas would provide local residents access to the national air transportation to a top demand market.

## Underserved Compared to Similar-Sized Communities

The OGD catchment area's lack of service compared to their population size becomes truly clear when compared against other MSAs across the nation. **Table 4.2** provides a comparison of communities with similar MSA populations. Passengers daily each way for the fourth quarter of 2022, number of airlines and destinations, and weekly flights and seats for July 2023 are shown.



TABLE 4.2 AIR SERVICE COMPARISONS OF COMMUNITIES WITH SIMILAR MSA POPULATION

Airport	MSA Population	Miles to Med/Lg Hub	Destinations	Airlines	PDEW (Q4 2022)	Avg. Per Week	
						Flights	Seats
Madison, WI	688,888	82	12	4	631	231	24,390
Daytona Beach, FL	692,841	57	5	3	178	58	7,899
Akron, OH	701,134	42	16	4	174	94	9,357
Newburgh, NY	703,691	71	6	3	68	19	3,762
Provo, UT	709,603	48	14	2	191	62	10,117
<b>Ogden, UT</b>	<b>715,251</b>	<b>40</b>	-	-	-	-	-
Des Moines, IA	725,916	137	29	6	923	312	38,693
Little Rock, AR	756,767	146	16	6	699	276	29,179
Boise, ID	807,701	338	22	8	1,572	480	55,405

Source: Woods & Poole Economics, Inc.; *Diio Mi* (July 2023, as of April 26, 2023); Note: PDEW = Passengers Daily Each Way

Ogden is the only community shown that does not have local access to the national air transportation system despite a significant population. Other communities, like Akron (42 miles from Cleveland), Daytona Beach (57 miles to Orlando), Newburgh (71 miles to New York) and Provo (48 miles to Salt Lake City), are also located within relatively close proximity to larger-hub airports, yet they provide the local

air service needed by the local community. OGD's catchment area needs are not being met, and restored service would be a first step in helping to meet the community's needs.

## Inbound Visitation

In addition to local residents, visitors to the Ogden area would benefit from restored OGD air service. A study was conducted for calendar year 2022 using Global Positioning System (GPS), location-based data to estimate the total number of visitors by MSA to the Ogden area (from beyond 50 miles). The top 15 MSAs for inbound visitation are shown in **Table 4.3**.

TABLE 4.3 OGDEN INBOUND VISITATION

Rank	MSA	Visitation	Visitors Daily
1	Los Angeles-Long Beach-Anaheim, CA	118,401	324
2	Phoenix-Mesa-Scottsdale, AZ	104,633	287
3	Las Vegas-Henderson-Paradise, NV	78,030	214
4	Portland-Vancouver-Hillsboro, OR-WA	76,165	209
5	Seattle-Tacoma-Bellevue, WA	63,158	173
6	Denver-Aurora-Lakewood, CO	59,949	164
7	Riverside-San Bernardino-Ontario, CA	54,350	149
8	Sacramento--Roseville--Arden-Arcade, CA	43,871	120
9	San Diego-Carlsbad, CA	40,617	111
10	New York-Newark-Jersey City, NY-NJ-PA	39,763	109
11	Dallas-Fort Worth-Arlington, TX	38,115	104
12	San Francisco-Oakland-Hayward, CA	35,170	96
13	Chicago-Naperville-Elgin, IL-IN-WI	32,572	89
14	Houston-The Woodlands-Sugar Land, TX	25,224	69
15	Washington-Arlington-Alexandria, DC-VA-MD-WV	20,191	55
<b>Total Inbound Visitation</b>		<b>3,295,632</b>	<b>9,029</b>

*Source: Mead & Hunt, Inc.; OGD True Visitation Estimate CY 2022*

*Note: Beyond 50 miles; excludes Idaho/Utah/Wyoming MSAs*

The study revealed that the Los Angeles, Phoenix and Las Vegas metro areas were the top MSAs for visitors into the Ogden area. An estimated 324 visitors daily from the Los Angeles metro area visit Ogden, followed closely by visitors from Phoenix and, to a lesser extent, Las Vegas. In addition, visitation from the Los Angeles metro area increased by 11 percent since 2019, demonstrating full recovery and beyond in visitation demand since pre-pandemic. Restored air service to the Los Angeles, Phoenix or Las Vegas metro areas would provide nonstop service to one of the top inbound visitation metro areas.

## Higher than Average Cost of Air Travel

The Order Soliciting Community Proposals indicated that the U.S. DOT will compare the local community's airfares to the national average airfares for similar markets using the BTS database. The BTS report for calendar year 2022 shows that OGD's average fare was significantly lower than the average for the nation; however, this is not an accurate depiction of the fares/total cost of travel to OGD

air travelers. With a partial year of service by ultra-low-cost carriers Allegiant and Avelo, the report shows the average fare paid; however, service was no longer available in the second half of the year, as evidenced in the fourth quarter 2022 BTS report. The actual fare paid for most travelers in 2022 was the average fare for SLC plus the cost of travel to/from SLC.

SLC's fare is already above the national average. With an average domestic roundtrip fare of \$420, SLC's fare is 11 percent higher than the national average of \$378. Using the IRS mileage rate for 2023 of 65.5 cents per mile, OGD catchment area travelers originating from the Ogden city center would have an additional cost of \$52 per trip. When added on to the average BTS fare at SLC, **the actual cost for OGD catchment area travelers is 25 percent higher than the national average fare. For catchment area travelers living farther to the north of Ogden, such as Logan, the cost per trip is even higher at an additional \$110 per trip, or 40 percent higher than the national average.** Restored air service at OGD would provide local access to the national air transportation, avoiding the added cost of commuting to SLC for many air travelers.

**Exhibit 4.1** provides a comparison of the calendar year 2022 BTS fares for SLC, the U.S. average, airports of similar passenger size to SLC, and the estimated Ogden and Logan fares.

#### EXHIBIT 4.1 AVERAGE FARE COMPARISON



Source: BTS, CY 2022; Note: Ogden/Logan fares estimated (SLC fare + mileage cost)

As shown in this section, northern Utah has considerable air service needs and suffers from deficiencies in accessing the national air transport system. The Strategic Plan would begin to address these needs and be a strong step forward in overcoming the deficiencies.

# SECTION 5. STRATEGIC PLAN

The Strategic Plan proposed by the northern Utah community will achieve the community's goals and help to alleviate the community's air service needs and deficiencies. This section provides a detailed description of the goals of the project to restore scheduled commercial air service, a plan for attaining those goals, the market analysis and the necessary funding to support the service. This section also identifies the public-private partnership that has been formed to actively participate in implementing the proposed project and how this grant differs from the previous SCASDP award.

## Public-Private Partnership

Ogden City Corporation is the sponsor of OGD and this grant application. A public-private partnership has been established in support of this grant application. The public-private partnership includes the Ogden City Corporation/OGD and Weber County, Economic Development as the public partners.

The private side includes the Boyer Company and the Ogden-Weber Chamber of Commerce. The Boyer Company is a full-service real estate developer and one of the largest development firms in the western U.S. having developed more than 35 million square feet of commercial space since 1972. Currently, Boyer has more than \$500 million of additional development in progress.

Each of the partners is committed to and has an active role in the public-private partnership (**Table 5.1**). The Ogden City Corporation/OGD will execute, manage and administer the grant and revenue guarantee. The Ogden-Weber Chamber of Commerce will work with OGD to develop and administer the marketing campaign. Weber County, Economic Development and the Boyer Company will assist with marketing efforts through area businesses and tenants.



**TABLE 5.1 PUBLIC-PRIVATE PARTNER ROLES**

Public-Private Partner	Role
<b>Public Partners</b>	
Ogden City Corporation/OGD	Grant administration/Revenue guarantee
Weber County, Economic Development	Assist with marketing efforts
<b>Private Partners</b>	
Boyer Company	Assist with marketing efforts
Ogden-Weber Chamber of Commerce	Develop and administer the marketing campaign

## Project Goals and Airline Participation

The Strategic Plan is to restore scheduled commercial air service to northern Utah. Based on historical air service, discussions with air carriers and existing service at SLC, the most likely nonstop service would

be provided by an ultra-low-cost carrier, like Allegiant or Sun Country Airlines. **Three carriers have provided letters of support for restored commercial air service at OGD, including Allegiant, SkyWest Charter and Sun Country (Appendix A).**

Based on the target carriers, previous service and high demand by metro area, the most likely metro areas/airports for service include:

- Las Vegas' Harry Reid International Airport (LAS)
- Los Angeles Basin, CA
  - Hollywood Burbank Airport (BUR)
  - John Wayne Airport - Orange County (SNA)
  - Long Beach Airport (LGB)
  - Los Angeles International Airport (LAX)
  - Ontario International Airport (ONT)
  - San Bernardino International Airport (SBD)
- Phoenix-Mesa Gateway Airport (AZA)/Phoenix-Sky Harbor International Airport (PHX)

Multiple airlines could provide the service to OGD, and potential service has been discussed with these airlines. Restored commercial air service at OGD would resolve the most critical air service needs and deficiencies identified in the previous section.

## Detailed Market Analysis

While the successful historical air service is the strongest justification for restored commercial air service, detailed market analyses were also conducted with estimates of current demand and costs to provide service justification and sustainability. Several carriers could provide the targeted service; however, Allegiant (G4) was chosen for the detailed market analyses based on their previous service and support for this grant application. Route forecasts were conducted for AZA, LAS and LAX. A summary of the results of the forecasts is provided in **Table 5.2**.

TABLE 5.2 SUMMARY OF DETAILED MARKET ANALYSES

Statistical Category	G4-AZA	G4-LAS	G4-LAX
Weekly roundtrips	3/7	2/7	2/7
Stage length	544	392	611
Aircraft type	A320	A319	A320
Seats/departure	186	156	180
Annual departures	313	209	209
Avg. block hour	1.67	1.33	1.92
Annual passengers	50,340	26,309	31,427
Load factor	87%	81%	84%
Average fare	\$45	\$42	\$55
Passenger revenue	\$2,265,318	\$1,104,981	\$1,728,505
Ancillary revenue	\$2,557,796	\$1,336,764	\$1,596,824
Total revenue	\$4,823,114	\$2,441,744	\$3,325,330
Annual expense	\$4,368,547	\$2,295,821	\$3,165,539
<b>Profit/loss</b>	<b>\$454,567</b>	<b>\$145,923</b>	<b>\$159,791</b>
<b>Profit margin</b>	<b>9%</b>	<b>6%</b>	<b>5%</b>

The route forecasts assumed year-round service. Based on demand levels, the LAS and LAX forecasts used twice-weekly service, while the AZA service assumed a three-times weekly flight pattern. Passenger demand was based on the year-ended June 30, 2022, estimates using U.S. DOT airline-reported data and Airline Reporting Corporation (ARC) data.<sup>6</sup> The share of the total passengers used a quality service index (QSI) model adjusted for proxy market performance compared to SLC schedules. Average fares were based on year ended September 30, 2022, fares, and ancillary revenue was sourced from Allegiant's 10-K filings adjusted for stage length. To calculate the profit margin, costs were based on Form 41 filings adjusted for fuel and mileage.

The results of the route forecasts determined that any of the three services would produce a profitable operation for Allegiant. From the community perspective, a significant number of air travelers would benefit from the services, ranging from more than 26,000 annual origin and destination passengers to/from LAS to more than 50,000 passengers to/from AZA. **As forecast, the proposed service herein would provide material benefits to the traveling public in northern Utah.**



## **Incentive and Support Plan**

New service initiatives, such as the one proposed in this Strategic Plan, are expensive and financially risky for the airlines. Accordingly, airlines are cautious and highly risk-averse, requiring communities to partner with them to reduce economic uncertainty and the hurdles to success. In today's industry, community risk mitigation programs have become an expectation. To be effective, airline support packages must be structured to address the realities of today's industry and ensure that investments made are quick to respond. This Strategic Plan is structured to address today's industry realities. The public-private partnership proposes a revenue guarantee (reduce airline economic risk), marketing campaign (create service awareness) and airport fee waivers (reduce airline economic risk).

### ***Revenue Guarantee***

Although a comprehensive marketing plan is included, it will take some time for northern Utah and visitors to the northern Wasatch Front to learn about the new service. To offset the impact on airline revenue during this start-up period, OGD will offer a revenue guarantee in the amount of \$1.2 million. The specific terms of this contract will be negotiated with the airline. This should be an ample and

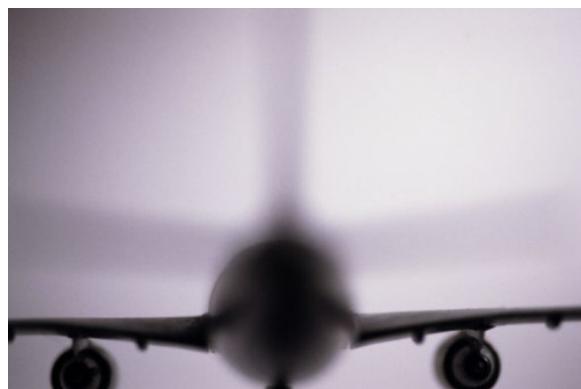
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6. Source: Mead & Hunt, Inc.; OGD True Market Estimate, Year Ended June 30, 2022

competitive amount to cover any revenue shortfalls during this period should the airline need any assistance at all.

### ***Marketing Campaign***

The public-private partnership will work within the community and with a marketing firm to develop a marketing and media plan to support restored commercial air service. The comprehensive marketing plan will target residents of the OGD catchment area in order to increase awareness of the new service and its benefits to the traveling public. Service failure and continued drive diversion often result from a lack of awareness of available air service at the local airport. Air service supported by a well-designed marketing campaign can increase the level of passengers, reduce drive diversion and ultimately help the community retain the service long term. This marketing program will help to ensure the success of restored OGD air service.



### **TARGET AUDIENCE**

The target audience for the new air service is the leisure traveler and the business traveler that have more schedule flexibility as the service would most likely be provided on a less-than-daily basis by an ultra-low-cost carrier. The most effective way to contact this customer is by targeting the consumer at a critical time. All of these targets can be approached using the same advertising media.

### **MARKETING AND MEDIA SELECTION**

Northern Utah residents can best be reached by using local radio, local newspaper, outdoor, direct mail, trade publications and digital media. For business travelers in northern Utah, the use of television, radio, newspaper, outdoor and digital media are the best media. Even though television is an effective tool for reaching the leisure market, television is not a highly cost-effective media. For leisure travelers, a combination of local radio, newspaper, outdoor billboards and digital media will be the most cost-effective approach to an advertising program. This will be supplemented with a direct mail program and a series of press releases. Upon review of the local media for northern Utah, the following is proposed.

- Advertisements will be run in the Salt Lake Tribune, Deseret News, the Standard-Examiner and on various local radio stations along with the network affiliate television stations.

- The Ogden-Weber Chamber of Commerce will coordinate a direct mail program to its constituencies and to other businesses in the surrounding areas. A public relations specialist will be retained to issue press releases and handle press relations.



## TIMELINE

The following general timeline is anticipated for the marketing campaign:

- Two Months Before Service Initiation: Marketing during this pre-availability period will be a moderate effort, meant to begin building awareness of the impending restored commercial air service. The effort will include a strong press release program, social media at a moderate level, a moderate level of print and related digital media, and notification to area travel agents.
- One Month Before Through First Three Months of Service: During this period, marketing will be at its most intense in support of the new service. This is the time to build awareness rapidly, across all media. The approach will include direct mail to businesses and a ramp-up to a strong promotional weight that will carry through the first three months of service. Approximately 40 percent of the marketing budget will be expended during this period, implementing an “all media” approach.
- Months Four Through 12 of Service: Marketing will continue at a relatively steady level. Social media will also be used to secure successful traveler stories and relay them to the traveling public.

*“Our company has a great environment, employees can work for a top-tier company, grow their skills and stay in Northern Utah, which is important to a lot of people who don’t want to leave...”*

— MarketStar

## Airport Fee Waivers

The incentive program also includes substantial waivers for landing fees and fuel flowage fees for the first two years of service. The airline to provide the service has not been determined, and therefore the aircraft type is unknown. The landing fee estimate assumes annual, less-than-daily service at a minimum of two trips weekly on mainline aircraft for a period of two years. With these assumptions, landing fees approximate \$40,000. The actual fee waiver will likely be much higher with the potential for higher frequency over the two-year period. The fuel flowage fee estimate uses the estimated fuel burn for mainline aircraft at a block hour of 1.67 hours (OGD-AZA) with twice weekly frequency. The fuel flowage fee for two years is estimated at \$25,000. The combined fee waivers total \$65,000. If the aircraft type or frequency changes, the fee waivers will change accordingly, and their value is estimated to be much higher.

## Strategic Plan Funding

The public-private partnership is requesting U.S. DOT assistance in funding 77 percent, or \$1 million, of the Strategic Plan. The remaining funds will be provided by OGD (in-kind services) and non-airport, community revenue sources (cash). **Table 5.3** provides the Strategic Plan budget by element and sources of funding. **The community will fund 23 percent of the Strategic Plan, with 19 percent of the cash requirement from non-airport, community sources.**

TABLE 5.3 STRATEGIC PLAN BUDGET

Description	Funding Source			Total
	U.S. DOT	Airport	Community	
	Cash	In-Kind	Cash	
Revenue Guarantee	\$1,000,000	-	\$200,000	\$1,200,000
Marketing Campaign	-	-	\$40,000	\$40,000
Fee Waivers	-	\$65,000	-	\$65,000
<b>Total</b>	<b>\$1,000,000</b>	<b>\$65,000</b>	<b>\$240,000</b>	<b>\$1,305,000</b>
% of total project	77%	5%	18%	100%
% of cash outlay	81%	-	19%	100%

## Project Continuation and Sustainability

It is anticipated that restored commercial air service will be self-sustaining after the start-up period which can take a year or longer. However, a leading cause of failure is lack of awareness in the community. If at the end of the first 12 months of service the load factor does not meet a level satisfactory to the airline, the public-private partnership will consider funding an additional marketing campaign. The public-private partnership is committed to the success of this project, have a vested interest in the outcome of this Strategic Plan, and understand the difficulties associated with profitably operating air service.

## Previous Grant Recipient – New Project and Goals

Despite multiple grant applications by the Ogden City Corporation through the SCASDP, OGD has been a previous recipient of only one SCASDP grant award. In 2012, Ogden City Corporation was awarded a \$200,000 grant to develop and implement a comprehensive marketing program to promote the air services at OGD. The grant was successful, supporting Allegiant's new service to AZA, which was provided for a decade. While the previous grant supported existing service through marketing, this Strategic Plan targets restored commercial air service. As demonstrated, this application qualifies as a new project and meets the requirements of the SCASDP.

## SECTION 6. SCHEDULE AND MONITORING

The public-private partnership has developed a realistic timetable to achieve the grant goals. This section provides critical milestones to be achieved by the public-private partnership. A monitoring program is also provided to track the progress of restored commercial air service.

### Strategic Plan Schedule and Milestones

The following milestones are proposed to track the progress of this air service initiative. The timeline is highly dependent on the date of the U.S. DOT's grant award and the service start date. The following timeline assumes award by October 31, 2023. Upon grant award, airport and community representatives will coordinate airline headquarters meetings to make carriers aware of the grant award and market opportunity. In addition, industry conferences, such as the Mead & Hunt Air Service Conference, will be attended to continue discussions with air carriers. These meetings will continue until successful negotiation with an airline for restored commercial air service. If initial discussions are successful, the following timeline is possible with service initiation in June 2024.

- **Marketing Campaign (March 2024):** Development of the marketing campaign will be completed upon notification by the airline of pending service, in time to begin marketing service 60 days prior to service initiation. The marketing campaign is expected to continue throughout the first year of service.
- **Service Initiation (June 2024):** It is anticipated that restored commercial air service will begin in June 2024. Air service initiation is dependent on airline route planning and aircraft availability.
- **Revenue Guarantee Contract (May 2025):** The revenue guarantee will be calculated based on the terms of the agreement. If the service start date changes, the revenue guarantee contract term will change accordingly. In addition, the airline may request a two-year contract which would extend the contract to May 2026.
- **Service Sustainability (February 2025):** If service performance is below airline expectations, the public-private partnership will invest in additional marketing to help the service reach the potential passenger levels required for carrier success.

### Monitoring Program

The following methods will be used to monitor performance and impact of the new service:

- **Monthly/Quarterly:** Review airline performance and revenue guarantee indicators (e.g., load factors by flight, enplanements, flight cancellations, passenger ramp-up, ticket revenue, revenue per available seat mile, cost and revenue guarantee drawdown)
- **Nine Months:** Complete an overall assessment of the program to determine if additional community support is needed beyond year one.
- **Annually:** Update the true market estimate using ARC data.

# APPENDIX A. SUPPORT LETTERS

Appendix A includes letters of support for Ogden City Corporation's application to the U.S. DOT for restored commercial air service. Support letters were submitted by Allegiant Air, SkyWest Charter and Sun Country Airlines; federal, state and local government; and members of the Ogden community. The letters of support are included on the following pages.



## Airlines

Allegiant Air  
SkyWest Charter  
Sun Country Airlines

## Government

Congress of the United States,  
Representative Blake Moore  
United States Senate, Senator Mitt Romney  
Davis County Commission,  
Commissioner Lorene Miner Kamalu  
Ogden City Corporation,  
Mayor Michael P. Caldwell  
Ogden City Corporation, Fire Department,  
Fire Chief Mike Mathieu  
Ogden City Corporation, Police Department  
Bishop, Chris  
Chase, Dillon  
Evans, Bob  
Fisher, Darick  
Pickett, Kevin  
Sanford, Patrick  
Webb, Dallon  
Whitby, Chavis

## Businesses, Local Residents and Organizations

JBT AeroTech Corporation  
Local Residents:  
Every, Norm  
Fischio, Stacie  
Godfrey, Matthew  
Greiner, Jon J.  
Hartman, Cynthia  
Nimori, Willow  
Need a Break Vacations  
The Bickering Sisters  
Visit Ogden



April 4, 2023

Ms. Brooke Chapman, Associate Director  
US Department of Transportation  
Office of the Secretary  
1200 New Jersey Avenue, SE  
Washington, DC 20590

**Subject: Allegiant Air's Letter of Support for Ogden City Corporation's  
2023 Small Community Air Service Development Program Grant Application**

Dear Ms. Chapman:

The purpose of this letter is to express Allegiant Air's support for the application submitted by the Ogden-Hinckley Airport (OGD) to the U.S. Department of Transportation's Small Community Air Service Development Program (SCASDP).

For many years, Allegiant successfully served the Ogden community. With the impact of the pilot shortage, Allegiant had to pull service to several communities, including Ogden in April 2022. While Allegiant is interested in restoring service to the community, the continued pilot shortage and high costs of reinstating service are impediments to Allegiant's ability to restore service.

The funds requested by OGD would help offset the risk for re-establishing service. The incentive plan, including a minimum revenue guarantee, will help in our consideration. While we cannot guarantee Allegiant will re-instate service should OGD receive SCASDP funding, it would greatly enhance the probability.

We encourage you to give the grant application submitted by OGD serious consideration and look forward to continued discussions with OGD.

Sincerely,

Michael Graci  
Manager of Corporate Real Estate  
Allegiant Air  
347-572-4679  
[michael.graci@allegiantair.com](mailto:michael.graci@allegiantair.com)



April 10, 2023

Ms. Brooke Chapman, Associate Director  
US Department of Transportation  
Office of the Secretary  
1200 New Jersey Avenue, SE  
Washington, DC 20590

Subject: SkyWest Charter's Letter of Support for Ogden City Corporation's  
2023 Small Community Air Service Development Program Grant Application

Dear Ms. Chapman:

In conjunction with the subject grant application filed by Ogden City Corporation, on behalf of Ogden-Hinckley Airport (OGD), SkyWest Charter supports the Small Community Air Service Development Program (SCASDP) grant to reinstate air service to the Ogden community.

SkyWest Charter supports expansion of air service in the state of Utah. With the loss of air service in 2022, Ogden is the largest community in the state without local, commercial airline service. For many years, the Ogden community supported nonstop service. SkyWest Charter is interested in reviewing the market opportunity and potentially restoring service to the community.

Due to economic risk in starting a new market, our support is contingent on the U.S. Department of Transportation's grant offer. While SkyWest Charter cannot guarantee that we will launch service at OGD, the SCASDP grant will increase our interest in serving the market.

SkyWest Charter looks forward to working with the U.S. Department of Transportation and OGD on this air service initiative. Please contact me if you have questions concerning this letter of support and/or specifics about SkyWest Charter.

Sincerely,

A handwritten signature in black ink, appearing to read "Brad Link".

Brad Link  
Director of Operations  
SkyWest Charter

April 24, 2023

Ms. Brooke Chapman, Associate Director  
US Department of Transportation  
Office of the Secretary  
1200 New Jersey Avenue, SE  
Washington, DC 20590

**Subject: Sun Country Airlines' Letter of Support for Ogden City Corporation's**

**2023 Small Community Air Service Development Program Grant Application**

Dear Ms. Chapman:

Sun Country Airlines supports the Small Community Air Service Development Program (SCASDP) grant application filed by Ogden City Corporation on behalf of Ogden-Hinckley Airport (OGD) to reinstate air service to the Ogden community.

Within the state of Utah, Sun Country's current service is limited to Salt Lake City International Airport (SLC). We are interested in serving other airports within Utah and recognize the significant population size across the Wasatch Front, including the Ogden area. We also took note of the Ogden area's ability to support ultra-low-cost carrier service in the past.

Sun Country is interested in reviewing the market opportunity and potentially restoring service to the community. Our support is contingent on the U.S. Department of Transportation's grant offer due to the financial risk in starting a new market. While Sun Country cannot guarantee that we will launch service at OGD, the SCASDP grant will increase our interest in serving the market.

Sun Country Airlines looks forward to working with the U.S. Department of Transportation and OGD on this air service initiative. Please contact me if you have questions concerning this letter of support and/or specifics about Sun Country Airlines.

Sincerely,



Joseph Beckendorf

Director Network Planning and Airline Scheduling

Congress of the United States  
House of Representatives  
Washington, DC 20515-4401

COMMITTEES

WAYS AND MEANS

SUBCOMMITTEE ON HEALTH

SUBCOMMITTEE ON SOCIAL SECURITY

SUBCOMMITTEE ON WORK AND WELFARE

BUDGET

BLAKEMOORE.HOUSE.GOV

May 15, 2023

Brooke Chapman, Associate Director  
Office of Aviation Analysis  
1200 New Jersey Ave, SE W86-307  
Washington, DC. 20590

Dear Ms. Chapman,

I am writing to express my strong support for Ogden-Hinckley Airport's application for a U.S. Department of Transportation Small Community Air Service Development Program Grant.

The Ogden area is experiencing rapid business and population growth. As a neighbor to Utah's largest single employer, Hill Air Force Base, it employs tens of thousands of civilian workers and US Air Force airmen. Moreover, Ogden has become a premier aerospace manufacturing hub, hosting companies such as Northrup Grumman, Lockheed, and Kihomac Industries, and others that are all competing for a high-tech workforce.

Additionally, Ogden is a hub for the outdoor recreation industry, thanks to its proximity to northern Utah's stunning natural landscape. With world-class skiing, waterskiing, hiking trails, bird refuges, and the Great Salt Lake, the area attracts tourists from around the globe.

Given these opportunities, reestablishing scheduled air service is critical to the airport and region's continued growth. This grant would not only help recruit skilled workers for crucial industries and Hill AFB but also facilitate business and leisure travel between Ogden, Phoenix and Mesa, Los Angeles, San Francisco, and the rest of the world.

Sincerely,

*Blake D. Moore*

Representative Blake Moore  
Member of Congress

MITT ROMNEY  
UTAH

COMMITTEES  
FOREIGN RELATIONS  
HEALTH, EDUCATION, LABOR,  
AND PENSIONS  
HOMELAND SECURITY  
AND GOVERNMENTAL AFFAIRS  
BUDGET

SR-354  
RUSSELL BUILDING  
WASHINGTON, DC 20510

125 S. STATE STREET  
#8402  
SALT LAKE CITY, UT 84138

# United States Senate

April 12, 2023

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 (OGD) Small Community Air Service Development Program Grant Application

Dear Ms. Chapman:

It is my pleasure to provide this letter of support on behalf of Ogden City and the Ogden-Hinckley Airport and to support their pursuit of the 2023 Small Community Air Service Development (SCASD) grant. Following the downturn from COVID and the current pilot shortage, the Ogden-Hinckley Airport suffered the loss of both of its air carriers and the complete loss of scheduled airline service.

Allegiant Airlines has served the Ogden-Hinckley Airport for more than a decade, but ceased operations at OGD last April. Avelo Airlines then ceased their service in June of 2022. Neither airline blamed the market and both indicated that the OGD market was profitable, but Avelo Airlines, having only a dozen aircraft, felt that they could make much more profit on the U.S. east coast in New Haven, Connecticut, serving the Florida market. Both Airlines record 80% to 90% load factors during their service at OGD.

With current record passenger demand, the Ogden-Hinckley Airport has the ability to serve a growing population of about 700,000 within a 25-mile radius. 2021 was a record year for airline passengers at OGD with over 60,000 enplanements. A 2015 market study showed that each airline passenger aircraft flying into OGD, created an economic impact of approximately \$175,000 within the Northern Utah economy. With a past history of airline success, a record of good load factors, a growing large population, and the fact that OGD sustained air service for better than a decade, OGD is a perfect candidate to attract airline service back to Ogden and to be able to retain the service into the foreseeable future.

On behalf of Utah residents, I respectfully ask for your full and fair consideration of this important grant application. Should you have any questions, please contact Chandler Beutler at [Chandler\\_Beutler@Romney.Senate.Gov](mailto:Chandler_Beutler@Romney.Senate.Gov) in my Ogden, Utah office.

Sincerely,



Mitt Romney  
United States Senator



## Davis County Commission

Commissioner Randy B. Elliott    Commissioner Lorene Miner Kamalu    Commissioner Bob J Stevenson

April 6, 2023

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

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

Dear Ms. Chapman,

A few years before the COVID-19 pandemic, I discovered the secret of the Ogden Airport and a fantastic option of flying nonstop on Allegiant Airlines. I couldn't believe how nice the experience was. The Salt Lake City Airport isn't shabby and I can get most anywhere anytime, but I preferred my Ogden to Mesa experience!

Here are the reasons: proximity; ease of parking and short security; few passengers; quality Allegiant plane; smaller, well-run facility -- it was all eye-opening and amazing to me. I had forgotten that such flight experiences still exist! All for a LOT less money as well.

Northern Utah plays in and commutes to other regional destinations. Arizona and California are very popular routes for individuals, families, and businesses. We love to go to the sun and the beach for getaways and for conferences. Many friends and neighbors are away right now, "going warm" for spring break week. I have a Davis County business trip to Davis, California this weekend and will fly to a regional airport in CA.

Our county and Ogden/Weber County each have a growing presence of regional economic development. Together, we are developing a competitive region with infrastructure for economic development growth. The Ogden Airport is key to our continued growth! Many individuals and businesses would enjoy saving time and money and staying local for flight travel. We need more airlines and options right here.

The National Association of Counties (NACO) is a well-known organization supporting over 3000 counties throughout the nation. NACO also helps to inform the federal government about best practices for local governments. I serve on the NACO Transportation Subcommittee. Our committee regularly discusses support for regional airports which represent a powerful network for economic opportunity and sustainability in the United States.

Please help the Ogden Utah Regional Airport with a SCASDP grant. We need Allegiant Airlines back and additional airlines to serve us there. Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read "Lorene Miner Kamalu".

Lorene Miner Kamalu



Mayor's Office  
2549 Washington Blvd.  
Suite 910  
Ogden, Utah 84401  
[www.ogdencity.com](http://www.ogdencity.com)

April 4, 2023

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 (OGD) Small Community Air Service Development Program  
Grant Application

Dear Ms. Chapman:

It is my pleasure to provide this letter of support in behalf of Ogden City and the Ogden-Hinckley Airport and supporting their pursuit of the 2023 Small Community Air Service Development (SCASD) grant. Following the downturn from COVID and the current pilot shortage, the Ogden-Hinckley Airport suffered the loss of both of its air carriers and the complete loss of scheduled airline service.

Allegiant Airlines has served the Ogden-Hinckley Airport for more than a decade, but ceased operations at OGD last April. Avelo Airlines then ceased their service in June of last year. Neither airline blamed the market, and both indicated that the OGD market was profitable. Allegiant Airlines has the aircraft but is struggling with acquiring the flight crews (pilots). Avelo Airlines has only a dozen aircraft. They felt that they could make much more profit using their aircraft on the U.S. east coast in New Haven, Connecticut, serving the Florida market. Both Airlines have recorded 80% to 90% load factors during their service at OGD.

With current record passenger demand, Ogden-Hinckley Airport can serve a growing population of about 700,000 within a 25-mile radius. 2021 was a record year for airline passengers at OGD with over 60,000 enplanements. A 2015 market study showed that each airline passenger aircraft flying into OGD created an economic impact of approximately \$175,000 within the northern Utah economy. According to a 2021

With a history of airline success, a record of good load factors, a growing large population, and the fact that OGD sustained profitable air service for better than a decade, OGD is a perfect candidate to attract airline service back to Ogden and to be able to retain that service into the foreseeable future.

Sincerely,

Michael P. Caldwell  
Mayor of Ogden



Fire Department  
2186 Lincoln Avenue  
Ogden, Utah 84401  
[www.ogdencity.com/fire](http://www.ogdencity.com/fire)  
801-629-8069

April 18, 2023

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:

I am writing to you as Ogden City's Fire Chief and as a local traveler having used the Ogden Airport for commuting air services in the past to Mesa AZ and Burbank CA.

I fully support Ogden Airport in their efforts to secure a SCASDP grant for the purpose of enticing commercial air carriers to return to Ogden Airport. This local airport is positioned to re-establish air service to a variety of markets that would serve the greater Ogden area well. I believe the grant will benefit the greater Ogden residents with this convenient alternative travel method.

Personally, I loved having the option to travel to the Mesa area and Burbank for a variety of reasons. Family, leaving winter for summer climates, events in Phoenix and the greater Burbank area were a great alternative to coordinating a flight out of SLC. Being only 30 minutes by car to Salt Lake airport but adding upwards of 3 hours to coordinate parking, shuttles, long TSA lines even with Pre-Check and long walking times to take the same 1 hour 15-minute flight dramatically changes the experience over flying out of Ogden Airport. Relatively inexpensive but very close parking, short TSA approval, easy boarding and take-off are an experience that cannot be replicated in a large airport. The best is for last. Landing and deboarding retrieving luggage 200 yards from the plane and my car another 150 yards from my luggage. On my way home within 15 minutes

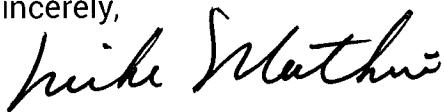
of deboarding. A small-town commercial air service is a significant pleasure when not needing the services of a large international airport.

Having this nonstop commuter air service to a variety of different climates and venue cities from the Ogden Airport is a great enrichment for Ogden area residents. Being 1.5 hours from Phoenix, LA, Seattle allows the residents to have easy access to several valuable family and entertainment opportunities in such a short amount of time. The flight experience from start to finish is priceless compared to a large airport.

Having the ability to get into the secure environment of commercial air travel through the Ogden Airport and be able to travel to other destinations from Phoenix or other larger regional airports is helpful to our residents, business owners and leisure travel clients. Having this asset in the community of Ogden enriches living in this area without the additional hassle of traveling from Salt Lake International Airport. Frankly I and speaking with family and friends, traveling by air from Salt Lake is a stressful occurrence. There are many steps that potentially cause failure to catch a flight. From I-15 and slowdowns or closures from traffic or accidents, parking at the airport and shuttle travel times, competing with the many others trying to get baggage checked and then through TSA, to finally getting to the gate and knowing you are going to make your flight is a chore.

In closing, thank you for reviewing this information and I truly believe the greater Ogden community would highly benefit from this grant to reestablish commercial air service traveling to and from the Ogden Municipal Airport.

Sincerely,

A handwritten signature in black ink that reads "Mike Mathieu". The signature is fluid and cursive, with "Mike" on the top line and "Mathieu" on the bottom line.

Mike Mathieu  
Fire Chief

Date: April 10<sup>th</sup>, 2023

To: 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,

This letter is to show my support for the Ogden-Hinckley Airport grant application. I am currently a full-time Police Officer with the Ogden City Police Department and had the privilege of working law enforcement related security shifts at the airport during commercial flight operations for several years. While working shifts, I had the pleasure of interacting with the customers boarding and de-boarding the planes. On numerous occasions, I have heard the customers talk positively of their experience flying in and out of Ogden-Hinckley Airport and how convenient and simple it was compared to larger airports. They appreciated the proximity to their residences, the convenience of parking close to the terminal for a very reasonable rate, and the simplicity of getting through the boarding process and security.

I can also attest to how well the airport employees and contracted employees worked together, making it a positive experience for the customers. TSA employees would commonly make the security process less "inconvenient" by interacting with the customers and engaging them in a positive fashion. I strongly believe that being a smaller and more personable airport, this provided the opportunity to provide superior customer service with less confusion, making their travel experience more enjoyable.

Sincerely,  
Sergeant Chris Bishop  
Ogden City Police Department

Date April 12, 2023

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:

I am writing this letter to show my support of the federal U.S. Department of Transportation Small Community Air Service Development (SCASD) grant for the Ogden Hinkley Airport. The Ogden Airport provided local nonstop services in the past to California and Arizona prior to closing. The Ogden Airport is much closer than the SLC airport. The Ogden Airport is smaller than the SLC airport and allows families to get through TSA much quicker. This is important to my family because I have two small children who do not do well with long waits or lines.

I am currently employed by Ogden City, and having the Airport open provided an opportunity for me to make extra money for my family. The airport provided several jobs for many Ogden City employees and has been missed since it was closed. This grant would bring back many jobs and provide convenient travel for numerous people who live north of SLC and are looking for affordable travel.

Thank you for your time and consideration of this grant,

Dillon Chase

To whom in may concern,

The Ogden, Hinkley Airport is an important part of Ogden City's infrastructure. Having a hub close to our industry, hotels, convention centers and businesses is a vital part of our economy.

Having commercial flights to and from Hinkley draws business and family travelers from northern Utah, Southern Idaho.

Many of our travelers prefer the Ogden hub over our neighbors further south, and drive from Provo to fly from Ogden Hinkley.

With easy freeway access for travelers, and an abundance of food and entertainment vendors nearby, our guests are well cared for, and genuinely appreciate having commercial flights to and from Ogden City.

Thank you for the improvements to our facility. I look forward to the return of commercial air travel at Ogden Hinkley Airport.

Bob Evans

Date: April 29<sup>th</sup>, 2023

To: 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,

This letter is to show my support for the Ogden-Hinckley Airport grant application. I am currently a full-time Police Officer with the Ogden City Police Department and had the privilege of working law enforcement-related security shifts at the airport during commercial flight operations for several years. While working shifts, I enjoyed interacting with the customers boarding and de-boarding the planes. On numerous occasions, I have heard the customers talk positively about their experience flying in and out of Ogden-Hinckley Airport and how convenient and simple it was compared to larger airports. They appreciated the proximity to their residences, the convenience of parking close to the terminal for a very reasonable rate, and the simplicity of getting through the boarding process and security.

I can also attest to how well the airport and contracted employees worked together, making it a positive customer experience. TSA employees would commonly make the security process less "inconvenient" by interacting with the customers and positively engaging them. I firmly believe that being a smaller and more personable airport provided the opportunity to provide superior customer service with less confusion, making their travel experience more enjoyable.

I also used both airlines that came through this airport. I took my family on a few vacations by using this service. Because my family enjoyed the service so much, we traveled more for vacations and saved money and time by using a local airport versus a large international airport further away. We were very sad to see the flights suspended and would love to see them return with even more flights.

Sincerely,  
Sergeant Darick Fisher  
Ogden City Police Department

**From:** Pickett, Kevin <KevinPickett@ogdencity.com>  
**Sent:** Thursday, April 13, 2023 7:45 PM  
**To:** Garrett, Bryant <BryantGarrett@ogdencity.com>  
**Cc:** Rosaro, Angel <AngelRosaro@ogdencity.com>  
**Subject:** Ogden-Hinckley Airport's Small Community Air Service Development Program Grant Application

4/13/2023

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

Dear Ms. Chapman,

I am writing to express my sincere support for the Ogden Airport's (OGD) grant application. I believe that local, nonstop service at the Ogden Airport is vital to the area's continued growth and prosperity. I have personally seen the area benefit from past flight service enjoyed at the OGD. I know that past customers have expressed they would rather drive north and fly out of OGD than deal with the hassle of a bigger airport (SLC). I also have spoken to many people that have driven from as far north as Idaho to fly out of OGD. They have also expressed their frustration that flight service is no longer available at OGD.

I personally travel quite often and travelling through the OGD airport is much easier than dealing with the SLC airport. I fly to many destinations throughout the country and would love to see a greatly expanded destination list emerge out of OGD. Please consider carefully the OGD airport service grant application. I believe it would be a great benefit to Ogden City and all surrounding areas in Weber County.

Thank you for your consideration.

Sincerely,  
Kevin Pickett

## Sgt. Kevin Pickett

Ogden City Police Department  
Community Policing  
2186 Lincoln Ave  
Ogden Utah, 84401  
Cell: 801-706-2801  
[kevinp@gdencity.com](mailto:kevinp@gdencity.com)



April 21, 2023  
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:

I am currently employed by Ogden City Police Department. During the time that Ogden had commercial flights, I also worked several shifts at the airport. During my shifts at the airport, I often made contact with neighbors, family, and friends as they utilized the Ogden airport for their travel needs. I was also able to form lasting relationships with TSA agents and airline staff during my work.

I am also a resident of Ogden City. My wife and I often travel by plane. An expansion of the Ogden City would give us the option to avoid the crowd, the parking fees, and the hassle of driving to Salt Lake City from Ogden.

Ogden City has various housing projects being completed around the city. In my opinion, as the city grows, the demand for affordable, convenient air travel will increase exponentially. This increase will also bring increased demand for locally available products in services to support a growing city. It is my hope that the airport can once again offer commercial flights for myself, my family, and my neighbors.

Respectfully,

Patrick Sanford

Community Police Officer, Ogden Police Department

2186 Lincoln Ave., Ogden, UT, USA, 84401

(801) 395-8221

To Whom It May Concern,

I am writing this letter in support of the federal Small Community Air Service Development (SCASD) grant for the Ogden Regional Airport.

I completely support the airport's grant application so that airline services can begin again at Ogden Regional Airport. My family and I have flown out of Ogden Airport in the past, and it is such a better option than driving and flying out of other local airports, especially SLC. We have planned vacations around flights that have flown out of Ogden Regional Airport, and those vacations have created memories for my family that will last a lifetime. The parking is inexpensive, the walk to the airport is minimal, and the lines are extremely short, making for a very pleasant traveling experience. I have found myself hoping that airline service would return soon to Ogden Airport so that my family can plan future vacations. Having a close-to-home local airport with non-stop service is very convenient for my family and me. With three small children, a smaller, more personal airport with small lines, quick TSA security, and non-stop flights are extremely important. I have told extended family and friends how nice it is to fly out of Ogden, and they have also expressed their desire for flights to return so they may utilize the service. My family and I recently had a nightmare experience flying out of SLC Airport, and I have no desire to fly out of there again. If Ogden Airport flights return with more stops, I would always use Ogden Airport.

I also work for Ogden Police Department and work security for the airport. Every shift I worked, I saw employees happy to be there and patrons excited to fly out. Every flight was completely full, and it was evident that having airline service at Ogden Airport was beneficial to the local community. Each plane departing and returning was full of happy patrons, clearly excited to be traveling, utilizing a local airport. It was clear that the small lines, quick security, and on-time flights were of importance to those traveling, all of which Ogden Airport provides. I also know several fellow employees that have flown out of Ogden, stating how convenient it was to have flights close to home.

I truly hope airline service will return to Ogden Airport sooner than later, and again, I support the airport's grant application so that it may happen. I know that the service will be utilized daily, and with added flights to more locations, the airport will continue to thrive and serve the local community.

Respectfully,

Dallon Webb

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**From:** Whitby, Chavis <ChavisWhitby@ogdencity.com>  
**Sent:** Wednesday, April 12, 2023 1:49 PM  
**To:** Garrett, Bryant <BryantGarrett@ogdencity.com>  
**Subject:** Ogden-Hinckley Airport's Small Community Air Service Development Program

Date 04-12-23

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

Dear Ms. Chapman:

My name is Officer Chavis Whitby, with the Ogden Police Dept. I have recently become aware of the need for a the Small Community Air Service Development Program grant and am righting supporting the Ogden Regional Airport. My experience has been that I have worked for this Police Dept for 19 years and have assisted with many flights, providing security. While doing so, I have seen hundreds of people flying in and out of the Ogden Airport and many have expressed the ease of use, and the location convenience of the airport. This has been especially appreciated by those who dislike the challenges of the Salt Lake City Airport with it's size and general hustle and bustle. My personal appreciation of this airport centers around the ability to conveniently get out of town with my wife, for a quick weekend trip or family getaway. This would be greatly enhanced with more nonstop flights and the entire area would benefit. This also would benefit the tourist value for the state, county, and Ogden City itself, again because of convenience. Please support the Ogden Airport if possible. Thank you for your consideration of this matter.

Chavis Whitby  
Ogden Police Dept.  
801-686-1476  
[ChavisWhitby@ogdencity.com](mailto:ChavisWhitby@ogdencity.com)



**JBT AeroTech Corporation**  
1805 West 2550 South  
Ogden, Utah 84401, U.S.A.  
Phone: +1 (801) 627-6600  
Fax: +1 (801) 629-3474

April 13, 2023

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

Attention: Brooke Chapman – Associate Director

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

Dear Ms. Chapman:

I work as the Director of the Aftermarket Business at JBT AeroTech – Jetway, with our manufacturing facility located next to the Ogden Hinckley Airport in Ogden Utah. Jetway is a manufacturer of Passenger Boarding Bridges and associated ground support equipment, supplying airports throughout the USA and around the world. In the execution of normal business, we have people traveling out of the Salt Lake City Airport on a regular basis. Commercial air service from the Ogden Hinckley Airport would be a benefit to our employees in addition to the growing population in the Ogden area. We fully support Ogden Airport's grant application for funding to attract and support air services.

As the airport grows, there would be a need for equipment to board and de-plane passengers from the aircraft, along with environmentally friendly equipment to supply power and air to the aircraft while on the ground, avoiding the fuel burn with the on-board APU's. All of this equipment is currently manufactured in our facility which employs 400 people from the local area. Commercial air service from the Ogden Hinckley Airport would benefit our business and the local economy. Please consider appropriate funding to support the Ogden Airport and the future air travel needs.

Sincerely,

A handwritten signature in black ink, appearing to read 'Scott Ezola'.

Scott Ezola  
Director, Aftermarket Business - Jetway  
E: [scott.ezola@jbtc.com](mailto:scott.ezola@jbtc.com) | USA O: 801 629-3407 | M: 801 940-1836

**From:** Norman Every <ifishwc20@gmail.com>  
**Date:** April 8, 2023 at 11:54:02 AM MDT  
**To:** "Garrett, Bryant" <BryantGarrett@ogdencity.com>  
**Subject:** [External] Air Service At Ogden Airport

We have family in N Ogden that we visit frequently. Due to their work schedules, it is difficult for them to drive to SLC to pick us up and take us back to the airport. We miss the convenience of using the Ogden airport and it limits the number of times we can make the trip. We, along with many others, patronize local attractions and businesses and thoroughly enjoy everything from skiing to diy supply stores to restaurants.

Please consider reopening flights into Ogden.

Norm Every

April 6, 2023

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

Dear Brooke,

I would like to offer support to Ogden-Hinckley Airport's Small Community Air Service Development Program Grant Application.

My husband and I live in Northern Utah and flew out of Ogden-Hinckley Airport on several occasions when commercial service was offered. I absolutely loved the convenience of flying out of this smaller airport.

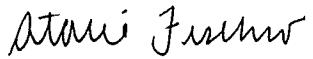
Ogden-Hinckley Airport is located a close 10 minutes from our house. Besides this close proximity, I always enjoyed the ease in parking and quick walk into the airport. I also looked forward to the lack of crowds and short line through check-in and security.

Traveling from Ogden-Hinckley Airport is more desirable than flying out of Salt Lake International for me for the reasons stated above. Over the years I have shared my positive experiences at Ogden-Hinckley Airport with several acquaintances and encouraged them to utilize this lesser-known gem in our community.

When commercial service ceased out of Ogden-Hinckley Airport, I was saddened. I wholeheartedly support commercial service out of this airport and hope it will be returned in the near future. I will fly out of Ogden-Hinckley Airport often when flights are again available.

Thank you for your time and please contact me if you have questions.

Sincerely,



Stacie Fischio  
801-599-2086  
stacie.fischio@gmail.com

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**From:** Matthew Godfrey <Matthew@bettercity.us>  
**Sent:** Thursday, April 6, 2023 5:12 PM  
**To:** Garrett, Bryant <BryantGarrett@ogdencity.com>  
**Subject:** [External] Ogden Airport

April 5, 2023

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:

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I am writing to express my full support for the grant application to bring commercial flights back to Ogden. As a business owner in the area, I believe that this nonstop service will be a game-changer for the local economy, and will contribute significantly to the success of my own business, as well as others in the area.

The addition of nonstop service to Ogden will make a huge difference for my business, as it will allow me and my employees to travel more easily and efficiently for work. This will save us valuable time and resources that would otherwise be spent driving to Salt Lake City or other airports, and will help us to be more productive and efficient in our operations.

Furthermore, I believe that the return of commercial flights to Ogden will also be a significant factor in attracting new businesses to the area. Having convenient access to air travel is a key consideration for many companies when choosing a location for their operations, and the availability of nonstop service to major destinations will make Ogden a much more attractive option.

In conclusion, I strongly endorse the Ogden airport's grant application to bring commercial flights back to the area, and I believe that this will be a major factor in the continued success and growth of our local economy.

Sincerely,

Matthew Godfrey

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Brooke Chapman, Associate Director  
Small Community Air Service Development Program  
Office of Aviation Analysis  
1200 New Jersey Ave. SE W86-307  
Washington, DC 209590

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

Dear Ms. Chapman:

I am writing this letter in support of a new air service to the Ogden-Hinckley airport.

I find myself in a unique position to recommend this consideration in that I was the airport manager of this facility from 2013-2019. During those years the airport had a two times per week, Allegiant Airlines, providing service to Mesa, Arizona.

I do remember being asked, on many occasions, when the airport would get more air service by the community. Not only were these requests from citizens who wanted a more convenient way to get to their destinations but many businesses also asked since travel to the Salt Lake International Airport was often times consuming with the distance and the heavy traffic associated with I-15 vehicle traffic at many hours of the day. Several large government operations also asked. Ogden is home to a large IRS facility and is less than 5 miles from Hill Air Force Base. Ogden also has a large University within the city, Weber State University. Ogden is a recreation destination having several ski resorts a few miles to the East. One of these resorts was the site of several premier events for the 2002 Winter Olympics.

I personally feel that if Ogden could get a more robust air service that a considerable amount of citizens would use it to help expand their ability to get to their destinations. I had even commissioned studies, of potential users, several times from the surrounding areas that supported that conclusion.

Thank you for your consideration of this application.

If I can provide any further information, please contact me at (801) 663-3660.

Sincerely,

Jon J. Greiner

From: Cynthia <chartman3177@comcast.net>  
Sent: Thursday, April 6, 2023 12:45 PM  
Subject: [External] Brooke Chapman, Associate Director

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:

My name is Cynthia Hartman and I have lived in Ogden for 51 years and I have travelled many places using various transportation methods and when I chose to fly I always book a non stop flight as I don't want to fight getting off the plane and waiting to board another flight. I have many relatives that live in Hawaii, California, Oregon, Washington and Colorado. There are many places that I would still like to visit with friends and family which includes flying to Hawaii and visit my aging Aunts and my Mother and Father's grave which I have not be able to do that yet and as I get older it would be easier to board a plane and get to my destination quick, however, I have quit traveling by air as I don't want to drive to the Salt Lake International Airport and leave my car there then fight people to get past the boarding area and waste time waiting to board because you have to be there 3 hours before your flight leaves then hearing that sometimes the flight gets cancelled. There is not enough time to come back home and then go back to the airport and do it all over again.

If we could have Ogden be another main hub for airlines to come and go from would be much easier for those of us that live close or further up north to come to Ogden Airport without having the headache of trying to fight traffic and weather to get to the Salt Lake International Airport.

I know a lot of my relatives from Hawaii and many friends would love to fly into Ogden where I can easily pick them up at the Ogden Hinkley Airport instead of fighting all the traffic and have to sit in a parking area and wait for their flight to land or find out it's been delayed for an undetermined amount of time.

Please consider approving the Ogden Hinkley Airport as another alternate destination airport.

Thank you.

Cynthia Hartman

May 1, 2023

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

Re: Ogden-Hinkley Airport's Small Community Air Service Development Program Grant Application

Hello Ms. Chapman;

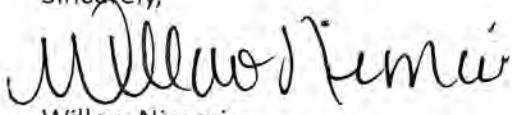
I am a small business owner and resident in Weber County Utah. I am writing to you in support of the grant application for the Ogden City Airport. Ogden is a diverse city and it is growing. We need this airport to expand and start offering commercial flights again.

In the past I have flown to Mesa Arizona and Los Angeles, CA and I would prefer to fly from this small airport again if new flights were available. My family enjoys travelling and fly frequently for vacation. My husband and I are both business owners and fly for conferences a few times a year. We enjoyed the previous flights out of the Ogden Airport because of the efficiency. The Ogden Airport is minutes from our home and we can arrange for someone to drop us off instead of paying for parking. Although, compared to Salt Lake Airport parking the fees at the Ogden Airport are much lower.

The next nearest airport (Salt Lake) is, at best, a 40 minute drive from here. It was recently redesigned and now it requires a very long walk to each gate. This walk is too far for my elderly parents to go. They have a second home in Arizona and would travel through the Ogden Airport again if there were flights.

My family enjoys travelling and fly frequently. We enjoyed the previous flights out of the Ogden Airport because of the efficiency. The Ogden Airport is minutes from our home and we can arrange for someone to drop us off instead of paying for parking. Although, compared to Salt Lake Airport parking the fees are much lower.

Sincerely,

  
Willow Nimori

5/1/2023

5/1/2023

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:

As a business owner in the Ogden area, I am very interested in the Ogden Airport. The quick access and ease of using it is key for business opportunities. When they had commercial service out of Ogden it helped reduce my costs on travel, I would love to see them return and this is why I support the Grant. I feel this bring the value of the Ogden area up and the more we can do so the better it is for business. This can bring people into Ogden that never would have considered it, which could bring potential clients to my business in the future. Finally, we can avoid going to the Salt Lake International Airport that is very cumbersome and difficult to park and navigate.

I hope you consider this request and award Ogden this opportunity to bring business opportunities to our community. Thank you in advance.

Thanks,

Clayton Monahan  
Need a Break Vacations  
801-430-8103

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## THE BICKERING SISTERS

801-695-7544

4-14-2023

[Thebickeringsisters.com](http://Thebickeringsisters.com)

3909 Airport Road  
Ogden, Utah  
84405

Support of SCASDP

To Whom It May Concern,

My Name is Karen Larrabee, I am the owner of The Bickering Sisters inside The Ogden-Hinckley Airport in Ogden, Utah. Since the departure of Allegiant and Avelo Airlines I have been under extreme hardship trying to keep my business afloat. The foot traffic from the TSA, airline employees, passengers and those dropping off and picking up passengers was the life blood of my business.

Having airlines come back to the Ogden Airport would greatly improve the chances of my business succeeding. It would also allow me to hire more staff and increase the pay for the employees I currently employ.

Please feel free to contact me if you have any questions or concerns.

Sincerely yours,

Karen Larrabee



2411 Kiesel Ave., #401  
Ogden, UT 84401  
p: 1-801-778-6250  
[www.visitogden.com](http://www.visitogden.com)

April 7, 2023

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

Dear Ms. Chapman:

Visit Ogden is happy to support the Ogden-Hinckley Airport in their application of the Air Service Development Program Grant. As the Destination Marketing and Management Organization for the community, the receipt of this grant would be of great value in helping us achieve our goals.

Most of the support letters that will accompany this application will likely come from our broad and diverse business community letting you know how important access is to other communities from our airport. Our airport provides so many opportunities of ease and access and reduced financial burden, that enhance the travel experience.

I will flip the narrative and espouse the importance of bringing commercial service into our community. The greater Ogden area has seen significant visitation growth over the last number of years. With the exception of 2020, we have continued to grow and develop our visitor economy. Tourism tax collections have increased 42% since 2019 alone, with year over year increases seen in 2022 and to date in 2023 despite the highs from the revenge travel in 2021 and the following inflationary factors and recession fears. Community venues have been enhanced and remodeled and new lodging is being built.

Our community is home to three ski resorts, two flat water lakes, two rivers that converge in downtown and more than 300 miles of trail. We boast two Olympic venues that are slated to once again be utilized for the games assuming Utah secures 2030 or 2034 as anticipated. Arts and culture abound with one of very few remaining historic Egyptian Theaters, Union Station where the meeting of the rails occurred, and our thriving arts and culture district. Recognizing that the airport would serve as a gateway to numerous communities beyond our own, an additional 12 ski resorts, 5 national parks, 1 Historic National Park and innumerable other bodies of water, trails, recreation opportunities, convention centers, arts and culture experiences await any traveler.

Thank you for your support and consideration of this request.

Sincerely,

A handwritten signature in black ink that reads "Sara Toliver".

Sara Toliver  
President/CEO