



Great Lakes Aviation, Ltd.



Provider of Essential Air Service for over 32 years throughout Midwest and Western regions of the United States.



Meet Our Fleet



- **Beechcraft
1900D
28 aircraft**
- **19 and 9 seat
turboprop**
- **EMB120 Brasilia
6 aircraft**
- **30 seat turboprop**
- **Flight Attendant**
- **Lavatory**



Business Model

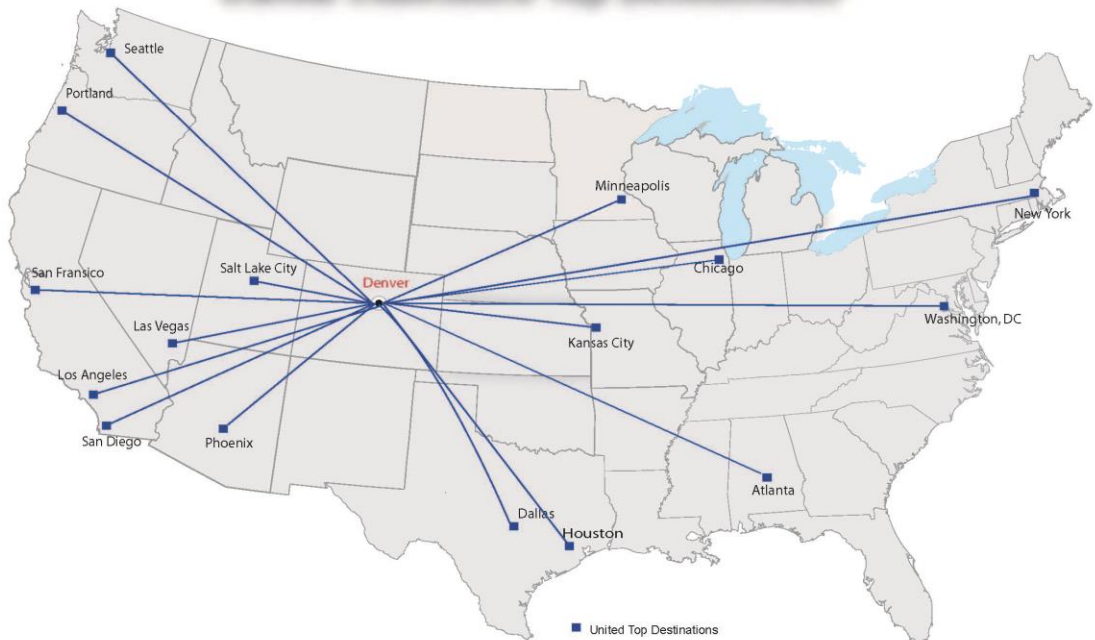
- Equipment branded as Great Lakes
- Local segment service sold as Great Lakes (ZK)
- Codeshare with United Airlines (UA).
- Interline ticketing agreements with American Airlines, Delta Airlines, and United Airlines.



Codeshare with UA

- Allows passengers to effortlessly transfer to a United flight.
- Baggage transfer to final destination.
- Access to over 100 domestic and international destinations.

United Codeshare Top Destinations





Marketing and Ticketing

- Sold on major travel agencies
 - Expedia
 - Travelocity
 - Priceline
 - Also sold on our website
Flygreatlakes.com



Before the United States Department of Transportation

Washington, DC

September 12, 2017

Essential Air Service at

**SCOTTSBLUFF, NEBRASKA
CRESCENT CITY, CALIFORNIA
KEARNEY, NEBRASKA
NORTH PLATTE, NEBRASKA
DODGE CITY, KANSAS
LIBERAL, KANSAS/GUYMON, OK**

**Docket OST-2003-14535
Docket OST-1997-2649
Docket OST-1996-1715
Docket OST-1999-5173
Docket OST-1998-3502
Docket OST-1998-3498**

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

This contains Great Lakes Aviation, LTD. response to US DOT Orders Requesting Proposals 2017-8-10 and 2017-08-11.

Great Lakes Aviation, Ltd. is pleased to submit this proposal to provide essential air transportation at Scottsbluff, Kearney and North Platte Nebraska, Dodge City and Liberal, Kansas, and Crescent City, California. Each market should be viewed as a stand alone proposal.

In accordance with the instructions in the order to provide a "last and final" proposal, Great Lakes has provided a description of the proposed service to these Essential Air Service points.

Great Lakes will provide service at these points in Nebraska, Kansas and California as Great Lakes Airlines.

The company will also continue to offer the benefits of it code share agreement with United Airlines. In addition, Great Lakes maintains interline ticket and baggage agreements with the majority of the other carriers serving Denver and Sacramento, which allows for maximum utility of our air service to the airline customers flying in and out of this these markets.

Schedules will be designed to provide maximum connectivity to United Airlines. All proposals contemplate the use of Beechcraft 1900D or Embraer EMB-120 aircraft.

Questions and comments may be referred to:

**Philip Lundeen
Chief Financial Officer
Great Lakes Aviation, Ltd.
1022 Airport Parkway
Cheyenne, WY 82001
(307) 432-7000**

or

**James Sullivan
Chief Operating Officer
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Cheyenne, WY 82001
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Great Lakes Aviation, Ltd.

Annual Compensation Requirements for Essential Air Service at

Scottsbluff, Nebraska to Denver (DEN)

Three Round Trips - B1900

As an alternative, Great Lakes would consider providing Two Round Trips
of 30 seat EMB-120 Brasilia equipment for the same annual subsidy

Departures:	1,840
Block Hours:	1,656
Revenue Passenger Miles:	3,150,000
Available Seat Miles:	5,244,000
Load Factor	60.07%

Operating Revenues:

Passenger:	BFF	21,000	psgrs at	\$50.00	\$1,050,000
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Other:	0.62% of pax revenue	\$6,510
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Total Operating Revenues:	\$1,056,510
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Operating Expenses:

Direct:	Aircraft and Hull Insurance	\$395,761
	Fuel and Oil	\$636,077
	Flying Operations	\$463,216
	Maintenance	\$844,435

Total Direct Expenses:	\$2,339,489
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Total Indirect Expenses:	\$1,302,127
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Total Operating Expenses:	\$3,641,616
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Operating Loss	(\$2,585,106)
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Profit Element	5% of Total Operating Expenses	\$182,081
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Annual Compensation Requirement:	\$2,767,187
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This Proposal is submitted with no upline scheduling restrictions



Great Lakes Aviation, Ltd.

Annual Compensation Requirements for Essential Air Service at

Kearney, Nebraska to Denver (DEN)

Three Round Trips - B1900

As an alternative, Great Lakes would consider providing Two Round Trips
of 30 seat EMB-120 Brasilia equipment for the same annual subsidy

Departures:	1,840
Block Hours:	2,454
Revenue Passenger Miles:	6,710,000
Available Seat Miles:	10,662,800
Load Factor	62.93%

Operating Revenues:

Passenger:	EAR	22,000	pgrs at	\$85.00	\$1,870,000
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Other:	0.62% of pax revenue	\$11,594
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Total Operating Revenues:	\$1,881,594
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Operating Expenses:

Direct:	Aircraft and Hull Insurance	\$395,761
	Fuel and Oil	\$952,535
	Flying Operations	\$686,433
	Maintenance	\$1,047,829

Total Direct Expenses:	\$3,082,558
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Total Indirect Expenses:	<u>\$1,544,471</u>
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Total Operating Expenses:	\$4,627,029
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Operating Loss	(\$2,745,435)
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Profit Element	5% of Total Operating Expenses	\$231,351
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Annual Compensation Requirement:	\$2,976,786
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This Proposal is submitted with no upline scheduling restrictions



Great Lakes Aviation, Ltd.

Annual Compensation Requirements for Essential Air Service at

North Platte, Nebraska to Denver (DEN)

Three Round Trips - B1900

As an alternative, Great Lakes would consider providing Two Round Trips
of 30 seat EMB-120 Brasilia equipment for the same annual subsidy

Departures:	1,840
Block Hours:	2,024
Revenue Passenger Miles:	4,788,000
Available Seat Miles:	7,970,880
Load Factor	60.07%

Operating Revenues:

Passenger: LBF	21,000	psgrs at	\$70.00	\$1,470,000
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Other:	0.62% of pax revenue	\$9,114
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Total Operating Revenues:	\$1,479,114
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Operating Expenses:

Direct:	Aircraft and Hull Insurance	\$395,761
	Fuel and Oil	\$805,008
	Flying Operations	\$566,153
	Maintenance	\$938,231

Total Direct Expenses:	\$2,705,153
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Total Indirect Expenses:	<u>\$1,403,595</u>
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Total Operating Expenses:	\$4,108,748
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Operating Loss	(\$2,629,634)
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Profit Element	5% of Total Operating Expenses	\$205,437
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Annual Compensation Requirement:	\$2,835,071
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This Proposal is submitted with no upline scheduling restrictions



Great Lakes Aviation, Ltd.

Annual Compensation Requirements for Essential Air Service at
Dodge City, Kansas to Denver (DEN)
Two Round Trips - B1900

Departures:	1,223
Block Hours:	1,712
Revenue Passenger Miles:	2,847,000
Available Seat Miles:	6,785,204
Load Factor	41.96%

Operating Revenues:

Passenger:	DDC	9,750	psgrs at	\$98.00	\$955,500
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Other:	0.62% of pax revenue	\$5,924
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Total Operating Revenues:	\$961,424
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Operating Expenses:

Direct:	Aircraft and Hull Insurance	\$395,761
	Fuel and Oil	\$617,925
	Flying Operations	\$478,881
	Maintenance	\$717,082

Total Direct Expenses:	\$2,209,649
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Total Indirect Expenses:	<u>\$917,031</u>
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Total Operating Expenses:	\$3,126,680
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Operating Loss	(\$2,165,256)
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Profit Element	5% of Total Operating Expenses	\$156,334
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Annual Compensation Requirement:	\$2,321,590
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This Proposal is submitted with no upline scheduling restrictions



Great Lakes Aviation, Ltd.

Annual Compensation Requirements for Essential Air Service at
Liberal, Kansas to Denver (DEN)
Two Round Trips - B1900

Departures:	1,223
Block Hours:	1,631
Revenue Passenger Miles:	2,720,250
Available Seat Miles:	6,483,123
Load Factor	41.96%

Operating Revenues:

Passenger:	DDC	9,750	psgrs at	\$99.00	\$965,250
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Other:	0.62% of pax revenue	\$5,985
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Total Operating Revenues:	\$971,235
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Operating Expenses:

Direct:	Aircraft and Hull Insurance	\$395,761
	Fuel and Oil	\$589,374
	Flying Operations	\$456,223
	Maintenance	\$696,437

Total Direct Expenses:	\$2,137,795
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Total Indirect Expenses:	<u>\$905,020</u>
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Total Operating Expenses:	\$3,042,815
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Operating Loss	(\$2,071,580)
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Profit Element	5% of Total Operating Expenses	\$152,141
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Annual Compensation Requirement:	\$2,223,721
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This Proposal is submitted with no upline scheduling restrictions



Great Lakes Aviation, Ltd.

Annual Compensation Requirements for Essential Air Service at
Crescent City, California to Sacramento (SMF)
Two Round Trips - B1900

Departures:	1,223
Block Hours:	1,529
Revenue Passenger Miles:	3,825,000
Available Seat Miles:	9,355,950
Load Factor	40.88%

Operating Revenues:

Passenger:	DDC	15,000	psgrs at	\$77.00	\$1,155,000
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Other:	0.62% of pax revenue	\$7,161
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Total Operating Revenues:	\$1,162,161
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Operating Expenses:

Direct:	Aircraft and Hull Insurance	\$721,710
	Fuel and Oil	\$619,555
	Flying Operations	\$574,858
	Maintenance	\$810,245

Total Direct Expenses:	\$2,726,368
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Total Indirect Expenses:	<u>\$1,226,063</u>
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Total Operating Expenses:	\$3,952,431
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Operating Loss	(\$2,790,270)
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Profit Element	5% of Total Operating Expenses	\$197,622
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Annual Compensation Requirement:	\$2,987,892
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This Proposal is submitted with no upline scheduling restrictions