



## Air Service Update

CRAFT and Cheyenne Regional Airport  
February 2019



# Market Performance

## “Our First 3-Months”

The New Flight has “Ramped-Up” Faster Than Anticipated

- Flight Loads Have Already Hit Targets (Over 4800 passengers using the new service)
- Future Passenger Bookings are Solid – Above Previous Months
- Considering a Winter Start and Not Having Practical Air Service in nearly 2 Years – the Market is Showing Strong Signs of Success but...
- Better Connections Need to be Possible
- There’re Still Significant Portions of the Market That Can Be Captured



# Market Performance “Our First 3-Months”

## ***57% Local Traffic***

- Should be Close to 20% Local Traffic – 37% Above Average

## ***6% Market Retention – 4% Above Average***

- Higher Than Expected for New Service with Only 1 Flight Per Day
- Good Indicator that Local Travelers are Willing to use New Cheyenne Airport

## **Significant Opportunity to Gain Connecting Traffic and Take Additional Market Share**





# Market Performance

## “Our First 3-Months”

One Flight Per Day is a Good Start But  
Additional Flight Frequencies Are Better:

- Makes it More Viable to Travelers and the Long-Term Success of Air Service in Cheyenne.
- Airline Sees that the Market Has Performed Above Their Expectations Enough to be Justify Adding a Second Flight.



# New Summer Travel Flight Schedule with Second Flight

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- Seasonal Additional Flights (May 4, 2019 through September 3, 2019)
  - Covers Our Peak-Summer Travel Season
- Airline Commitment to Stay Through the Contract Period (Early November)
- Strategic for the Future Growth of Air Service
  - A Second Flight is Critical to Demonstrating the Cheyenne Market to Airlines and Future Routes



# Benefits of a Second Flight

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## COST

- **Zero Additional Cost** Above the Annual Minimum Revenue Guarantee (MRG) Contract

## BENEFIT

- Ability to Gain Additional Connections
  - Same -Day Business Travel
- Doubles Available Seats
- Additional Visitors
- Additional Full-Time Jobs
- Operational Redundancy



# New Summer Flight Times – The New Second Flight

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## Outbound:

- Departs Cheyenne just before 6 AM
- Arrives Dallas-Fort Worth at 9 AM
- \*Catches 10AM Dallas-Fort Worth Bank and All Flights After

## Return:

- Catches 9PM Dallas-Fort Worth Bank and All Flights Before

Departs Dallas-Fort Worth at 10:40 PM

Arrives Cheyenne at 11:55 PM

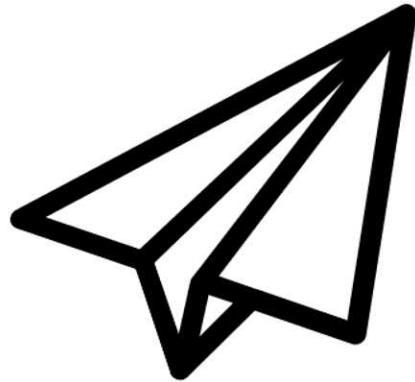
\*Current Flight Remains as Scheduled





# Additional info: Proposed Schedule

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Second Flight Enables 50 More Connections\*  
Including:

- Phoenix, Los Angeles, Seattle, San Diego, Las Vegas, Portland, Minneapolis/St. Paul, San Jose, Cancun, Cabo San Lucas

Significantly Better Inbound Connections to  
Cheyenne



# Our New Summer Travel Flight Schedule

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1

Two Flight Schedule  
Works Best  
Statewide

2

Generally Speaking,  
Overnight Flights  
Perform Well  
Statewide.

3

Overnight Schedule  
is Consistent with  
Other WY Airports



# Additional Info: Why Dallas Works

Huge Local Market: **#1 Market** for the Entire Cheyenne Market (Nov 2018 - Jan 2019)

More Available Connections:

Dallas-Fort Worth has the 2<sup>nd</sup> Most Destinations of any Airport Nationwide\*

- 2.4 Times More than Phoenix
- 2.3 Times More than Salt Lake
- 41% More than Denver

**Large Local Market + Huge Connections =  
More Passengers**





# Thank You for Your Support!

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## Questions?

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