

## Ogden-Hinckley New Entrant Incentive Program Request for Letters of Interest

The City of Ogden, Utah (the “City”) is seeking Letters of Interest from air carriers not currently serving the Ogden-Hinckley Airport (OGD) to provide new air service between OGD and a large or medium hub airport serving the Denver, Dallas/Fort Worth or Seattle metropolitan areas with the support of an Incentive Program.

- Purpose**        The City seeks to (i) improve the competitive landscape at OGD by introducing a second air carrier that will provide scheduled service to and from OGD, and (ii) increase access from OGD to the national system and significant O&D markets.
- Eligibility**    The Incentive Program is open only to new entrants (*i.e.*, air carriers not currently serving OGD). Carriers must plan to provide regularly scheduled service to large or medium hubs serving at least one of the following metropolitan areas: Denver, Colorado; Dallas/Fort Worth, Texas; or Seattle, Washington. Carriers who can provide service to Denver, Colorado will be favored.
- Incentive Program**    The Incentive Program will consist of two components:
- *Revenue Guarantee.* The City is in the process of applying for a \$500,000 grant from the U.S. Department of Transportation under the Small Community Air Service Development Program (“SCASDP”). If a SCASDP grant is awarded to the City, the City intends, subject to City Council approval, to appropriate \$150,000 of the grant proceeds for marketing and the remaining \$350,000 for a revenue guarantee for the selected carrier’s qualifying flights for a period of time consistent with DOT program guidelines and regulations.
  - *Fee Waiver.* In addition to the incentives provided by the grant project described above, OGD will waive fuel flowage fees, passenger facility charges and landing fees for the selected carrier’s qualifying flights for one (1) year following the commencement of air service. OGD will consider extending this component of the Incentive Program for one (1) additional year, in which case OGD would offer a comparable fee waiver to any incumbent carrier serving the target markets at that time.
- Procedure**    Interested carriers should send an informal Letter of Interest to Sara Meess, preferably by email to [SaraMeess@ogdencity.com](mailto:SaraMeess@ogdencity.com), or by mail to Sara Meess, 2549 Washington Blvd., Ste. 420, Ogden, UT 84401, **no later than November 17, 2017**. The City will direct all carriers that have submitted an informal Letter of Interest to submit formal proposals **no later than December 8, 2017**. The formal proposals will include a Letter of Support and a Feasibility Study showing market support for the new destination. The Letters of Support and Feasibility Studies received by the City will be submitted to the U.S. Department of Transportation as part of the City’s application for the SCASDP

grant. Due to funding limitations, the City will select only one carrier for this program.

Questions regarding the Incentive Program should be directed to Sara Meess at the email address provided above or by phone at 1-801-629-8974.