



Essential Air Service Proposal

PADUCAH, KENTUCKY

DOT-OST-2009-0299

Corporate Flight Management Inc. d/b/a Contour Airlines
A Tennessee Corporation
808 Blue Angel Way, Smyrna, TN 37167



Dear Mr. Faulk,

Contour Airlines is pleased to submit this proposal for our continued fulfilment of Essential Air Service to Paducah, Kentucky (PAH). As part of our proposal, we are offering the community an annual average of 12-weekly flights to the hubs of Charlotte (CLT) and Chicago (ORD).

We have been a proud member of this community since launching service to the region in 2022. As part of this proposal, Contour Airlines will continue to utilize twin-engine regional jet aircraft, comfortably configured with 30 seats. Passengers can connect to Contour partners American, United, and Alaska Airlines.

We are confident that Contour's continued service to Paducah, Kentucky will be advantageous for the airport, local community, and the broader region's economic development.

Thank you for the consideration.



Ben Munson
President



Introduction to Contour Airlines



Corporate History

- Founded in 1982 in Nashville, Tennessee
- Current management assumed control in 2015 - reset business model and launched growth strategy

Our Platform

- Contour Aviation includes EAS operations, private jet charters, Part 145 maintenance, and FBO services
- Airline has been optimized for EAS Markets
 - Significant portion of company's business is EAS flying, commercial and operational functions built accordingly
 - Connections to multiple major airline partners
 - High level of community engagement across all levels



**Connect to
30 Cities**



**Fleet of Over
35 Aircraft**



**700+
Employees**



Inflight Experience



Flight Attendant
on every flight



36" pitch
at every seat



Food & Beverage on
every flight



Free Carry-On &
Free Checked Bag



Our Airline Network

- Largest independently branded regional airline operating in the EAS program
- Contour operates the second largest Essential Air Service (EAS) network in the country
- Contour has maintained its commitment to its Essential Air Service communities – never terminating service during course of contract



Partner Portfolio

Major Airline Connecting Partners



- American Airlines was the first major airline partner. In 2025 Contour customers will have access to American frequency flyer program.
- In 2024, Alaska Airlines and United Airlines were added to the partner profile.
- With multiple partners, Contour provides additional schedule and fare options for passengers.

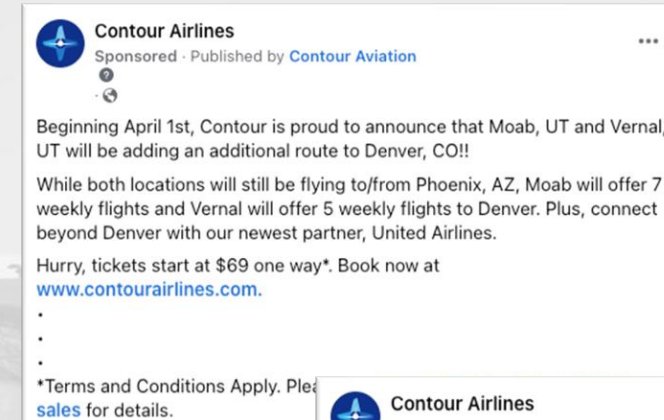
Distribution Strategy

- Contour tickets, regardless of connecting carrier, will distribute across all traditional channels.
- Both Contour and connecting flights will display on all major OTAs and Meta-searches, as well as our partner airline sites.
- Contour actively engages with all carriers to provide better connections, distribution, and product experience for EAS communities

Promoting Traffic Growth

Contour Marketing Difference

- Independent brand supported by professional agencies to build awareness
- Contour has assumed a marketing budget of \$25,000 per year for the term of the agreement to maximize service awareness
- Promotional fares with discounted price point relative to most regional travel options
- Emphasis on traffic stimulation



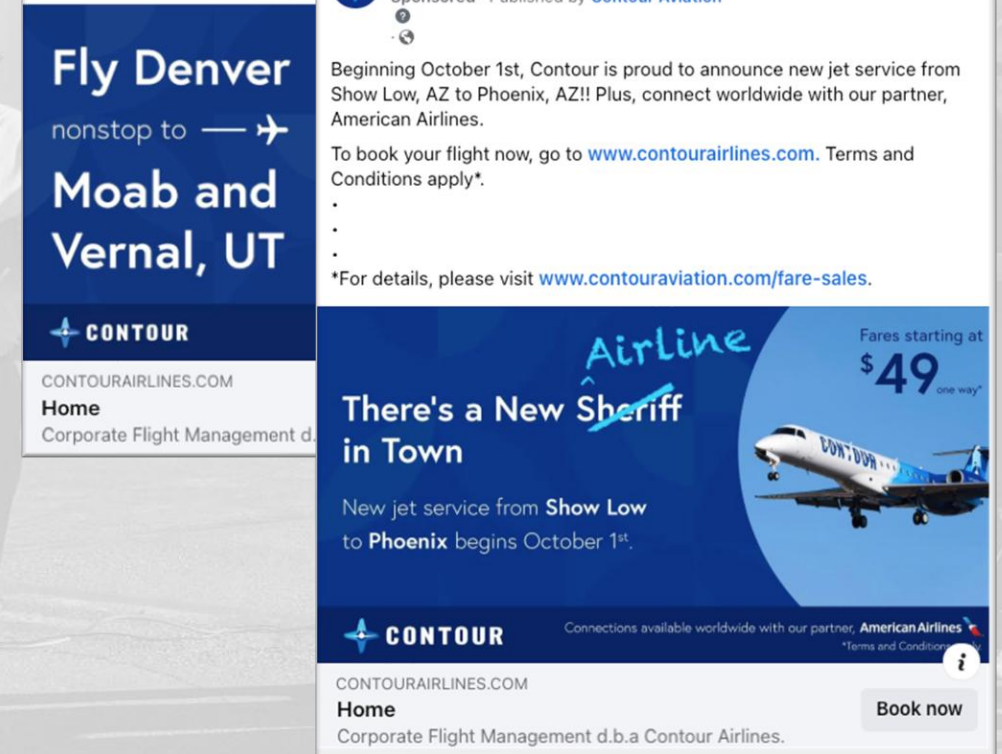
Contour Airlines
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Beginning April 1st, Contour is proud to announce that Moab, UT and Vernal, UT will be adding an additional route to Denver, CO!!

While both locations will still be flying to/from Phoenix, AZ, Moab will offer 7 weekly flights and Vernal will offer 5 weekly flights to Denver. Plus, connect beyond Denver with our newest partner, United Airlines.

Hurry, tickets start at \$69 one way*. Book now at www.contourairlines.com.

*Terms and Conditions Apply. Please visit [Contour Airlines](#) for details.



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Beginning October 1st, Contour is proud to announce new jet service from Show Low, AZ to Phoenix, AZ!! Plus, connect worldwide with our partner, American Airlines.

To book your flight now, go to www.contourairlines.com. Terms and Conditions apply*.

*For details, please visit www.contouraviation.com/fare-sales.

Fly Denver
nonstop to — ✈️
Moab and Vernal, UT

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Corporate Flight Management d.b.a Contour Airlines.

There's a New Sheriff in Town
New jet service from **Show Low** to **Phoenix** begins October 1st.

CONTOUR Connections available worldwide with our partner, **American Airlines**
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Fares starting at **\$49** one way*

Book now

Contour Bid

Bid Overview	
Essential Air Service Market	PAH
Frequency	12 weekly Round-Trips
Hub(s)	CLT and ORD (12 Total)
Aircraft Type	30-Seat Regional Jet
Term	48 months preferred
Annual Escalation	5% Year over Year

Notes

All flights to be conducted as 14 CFR Part 380 public charters. Accordingly, service is contingent on community waiving its rights to scheduled air transportation or submitting a proposal for Alternate Essential Air Service (AEAS).

Operations	
Scheduled R/Ts Per Week	12
Completion Factor	97%
Annual Departures	1,211
Seats per Departure	30
Revenue	
Forecast Passengers	30,000
Average Fare	\$78
Total Revenue	\$2,340,000
Expenses	
Departure Costs	\$2,042,187
Aircraft Operating Costs	\$4,499,294
Overhead and Ownership	\$1,308,027
Marketing	\$25,000
Total Expenses	\$7,874,508
Profit Component (5%)	\$393,725
Proposed Subsidy Year 1	\$5,928,233
Proposed Subsidy Year 2	\$6,224,645
Proposed Subsidy Year 3	\$6,535,877
Proposed Subsidy Year 4	\$6,862,671



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