



PROPOSAL

**Proposal of Corvis Airlines d/b/a Ravn Alaska to provide subsidized
Essential Air Service for:**

St. Paul Island, Alaska

Docket DOT-OST-2019-038

To/From Anchorage and St. Paul Island

April 26, 2021

Correspondence regarding this proposal should be directed to:

Rob McKinney

CEO

Ravn Alaska

4700 Old International Airport Rd.

Anchorage, AK 99502

(907)-266-8394

rob@ravnalaska.com



Ravn Alaska

- New ownership effective August 7, 2020 with a new focus on customer service and satisfaction.
- Assumed responsibility of EAS to St. Paul (SNP) on December 31 of 2020
- Anchorage, Alaska Headquarters
- 14 Communities Served
- 367 Alaska Based Employees
- Interline agreements with Alaska Airlines as well as many other major airlines.

Ravn Alaska and St. Paul

- Safety is our #1 Core Value the foundation on which we perform work and conduct ourselves.
- 10 Dehavilland Dash-8 100 aircraft with onboard services including lavatory and flight attendant
- Almost half of our fleet of Dash-8s have all of the required safety enhancements for over-water portions of flights to St. Paul.
- Ravn Alaska is dedicated to providing the best service possible to the Community of St. Paul.
- Ravn Alaska offers food and beverage service as well as onboard lavatory for passenger comfort.

Safety

- Ravn Alaska has a FAA-approved Safety Management System (SMS)
- Ravn Alaska Passed its first-ever International Air Transport Association (IATA) Operational Safety Audit (IOSA)
 - Only 4 Findings out of over 900 areas reviewed IOSA standard
- Highest standards of safety in the airline industry
 - Only 34% (33 of 96) of FAA Part 121 Carriers in the U.S. have achieved this certification





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Service Proposals and Subsidy Requirement

Ravn Alaska is pleased to offer the St. Paul Island community and Department of Transportation two service options:

Option 1:

- Continuation of existing service pattern, offering 3 weekly roundtrips between St. Paul Island and Anchorage on Tuesdays, Thursdays, and Sundays with Dash-8-100 aircraft configured for 25 passenger seats and 534 cubic feet of luggage and cargo space.

Option 2:

- Option 1 plus a fourth weekly roundtrip on a day of week to be determined, to be operated over 16 weeks between mid-May and mid September

Additional Details:

- The financial details for each option are presented in the chart on the right.
- If selected, Ravn Alaska would accept an award for a period of two or four years.

Statistic	Option 1:	Option 2:
Stage Length	764	764
Block Hours per Departure	3.4	3.4
Roundtrips per Week	3.0	3.3
Scheduled Flights	312	344
Estimated Completion Factor	90%	90%
Estimated Completed Flights	281	310
Passengers	4,100	4,260
Load Factor	58%	55%
Average Fare (excluding Taxes)	\$438	\$438
Ancillary Revenue per Passenger	\$4	\$4
Passenger Revenue	\$1,811,988	\$1,882,708
Mail Revenue	\$0	\$0
Freight Revenue	\$12,854	\$12,854
Total Revenue	\$1,824,841	\$1,895,561
Variable Costs	\$2,228,139	\$2,458,090
Fixed Costs and Aircraft Ownership	\$438,445	\$483,694
Overhead & Interest	\$1,340,435	\$1,478,772
Total Expenses	\$4,007,019	\$4,420,555
Profit (Loss) Excluding Subsidy	(\$2,182,178)	(\$2,524,994)
Subsidy Revenue (to 5% FAC)	\$2,394,550	\$2,759,283
Subsidy per Departure	\$8,528	\$8,912
Subsidy per Block Hour	\$2,508	\$2,621
Subsidy per Passenger	\$584	\$648

Schedule Proposal

Ravn Alaska Proposed Service Schedule

Segment	Flt #	Depart	Arrive	EQP	Days of Operation		
ANC-SNP*	900	11:00am	3:10pm	DH8	Tu	Th	Su
SNP-ANC	901	4:00pm	7:00pm	DH8	Tu	Th	Su

* Planned stop en-route

Ravn Alaska's schedule proposal includes 3 roundtrips per week in line with the expectation outlined by the U.S. Department of Transportation.

The schedule and proposal anticipate west-bound service to make en-route stops, planned for Bethel but may be substituted or omitted based on weather conditions.





Proud to serve:

- Rural Alaskans
- Local Business People
- Commuters
- Visitors & Tourists
- Local Schools (*via Charters*)
- Oil & Seafood companies



Committed to our communities

We are committed to supporting organizations and events that contribute to the betterment of the communities we serve.

Through in-kind donations and sponsorships, we are honored to support hundreds of charities and not-for-profit organizations across our great state.



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Thank You

Ravnalaska.com