



**Air Service Strategic Plan RFQ  
Executive Summary**

**Arkstar Aviation**

	Clark	Dutton	Urdi
Rankings	2.20	2.90	2.00

- Two principals had experience with American Eagle, Great Lakes Airlines, Seaborne Airlines (no real major carriers – mainly affiliates to major carriers)
- Gary Foss – main principal had worked on a feasibility study for American Eagle in the early 2000's looking at the performance of American Eagle's Saab aircraft
- Chuck Howell – secondary principal has operated in "hot and high" environments
- Submitted a three page RFQ with very little detail but 125 pages on examples of projects

Initial Cost Estimate Provided = \$64,000

**Embark Aviation**

	Clark	Dutton	Urdi
Rankings	2.30	2.90	2.30

- Company formed in 2016 - key principals from Alaska Airlines (total team is six)
- Strong working knowledge of MMH from Alaska experience and well versed in our challenges
- MLT is working with Embark on a marketing program for this fall and beyond to assist in selling seats
- Good ties with smaller airlines – possibly white label service in the future but not as strongly connected with the major airlines with the exception of Alaska
- We felt they were more valuable to us in the marketing effort than the strategic planning

Initial Cost Estimate Provided = \$39,000



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**Boyd Group International**

	Clark	Dutton	Urdu
Rankings	3.60	3.60	3.85

- Very strong experienced team (American Airlines, Delta, Continental)
- Worked with aircraft companies like Boeing and Embraer
- Experienced in securing Small Community Air Service Grants for clients (we have tried unsuccessfully multiple times on our own in the past)
- Strong focus on community needs and understanding
- Some experience working on regional air solutions

Initial Cost Estimate Provided = \$50,500

**Mead & Hunt**

	Clark	Dutton	Urdu
Rankings	4.50	3.85	4.05

- Strong historical experience at MMH
- Leadership of principals at American, Delta, US Airways and Southwest
- Understands regional solutions, aircraft performance challenges and trends like pilot shortages
- Have worked with many similar destinations – Sun Valley ID, Aspen CO, Billings MT
- Aspen and Sun Valley VERY comparable with challenges of altitude, runway length, surrounding terrain and seasonal demands
- Aspen project also included retention and diversion options as well as airline and aircraft selection
- New route analysis, destination market research and recommendations
- Successfully secured Small Community Airport Grants to expand air service route options
- Very positive responses to reference checks
- Productive first call to determine scoping and plan estimate

Scope and Cost Estimate Provided = \$65,520 + \$4,500 per stakeholder meeting in Mammoth Lakes