

SECTION I: *Cover Sheet*

Application for City of Sheridan One Cent Funds

Fiscal Years 2020-2023

(July 1, 2019 to June 30, 2023)

General Information

Name of Organization: Critical Air Service Group (CAST) Phone Number: 307-675-2910

Contact Person: Renee' Obermueller Address: 224 S. Main Street

Amount of Funds Requested: \$300,000 per fiscal year/1.2 Million over 4 years.

Email: robermueller@sheridancounty.com

Describe the principal purpose of your organization:

List the names of Board Members and Officers:

- a. The Mayor of any incorporated community in Sheridan County and Johnson County; Mayor Roger Miller-Sheridan, and Mayor Mike Johnson-Buffalo.
- b. A representative of the Board of Commissioners of Sheridan County and Johnson County; Commissioner Steve Maier-Sheridan County, and Commissioner Bob Perry-Johnson County.
- c. A representative of the Sheridan County Chamber of Commerce; **Secretary** Dixie Johnson-Executive Director, Sheridan County Chamber
- d. A representative of the Buffalo Chamber of Commerce and , or KBJ Economic Development; Vacant
- e. A Representative of Forward Sheridan, Inc.; Jay Stender-Executive Director
- f. A Representative of Sheridan Travel and Tourism; **President** Shawn Parker-Executive Director STT
- g. The Manager of the Sheridan County Airport; **Vice-President** John Stopka, Airport Manager
- h. Other individuals with expertise or interest in the maintenance and improvement of commercial air service in the community including individuals representing various business and industry sectors, civic and cultural organizations, and educational institutions; **Treasurer** Carla Ash-WYO Construction Group, Edre Maier, Bruce Garber-Century 21, Erin Hanke-Sheridan City Council.

Declaration: I hereby certify that the information give in this application for One Cent funding is true and correct to the best of my knowledge.

Agency Director Renee' Obermueller Renee' Obermueller 1-11-10
Signature Print Name Date

Board President [Signature] Shawn Parker 1-11-10
Signature Print Name Date

SECTION II: *Fact Sheet* –

Please keep responses to questions below to a single page

Organizational History and Mission

Provide a brief history of your organization in Sheridan County, including services provided to area residents and your organization's Mission Statement.

The Sheridan-Johnson Counties Critical Air Service Group (CAST) is a non-profit organization that is instrumental in promoting and supporting local air service. CAST is comprised of key stakeholders in both Sheridan and Johnson Counties, Wyoming, and includes residents, members of local government, travel and tourism representatives, economic development organizations, and private industry personnel. CAST was formed in 2012 to focus on promoting reliable passenger air service through Sheridan County Airport (SHR), and redoubled its efforts in early 2015 when the existing passenger air service carrier discontinued service to Sheridan.

Funding Requested

Briefly explain how the funds will be used and why public funds are necessary to accomplish this goal. Some discussion items to cover in this section may include: Whether or not the funding request has increased from prior years; Whether or not this is a one-time or on-going request; The description of any large program or staff expansion set to occur; Any large equipment or other fixed assets that will be purchased; How your project relates to city or county goals or improves the overall quality, character or health of the community; and Whether or not funding will be used to leverage additional monies for your organization either through grants or other means

Sheridan lost commercial air service in March of 2015 when Great Lakes left the market. CAST has worked tirelessly to bring a quality air service provider back to the Sheridan County Airport, a goal that was realized in September of 2015. CAST contracted with Key Lime Air, dba Denver Air Connection (DAC) to operate as a public charter for passenger air service. Since the inaugural flight on November 19th, 2015, Denver Air Connection has demonstrated an ability to provide reliable, convenient, affordable air service between Sheridan and Denver. DAC's service is ranked 2nd in the nation in terms of reliability at over 98%, far above the national average, offering a 30-seat, twin-turbo jet airplane. In 2016 agreements between CAST, Denver Air Connection, the State of Wyoming and Fremont County expanded air service to include stops in Riverton. These agreements afford our communities an opportunity to support the airline long term. Reliable air service is critical to small Wyoming communities across a spectrum of industries, including public and private business, energy, tourism, and more.

These successes would not have been possible without a minimum revenue guarantee (MRG); these funds are secured through federal, state and local community funding. With each seat sold, we minimize our reliance on the MRG, but fully supporting the airline through ticket sales is going, and a long term effort.

The State of Wyoming Aeronautics Division is currently pitching a new plan; Commercial Air Service Improvement Plan (CASIP). The plan is defined as a Capacity Purchase Agreement, where Wyoming would contract with one carrier to provide planes, pilots, fare management, and marketing. While this concept might be the future of air service in Wyoming, funding the program will be at the discretion of the Wyoming Legislature. Due to the current budget crisis at the state level, CAST believes that the future of local air service is more secure by assuming responsibility at the local level.

Reliable airline service is integral to the health and prosperity of our community. Our goal at CAST is to secure a long-term partnership with Denver Air Connection. CAST is asking you consider our request with great regard in order to ensure this program continues to succeed.

Yours truly,
Renee Obermueller, CAST Administrator.

SECTION III. Financial Information -
Please keep responses to a single page. (Responses must utilize this form)

Balance Sheet as of December 31, 2017:

<i>Assets (Current)</i>	<i>Total</i>	<i>Liabilities</i>	<i>Total</i>	<i>Other Financial Information You Wish to Include:</i> <i>Funding for the MRG is dedicated for contract, and therefore not considered an asset.</i>
<i>Cash:</i>	\$5,727.63	<i>Payables:</i>	\$	
<i>CDs, etc.:</i>	\$	<i>Withholding:</i>	\$	
<i>Receivables:</i>	\$	<i>Long Term:</i>	\$	
<i>Fixed</i>	\$	<i>Promissory Notes:</i>	\$	
<i>Equipment</i>	\$	<i>Mortgage:</i>	\$	
<i>Building</i>	\$	<i>Owner's Equity:</i>	\$	
<i>Less Depreciation</i>	\$			

SECTION IV. Budget Information -

Please keep responses to a single page. (Responses must utilize this form)

Revenue

	Amount	Secured or pending?
City of Sheridan One Cent	300,000.00	Pending
Sheridan County One Cent	300,000.00	Pending
Donors		
Fundraisers		
Interest		
State of Wyoming	In question	Pending
Other		
Other		
Other		
Total Estimated Revenue		

Expense

	Amount	Comments
Salary, Director		
Salary, Other(s)		
Benefits		
Rent		
Utilities		
Client Service		
Client Aid		
Equipment		
Other		
Other		
Other		
Other		
Total		<i>This figure should match Estimate Revenue line above.</i>

SECTION V: Report for Prior Awardees Only-
Please keep responses to questions below on a single page

Complete this section if your agency has previously been awarded One Cent Funding for July 1st 2016 to June 30th 2017:

Amount Awarded? Although CAST was not an original Awardee, we understand City of Sheridan Contributions came from 1% Optional Discretionary Funds.

\$250,000 FY17

\$250,000 FY18

Have you used all of the funds awarded?

Yes FY 18 funds are obligated to the MRG

No

Briefly describe the impact that the previous award has had on your program, project or organizational operations. Some discussion items to cover in this section may include:

- *Number of persons served and demographics of persons served (income level, age, race, etc.)*
- *Describe the overall impact of these funds on your program, project or organization*
- *If your agency has not yet to spent all of the awarded funds, please briefly describe your plans to expend the funds by the end of the fiscal year*
- *Did your agency use One Cent funding to leverage additional funds, either through grants or other means?*

According to the United States Census Bureau's 2011-2015 American Community Survey 5-Year Estimates, the total populations of Sheridan County and Johnson County are 29,738 and 8,600, respectively, yielding a total local market population of 38,338. All residents are considered potential passengers for air service. However, other data has shown that the target age range for customers is 25-65, as people outside of this range are less likely to be the ones purchasing tickets. Applying this age group to the same census data yields a revised primary market population of approximately 20,015.

Primary travelers are mid-twenties to mid-sixties (workforce age) that travel for business or recreation; potentially has children on recreation travels. Primary travelers are residents of Sheridan and Johnson Counties.

Secondary Travelers are 18-early twenties (college age) traveling to/from college, particularly during holidays, and mid-sixties and up: travels for recreation; air travel may be best or only option. Secondary travelers are retired age residents in Sheridan and Johnson Counties, college students that attend Sheridan College, and residents of Southern Big Horn County, Montana that work in Sheridan County.

Air Service in the Community would not be realized without the support of the local government. The 1% Optional funds are utilized toward the match required by the State of Wyoming Air Service Enhancement Program (ASEP) to support the MRG.