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Start-up aid

This document was withdrawn on 1 March 2018. The latest information on the government's [aviation and airports policy](https://www.gov.uk/government/policies/aviation-and-airports) is available on GOV.UK.

Route information application form

Applicants should complete all sections on the form and any necessary supporting material should be annexed and clearly referenced.

Application will assess whether the route meets both the European Commission’s criteria and UK Government’s objectives for start-up aid. Further information regarding the information required is available at:

<https://www.gov.uk/dft#publications>

#### Any information submitted by the applicant will be shared with York Aviation to allow the Department to assess the commercial viability of a route. Applicants should indicate what information they would be unwilling to share with York Aviation.

Applications should indicate what information must remain commercially confidential and what could be declared under the Freedom of Information Act 2000, Environmental Information Regulations 2004 or other statutory requirement and the application pro-forma should be split accordingly. It is likely that general information, information regarding schedules and employment, and some aspects of information about the airline operator could be released under the Freedom of Information Act, whilst the remainder of the application would need to be treated as commercially confidential.

One application form should be completed for each route.

## Contact Information

|  |  |  |
| --- | --- | --- |
| Operating Airline |  | |
| Contact name |  | |
| Email address |  | |
| Contact number |  | |
|  | | |
| UK Regional/Origin Airport (must be less than 5mppa)[[1]](#footnote-2) |  | |
| Contact name |  | |
| Email address |  | |
| Contact number |  | |
|  | | |
| Destination Airport |  | |
| Contact name |  | |
| Email address |  | |
| Contact number |  | |
|  | | |
| Local authorities, LEPs or Devolved Administrations that funding will be paid through | | |
|  | | |
| Organisation | |  |
| Contact name |  | |
| Email address |  | |
| Contact number |  | |

## Airline information

|  |  |
| --- | --- |
| Operating Airline |  |
|  | |
| Current fleet operated by the airline (Please specify types and numbers of aircraft) |  |
| Airline quick liquidity ratio  (Unrestricted cash & equivalents + short-term investment +accounts receivable) / current liabilities |  |
| Airline interest cover ratio  Earnings before interest, depreciation and amortisation / interest expense |  |
| Airline gearing ratio  Debt / Enterprise Value (i.e. Debt + Equity) |  |
| Airline debt servicing (interest coverage) ratio  Interest bearing debt / Earnings before interest, depreciation and amortisation |  |
| Airline total breakeven load factor |  |
| Airline load factor in last 12 months |  |
| Air Operator’s certificate | copy to be attached |
| Operating licence | copy to be attached |

## Airport Information

|  |  |  |
| --- | --- | --- |
| Passenger numbers at UK Regional/origin airport (must be less than 5mppa)[[2]](#footnote-3) | | |
| 2013 |  | |
| 2014 |  | |
| Average |  | |
|  | | |
| Link to airport's published aeronautical charges (if available). Otherwise please supply. | |  |
| Current average aeronautical charges per passenger at applicant airport | |  |
|  | | |
| Airports within around 60 minute journey time (car or rail) of origin airport (using Google maps based on average journey times 90 minutes before departure) |  | |
| Airports within around 60 minutes journey time (car or rail) of destination airport (using Google maps based on average journey times 90 minutes before departure) |  | |
| Confirmation of no existing direct air routes between airports within around 60 minutes journey time at either end of the route |  | |
|  | | |
| Airports within around 100km journey distance of origin airport (using Google maps based on shortest road distance) |  | |
| Airports within around 100km journey distance of destination airport (using Google maps based on shortest road distance) |  | |
| Provide details of existing direct air routes between airports within around 100km journey time of each airport |  | |
| If so, provide a commentary on why there would be no distortion of competition |  | |

## Route specific information

|  |  |  |  |
| --- | --- | --- | --- |
| Proposed start date | |  | |
| Initial weekly frequency | |  | |
| Intended operating timetable | | Day | Time |
| Mon |  |
| Tue |  |
| Wed |  |
| Thu |  |
| Fri |  |
| Sat |  |
| Sun |  |
| Initial period of operation (yearly / summer / winter) | |  | |
| Operating aircraft type proposed for the route (and any expected changes over time) | |  | |
| Aircraft seat capacity | |  | |
|  | | | |
| Details of any interline agreements at origin / destination | |  | |
| Details of any codeshare arrangements | |  | |
| Identify if either airport is slot-constrained | |  | |
|  | | | |
| Brief description of the benefits the new route will bring the region served by the origin airport |  | | |
| Is this application being brought forward as part of linked package of routes? If so, to what extent is there potential to operate this route without funding for the other routes? |  | | |
| For airports of between 3-5 million please provide evidence as to why the route should be considered as a "“duly substantiated exceptional cases” |  | | |

## Route data and funding profile

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Year 1 | Year 2 | Year 3 | Year 4 |
| Number of flights per year |  |  |  |  |
| Weekly frequency |  |  |  |  |
| Annual seat capacity |  |  |  |  |
| Dates of operation |  |  |  |  |
|  | | | | |
| Projected point-to-point passengers (from UK regional origin airport) | | | | |
| UK business |  |  |  |  |
| UK leisure |  |  |  |  |
| Foreign business |  |  |  |  |
| Foreign leisure |  |  |  |  |
| Total point-to-point traffic |  |  |  |  |
|  | | | | |
| Projected connecting passengers (from UK regional origin airport) | | | | |
| UK business |  |  |  |  |
| UK leisure |  |  |  |  |
| Foreign business |  |  |  |  |
| Foreign leisure |  |  |  |  |
| Total connecting passengers |  |  |  |  |
|  | | | | |
| Projected total passengers (from UK regional origin airport) | | | | |
| UK business |  |  |  |  |
| UK leisure |  |  |  |  |
| Foreign business |  |  |  |  |
| Foreign leisure |  |  |  |  |
| Total connecting passengers |  |  |  |  |
|  | | | | |
| Projected point-to-point passengers (to UK regional origin airport) | | | | |
| UK business |  |  |  |  |
| UK Leisure |  |  |  |  |
| Foreign business |  |  |  |  |
| Foreign leisure |  |  |  |  |
| Total point-to-point traffic |  |  |  |  |
|  | | | | |
| Projected connecting passengers (to UK regional origin airport) | | | | |
| UK business |  |  |  |  |
| UK leisure |  |  |  |  |
| Foreign business |  |  |  |  |
| Foreign Leisure |  |  |  |  |
| Total connecting passengers |  |  |  |  |
|  | | | | |
| Projected passengers (to UK regional origin airport) | | | | |
| UK business |  |  |  |  |
| UK leisure |  |  |  |  |
| Foreign business |  |  |  |  |
| Foreign Leisure |  |  |  |  |
| Total passengers |  |  |  |  |
|  | | | | |
| Load Factor | | | | |
| Average load factor |  |  |  |  |
| Break-even load factor |  |  |  |  |
| Target load factor for route to be sustainable |  |  |  |  |
|  | | | | |
| Fare Information | | | | |
| Intended fares by band or ticket type |  |  |  |  |
| Intended seat availability by fare band or ticket type |  |  |  |  |
| Ancillary revenue[[3]](#footnote-4) |  |  |  |  |
|  | | | | |
| Revenue (to UK regional origin airport) | | | | |
| Point-to-point fare revenue |  |  |  |  |
| Connecting fare revenue |  |  |  |  |
| Ancillary revenue[[4]](#footnote-5) |  |  |  |  |
|  | | | | |
| Total revenue |  |  |  |  |
|  | | | | |
| Costs | | | | |
| Total UK regional / origin actual airport charges including any airport discounts and before any start-up aid funding[[5]](#footnote-6) |  |  |  |  |
| Other variable costs[[6]](#footnote-7) |  |  |  |  |
| Non variable costs[[7]](#footnote-8) |  |  |  |  |
|  | | | | |
| Total costs |  |  |  |  |
|  | | | | |
| Start-up aid (if aid is being sought at both end of the routes please make this clear and set out charges at each airport and how much subsidy is being sought | | | | |
| Total UK regional/origin airport charges at published rates[[8]](#footnote-9) |  |  |  |  |
| Maximum anticipated funding sought[[9]](#footnote-10) |  |  |  | N/A |
| % of published airport charges being subsidised (maximum of 50%) |  |  |  | N/A |
|  | | | | |
| Profit / loss | | | | |
| Forecast profit / loss (without subsidy) |  |  |  |  |
| Forecast profit / loss (with subsidy) |  |  |  |  |
| Target profit loss for commercial viability |  |  |  |  |

Ex-ante business plan

Airlines musts submit an ex-ante business plan to show that the route cannot operate to acceptable levels of profit or loss during the initial start-up period without assistance, but that at the end of the funding period the route can operate on a commercial basis.

This should include:

* + Rationale for the route – what markets is it trying to serve, i.e. Point-to-Point, Onward Connecting, Business, Leisure, Inbound, Outbound
  + Why there is believed to be a ‘gap’ in the market
  + Strategic fit with other routes by the same airline
  + What other routes the aircraft will be used for
  + Fit with the origin airport route portfolio
    1. Information regarding the route
    2. Airports being served
    3. Distance between the two airports
    4. Journey times by different modes
    5. Proposed air service provision
    6. Aircraft type
    7. Catchment area size
  + Any information regarding previous services run on the route
  + Explanation why the route is not commercially viable in the years funding is being sought for
  + Evidence that supports the passenger number forecasts for each of the four years, including supporting evidence/rationale in relation to the levels of stimulation
  + Evidence to support that the route will be able to cover fixed and operating costs by the end of the funding period
  + Fare Strategy - If propose to increase fares to allow for increased revenue evidence that the market can sustain such increases
  + Benefits the route will provide:
    1. Business it will serve in the origin airports catchment area, including examples of individual organisations expected to benefit/use the service (if available)
    2. Inbound tourism
  + Description of marketing strategy – who is paying for it, advertising channels, key partners, budget
  + Commitments of other bodies:
    1. Regional government
    2. Tourism boards
    3. Local businesses

1. This is the Regional Airport against which funding is sought regardless of whether the route operates from or to this airport in the first instance. [↑](#footnote-ref-2)
2. This is the Regional Airport against which funding is sought regardless of whether the route operates from or to this airport in the first instance. [↑](#footnote-ref-3)
3. Any further breakdowns would be helpful [↑](#footnote-ref-4)
4. Any further breakdowns would be helpful [↑](#footnote-ref-5)
5. Provide a breakdown by individual elements that make up the airport charges if applicable [↑](#footnote-ref-6)
6. Any further costs breakdowns would be helpful [↑](#footnote-ref-7)
7. Any further costs breakdowns would be helpful [↑](#footnote-ref-8)
8. Provide a breakdown by individual elements that make up the airport charges if applicable [↑](#footnote-ref-9)
9. Subsidy will be paid per passenger flown up to either 75% load factor or the passenger / load factor for the route to be considered sustainable by the airline, whichever is less. It is expected that the subsidy required each year will decline. [↑](#footnote-ref-10)