

Airport Survey

Top 10 Customers at WB Airport

{Note: This survey was received from J. Torinus on July 17, 2007}

Executive Summary: 80% of the customers contacted responded to the survey. The total current usage for the respondents is 30— 36 times per year or approximately 3 times per month. The majority of the respondents utilize the smaller planes that seat 4 to 5 people for their business trips. The only exception is Kreilkarnp who utilizes their own Learjet that seats 6 to 8 people. In terms of future use, only 3 companies are committed to the expansion project and predict an increase in usage; API, Kreilkamp and Serigraph.

Survey Results

Serigraph Inc.

Current Usage – 10 to 12 per year for passengers, plus 3-4 cargo charters per year
of passengers per trip – 3 to 5 people per trip
Potential increase – As business development warrants

West Bend Mutual

Current usage – 2 to 3 times per year
of passengers per trip – 4 to 5 people per trip
Potential increase – No increase projected

Broan

Current usage — 1 to 2 times per year
of passengers per trip — 4 to 5 people per trip
Potential increase — No increase projected

Notes: A customer (Home Depot) flew in a few years ago and they were forced to use the Waukesha airport because of the plane size.

Regalware

Current usage — 2 to 3 times per year
of passengers per trip — 3 to 5 people per trip
Potential increase — No increase projected

Notes: One of their board members has his own plane and will use the airport, weather permitting.

API

Current usage — 3 to 4 times per year
of passengers per trip — 4 to 5 people per trip
Potential increase — Expected based on business needs.

Notes: They already responded to a Hartford area business survey identifying that they are for the WB Airport expansion.

Kreilkamp

Current usage — 12 times per year, but the plane is rented out for about 500 hours total per year.
of passengers per trip — 6 to 8 people per trip
Potential increase — They do expect a 10 to 15% increase over the next 10 years.

Notes: They are for the expansion — Currently if the weather is bad they are forced to land at the Fond du Lac Airport.

Charter — Left 2 messages, they would not return any phone calls.

Allen Edmunds — No corporate travel department. The Chairman has his own plane but they would not divulge how often it is used.

Accuity — Utilizes the Sheboygan Airport for travel needs.

Schreiber Foods — They do not utilize the airport for any travel