

6/16/17

Dear: Mark

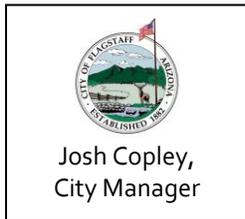
Thank you for taking the time at Jump Start to meet with us in regards to air service with United Airlines. We know that you will be making decisions on service for 2018 in the next couple of weeks and hope that Flagstaff, Arizona will be a part of your final plans.

We wanted to share with you again the support that our community will offer to air service for our business and leisure markets. We will fill your planes!

Please read the comments below from our business partners.



As the Mayor of Flagstaff, I know air service is important to the vitality of our business community as well as a value to our locals who choose to live here. Our Council supports the Flagstaff Airport and fly it whenever we travel for business or leisure. **I love our beautiful Flagstaff airport because this is one of the friendliest and well-run airports one can ever hope for in a community.** Additional service is key to assisting our busy schedules and getting our regional and international partners to our city. **We would be thrilled to have you and look forward to you partnering with Flagstaff.**



The City of Flagstaff is honored to maintain and operate what we feel is one of the best small airports in the country. **We know that offering reliable air service to our community members, business partners, and visitors is vital to our continued growth and prosperity.** Flagstaff continues to earn accolades as a premier travel destination, place to grow your business, and an environment that has cutting edge research and technology. **Additional air service connections through the Flagstaff Airport are vital to our quality of life.**



Time is money and is always in short supply when we rely on taxpayer funding. **The ease of flying from Flagstaff makes sense.** It's one way to support our hometown, and avoid traffic. Saving time is equal to pinching pennies. It's efficient and easy.



Northern Arizona University's administration, faculty, staff, students and their families, **account for significant use of the services at the Flagstaff Airport.** We are growing in size and prominence, with 22 thousand students in Flagstaff, nearly 5-thousand employees, and a research agenda that places us near the top 200 in the world. I use the airport regularly for business and personal travel and am often challenged to maintain direct flights or find the time and locations that fit my itinerary. This is a story that is repeated nearly every day from others at NAU. **The high use and limited options of the current service demonstrates the need for an additional airline for our community and university.**



Rich Bowen,
Associate Vice
President, Office
of the President

Northern Arizona University is growing at a fast clip adding over 1,000 students each year for the past six years bringing our current enrollment to over 30,000 with students hailing from all 50 states and 72 countries. Many of our researchers are engaged in translational research attracting collaborators and sponsored research with notable companies such as General Dynamics, Intel, Microchip, Choice Hotels, Air Force, Microsemi, Andreesen Horowitz, Google, Apple, and Boston Dynamics just to name a few. Our climate scientists and astronomers **work with governments and companies across the globe.**

As NAU's reach expands the need for air travel expands as well. Our students, faculty, and staff regularly travel across the United States and the world. Our partners and collaborators regularly travel to Flagstaff. **NAU's five year goal is continued expansion to 35,000 students and to be in the top 200 research universities in the country which only serves to create demand for expanded air service to and from Flagstaff.**



Greater
Flagstaff
Chamber
of Commerce

Julie Pastrick,
President
& CEO

On behalf of the Greater Flagstaff Chamber of Commerce we deeply appreciate United Airlines taking Flagstaff, Arizona under consideration for additional flight service. **The routes and connections that United Airlines could provide would be of great impact for our member businesses.** Efficiency in business travel is critical and a much needed component to productivity. We are certainly in need of an additional carrier and United would be a great fit for Flagstaff as our regional impact to the states is in the billions. As a strong advocate for business and a catalyst for economic development in the greater **Flagstaff region we look forward to the opportunity to partner with United Airlines in the near future.**



Jeff Blalock,
Medical Devices
Division

W.L. Gore & Associates, Inc., Medical Products Division, headquartered in Flagstaff is a manufacturer of high tech human implantable medical devices, with a Global Distribution and Sales network. In order to support the worldwide business needs of our Enterprise, we require extensive travel, both international and domestic. This travel need includes Flagstaff based Associates departing as well as non-Flagstaff Gore Associates and key business partners traveling to Flagstaff for meetings and other business engagements.

As a representative of Gore on the Planning Advisory Committee, we can offer this letter of support in the recruiting efforts of an alternative airline in Flagstaff. **This would provide our company and Associates more flexibility and better access to key markets and travel gateways in the USA.** A significant portion of our travelers utilize Phoenix as their departure and arrival point due to the current limited offering at the Flagstaff Airport. Gore would welcome an alternative carrier to help provide a greater selection of travel options.



Scott Hathcock,
President & CEO
NACET (Northern
Arizona Center for
Entrepreneurship)

"We are a **city of innovators** who make things happen. We are continually bringing new ideas to the marketplace in bio science, technology and manufacturing. Partnering with Flagstaff and **adding new airline connections would create exponential business growth** bringing new development and customers to our grand city."



Ali Applin,
SenesTech, Vice
President of
Business
Development

SenesTech is a rapidly growing biotechnology firm located in Flagstaff. In December of 2016, we became the first Northern Arizona Company to go public. Our stock is currently listed on NASDAQ under SNES. **We have business all over the United States and often travel internationally as well.** We choose to fly out of Flagstaff whenever possible as it is convenient and a pleasant flying experience. **More direct flight options out of Flagstaff would save us money and would allow us more time to focus on what really matters to us: growing our business.**



John Stigmon,
President & CEO
Economic
Collaborative of
Northern Arizona

A new (second) **air service is critical to the economic development of the Northern Arizona Region.** With the advent of technology our community is seeing a substantial growth of **technology workers that enjoy living in Northern Arizona,** yet are employed in major metropolitan areas such as Los Angeles, Palo Alto and other communities. Airline service is a **key factor for those employees to commute back to their employers** on a regular basis. We support the growth of air service to Flagstaff as it is the regional hub of Northern Arizona.



Dhiru "Robin"
Prema, President
Flagstaff Lodging
& Restaurant
Association

Flagstaff needs another airline to a major city other than Phoenix. **We are the Gateway to the Grand Canyon,** so connections to Las Vegas, Los Angeles, and Colorado would be an additional plus. Our Hospitality industry continues to yield the highest occupancy and Average Daily Rates in the State. We are increasing hotel rooms by 25% with next few years due to demand. This in itself shows **we need another airline to service our visitors from all around the world.**



Trace Ward, CVB
Director Flagstaff
Convention and
Visitors Bureau

Flagstaff has 100,000 square feet of meetings space housed in or near key accommodations. Currently, the strategy to capture meetings and conventions business for Flagstaff is primarily focused on the 'drive market' as there simply is not enough lift in and out of the city to support groups of travelers that have the same basic in/out pattern. **A second airline or second route would increase our chances of booking conferences with attendees from a more regional area.** Furthermore, some international travelers are not comfortable driving in the U.S. and prefer to fly from one destination to the next on their visit. **More air service would increase our international visitation.**



**CHOOSE
FLAGSTAFF**

David McIntire,
Community
Investment
Director, City of
Flagstaff

Additional air service is critical, and would be mutually beneficial, to the City of Flagstaff's growing economic health and diversity. More direct access to California and the northwest, or destinations to the east, would be greatly beneficial to a number of the business sectors here. Many of the companies that are locating, expanding, and growing in Flagstaff have important connections to other firms or markets outside of the region. Their ability to fly is a critical part of the effectiveness of that arrangement. With enhanced air service, Flagstaff will be able to continue its growth trajectory and to continue to create new jobs and industries that will need to fly.

Outreach We market the Flagstaff Airport to our local community as well as internationally along with the CVB's year-long efforts.

I Always Fly Flagstaff First

"The tourism industry is vibrant in our community and our hotel sees first-hand the activity our patrons have with utilizing the Flagstaff Airport. We also travel by air for our conferences and meetings and know that reliable air service is one of the major components needed to do our jobs effectively. We love flying Flagstaff and look forward to more connections in the future."

Susan Shields
Director of Sales
Little America Hotel.

Ryan Kennedy
Senior Sales Manager
Little America Hotel.







I Always Fly Flagstaff First

"I fly out of Flagstaff because it maximizes my time with my family and allows for greater productivity at work. I don't lose hours of my day behind the wheel of a car."

Benjamin Withey
Director Business Development
Definiens Inc.







I Always Fly Flagstaff First

"As leaders of the Coconino County Workforce Department, our job is connecting the workforce, creating career opportunities, along with supporting education and employer partnerships, which is why our time is valuable when traveling. Our employer, values that time and knows that flying out of the Flagstaff Airport gets us back on the job faster, relaxed, and ready to go."

Cindy Wilson
Deputy Director

Carol Curtis
Director







I Always Fly Flagstaff First

"I always fly Flagstaff first because it's convenient, dependable and, if you're inclined, you can now fly first class!"

Chris Bavasi
Former Mayor of Flagstaff
Flagstaff Community Member






I Always Fly Flagstaff First

"I love flying out of Flagstaff: free parking, easy way into the system, friendly staff, no I-17 drive, and how about those CRJ700's! What's not to like?"

Jeffrey Hall
Lowell Observatory, Director
Flagstaff Community Member







I Always Fly Flagstaff First

"For people who make Flagstaff a home base, but work everywhere else, you can't beat the convenience of FLG. I'm traveling 200 days a year, so I consider the staff at FLG part of my team!"

Alice L. Ferris
MBA, CTRP, ACFRE
Partner, Goodstein LLC
Flagstaff Community Member







I Always Fly Flagstaff First

"I utilize the Flagstaff Airport for my business and leisure travel needs. Just this past year I flew to Hawaii, Seattle, and New York City. The convenience of flying from the city I live in has been a true time savings. I am excited about the larger planes they have and hope to see more routes in the future."

Alli Applin
VP of Business Development, SenesTech
Flagstaff Community Member








**WE HOPE YOU WILL CHOOSE
TO GROW WITH US!**

Sincerely,
Barney Helmick, Airport Director
Heidi Hansen, Economic Vitality Director,
Barbara Goodrich, Deputy City Manager