

From: [K Rowell](#)
To: [citycouncil](#)
Subject: new airline
Date: Wednesday, July 23, 2025 12:55:52 PM

To Whom It may Concern:

I wanted to email you to advocate on behalf of Fly Salem. I was very disappointed to find out that Avelo was pulling out of Salem. I used the airline several times while they were here and it was wonderful flying in and out of my local airport.

I want to encourage the city council to do everything they can to secure a replacement airline. Let me know what I can do to help.

Thanks,
Kathy Rowell

From: [Courtney Knox Busch](#)
To: [Amy Johnson](#); [Rachael Gangelhoff](#)
Subject: FW: Community Survey Results for Commercial Air Service
Date: Monday, July 28, 2025 9:17:06 AM
Attachments: [image001.png](#)

I've confirmed this is testimony for tonight's City Council meeting.
The survey link is important, as the results are updated as responses come in.
Thank you.

- Courtney

From: Angie Villery <angie@travelsalem.com>
Sent: Thursday, July 17, 2025 4:17 PM
To: Krishna Namburi <KNamburi@cityofsalem.net>; Courtney Knox Busch <CBusch@cityofsalem.net>
Cc: Irene Bernards <irene@travelsalem.com>; Kara Kuh <Kara@travelsalem.com>; John Pataccoli <jpatwine@gmail.com>; Brent DeHart <brentdehart@comcast.net>; tom@saalemchamber.org; Jack Penning <jack.penning@volaireaviation.com>; John Paskell <JPaskell@cityofsalem.net>; Mark Becketl <MBecketl@cityofsalem.net>; Brian Martin <BMartin@cityofsalem.net>
Subject: Community Survey Results for Commercial Air Service
Importance: High

Good afternoon! As we had previously discussed ... Travel Salem issued a community survey on Tuesday this week to ascertain support for a new commercial airline. We have secured a significant sample size for this survey with 531 responses in just 2 days, and more still coming in.

Please visit this link to view the survey results:

https://www.surveymonkey.com/results/SM-f23NNslNHxlCPrxSAjM1bA_3D_3D/

The community overwhelmingly supports commercial air service with a new carrier. They also support the destinations that the new carrier would offer, and value the local amenities that Salem Willamette Valley Airport provides. Some respondents noted concerns about deportation flights, and Salem general fund expenditures for airport operations.

Please review and let me know if we can get together to discuss next steps. We have a very narrow window to put together a new MRG to take advantage of a carrier interested in the market. Note: the prospective carrier does not operate deportation flights and the MRG need is only \$1 million (which would fly to one or more of our top destinations). Travel Salem is likely able to bring roughly \$300k for the MRG, but will need help with the rest.

Let me know if we can meet to discuss!

Thank you!



angie

VILLERY

president & CEO

(aka playmaker)

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From: [Tim Hay](#)
To: [CityRecorder](#)
Subject: Comment on Agenda Item 6.c
Date: Thursday, July 24, 2025 10:39:26 AM

Dear Salem City Council,

Upon reviewing the report regarding commercial air service and the departure of Avelo at the Salem -Willamette Valley Airport, it missed some critical points regarding the success of the service here. From the start of service to March of this year, over 37,000 visitors came to Salem and spent over \$31 million into the local economy. These visitors who stayed in local hotels contributed to the Salem TOT tax that supports area non-profit organizations, they ate at local restaurants that employ local residents and spent time and money and other local tourist destinations in the Salem area. This wouldn't have happened if commercial air service weren't available in Salem. Yes, Salem is sandwiched between Portland and Eugene, however people flying into those airports, never make it as far as Salem when exploring Oregon.

Regarding load factors, Salem was the second most successful station for the Burbank base according to passenger data available. It was only slightly behind Redmond and well ahead of Eugene. This is remarkable considering both Redmond and Eugene had Avelo service in 2021, Salem received Avelo service two years later and built up a thriving market. Loads were averaging 89% Las Vegas service has also been on the rise. The past few weeks, planes to both Burbank and Las Vegas have been full on inbound and outbound flights.

What this means is Salem has proven itself as a viable market for commercial air service and we should continue to pursue it. The infrastructure and equipment to begin the previous service has already been paid for and we shouldn't let that investment go to waste.

There are other carriers who have noticed Salem has a viable market because of the Avelo service and Salem should actively pursue them. As standard in the aviation industry, airlines entering a new market will need some incentive to offset their costs as they build up the market. We should not let that be a deterrent. As noted above, had Salem not made the investment in bringing Avelo to Salem, we wouldn't have seen the positive economic impact that was brought into the area.

Best regards,

Tim Hay, President
Fly Salem Foundation