



OREGON EMERGENCY MANAGEMENT ASSOCIATION

P.O. Box 7309, Beaverton, OR 97007

www.oregonemergency.com



Received At Council Meeting
Meeting Date: 11/13/18
Agenda Item: 3.3e
Received by: C. Knox Busch
From: Spencer Carroll

2018 Officers

Ed Flick
President
503.365.3133

Kelly Piper
Vice President
503.687-3926

Cheryl Vandlac
Treasurer
503-846-3485

Krista Carter
Secretary
503.588.5108

Jenny Demaris
West Side Rep
541.265.4199

Nathan Garibay
East Side Rep
541.617.3303

Eric Plebuch
Past President
541.501.2696

"Partnering For a Safer Oregon"

October 30, 2018

RE: Commercial Air Service to McNary field, Salem, OR

To Whom It May Concern:

The Salem Airport Disaster Preparedness Group, headed by Neal White, has been working in collaboration with Marion County Emergency Management, the City of Salem Emergency Manager and various other state and local agencies to assess the resiliency of Salem's airport. This whole of community approach represents the best possible practice in emergency management, and the effort could not be more important to Salem and Marion County. Indeed, the ability of McNary Field to support an emergency response following a Cascadia Subduction Zone Earthquake has statewide significance.

Current plans for such a response from the Federal Emergency Management Agency identify Salem as a principle airport that will support the delivery of supplies to the region as well as the evacuation of people out of the area. Salem is of such importance that the Oregon Office of Emergency Management prioritized Salem to be the second airport in the entire state to be scheduled for a FEMA assessment. Only Redmond, the primary federal staging area was given a higher priority. This assessment, which will take place in November, will further highlight the importance of the field and identify gaps in its preparedness. The principle gap at this time is the limited ability for US Air Force C-17 aircraft to operate into and out of the field.

In numerous meetings with state and federal officials, it was made clear to me that Salem will be much more likely to receive federal assistance to increase the capacity of the field if commercial service was restored to Salem. The approval of the ROAR Grant to attract and support airline service at McNary Field is an important step in the right direction to build resiliency in Oregon.

Ed Flick
President



SLE

- 5,811-foot runway with full ILS.
- Can handle 737 jets
- Air traffic control tower
- GPS navigational capabilities. Garmin Industries is located at the Salem Airport
- Part 139 certified (Category 4 w/ ability to move to Cat. 3)
- ARFF Index B
- Finalized security plan and TSA federalized
- **Terminal Expansion:** The Salem Airport expanded and remodeled its passenger terminal. The Passenger terminal was doubled in size in 2011 to 13,600 Sq.

Bring Back Sustainable Commercial Air Service to Salem

It has been over 10 years since Salem has had regular commercial air service and Salem is in a prime position to bring it back.

2nd Largest City in Oregon, 167,419

Neighboring city Keizer has 38,980

Total of Salem/Keizer is 206,399

420,200 Marion & Polk Counties (Salem MSA)

Over 530,000 people live within a 25 mile radius of Salem

Another 100,000 people are expected in the next 15 –20 years

A thriving economy including:

- Amazon locating in Salem bringing 1,000 new jobs
- A building boom in downtown Salem
- A consistently booked convention center
- An almost full Mill Creek Corporate Center
- Salem Hospital Expansion
- A Tourism Destination

Oregon State Capital

6 area colleges and universities

Several national and international employers



Salem Catchment area has 579,000 people
 90% live closer to Salem than other airports

It can work: When Delta/SkyWest was in Salem, it was their most successful start up and was considering adding Seattle before the economy crashed in 2008. Over 33,000 enplanements occurred in 15 months, achieving an average 64% load factor with strong summer peaks.



Consider the costs of flying from PDX

\$24.00 per day to park (Possible free parking in Salem)
 \$72.15 for round trip mileage reimbursement
 Additional costs for overnight hotel stays
 Over 3 hours (and usually more) of lost productivity and additional stress of navigating Interstates 5 and 205
 Proposed tolling on Interstate 5

Passenger Statistics

Salem generates over 1.1 Million Origin & Destination passengers annually (93% through PDX, 5% through EUG and 2% through SEA)

More than 1/3 of passengers destined for west coast locations

Los Angeles is the top destination with 163,000 passengers annually

Las Vegas 2nd rank location at over 82,000 passengers annually

San Francisco is 3rd and Phoenix is 4th.

Several day trips occur between Seattle on Salem using I-5.

Service to Seattle and San Francisco are the best choices. Denver is a third.



The possibilities are endless with connections to either Seattle, San Francisco or Denver

San Francisco



76 one-stop cities + partners
6.7% capture—flights 85%

Seattle

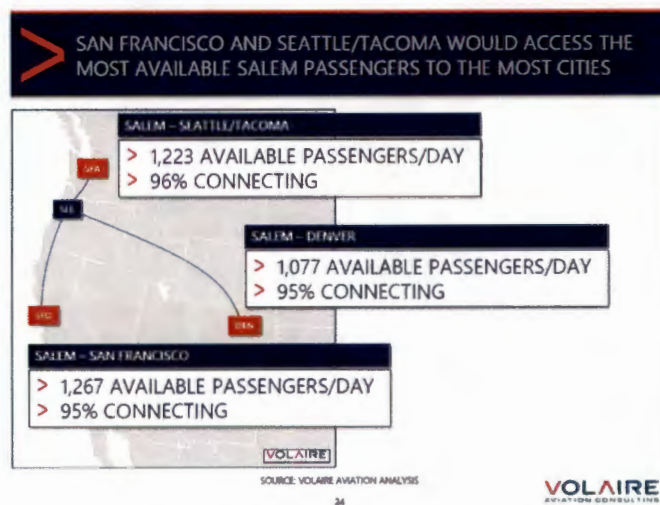


72 one-stop cities + partners
10.5% capture -fill flights 85%

Denver



89 one stop cities + partners
7.9% capture -fill flights 85%



What will it take?

It takes a significant amount of resources for an airline to begin service to a new location. Even though we think Salem has the ability to support service, airlines will want some “skin in the game” from a city to offset any potential losses. For Salem to seriously be considered, we want to create a risk mitigation target of \$1.7 to \$2.0 Million. This would be through a combination of local funding and a Small Community Air Service Development Grant.

Timeline

Summer 2018: Develop Local Funding
 Fall 2018: Airline Meetings
 Fall 2018: Submit Small Community Air Service Development Grant
 Winter 2018/19: Additional Airline Meetings
 Earliest potential start date: Late 2019/2020

It will take broad community support to attract an airline and support the service once it arrives in Salem.

Are you on board?

Air service forum poll results June 11 2018

Current run (last updated Jun 11, 2018 1:42pm)

7

Polls

170

Participants

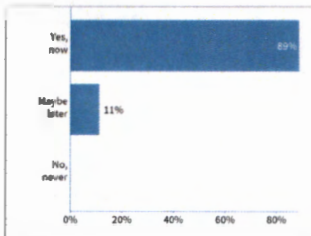
154

Average responses



Average engagement

Based on the data presented today, do you feel Salem and the Mid-Valley is a viable market for commercial air service?



Response options

Yes, now

Count

126

Percentage

89%

Maybe later

16

11%

No, never

0

0%

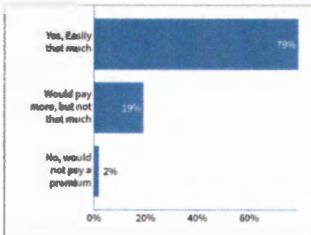


Engagement

142

Responses

Would you be willing to pay a higher price to fly out of Salem, such as \$40, to avoid going to PDX?



Response options

Yes, Easily that much

Count

128

Percentage

79%

Would pay more, but not that much

31

19%

No, would not pay a premium

3

2%

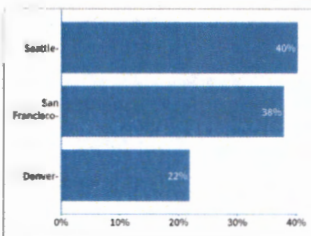


Engagement

162

Responses

Which of the top three destination possibilities would you most like to see first?



Response options

Seattle-

Count

68

Percentage

40%

San Francisco-

64

38%

Denver-

37

22%

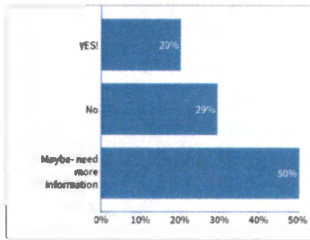


Engagement

169

Responses

Would you or or organization be willing to pledge money toward the revenue guarantee?

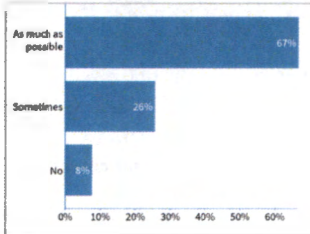


Response options	Count	Percentage
YES!	28	20%
No	41	29%
Maybe- need more information	70	50%



139
Responses

Would you make an effort to connect out of Salem vs taking a non-stop from PDX?

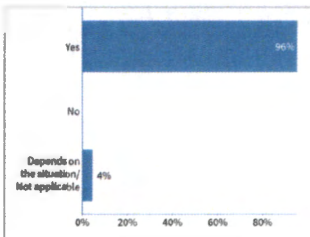


Response options	Count	Percentage
As much as possible	104	67%
Sometimes	40	26%
No	12	8%



156
Responses

To ensure the air service succeeds and sustains, would you promote use of the service within your organization and social contacts?

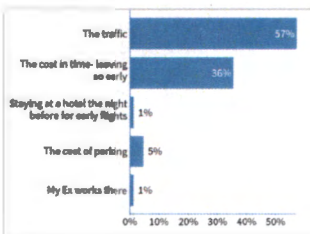


Response options	Count	Percentage
Yes	149	96%
No	0	0%
Depends on the situation/ Not applicable	7	4%



156
Responses

What do you hate the most about using PDX?



Response options	Count	Percentage
The traffic	87	57%
The cost in time- leaving so early	54	36%
Staying at a hotel the night before for early flights	2	1%
The cost of parking	7	5%
My Ex works there	2	1%



152
Responses

Received At Council Meeting
Meeting Date: 11/13/18
Agenda Item: 3.3e
Received by: C. Knox Busch
From: Brett Harrison

Letters of Support
Return -Salem/Mid-Willamette Valley Scheduled Commercial Air
Service

Marion County
Polk County
City of Keizer
City of Independence
City of Silverton
Travel Salem
Oregon State Wine Board
Willamette Valley Wine
Willamette Valley Visitor's Association
SALA/Salem Area Lodging Association
Silverton Chamber of Commerce
SEDCOR
Salem Health – Hospital and Clinics
NORPAC
Oregon Aviation Industries
GARMIN
Woodburn Premium Outlets
Western Oregon University
Corban University



Marion County

OREGON

Board of Commissioners

(503) 588-5212
(503) 588-5237-FAX

October 17, 2018

RE: Commercial Air Service to McNary Field, Salem, Oregon

BOARD OF COMMISSIONERS

To Whom It May Concern:

Janet Carlson
Kevin Cameron
Sam Brentano

The Marion County Board of Commissioners supports the regional effort to secure sustainable commercial air service to McNary Field in Salem, Oregon. The county has a concentrated population base, surrounded by small communities that have limited air transportation options. We believe this will serve a wide band of the population, including private sector business, agriculture, government, and education sectors with a promise to lower congestion and decrease travel times.

CHIEF ADMINISTRATIVE OFFICER

John Lattimer

The future economic development of scheduled passenger service is a must for a robust growing population attracting new employers in diverse industries. In addition, the travel and tourism industry continues to generate an increasing number of visitors to our State Capitol and the surrounding wine industry counties.

Lastly, evacuating people out of the mid-valley will be critical in natural emergencies, such as the expected Cascadia earthquake event, when bridges to Portland are expected to be inoperable and vehicular travel to Portland impossible.

We ask for your favorable consideration for this very worthwhile service bringing valuable economic benefits to our communities.

Sincerely,


Janet Carlson, Chair


Kevin Cameron, Vice Chair


Samuel A. Brentano, Commissioner



POLK COUNTY

POLK COUNTY COURTHOUSE • DALLAS, OREGON 97338
(503) 623-8173 • FAX (503) 623-0896

BOARD OF COMMISSIONERS

Commissioners
CRAIG A. POPE
MIKE AINSWORTH
JENNIFER L. WHEELER

GREGORY P. HANSEN
Administrative Officer

October 29, 2018

Please accept this letter from the Polk County Board of Commissioners to express our full support for the regional effort to secure sustainable commercial air service to McNary Field in Salem, OR. Polk County is primarily a rural county with limited air transportation options, requiring significant amounts of ground transportation to access large hub facilities.

The economic development aspect of scheduled passenger service is particularly strong as the travel and tourism industry would have potential to generate more visitors, and revenue to our County and its growing tourism opportunities.

Lastly, it would be providing our citizens with much needed transportation alternatives we don't currently have. The increasing ground transportation costs and inconvenience to access major airlines in Oregon put Polk County citizens at a disadvantage. We appreciate the efforts we see to improve the quality of life and the economic dynamics for our Willamette Valley citizens and will be ready to engage at the next steps of exploration.

Sincerely,

Polk County Board of Commissioners

Mike Ainsworth, Chair

Craig Pope, Commissioner

Jennifer Wheeler, Commissioner



City of Keizer

Phone: (503) 390-3700 • Fax: (503) 393-9437
930 Chemawa Rd. N.E. • P.O. Box 21000 • Keizer, OR 97307-1000

November 6, 2018

Small Community Air Service Development Program
Office of Aviation Analysis
1200 New Jersey Avenue, SE W86-307
Washington, DC 20590

Re: Commercial Air Service to Salem (SLE)

To whom it may concern:

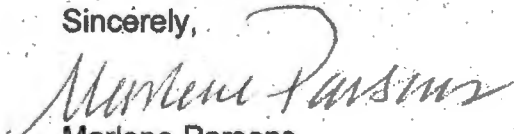
Please accept this letter as confirmation of the City of Keizer Council's support for bringing back sustainable commercial air service to Salem, Oregon.

At its regular meeting on November 5, 2018, the Keizer City Council unanimously voted to support bringing back sustainable commercial air service to Salem, Oregon. Members of the City Council voiced support of the project and the importance of bringing back commercial air service to Salem.

The City of Salem is the second largest city in Oregon with a thriving economy and six area colleges and universities nearby. The City of Salem is also the Capital of the state. The City of Keizer is a neighboring city. Colleges, businesses, and legislators require commercial flights to the economic hub of our state and citizens and visitors need reasonably-priced passenger air service to access recreational, industrial, and professional opportunities. The City of Salem's and the City of Keizer's tourism economy is dependent upon transportation available to our area. Bringing back commercial air service to Salem will enhance tourism for both the City of Salem and the City of Keizer.

The Keizer City Council wholeheartedly supports bringing back commercial air service to Salem.

Sincerely,


Marlene Parsons
Council President

"Pride, Spirit and Volunteerism"



INDEPENDENCE

Oregon's Story Begins Here

CITY OF INDEPENDENCE

October 29, 2018

RE: Commercial Air Service to McNary Field, Salem, Oregon

To Whom It May Concern:

The Independence City Council supports the regional effort to secure sustainable commercial air service to McNary Field in Salem, Oregon. Independence is a city of 10,000 in Polk County, approximately 15 miles from Salem with limited air transportation options.

We believe the benefits are many: additional transportation options for our residents and businesses; economic development; and a boost to our tourism efforts.

We ask for favorable consideration of this effort to bring more transportation options to our community.

Very Truly Yours,

John McArdle
Mayor



City of Silverton

Mayor

306 S. Water St. • Silverton, OR 97381

(503) 873-5321

www.silverton.or.us

November 9, 2018

Brent Dehart
465 Commercial St., Suite 100
Salem, OR 97301

RE: Commercial Air Service to Salem (SLE)

Mr. Dehart,

Please accept this letter as confirmation of the City of Silverton Council's support for bringing back sustainable commercial air service to Salem, Oregon.

At its regular meeting on November 5, 2018, the Silverton City Council provided unanimous consensus to support this endeavor. Members of the City Council voiced their support of the project and the potential benefits to Silverton's economy.

Salem is the state capital and second largest city in Oregon with a thriving economy. The City of Silverton is located only 15 miles east of Salem and home to a number of tourist destinations. Access to air transportation close to home would benefit our local residents and allow visitors to arrive even closer to the wonderful amenities in our area. Silverton is home to the Oregon Garden, a stunning 80-acre botanical garden featuring more than 20 specialty gardens that showcase the botanical beauty of the Willamette Valley. Located on site is the Oregon Garden Resort and Spa and Frank Lloyd Wright's Gordon House, the only example of Wright's work in Oregon. Visitors can stroll through Silverton's Historic Downtown that boasts a number of shops, restaurants, a theater, a boutique hotel, as well as 15 murals that are painted and maintained by local and regional artists. They can take a short drive to Oregon's largest state park and hike the Trail of Ten Falls at Silver Falls State Park. These are just a few of the great things that our community has to offer visitors to the Willamette Valley.

The Silverton City Council applauds the community-driven effort to restore regular commercial air service to Oregon's state capital. The City of Silverton and the entire mid-Willamette Valley would benefit from their success. The Council wholeheartedly supports commercial air service in Salem and looks forward to the return of this vital service.

Sincerely,

Kyle Palmer
Mayor
City of Silverton



September 13, 2018

We are writing to express our support for the return of commercial air service to Salem, Oregon. It has been more than 10 years since regular commercial service existed in Salem, and the region is in a prime position to welcome it back.

The visitor industry in the Salem region is stronger than ever, generating a record \$593.1 million in estimated visitor spending and an additional \$4.5 million in lodging tax revenue.*

Commercial air service will further boost the economic impact of the industry, making direct travel to and from the area easier and more accessible to the millions of people who visit our area each year.

In addition, the Salem area generates 1.1 million passengers to Portland International Airport (PDX) – with than 530,000 people who live within a 25-mile radius of Salem.** As traffic congestion in the Portland area and the Mid-Willamette Valley continues to increase, having commercial air service in Salem will mean significantly less travel time to and from the Portland airport and a reduction in mileage/fuel costs. Also, a significant amount of room nights are lost in the Salem region due to travelers who book a room near PDX on the final night of their visit when they have an early flight the following morning. Having commercial air service in Salem would allow us to capture the room and lodging tax revenue that is currently being lost.

Salem is a “destination gateway” to culinary adventures, natural treasures and unique cultural experiences as well as a key entry point to other Oregon Wine Country adventures. Bringing commercial air service back to the region will bolster both leisure and business travel to the area, which will in turn generate more dollars in direct visitor spending, lodging tax revenue and job creation. We fully support commercial air service in Salem and look forward to the return of this vital service in our region.

Sincerely,

Angie Onyewuchi, President & CEO

*Dean Runyon Travel Impact Report, 1991-2017

**Volatre Aviation Consulting



OREGON
WINE
BOARD

October 17, 2018

To Whom It May Concern:

The Oregon Wine Board (OWB) is writing to express our support for the return of commercial air service to Salem, Oregon. Oregon's wine economy is a critical element in our state's economy generating annual economic impact of \$5.6B and 30,000 jobs. Related wages topped \$1B, which led to over \$155M collected by the state in taxes.

Oregon's wine regions are a strong attraction for tourists and the upscale demographics of wine consumption ensure that many wine tourists spend more than the average visitor, boosting restaurant and hotel revenues. Growth was propelled by the exponential effect of an increase in visitors to Oregon, an increase in the proportion of them that were tourists or "leisure visitor," and an increase in the percent who visited wineries. Total revenue was almost \$787M, up from \$295M in 2013, a 162% increase over three years. The Salem area is in the epicenter of our state's most widely acclaimed grape growing region and the Willamette Valley is recognized now around the world for some of our industry's most sought after wines.

The visitor industry in the Salem region is stronger than ever, generating a record \$593.1 million in estimated visitor spending and an additional \$4.5 million in lodging tax revenue. * Commercial air service will further boost the economic impact of the industry, making direct travel to and from the area easier and more accessible to the millions of people who visit our area each year.

In addition, the Salem area generates 1.1 million passengers to Portland International Airport (PDX) and has a population of 530,000 people who live within a 25-mile radius of Salem. ** As traffic congestion in the Portland area and the Mid-Willamette Valley continues to increase, having commercial air service in Salem will mean significantly less travel time to and from the Portland airport and reduced mileage/fuel costs. Also, a large number of room nights are lost in the Salem area due to travelers who book a room near PDX on the final night of their visit when they have an early flight the following morning. Having commercial air service in Salem would allow us to capture the room and lodging tax revenue that is currently being lost.

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Sincerely,

President, Oregon Wine Board



WILLAMETTE VALLEY WINE

SEPTEMBER 18, 2018

We are writing to express our support for the return of commercial air service to Salem, Oregon. It has been more than 10 years since regular commercial service existed in Salem, and the region is in a prime position to welcome it back.

The visitor industry in the Salem region is stronger than ever, generating a record \$593.1 million in estimated visitor spending and an additional \$4.5 million in lodging tax revenue.* Commercial air service will further boost the economic impact of the industry, making direct travel to and from the area easier and more accessible to the millions of people who visit our area each year.

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Salem is a "destination gateway," a key entry point to Willamette Valley wine country with vibrant culinary adventures, natural treasures and unique cultural experiences. With more than 500 wineries between Portland and Eugene, having a central entry point for commercial air travel will enhance visitation to this leading driver of tourism to the Willamette Valley.

Bringing commercial air service back to the region will bolster both leisure and business travel, which will in turn generate more dollars in direct visitor spending, lodging tax revenue and job creation. We fully support commercial air service in Salem and look forward to the return of this vital service.

Sincerely,

Morgen McLaughlin
Executive Director, Willamette Valley Wineries Association

**Dean Runyon Travel Impact Report, 1991-2017*

***Volairé Aviation Consulting*

WILLAMETTE
VALLEY WINE

PO Box 25162
Portland, OR 97298

503.297.2962
willamettewines.com

@wwwines



September 12, 2018

To Whom It May Concern:

The Willamette Valley Visitors Association (WVVA) is writing to express our support for the return of commercial air service to Salem, Oregon. It has been more than 10 years since regular commercial service existed in Salem, and the region is in a prime position to welcome it back.

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Sincerely,

A handwritten signature in dark ink, appearing to read "Irene Bernards".

Irene Bernards

President, Willamette Valley Visitors Association

**Dean Runyan Travel Impact Report, 1991-2017*

***Voltaire Aviation Consulting*



September 12, 2018

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Sincerely,

Scott Snyder
Salem Area Lodging Association.

***Dean Runyan Travel Impact Report, 1991-2017**

****Voltaire Aviation Consulting**



November 8, 2018

RE: Letter of Support – Salem (SLE) Air Service

To Whom It May Concern;

The Silverton Chamber of Commerce is in full support of the efforts by the Salem & Mid Valley Commercial Air Service Recruitment Campaign to bring passenger air service back to the Salem Airport.

For small towns such as Silverton and those that surround us, tourism and development of our economic opportunities through regional partners is key to a strong, sustainable economy. Creating opportunities and resources that feature our area would be a huge plus.

As the Silverton Chamber of Commerce and Visitor Center work to bring visitors to our area, it's nice to have partners who recognize the impacts that regional travel would bring to a rural community like ours. We can't wait to see how the introduction of local air service will impact our economic development efforts and build on our vibrant business environment.

We are proud to support the plan for regional air service in Salem, Oregon and look forward to the opportunities such a service will provide.

Sincerely,

Stacy Palmer, IOM
Executive Director

Aug. 27, 2018

Brent Dehart
465 Commercial St. NE, Suite 100
Salem, Or. 97301

President
Chad Freeman

2018-2019
Executive Council

Chair
Mark Hoyt
Sherman Sherman
Johnnie & Hoyt, LLP

Secretary/Treasurer
Chair Elect
Daryl Knox
The Aldrich Group

Past Chair
Rich Duncan
Rich Duncan Construction

Members at Large

Kevin Cameron
Marion County
Commissioner

Michael Fowler
Cabinet Door Service

Lesia Goff
Wells Fargo Bank

Nathan Levin
N. Levin Industrial Real
Estate

Steve Powers
City of Salem

Steve VanArsdale
Garmin AT, Inc.

Dear Brent,

Thank you for the opportunity to work with you and the Mid-Valley Air Service Steering Committee on your quest to bring a commercial airline service to the Salem Airport, McNary Field.

Local connections to a global marketplace are a big piece of what we do at SEDCOR. Helping local companies like Garmin, Kettle Foods, Norpac, and others sell to markets far outside Oregon as well as the work we do with companies interested in moving to Oregon, we see air service as an essential part of our connectivity.

Whether a firm is currently located in the region or is planning to locate, transportation is vital to a company's success. They want to be able to travel to and from locations quickly. Bringing a commercial airline service to the Salem would allow company employees to save time and money commuting to Portland.

A commercial airline would assist in reducing the traffic on Interstate 5. Many people living in or near Salem have shared their frustrations about the amount of time it takes to drive to Portland International Airport.

Along with Travel Salem and the Salem Area Chamber of Commerce, SEDCOR lends its support to the Mid-Valley Air Service Steering Committee to bring a major carrier to the Salem Airport, McNary Field.

Please feel free to contact me if I can answer any questions or be of further assistance.

Sincerely,



Chad Freeman
President



Salem Health
P.O. Box 14001
Salem, Oregon 97309-5014
503-561-5200 • salemhealth.org

October 29, 2018

To Whom It May Concern

On behalf of Salem Health Hospitals and Clinics, I would like to express my support for the proposed commercial air service in Salem. Regular air service by a trusted carrier in the industry is a much needed investment for both quality of life and economic vitality of the mid-Willamette Valley.

While Salem Health does not have a large number of employees who utilize air service for work purposes, we do have employees who travel to conferences and trainings on a regular basis. Traveling to and from PDX can add a full day – and sometimes two – to their trip. We also often have candidates flying in for interviews, which requires the additional cost of car rental and sometimes an additional night at a hotel. Commercial air service to Salem would provide efficiency and cost savings not currently available.

Recruiting and retaining employees is also a critical concern for Salem Health. We believe there are many wonderful reasons to live in Salem and adding the benefit of air service can only help in our recruitment processes. Additionally, the majority of our 4,500 employees live in the mid-Willamette valley and we believe commercial air service would be highly appealing to them for personal travel.

The community driven effort to restore regular air service to the Salem area is commendable. As the state capital, it makes sense for a multitude of reasons, economical and other. We are happy to support this work and look forward to the opportunity to use the service as we work to improve the health and wellbeing of the community.

Sincerely,

A handwritten signature in black ink, appearing to read "Cheryl Wolfe".

Cheryl Wolfe, President and CEO
Salem Health



NORPAC FOODS INC.

3225 25th St. SE
Salem, OR 97302-1133
PO Box 14444
Salem, OR 97309-5012
503-480-2100

October 4, 2018

Brent Dehart
465 Commercial St., Suite 100
Salem, Oregon 97301

Re: Salem Airport Open to Commercial Airlines

Dear Brent,

NORPAC Foods would like to express our appreciation for your essential work regarding the future of commercial air transportation in Salem, Oregon, our state's capitol. NORPAC Foods, Inc. is a farmer-owned cooperative representing over 200 growers in the Willamette Valley, providing jobs for over 1,500 employees. We believe strongly that reestablishing public commercial air transportation at McNary Field Airport is in the best interest of all residents and businesses in the area.

To best serve our customers, it is essential that NORPAC has access to local air travel to host visits to our corporate headquarters. We fly in business partners and customers from across the nation as well as internationally on a regular basis. Having a local airport would attract additional potential customers as well as current customers to visit our plants and fields and use their time more productively. These opportunities to increase business by impressing existing and new customers with on-site tours and presentations highlighting NORPAC's commitment to excellence in both local agriculture and food processing is vital to the health and future success of our company as well as providing much needed transportation options for the region, lowering congestion and improving overall economic development in the area.

NORPAC Foods is highly supportive of this very important project. We encourage you to continue planning efforts to bring public commercial air transportation to our state's capitol.

Sincerely,

Shawn M. Campbell
President & CEO



Oregon Aviation Industries



October 24, 2018

Letter in support of establishing air service at the Salem, Oregon airport

Oregon Aviation Industries (ORAVI) is in favor of reestablishing airline service at the Salem Oregon airport (KSLE). As a non-profit organization with 100 aviation company members we have a statewide view of aviation and its associated travel and economic development benefits. The time has come for Salem to utilize its existing excellent airport to its full potential.

As the Oregon State capital, thousands of people, legislators, educators, government employees and business people travel to/from Salem on a regular basis. The Salem airport can provide flights that connect to major airline hubs such as Denver, San Francisco and Seattle; and it can serve as a synergistic center for potential future rural air service to/from communities across the state.

The Salem airport has an existing passenger facility, a control tower and an excellent runway system with instrument approaches to serve airline transportation. It was a very popular airport prior to airline deregulation. It can be again.

Consultant studies have determined that there is adequate demand and potential passenger loads to launch air carrier service at Salem providing the adequate resources are put into place.

As the state capital, Salem deserves warrants and demands air carrier service to serve our state, our communities and the nation. ORAVI supports these efforts.

Sincerely,

Gale 'Jake' Jacobs
Executive Director
Oregon Aviation Industries



October 10, 2018

As an aviation business employing over 530 people located at the Salem Airport, Garmin AT, Inc. supports the return of commercial air service to Salem. With our employees traveling frequently and a high number of visitors coming to our facility from other Garmin locations, the benefit of having a local air service would significantly improve our travel times, reduce cost, and reduce the difficulties associated with commuting over an hour each way to fly from Portland International. As most of our visitors commute back to Portland and stay there overnight prior to their flights, a local commercial air service would also help increase hotel and entertainment revenues in Salem.

As a company which recruits top notch talent throughout the U.S., having a local commercial air service would provide Garmin AT with another selling point. When potential candidates fly in to Portland and must commute to Salem, they also recognize this may impact both work and personal travel plans as it significantly increases the cost and time needed to travel. With local commercial air service, it will be another selling point to those candidates coming from larger metro areas who are accustomed to more convenient access to air travel.

For our employees and their families, the benefit of local commercial air service extends well beyond travel for work. The benefit of having a local air service would increase the livability of the Salem area as many of our employees and their families travel frequently or have visitors who must travel by air. The convenience of traveling directly to/from Salem would be viewed as a significant improvement and help improve the quality of their personal time.

Garmin AT fully supports the return of commercial air service to Salem and looks forward to the benefits it would provide to our company and our employees/families.

Sincerely,

A handwritten signature in black ink, appearing to read "Steve VanArsdale".

Steve VanArsdale

General Manager

Garmin AT, Inc.



September 12, 2018

We are writing to express our support for the return of commercial air service to Salem, Oregon. It has been more than 10 years since regular commercial service existed in Salem, and the region is in a prime position to welcome it back.

The visitor industry in the Salem region is stronger than ever, generating a record \$593.1 million in estimated visitor spending and an additional \$4.5 million in lodging tax revenue.*

Commercial air service will further boost the economic impact of the industry, making direct travel to and from the area easier and more accessible to the millions of people who visit our area each year.

In addition, the Salem area generates 1.1 million passengers to Portland International Airport (PDX) and has a population of 530,000 people who live within a 25-mile radius of Salem.** As traffic congestion in the Portland area and the Mid-Willamette Valley continues to increase, having commercial air service in Salem will mean significantly less travel time to and from the Portland airport and reduced mileage/fuel costs. Also, a large number of room nights are lost in the Salem area due to travelers who book a room near PDX on the final night of their visit when they have an early flight the following morning. Having commercial air service in Salem would allow us to capture the room and lodging tax revenue that is currently being lost.

Salem is a "destination gateway" to culinary adventures, natural treasures and unique cultural experiences as well as a key entry point to other Oregon Wine Country adventures. Bringing commercial air service back to the region will bolster both leisure and business travel, which will in turn generate more dollars in direct visitor spending, lodging tax revenue and job creation. We fully support commercial air service in Salem and look forward to the return of this vital service.

Sincerely,

Sarahjane Cottle, General Manager

*Dean Runyon Travel Impact Report, 1991-2017

**Voltaire Aviation Consulting

July 25, 2019

To whom it may concern,

Western Oregon University (WOU) views adding regular and sustained commercial air service by a legacy carrier with west-coast hubs as a much-needed investment in the quality-of-life and economic vitality of the mid-Willamette Valley.

Our recently completed (2017-23) strategic plan, *Forward Together*, identified sustainability and stewardship as one of our five pillars of excellence. Commercial air service from Salem (SLE) would reduce our carbon footprint by decreasing the number of miles our students, faculty, staff, and visitors would need to drive to use an airport. The close proximity of SLE would also generate cost savings for WOU in terms of reduced mileage reimbursement, lower parking fees, and reduction in hotels nights needed to accommodate early morning departures and late-night arrivals.

Currently, WOU enrolls students from over 30 states and 9 nations. WOU was cited in a 2017 study by the "Chronicle of Higher Education" report as being the top mainland university or college destination for Hawaiian and Native Pacific Islander students, based upon percentage of students enrolled. For these and many other WOU students, air travel is required in order to get to campus from their homes. In addition, the university regularly hosts prospective students and their families who are engaged in the college search process. The logistics of having to fly into PDX, obtain a rental car and then drive over two hours (on a good day) just to get to WOU can be a meaningful obstacle to a student and their family that prevents their continued interest in attending WOU. Travel home for the breaks is a critical element in allowing students to remain connected to their families. Having an airport that is located less than 20 miles from campus would support our efforts to retain current students and recruit more students.

WOU is the only Division II intercollegiate athletic program in Oregon. Our teams compete with colleges and universities located in Alaska, Canada, Montana, Washington, California and Utah within our conference. We play teams from other states as well as part of our non-conference schedules. Many of these games require WOU teams to fly out-of-state, or for teams to fly to Oregon. Twice in the past two years WOU has hosted the NCAA Division II men's regional basketball tournament. Teams attending that tournament have had to travel to WOU to participate. In addition, WOU regularly hosts conference championships in track and field and cross country. If available, flights to Salem would be highly appealing for WOU teams as well as visiting schools.

WOU faculty and staff regularly attend meetings and conferences out-of-state. Commercial air service from Salem would be highly appealing to those who travel for university business. The majority of WOU employees also live in the Mid-Willamette Valley and it is very likely that many would also use SLE for their personal travel.

WOU is hoping to expand our arts programs (Dance, Music, Theatre, and Visual Arts). The Smith Fine Arts Series brings artists in music and theatre to WOU. Improving the transportation logistics for visiting artists will support WOU's efforts to bring in national talent to perform in this established and well-respected series.

WOU applauds the community-driven effort to restore regular commercial air service to Oregon's state capital. The entire mid-Willamette Valley would benefit from their success. Western Oregon University is happy to support this work and we look forward to being able to use this service to enhance our efforts to provide students and the state with the highest quality education experience.

Sincerely,



David A. McDonald,
Associate Vice President for Public Affairs and Strategic Initiatives



August 8, 2018

To whom it may concern:

On behalf of Corban University, I am writing to express my support for adding regular and sustained commercial air service to Salem, Oregon (SLE), by a legacy carrier with West Coast hubs. In addition to providing increased economic and transportation opportunities to the Willamette Valley as a whole, this addition would particularly benefit Corban staff, faculty, students, and guests.

Corban staff and faculty are regularly involved in national and international travel. As our employees attend conferences in their field, participate in institutional partnerships in Indonesia, Cameroon, and Kenya, and even bring students on educational trips to Singapore, Israel, and more, the presence of a commercial air service five minutes from our campus would greatly reduce the cost and hassle associated with travel. Currently, Salem residents must utilize airports in either Eugene or Portland, which are each about 90 minutes away—more if there's traffic. Logistics such as transportation to the airport, navigating traffic, and arranging for overnight parking and lodging would be streamlined with the presence of air service to Salem.

In addition to staff and faculty, our students would also benefit. This past year, 81 of our students traveled to 16 different countries for short-term study-abroad and missions experiences. This doesn't even count our international and out-of-state students, who fly home to see family during vacations and breaks, and our 300 athletes, who regularly travel to out-of-state competitions and tournaments.

Corban also enjoys inviting guests on camps, often from out-of-state. Local air service would greatly streamline the process of bringing parents, families, and guest artists and speakers onto campus. Prospective students and their families, too, would benefit. We seek to make the college visitation process as comfortable and enriching as possible, but the process of flying into PDX, renting a car, driving 64 miles, and potentially staying an extra night in a hotel might be the factor that dissuades someone from taking the time to visit.

For the above reasons, I can confidently endorse, on behalf of Corban University, the move to bring regular air service to the capital of Oregon. Not only would Corban staff, faculty, students, and guests benefit, but the entire Willamette Valley would enjoy the opportunity to travel more effectively and efficiently.

Thank you for your consideration. We look forward to learning the outcome of this initiative.

Sincerely,

Sheldon C. Nord
President

Office of the President