

January 29, 2016

Dear Members of the Northern Virginia Delegation:

SUPPORTING ORGANIZATIONS

NORTHERN VIRGINIA CHAMBER  
PARTNERSHIP:  
*DULLES REGIONAL CHAMBER OF  
COMMERCE*  
*GREATER RESTON CHAMBER OF  
COMMERCE*  
*LOUDOUN COUNTY CHAMBER OF  
COMMERCE*

ARLINGTON CHAMBER OF  
COMMERCE

CENTRAL FAIRFAX CHAMBER OF  
COMMERCE

COMMITTEE FOR DULLES

DULLES AREA ASSOCIATION OF  
REALTORS

NORTHERN VIRGINIA  
ASSOCIATION OF REALTORS

NORTHERN VIRGINIA BUILDING  
INDUSTRY ASSOCIATION

NORTHERN VIRGINIA CHAMBER  
OF COMMERCE

NORTHERN VIRGINIA  
TECHNOLOGY COUNCIL

NORTHERN VIRGINIA  
TRANSPORTATION ALLIANCE

NORTHERN VIRGINIA VISITORS  
CONSORTIUM  
*ARLINGTON CONVENTION AND  
VISITORS SERVICE*  
*DISCOVER PRINCE WILLIAM &  
MANASSAS*  
*VISIT ALEXANDRIA*  
*VISIT FAIRFAX*  
*VISIT LOUDOUN*

PRINCE WILLIAM CHAMBER OF  
COMMERCE

ROANOKE REGIONAL CHAMBER  
OF COMMERCE

TYSONS REGIONAL CHAMBER  
OF COMMERCE

VIRGINIA CHAMBER OF  
COMMERCE

VIRGINIA RESTAURANT LODGING  
AND TRAVEL ASSOCIATION

WASHINGTON AIRPORTS TASK  
FORCE

On behalf of the business and tourism organizations listed in the left column of this letter, we are writing to urge your strong support of **Budget Item 438D, which provides a one-time investment of \$50 million over two years to improve the competitiveness of Dulles International Airport.** This timely investment in Dulles Airport is absolutely critical, not only to northern Virginia, but to the Commonwealth as a whole.

Our collective organizations support this budget item because we believe it can truly make a difference in reversing the trend of rising costs to airlines at Dulles and declining air service activity throughout Virginia. As you may be aware, Dulles Airport serves as a major domestic and international air service hub, which benefits the entire state. Improving the strength of Dulles through this investment will also improve the strength of the aviation sector across Virginia. Flights from Dulles have historically provided service connections to airports in Charlottesville, Norfolk, Richmond, Roanoke and the Shenandoah Valley.

A number of factors have led to the challenges faced by Dulles Airport today, including a shift of long-haul domestic flights to Reagan National due to Congressional and federal regulatory action, the global recession which has reduced the demand for air travel and the number of flights at Dulles, and airline industry consolidation which has reduced the number of flights nationwide.

Despite these challenges, significant steps have been taken to address rising costs at Dulles Airport by the Metropolitan Washington Airports Authority (MWAA), including reducing costs, stimulating competitive bidding for concessions that increased non-aviation revenues to offset rising Cost Per Enplanement (CPE) and negotiating agreements to share airline revenues at Reagan National with Dulles through 2024. Without this investment, however, the available tools to help turn the current situation around at Dulles moving forward are limited.

In 2017, when the current Use and Lease Agreement with Dulles Airport's airlines expire, the Commonwealth's investment, coupled with action MWAA has already taken to reduce CPE, would directly lower fees charged to all airlines serving Dulles in 2017 and 2018. This enhances the ability for airlines to make a renewed financial commitment to Dulles in the form of an extended, longer-term Use and Lease agreement. The state's investment is critical to lowering costs, securing a long-term commitment from airlines serving Dulles and solidifying Virginia as a major international hub.

Dulles Airport's continued competitiveness is vital to enabling economic growth and prosperity in northern Virginia and the Commonwealth. This includes preserving the annual 85,000+ direct jobs, \$3 billion in direct labor income, and \$3.4 billion in passenger spending generated by Dulles for Virginia.

The business community, represented by the groups on this letter, stands with you to fight for this important investment in the future of our economic engine, Dulles Airport. Thank you for your leadership.