



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.