

GRAY

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Gray Construction Company
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November 19, 2020

Michael D. Gormas
United States Department of Transportation
Office of Aviation Analysis
1200 New Jersey Ave SE
Washington, DC 20590

RE: Essential Air Service at Watertown, SD – Docket 2011-0138-0085

Dear Mr. Gormas:

I am writing to support the reselection of SkyWest Airlines as the provider of Essential Air Service at Watertown Regional Airport. SkyWest has provided service to Watertown since Aerodynamics, Inc. abruptly terminated service in 2019. This followed the exit of Great Lakes Airlines in 2015 that left the community without any air service. With the quality service provided by SkyWest as United Express, traffic at Watertown Regional Airport has increased significantly. The nonstop jet service to both Denver and Chicago offers my business the ability to connect to more than 270 destinations, increasing my company's access to clients as well as client access to our business. The improved service to virtually the entire world has opened new business opportunities that are unmatched in the history of air service at Watertown.

As a businessperson, it is rewarding to see that three different airlines expressed enough interest in the Watertown market to submit proposals to provide service. I believe this process by the DOT provides a great opportunity to benchmark our options against our current service. That notwithstanding, I don't feel that the services proposed by Boutique and Key Lime Air are sufficient options considering the success that SkyWest has had in developing our market and the inferior quality of service proposed by each of them.



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Boutique's lack of cabin-class aircraft and the lack of full integration as United Express for both Boutique and Key Lime Air will serve only to diminish the progress that SkyWest has made in developing our market. SkyWest features the highest safety, maintenance, and training protocols as an FAA Part 121 carrier, through pricing integrated with United that offers lower fares, and corporate loyalty and discount programs for our business. Boutique and Key Lime do not offer United MileagePlus frequent flier miles. Finally, in this current time, only SkyWest among the three proposers offers United's branded COVID-19 standards and protocols.

I can't express my enthusiasm for SkyWest as the carrier to be selected for continued service at Watertown, and I harbor grave concerns for what switching service providers in this environment would do for the progress the Airport and SkyWest have made over the past two years.

Sincerely,



Dustin Brownell

President