



Blackstone-NEY Ultrasonics
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RECEIVED
AUG 26 2019
COUNTY EXECUTIVE

August 21, 2019

George M. Borrello
Chautauqua County Office of the County Executive
3 N. Erie Street
Mayville, NY 14757-1007

Re: Letter of Intent to Financially Support the Resumption of Commercial Air Service between Jamestown, NY (JHW) and Pittsburgh International Airport (PIT) and Baltimore Washington International Airport (BWI) under the U.S. Department of Transportation Essential Air Service Program

Dear Mr. Borrello:

In direct support of Chautauqua County's efforts to secure commercial air service to/from the Chautauqua County Jamestown Airport under a U.S. Department of Transportation Essential Air Service contract, we are entering into this Letter of Intent to furnish in good faith, financial and other support for the resumption of public passenger flights from Jamestown, NY to designated medium hub airports.

It is in the mutual interest of the County, as Airport Sponsor, and Blackstone-NEY Ultrasonics a business entity with significant business and community service interests in the region, to collaborate financially and through shared or loaned use of other resources, to enable, support and promote commercial passenger service between the County's Jamestown Airport and commercial aviation hubs at PIT and BWI.

Both parties recognize the benefits that will accrue to the community at large and to the parochial interests of the parties through the establishment of routine, scheduled passenger air service at Jamestown Airport. We further recognize that the cost and risks of re-establishing commercial air service in a market that has not been well served will require a significant investment of operating equity, promotional support, integration of local transportation and hospitality services to revive public use of commercial air service from the Jamestown Airport. We are willing and able to share in the financial risk of operating the commercial air service under an EAS program contract in part because of the financial savings and other benefits that will accrue to our organization and our customers as a result of locally accessible commercial air service.

In recognition of the financial and other risks and in acknowledgement of the benefits of commercial air service at JHW, Blackstone-NEY Ultrasonics hereby commits to the following financial and other enabling services support for the express purpose of augmenting the EAS contract subsidy for the commercial carrier routes between JHW and PIT / BWI

Annual direct financial support: \$2,500.00 (Two Thousand Five Hundred) dollars per EAS contract year for a period of 2 (Two) years.

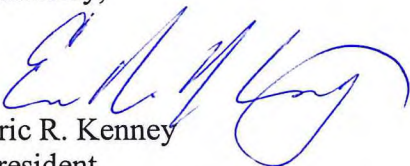
Services/goods committed to this program in lieu of direct financial support and associated valuation include:

Examples:

- ☐ Discounted or complimentary accommodations
- ☐ Mass media promotional services (hyperlinks and airline promotional content on local business home pages and other promotional media)
- ☐ Discounted or complimentary admission to entertainment venues for airline patrons
- ☐ Local transportation services (rental cars, livery services, shuttle service for airline employees and/or patrons.
- ☐ Complimentary or discounted flight line services (Jamestown Aviation)
- ☐ Discounted or complimentary meals, catering, beverages
- ☐ Annual purchase of XXX one-way seats aboard Boutique flights at full fare rate
- ☐ Other goods/services (elaborate and detail value)

This statement of intent is made in good faith and predicated on the implementation of commercial air service under EAS contract not later than March 31, 2020 and for a period of three years to run with the EAS contract term. Direct financial support will be remitted to (Chautauqua County or U.S. Department of Transportation) for the sole and express purpose of supplementing the EAS operating subsidy for passenger service provided by Boutique Air.

Sincerely,



Eric R. Kenney
President

Blackstone-NEY Division of
Cleaning Technologies Group LLC