

**From:** [Strandburg, Rosemarie](#)  
**To:** [Borrello, George](#); [Geise, Mark](#); [Dixon, Richard](#); [Almeter, Ron](#); [Bentley, Brad](#)  
**Cc:** [Borrello, Jennifer](#)  
**Subject:** FW: URGENT from County Executive Borrello - Business Support for the Essential Air Service Application to the US DOT  
**Date:** Thursday, August 22, 2019 10:47:15 AM

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George & Mark,

Please see below message from Denise Jones, at The Resource Center. Wanted to make you aware in the event you'd like to reach out to her.

Best,

*Rosie Strandburg*

**Executive Assistant**

201 West 3<sup>rd</sup> Street, Suite 115

Jamestown, NY 14701

P: 716.661.8903

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**From:** Denise Jones [mailto:Denise.Jones@resourcecenter.org]  
**Sent:** Thursday, August 22, 2019 10:43 AM  
**To:** Strandburg, Rosemarie  
**Subject:** RE: URGENT from County Executive Borrello - Business Support for the Essential Air Service Application to the US DOT

Rosemarie:

We are mailing our letter of support in the amount of \$2,000 per year today.

Denise

Denise R. Jones, CEO  
Executive Director



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**From:** Strandburg, Rosemarie [mailto:strandbr@co.chautauqua.ny.us]

**Sent:** Thursday, August 22, 2019 10:28 AM

**Cc:** Borrello, George; Geise, Mark; Dixon, Richard; Almeter, Ron; Bentley, Brad; Borrello, Jennifer

**Subject:** FW: URGENT from County Executive Borrello - Business Support for the Essential Air Service Application to the US DOT

**A friendly reminder that we are under a strict deadline. If you could please respond ASAP, it would be greatly appreciated.**

*Sent by Rosemarie Strandburg (CCIDA), on behalf of County Executive Borrello.*

Dear Chautauqua County Business Community,

As government sponsor of the Chautauqua County Jamestown Airport, we have been working in close collaboration with the U.S. Department of Transportation, our elected federal and state representatives, business and civic leaders, and a well-respected regional air carrier, Boutique Air, to develop a business plan for re-establishing commercial passenger air service between Jamestown and a network of national air carriers. The plan has been formulated and vetted with input from the business and civic community, and is structured to assure responsiveness to the Essential Air Service (EAS) Program requirements as prescribed by the U.S. Department of Transportation. A key element of the proposed business plan is financial and business services support from a broad range of business and civic stakeholders who realize the value of this service and stand to benefit from cost-effective and reliable commercial air service in Jamestown.

We are prepared to weave the host community component of stakeholder participation into the fabric of the EAS contract proposal in the following ways:

- ✓ The airline's business plan and cost model have been refined, and the efficacy of their service delivery model has been proven at similar regional airports;
- ✓ The Chautauqua County Legislature has committed to a substantive funding component to off-set operating costs and enhance financial viability during the start-up years;
- ✓ Airport service providers and other agencies have acknowledged their roles, and are committed to providing the ground support services required to operate commercial air service.

The mechanism by which we propose to demonstrate business community support for re-establishment of commercial air service at Jamestown is a *Letter of Intent* signifying a commitment of financial and/or in-kind services that will constitute the sponsoring business/organization's

contribution to the EAS contract for Jamestown. A sample letter is provided in the first attachment, to assist in framing your organization's specific and unique contribution.

Provided as the second attachment, is a description of the overall local share funding framework, broken down into County and Business/Civic Community support. The business/civic community commitment is proposed to take the form of a recognition/rewards promotion program (Platinum, Gold, Silver, or Patron Sponsorships), to encourage subscribership and foster collaboration between service providers and the beneficiaries of those services. In-kind contributions can take the form of discounted or complimentary accommodations, mass media promotional services, discounted or complimentary admission to entertainment venues for airline patrons, local transportation services, complimentary or discounted flight line services, discounted or complimentary meals, or other goods/services.

We request that all sponsorship pledges be communicated in writing by an authorized representative of your organization to Chautauqua County Executive Borrello no later than August 27, 2019.

If you have any questions concerning the business plan as outlined in the attached brief, or in the nature and details of your proposed sponsorship, please feel free to contact me directly to discuss your participation in this opportunity.

George M. Borrello  
Chautauqua County Executive  
Gerace Office Building  
3 North Erie St.  
Mayville, NY 14757  
E-mail: [Borrellog@co.chautauqua.ny.us](mailto:Borrellog@co.chautauqua.ny.us)  
Phone: 716-753-4211

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