



# L3HARRIS™

1025 W. NASA Boulevard  
Melbourne, FL 32919

May 8, 2020

Dear Secretary Chao,

I write to you on behalf of L3Harris to voice our strong support of keeping Delta Air Line's service at the Orlando Melbourne International Airport (MLB).

L3Harris has deep roots in Melbourne for over 70 years. In 2019, following closure of the \$18B merger between L3 Technologies and Harris Corporation, we recommitted to our headquarters remaining here. We have six campuses in the area which employ ~8,000 people. Our corporate headquarters is here as well as the headquarters of two of our four segments— Space & Airborne Systems and Integrated Mission Systems. Melbourne serves as an engineering and manufacturing hub for our company.

Delta Air Lines' service has been critical to providing our employees, customers, partners and suppliers efficient, safe and reliable access between our headquarters and the world. We appreciate the speed at which we can operate and engage by having nearby access to air travel.

We are sympathetic to the challenges faced by Delta at this time, but eliminating the service offered by Delta Airlines at MLB would adversely impact our business operations. We ask that you please consider the following:

- Delta provides nearly 70% of MLB's scheduled air service. Discontinuing availability of this essential transportation option, even for a short period, will have negative impacts on our area businesses, hinder accessibility to major Department of Defense (DoD) programs, and discourage investors working with our federal Economic Opportunity Zone.
- Business travelers compose the majority of MLB traffic, which confirms MLB's importance to L3Harris and other businesses in the area.
- MLB reports to be the lowest Cost Per Enplanement (CPE) in Delta's Florida network and provides it the opportunity to operate at a much lower cost than airports that are temporarily discounting their rates and charges. Further, MLB has deferred all the airline's expenses for three months. The cost of passenger travel is an important business consideration for our company.
- A primary justification for suspending service was based upon limiting flight crew exposure to the virus. We believe that rerouting flight crews through a much larger, more populated airports actually increase risks rather than efficiently transiting through a smaller, less crowded MLB terminal. We also believe it will increase the risk to our L3Harris employees to have to utilize larger, more crowded airports.
- Recently, ATL-MLB flights have averaged between 21 and 38 revenue passengers each way producing an average 18% - 32% load factor. This is higher than the national average and higher than MCO's average of 18.43 passengers per flight. This shows MLB's continued important to our area.
- MLB is unique, as the majority of station personnel are not actual Delta employees but rather Menzies' staff working under contract with the Airport. Discontinuing service will further impact our local economy.
- MLB has implemented the latest cleaning procedures and sterilization technology, exceeding all standards provided by system operations, providing a safe travel environment for our employees and families, customers, clients and partners.

Against this background L3Harris respectfully requests Delta Airlines reconsider withdrawing the MLB service due to the COVID-19 pandemic.

As a part of the industrial defense base workforce, we are committed to maintaining the United States' military leadership. Access to air travel is a key part of how we collaborate with our customers, partners and suppliers. Maintaining access is a priority as we are adapting during these extraordinary times. We remain committed to the Melbourne area and to being a strong partner to MLB and Delta Air Lines. Your immediate attention to this matter is greatly appreciated.

Regards,

A handwritten signature in black ink, appearing to read "Jim Girard". The signature is fluid and cursive, with the first name "Jim" and last name "Girard" clearly distinguishable.

Jim Girard

Vice President and Chief Human Resources Officer