

**APPLICATION UNDER  
SMALL COMMUNITY AIR SERVICE DEVELOPMENT PROGRAM  
DOCKET DOT-OST-2022-0003  
SUMMARY INFORMATION<sup>1</sup>**

All applicants **must** submit this Summary Information schedule, as the application coversheet, a completed standard form SF424 and the full application proposal on [www.grants.gov](http://www.grants.gov).

For your preparation convenience, this Summary Information schedule is located at <https://www.transportation.gov/policy/aviation-policy/small-community-rural-air-service/SCASDP>

**A. PROVIDE THE LEGAL SPONSOR AND ITS DUN AND BRADSTREET (D&B) DATA UNIVERSAL NUMBERING SYSTEM (DUNS) NUMBER, INCLUDING +4.**

**Legal Sponsor Name:** Tweed-New Haven Regional Airport Authority

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**Name of Signatory Party for Legal**

**Sponsor:** Sean Scanlon

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**DUNS Number:** 800203684

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**B. LIST THE NAME OF THE COMMUNITY OR CONSORTIUM OF COMMUNITIES APPLYING:**

1. Tweed-New Haven Regional Airport Authority
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

**C. PROVIDE THE FULL AIRPORT NAME AND 3-LETTER IATA AIRPORT CODE FOR THE APPLICANT(S) AIRPORT(S) (ONLY PROVIDE CODES FOR THE AIRPORT(S) THAT ARE ACTUALLY SEEKING SERVICE).**

1. Tweed-New Haven Regional Airport (HVN)
  2. \_\_\_\_\_
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<sup>1</sup> Note that the Summary Information does not count against the 20-page limit of the SCASDP application.

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3.

4.

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**IS THE AIRPORT SEEKING SERVICE NOT LARGER THAN A SMALL HUB AIRPORT UNDER FAA HUB CLASSIFICATIONS EFFECTIVE ON THE NOFO'S SET APPLICATION DUE DATE?**

YES       NO

Does the airport seeking service hold an airport operating certificate issued by the Federal Aviation Administration under 14 CFR Part 139? (If "No", Please explain whether the airport intends to apply for a certificate or whether an application under Part 139 is pending.)

YES       NO

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**D. SHOW THE DRIVING DISTANCE FROM THE APPLICANT COMMUNITY TO THE NEAREST:**

- 1. **Large hub airport:** LaGuardia Airport LGA 76 mi
- 2. **Medium hub airport:** Bradley International BDL 60 mi
- 3. **Small hub airport:** Westchester County Airport HPN 60 mi
- 4. **Airport with jet service:** New York-Stewart Airport SWF 90 mi

**Note: Provide the airport name and distance, in miles, for each category.**

**E. LIST THE 2-DIGIT CONGRESSIONAL DISTRICT CODE APPLICABLE TO THE SPONSORING ORGANIZATION, AND IF A CONSORTIUM, TO EACH PARTICIPATING COMMUNITY.**

1. CT-03

2.

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3.

4.

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**F. APPLICANT INFORMATION: (CHECK ALL THAT APPLY)**

- Not a Consortium       Interstate Consortium       Intrastate Consortium
- Community (or Consortium member) previously received a Small Community Air Service Development Program Grant

**NOTE: A community that currently receives subsidized Essential Air Service funding, receives assistance under the Alternate Essential Air Service Pilot Program, or is a participant in, and has received a grant under, the Community Flexibility Pilot Program, is not eligible for SCASDP grant funds. See Section C.1. (“Essential Air Service Communities”)**

If previous recipient: Provide year of grant(s): 2007 ; and, the text of the grant agreement section(s) setting forth the scope of the grant project:

NA

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**G. PUBLIC/PRIVATE PARTNERSHIPS: (LIST ORGANIZATION NAMES)**

PUBLIC	PRIVATE
1. Tweed-New Haven Regional Airport	1. Yale University
2. Greater New Haven Chamber of Commerce	2. Yale New Haven Health
3. REX Development	3. AssaAbloy
4. South Central Regional Council of Governments	4.
5.	5.

**H. PROJECT PROPOSAL:**

**1a. GRANT GOALS: (CHECK ALL THAT APPLY)**

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> Launch New Carrier | <input checked="" type="checkbox"/> Secure Additional Service | <input type="checkbox"/> Upgrade Aircraft                   |
| <input type="checkbox"/> First Service      | <input checked="" type="checkbox"/> New Route                 | <input checked="" type="checkbox"/> Service Restoration     |
| <input type="checkbox"/> Regional Service   | <input type="checkbox"/> Surface Transportation               | <input type="checkbox"/> Professional Services <sup>2</sup> |

<sup>2</sup> “Professional Services” involve a community contracting with a firm to produce a product such as a marketing plan, study, air carrier proposal, etc.

**Other** (explain below)

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**1b. GRANT GOALS: (SYNOPSIS)**

CONCISELY DESCRIBE THE SCOPE OF THE PROPOSED GRANT PROJECT USING THE FORMAT/STRUCTURE USED IN THESE EXAMPLES: “REVENUE GUARANTEE TO RECRUIT, INITIATE, AND SUPPORT NEW DAILY SERVICE BETWEEN \_\_\_\_\_ AND \_\_\_\_\_;” OR “MARKETING PROGRAM TO SUPPORT EXISTING (OR NEW) SERVICE BETWEEN \_\_\_\_\_ AND \_\_\_\_\_ BY \_\_\_\_\_ AIRLINES.”)

Revenue Guarantee and Marketing to recruit, initiate and support new service between HVN and Charlotte, Atlanta, and San Juan, PR

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**1c. GRANT HISTORY:**

DOES THIS APPLICATION SEEK TO REPEAT A PAST GRANT PROJECT OF THE COMMUNITY OR CONSORTIUM (FOR EXAMPLE, A SPECIFIC DESTINATION AIRPORT)?

YES       NO

IF THE ANSWER TO THE ABOVE QUESTION IS ‘YES’:

A: WHAT YEAR WAS THE FORMER GRANT AGREEMENT SIGNED? \_\_\_\_\_

B: HAVE 10 YEARS PASSED SINCE THE PREVIOUS GRANT AGREEMENT WAS SIGNED?

YES       NO

IF THE ANSWER TO ‘B’ ABOVE IS ‘NO,’ THE APPLICANT SHOULD APPLY FOR A FORMAL WAIVER OF THE TEN-YEAR SAME PROJECT LIMITATION (*SEE* SECTION C.1. “SAME PROJECT LIMITATION”). THE REQUEST FOR WAIVER SHOULD INCLUDE A) A STATEMENT THAT THE COMMUNITY OR CONSORTIUM IS REQUESTING A WAIVER OF THE LIMITATION IN ACCORDANCE WITH THE PROVISIONS OF 49 U.S.C. § 41743(C)(4)(C); AND B) INFORMATION AND EVIDENCE TO SUPPORT A FINDING THAT THE APPLICANT SPENT LITTLE OR NO MONEY ON ITS PREVIOUS PROJECT OR ENCOUNTERED INDUSTRY OR ENVIRONMENTAL CHALLENGES, DUE TO CIRCUMSTANCES THAT WERE REASONABLY BEYOND THE CONTROL OF THE COMMUNITY OR

CONSORTIUM. IF YOU HAVE ANY QUESTIONS ABOUT YOUR COMMUNITY'S PAST GRANTS, PLEASE CONTACT THE DEPARTMENT.

**2. FINANCIAL TOOLS TO BE USED: (CHECK ALL THAT APPLY)**

- Marketing (including Advertising):** promotion of the air service to the public
  - Start-up Cost Offset:** offsetting expenses to assist an air service provider in setting up a new station and starting new service (for example, ticket counter reconfiguration)
  - Revenue Guarantee:** an agreement with an air service provider setting forth a minimum guaranteed profit margin, a portion of which is eligible for reimbursement by the community
  - Recruitment of U.S. Air Carrier:** air service development activities to recruit new air service, including expenses for airport marketers to meet with air service providers to make the case for new air service
  - Fee Waivers:** waiver of airport fees, such as landing fees, to encourage new air service; counted as in-kind contributions only
  - Ground Handling Fee:** reimbursement of expenses for passenger, cabin, and ramp (below wing) services provided by third party ground handlers
  - Travel Bank:** travel pledges, or deposited monetary funds, from participating parties for the purchase of air travel on a U.S. air carrier, with defined procedures for the subsequent use of the pledges or the deposited funds; counted as in-kind contributions only
  - Other** (explain below)
- 
- 

**I. EXISTING LANDING AIDS AT LOCAL AIRPORT:**

- Full ILS
- Outer/Middle Marker
- Published Instrument Approach
- Localizer
- Other (specify)

**J. PROJECT COST: DO NOT ENTER TEXT IN SHADED AREA**

REMINDER: LOCAL CASH CONTRIBUTIONS MAY NOT BE PROVIDED BY AN AIR CARRIER (SEE “TYPES OF CONTRIBUTIONS” FOR REFERENCE).

LINE	DESCRIPTION	SUB TOTAL	TOTAL AMOUNT
1	Federal amount requested		\$800,000
2	State <u>cash</u> financial contribution		
	<i>Local cash financial contribution</i>		
	<b>3a</b> Airport <u>cash</u> funds		
	<b>3b</b> Non-airport <u>cash</u> funds	\$170,000	
3	Total local <u>cash</u> funds ( <i>3a + 3b</i> )		\$170,000
4	TOTAL CASH FUNDING ( <i>1+2+3</i> )		\$970,000
	<i>In-Kind contribution</i>		
	<b>5a</b> Airport <u>In-Kind</u> contribution**		
	<b>5b</b> Other <u>In-Kind</u> contribution**	\$50,000	
5	TOTAL IN-KIND CONTRIBUTION ( <i>5a + 5b</i> )		\$50,000
6	TOTAL PROJECT COST ( <i>4+5</i> )		\$1,020,000

**K. IN-KIND CONTRIBUTIONS\*\***

For funds in lines 5a (Airport In-Kind contribution) and 5b (Other In-Kind contribution), please describe the source(s) of fund(s) and the value (\$) of each.
\$50,000 from local media partners for 2 Yrs: iHeartMedia, WTNH News8

L. Is This Application Subject To Review By an Affected State Under Executive Order 12372 Process?

- a. This application was made available to the State under the Executive Order 12372 Process for review on (date) \_\_\_\_\_.
- b. Program is subject to E.O. 12372, but has not been selected by the State for review.
- c. Program is not covered by E.O. 12372.

M. Is The Lead Applicant or Any Co-Applicants Delinquent On Any Federal Debt? (If “Yes”, Provide Explanation)

- No                       Yes (explain)

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## APPLICATION CHECKLIST

INCLUDED?	ITEM
<i>For Immediate Action</i>	
	Determine Eligibility
	New Grants.gov users must register with <a href="http://www.grants.gov">www.grants.gov</a> . Existing Grants.gov users <i>must verify existing <a href="http://www.grants.gov">www.grants.gov</a> account has not expired and the Authorized Organization Representative (AOR) is current.</i>
<i>For Submission by 4:00 PM EDT on March 15, 2022</i>	
	Communities with active SCASDP grants: notify DOT/X50 of intent to terminate existing grant in order to be eligible for selection.
	Complete Application for Federal Domestic Assistance (SF424) via <a href="http://www.grants.gov">www.grants.gov</a>
	Summary Information schedule complete and used as cover sheet ( <i>see Appendix B</i> )
	<b>Application of up to 20 one-sided pages (excluding any letters from the community or an air carrier showing support for the application), to include:</b>
	<ul style="list-style-type: none"> <li>• A description of the community’s air service needs or deficiencies.</li> </ul>
	<ul style="list-style-type: none"> <li>• The driving distance, in miles, to the nearest large, medium, and small hub airports, and airport with jet service.</li> </ul>
	<ul style="list-style-type: none"> <li>• A strategic plan for meeting those needs under the Small Community Program, including a concise synopsis of the scope of the proposed grant project.</li> </ul>
	<ul style="list-style-type: none"> <li>• For service to or from a specific city or market, such as New York, Chicago, Los Angeles, or Washington, D.C., for example), a list of the airports that the applicant considers part of the market.</li> </ul>
	<ul style="list-style-type: none"> <li>• A detailed description of the funding necessary for implementation of the community's project.</li> </ul>
	<ul style="list-style-type: none"> <li>• An explanation of how the proposed project differs from any previous projects for which the community received SCASDP funds (if applicable).</li> </ul>
	<ul style="list-style-type: none"> <li>• Designation of a legal sponsor responsible for administering the program.</li> </ul>
	<ul style="list-style-type: none"> <li>• A request for waiver of the Ten Year Same Project Limitation (if applicable) – <i>see Appendix B above.</i></li> </ul>
	<ul style="list-style-type: none"> <li>• A motion for confidential treatment (if applicable) – <i>see Appendix D below.</i></li> </ul>



# APPLICATION UNDER SMALL COMMUNITY AIR SERVICE DEVELOPMENT PROGRAM

DOCKET DOT-OST-2022-0003

Legal Sponsor: Tweed-New Haven Regional Airport Authority



TWEED  
NEW HAVEN  
AIRPORT



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## Attachments: Letters of Support

1. Avelo Airlines
2. Letter of Support from CT Senators
3. Greater New Haven Chamber
4. REX – Regional Economic Xcelleration
5. Yale University
6. Avports

## Project Summary

Tweed-New Haven Airport (HVN) is seeking a Small Community Air Service Development (SCASD) grant for *revenue guarantee and marketing support for new air services and airport brand awareness and promotion*. HVN has been awarded a SCASD grant twice, but it has been 15 years since the latest award (2007).

The past few months at HVN have been a roller coaster ride - even more so than the rest of the country. Early in 2020, the city of New Haven and the Airport Authority prevailed when the U.S. Supreme Court denied an appeal that sought to block HVN's runway extension. More than 10-years of legal battles were over. This extension is absolutely necessary for service without seat restrictions on nearly all aircraft types currently operated by major airlines.

Concurrently, the grandfathered Memorandum of Agreement (MOA) of ten years, restricting HVN's commercial enplanements to 180,000 a year, was also terminated by the Mayor of New Haven. During this time, by initiating a six-phase residential sound mitigation project, the Airport Authority completed due diligence to ensure that the airport expansion and runway upgrades would not adversely affect the quality of life of the local community.

At the time, several airlines said the runway project was key to HVN realizing its untapped potential as a gateway for services to a half dozen new destinations with competitive air fares. After clearing a decade of legal hurdles, a renewed energy and sense of purpose pulsed through HVN's meetings with carriers in the first quarter of 2020. There was daylight at the end of the tunnel. HVN would finally find its stride as a gateway to the Southern Connecticut community.

Then the global economy was seized by COVID19. Every ounce of momentum evaporated. Airlines halted growth plans and generally reversed course on everything that was finally within reach for Southern Connecticut. HVN's sole carrier at the time, American Airlines, canceled service after 20 years of operation at HVN after their obligation to maintain service at the airport under CARES expired in September 2021.

Fortunately, the Airport Authority and the airport's private operator, Avports, were making progress on a deal to bring the newest start-up, Avelo Airlines, to HVN. Both the carrier and the broader stakeholder group were convinced of the market potential. Avports had pledged \$100 million in private investment money to reinvigorate the airport, extend the runway, and develop a new state-of-the-art passenger facility.

Avelo has just celebrated their first 100 days of service at HVN. During this time, almost 100,000 passengers traveled on board Avelo's flights out of New Haven. Although Avelo entered the market with a variety of south-bound leisure destinations, the carrier appreciates there is significant demand to large urban-leisure markets from the area as well. The carrier has just announced its network expansion at HVN by adding service to Chicago, Baltimore, and Raleigh-Durham. These are some of the country's most expensive media markets, and HVN hopes to be able to utilize the proposed grant to enhance HVN's market awareness to encourage inbound visitation and support new service to the region's largest O&Ds.

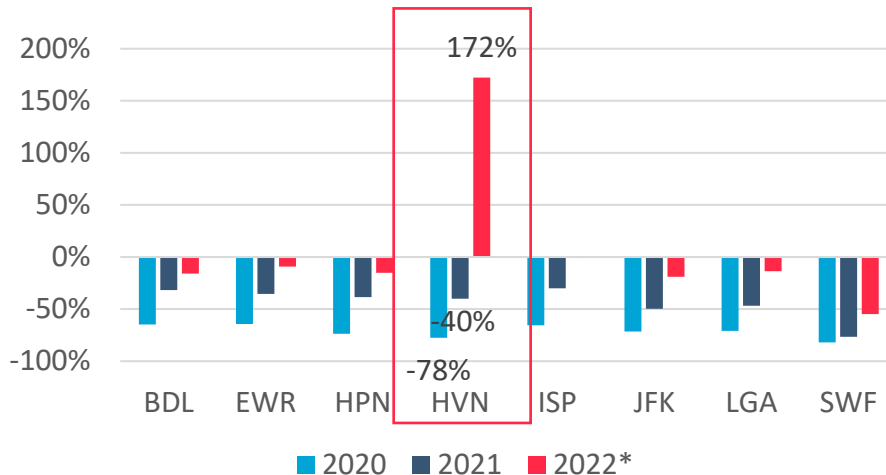
If awarded a grant, HVN would utilize it to secure service to the top unserved markets from HVN's catchment, i.e. the Atlanta, Charlotte metro areas, and San Juan, Puerto Rico.

# Market Overview

## COVID-19 Impact

The COVID-19 pandemic has had a deep impact on Connecticut, significantly reducing demand for air travel in 2020 and most of 2021. Connecticut's largest airport – BDL – completed 2021 32 points below 2019 level. BDL's projected seat capacity through YE June 2022 still lags 2019 and is at 84% of the pre-pandemic level (Figure 1).

Figure 1. Traffic Recovery vs. 2019, TSA Throughput Data for 2020-2021, and Schedule Data for YEJun2022\* Airline Data Inc., Schedules as on March 11, 2022



HVN ended up losing its only commercial service to PHL on American (AA) after several months of dismal load factors (the average January 2021 load factor (LF) on PHL-HVN was 6%).

AA puled out of the market completely at the end of September 2021 leaving HVN with no commercial service, but not for long. Avelo's CEO Andrew Levy saw an opportunity and the region's market potential and selected HVN as the new airline's first east-coast base. First flights commenced in November 2021. Avelo's average load factors during the first two months of operation were 80% (November) and 82% (December), according to DOT T100.

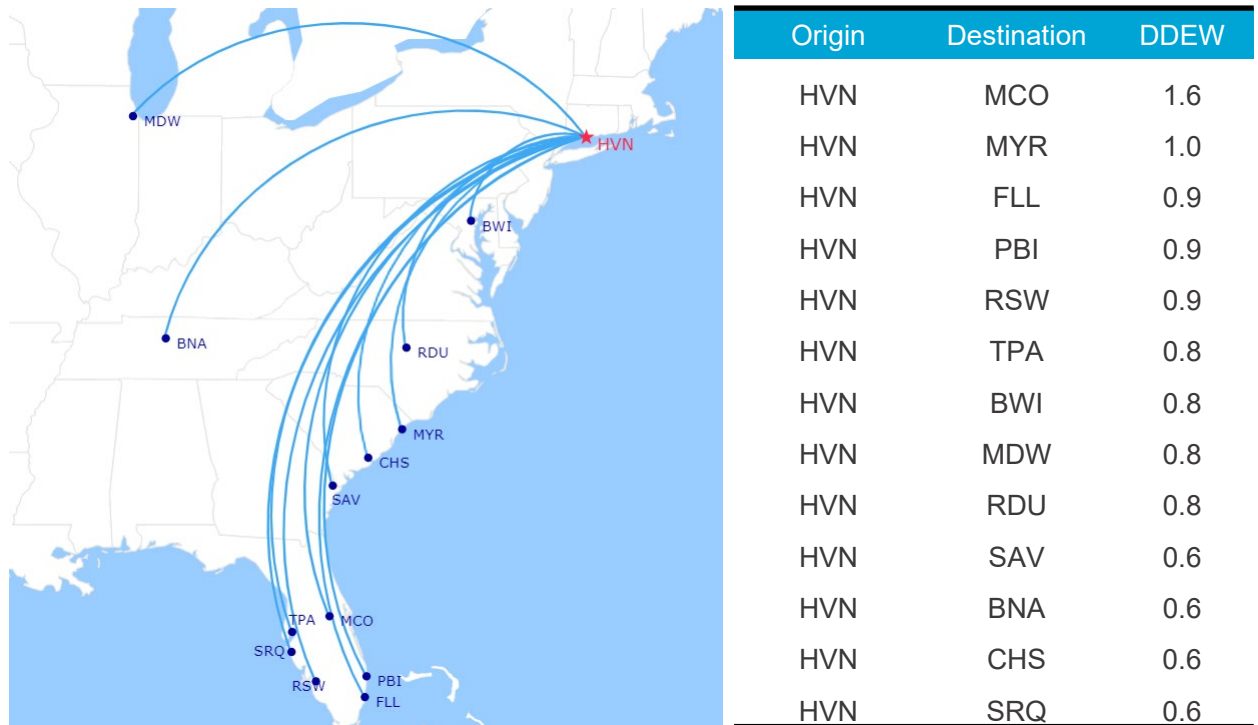
Avelo's presence in the market has an astounding effect on HVN's catchment. Based on the schedule data for YE June 2022, HVN's seat capacity is expected to exceed 2019 by 172% (Figure 1). It appears that the low levels of air service utilization in the past had little to do with the market or the region's airport affinity. American's PHL service, which got reduced to a one-daily frequency (from four pre-pandemic) and a 6:00pm departure was simply not a good fit, and certainly not conducive to HVN's traffic retention or maintaining customer loyalty (Figure 2).

Figure 2. A Passenger Review on HVN's Social Media, February 2, 2021



## Current Service

Figure 3. Avelo's Network from HVN, Daily Departures Each Way (DDEW), June 2022  
Airline Data Inc., Schedules as on March 14, 2022



Starting May 2022, Avelo will be serving 13 destinations out of HVN growing its operations to 11 daily departures this summer season (Figure 3).

Just in one month alone, January 2022, Avelo carried more passengers through HVN than the airport handled in all of 2020 (Figure 4). The same figure shows that air traffic at HVN had remained relatively flat for years until 2018, when American upgauged from the CR2 to the CR7, increasing seat capacity by 25% YoY, causing the market to grow by 37%.

The operational reliability and the diversion indicator were still an issue with the CRJ aircraft (due to the short runway), leading to another upgauge to the E175 in 2019. The year-over-year capacity increase with the Embraers was 45%, and the market grew by 23%. Overall, as seen in these examples, the market responds well to additional capacity. Removing the runway constraint is still a major priority for HVN, and the Master Plan with relevant environmental studies are well underway (Figure 5, p 6.)

Figure 4. HVN's Annual Enplanements 2010-2021, DOT T100, TSA for Jan2022, Airline Data Inc.

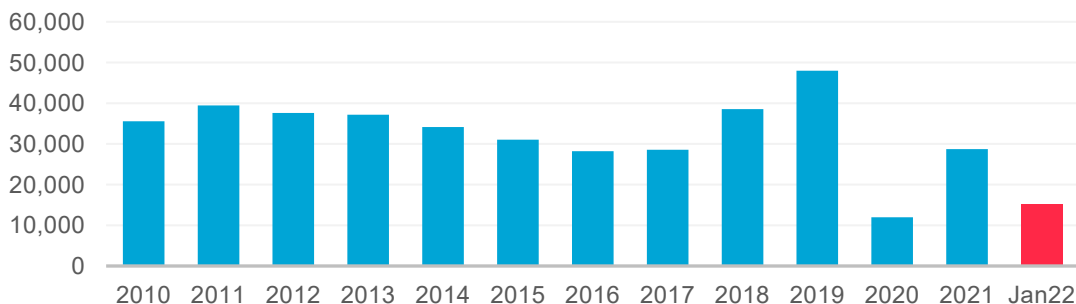


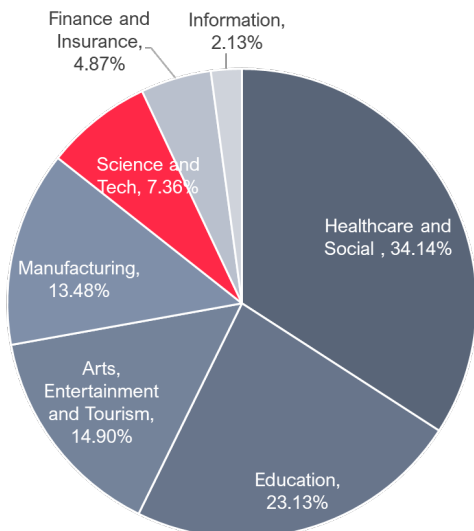
Figure 5. HVN Lease and Project Construction Timeline, Avports



### Greater New Haven Socio-Economic Profile

New Haven has earned its reputation as a “city of makers.” Innovation abounds, especially in the thriving bioscience, tech, and food industries (Figure 6). For example, New Haven *has the second-largest bioscience cluster in New England*. 34 of Connecticut’s 64 biotech firms reside in New Haven. With Yale University and Yale New Haven Hospital as major anchor institutions, New Haven receives \$421 million in National Institute of Health (NIH) research grants each year, making it the 14th largest recipient in the nation. Its residents have filed over 6,000 bioscience patents since 2000. Furthermore, in 2017, Verizon named New Haven *the top U.S. city in which to launch a tech startup*.

Figure 6. Greater New Haven Key Economic Drivers, 2019



San Francisco, New York City, and Boston dominate the popular perception as the birthplace of tech companies. But in the 21st century, tech companies are gravitating toward states like Connecticut. Connecticut is leading the digital charge to become another center for innovative tech companies. The state boasts one of the highest densities of college graduates in the US and provides tax incentives for industries such as manufacturing and digital media to help offset costs.

New Haven's central location between New York and Boston makes it a prime spot for startups to thrive. This is vital for young entrepreneurs as access to angel investors and venture capital funds is the lifeline for many startups. The city has all the amenities a young business needs to accelerate. As the home of Yale University, Quinnipiac University, and Southern Connecticut State University, there is a steady supply of undergraduate and graduate student brainpower churned out every year. These graduates are realizing that New Haven has everything a large city like San Francisco, New York, or Boston has to offer but at a far more reasonable cost of living.

In 2018, *District New Haven*, a 100,000 square foot-plus tech innovation campus, was launched. District is the only place of its kind in all of Connecticut. It has coworking spaces and multiple office spaces in which startups can grow and mature. Outside of Metropolitan New York and Boston, this is one of the largest tech startup zones in New England.

Yale University is the primary source for technology transfer in New Haven. Since 2000, over 60 startups based on Yale IP in the New Haven area have raised over \$1.1 billion in venture capital and \$11 billion from public markets. In 2020, the Yale Office of Cooperative Research and the Yale Entrepreneurial Institute reported *1,367 cumulative active patents in 60 countries* (Figure 7).

Figure 7. Yale Entrepreneurial Institute Accolades, 2020



With increases in business closures and unemployment, New Haven is still somewhat insulated from the impact due to the stalwart healthcare and higher education sectors.

The **healthcare** industry is experiencing a massive reduction in revenue with the elimination of elective surgeries, one of the largest revenue generators for the industry. The costs associated with caring for COVID-19 patients are significantly higher than for the general hospital population.

In **bioscience**, to support the development of convenient, accurate diagnostics and potential therapeutics for COVID-19, an increase of NIH funding to Yale University is anticipated. Given the higher costs of care associated with patients with underlying health issues, continued R&D is needed for existing diseases. New Haven has a number of early-stage and mature bioscience companies working on treatments for co-morbidities such as diabetes, high blood pressure, cancer and more.

We can foresee a very different landscape in the **higher education sector**. With classes transitioning to distance learning in March 2020 and remote education continuing through 2020, the economic impact is immediate and harsh on the region's economy. Currently local colleges and universities are implementing austerity measures including hiring freezes, wage cuts and reevaluation of current capital projects. Many shops and restaurants that are already under duress will be unable to survive a decline in demand for goods and services from college students.

The **manufacturing sector** may provide an opportunity to increase productivity and employment. In a time of urgent need, some local manufacturers have re-invented themselves to provide the most essential goods for controlling the spread of the virus. The region's manufacturers that have attempted to integrate into the healthcare supply chain have experienced limited access due to existing procurement processes.

On a positive note, there is a plethora of investment projects underway across various economic sectors.

#### Health Care, Biomedical, And Life Sciences

Yale New Haven Health (YNHH), one of the largest and most highly respected healthcare delivery networks in the country, continues to expand its services and investment in the community. YNHH is constructing a brand-new regional distribution center that will service its Connecticut, Rhode Island and New York facilities. Yale New Haven Hospital announced a *\$838 million Neuroscience Center* at its Saint Raphael campus in April 2019. The 500,000 sq. ft. facility is expected to open in 2024. *Yale University and the Yale School of Medicine continue to draw National Institute of Health Funding on par with Seattle, Boston, Baltimore, Durham, Philadelphia and other cities with advanced bioscience centers.*

#### Higher Education

##### *Yale University*

- Schwarzman Center (\$150+ million investment) - underway
- Yale Science Building (\$283 million investment) - 2019
- 320 York Street Humanities Project (\$75+ million investment) – underway
- Yale Peabody Museum expansion and renovation. Expected completion 2023. \$250M

##### *University of New Haven*

- Bergami Center for Science, Technology, and Innovation \$26M - underway
- \$250 million in investment in the last decade

##### *Southern Connecticut State University*

- \$48 million, 94,750-square-foot building for the school's College of Health & Human Services. Completed in 2021.



## Technology Supercluster

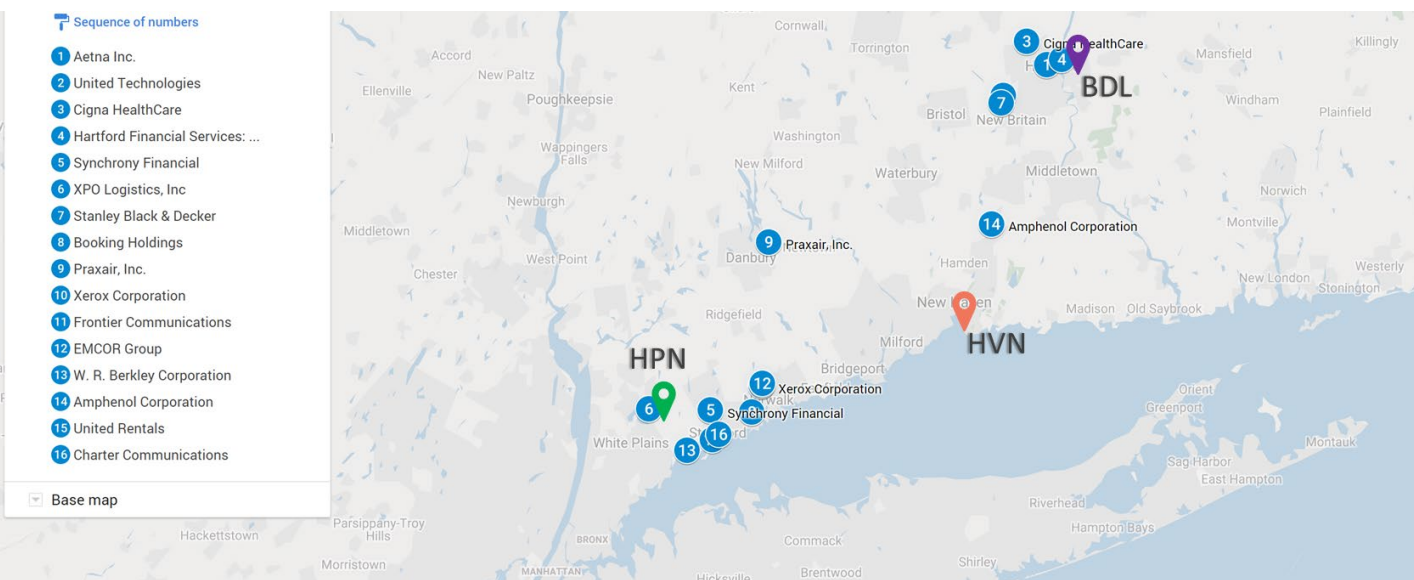
In 2019, Quantum Circuits Inc. officially opened its New Haven development and testing facility for quantum computing. It includes 6,000 square feet of state-of-the-art laboratories and in-house manufacturing. The company plans to grow significantly over the next several years, increasing both the size of the facilities and the number of highly-skilled employees in New Haven. QCI is developing the first practical quantum computers.

These projects are just a sample of the region-wide economic development initiatives and investment programs underway in Greater New Haven. However, the broader goal is to not only attract new businesses and encourage new investment into the region, but also to retain business as well as identify and address the deficiencies that threaten the longevity of those vital economic drivers.

For example, in 2017, *Alexion*, a large pharmaceutical company, previously headquartered in New Haven, made a decision to relocate to Boston. Our partners at the Elm City Innovation Collaborative shared that air travel options are a critical attribute in attracting investment and new businesses to the area, particularly those with globally connected leadership and research talent. Working to grow early-stage companies developed from the incredible research strengths of New Haven's universities, they regularly hear about the challenge and hassle of getting to New Haven from investors and technical partners. They point out that a majority of travelers drive multiple hours to fly through other airports, and local growing biotech businesses are already choosing to forgo those delays by locating new hires with high travel needs outside of the state. As examples, both Arvinas and Achillion, rapid-growth publicly traded biotech companies, have located their new corporate offices in cities with better air transportation options, while keeping their R&D teams in New Haven. Others have moved just their sales teams to other transit centers, citing their airports.

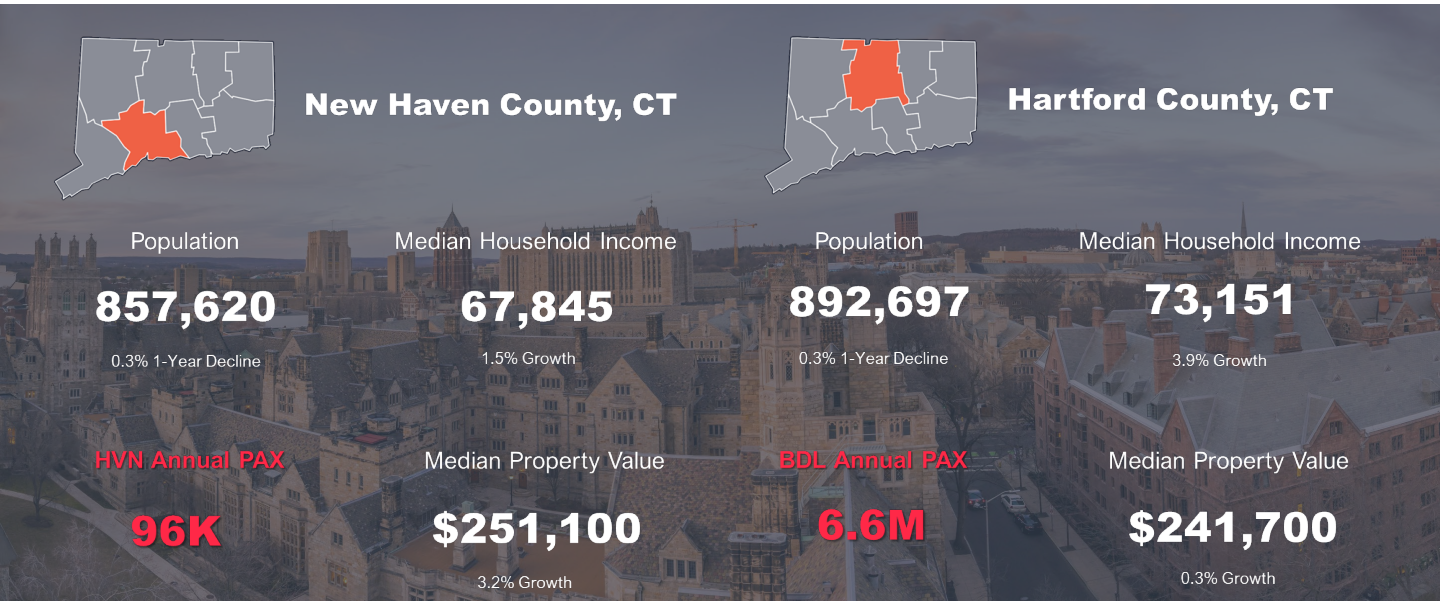
A corporate analysis of Connecticut's Fortune 500 companies and their locations proves a correlation between a well-developed transportation infrastructure and the headquarters locations of the largest companies in the state (Figure 8). Despite Greater New Haven's strong income and business standing, New Haven has not benefitted as a result of limited air service at HVN.

Figure 8. CT Fortune 500 Corporate Headquarters



Fueled by the second-densest concentration of federal R&D funding and new investment in neuroscience facilities, New Haven is poised for rapid growth in the life science and health care delivery sectors. However, the region is limited by the lack of access to air service that is comparable to markets with similar demographics and economic potential.

Figure 9. New Haven County / Hartford County Benchmark Analysis



Source: Data USA, Census Bureau (2018); DOT DB1b CY2019, Airline Data Inc, Sabre MIDT

HVN is located in close proximity to some of the country's most populous (Figure 10) and most affluent zip codes (Figure 11).

Figure 10. Population by PUMA, 2018 Data USA, Census Bureau

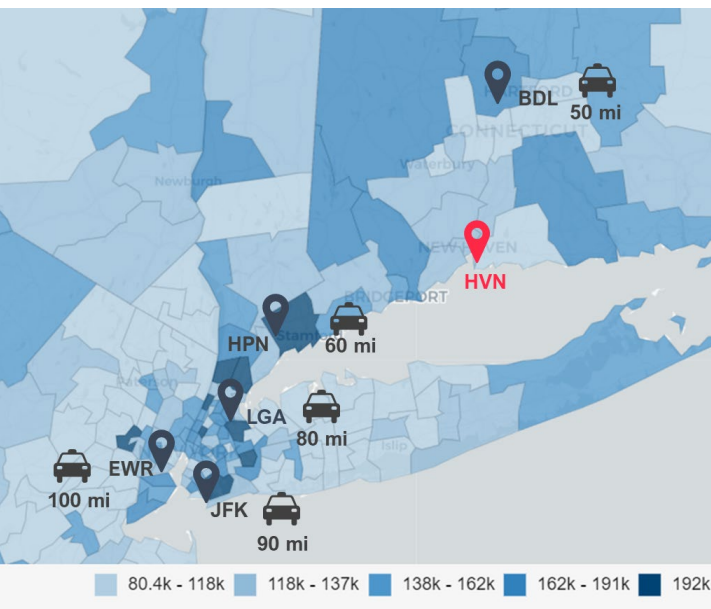
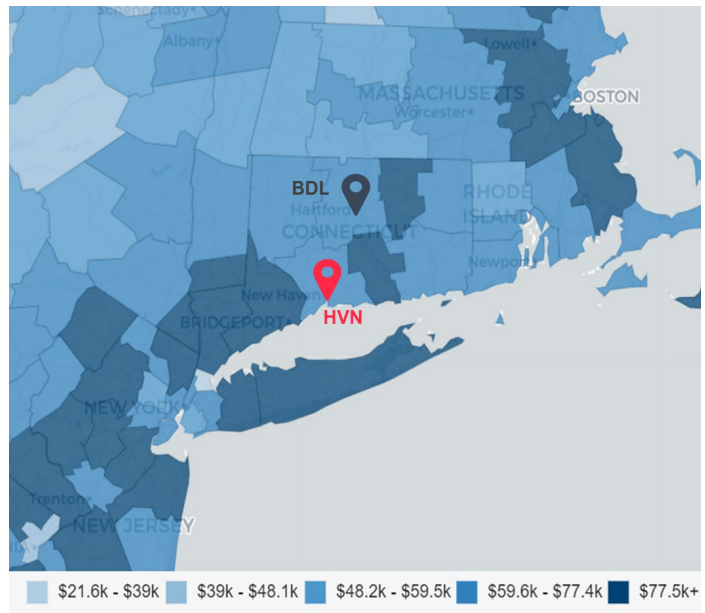
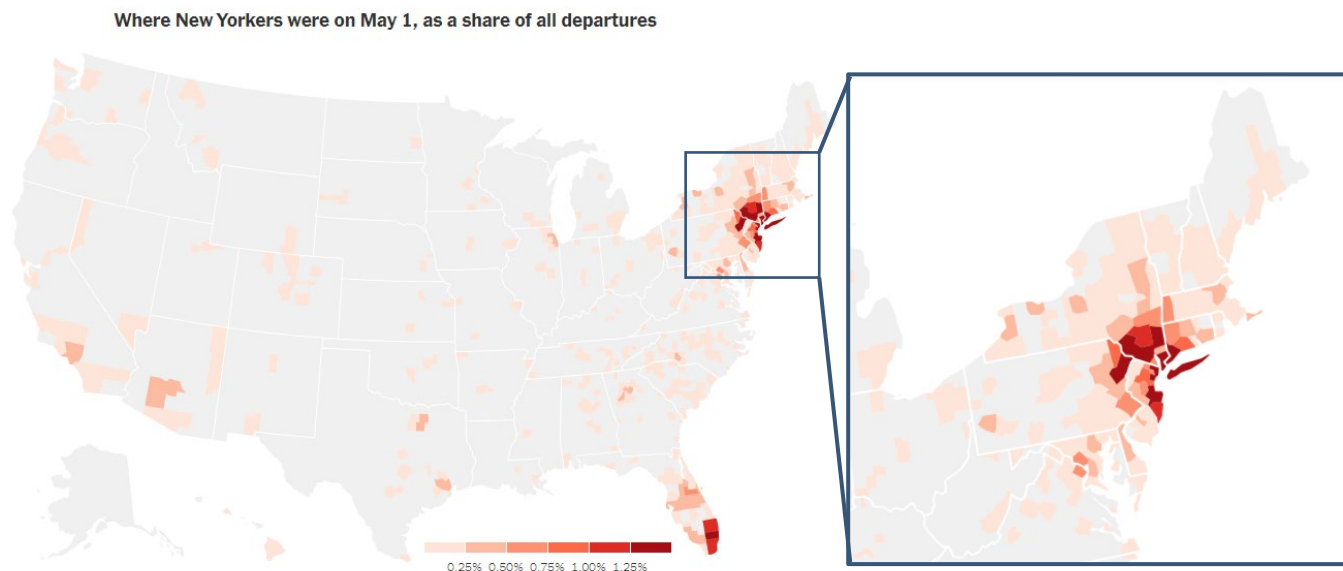


Figure 11. Median Household Income by County, 2018



HVN's population pool is now growing further due to the considerable out-migration from New York City. Many of those leaving the state were residents of some of New York City's wealthiest neighborhoods, while others were renters who lost their jobs in the economic slowdown. *The New York Times* reports that New Yorkers primarily went to surrounding counties: "east into Long Island's Nassau and Suffolk counties, west to Monroe County in Pennsylvania, south to Monmouth County in New Jersey, north to Westchester County, northeast to Fairfield County in Connecticut and farther afield in all directions". (Figure 12).

Figure 12. Phone Data Analysis by The New York Times, May 2020



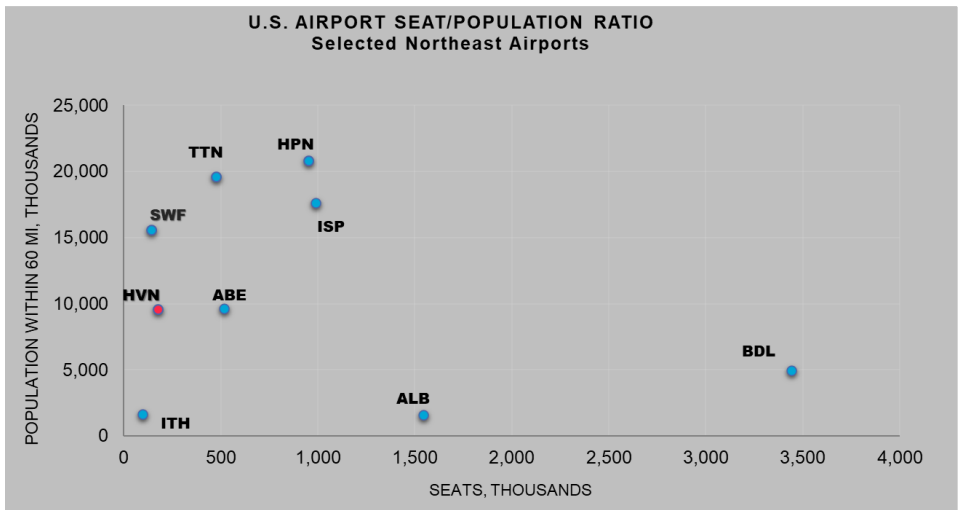
Source: <https://www.nytimes.com/interactive/2020/05/15/upshot/who-left-new-york-coronavirus.html>

HVN has access to a 9.6 million population pool within a 60-mile radius which makes it one of the most underserved airports in the nation. The seat to population ratio benchmark analysis of similarly sized markets in the Northeast shows that HVN has the potential to reach the size of ABE, TTN or even ISP, and accommodate up to x6 the current level of air service (Figure 13, p. 12).

In 2019, HVN's traffic capture rate was only at 1%, whereas a conservative traffic forecast indicates that HVN can achieve at least a 6% market share based on benchmark analyses of the SWF and ISP catchments. HVN's 30 mi catchment potential (based on the 6.2% traffic capture rate) is 498,051 annual passengers (2019 catchment traffic used as a baseline).

As economies start to reopen and traffic levels rebound, larger airports like Boston and the New York airports will again be congested. It is becoming increasingly important to lure airlines to airports like HVN with significant population reach and catchment that have been passed over up until now in favor of wedging even more passengers and airplanes into overtaxed infrastructure. \$150 million federally funded runway projects could be avoided by encouraging airlines to grow at reliever airports in major metro areas, like New Haven.

Figure 13. Airport Seat / Population Ratio, U.S. Census, U.S. T100 2019 Directional Seats, Airline Data Inc., ASM



Airport	Seats Dir YEJun22	Population 60 mi	Seats per Capita
SWF	142,722	15,576,717	0.009
<b>HVN</b>	<b>177,538</b>	<b>9,576,630</b>	<b>0.019</b>
TTN	478,020	19,612,380	0.024
HPN	954,636	20,803,694	0.046
ABE	516,107	9,648,913	0.053
ISP	988,023	17,647,230	0.056
ITH	96,173	1,651,776	0.058
BDL	3,442,363	4,967,731	0.693
ALB	1,545,471	1,598,663	0.967

Source: YEJune2020 Directional Seats, Airline Data Inc., U.S. Census, ASM Population Analysis

## New Haven’s Air Service Needs and Deficiencies

HVN is the only other commercial airport in the state of Connecticut, besides Bradley International Airport (BDL). New Haven County has a similar population base and median household income as Hartford County served by BDL (Figure 9 on p. 10). However, due to the runway limitations, HVN has been unable to adequately serve the needs of the flying population. Travelers are forced to make the long and tedious drive to one of the New York/New Jersey airports, exacerbating congestion on the I-95 corridor. Additional air services at the airport would greatly enhance the quality of life by considerably decreasing travel times for all commuters throughout the southern New England region.

Pre-COVID, HVN’s main hurdle was that it couldn’t reach economies of scale for the airlines. The only markets that make money for airlines with the limited level of service tend to be airports far away from competitors where they can charge higher fares to support higher costs of the small aircraft they operate. HVN needs market growth to support larger aircraft with lower costs and lower fares that would expand HVN’s catchment. For that, HVN needs a longer runway to convince airline planners to put mainline there to be able to lower fares on par with HVN’s competitor airports, and without that, those competitors will continue taking passengers out of HVN’s catchment.

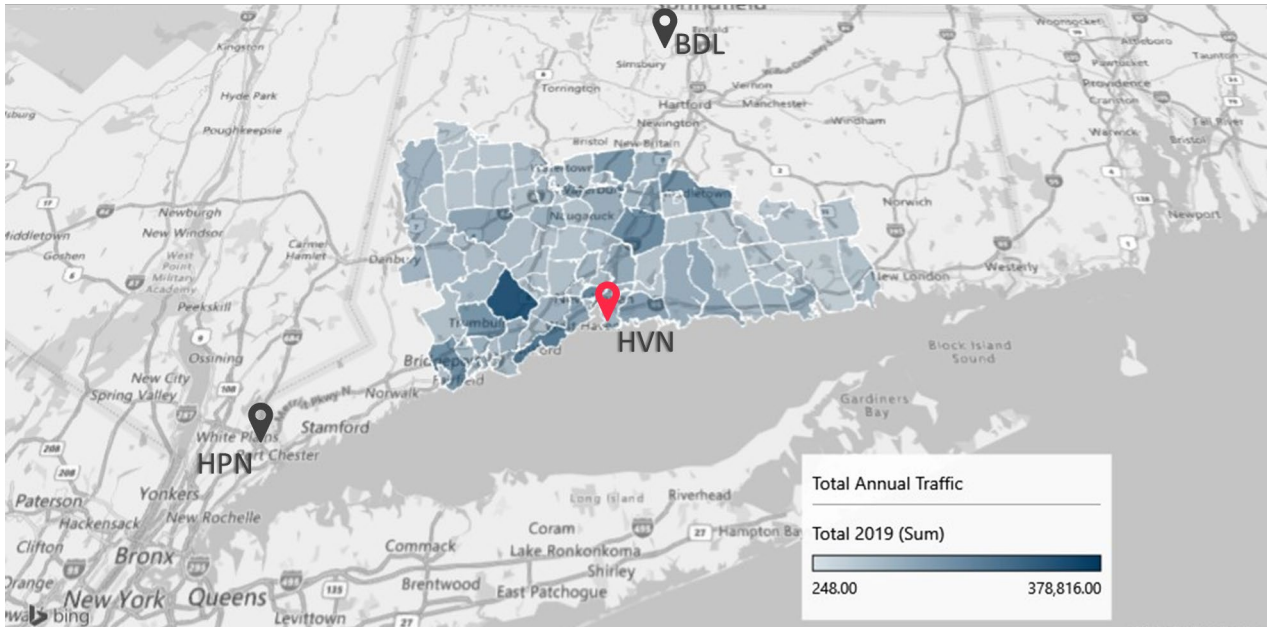
Luckily, the environmental and engineering process at HVN is now underway, and the runway extension is expected to be completed by 2024.

As the airline industry is reeling even two years after the Covid-19 crisis began to wreak havoc on the sector, there is a silver lining and new opportunities for secondary airports serving large metropolitan markets, like HVN. Untapped markets abandoned during the crisis by the incumbent airlines are being leveraged by new market entrants like Avelo. The problem of finding underserved city-pairs, very prevalent in the U.S. low-cost market up until 2019, is a non-issue for now. Although the New Haven community is very grateful for the new Avelo base at HVN, there are still some highly coveted markets HVN is not connected to.

## HVN's Catchment Area and Passenger Diversion

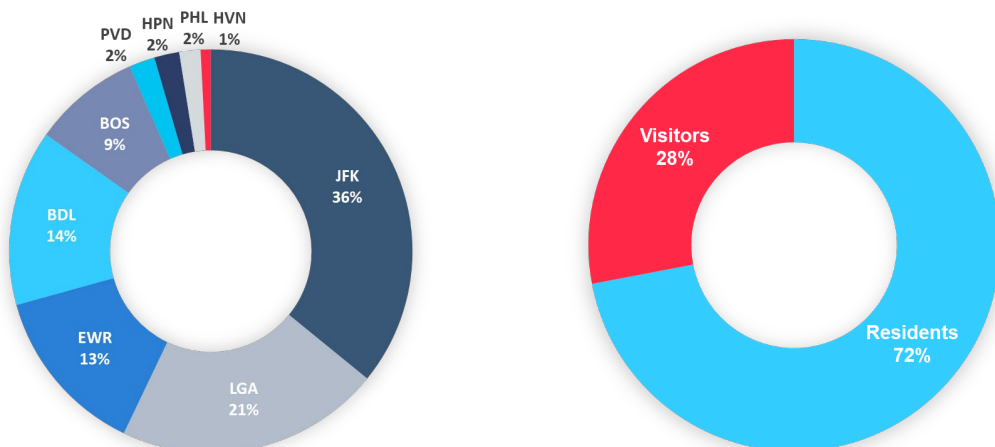
HVN's "Natural" Catchment Area as shown in Figure 15 generated approx. 5 million total annual passengers in 2019. Some of the largest traffic generating zip codes are in close proximity to HVN.

Figure 15. HVN's Catchment Annual Traffic (Resident & Visitor Demand), 2019, ASM, Airline Data Inc.



Despite the general misconception that most of HVN's traffic is leaked to Bradley International (BDL) and that the passengers are predominantly using "the other" Connecticut airport, the reality is that the New York/New Jersey airports get over a half of HVN Catchment traffic – 53% (Figure 16). HVN only retains 1% of the traffic generated within its natural catchment. 71% of that traffic originate in HVN's Catchment, whereas 29% of that traffic are visitors.

Figure 16. HVN's Catchment Traffic by Point of Origin (POO) Airport, 2018, ASM, Airline Data Inc.



# Air Service Development Plan

## New Service to the Charlotte and Atlanta Metro Areas

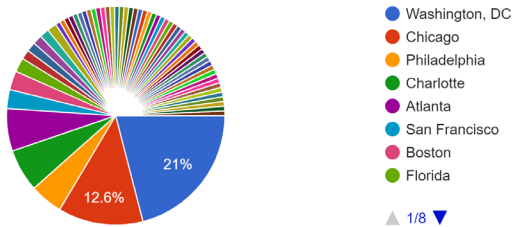
The impressive expansion HVN has seen from Avelo in the first 100 days of the carrier’s operation is certainly helping to reverse passenger diversion. We are seeing positive sentiment and response from the community to all the service announcements. Avelo’s reservation data suggests that HVN’s new ULCC service draws traffic from well beyond the natural catchment bounds discussed on p. 13. However, the loss of hub access through American Airlines also means that there are limited nonstop options available at HVN.

HVN is hoping to use this grant to secure access to the top O&D markets that generate significant local demand and provide access to the country’s largest air transportation nodes.

Atlanta and Charlotte are at the top of the list of HVN’s largest unserved markets (Figure 18), and both are the high priority markets the New Haven community partners advocate for. The high demand for these routes is not surprising given the frequent trips the region’s largest stakeholders make to their affiliate offices in both cities (Figure 17).

Figure 17. HVN Stakeholder Travel Survey, 2021

What major cities does/did your company travel to most frequently? (currently or pre-COVID)



Does your business have a parent, subsidiary, supplier in the following cities (check all that apply)?

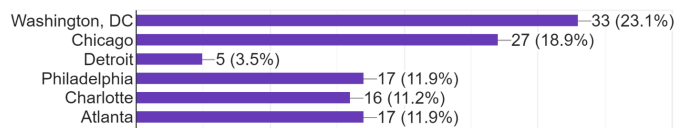
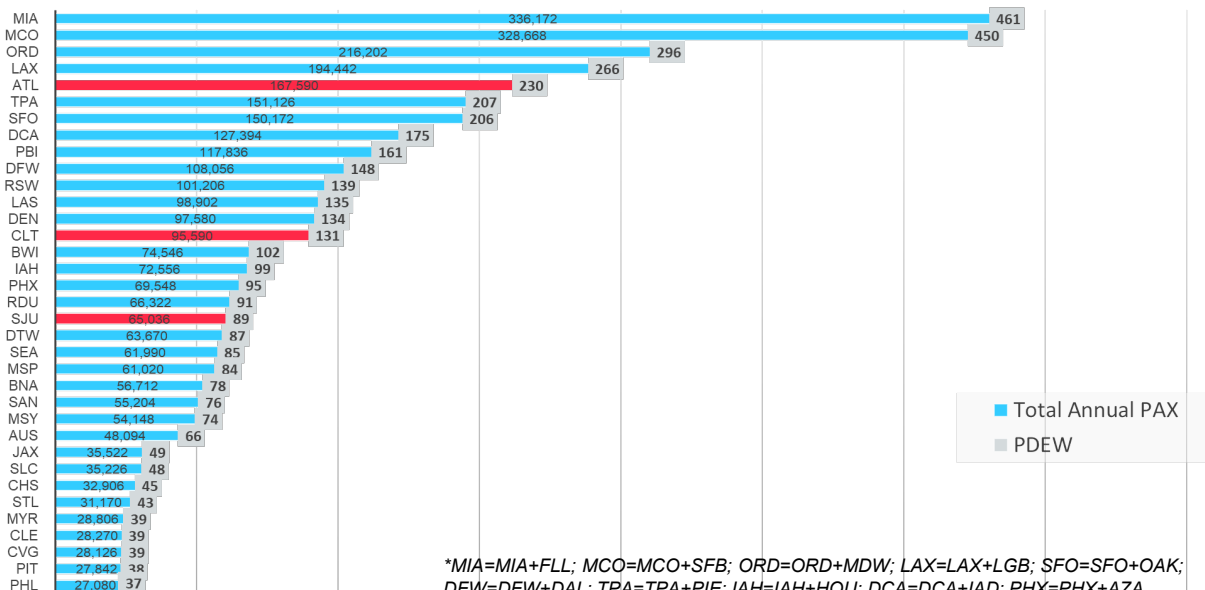


Figure 18. HVN Catchment Largest O&D Markets\*, 2019, ASM, Airline Data, Inc.



\*MIA=MIA+FLL; MCO=MCO+SFB; ORD=ORD+MDW; LAX=LAX+LGB; SFO=SFO+OAK; DFW=DFW+DAL; TPA=TPA+PIE; IAH=IAH+HOU; DCA=DCA+IAD; PHX=PHX+AZA.

In 2019, HVN's natural Catchment (defined on p. 13) generated 168K total annual passengers to Atlanta (ATL) or 230 PDEW, and 96K, or 131 PDEW to Charlotte (CLT) (Figure 18, p.14).

HVN has never had direct service to ATL but had a short period of nonstop connectivity to CLT. In 2019 and 2020, American Airlines operated a once-weekly Saturday-only service between HVN-CLT. The HVN-CLT market **nearly tripled** in the two pre-COVID years, growing from 2,905 total annual passengers in 2017 to 7,175 annual passengers in 2019.

### New Service to San Juan, Puerto Rico

The foundation of this grant program is based on “*providing material benefits to a broad segment of the traveling public, including businesses, educational institutions, and other enterprises*”. Service to San Juan would provide access to the Catchment’s top leisure market and cater to the large VFR (visit friends and relatives) traveler base in the region.

HVN’s natural Catchment generates 65K annual total passengers to SJU or 89 PDEW (Figure 18, p. 14 and Figure 19).

With over 300,000 Puerto Rican denizens, Connecticut is one of the northeastern states with large Puerto Rican populations. Connecticut actually has the largest percentage of Puerto Rican residents of any state: 8.5%, according to the *Puerto Rico Report*.

More than half of the state’s Latino population is made up of Puerto Ricans. Hartford and New Haven have more than 100,000 Puerto Ricans, making them some of the most concentrated Puerto Rico communities in the U.S. (Figure 20). Like Massachusetts, Connecticut gained much of its Puerto Rican community in the 20th century, when Puerto Ricans moved to work in the tobacco fields.

Figure 19. HVN Catchment Demand to SJU, 2019  
ACA, Airline Data, Inc.

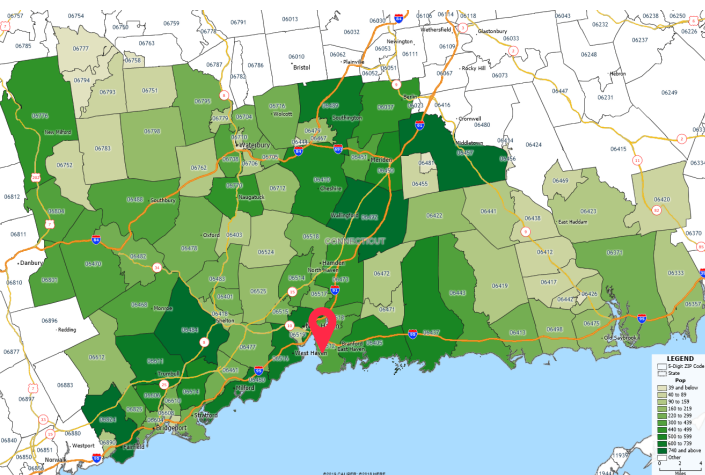
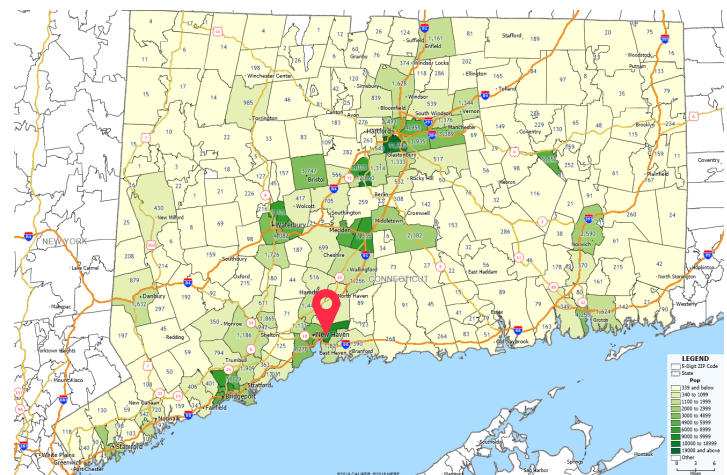


Figure 20. CT Population of Puerto Rican Heritage,  
U.S. Census via USA.com



# Required Funding for the Air Service Development Plan

HVN is developing a strong incentive package for the recruitment of new air service to Atlanta, Charlotte, and/or San Juan, PR. This grant application is a major part of that package. In anticipation of applying for this grant, HVN developed a community **cash match of \$170,000** for the project. This cash will be used for marketing and brand awareness funding to promote new air services and establish HVN as the rightful gateway to Southern Connecticut. The total matching funds equal **\$220,000** in both cash and in-kind (advertising dollars) contributions for a two-year air service support project.

Figure 22. Tweed-New Haven Airport Grant Funding Plan

Source	Revenue Guarantee	Marketing	Total
HVN	-	\$170,000	\$170,000
DOT	800,000	-	800,000
<b>Total</b>	<b>800,000</b>	<b>170,000</b>	<b>\$970,000</b>

HVN is requesting a Small Community Air Service Development grant of **\$800,000** to be used for a revenue guarantee (MRG) and new air service marketing.

The total project cost is **\$1,020,000**. The local cash portion of the fund represents 20% of the federal ask of \$800,000. HVN's portion of the total project cost amounts to 22%, while the federal Department of Transportation portion represents the other 78% of the total project cost. HVN anticipates using 80% (\$800,000) of the total funding as a revenue guarantee for a new route (for up to two years of operation) and plans to use the remaining 20%, or \$220,000 in cash and in-kind donations for new air service marketing within the first year of service commencement (Figure 22).

The anticipated timeline for the project assumes a grant would be awarded in June of 2022. If the grant agreement with the DOT is finalized by the end of July 2022, HVN will step up its recruitment efforts during 2022 and 2023. In a best-case scenario, HVN would hope to target winter of 2022-2023 for a new service launch, with collateral and marketing program ready shortly after a formal service announcement.

The primary component of the program will be risk abatement funding to support the initial phase of new air service. HVN will negotiate a detailed service agreement that is consistent with the DOT guidelines for grant fund use with the prospective carrier.



The following action plan will be used to achieve this goal:

1. The costs of operating the new service will be defined in discussions with the carrier and outlined in a contractual manner.
2. A target for overall revenue associated with the new service and the component of that revenue that will be directly credited to the new route will be agreed upon. From this, a mechanism will be established where the carrier will monitor and report all revenues that the New Haven route generates.
3. HVN will seek a two-year revenue guarantee agreement, whereas the marketing funds under this Program will likely be utilized during the first year immediately following the official route announcement.
4. The risk abatement support will be capped at \$800,000. HVN will seek a settlement plan that measures the performance of the route over the first two years of operation, including months that may need abatement support and months that generate revenue above the agreed upon revenue target.
5. The airline will agree to set fares that are competitive.

### Potential Marketing Efforts To Be Provided by HVN and Community Partners to Promote New Air Service to New Haven

#### Outbound marketing support

- Development of a strategic digital campaign comprised of SEM, Audience Targeting Display, and Mobile Location (geo-fencing) campaigns to target travel intenders within 40 mi of HVN. This campaign will be set up with Google and Bing's best practices and will include: dynamic keyword insertion, relevant site links, call outs, relevant ad copy, mobile capabilities as well as a set up Google Analytics to track goals. Customer interaction with the ads and clicks will be tracked to measure the campaign success and effectiveness or for its optimization.
- HVN will seek assistance of a marketing firm to execute the geo-fencing campaign that will be set up to raise awareness of the new routes and combat traffic leakage to other airports in the region. A digital "fence" will be set up around Bradley International Airport (BDL) and the New York area airports. The "Verified Walk-In" metric will be set up and monitored to track customer conversions (i.e. a passenger who interacted with the ad, walked into a geofence around one of the competitor airports, and chose to fly through HVN at a later point).
- Establish HVN's presence on social media as a means of interaction with current and potential customers and to promote new air services to the relevant audience. Based on a recently completed Catchment/Traffic Leakage Study, we are able set up a very targeted and cost-efficient ad campaign only interacting with the most relevant traffic generating zip codes in HVN's natural catchment area, as well as identify the largest traffic generating zip codes for a specific O&D. For example, Facebook provides a capability to serve ads within specific (customized) zip code lists which will help the airport be very efficient with their marketing spend.
- Even though most of new air service marketing would be done through digital platforms, since it is the easiest way to track and measure the program's ROI, HVN intends to use some traditional marketing channels as well. For example:

- Provide local marketing support for the airline partners through radio, TV and online promotions with iHeart Media, WTNH News8, New Haven Register/Hearst Connecticut Media Group with a combination of on-air commercials, DJ talking points, and web ads.
- Promote new air service by offering tickets as a prize drawing through social media and local conventions and consumer travel shows.
- Billboards on the I-95 highway to New York and I-91 to Massachusetts.

#### Inbound marketing support

- Digital advertising targeting HVN's largest visitor zip codes in the source markets (Atlanta and Charlotte Metros).
- Online and print ads in the Greater New Haven Visitor Guide.
- Promotion of new air services on partner social media platforms: Visit New Haven, Visit Connecticut, Discover New England.
- Promotion of new air services at various local conventions hosted by local businesses like the Yale University and the Yale New Haven Hospital.
- Provide support to the promotion of a new route by hosting press trips.

In 2020, HVN entered into a contract with a local marketing firm – Digital Surgeons <https://www.digitalsurgeons.com/> to transform and modernize the HVN brand and position HVN as Southwestern Connecticut's leading and viable gateway. The project's budget is \$200,000, with a portion set aside for marketing support of new services HVN hopes to secure with the help of this grant program.

The main objectives of the marketing strategy spearheaded by Digital Surgeons are as follows:

- Plan and execute media that will garner conversions for HVN's current air services.
- Elevate the HVN airport branding and market presence to position HVN as Southwestern CT's leading and viable airport.
- Provide overarching assets to provide a connected brand experience across all relevant owned media channels.
- Develop a campaign strategy with accompanying key assets to support the brand refresh of the HVN airport.
- Provide ongoing management and creative optimization of in-market media.

# Public-Private Coalition for Grant Administration

Tweed-New Haven Airport, assisted by Avports and their air service development consultant, will monitor the Program and ensure that all expenditures are consistent with the DOT guidelines and grant application objectives. Reports on progress of the program will be submitted on a semi-annual basis.

This Application for the Federal Small Community Air Service Development Grant funding is supported by a group of community partners which have pledged their support for the effort to secure new air service in Hew Haven. HVN has dozens of local partners represented by the Greater New Haven Chamber of Commerce and the Economic Development Corporation of New Haven.



Avports ("Avports LLC") is the manager and operator of Tweed-New Haven Airport. Avports is a recognized industry leader in the development, management and operation of airports and airport infrastructure. With broad, best-in-class capabilities and deep experience, Avports provides an unparalleled level of service, comprehensive solutions and value to their clients including airports, municipalities, commercial and cargo airlines, general aviation, military and special airports and a wide variety of other airport users. In July 2018, the company was acquired by West Street Infrastructure Partners III, a family of infrastructure funds managed by the Merchant Banking Division of The Goldman Sachs Group, Inc.



The Economic Development Corporation of New Haven is a private, non-profit organization, dedicated to business and economic development within the city of New Haven CT. The Corporation's mission is to enhance the thriving business environment in New Haven by securing and expanding the City's diverse business base, attracting new businesses and additional capital investment, as well as by retaining and attracting our diverse workforce and intellectual capital. REX Development ("Regional Economic Xcelleration") offers a full range economic development services in Greater New Haven, Connecticut. Created in 1996, REX was formed as the economic development entity for the fifteen towns served by the South Central Regional Council of Governments (SCRCOG).



The mission of the Greater New Haven Chamber is to provide value through business resources and services to its partner companies and to lead regional economic growth through bold and effective advocacy. GNHCC is comprised of the 15 municipalities of: Bethany, Branford, Cheshire, East Haven, Guilford, Hamden, Madison, Milford, New Haven, North Branford, North Haven, Orange, Wallingford, West Haven, and Woodbridge, and marshalls the physical, economic, and human resources of the South Central Connecticut region for the sole purpose of making Greater New Haven a favorable place to operate a business, a desirable place to work, and an attractive place to live.

## Conclusion

HVN has secured \$170,000 in local cash and \$50,000 in in-kind marketing support to match its federal grant request of \$800,000. Grant funding will be key in expanding HVN's network of air services and offering a competitive incentive mechanism for establishing nonstop connections to the Catchment's largest O&Ds.

As airports like Boston and the New York airports exceed design capacity, it is becoming increasingly important to lure airlines to airports like HVN with significant population reach and catchment that have been, until now, passed over in favor of wedging even more passengers and airplanes into overtaxed infrastructure. It is imperative to create conditions conducive to airline relocation and growth at reliever airports in major metro areas, like New Haven.

New Haven has a creative and energetic workforce, outstanding colleges and universities, and excellent quality of life, while still being competitive in cost of living with the closest competitors in Boston and New York. New Haven's businesses and anchor institutions attract numerous national and international investors, speakers, and scholars. Yale alone attracts about 500,000 visitors annually. Access to New Haven, however, is constrained due to modest air service at Tweed.

The Yale New Haven Hospital recently announced an investment of more than \$835 million in a new Neurosciences Center which is expected to draw patients from around the *region and the world*. A strong and accessible airport nearby will allow the Hospital to recruit top clinicians, researchers and staff. It can also serve as a direct link for patients to access care in New Haven through enhanced direct flights and connections to major hubs.

With the onset of the COVID pandemic, *HVN's role becomes even more important in part because New Haven's biotech firms and healthcare institutions are on the frontlines of fighting the virus* and are still relying on the airport to enter and exit the region on a regular basis. Now, more than ever, HVN must strive to provide greater points of connection between New Haven and other parts of the country and the world.

Further, Tweed New Haven's infrastructure upgrade project has been well received by the community and has secured \$100M in private investor funding, paving the way to considerable airport expansion. Such expansion would provide a significant economic improvement for Southern Connecticut and would be completed within the current footprint of the airport.

HVN continues the recruitment process for new air service. HVN is working with an air service development consultant, attends all major industry events offering airline-airport face-to-face meeting opportunities (e.g. Routes, ACI-NA Jumpstart, TakeOff), conducts meetings with target carriers, and continues working with various community stakeholders.

There is significant pent-up demand for the improved service at HVN that would be enabled by a SCASD grant. More robust service to HVN would encourage continued investment in the region, provide job opportunities for residents, as well as make air travel more accessible and affordable for wider population groups by providing competitive air fares.



March 11, 2022

Ms. Brooke Chapman  
Associate Director  
Small Community Air Service Development Program  
U.S. Department of Transportation  
Office of Aviation Analysis  
1200 New Jersey Avenue, SE  
Washington, DC 20590

Dear Ms. Chapman:

Avelo Airlines supports the application of New Haven, CT (HVN) for a Small Community Air Service Development Program (SCASDP) grant aimed at attracting new services, through revenue guarantees and marketing support programs. If awarded, the funding could significantly help expand low-cost services from HVN.

Avelo continues to evaluate new market opportunities in the Eastern U.S. HVN fits well in Avelo's strategy of serving smaller community airports that lack adequate air service with low fares, friendly service, and nonstop flights. Avelo entered into a successful partnership with HVN and its operator, Avports, in 2021, by introducing nonstop flights from HVN to six Florida destinations. In four months, over 100,000 customers have flown on Avelo's HVN-Florida flights, and Avelo has since announced plans to add nonstop service to another seven destinations in the Midwest, Mid-Atlantic, and Southeastern US in 2022.

SCASDP funds would be helpful in expanding awareness of Avelo's brand and any additional new air services it can provide from the HVN region (such as airports service the San Juan, Puerto Rico, Atlanta, GA, or Charlotte, NC metropolitan areas), and in those cities without existing service about HVN as a convenient option when traveling to Southern Connecticut, reducing the economic risk associated with initiating new services.

While Avelo cannot guarantee it will launch specific HVN routes, the SCASDP grant would increase Avelo's interest in extending service from HVN into more cities without existing nonstop service from HVN.

We encourage the Department to approve New Haven's request for funding.

Best regards,

A handwritten signature in black ink that reads "Mark E. Kopczak". The signature is written in a cursive, flowing style.

Mark E. Kopczak  
Head of Network Planning  
Avelo Airlines

**Congress of the United States**  
Washington, DC 20515

March 15, 2022

The Honorable Pete Buttigieg  
Secretary of Transportation  
United States Department of Transportation  
1200 New Jersey Avenue, SE  
Washington, DC 20590

RE: Tweed-New Haven Airport Small Community Air Service Development Program

Dear Acting Secretary Bradbury:

We write in support of the application submitted by Tweed-New Haven Airport (Tweed) for funding under the United States Department of Transportation (DOT) Small Community Air Service Development Program (SCASDP). This application is an important opportunity to expand air travel options in Connecticut.

Established in 1929, Tweed is one Connecticut's two airports featuring regular commercial service. Tweed emerged from a critical juncture recently, receiving approval to expand its runway to 6,000 feet, thus earning the interest of commercial carriers considering service to Southern Connecticut. Despite this step forward, the COVID-19 pandemic has made it extremely difficult for Tweed, and other smaller airports, to attract new air carriers as the industry continues to face the impacts of this crisis. The pandemic has posed disruptions to existing service as American Airlines suspended service to and from Tweed in October, 2020 and only just recently resumed such flights.

Tweed requests \$800,000 in SCASDP funding, which it will match with an additional \$150,000, for the purpose of attracting new air service to New Haven. These funds will allow Tweed to offer competitive pitches to commercial carriers, who frequently expect financial assistance from airports in the form of marketing support, minimum revenue guarantees or financial assistance to lower airfares.

We strongly support Tweed-New Haven Airport's application to SCASDP and ask for your full and fair consideration of this proposal. Thank you for your time and attention on this matter.

Sincerely,



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RICHARD BLUMENTHAL  
United States Senate



---

CHRISTOPHER S. MURPHY  
United States Senate



March 13, 2022

Ms. Brooke Chapman, Associate Director  
Small Community Air Service Development Program  
United States Department of Transportation  
1200 New Jersey Avenue SE  
Washington, DC 20590

RE: Request for SCASDP Grant from the Department of Transportation

Dear Ms. Chapman,

The Greater New Haven Chamber of Commerce strongly supports the grant proposal from Tweed New Haven Airport and respectfully requests that the United States Department of Transportation ("USDOT") approve the application for a Small Community Air Service Development Program (SCASDP) Grant. In the last year, Avello Airlines has successfully launched service to Florida and is now preparing business-centric flights for the spring. Funding through this grant will help ensure the success of these flights and the continued growth of Tweed New Haven Airport.

The Greater New Haven Chamber of Commerce represents more than 1300 businesses in and around New Haven. We are strong advocates for the airport because our businesses tell us that additional flights and destinations would have a positive impact on their companies. The region is home to world class health care organizations, institutions of higher education, and technology companies. They need to get people in and out. Without more destinations at Tweed, it will continue to be a challenge. Despite our proximity to New York City, highway congestion makes those airports unreliable and undesirable options for travel.

Tweed's location, just minutes from downtown New Haven, provides a unique opportunity to improve mobility. As you know, business is conducted on a global scale. The New Haven region is home to thriving manufacturers, biotech companies, tech startups, and other important businesses. These companies have employees that travel regularly and customers and suppliers who need to visit.

Companies from all sectors would benefit from an improved airport. Our manufacturers do a lot of work with prototypes and they supply companies across the globe. They are concerned that their customers are less willing to visit and thus build stronger relationships because it is a challenge to get to New Haven, Connecticut. We are also seeing changes in the way people work. More employees work remotely today than before, but when they need to get somewhere, they need to be able to do so in a fast and efficient manner. We need more flights at Tweed to provide this flexibility.

The Chamber and its membership are committed to economic growth in our region. More flights and destinations increase accessibility to New Haven. With more ways to get in and out, our businesses gain access to markets, talent, innovation, and productivity increases. I strongly urge the USDOT to approve the SCASDP grant application for Tweed New Haven Airport. Approval of this grant will improve the economic growth for the entire New Haven region.

Sincerely,

A handwritten signature in black ink, appearing to read "Garrett Sheehan". The signature is fluid and cursive, with a prominent initial "G" and a long, sweeping underline.

Garrett Sheehan  
President and CEO  
Greater New Haven Chamber of Commerce



March 14, 2022

Ms. Brooke Chapman, Associate Director  
Small Community Air Service Development Program  
United States Department of Transportation  
1200 New Jersey Avenue SE  
Washington, DC 20590

RE: Tweed New Haven Regional Airport Application for a SCASDP Grant from the Department of Transportation

Dear Ms. Chapman,


On behalf of Economic Development Corporation of New Haven, I would like to express my support for the DOT Small Community Air Service Program (SCASDP) grant application being compiled by Tweed New Haven Regional Airport.

The retention and recruitment of businesses are essential for the economic success of Connecticut. With no current flights currently available at Tweed New Haven Regional Airport, it is difficult for companies in Southern Connecticut to access clients, attract talent and secure more business. Our higher education, health, bio and high-tech industries generate significant demand for air service. Research has shown that potential Tweed passengers are traveling via the New York airports, congesting our highways and taking the economic impact associated with air travel out of the state.

The travel and tourism sector is also a core driver of our economy. Partially based on the needs of our existing businesses and institutions, there is also a demand for air service by group and leisure travelers. Currently, there are a number of planned hotels in New Haven proper, with an additional planned hotels in the surrounding towns. More robust air service to Tweed would encourage continued investment in the city and provide job opportunities for our residents.

We sincerely appreciate your consideration of our application.

Best,

  
Virginia Kozlowski  
Executive Director

# Yale OFFICE OF FEDERAL AND STATE RELATIONS

PO Box 208255  
New Haven CT 06520-8255  
T 203 436-2893  
F 203 432-7960

*courier*  
Whitney Grove Square  
2 Whitney Avenue, 6th Floor  
New Haven CT 06510

March 14, 2022

Ms. Brooke Chapman, Associate Director  
Small Community Air Service Development Program  
United States Department of Transportation  
1200 New Jersey Avenue SE  
Washington, DC 20590

Dear Ms. Chapman,

I am writing on behalf of Yale University to express strong support for Tweed New Haven's application to the Department of Transportation's Small Community Air Service Program.

Tweed New Haven is integral to the economic development of the Greater New Haven region, and the university is enthusiastic about the airport's plans for capital improvement and service expansion. The change in state regulation of the airport has opened the door to new service by Avelo, and further enhancements can be expected as the airport's partnership with Avports takes shape.

These advances are vital to Yale University and the region. Yale faculty and staff travel frequently on university business to domestic as well as international destinations, and improvements at Tweed will, over the long term, reduce their reliance on congested airports around New York. In addition, in a typical year, Yale has over 12,000 students enrolled on campus, and many of them would welcome more options to use Tweed New Haven. Furthermore, Yale normally attracts about 500,000 visitors annually, comprised of alumni, prospective students, parents of current students, as well as people who wish to visit our renowned museums and campus. Tweed New Haven has the potential to capture a substantial share of that travel business.

Local employers are also flourishing. The bioscience industry is growing – private developers are building over 500,000 square feet of new laboratory space to accommodate new companies – and the health care sector is also expanding rapidly, adding to the calls for convenient, accessible air travel from Tweed New Haven.

I am pleased to offer Yale's enthusiastic support of this proposal as a step forward in meeting pent up demand for accessible air travel that will yield economic and environment benefits for the Greater New Haven region.

Sincerely,



Richard Jacob  
Associate Vice President for Federal and State Relations



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March 15, 2022

Ms. Brooke Chapman  
Small Community Air Service Development  
United States Department of Transportation  
1200 New Jersey Avenue SE  
Washington, DC 20590

Re: Tweed-New Haven Regional Airport SCASD Grant Application

Dear Ms Chapman,

I am writing on behalf of Avports to express our support for Tweed New Haven's (HVN) application to the DOT Small Community Air Service Development Program (SCASDP). As the private investor in the expansion of HVN, we view Tweed New Haven as a critical factor in the economic development and economic sustainability of the region.

Within the last year we have announced a public-private partnership with the Tweed New Haven Authority, and thereby the city of New Haven, and pledged to invest about \$100 million in the growth of the airport.

Since that announcement, we have also partnered with Avelo Airlines to restore commercial service to Southern Connecticut. That partnership has led to incredible growth. Avelo has announced 13 new routes, with excellent success. The restart of commercial service has led to the creation of 230 permanent new jobs and thousands of Southern Connecticut residents experiencing air travel for the first time.

Additionally, within the last 12 months, Avports has invested nearly \$1 million in a public awareness campaign. The focus of that campaign has ranged from raising public awareness about commercial service at HVN to specific route announcements and job opportunities. That campaign will continue through 2024.

Today HVN's Catchment is one of the most underserved in the nation. A strong and accessible airport will allow Southern Connecticut to recruit top talent, new businesses and industry growth.

Avports strongly supports growth at Tweed New Haven Regional Airport and their SCASD application.

Best,

Andrew King  
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