

**APPLICATION UNDER
SMALL COMMUNITY AIR SERVICE DEVELOPMENT PROGRAM
DOCKET DOT-OST-2024-0066
SUMMARY INFORMATION¹**

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.

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 UNIQUE ENTITY IDENTIFIER (UEI)

Legal Sponsor Name: Greenville-Spartanburg Airport District

Name of Signatory Party for Legal

Sponsor: David N. Edwards, Jr. AAE, President and CEO

UEI: Y7B7EKPRMLZ5

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

1. Greenville-Spartanburg, SC
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. Greenville-Spartanburg International Airport (GSP) 2. _____

3. _____ 4. _____

¹ Note that the Summary Information does not count against the 20-page limit of the SCASDP application.

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**

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

1. Large hub airport: ATL - 157 miles, CLT - 75 miles

2. Medium hub airport: CHS - 205 miles

3. Small hub airport: AVL - 64 miles, CAE - 102 miles

4. Airport with jet service: AVL - 64 miles

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. SC-04

2.

3. SC-03

4.

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): _____; and, the text of the grant agreement section(s) setting forth the scope of the grant project:

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

PUBLIC	PRIVATE
1. Greenville-Spartanburg Airport District	1. Visit Greenville SC
2. City of Anderson, SC	2. One Spartanburg Inc.
3. Spartanburg County, SC	3. Upstate Alliance SC
4. City of Greenville, SC	4. Greenville Chamber of Commerce
5.	5. Greenville Area Development District

H. PROJECT PROPOSAL:**1a. BROAD GRANT GOAL(S): (CHECK ALL THAT APPLY)**

- ☐ Launch New Carrier ☒ Secure Additional Service ☐ Upgrade Aircraft
☐ First Service ☒ New Route ☐ Service Restoration
☐ Regional Service ☐ Surface Transportation ☐ Professional Services²

² “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)

1b. GRANT PURPOSE:

CONCISELY DESCRIBE THE BROAD PURPOSE OF THE PROPOSED GRANT PROJECT THAT WILL ADDRESS THE COMMUNITY'S AIR SERVICE NEEDS OR DEFICIENCIES (FOR EXAMPLE, 'GAIN ACCESS TO A MAJOR HUB', OR 'NEW SERVICE TO THE EASTERN UNITED STATES').

To establish the first-ever nonstop service between GSP and the SF Bay Area. GSP has higher than average fares and lacks seats/accessibility to the Western U.S. This new service will reduce passenger leakage, reduce fares, stimulate travel and drive tourism development.

1c. GRANT SCOPE:

CONCISELY DESCRIBE THE SPECIFIC SCOPE OF THE PROPOSED GRANT PROJECT (THAT WILL SERVE TO ACHIEVE THE GOALS OF THE GRANT PURPOSE STATED ABOVE), AS YOU WOULD ENVISION THE SCOPE LANGUAGE WOULD APPEAR IN A FORMAL GRANT

AGREEMENT, USING THE FORMAT/STRUCTURE USED IN THESE EXAMPLES: "REVENUE GUARANTEE TO RECRUIT, INITIATE, AND SUPPORT NEW DAILY SERVICE BETWEEN GSP

AND SFO;" OR "MARKETING PROGRAM TO SUPPORT EXISTING (OR NEW) SERVICE BETWEEN _____ AND _____ BY _____ AIRLINES.")

Revenue Guarantee to recruit, initiate, and support new twice weekly service between GSP and SFO.

1d. GRANT HISTORY: GSP has never received a SCASD grant.

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 5 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 FIVE-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.

1e. RESTORATION OF SERVICE:

DOES THE APPLICANT SEEK TO RESTORE SCHEDULED PASSENGER SERVICE THAT HAS BEEN TERMINATED OR SUBSTANTIALLY REDUCED (SEE SECTION E(1)(a) ON PAGE 16 OF THIS ORDER)?

☐ YES ☒ NO

IF ‘YES,’ WHEN USING THE DESCRIBED DATA METRICS (ENPLANEMENTS, CAPACITY (SEATS), SCHEDULES, CONNECTIONS, OR ROUTES) TO SUPPORT THIS RESTORATION OF SERVICE MERIT CRITERION, THE APPLICANT MUST IDENTIFY WHICH DATA METRIC(S) IT WILL BE USING, AND PROVIDE THE DATA IN QUESTION, OR CITATIONS TO THOSE DATA, AS A PART OF ITS APPLICATION IN THIS PROCEEDING. APPLICANTS SHOULD BE PREPARED TO PROVIDE ADDITIONAL INFORMATION, SHOULD THE DEPARTMENT DEEM IT NECESSARY, TO ENABLE THE DEPARTMENT TO VERIFY THE ACCURACY AND RELEVANCE OF SUCH DATA. FURTHER, THE DEPARTMENT MAY REQUIRE ADDITIONAL INFORMATION OR SUBMISSIONS IF THE AIR CARRIER

IN QUESTION IS NOT REQUIRED, UNDER DEPARTMENT REGULATIONS, TO REPORT T-100 TRAFFIC DATA. IN ADDITION, THE DEPARTMENT WILL VIEW MORE RECENT REDUCTIONS AS BEING MOST RELEVANT TO EVALUATING THE COMMUNITY'S CURRENT AIR SERVICE DEFICIENCIES. TO THAT END, APPLICANTS SHOULD DISCUSS HOW THESE REDUCTIONS HAVE AFFECTED THE COMMUNITY, FOCUSING ON MORE RECENT IMPACTS.

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). NOTE: While the Department will consider the eligibility of start-up costs to offset some expenses of a service/origin (such as ticket counter reconfiguration), the use of SCASDP grant funding is not eligible for inclusion in a grant proposal to support the following types of direct benefits to an air carrier:
- the establishment of a new air carrier, or other direct benefits to an air carrier or a company seeking to become an air carrier;
 - the purchase of aircraft;
 - relocation of personnel, including crews; or
 - relocation of ground equipment such as airport tugs or other ancillary aircraft equipment.

Also note that this is not an exhaustive list, and the Department reserves the right to review, and consider the eligibility of, any start-up cost proposals made by an applicant.

- ☒ **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		1,000,000
2	State <u>cash</u> financial contribution		0
	<i>Local cash financial contribution</i>		
	3a Airport operations <u>cash</u> funds	200,000	
	3b Non-airport-operations <u>cash</u> funds	200,000	
3	Total local <u>cash</u> funds (3a + 3b)		400,000
4	TOTAL CASH FUNDING (1 + 2 + 3)		1,400,000
	<i>In-Kind contribution</i>		
	5a Airport <u>In-Kind</u> contribution**	85,000	
	5b Other <u>In-Kind</u> contribution**	15,000	
5	TOTAL IN-KIND CONTRIBUTION (5a + 5b)		100,000
6	TOTAL PROJECT COST (4 + 5)		1,500,000

Is this project supported by any other Federal Funds?

☐ YES ☒ NO

If “Yes” please describe the source(s) and the value (\$) of such funding:

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.

5a represents the value of waived landing fee, gate use and operational costs associated with the service. 5b represents the estimated value of community partner promotions.

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)

Proposal under the
Small Community Air Service Development Program
Docket DOT-OST-2024-0066
for
GREENVILLE-SPARTANBURG INTERNATIONAL AIRPORT
(GSP)



Application of the
Greenville-Spartanburg Airport Commission
UEI: Y7B7EKPRMLZ5
South Carolina District SC-03 and SC-04
Docket: DOT-OST-2024-0066



July 24, 2024

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

Re: SCASDP Grant Application for Greenville-Spartanburg-Anderson, SC

[Docket DOT-OST-2024-0066]

Dear Ms. Chapman:

On behalf of the Greenville-Spartanburg Airport Commission and our partner communities, please accept our application for grant funding from the United States Department of Transportation (DOT) through the Small Community Air Service Development Program (SCASDP) to help support the initiation of new nonstop service between Greenville-Spartanburg International Airport (GSP) and San Francisco International Airport (SFO).

New service from GSP would provide the only nonstop connection between the Palmetto State and the San Francisco Bay Area, Silicon Valley and Nappa Valley opening new opportunities for business and tourism development for both communities. We are confident that this new nonstop service will stimulate competition, reduce total travel time, be more environmentally responsible, and lower average fares for our market which is currently ranked as the 6th most expensive airport in the U.S. (BTS 2023).

This proposal is being supported by a major low-cost carrier with existing service at GSP and SFO along with numerous regional economic development and tourism partners in Upstate South Carolina. We thank you for your thoughtful consideration of this proposal.

David N. Edwards Jr., A.A.E.
President and CEO

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Appendix: Letters of Support

1. Technical Outline of Proposal

Contact Information

All contact regarding the grant application of the Greenville-Spartanburg Airport Commission should be directed to:

David N. Edwards, Jr., A.A.E.
President and CEO
Greenville-Spartanburg Airport District
2000 GSP Drive, Suite 1
Greer, SC 29651
Phone: 864-848-6260
Email: dedwards@gspairport.com

Legal Sponsor of Application

The legal sponsor of this Small Community Air Service Development Program grant application is the Greenville-Spartanburg Airport District.

Community Partners in Application

Visit Greenville SC, One Spartanburg, City of Greenville, SC, Greenville Chamber of Commerce, Greenville Area Development Commission, Greenville Economic Development, Spartanburg County, SC, Greer Chamber of Commerce, City of Anderson, SC, and Upstate SC Alliance join the Greenville-Spartanburg Airport District in support of the grant application.

Project Description

The Greenville-Spartanburg Airport District, which owns and operates the Greenville-Spartanburg International Airport (GSP), respectfully submits its grant application for the Small Community Air Service Development Program.

The community is requesting a grant of \$1,000,000 for revenue guarantee/risk mitigation with a community match of \$500,000 in marketing for a total cash fund balance of \$1,500,000 for this project. These funds will be used to help support a first-time nonstop service to San Francisco, CA from Greenville-Spartanburg International Airport. Breeze Airways has expressed its support for this proposal for GSP-SFO and would also consider San Diego and Las Vegas as alternates. Breeze Airways, with existing service at both GSP and SFO, offers quality low-fare nonstop access that will advance business and tourism connections between South Carolina and the San Francisco Bay Area while promoting competition, lowering fares and expanding air service connectivity for over 1.6 million Upstate South Carolina citizens.

2. Grant Proposal Summary

GSP Market Area and Current Air Service

Greenville-Spartanburg International Airport (GSP) is located in the heart of Upstate South Carolina which consists of a 10-county market anchored by the cities of Greenville, Spartanburg and Anderson, SC with a population of 1.6 million residents (Figure 1). The Upstate region has experienced significant economic, tourism and population growth in recent years. By 2040, the population of our region is expected to grow by 18.5%. The region currently welcomes 82 new residents each day and over 7 million tourists visit the region each year.

The strength of the Upstate economy lies in its uniquely diversified industry structure. In the last five years, \$11 billion in capital investment has been announced in the Upstate region (2019-2023). The area has established itself as a leader in advanced manufacturing, innovation, life sciences, food and beverage, engineered materials, automotive and aerospace. The region boasts a large concentration of major businesses, higher education institutions, and government centers. Nearly 350 global, national and North American corporate headquarters call Upstate SC home including BMW Motor Manufacturing, Michelin, TD Bank, General Electric, Denny's, Milliken and Company, ScanSource, Fluor and many more.

Nearly 100,000 students attend colleges and universities in our region and rely on GSP for transportation including Clemson University, University of South Carolina Upstate, Furman University, Wofford College, Converse University and more.

Figure 1 - GSP Airport Service Area Population



As depicted in Figure 2, four airports compete with GSP for regional travelers including Asheville (64 miles), Atlanta (157 miles), Charlotte (75 miles) and Columbia (102 miles). Approximately 40% of the region's travelers

opt to use an airport other than GSP due to high fares, lack of nonstop service or less convenient schedules. On average, Charlotte captures 18% of regional traffic, Atlanta captures 16% and Asheville captures 6%. Specific passenger leakage to the San Francisco Bay Area (SFO, SJC, OAK) is significantly higher at 46%; equating to the loss of more than 23,000 passengers per year.

Figure 2 – Closest Airports to GSP

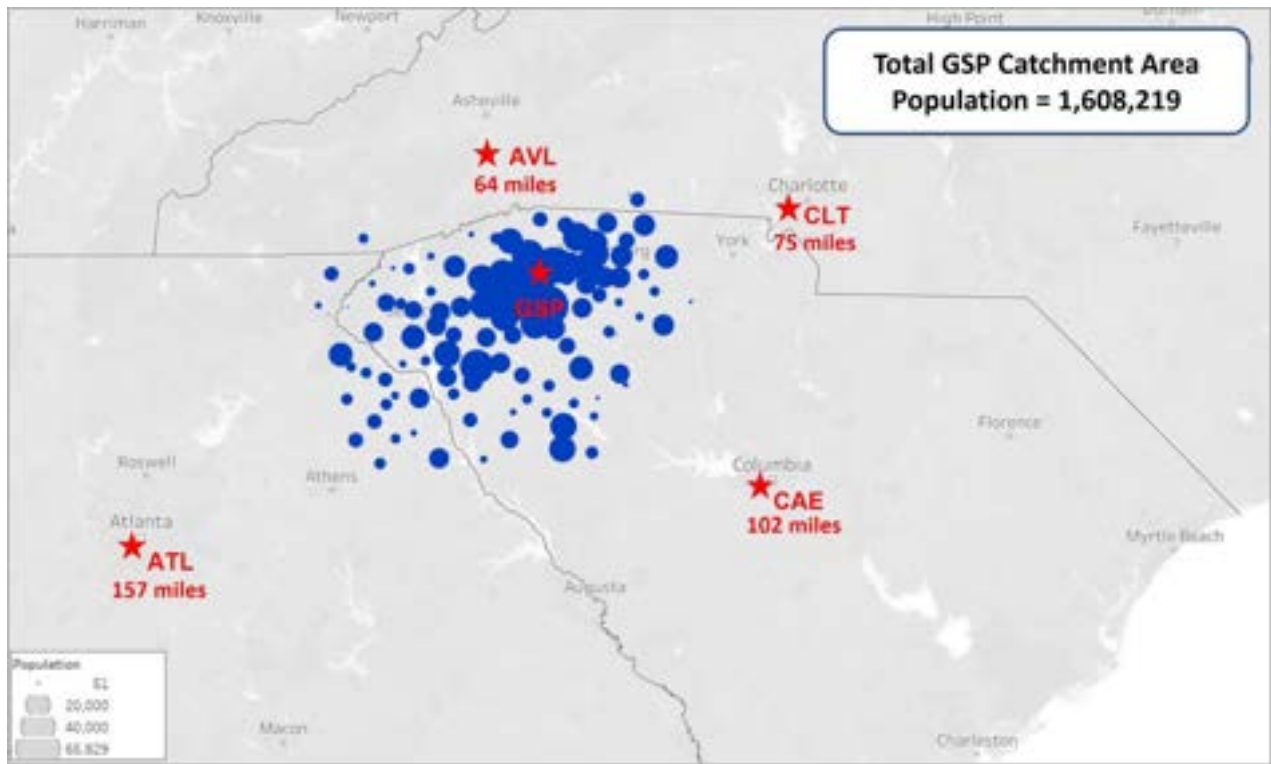


Figure 3 – Regional Use of Airports

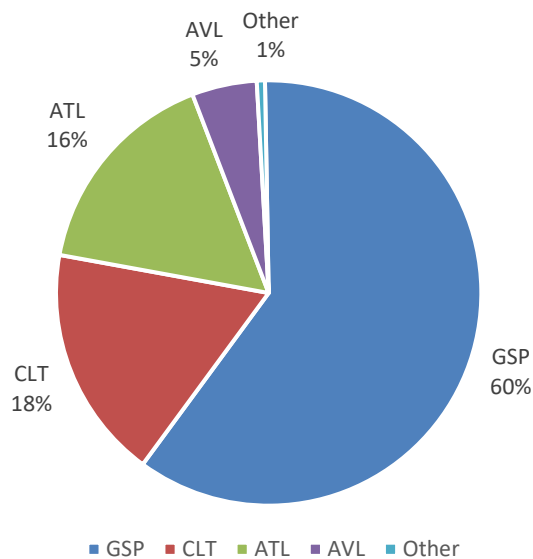


Figure 4 – GSP Has Nonstop Service to 26 Destinations
Cirium Schedules, July 2024.



As shown in Figure 4, GSP offers nonstop service to 26 destinations on a year-round and seasonal basis with service offered by seven airlines. Service to Los Angeles (LAX), Manchester (MHT), Rochester (ROC), Hartford (BDL) and Fort Lauderdale (FLL) operate on a seasonal basis with all other routes operating year-round on a daily or less than daily basis. However, GSP suffers from a lack of service to the western U.S., offering only seasonal service to LAX and a single regional jet flight to DEN. All other destinations west of Dallas/Ft. Worth are accessible only through connecting service; adding hours of travel time and opportunities for missed connections, lost bags and delays.

In 2024, passenger volume at GSP recovered to 2019 levels and we expect activity to surpass the 2019 level by the end of calendar year 2024 despite fewer daily departures and higher average fares (Figure 5). This recovery has been driven by the significant economic and population growth experienced in our region which began prior to the pandemic and continues at a rapid pace today.

GSP has ample capacity to accommodate additional flights and demand is sufficient to justify twice weekly service to the West Coast building into daily service within 24 months. Six of GSP's top 15 largest unserved markets are located in the Western U.S. including San Francisco and San Diego. We believe the San Francisco Bay Area offers us the best chance for immediate success and sustainability (Figure 6). San Francisco is currently ranked as 19th largest O&D market and seventh largest unserved route for GSP followed by San Diego at #21 (Figure 7).

Figure 5 – GSP Total Passenger Trend

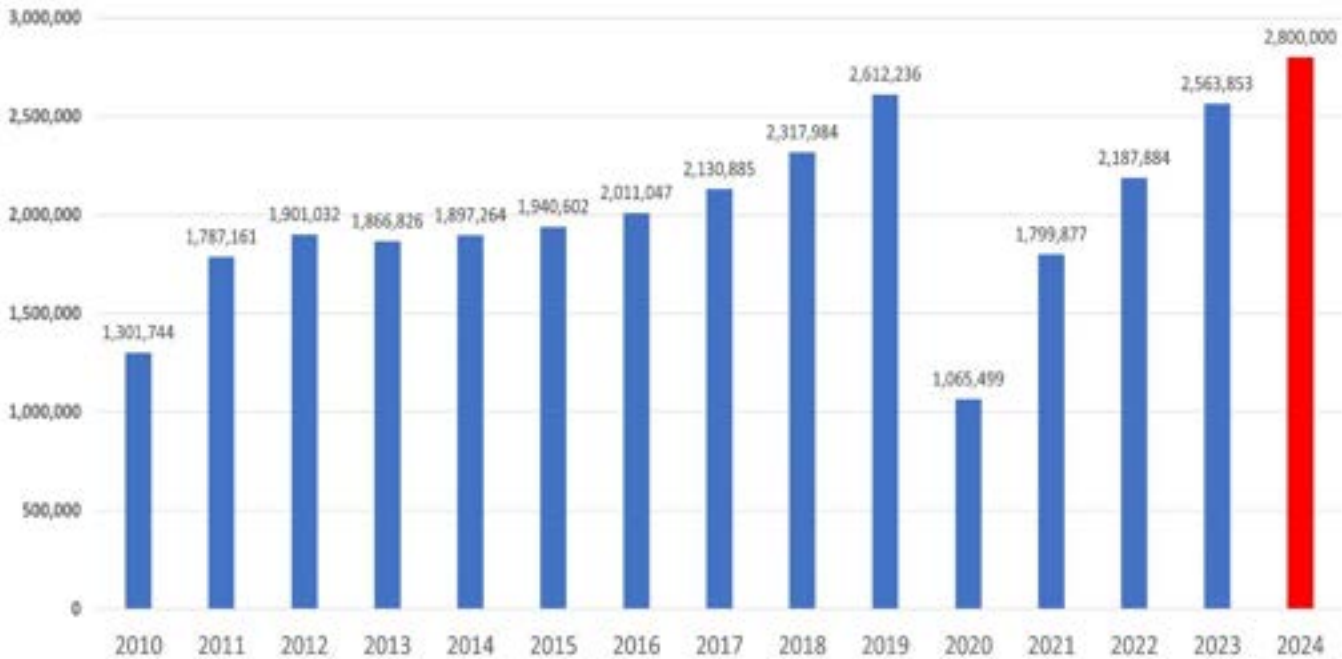


Figure 6 – GSP Largest Markets Without Nonstop Service

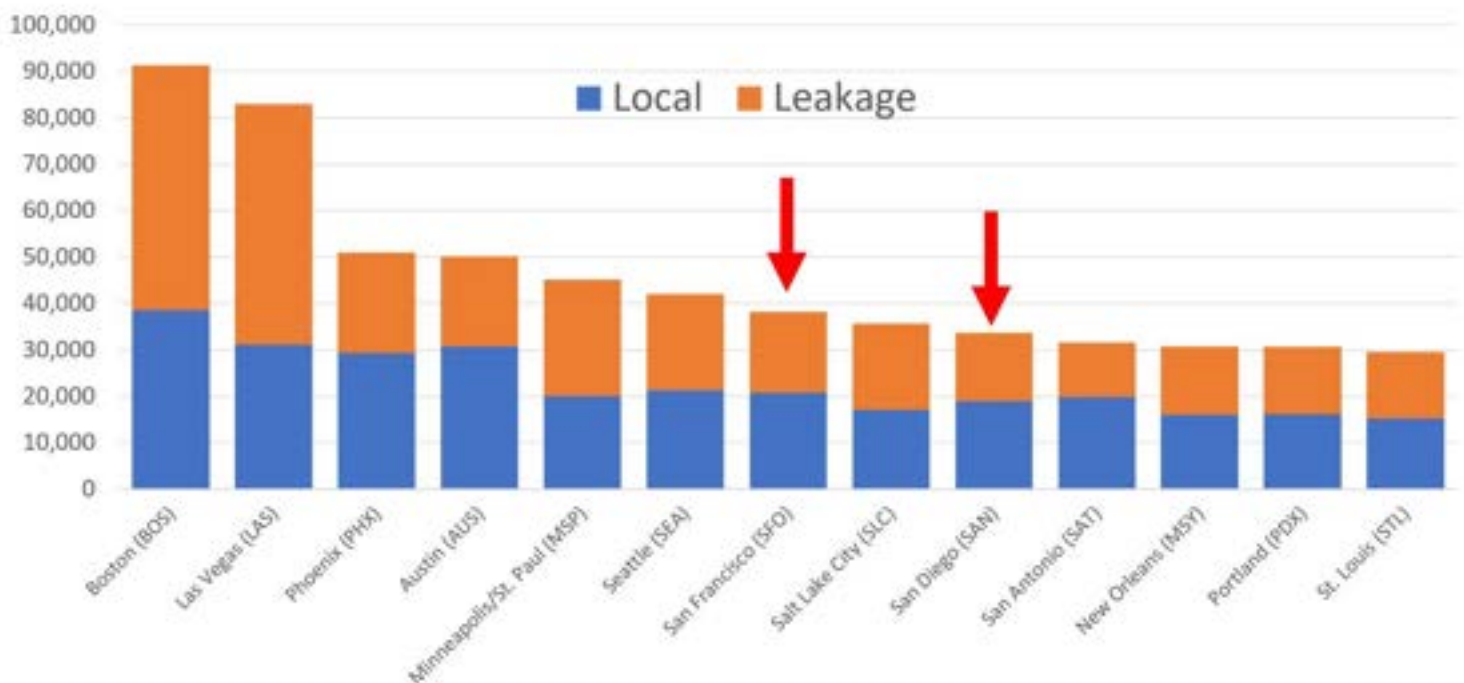


Figure 7 – GSP Top Origin & Destination Markets 2023

Cirium YE 3Q 2024

	Destination	Passengers per Period	Gross Fare	Served?
1	New York (LGA, EWR, JFK)	100,169	\$204	Y
2	Chicago (ORD, MDW)	57,726	\$208	Y
3	Dallas (DFW, DAL)	46,953	\$293	Y
4	Orlando (MCO, SFB)	44,114	\$179	Y
5	Tampa (TPA, PIE)	38,716	\$184	Y
6	Washington DC (DCA, IAD)	34,027	\$241	Y
7	Houston (IAH, HOU)	30,951	\$264	Y
8	Denver	30,902	\$247	Y
9	Boston (BOS, PVD, MHT)	30,688	\$252	Y
10	Baltimore	29,861	\$153	Y
11	Philadelphia	25,272	\$268	Y
12	Detroit	24,271	\$307	Y
13	Fort Lauderdale	22,820	\$158	Y
14	Las Vegas	16,603	\$371	N
15	Austin	15,948	\$237	N
16	Los Angeles	15,648	\$372	Y
17	Phoenix	15,111	\$353	N
18	Seattle	12,753	\$384	N
19	San Francisco	12,206	\$398	N
20	Miami	12,118	\$292	Y
21	San Diego	11,024	\$360	N
22	San Antonio	10,943	\$252	N
23	Kansas City	10,602	\$242	N
24	Minneapolis	10,404	\$335	N
25	New Orleans	10,114	\$233	N
26	Indianapolis	10,016	\$233	N
27	Nashville	9,923	\$246	Y
28	Hartford	9,489	\$249	Y
29	Salt Lake City	9,247	\$397	N
30	St Louis	9,184	\$239	N
TOTAL		1,153,698		

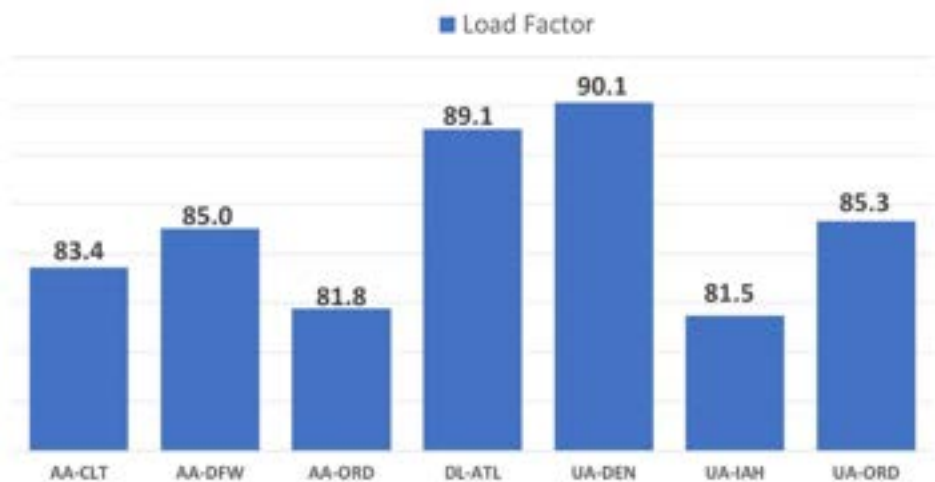
Statement of Air Service Deficiency

To meet the growing need of our region, address high average air fares, stimulate competition, reduce lost travel time, decrease passenger leakage, encourage business development, encourage talent attraction, increase corporate investment and expand tourism opportunities, it is vital that GSP have better access to/from the western U.S. and in particular offer service to the San Francisco Bay Area. In May 2024, Breeze Airways added summer seasonal service to Los Angeles and initial loads over the first two months have reported an average load factor of 89%. United offers daily regional jet service to Denver which consistently posts load factors in excess of 90%. Beyond those, GSP offers no nonstop options to the Western U.S. However, there is demand for air service to the west from GSP. Airlines have been reluctant to take a chance on new western routes despite positive results and demand that currently accounts for 18.5% of GSP’s total passenger activity. Two legacy carriers operate hubs within two hours of GSP and have been satisfied with passengers “leaking” or choosing connecting itineraries.

GSP Suffers from a lack of Available Seats

To compound the problem, GSP also suffers from a lack of available seats to/from the Western U.S. on existing connecting service. The average load factor on flights offering the most efficient connecting schedules are high leading to fewer available seats unless tickets are purchased months in advance and at higher overall air fares as airlines know that seats over hub gateways will consistently fill from GSP. Figure 8 depicts that the average load factor for these markets often exceeds 85%.

Figure 8 – Average Load Factor at Gateways to SFO YE April 2024
U.S. DOT, T-100 and Google Flights



GSP is the 6th Most Expensive Airport in the Nation

GSP is already one of the most expensive airports in the nation. According to the BTS, GSP is ranked #6 among the nation’s top 100 airports for air fares (Figure 9). At \$464.90, GSP is \$83.37 or 21.8% higher than the national average of \$381.52. Figure 10 depicts GSP’s consistent trend of being one of the nation’s most expensive airports.

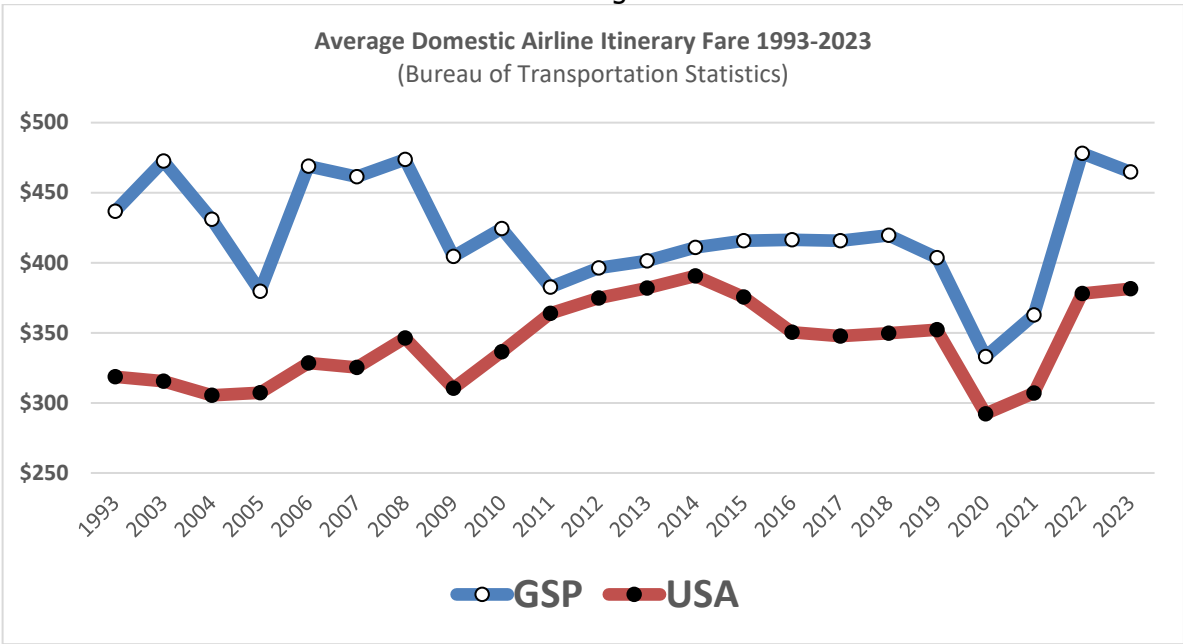
Figure 9 – GSP is the 6th Most Expensive Airport in the U.S. in 2023

Source: BTS.gov

	Airport Code	City Name	Average Fare (\$)
1	MSN	Madison	528.09
2	ANC	Anchorage	519.48
3	XNA	Fayetteville	492.34
4	IAD	Washington-Dulles	488.40
5	BHM	Birmingham	488.09
6	GSP	Greenville/Spartanburg	464.90
7	TUS	Tucson	453.80
8	LIT	Little Rock	451.41
9	TYS	Knoxville	449.07
10	SFO	San Francisco	444.59

Figure 10 – GSP Has Consistently Suffered from High Air Fares

BTS.gov



Fares to the Western U.S. Have Increased Significantly 2019-2023

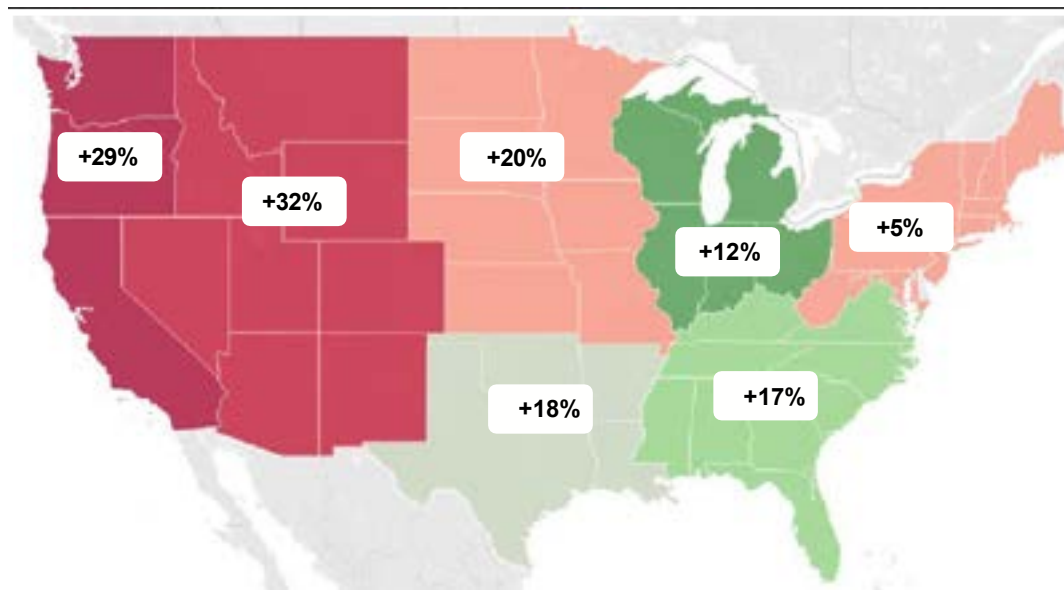
Given our lack of nonstop service options to the West, our already high fares have significantly increased for destinations in the west since 2019. As shown in Figure 11, GSP-Western U.S. fares have increased an average of 31% since 2019. Fares for the West Coast (California, Oregon and Washington) increased 29% and the Mountain West increased 33%.

Specifically, average one-way fares excluding taxes and fees have increased for the West Coast from \$252 to \$325 during this time while the Mountain West fares have increased from \$235 to \$312. Due to these increases in travel cost, passenger volume to these areas decreased by 9.5% for the West Coast and 13.8% for the Mountain West from 2019 according to U.S. DOT data.

New low-cost nonstop air service to SFO would greatly assist us in addressing higher than average fares at GSP and encourage competition from carriers which would result in additional nonstop service, lower fares, better schedules on connecting routes by legacy carriers and increased passenger volume from GSP to the Western U.S.

Figure 11 – Average Fare Increases from GSP by U.S. Region – 2023 vs. 2019

Source: U.S. DOT, Origin-Destination Passenger Survey.



Nonstop Service Will Save Travelers Time

Nonstop service from GSP to SFO would also save passengers a significant amount of time. (See Figure 12). In fact, it is estimated that passengers using the nonstop option would save nearly five hours roundtrip in travel time. These savings are particularly important to time-sensitive business travelers. Annually, a nonstop flight between GSP and SFO would save travelers over 49,000 hours in total travel time.

Figure 12 – Time Savings from GSP-San Francisco Bay Nonstop

Source: Google Flights, July 11, 2024.

	Total Roundtrip Time	
GSP-SFO Nonstop (Total Both Ways)	10:22	
Current Fastest Connecting Options:		Savings
GSP-SFO	14:30	4:08 hrs

Note - 49,221 total hours saved is calculated as follows: Assumes an 85% load factor on A220-300 aircraft with 137 seats. These passengers are then multiplied by 2 roundtrip flights per week multiplied by the savings of 4 hours and 8 minutes (SFO).

As mentioned previously, 40% of GSP's potential passengers "leak" to other airports including Charlotte (CLT), Atlanta (ATL) and Asheville (AVL). Specific passenger leakage to the San Francisco Bay Area (SFO, SJC, OAK) is significantly higher at 46%; equating to more than 23,000 passengers per year. According to airport survey research, the primary reason for leakage from GSP is due to the lack of nonstop service and higher than average air fares. We know that adding a new nonstop option will reduce passenger leakage which allows the airport to retain more passengers, become more financially viable and environmentally responsible.

Nonstop Service Reduces Environmental Impact

According to the U.S. Environmental Protection Agency (EPA), the average automobile emits 249 grams of CO₂ per kilometer, and each gallon of gasoline burned releases approximately 8,887 grams of CO₂. Currently, 17,486 individuals from the Greenville-Spartanburg area annually travel to Charlotte for flights to San Francisco International Airport due to the lack of a direct route from GSP. Assuming an average occupancy of 1.5 persons per car, this translates to 11,658 round trips, emitting more than 60,000 grams of CO₂ per round trip or 699,420 kg of CO₂ per year. Adding in a flight on a Boeing 737-800 from CLT-SFO adds an additional 6,503,129 kg of CO₂ for a total of 7,202,540 kg CO₂ annually.

Introducing a new nonstop flight from GSP to San Francisco on an efficient Airbus A220-300 used by Breeze Airways which is 25% more efficient than typical narrowbody aircraft, would eliminate the need for the 11,658 road trips and reduce the total carbon emissions to 4,533,152 kg CO₂. This is a reduction of 2,669,388 kg of CO₂ or 37.06% by using a nonstop GSP flight versus driving and flying from Charlotte. Moreover, this efficiency improvement also translates into a halved noise footprint and decreased overall emissions (Estimates generated using the ICAO Carbon Emission Calculator at ICAO.int). The introduction of a nonstop flight from GSP to San Francisco not only enhances convenience for travelers but also represents a pivotal step towards environmental stewardship.

Figure 13 – Carbon Emission Impact of GSP-SFO

Source: EPA.gov, ICAO.int

	Drive Distance (miles)	Annual Road Trips (1.5 ppl/car)	Auto CO2 Emissions (kg) (22.2 mpg)	Annual Flights (2X/week)	Aircraft CO2 Emissions (kg) (B737-800)	Total CO2 Emissions
"Leak" to CLT-SFO Nonstop Annual Passenger Leakage to CLT-SFO	75-mile drive 17,486	11,657 car trips	699,420 kg	208	6503120 kg	7,202,540 kg
"No Leak" GSP-SFO Nonstop Retained Passengers GSP-SFO	No drive 17,486	0	0	208	4,533,152 kg	4,533,152 kg
Emissions Saved			699,420 kg		1,969,968 kg	2,669,388 kg 37.06%

Tourism Development

Upstate South Carolina boasts significant tourism and visitor activity. Nestled at the base of the Blue Ridge Mountains, Greenville, Spartanburg and Anderson offer a perfect combination of urban excitement, suburban comfort and rural allure. With over 100 waterfalls and scenic parks located within 90 minutes of GSP, the region is a magnet for outdoor enthusiasts, cyclists, hikers, boaters and major college sports fans. As a result, the region attracts over 7 million visitors each year who spend \$1.5 billion in the local economy and support 51,400 jobs in the hospitality sector. In total, tourism generates over \$29 billion in spending for the State of South Carolina.

We know that new nonstop access between South Carolina (specifically GSP) and San Francisco will further stimulate tourism, family visits and tourism spending in our regional economy. As this revenue grows, the citizens of our region, including those living in parts of South Carolina that have yet to recover fully from the pandemic and those that have not equally shared in our nation's growth, will have access to new investment, revenue and opportunity.

As mentioned previously, if we are successful in launching new nonstop service from GSP to SFO, it will mark the only nonstop service between the state of South Carolina and the SF Bay area. This new service will bring connections that never existed previously. Thousands of California residents will be able to conveniently experience a part of the country that was too difficult and expensive to visit on a regular basis. Likewise, Upstate SC residents will be able to easily visit San Francisco, Nappa Valley, Silicon Valley and all of the wonders of the West Coast of California.

GSP Air Service Development Efforts

GSP operates a robust and active air service development program. We regularly attend major industry conferences such as ACI-NA JumpStart, Take Off, Routes Americas and World Routes where staff can meet with both incumbent carriers and prospective new entrants. We also routinely schedule airline headquarters visits and invite airlines to visit GSP for more in-depth discussions about service and our region. We actively work with a host of regional economic development, tourism and corporate partners to evaluate current and future air service demand. These efforts include working with Visit Greenville SC, Greenville, SC's tourism development agency, who has formed a regional coalition of local governments and agencies to support our air service development efforts. In 2024, the coalition established a Minimum Revenue Guarantee (MRG) program to support new service by Breeze Airways to Los Angeles, Providence, Tampa and Orlando. This coalition will be heavily involved in promoting new nonstop service to the San Francisco Bay Area through advertising dollars, in-kind promotions and designing tourism programs that encourage inbound travel to GSP using the new route.

GSP is fully capable of conducting promotional activities to support advertising for this new service. With in-house advertising, graphic design, social media, promotions support, media planning, special events and a host of established community sponsorships with professional sports leagues, major festivals and universities. Through these channels, GSP will coordinate advertising efforts directed to local residents and visitors alike.

Past SCASD Grant History

GSP has never been a recipient of a Small Community Air Service Grant. Our airport and community are now positioned to fully support this proposal and have established ample community support to ensure success. We would be honored to be chosen to receive our first SCASD grant enabling us to launch new low-cost nonstop service to the San Francisco Bay Area with our partner Breeze Airways.

3. Grant Administration

Requested Term of the Grant

GSP respectfully requests that the term of the grant be for two years from the start of new service to San Francisco. Thereafter, any unused funds will be released back to the U.S. Department of Transportation.

Program Fund Allocation

The primary purpose of the grant request is for risk mitigation/revenue guarantee funding that will bring in nonstop service in the GSP-San Francisco market. The locally funded portion of the program will go towards marketing/advertising to build awareness on both ends of the route that nonstop service is underway and more readily available. Advertising directed toward local residents will be coordinated by GSP and advertising targeting travelers in the San Francisco Bay Area will be coordinated by our regional tourism partners (Visit Greenville SC). GSP will also provide fee waivers for the new GSP-SFO service.

Proposed Grant Activity	SCASDP Grant Funds
Risk Mitigation/Revenue Guarantee (Federal Portion)	\$1,000,000
Marketing/Advertising Support (Tourism Development Spend in SFO Area)	\$200,000
Marketing/Advertising Support (Local Airport Spend in GSP Area)	\$200,000
In-Kind Airport Fee Waivers for SFO Service	\$85,000
In-Kind Community Advertising/Promotion	\$15,000
TOTAL	\$1,500,000

We estimate that these amounts are appropriate given cost estimates from U.S. DOT Form 41 data and information. This should give the airline an incentive to add service given the risk to airlines of longer-haul routes in these times of high fuel prices and labor shortages. Breeze Airways has submitted a letter of support for this proposal.

Risk Mitigation/Revenue Guarantee Terms

GSP already has an action plan in place to immediately contact potential carriers upon acknowledgement of a grant award. The steps to implement the grant award are as follows:

- Funding would be available to a carrier offering nonstop service from GSP to San Francisco, Oakland, San Jose. If market conditions did not favor these markets, GSP would also be willing to consider service to San Diego.
- Breeze Airways is the most likely airline that would serve the GSP-SFO market, but we would communicate the successful grant selection to all prospective airlines.

- Upon award of grant funds, GSP will negotiate with prospective airlines. Upon the decision of which service proposal most closely meets the needs of the GSP region, a risk mitigation agreement will be negotiated. An MRG framework is already in place from a previous air service announcement led by Visit Greenville SC.
- Risk mitigation funds, if needed, would support the initial phase of new air service. GSP will negotiate a detailed service agreement with the carrier that is consistent with US DOT guidelines for grant fund use.
- The costs of operating the additional service will be defined in discussions with the selected carrier and outlined in a contractual manner. Industry cost data for appropriate aircraft type and stage length will help guide these discussions.
- A target for overall revenue generated by the flight will be determined.
- Passenger traffic and revenue data for the new service will be closely and regularly monitored by the airport and airline.
- Any revenue shortfall will be offset with risk mitigation funds upon detailed invoice from the selected carrier. GSP, in turn, will invoice the USDOT for reimbursement for its share of funding per the grant agreement.

Marketing and Promotional Activities

GSP and its air service development partners recognize the critical importance of new service promotional activities that must take place to spread awareness of the expanded service. For this reason, a comprehensive marketing/advertising plan will be developed and implemented in coordination with the airline. The goal for the new GSP-SFO service is to obtain self-sufficiency in the shortest time possible. GSP will utilize a time-tested program of working cooperatively with the airline's marketing personnel to implement a successful promotion plan for the new service. The program will include:

- Geo-targeted, measurable digital campaigns via social media platforms.
- Billboard/out-of-home (OOH) advertising in high-traffic corridors.
- Selected print placements on both ends of the route.
- Broadcast advertising with accompanying promotional contests.
- Co-op media/space from air service development partners and regional economic development agencies.
- Tourism development advertising in the San Francisco Bay Area provided by our regional partners.
- Special events and promotions.
- Corporate promotional programs.

Conclusion

As shown above, a SCASDP grant would be critical in allowing the Upstate South Carolina Region to gain service in the GSP-San Francisco market. A grant for service would be successful for the following key reasons:

- The GSP-San Francisco Bay market is a large O&D market with nearly 100 passengers per day.
- This grant is supported by Breeze Airways, the most likely provider of this service.
- Breeze has existing service at GSP and SFO which significantly reduces start-up costs for the service.
- GSP is the 6th most expensive airport in the nation. Low-cost service to SFO will help us reduce our high average air fares which will provide relief to travelers, decrease leakage and stimulate tourism and economic development.
- GSP currently "leaks" 40% of its passengers to Charlotte and Atlanta due to lack of nonstop service and high fares. Leakage to SFO is 46%. Nonstop service will allow us to retain over 17,000 passengers a year.
- The GSP-Western U.S. market is underserved. Improved access would stimulate traffic, competition, reduce total travel time and be the most environmentally responsible way to connect South Carolina to San Francisco Bay.
- This service would be the only nonstop service to San Francisco offered from the State of South Carolina which will stimulate tourism activity and personal travel between these two markets.
- The service will reduce passenger leakage to congested hubs at Charlotte and Atlanta and allow GSP to increase accessibility and opportunity to lower income travelers who find it difficult to afford a drive two hours to another airport to access nonstop service.
- The GSP market welcomes over 7 million tourists each year. New nonstop service to/from SFO will stimulate visits in both directions and open new avenues for corporate direct investment.
- It should be noted that this is the first time that GSP has applied for a SCASD grant. We are doing so now because we have successfully positioned support from our community partners, designed a winning promotional program and gained support from a quality low-cost carrier willing to operate the service. We are in an excellent position to make this service successful and self-sustainable. We know that our strong partnerships with our regional tourism, economic development, corporate and government agencies will ensure the highest best use of scarce SCASD funding.

On behalf of the Upstate South Carolina community, we respectfully request approval of this 2024 SCASDP grant application to support community efforts to gain nonstop service to the San Francisco Bay Area.

Appendix

Letters of Support





Breeze Airways
6340 S 3000 E, Suite 500
Cottonwood Heights, UT
84121

Ms. Brooke Chapman
Office of Aviation Analysis
Office of the Secretary of Transportation
1200 New Jersey Avenue, SE
Washington, D.C. 20590

Dear Ms. Chapman:

RE: Breeze Airways' Letter of Support for The Greenville Spartanburg International Airport's Small Community Air Service Development Program Application

Dear Ms. Chapman:

The purpose of this letter is to express Breeze Airways' (Breeze's) support for the Greenville Spartanburg International Airport (GSP) application for the Department of Transportation's Small Community Air Service Development (SCASD) Grant Program.

Breeze began operations in 2021 that focus on offering low fares on routes ignored or abandoned by other airlines. Breeze aims to open travel to many that did not previously have the option or could not afford it. Currently, Breeze flies to more than 50 cities across the country.

We believe the GSP community is underserved. Breeze is interested in serving a nonstop route from GSP to Las Vegas, NV (LAS), San Francisco International Airport (SFO), and San Diego International Airport, (SAN).

Adding new routes is not without its risks; incentives, including marketing support and a minimum revenue guarantee will help in consideration. While we cannot guarantee Breeze will initiate new service should GSP receive the SCASD award, it would greatly enhance the probability.

We encourage you to give the grant application submitted by GSP serious consideration and look forward to continued discussions.

Sincerely,

Eric Fletcher

Eric Fletcher
Vice President, Government and Airport Affairs
Breeze Airways
6340 S 300 E, Suite 500
Cottonwood Heights, UT 84121

July 18, 2024

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



Dear Ms. Chapman:

I write to offer VisitGreenvilleSC's support for Greenville-Spartanburg International Airport's application for a USDOT Small Community Air Service Development Program (SCASDP) grant. The grant will help launch a much-needed nonstop air service from GSP to the West Coast of the U.S. A nonstop cross-country flight from GSP will have significant benefits for the region from a business development, recruiting, retention and tourism standpoint.

VisitGreenvilleSC's mission is to maximize Greenville's Visitor Economy by developing and promoting exceptional visitor experiences to elevate the quality of life and prosperity for our community.

Cities like San Francisco and San Diego are among the largest markets without nonstop service from GSP, with nearly 100 daily passengers. Service to these cities will allow more opportunities to grow our region's technology sector and attract talent from all across the country to Upstate South Carolina's lower cost of living, easy access to major metropolitan areas, plentiful higher education opportunities, and family-friendly amenities make relocating a compelling choice for candidates. Adding another cross-country direct flight will continue to support our position as a talent hub.

VisitGreenvilleSC hopes you will select Greenville-Spartanburg International Airport as a recipient of a SCASDP grant. Please let me know if we can provide any additional information or support. I can be reached at hdillard@visitgreenvillesc.com.

Sincerely,

A handwritten signature in dark ink, appearing to read "H. Dillard", written over a light blue rectangular background.

Heath Dillard
President & CEO
VisitGreenvilleSC



July 17, 2024

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

Dear Ms. Chapman:

The Greenville Area Development Corporation fully supports the Small Community Air Service Development Program grant application submitted by Greenville-Spartanburg International Airport (GSP) to initiate new direct flights between GSP and key West Coast cities, specifically San Francisco or San Diego.

As the lead economic development organization for Greenville County, we have dedicated efforts to foster a climate conducive to business expansion and prosperity. A well-connected airport offering flights to sought-after destinations is essential for both retaining existing businesses and attracting new ventures. Despite GSP's successful rebound from the COVID-19 pandemic and the introduction of new routes, there remains a significant gap in direct connections to the Western United States.

Enhanced connectivity to the West Coast is anticipated to bring widespread advantages to the Upstate South Carolina area, including better air service, increased tourism, and more opportunities for conventions and business travel. Notably, San Francisco and San Diego are two of the largest unserved markets from GSP International Airport.

We appreciate your consideration of this important grant application. The Greenville Area Development Corporation hopes you will select Greenville-Spartanburg International as a recipient of the SCASDP grant. I can be reached at mstewart@greenvillecounty.org or **864-467-8027**.

Sincerely,

A handwritten signature in dark ink, appearing to read "Max Stewart", is written over a light gray rectangular background.

PRESIDENT & CEO

Max Stewart



July 15, 2024

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

Dear Ms. Chapman:

I write to offer OneSpartanburg, Inc.'s support for Greenville-Spartanburg International Airport's application for a USDOT Small Community Air Service Development Program (SCASDP) grant. The grant will help launch a much-needed nonstop air service from GSP to the West Coast of the U.S. A nonstop cross-country flight from GSP will have significant benefits for the region from a business/economic development, recruiting, retention and tourism standpoint.

The only consolidated model of business, economic, and tourism development in the Carolinas, OneSpartanburg, Inc. serves all of Spartanburg County's current and prospective businesses. Second only to Myrtle Beach – Horry County, Spartanburg is the fastest growing community in South Carolina and has been buoyed by record levels of new investment and job creation over the past decade.

Cities like San Francisco and San Diego are among the largest markets without nonstop service from GSP, with nearly 100 daily passengers. Service to these cities will allow more opportunities to grow our region's technology sector and attract talent from all across the country to Upstate South Carolina's lower cost of living, easy access to major metropolitan areas, plentiful higher education opportunities, and family-friendly amenities make relocating a compelling choice for candidates. Adding another cross-country direct flight will continue to support our position as a talent hub.

OneSpartanburg, Inc. and the Spartanburg community at large hope you will select Greenville-Spartanburg International Airport as a recipient of a SCASDP grant. Please let me know if we can provide any additional information or support. I can be reached at asmith@onespartanburginc.com or 252.327.0069.

Sincerely,

Allen C. Smith
President/CEO
OneSpartanburg, Inc.



July 18, 2024

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

Dear Ms. Chapman:

The City of Anderson supports the Small Community Air Service Development Program grant application by the Greenville-Spartanburg International Airport (GSP) to help establish new nonstop service between GSP and the West Coast cities of San Francisco or San Diego. The grant will help launch a much-needed nonstop air service from GSP and significantly benefit the region from a business development, recruiting, retention, and tourism standpoint.

Located just 45 minutes from Anderson, GSP is the primary air service provider to our citizens, visitors, and business travelers. GSP is an essential amenity for our city as we continue to build an environment where businesses can locate and succeed. Most recently, GSP was a key partner to the City of Anderson as we hosted the International Network of Michelin Cities Conference, attracting 200 visitors from 20 cities across the globe. Adding another cross-country direct flight will continue to support our position as an attractive market for trade and association conferences in line with our strategic economic development plans.

Cities like San Francisco and San Diego are among the largest markets without nonstop service from GSP. Service to these cities will allow more opportunities to grow our region's technology sector and attract talent from across the country. Our lower cost of living, easy access to major metropolitan areas, higher education opportunities, and family-friendly amenities make the area a compelling choice for relocation and connection to the West Coast will enhance that position.

The City of Anderson strongly encourages your selection of Greenville-Spartanburg International Airport as a recipient of a SCASDP grant and we appreciate your consideration of this request. Please let me know if we can provide any additional information or support. I can be reached at troberts@cityofandersonsc.com.

All the best,

Terence V. Roberts, Mayor
City of Anderson, SC



Greenville Chamber

July 18, 2024

Ms. Brooke Chapman
Associate Director
Small Community Air Service Development Program
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590-9898

Dear Ms. Chapman,

The Greenville Chamber supports the Small Community Air Service Development Program grant application by the Greenville-Spartanburg International Airport (GSP) to help establish new nonstop service between GSP and the West Coast cities of San Francisco or San Diego.

Our vision at the Greenville Chamber is a globally competitive Upstate economy where businesses succeed and people prosper. A robust airport with convenient service to key destinations is essential for business growth. Although GSP has steadily recovered from the COVID-19 pandemic and added new destinations, it lacks service to the Western U.S.

We know that better access to the West Coast will benefit a broad swath of the Upstate South Carolina region through improved air service access, more tourism options, and increased convention and business travel. These cities are among the largest destinations not served by GSP International Airport.

Thank you for considering this grant request.

Sincerely,

Carlos Phillips
President & CEO



UpstateSCAlliance

July 14, 2024

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

Dear Ms. Chapman:

I write to offer the Upstate SC Alliance's support for Greenville-Spartanburg International Airport's application for a USDOT Small Community Air Service Development Program (SCASDP) grant. The grant will help launch a much-needed nonstop air service from GSP to the West Coast of the U.S. A nonstop cross-country flight from GSP will have significant benefits for the region from a business development, recruiting, retention and tourism standpoint.

The Upstate SC Alliance is the regional economic development organization for the Upstate ten counties of South Carolina, and we focus on marketing, business and talent recruitment, and working to build the business relationship between the public and private sectors. Air service is vitally important to our economic development efforts, and I applaud GSP's efforts towards greater connectivity to the West Coast.

Cities like San Francisco and San Diego are among the largest markets without nonstop service from GSP, with nearly 100 daily passengers. Service to these cities will allow more opportunities to grow our region's technology sector and attract talent from all across the country to Upstate South Carolina's lower cost of living, easy access to major metropolitan areas, plentiful higher education opportunities, and family-friendly amenities make relocating a compelling choice for candidates. Adding another cross-country direct flight will continue to support our position as a talent hub.

The Upstate SC Alliance hopes you will select GSP International Airport as a recipient of a SCASDP grant. Please let me know if we can provide any additional information or support. I can be reached at jlummus@upstatealliance.com.

Sincerely,

John H. Lummus
President/CEO



June 19, 2024

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

Dear Ms. Chapman:

I write to offer the Greenville City Economic Development Corporation's strongest possible support for Greenville-Spartanburg International Airport's application for a USDOT Small Community Air Service Development Program (SCASDP) grant. The grant will help launch a much-needed nonstop air service from GSP to the West Coast of the U.S. A nonstop cross-country flight from GSP will have significant benefits for the region from a business development, recruiting, retention and tourism standpoint.

The not-for-profit **Greenville City Economic Development Corporation** (GCEDC) serves as the official economic development organization for the City of Greenville, South Carolina, supporting seven (7) core mission areas: *Innovation, Investment, Talent, Inclusivity, Livability (including Transportation), Quality of Life, and Organizational Excellence*. **Enhanced nonstop air service at our world class airport is vital to our economic prosperity.**

Cities like San Francisco and San Diego are among the largest markets without nonstop service from GSP, with nearly 100 daily passengers. Service to these cities will allow more opportunities to grow our region's technology sector and attract talent from all across the country to Upstate South Carolina's lower cost of living, easy access to major metropolitan areas, plentiful higher education opportunities, and family-friendly amenities make relocating a compelling choice for candidates. Adding another cross-country direct flight will continue to support our position as a talent hub.

The **GCEDC** hopes you will select Greenville-Spartanburg International Airport as a recipient of a SCASDP grant. Please let me know if we can provide any additional information or support. I can be reached at skonduros@greenvillesc.gov or on my cell phone at 864-313-2277.

Sincerely,

Sam Konduros
President & CEO



County of Spartanburg

Post Office Box 5666

TELEPHONE (864) 596-2526

FAX (864) 596-2232

calverson@spartanburgcounty.org

Spartanburg, South Carolina 29304

B. COLE ALVERSON
COUNTY ADMINISTRATOR

July 19, 2024

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

Ms. Chapman:

I am writing on behalf of Spartanburg County to express our support for Greenville-Spartanburg International Airport's application for a USDOT Small Community Air Service Development Program (SCASDP) grant. The grant will help launch a much-needed nonstop air service from GSP to the West Coast of the U.S. A nonstop cross-country flight from GSP will have significant benefits for the region from a business development, recruiting, retention and tourism standpoint.

As a local government organization, we've been heavily involved in creating an environment where businesses can grow and succeed. It is clear that having a robust airport with good service to desired destinations is a vital component of retaining and attracting businesses. While GSP has seen a steady recovery from the COVID-19 pandemic, including the addition of several destinations, its route map has a noticeable absence of service to the Western U.S.

We know that better access to the West Coast will benefit a broad swath of the Upstate South Carolina region through improved air service access, more tourism options and increased convention and business travel. These cities are among the largest destinations not served from GSP International Airport

Spartanburg County hopes you will select Greenville-Spartanburg International Airport as a recipient of a SCASDP grant. Please let me know if we can provide any additional information or support. I can be reached at calverson@spartanburgcounty.org.

Sincerely,

A handwritten signature in blue ink, appearing to read "B. Cole Alverson".

B. Cole Alverson
County Administrator



City Manager's Office

July 22, 2024

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

Dear Ms. Chapman:

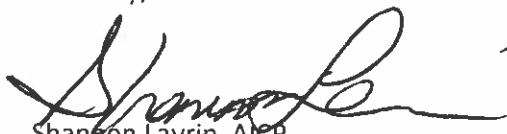
I write to offer the City of Greenville's support for Greenville-Spartanburg International Airport's application for a USDOT Small Community Air Service Development Program (SCASDP) grant. The grant will help launch a much-needed nonstop air service from GSP to the West Coast of the U.S. A nonstop cross-country flight from GSP will have significant benefits for the region from a business development, recruiting, retention and tourism standpoint.

The city of Greenville is the economic center of the Upstate of South Carolina and has increasingly positioned itself as a key economic and cultural hub in the Southeast. Our city's robust growth in sectors like advanced manufacturing, technology, and healthcare, combined with our burgeoning status as a popular destination for both business and leisure travelers, underscores the need for enhanced connectivity.

Cities like San Francisco and San Diego are among the largest markets without nonstop service from GSP, with nearly 100 daily passengers. Service to these cities will allow more opportunities to grow our region's technology sector and attract talent from all across the country to Upstate South Carolina's lower cost of living, easy access to major metropolitan areas, plentiful higher education opportunities, and family-friendly amenities, which make relocating a compelling choice for candidates. Adding another cross-country direct flight will continue to support our position as a talent hub.

The City of Greenville hopes you will select Greenville-Spartanburg International Airport as a recipient of a SCASDP grant. Please let me know if we can provide any additional information or support. I can be reached at slavrin@greenville-sc.gov or (864) 467-5700.

Sincerely,



Shannon Lavrin, AICP
City Manager



July 21, 2024

Ms. Brooke Chapman
Associate Director
Small Community Air Service Development Program
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, DC 20590-9898

Dear Ms. Chapman,

The Greater Greer Chamber of Commerce supports the Small Community Air Service Development Program grant application by the Greenville-Spartanburg International Airport (GSP) to help establish new nonstop service between GSP and the West Coast cities of San Francisco or San Diego.

As a leading business association in our region, we've been heavily involved in creating an environment where businesses can grow and succeed. It is clear that having a robust airport with good service to desired destinations is a vital component of retaining and attracting businesses. While GSP has seen a steady recovery from the COVID-19 pandemic, including the addition of several destinations, its route map has a noticeable absence of service to the Western U.S.

We know that better access to the West Coast will benefit a broad swath of the Upstate South Carolina region through improved air service access, more tourism options and increased convention and business travel. These cities are among the largest destinations not served from GSP International Airport.

Thank you for your consideration of this grant request.

Sincerely,

A handwritten signature in blue ink, appearing to read "Katie Collins". The signature is fluid and cursive, with the first name "Katie" and last name "Collins" clearly distinguishable.

Katie Collins
President/CEO
Greater Greer Chamber of Commerce