

United States Senate

WASHINGTON, DC 20510

April 20, 2004

Gerald Grinstein
Chief Executive Officer
Delta Air Lines Inc.
1030 Delta Blvd.
Box 20706
Atlanta, GA 30320-6001

Dear Mr. Grinstein:

I write today to strongly urge Delta to bring jet service to the Elmira-Corning Regional Airport. Locating Delta service in Elmira would not only boost the local economy but connect Elmira with hundreds of airports in throughout the United States.

Local businesses would jump at the opportunity to fly throughout the country and the additional service can be a spark that will help ignite the Southern Tier's stalled economic engine while also providing Delta with a new market and potential for strong profit. Currently, the Elmira-Corning Regional Airport provides only thirteen daily flights and customers are often forced to travel hours away to access the air travel their businesses require— and a new study done by Edwards and Kelcey, Inc. shows that 48 percent of air travelers in the Elmira-Corning area utilize other airports that are able to provide connections throughout the country. The full study is set to be released this spring, and I am confident the results will further compel you to bring Delta to the Elmira-Corning Regional Airport.

Reliable, accessible and affordable air service is key to renewing the economic vitality of our upstate communities. As evidenced by the tremendous success of Jet Blue, New York State is a strong market for air travel, and the Southern Tier is no exception. The potential for successful expansion at the Elmira-Corning Regional Airport has been nationally recognized. Last year, the airport received a \$200,000 Small Community Air Service Development Pilot Program grant from the Federal Aviation Administration— making it the only airport in New York State to receive this valuable funding.

This connection will make a world of difference to local businesses not only in Chemung County, but to companies in surrounding communities, as well. The service would boost the local economy by allowing more businesses to enter the area, increasing business at the airport, and increasing fuel sales there. The bottom line is that first-rate airports are necessary to both attract new carriers and to allow those carriers to remain competitive.

During my tenure as Senator I have been committed to improving the quality and availability of air service in upstate New York. I worked hard to bring Jet Blue to Syracuse, Buffalo and Rochester and Southwest to Albany. Both carriers are experiencing great success in their new markets. I offer any assistance I can provide to bring Delta service to the Elmira-Corning Regional Airport in Chemung County. If you have any questions please contact my office. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Charles E. Schumer". The signature is written in a cursive, flowing style with a large initial "C" and a long horizontal stroke at the end.

Charles E. Schumer
United States Senate