

## TOWN OF HARRIETSTOWN

FRANKLIN COUNTY, NEW YORK  
39 MAIN STREET  
SARANAC LAKE, NEW YORK 12983

(518) 891-1470  
(518) 891-4500  
FAX (518) 891-6265  
WWW.HARRIETSTOWN.ORG

SUPERVISOR  
LARRY L. MILLER

COUNCILMEN  
BARRY S. DeFURIA  
RONALD B. KEOUGH  
ROBERT T. BEVILACQUA  
JAMES L. MURNANE III

TOWN CLERK AND RECEIVER OF TAXES  
PATRICIA A. GILLMETT

SUPERINTENDENT OF HIGHWAYS  
CRAIG DONALDSON

CODE ENFORCEMENT OFFICER  
EDWIN K. RANDIG

SOLE ASSESSOR  
DOUG TICHENOR

AIRPORT MANAGER  
ROSS DUBARRY

January 20, 2010

U.S. Department of Transportation  
Attn: Mr. Dennis DeVary/Mr. Brian Swanson  
Essential Air Service Division, X-53  
Office of Aviation Analysis  
1200 New Jersey Avenue, SE  
Washington, DC 20590

Dear Mr. DeVary/Mr. Swanson:

Per your document dated December 28, 2009, order requesting a second round of proposals for essential air service to Saranac Lake/Lake Placid, docket DOT-OST-2000-8025, the Town of Harrietstown/Adirondack Regional Airport is once again requesting that USDOT approve and authorized Cape Air to be the commercial air carrier of choice for Adirondack Regional Airport.

Please accept our original letter dated November 17, 2009 (see attached) as our acceptance and authorization for USDOT to move forward. Cape Air's customer service, community support and excellent track record speak for itself.

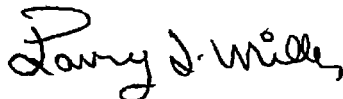
We are willing to waive our rights to a fifteen seat or more passenger aircraft with pressurized cabin under USDOT statue 49 U.S.C.-41732 (b)(3) and (b)(6), and accept Cape Air's nine (9) seat Cessna 402 aircraft.

RECEIVED JAN 20 2010

It is also our opinion that a four year contract agreement for commercial air service would be in all parties best interest rather than the current two year agreement being proposed. The Town of Harrietstown supports Cape Air's proposal of four daily flights from June through September, which is our regions peak tourist season and extra flights are needed to accommodate the number of passengers utilizing Adirondack Regional Airport. Currently Cape Air is close to developing a passenger service of over 10,000 passengers flying in and out of ADK Airport. Adding the four daily flight from June through September would allow our airport passenger capabilities to reach this goal and completely service our residents and tourists needs.

We are excited about our continued relationship with Cape Air and look forward to USDOT's positive response to our request. Should any questions arise, please feel free to contact me either by email [htownsupv@harrietstown.org](mailto:htownsupv@harrietstown.org) or 518-891-4500.

Sincerely:



Larry L. Miller  
Supervisor  
Town of Harrietstown



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November 17, 2009

U.S. Department of Transportation  
Attn: Mr. Dennis DeVany/Mr. Brian Swanson  
Essential Air Service Division, X-53  
Office of Aviation Analysis  
1200 New Jersey Avenue, SE  
Washington, DC 20590

Dear Mr. DeVany/Mr. Swanson:

The Town of Harrietstown as owner/operator of the Adirondack Regional Airport located in the heart of the Adirondack Mountains in New York State, is responsible for the airports economic viability. The Town is committed to providing its residents and visitors alike with the most reliable commercial air service possible.

To that end, the Town has reviewed the three proposals provided by Cape Air, Colgan Air and Charter Air Transport. Cape Air was the only airline out of the three, to actually visit our airport. We were impressed with Cape Air's power point presentation, company representation and sincere interest expressed during our meeting on October ninth of this year. The other two airlines made no attempt to meet with Harrietstown Officials or members of our Community.

After analyzing the three proposals, we find ourselves still very much committed to Cape Air. On January 2, 2008, we first met Mr. Dan Wolf, President and CEO and his management team. At that time, Mr. Wolf promised to work with the Community to increase ridership through on-time flying performance, and completion of flights, low cost air fares and total customer service. After having Cape Air service our airport for the past twenty two months, we can honestly say that they have been true to their word in every aspect. They have increased our enplanements by 44% in little over a year and the expected projection for year ending December 2009 is 9,321. We have not seen numbers approaching this volume since the 1980 Winter Olympics held here in the neighboring Village of Lake Placid. Cape Air now has a documented record of excellent customer service and outstanding Community support that is rated second to none among the flying public of our region.

The Town of Harrietstown/Adirondack Regional Airport understands and realizes that the aircraft type proposed by Cape Air does not meet the fifteen or more passenger seat standard required by the USDOT under statues (49 U.S.C.-41732 (b)(3) and (b)(6), but is willing to waive the requirement to receive EAS with pressurized aircraft with fifteen or more passenger seats.

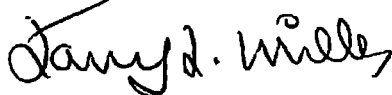
We are also willing to accept the two year agreement consisting of three daily flights to and from Saranac Lake/Boston option as per your letter dated November 13, 2009. I must mention that the two year agreement with one additional trip to/from Saranac Lake/Boston from June through September would serve our region better due to the increase in passengers during those months. In addition we feel the four year agreement with three daily round trips with one additional during peak months would be the optimum option for our Communities.

Please find attached several letters from the flying public and surrounding Communities to serve as evidence of Cape Air's track record and commitment to serve the Tri-Lakes.

We would welcome with open arms the opportunity to continue our relationship with Cape Air and we respectfully request that the USDOT authorize the agreement with them to operate and service the Adirondack Regional Airport.

Should any questions arise, please feel free to contact me either by email [htownsupv@harrietstown.org](mailto:htownsupv@harrietstown.org) or 518-891-4500. Thank you for your consideration.

Sincerely:



Larry L. Miller  
Supervisor  
Town of Harrietstown