

Brooke Chapman  
Associate Director, Small Community Air Service Development Program  
U.S. Department of Transportation  
Office of Aviation Analysis, 8<sup>th</sup> Floor, Room W86-307  
1200 New Jersey Avenue, SE  
Washington, DC 20590  
Docket DOT-OST-2022-003

RE: Corpus Christi International Airport SCASDP Grant Application

Dear Ms. Chapman:

As the CEO for the largest Destination Management Organization in South Texas, Visit Corpus Christi wholeheartedly supports the application of Corpus Christi International Airport (CCIA) for a Small Community Air Service Development Program (SCASDP) grant. We believe that the proposed grant will significantly enhance the travel and tourism environment in the Coastal Bend, by making it easier for visitors to come to Corpus Christi and contribute to the local economy.

My organization has worked very closely with CCIA leadership to recruit additional air service to the region. Visit Corpus Christi is a leader in analytics within the tourism and our data tells a very compelling story. One of the primary reasons of the focus on Denver as a nonstop destination is because **Denver is the number two out-of-state destination for tourism** to the region. Multiple GPS data points and credit card spending reports consistently show that the Denver region is traveling to the Coastal Bend at higher rates than any other city in the country aside from one.

CCIA is the most convenient airport for Corpus Christi and the greater Coastal Bend region, but the limited nonstop flight service and high fares relative to competing airports have caused many travelers to drive more than two hours to airports in San Antonio, Austin, or Houston in order to have greater access to direct flights to the places where we need to travel.

The proposed grant, which would support a revenue guarantee and marketing campaign for new nonstop service to Denver International Airport (DEN), would significantly enhance the attractiveness of CCIA by providing convenient service to an important origin and destination market.

Visit Corpus Christi has been outspoken to airlines that we would spend advertising dollars in new markets to help in promoting the routes. As Denver is one of our most important target markets, Visit Corpus Christi is prepared to **contribute significance in-kind dollars** in the Denver market in the form of in-airport marketing, media promotion in the Denver region and sending our PR team to Denver for media tours.

Thank you in advance for your consideration of CCIA's SCASDP grant application. Please feel free to contact me if you have any questions or need any additional information.

Sincerely,



Brett Oetting  
President & CEO  
Visit Corpus Christi