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December 19, 2005  
Secretary Norman Mineta  
400 Seventh Street SW  
Nassif Building, Room PL-401  
Washington, D.C

DEPT. OF TRANSPORTATION  
DOCKETS

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Dear Secretary Mineta,

As you know, Virgin America has submitted its application [docket number OST-2005-23307] for a Certificate of Public Convenience and Necessity and requested authorization from the Department of Transportation to engage in scheduled interstate air transportation. The purpose of this correspondence is to request that Virgin America be granted this certificate using simplified procedures so that it may commence service as early as possible in 2006.

As you can see from its application, Virgin America's presence will have significant impact in the Bay Area, including increased competition, economic growth and the creation of new American jobs.

As stated in Virgin America's application, currently The San Francisco International Airport (SFO) has too little low-cost carrier (LCC) service. I believe that that by bringing quality, value-oriented service to SFO – the type that Virgin America is proposing – Bay Area consumers will benefit significantly. Just last year, the Bay Area Economic Forum recognized the desirability of expanding domestic service at SFO, particularly by low-cost carriers:

"Additional carriers and routes serving SFO can be expected to generate concrete economic benefits for San Francisco and the Bay Area, as measured by jobs, personal income, business revenues and taxes. Additional routes and carriers will also expand options and stimulate competition in the local air service market, meeting key objectives of important segments of the region's travel community. The introduction of new service by low-fare competitors in particular can be expected to reduce air travel costs. By increasing San Francisco and the Bay Area's national connectivity for both business and leisure travel, new service by domestic carriers will have a positive impact on the Bay Area's quality of life and its economic competitiveness."

And, finally, I am pleased to see that the company has recognized and begun to tap into the wealth of aviation talent in the San Francisco area, and it has already hired several local airline professionals. Virgin America could create up to 50,000 new U.S. jobs economy-wide. That's excellent news for the Bay Area and the United States as a whole.

The benefits of starting Virgin America's domestic airline service are compelling for the markets it plans to serve. We sincerely hope that you consider the opportunities for increased competition, consumer-friendly fares, economic growth and job creation when reviewing Virgin America's application.

Sincerely,

Phil Luecht  
1 California St  
San Francisco, CA 94111