

Adam Broder
[REDACTED]
[REDACTED]

From: Matthews, Maria <Maria.Matthews@MWAA.com>

Sent: Monday, May 22, 2023 2:51 PM

To: Cooper, Michael <Michael.Cooper@MWAA.com>; Broder, Adam [REDACTED]

Subject: [EXTERNAL] FTI + MWAA Introductions

Hi Michael and Adam,

I wanted to connect you both virtually as the United coalition moves into its recruitment phase.

Michael – Adam is the lead consultant at FTI on this project for United. He is looking to quickly amass a group of 10-15 airports, business, and community groups who support maintaining the current slot/perimeter rule. He’s hoping to touch base with you to learn a little more about our efforts on the state side and get a sense of what you’re hearing/seeing.

Adam – Michael is my state counterpart here at MWAA. He has been working very closely with Tom Michels at United to shore up support of key groups in Virginia. He has also been working closely to provide information to state and local government officials as needed.

I am hoping that you are able to connect as we move into the recruitment stage to swiftly get the coalition off the ground. I would be happy to facilitate a call/Teams between the two of you, or am happy to step back and let you both take it from here.

Maria D. Matthews, CAE
Federal Government Affairs Program Manager



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From: Broder, Adam

Sent: Wednesday, May 24, 2023 9:32 AM

To: Cooper, Michael; Matthews, Maria; Tom Michels ([REDACTED])

CC: Mould, David

Subject: RE: [client confidential] - Adam let's chat today (Tuesday) after 10 am (?) / Re: FTI + MWAA Introductions

Attachments: MOCs P Rule.xlsx; ITP_Congressional Data_as of 5.16.23.xlsx

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Hi Michael,

Nice speaking with you yesterday. Attaching a document that should cover some of the items below, as well as some of the data Maria had shared earlier.

Good luck at the meeting today. Sounds like Richmond will support our position and we look forward to having them join the Coalition.

Thanks,
Adam

Adam Broder
[REDACTED]
[REDACTED]

From: Cooper, Michael <Michael.Cooper@MWAA.com>

Sent: Tuesday, May 23, 2023 7:24 AM

To: Broder, Adam [REDACTED]; Matthews, Maria <Maria.Matthews@MWAA.com>; Tom Michels [REDACTED]

Cc: Cooper, Michael <Michael.Cooper@MWAA.com>; Mould, David <David.Mould@MWAA.com>

Subject: [EXTERNAL] [client confidential] - Adam let's chat today (Tuesday) after 10 am (?) / Re: FTI + MWAA Introductions

[client confidential] -

Adam:

I am happy to chat with you after 10am this morning if you'd like. My cell is [REDACTED]. If this time doesn't work for you, please let me know what alternate time works best.

Here's what I'd like to suggest you & the UAL lobbyist team please consider sharing with Maria & I so we can all be on the same page:

1.) Which US House Members from Congressional districts within the Perimeter who sit on the House Committees of jurisdiction for FAA Reauthorization markup have a commercial service Airport in their congressional districts? What are the names of those Airports? Which local governments or state governments or Airports Authorities operate those Airports?

2.) Which commercial service Airports are represented by US Senators from states within the Perimeter who sit on the Senate Commerce subcommittee and Committee of jurisdiction for FAA Reauthorization? (What are the names of those Airports?)

2.) Which of these same Members of Congress (House & Senate) have an Airport WITH current commercial air service from/to IAD or by DCA? Which domestic Airlines provide the passenger service for these Airports? For international Airports, which international carriers are likely to care about preserving connectivity with DCA & IAD?

3.) Of the localities or states listed, who are the local governments' Mayor's and City Councils or state Governors with responsibilities for these Airports? (These local & state elected officials are most likely naturally allies toward maintaining DCA's slots and perimeter rules.)

4.) Of the remaining Members of Congress (House & Senate) who sit on the US House and Senate Committees of jurisdiction for FAA Reauthorization, which Airports outside of the Perimeter do these Members represent? (These MOC's are likely swayable toward the opposition Coalition and we all ought to anticipate who they are.)

My suggestion is that the answers to these five questions are paramount to coordinating an effective and coordinated initial strategy for blocking adverse markup language in the FAA bill.

The Airport and Airlines community is a small community. Many of our current Airports allies and community partners, including some within Virginia, can likely assist UAL's team to reach national community partners and elected leaders who care most about connecting international flights with domestic communities located in America's heartland within the Perimeter. These folks can best help if we give them specific jobs/things to do and 'targets' that assist us all with US Congressional advocacy directed toward Congressional staff and MOC's who are making decisions on Committee markup language.

Ultimately your/our collective list of 10-15 airports, businesses, and community groups that support maintaining the DCA slots and perimeter rules ought to be persons and businesses/groups whose voices are effective with decision makers for US Congressional committees of jurisdiction over FAA Reauthorization and the Utah/ Georgia slots & perimeter legislation recently introduced.

I'm happy to help. Please let's connect soon as I will be with Virginia Airport Operators from around the Commonwealth of Virginia all this and can hopefully assist with aligning new allies in coordination with your efforts, UAL's and Maria/MWAA.

Best Regards,
-Michael Cooper, C.M.
MWAA State & Local Government Affairs Manager

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From: Broder, Adam [REDACTED]
Sent: Monday, May 22, 2023 3:30 PM
To: Matthews, Maria <Maria.Matthews@MWAA.com>; Cooper, Michael <Michael.Cooper@MWAA.com>
Subject: RE: FTI + MWAA Introductions

Hi Michael,

Nice to meet you. Maria and David were telling me about the VA airports meeting later this week and I wanted to fill you in on some of the work we're doing.

Let me know when you have a few minutes to catch up.

Thanks,
Adam

Office	Last Name	Commerce Member?	State	Title	Party	Inside/Outside Perimeter	2023 DCA Service to the State	2023 IAD Service to the State
							DL/AA: Madison, WI (MSN)	No Existing Service
Sen. Tammy Baldwin (D-WI)	Baldwin	YES	Wisconsin	US Senator	Democrat	Inside	WN: Milwaukee, WI (MKE)	
Sen. Maria Cantwell (D-WA)	Cantwell	YES	Washington	US Senator	Democrat	Outside	AS: Seattle, WA (SEA)	DL/UA: Seattle, WA (SEA)
							AA/UA : Chicago, IL (ORD)	UA: Chicago, IL (ORD)
Sen. Tammy Duckworth (D-IL)	Duckworth	YES	Illinois	US Senator	Democrat	Inside	WN: Chicago, IL (MDW)	WN: Chicago, IL (MDW)
							UA/ F9: Denver, CO (DEN)	UA/ WN: Denver, CO (DEN)
								UA: Yampa Valley, CO / Steamboat, CO (HDN)
Sen. John Hickenlooper (D-CO)	Hickenlooper	YES	Colorado	US Senator	Democrat	Outside		
Sen. Amy Klobuchar (D-MN)	Klobuchar	YES	Minnesota	US Senator	Democrat	Inside	AA / DL: Minneapolis, MN (MSP)	DL/UA: Minneapolis, MN (MSP)
Sen. Ben Ray Lujan (D-NM)	Lujan	YES	New Mexico	US Senator	Democrat	Outside	No Existing Service	No Existing Service
							AA / B6 / DL: Boston, MA (BOS)	UA: Boston, MA (BOS)
							B6: Nantucket, MA (ACK)	
Sen. Ed Markey (D-MA)	Markey	YES	Massachusetts	US Senator	Democrat	Inside	B6: Martha's Vinyard, MA (MVY)	
							AA / DL: Detroit, MI (DTW)	DL/UA: Detroit, MI (DTW)
							AA: Grand Rapids, MI (GRR)	UA: Traverse City, MI (TVC)
							AA: Lansing, MI (LAN)	
Sen. Gary Peters (D-MI)	Peters	YES	Michigan	US Senator	Democrat	Inside	AA: Traverse City, MI (TVC)	
Sen. Jacky Rosen (D-NV)	Rosen	YES	Nevada	US Senator	Democrat	Outside	AA: Las Vegas, NV (LAS)	UA: Las Vegas, NV (LAS)
Sen. Brian Schatz (D-HI)	Schatz	YES	Hawaii	US Senator	Democrat	Outside	No Existing Service	UA: Honolulu, HI (HNL)
Sen. Jon Tester (D-MT)	Tester	YES	Montana	US Senator	Democrat	Outside	No Existing Service	No Existing Service
							AA / DL / WN: Atlanta, GA (ATL)	DL/UA/ WN: Atlanta, GA (ATL)
							AA: Savannah, GA (SAV)	UA: Savannah, GA (SAV)
Sen. Raphael Warnock (D-GA)	Warnock	YES	Georgia	US Senator	Democrat	Inside	AA: Augusta, GA (AGS)	
Sen. Peter Welch (D-VT)	Welch	YES	Vermont	US Senator	Democrat	Inside	AA: Burlington, VT (BTV)	UA: Burlington, VT (BTV)
							AA: Norfolk, VA (ORF)	UA: Charlottesville, VA (CHO)
								UA: Norfolk, VA (ORF)
								UA: Richmond, VA (RIC)
Sen. Mark Warner (D-VA)		NO	Virginia		Democrat	Inside		UA: Roanoke, VA (ROA)

							AA: Norfolk, VA (ORF)	UA: Charlottesville, VA (CHO)
								UA: Norfolk, VA (ORF)
								UA: Richmond, VA (RIC)
Sen. Tim Kaine (D-VA)		NO	Virginia		Democrat	Inside		UA: Roanoke, VA (ROA)
Sen. Kyrsten Sinema (I-AZ)	Sinema	YES	Arizona	US Senator	Independent	Outside	AA: Phoenix, AZ (PHX)	UA: Phoenix, AZ (PHX)
							AA/DL/WN: Nashville, TN (BNA)	G4/UA: Nashville, TN (BNA)
							AA: Chattanooga, TN (CHA)	UA: Knoxville, TN (TYS)
							AA: Memphis, TN (MEM)	
							AA: Knoxville, TN (TYS)	
Sen. Marsha Blackburn (R-TN)	Blackburn	YES	Tennessee	US Senator	Republican	Inside		
							AA: Charlotte, NC (CLT)	AA/UA: Charlotte, NC (CLT)
							AA: Asheville, NC (AVL)	UA: Raleigh, NC (RDU)
							AA/DL: Raleigh Durham, NC (RDU)	
							AA: Greensboro, NC (GSO)	
							AA: Wilmington, NC (ILM)	
Sen. Ted Budd (R-NC)	Budd	YES	North Carolina	US Senator	Republican	Inside	AA: New Bern, NC (EWN)	
Sen. Shelley Capito (R-WV)	Capito	YES	West Virginia	US Senator	Republican	Inside	AA: Charleston, WV (CRW)	9X: Morgantown, WV (MGW)
							AA: Dallas-Ft. Worth, TX (DFW)	AA/G4/UA: Austin, TX (AUS)
							WN: Dallas, TX (DAL)	AA/UA: Dallas-Ft. Worth, TX (DFW)
							UA: Houston, TX (IAH)	UA: Houston, TX (IAH)
							WN: Houston, TX (HOU)	UA: San Antonio, TX (IAH)
Sen. Ted Cruz (R-TX)	Cruz	YES	Texas	US Senator	Republican	Mixed	WN: Austin, TX (AUS)	
Sen. Deb Fischer (R-NE)	Fischer	YES	Nebraska	US Senator	Republican	Mixed	DL/WN: Omaha, NE (OMA)	No Existing Service
Sen. Cynthia Lummis (R-WY)	Lummis	YES	Wyoming	US Senator	Republican	Outside	No Existing Service	No Existing Service
							No Existing Service... However, Kansas City International/MCI (in Missouri is important)	No Existing Service... However, Kansas City International/MCI (in Missouri is important)
Sen. Jerry Moran (R-KS)	Moran	YES	Kansas	US Senator	Republican	Mixed	AA/WN: Kansas City, MO (MCI)	UA: Kansas City, MO (MCI)
Sen. Eric Schmitt (R-MO)	Schmitt	YES	Missouri	US Senator	Republican	Inside	AA/WN: St. Louis, MO (STL)	UA: St. Louis, MO (STL)
Sen. Dan Sullivan (R-AK)	Sullivan	YES	Alaska	US Senator	Republican	Outside	No Existing Service	No Existing Service
Whip John Thune (R-SD)	Thune	YES	South Dakota	US Senator	Republican	Mixed	No Existing Service	No Existing Service

							AA: Cleveland, OH (CLE)	UA: Cleveland, OH (CLE)
							AA: Akron, OH (ACK)	UA: Columbus, OH (CMH)
							AA/WN: Columbus, OH (CMH)	UA: Cincinnati, OH (CVG)
							AA/DL: Cincinnati, OH (CVG)	UA: Dayton, OH (DAY)
en. J.D. Vance (R-OH)	Vance	YES	Ohio	US Senator	Republican	Inside	AA: Dayton, OH (DAY)	
en. Roger Wicker (R-MS)	Wicker	YES	Mississippi	US Senator	Republican	Inside	AA: Jackson, MS (JAN)	No Existing Service
en. Todd Young (R-IN)	Young	YES	Indiana	US Senator	Republican	Inside	AA: Indianapolis, IN (IND)	UA: Indianapolis, IN (IND)