

From: Matthews, Maria
Sent: Wednesday, May 10, 2023 9:33 AM
To: Swanson, Jay (Warner)
Subject: RE: [EXTERNAL] Slot/Perimeter - Commerce Meeting Readout

Hi Jay,

As of this morning, we still do not have a date set with Youngkin's staff. Our state lobbyist is working with both the Governor's Office and VDOT staff to arrange the briefing. While we have opened our calendars to them, they have not confirmed a date/time for a discussion.

I'd be happy to chat about our conversations with the administration to date. I have a quick meeting at 10:30 but, am otherwise free until 1:00 pm.

Maria

From: Swanson, Jay (Warner) [REDACTED]
Sent: Wednesday, May 10, 2023 9:27 AM
To: Matthews, Maria <Maria.Matthews@MWAA.com>
Subject: RE: [EXTERNAL] Slot/Perimeter - Commerce Meeting Readout

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Thanks again for this. Can you tell me when the MWAA/Youngkin admin briefing will happen?

From: Matthews, Maria <Maria.Matthews@MWAA.com>
Sent: Friday, May 5, 2023 1:28 PM
To: Swanson, Jay (Warner) [REDACTED]; Kuhlman, Karen <karen.kuhlman@united.com>
Cc: David Rudd [REDACTED]m>; Barbash, Nick (Kaine) <[REDACTED]>
McWalters, Evan (Kaine) [REDACTED]; Kantakevich, Maura [REDACTED]; Prince, Erik [REDACTED]
Subject: RE: [EXTERNAL] Slot/Perimeter - Commerce Meeting Readout

Happy Friday All,

In our efforts to dig up any slot/perimeter related content during the McDonnell years, my MWAA state counterpart found a [VA Assembly Resolution](#) dating back to 1999. The resolution expresses the support of maintaining the 1250-mile perimeter and two of the provisions specifically reference the harm to regional air transportation and air service to small communities within the perimeter.

In reviewing the legislative history, the timing on this would have been ahead of the 2000 FAA reauthorization which resulted in the creation of 24 slot exemptions (12 inside / 12 outside).

Maria

From: Matthews, Maria
Sent: Thursday, May 4, 2023 2:54 PM
To: Swanson, Jay (Warner) <[REDACTED]>; Kuhlman, Karen <karen.kuhlman@united.com>
Cc: David Rudd [REDACTED] Barbash, Nick (Kaine) [REDACTED]
McWalters, Evan (Kaine) [REDACTED]; Kantakevich, Maura [REDACTED]

<[REDACTED]>; Prince, Erik [REDACTED]
Subject: RE: [EXTERNAL] Slot/Perimeter - Commerce Meeting Readout

Jay – We are still working dig out any info pertaining to the McDonnell administration but, have thus far not found anything dating back that far.

I do want to confirm that MWAA’s Richmond team is working to find time for a more formal briefing with Department of Transportation staff. It sounds like your offices and our folks are having conversations in the same circle and reinforcing each other’s messages. I will confirm our briefing once I have a firm date/time.

Maria

From: Swanson, Jay (Warner) [REDACTED]
Sent: Thursday, May 4, 2023 1:05 PM
To: Matthews, Maria <Maria.Matthews@MWAA.com>; Kuhlman, Karen <karen.kuhlman@united.com>
Cc: David Rudd [REDACTED]; Barbash, Nick (Kaine) <[REDACTED]>
McWalters, Evan (Kaine) [REDACTED]; Kantakevich, Maura
<[REDACTED]>; Prince, Erik [REDACTED]
Subject: RE: [EXTERNAL] Slot/Perimeter - Commerce Meeting Readout

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First, congrats Karen! Good luck in the new role.

Second, I spoke with Michael Sargent and Rachel Jones, Deputy Secretaries of Transportation in Richmond. I shared with them our perspective on the slot/perimeter issue. They are aware of the issue but still in “fact gathering mode.” They main piece they appear to be waiting on is a formal briefing from MWAA, which they said is in the works(?). However, they did give some positive signals, talking about the Governor’s recognition of the importance of economic development at Dulles.

Third, our chief of staff spoke to Gov. Youngkin’s chief who said, that he always “make the point that they always want to understand if something needs to be to changed and if something doesn’t, then they wouldn’t support changing it.” He further said that he didn’t think they had any reason for the rules to be changed in this instance.

From: Matthews, Maria <Maria.Matthews@MWAA.com>
Sent: Thursday, May 4, 2023 12:19 PM
To: Kuhlman, Karen <karen.kuhlman@united.com>; Swanson, Jay (Warner) [REDACTED] >
Cc: David Rudd [REDACTED]; Barbash, Nick (Kaine) [REDACTED]
McWalters, Evan (Kaine) <[REDACTED]>; Kantakevich, Maura
<[REDACTED]>; Prince, Erik <[REDACTED]>
Subject: RE: [EXTERNAL] Slot/Perimeter - Commerce Meeting Readout

I have posed this question to our Richmond lobbying team as well. Hopefully, between us we’ll have a robust repository of information.

On a related note, I had a very productive call with our Richmond team yesterday. They have proposed a strategy that will work this issue by both approaching key stakeholders in the Youngkin administration, key legislative stakeholders, as well as local outreach to fellow airport partners throughout the state.

I would be happy to find some time for us to chat through MWAA’s intended approach via Teams, if you would like to take a deeper dive.

Maria D. Matthews, CAE
Federal Government Affairs Program Manager



From: Kuhlman, Karen <karen.kuhlman@united.com>
Sent: Thursday, May 4, 2023 12:08 PM
To: Jay Swanson <[REDACTED]>
Cc: David Rudd <[REDACTED]>; Matthews, Maria <Maria.Matthews@MWAA.com>; Nick Barbash (Kaine) <[REDACTED]>; Evan McWalters <[REDACTED]>; Kantakevich, Maura <[REDACTED]>; Prince, Erik <[REDACTED]>
Subject: Re: [EXTERNAL] Slot/Perimeter - Commerce Meeting Readout

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Jay -

I have been looking for material from him from that battle and so far have not found any in my large back file on this issue. I don't know why he wouldn't have weighed in but can find anything to document it either way. Will keep looking.

We are also having our Richmond consulting team engage the Youngkin staff. Trying to get an update on the status of that engagement as soon as I can.

Finally, as you all may have seen, I am leaving United at the end of next week for a new role at AAAE (Airports). You all in good hands with David, who is very plugged into the United DC office and knows the history of this issue, as well as legislative strategy, better than anyone. I am also adding my colleagues Maura and Erik, who will be covering United's Congressional work going forward.

Will put together a file of all the past letters I have to share with you all.

Karen

Karen Kuhlman
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On May 4, 2023, at 11:49 AM, Swanson, Jay (Warner) <[REDACTED]> wrote:

This message was sent from outside of United Airlines. Please do not click links or open attachments unless you recognize the sender and know that the content is safe.

Is there any institutional knowledge on this thread as to where Gov. McDonnell was on this issue? It would have been live for him in 2012.

From: David Rudd [REDACTED]
Sent: Thursday, May 4, 2023 9:29 AM
To: Swanson, Jay (Warner) [REDACTED]; Matthews, Maria <Maria.Matthews@MWAA.com>; Kuhlman, Karen <karen.kuhlman@united.com>
Cc: Barbash, Nick (Kaine) [REDACTED]; McWalters, Evan (Kaine) [REDACTED]
Subject: Re: Slot/Perimeter - Commerce Meeting Readout

United announced it has hired 7,000 new employees this year including 1,200 at Dulles.

David Rudd
[REDACTED]

[REDACTED] "Swanson, Jay (Warner)" <[REDACTED]>
Date: Wednesday, May 3, 2023 at 11:04 AM
To: "Matthews, Maria" <Maria.Matthews@MWAA.com>, Karen Kuhlman <karen.kuhlman@united.com>, David Rudd [REDACTED]
Cc: "Barbash, Nick (Kaine)" <[REDACTED]>, "McWalters, Evan (Kaine)" [REDACTED]
Subject: RE: Slot/Perimeter - Commerce Meeting Readout

I hope everyone is okay with this email chain becoming the general repository for information on the slots/perimeter issue. This just came across my desk from our comms folks:

The Richmond Times Dispatch has been pressing Gov. Youngkin for a position on perimeter/slots and they are refusing to comment (after 3 days of asking.)

Has there been much outreach to Richmond about this?

Jay

From: Swanson, Jay (Warner)
Sent: Wednesday, May 3, 2023 10:31 AM
To: 'Matthews, Maria' <Maria.Matthews@MWAA.com>; Kuhlman, Karen <karen.kuhlman@united.com>; David Rudd [REDACTED]
Cc: Barbash, Nick (Kaine) [REDACTED]; McWalters, Evan (Kaine) [REDACTED]
Subject: RE: Slot/Perimeter - Commerce Meeting Readout

I think that stuff wouldn't hurt, but the sense I got was that air operations—congestion, safety, that sort of thing—is going to carry the most weight.

Additionally, yesterday I was with Warner at the American Airlines reception, where CEO Robert Isom make clear to the Senator that he was opposing changes to the slot/perimeter rule. He said something to the effect of "we've built our business around the perimeter rule with investments at Dulles" and that anyone looking to change the rule "should come talk to me."

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

Sent: Wednesday, May 3, 2023 8:41 AM

To: Swanson, Jay (Warner) <[REDACTED]>; Kuhlman, Karen <karen.kuhlman@united.com>; David Rudd <[REDACTED]>

Cc: Barbash, Nick (Kaine) <[REDACTED]>; McWalters, Evan (Kaine)

<[REDACTED]>

Subject: RE: Slot/Perimeter - Commerce Meeting Readout

Good Morning Jay,

I am working with our engineering and airport operations teams to collect the latest figures on capacity (air operations and passengers). As an additional means of illustrating strain on our facilities, I could also pull the parking data to highlight days when demand exceeded capacity at DCA. Let me know if that might be helpful as well.

Maria

From: Swanson, Jay (Warner) <[REDACTED]>

Sent: Tuesday, May 2, 2023 3:49 PM

To: Kuhlman, Karen <karen.kuhlman@united.com>; Matthews, Maria <Maria.Matthews@MWWA.com>; David Rudd <[REDACTED]>

Cc: Barbash, Nick (Kaine) <[REDACTED]>; McWalters, Evan (Kaine)

<[REDACTED]>

Subject: Slot/Perimeter - Commerce Meeting Readout

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Karen, Maria, David:

Nick, Evan and I met with [REDACTED] and [REDACTED] from Commerce majority. Here are some notes, in no particular order:

- [REDACTED] asked about the physical capacity of National to handle more flights. We told him about crowding, lines, etc, but we didn't have any information about airspace congestion or the idea that having more flights into and out of National might be dangerous or difficult to safely do. **Do you have any material on that?**
- [REDACTED] mentioned that they weren't sure where Alaska Air is, and indicated he thought that there might be some proposed changes to the slot/perimeter rule that Alaska could be comfortable with.
- [REDACTED] and [REDACTED] mentioned San Diego as a city that has been advocating for service to National.
- Chair Graves in the House is apparently deeply emotionally committed to getting an FAA reauth done. Hopefully someone has made clear to him that tinkering with the slot/perimeter rule could delay the bill by five years like it did in 2007-12.
- [REDACTED] asked us if there was a universe in which we could get comfortable with a single additional slot for San Antonio. We did not give a substantive answer, but highlighted how once you open the door for a single slot you let in the avalanche.
- Cruz's starting position may be fairly radical. Apparently his staff have been arguing against the slot/perimeter rule on free-market grounds.

John B. "Jay" Swanson

Legislative Counsel to Senator Mark R. Warner

Phone: [REDACTED]

[REDACTED]