



SAN  
FRANCISCO  
**CHAMBER OF  
COMMERCE**

March 7, 2016

The Honorable Anthony Foxx  
Secretary of Transportation  
U.S. Department of Transportation  
1200 New Jersey Avenue, S.E.  
Washington, DC 20590

RE: SUPPORT for Southwest Airlines' US-Cuba Frequency Application Docket DOT-OST-2016-0021

Dear Secretary Foxx,

The San Francisco Chamber of Commerce, representing over 2,500 local businesses with over 200,000 employees across the Bay Area, supports Southwest Airlines' (Southwest) application to provide nonstop daily flights between Fort Lauderdale, Tampa and Orlando to Havana, Cuba.

We understand the Department of Transportation (DOT) is currently proceeding to allocate twenty daily U.S.-Havana frequencies to U.S. air carriers. Southwest's proposed U.S.-Cuba service meets the DOT's stated goals to allocate these frequencies in a manner that will "maximize public benefits." Southwest's service will produce superior consumer benefits by:

- Serving the largest U.S.-Cuba aviation markets
- Providing high quality, low fare service, including transparent pricing and no hidden fees
- Maximizing the benefits of the scarce frequencies with year-round, daily service on large aircraft
- Offering convenient one-stop flights to Cuba from numerous interior U. S. cities

Southwest is the nation's largest passenger airline in terms of domestic passengers served. With its service from Fort Lauderdale, Orlando and Tampa, Southwest can offer convenient connecting access to Cuba from dozens of other airports located throughout the U.S., including San Francisco International Airport, which would be an enormous benefit to our tourism industry and to local companies seeking to do business with Cuba.

The San Francisco Chamber of Commerce urges the Department of Transportation to approve Southwest's frequency application to provide daily flights between the U.S. and Cuba.

Sincerely,

A handwritten signature in black ink, appearing to read "Jim Lazarus". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Jim Lazarus  
Senior Vice President of Public Policy