



March 19, 2020

Secretary Mnuchin, Speaker Pelosi, Leader McCarthy, Leader McConnell and Leader Schumer:

On behalf of the entire U.S. civil aviation industry and the 11 million U.S. jobs we either directly represent or support economy-wide, **we sincerely request the Administration and Congress work as one to act as quickly as possible to financially protect our industry and the livelihood of our employees, who are the backbone of aviation.**

**The breadth and immediacy of the need to act cannot be overstated. It is urgent and unprecedented.**

The U.S. aviation industry supports all efforts to stop the spread of COVID-19. We also recognize and commend the tremendous efforts of controllers, safety inspectors, security personnel and others to help support safety and the industry. Public health and the safety and wellbeing of passengers, customers and employees is our top priority. We are making daily improvements to operations and practices on aircraft, at airports and on the factory floor to protect them.

However, actions taken on a global scale have proven extremely fluid, are rapidly evolving on an almost hour-by-hour basis and have had a debilitating impact on the U.S. aviation industry and our employees. Our goal is to keep the U.S. aviation system intact and operating to the maximum extent possible to support the public health and recovery effort, keep aviation companies and related businesses large and small open and functioning during this time and ensure the livelihood of our employees.

The rapid spread of COVID-19 and the government- and business-imposed restrictions on air travel are having never-before seen impacts on U.S. aviation and our employees. In the short space of two weeks, aviation industry stakeholders have seen their positions of strong financial health deteriorate remarkably rapidly, and challenges are growing for all stakeholders. The downturn in demand for commercial air transportation and shipping related to COVID-19 is vast.

For passenger carriers alone, net bookings for the next few months are down 100 – 200 percent, as cancellations are rapidly outpacing new bookings and trending worse each day. Carriers have been forced to remove flights from their schedules and make historic capacity cuts. Pressure is growing in rural and main street America as general and business aviation that serve these communities begin to face increased economic uncertainty. The economic impact on the U.S. aviation industry, their employees, travelers and the shipping public is staggering.

**The industry does not want to furlough employees; in fact, we need employees to retain their positions to be ready to lead the recovery.**

What appeared to be a distant possibility just weeks ago has come to the forefront; we now face legitimate liquidity concerns and questions about our ability to meet ongoing debt obligations. This crisis hit a previously robust, healthy industry at lightning speed, and the government response needs to be just as swift, in order to save it.

In the frankest of terms, the current economic environment is simply not sustainable. The U.S. aviation industry and our employees need immediate assistance as the current economic environment continues to devolve. Our concern is compounded by the fact that the crisis does not appear to have an end in sight.

While we are trying to remain nimble to the everchanging economic circumstances and U.S. airlines have taken or planned over \$30 billion worth of 'self-help' measures in response to COVID-19 for CY2020, we are requesting the Administration and Congress take prompt action to provide immediate and medium to long-term assistance to the U.S. civil aviation industry and their employees in the form of grants, unsecured loans and limited tax measures. The survival of our industry depends on it.

The U.S. aviation industry, including key industry stakeholders, is a critical component of the U.S. economy. Civil aviation drives more than 5 percent of U.S. GDP and is necessary to the success of other industry sectors – which makes it unique in its significance to the health of the overall U.S. economy. As Congress and the Administration focus on the COVID-19 pandemic, it is imperative that special attention be given to the aviation industry, including key industry stakeholders, given its profound impact on the national economy and the significant impacts the virus will have on the entire industry along with the myriad of businesses that interact with aviation across the country. Providing financial stability will help the industry to sustain until there is a sufficient return in demand for air travel and cargo services. This stability will in turn help speed the recovery of the larger U.S. economy. Even with instantaneous government action it is going to take a very long time to recover.

**This is a *today* problem, not a tomorrow problem. It requires urgent action, and the U.S. aviation industry wants to lead the way to economic recovery.**

Very Respectfully,

*Aeronautical Repair Station Association  
Aircraft Electronics Association  
Aircraft Owners and Pilots Association  
Airlines for America  
Airline Passenger Experience Association  
Air Line Pilots Association  
Airport Minority Advisory Council  
Airport Restaurant & Retail Association  
Airports Council International-North America  
Airline Services Providers Association  
Allied Pilots Association  
American Association of Airport Executives  
American Society of Travel Advisors  
Association of Flight Attendants-CWA  
Association of Professional Flight Attendants  
Cargo Airline Association  
General Aviation Manufacturers Association  
Global Business Travel Association  
Helicopter Association International  
International Air Transport Association  
International Flight Services Association  
National Air Carrier Association  
National Air Transportation Association  
National Business Aviation Association  
Regional Airlines Association  
Southwest Airlines Pilots Association  
Transport Workers Union of America  
Travel Technology Association  
Travelers United  
Women in Aviation International*



ANGEL CAPITAL ASSOCIATION



March 19, 2020

Senator Marco Rubio  
284 Russell Senate Office Building  
Washington, DC 20002

Senator Susan Collins  
413 Dirksen Building  
Washington, DC 20510

Dear Senators,

We, the undersigned business leaders applaud your efforts to support small businesses during this crisis. In particular, we support two key aspects of your efforts.

First, an emergency loan program to support small businesses during this crisis, with loans made available through private banks, supported with a federal guarantee. Using the private banking system to provide these loans is critical, as small business needs the liquidity immediately.

Second, including in the emergency loan program a clause that forgives a portion of the loan equal to an appropriate percentage of payroll (with an appropriate salary cap) for any business that keeps their employees on salary despite having to shut down.

Small business employers are job creators. Small business employers want to keep their employees on salary during this crisis. A small business emergency loan program that includes forgiveness for an appropriate percentage of payroll for any small business that keeps their employees on salary will allow small businesses to keep America employed.

This is not a bailout. Small businesses are closed and the employees are not working because of a government order.

This is not as costly as may appear. Individuals who are laid off will receive unemployment insurance. This effort would simply shift the payment from the unemployment system to an employment system. Our economy is better off paying someone to remain employed, rather than having them unemployed.

**gusto**



**Independent Electrical  
Contractors, Inc.**



This has long term benefits. The dislocation costs associated with widespread unemployment are severe. Once a person separates from their job, rehiring is less likely. And, maintaining employees on salary saves on future training costs.

This is superior to an outright small business grant, as the money would be provided in order to foster employment.

We thank you for your leadership, and hope both Republicans and Democrats can come together to support The Keeping Workers Paid and Employed Act.

Sincerely,

Job Creators Network

American Association of Orthodontists

American Hotel Lodging Association

American Society of Appraisers

American Society of Travel Advisors

Angel Capital Association

Asian American Hotel Owners Association

Associated Builders and Contractors National

Blue Roof Franchise Association (IHOP)

Coalition of Franchise Associations

Denny's Franchise Association

Dunkin' Donuts Independent Franchise Owners

FreedomWorks

Global Business Travel Association

Gusto

Independent Electrical Contractors

International Foodservice Distributors Association

International Franchise Association

NAIOP | Commercial Real Estate Development Association

National Association of Landscape Professionals

National Association of REALTORS

National Ready Mixed Concrete Association

National Retail Federation

National Stone, Sand & Gravel Association

The Payroll Group

The Real Estate Roundtable

Tree Care Industry Association

U.S. Travel Association



March 18, 2020

The Honorable Mitch McConnell  
Majority Leader  
U.S. Senate, S-230  
U.S. Capitol  
Washington, DC 20500

The Honorable Nancy Pelosi  
Speaker  
U.S. House of Representatives, H-232  
U.S. Capitol  
Washington, DC 20500

Dear Majority Leader McConnell and Speaker Pelosi,

On behalf of the seven undersigned trade organizations, which represent hundreds of thousands of employees and drivers working in every local community across the country, we are requesting you designate private sector passenger ground transportation companies as essential to the American economy.

The undersigned trade groups represent all manner of passenger transportation: taxicab, livery, paratransit, non-emergency medical, motorcoach, bus, courtesy shuttle, luxury, TNC, and more. As such, the companies we represent and their associated drivers comprise a critical part of our nation's essential transportation infrastructure.

Collectively, our members move 3 billion passengers a year, approximately the same total number of passengers moved by the equally vital airline industry, for example. Hundreds of thousands of drivers, most of them independent, small American companies, affiliate with our members' businesses for their livelihood.

Together, our members and drivers serve people from all walks of life: Travelers going to the airport, interstate transportation, university/college shuttles getting students to class, low-income Americans who live in food deserts going to grocery stores outside of their neighborhoods, and Americans in need of life-saving medical treatments such as weekly dialysis, to name a few.

Our industry is facing very real crippling financial losses and tens of thousands of our workers have already been laid off. With the Federal government and states recommending that Americans severely restrict their movements, our industry has suffered immediate economic losses. The crisis threatens to shutter critical and essential public transportation operations forever.

People in communities across the United States rely on our services for their jobs, medical needs, getting kids to school, and other daily activities that some may take for granted. We are asking you to work with us on specific and targeted financial relief that will help ensure our industry is able to recover and provide essential services to the public in the future.

Our members are reporting staggering loss projections of up to 95 percent now—precipitous declines that are expected to extend well into the months ahead. Without specific assistance from the federal government, many of these businesses will close forever. If that happens, the country will lose critical transportation infrastructure: the people, vehicles, call centers, maintenance facilities and services that keep America moving. We must ensure this industry survives for the future.

As the federal government explores ways to render assistance, we wish to propose the following concrete actions:



1. Deem the industry a national “essential service.”
2. Provide \$12 billion in immediate cash grants to fleet operators to provide industry relief.
3. Ensure guaranteed vehicle loan deferment/forbearance for at least 120 days.
4. Declare the industry is eligible for zero-interest SBA loans and ensure such loans are made available within two weeks of application, with no payments due for six months.
5. Mandate that all government accounts with transportation companies be paid within five days of billing.
6. Require insurance companies to suspend auto liability premiums on passenger transportation vehicles pulled out of service, without requiring transportation companies turn in their license plates.
7. Allow operators to postpone real estate tax payments as well as vehicle fuel and utilities payments such as phone, electricity and internet services, without penalty or disconnection.
8. Open a pipeline to cleaning products to ensure vehicles are regularly sanitized, and to help our industry promote the safety of our services.

Never before have our disparate organizations come together in such a fashion, but we do so now because we desperately seek your help in these unprecedented and most challenging times amid the COVID-19 outbreak. The financial hardships this virus has wrought cannot be overstated. We need your help if we are to be there for America when this nightmare is over.

We are ready to answer any questions you may have as you formulate a national plan to save American lives, critical infrastructure and our economy. Thank you for your leadership during what is surely one of the most distressing moments in our nation’s history. We wish you, your colleagues and your families the very best in the difficult months ahead.

Sincerely,

Tom Arrighi  
President  
The Transportation Alliance

Robert Alexander  
President  
National Limousine Association

Peter J. Pantuso  
President & CEO  
American Bus Association

Scott Solombrino  
Executive Director & COO  
Global Business Travel  
Association

Larry Killingsworth  
President & CEO  
United Motorcoach  
Association

Jeffrey Foland  
Chairman  
Near Airport Parking  
Industry Trade Association

Ray Mundy  
Executive Director  
Airport Ground  
Transportation Association

Cc: The Honorable Charles E. Grassley, Chairman  
The Committee on Finance  
U.S. Senate

The Honorable Ron Wyden, Ranking Member  
The Committee on Finance  
U.S. Senate

The Honorable Richard E. Neal, Chairman  
The Committee on Ways and Means  
U.S. House of Representatives

The Honorable Kevin Brady, Ranking Member  
The Committee on Ways and Means  
U.S. House of Representatives



American Society of  
Travel Advisors

ACTE GLOBAL



March 21, 2020

The Honorable Mitch McConnell  
Majority Leader  
United States Senate  
Washington, DC 20510

The Honorable Nancy Pelosi  
Speaker of the House of Representatives  
United States House of Representatives  
Washington, DC 20515

The Honorable Charles Schumer  
Minority Leader  
United States Senate  
Washington, DC 20510

The Honorable Kevin McCarthy  
Minority Leader  
United States House of Representatives  
Washington, DC 20515

Dear Leader McConnell, Leader Schumer, Speaker Pelosi, and Leader McCarthy:

We, the undersigned organizations, write in support of the coronavirus relief requests submitted this week by the American Society of Travel Advisors (ASTA). While our member companies are facing crippling challenges as a result of the pandemic, we recognize the need for Congressional support for the travel agency and travel advisor community, which plays a key role in our respective business models.

The vast majority of U.S. travel agencies (98 percent) are small businesses according to Small Business Administration's (SBA) standards, and over two thirds of them are owned and operated by women. Due to the coronavirus crisis and its impact on travel, new business has largely come to a halt in the past few weeks and layoffs and agency closures have begun in earnest. As of March 19, 77 percent of ASTA members surveyed predicted they will be out of business in six months or less if current conditions hold.

As such, we support ASTA's requests as follows:

- **Airline Sector Grants** – As part of any airline assistance package, we request the inclusion of grants to ticket agents as defined in 49 U.S.C. 40102(45) in the aggregate amount of \$7.7 billion to compensate for reduced liquidity (net of financing) – from December 31, 2019 through December 31, 2020 – attributable to coronavirus concerns. This amount represents projected 2020 revenue loss based on a wide-ranging survey of over 1,500 ASTA members conducted on March 5 and 6, 2020, and is almost certainly conservative.
- **Airline Sector Loans** – We also request a voluntary liquidity facility program in an aggregate amount up to \$6 billion pursuant to which the Federal Reserve would purchase financial instruments from or provide zero interest unsecured loans or zero interest unsecured loan guarantees to ticket agents as defined in 49 U.S.C. 40102(45). This amount takes Airlines for America's request for loans for passenger airlines and adjusts it proportionally based on passenger airline 2019 employment (according to the Bureau of Transportation Statistics) versus 2017 travel agency employment (according to the U.S. Census Bureau, latest available).

- **Small Business Interruption Loans** – We strongly support The Keeping Workers Paid and Employed Act, Division A of the Coronavirus Aid, Relief, and Economic Security (CARES) Act, a \$300 billion small business emergency economic relief plan that will help small businesses impacted by the coronavirus pandemic make payroll and cover expenses. In order for relief to flow to the largest part of the agency community, we request that a provision that appeared in an early draft of this “Rubio-Collins” proposal expanding eligibility for relief to businesses up to 300 percent of the applicable SBA size standards be re-inserted. In the same vein, we ask that self-employed individuals are explicitly included as eligible recipients of this aid.
- **Travel Employment Grants** – While Division C of the CARES Act includes \$150 billion in loans and loan guarantees for distressed sectors of the American economy beyond the airlines, it is not specific to travel. As such, we request that Congress include the U.S. Travel Association’s (USTA) proposal to provide \$150 billion in grants through the Treasury Department to travel-dependent businesses to maintain employment at pre-coronavirus levels. Travel was the first sector heavily impacted by this crisis and recovery will come slow after it passes. According to USTA, 4.6 million Americans – 50 percent of the travel industry’s workforce –could lose their jobs by the end of April if targeted travel industry relief is not provided.
- **Unemployment Benefits for the Self-Employed** – There are currently around 40,000 independent contractors working in the travel agency industry, and many more in other parts of the travel industry, and their business income has seized up along with every other part of the industry. However, these self-employed individuals typically do not have access to federal and state unemployment benefits, as laid-off W-2 employees do. As such, we request that the final coronavirus response package incorporate the Coronavirus Worker Relief Act (H.R. 6207/S. 3476), bipartisan, bicameral legislation will provide disaster unemployment assistance to people who are unable to work due to the current coronavirus outbreak, including self-employed individuals and ICs.

While it will take years for the travel industry to recover from this crisis, taken together we believe the steps outlined above will help speed that recovery and put both travel agencies and our member companies in a position to serve customers once the economy rebounds.

Thank you for considering our views on this critical issue.

Sincerely,

American Society of Travel Advisors (ASTA)  
 Association of Corporate Travel Executives (ACTE)  
 Global Business Travel Association (GBTA)  
 Las Vegas Convention and Visitors Authority (LVCVA)  
 National Tour Association (NTA)  
 Student & Youth Travel Association (SYTA)  
 U.S. Tour Operators Association (USTOA)