



January 31, 2018

The Representatives of the Business Affairs and Labor Committee
Colorado General Assembly
200 E Colfax Avenue
Denver, CO 80203

Subject: HB18-1083 – On-demand Air Carriers Sales and Use Tax Exemption

Good morning Committee Members.

I am Warren Hendrickson, NW Mountain Regional Manager for the Aircraft Owners and Pilots Association (AOPA), the world's largest general aviation organization. I serve as the organization's field representative in seven states (CO, ID, MT, OR, UT, WA, and WY), including over 8,700 members in Colorado.

AOPA supports HB18-1083.

The legislation will place additional aircraft into commercial service in Colorado, increasing the availability of air transportation services and generating more jobs in the state. According to a recent survey conducted by the Colorado Aviation Business Association (CABA) of Colorado-based on-demand air carriers, each additional aircraft placed into service, on average, creates approximately five new jobs to support its operation. This legislation could serve as a springboard to an increase in the number on-demand air carriers in Colorado, greater market availability of such services statewide, the acquisition of newer aircraft by existing operators with enhanced safety features, and an increase in direct jobs and their attendant positive effect on the state's economy.

Rural communities throughout Colorado will also benefit from the legislation via a higher level of service. Service providers such as medical transport rely on on-demand air carriers for access to communities without commercial airline service.

For these reasons, AOPA supports HB18-1083. Thank you.

Sincerely,

Warren Hendrickson
NW Mountain Regional Manager, AOPA
4810 Point Fosdick Drive NW, Suite 501
Gig Harbor, WA 98335