

February 3, 2023

**WestJet**

Diederik Pen, Executive Vice-President and Chief Operating Officer

Dear Mr. Pen,

**Re: Additional Air Service from Saskatoon to Calgary**

The NSBA – Saskatoon's Business Association is a member-driven organization that serves, promotes, and protects businesses throughout Saskatoon and beyond. As an independent, autonomous, and outspoken organization representing many business owners and large multinational corporations in Saskatoon, we would like to thank you and the entire WestJet team for taking a bold step to add more flights between Saskatoon and Calgary starting February 16.

For many years, the Saskatoon to Calgary route has been a key part of Saskatoon's business community. This route has served business owners and employees well by helping them promptly reach their domestic and international customers/clients and vice versa.

It is no secret that Saskatoon and Saskatchewan are on the verge of experiencing huge economic and population growth, according to several economic forecasts including the Conference Board of Canada. Saskatoon is home to small and medium-sized businesses, multinational corporations and top universities, that require reliable air service to compete in domestic and international markets. The addition of three more WestJet flights to the current six between Saskatoon and Calgary will guarantee improved access for business and leisure purposes. It will also ensure that the city and province are on track and well-prepared for future economic growth. These additional flights will be beneficial, however, in a time like this with rising inflation and increased costs, we encourage you to be mindful of these pressures when establishing rates in this marketplace. By doing so, these additional flight services will help businesses and residents save time and money, while supporting your increased presence in the marketplace.

The NSBA appreciates WestJet's continued service to the residents and businesses of Saskatoon. As an important ally in Saskatoon and Saskatchewan, the NSBA believes this is an opportune time for WestJet to benefit from the tremendous economic growth the city and province are about to experience. We look forward to working with you.

Sincerely,



Keith Moen  
Executive Director  
NSBA – Saskatoon's Business Association