



November 3, 2017

Port of Portland Commissioners
7200 N.E. Airport Way
Portland, OR 97218

Re: Local Business Contracts with the Port of Portland

Dear Commissioners:

The Oregon Restaurant & Lodging Association (ORLA) would like to take this opportunity to reaffirm our support for the unique and exemplary reputation that our state has created at the Portland International Airport.

We are convinced your business model is working and generating not only exceptional experiences for travelers but also additional revenue for workers employed by those who currently operate under contract at the airport.

A recent report from Willamette Week illustrated an ongoing attempt to change the way we do business at the airport. As the state's second largest private sector employer we see no reason to change course.

ORLA currently represents over 2,500 restaurant and lodging establishments in our great state. As an association, we proudly commend your leadership as commissioners in bringing Oregon's absolute best to our international airport by actively engaging local independent restaurants in contract negotiations.

The following statements regarding Oregon's sole international airport ring true to us:

- Travel & Leisure magazine has named Portland International Airport 'America's Best Airport' for 5 years in a row.
- The 60,000 passengers who flow through PDX each day spend more money per person than passengers at airports in wealthier cities as referenced in Willamette Week's recent report dated October 18, 2017.
- "Street pricing" is working. Restaurants are generating more revenue per passenger which in turn provides more opportunity to reward employees with higher wages.

Opponents of the Port of Portland's approach to our airport are failing to grasp the level of success we currently enjoy. ORLA remains committed to the Port of Portland's current policy – To serve passengers and promote the region for tourism and economic development.

As the minimum wage continues to rise each year, we hope the airport and its leadership will continue to stay a step ahead in providing the authenticity our visitors have come to expect. If we stay the course our continued focus on enhancing the guest experience will directly benefit the workers who serve these same guests.

We live this reality in Oregon's hospitality industry each and every day. We count the Port of Portland and your leadership team as partners in elevating the Oregon hospitality experience in ways that drive our statewide economy.

We look forward to opportunities in the future to engage in thoughtful dialogue that protects and nurtures the innovative and entrepreneurial spirit you have built as leaders of our international airport.

Congratulations on staying a step ahead for both travelers and the workers who choose to serve them.

Sincerely,

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

Jason Brandt
President & CEO
Oregon Restaurant & Lodging Association