



March 9, 2026

Mr. Elon Musk
Chief Executive Officer and Chief Technology Officer
Space Exploration Technologies Corp.
1 Rocket Road
Brownsville, TX 78521

Dear Mr. Musk,

On behalf of the Aircraft Owners and Pilots Association (AOPA), the largest pilot organization in the world and the International Council of Aircraft Owner and Pilot Associations (IAOPA) representing more than 80 AOPA affiliates and 400,000 pilots across the globe, we write to express our concern regarding the recent and significant increase in subscription pricing for Starlink aviation services.

First and foremost, we want to acknowledge the extraordinary achievement represented by the Starlink network. The capability to deliver reliable, high-bandwidth connectivity to aircraft operating virtually anywhere on the planet represents a transformational advancement for aviation. For the global general aviation community, this technology is not simply a convenience—it has rapidly become a meaningful enhancement to operational safety.

Starlink connectivity has enabled pilots to maintain continuous access to weather information, flight planning resources, operational coordination, and emergency communication pathways in regions where traditional connectivity is limited or nonexistent. For aircraft operating in remote environments, including humanitarian missions, medical transport, environmental monitoring, and other small operations, the safety value of this capability cannot be overstated.

For these reasons, many pilots and small operators made substantial financial commitments to equip their aircraft with Starlink-compatible hardware shortly after it became available.

These investments were made in good faith based on the expectation that the service would remain economically viable for the general aviation sector, which operates under markedly different financial realities than commercial airline or corporate aviation markets.



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The recently announced subscription rate increases, however, create a pricing structure that will place the service beyond the reach of a significant portion of the global general aviation community. Unlike airline fleets or large corporate operators, most general aviation aircraft are individually owned or operated by small businesses with limited operating margins. For these users, the current pricing model effectively eliminates practical access to a technology that many have already invested heavily to adopt.

We fully recognize that the deployment and operation of a global satellite constellation requires significant capital investment and that Starlink must maintain a sustainable revenue model. At the same time, the general aviation market represents a uniquely valuable segment for Starlink: it is global, highly distributed, technologically engaged, and capable of long-term network growth if pricing structures align with the realities of small-aircraft operations.

Accordingly, we respectfully request that SpaceX consider engaging with representatives of the global general aviation community to explore a revised framework that preserves accessibility while supporting Starlink's long-term commercial objectives. Several pathways could merit consideration including a dedicated general aviation service calibrated for small aircraft, pricing options that align cost with actual network consumption, and an early adopter protection program for aircraft owners who have already invested significant capital in Starlink aviation equipment.

We believe that collaborative engagement on these issues would serve the interests of both SpaceX and the aviation community. A pricing architecture that accommodates general aviation will not only preserve the safety benefits already being realized but also enable substantial long-term market expansion as more aircraft owners consider connectivity upgrades.

Conversely, if the current pricing structure remains unchanged, a large portion of the installed general aviation user base will likely be forced to discontinue service despite having already invested in the necessary hardware infrastructure. Such an outcome would slow adoption across the sector and diminish the network effects that have contributed to Starlink's rapid success.



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The global general aviation community has historically been an early adopter of transformative technologies—from GPS navigation to satellite weather and modern avionics. Starlink has the potential to become the next major leap forward in aviation connectivity, and many pilots strongly believe in the mission and vision that SpaceX has brought to the aerospace industry.

For that reason, our objective is not simply to raise concern but to seek a constructive dialogue that identifies a workable path forward.

We would welcome the opportunity to engage directly with the Starlink aviation team to discuss practical alternatives that balance economic sustainability with accessibility for smaller operators.

Thank you for your continued leadership in advancing aerospace innovation and for considering the perspectives of the pilots that rely on these technologies to operate safely around the world.

Respectfully,

James W. Coon
Senior Vice President
Government Affairs and Advocacy

cc: Gwynne Shotwell, President and COO
SpaceX