



COLORADO FLIGHTS
ALLIANCE

Board Meeting – Aug 23, 2018, 11 a.m.
Cosmo Wine Cellar
Telluride, Colorado

Agenda

1. Call to Order and Approval of May 24, 2018, Meeting Minutes (5 minutes)
 - a. New Business, Announcements & Public Discussion
 2. Airports Update (10 minutes)
 - a. TEX
 - b. MTJ
 3. Board & Organization (30 minutes)
 - a. Financials
 - b. 2018-19 Budget
 - c. Economic Study
 4. Marketing (10 minutes)
 5. Flight Performance & Planning (20 min)
 - a. Boyd Highlights
 - b. Summer 18
 - c. Winter 2018-19
 - d. TEX
 6. Executive Session (45 min)
 - a. Proprietary Organization, Personnel, Financial & Airline Information
 7. Adjourn Meeting
- Conference Call information: Phone: 800-977-8002 Code: 23361542#
 - For screen share, invite email will be sent at time of meeting

**Colorado Flights Alliance
Board Meeting – May 24, 2018
Cosmopolitan Wine Cellar
Telluride, Colorado**

Meeting Minutes

Board Members Present: Dirk de Pagter, Bill Jensen, Greg Pack, Barbara Bynum,

Board Members and Public Present via Telephone: Steve Togni, Dan Jansen, Lloyd Arnold

Staff and Public Present: Matt Skinner, Michael Martelon, Ben Kalman, Kenny Maenpa (TEX)

Board Members Absent: Todd Brown

Call to Order: Dirk de Pagter called the meeting of the Colorado Flights Alliance board of directors to order at 11:02 AM.

- 1. Approval of January 25, 2018 and March 22, 2018 Minutes:** There were no comments on the meeting minutes. Bill Jensen motioned to approve the January 25, 2018 meeting minutes. Greg Pack seconded that motion. Minutes approved unanimously. Bill Jensen motioned to approve the March 22, 2018 meeting minutes. Greg Pack seconded that motion. Minutes approved unanimously.
 - a. New Business, Announcements & Public Discussions:** There was no new business. There were no announcements. There was no public discussion.

- 2. Airports Update**
 - a. TEX:** Kenny Maenpa provided an update on the approval of the new approach.
 - b. MTJ:** Lloyd Arnold reviewed upcoming capital projects, which include expansion of commercial apron and TSA check point.

- 3. Board and Organization:**
 - a. Financials:** Matt Skinner reviewed year-to-date direct contributions. Matt Skinner reviewed town tax remittances received through February. Matt Skinner presented the forecast for the 2017-2018 fiscal year. Matt Skinner reviewed forecasts for marketing expenses and airline guarantees.
 - b. Economic Study:** Matt Skinner provided an update on the progress of the study. The board of directors discussed reporting with partners and constituents.

- 4. Marketing:** Michael Martelon provided an update on the summer marketing campaign. Matt Skinner and Michael Martelon reviewed rates and occupancy for the 2018 summer season. The board of directors discussed drive markets for the 2018 summer season.

5. Executive Session: Greg Pack motioned to go into executive session at 11:40 AM. Barbara Bynum seconded that motion. The motion to go into executive session was approved unanimously. Dirk de Pagter motioned to come out of executive session at 1:00 PM.

a. **2016-2017 Audit Approval:** Bill Jensen motioned to approve the audit of the 2016-2017 financial statements. Barbara Bynum seconded that motion. The motion was approved unanimously.

6. Meeting Adjourned: Greg Pack motioned to adjourn the meeting at 1:02 PM. Bill Jensen seconded that motion. The motion to adjourn the meeting was approved unanimously.