



COLORADO FLIGHTS
ALLIANCE

Board Meeting – January 25, 2018, 11 a.m.
Cosmo Wine Cellar
Telluride, Colorado

Agenda

1. Call to Order and Approval of November 17, 2017, Meeting Minutes (5 minutes)
 - a. New Business, Announcements & Public Discussion
 2. Airports Update (15 minutes)
 - a. TEX
 - b. MTJ
 3. Board & Organization (20 minutes)
 - a. Financials: Oct FY 17 End & Dec
 4. Planning (40 min)
 - a. Winter 2017-18
 - b. Summer 18
 5. Flight Performance (10 min)
 - a. Winter 1718
 6. Executive Session (30 min)
 - a. Proprietary Financial, Airline & Personnel 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 – November 17, 2017
Cosmopolitan Wine Cellar
Telluride, Colorado**

Meeting Minutes

Board Members Present: Dirk de Pagter, Bill Jenson, Bob Delves, Todd Brown, Joan May

Staff, Board Members and Public Present via Telephone: Steve Togni, Judy Ann Files, Lloyd Arnold

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

Board Members Absent: Dan Jansen

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 August 24, 2017 and October 26, 2017 Meeting Minutes:** There were no comments on the meeting minutes. Bob Delves motioned for approval. Judy Ann Files seconded that motion. Minutes approved unanimously.
- 2. New Business, Announcements & Public Discussion:** There was no new business. There were no announcements. There was no public discussion.
- 3. Executive Session:** Bill Jensen motioned to go into executive session at 11:03 AM. Bob Delves seconded that motion. The motion to go into executive session was approved unanimously. Dirk de Pagter motioned to come out of executive session at 11:22 AM.
 - a. Partnership Agreement:* Bill Jensen motioned to approve the partnership agreement between Colorado Flights Alliance and Telluride Tourism Board, which would replace previous management services agreement. Joan May seconded that motion. The motion was approved unanimously.
- 4. Board & Organization:**
 - a. Financial:* Matt Skinner reviewed September financial statements and forecast for the 2016-2017 fiscal year. The board of directors discussed town tax revenue. Matt Skinner reviewed winter marketing expenses. Matt Skinner discussed the winter marketing expenses and media efforts over three years. The board of directors discussed international marketing, sales and competitive set. Matt Skinner reviewed all administrative expenses. The board of directors discussed the progress of the economic survey.

- b. *Board Terms, Officers and Committees:* Joan May motioned to reelect Dirk de Pagter to a three-year term and serve as Chairman; elect Dan Jansen to serve as Vice Chairman and Secretary; elect Todd Brown to serve as Treasurer. Bob Delves seconded that motion. The motion was approved unanimously.
- c. *2018 Meeting Calendar:* There will be six board of directors meetings in 2018. Meetings will be held in January, March, May, August, October and November. Meetings will be held on the fourth Thursday of the month at 11:00 AM in the Cosmopolitan wine cellar. There will be one joint meeting with the Telluride Tourism Board. There will be one meeting held in Montrose.

5. Airports Update:

- a. *TEX:* Kenny Maenpa reviewed events that will be happening at TEX this fall and winter. Matt Skinner discussed the status of the C-class approach. The board of directors discussed the C-class approach and fly-in to Telluride.
- b. *MTJ:* Lloyd Arnold reviewed the TSA improvements at MTJ. Lloyd Arnold reviewed the addition of the backup generator at MTJ. MTJ is reviewing financing options to fund terminal expansion.

6. Planning:

- a. *Winter 2017-2018:* Matt Skinner reviewed current flight schedules. The board of directors discussed year-round flight schedules.
- b. *Summer 2018:* Matt Skinner is beginning to review aircraft and schedules for TEX and MTJ.

- 7. Meeting Adjourned:** Joan May motioned to adjourn the meeting at 12:15 PM. Todd Brown seconded that motion. The motion to adjourn the meeting was approved unanimously.