



COLORADO FLIGHTS
ALLIANCE

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

Agenda

1. Call to Order and Approval of August 23, 2018, 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
 - b. Economic & CFA Studies
 - c. 2019 Meeting Calendar
 - d. 2019 Officers
 4. Flight Performance & Planning (30 min)
 - a. Summer 2018
 - b. Winter 2018-19
 - c. Summer 2019
 1. Targets
 5. Executive Session (20 min)
 - a. Proprietary Organization, Financial & Airline Information
 6. 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 – August 23, 2018
Cosmopolitan Wine Cellar
Telluride, Colorado**

Meeting Minutes

Board Members Present: Dirk de Pagter, Bill Jensen, Barbara Bynum, Dan Jansen, Todd Brown

Board Members and Public Present via Telephone: Steve Togni

Staff and Public Present: Matt Skinner, Michael Martelon, Ben Kalman

Board Members Absent: Lloyd Arnold, Greg Pack

Call to Order: Dirk de Pagter called the meeting of the Colorado Flights Alliance board of directors to order at 11:05 AM.

- 1. Approval of May 24, 2018 Minutes:** There were no comments on the meeting minutes. Barbara Bynum motioned to approve the May 24, 2018 meeting minutes. Dan Jansen 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:** Boutique Air will begin commercial flights into TEX. Matt Skinner reviewed schedule, aircraft and price of the flights. The board of directors discussed the benefits of the flights.
 - b. MTJ:** Matt Skinner reviewed the current capital projects at MTJ.

- 3. Board and Organization:**
 - a. Economic Study:** Matt Skinner presented key findings from the study. There will be a work session in Montrose, CO on September 4, 2018. The research firm, CU Leeds/RRC Associates, will present findings from the study.

- 4. Marketing:** Michael Martelon presented the new winter marketing campaign, which will run after Labor Day.

- 5. Flights Performance**
 - a. Boyd Highlights:** Boyd Group conference covers topics including airline industry trends and economic analysis. Matt Skinner and the board of directors discussed topics as they relate to Telluride as a destination. Matt Skinner will attend the conference every other year.

- 6. Executive Session:** Barbara Bynum motioned to go into executive session at 12:15 PM. Todd Brown seconded that motion. The motion to go into executive session was approved unanimously. Dirk de Pagter motioned to come out of executive session at 1:12 PM.

 - a. 2018-2019 Budget Approval:* Dan Jansen motioned to approve the 2018-2019 budget. Bill Jensen seconded that motion. The motion was approved unanimously.
 - b. Employee Bonus Structure:* Dan Jansen motioned to approve employee bonus. An updated structure was discussed. Barbara Bynum seconded that motion. The motion was approved unanimously.

- 7. Meeting Adjourned:** Dan Jansen motioned to adjourn the meeting at 1:15 PM. Bill Jensen seconded that motion. The motion to adjourn the meeting was approved unanimously.

CFA 2019 BOARD MEETING CALENDAR

2018

4th Thursday, 11am

January 25

March 22 (TTB Joint, 3pm)

May 24

August 23

October 25 (Montrose-MTJ)

November 29

Proposed 2019

4th Thursday, 11am

January 24

March 28 (TTB Joint, 3pm)

May 23

August 22

October 24 (Montrose-MTJ)

December 5 (Moved 1 week for Thanksgiving)