



COLORADO FLIGHTS
ALLIANCE

Board Meeting – January 27, 2022, 11 a.m.

Cosmo Wine Cellar

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Agenda

1. Call to Order and Approval of December 2, 2021, Meeting Minutes (5 min)
 - a. New Business, Announcements and Public Discussion
2. Airports Update (15 minutes)
 - a. TEX
 - b. MTJ
3. Marketing (5 min)
4. Flight Performance & Planning (15 min)
 - a. Winter 2021-22
 - b. Summer 2022
5. Board & Organization (10 minutes)
 - a. Dec Financials
6. Executive Session (25) min)
 - a. Proprietary Organization, Personnel, Financial & Airline Information
7. Adjourn Meeting

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**Colorado Flights Alliance
Board Meeting – December 2, 2021, 10 a.m.
Cosmopolitan Cellar/Zoom
Telluride, CO**

Minutes

Board Members Present: Kenny Maenpa, Barbara Bynum, Dirk de Pagter, Jack Gilbride, Chad Horning, Dan Jansen, Larry Mallard

Board Members Absent: Lloyd Arnold

Staff and Public Present: Matt Skinner

1. 11:04 am. Call to Order, Welcoming of new board members and Approval of Aug 26, 2021, Meeting Minutes. Motion to approve, seconded and approved unanimously. No New Business, Announcements and Public Discussion
2. Airports Update (15 minutes)
 - a. TEX
 1. Kenny Maenpa provided an update for the Telluride Airport. New bathroom is open in waiting area. 2021 is a record year for TEX, in terms of volume, fuel, business and sales. Conversation regarding enplanements, capacity, future possibilities, limitations and aircraft limitations, also TSA shortages.
 - b. MTJ
 1. Matt Skinner provided an update on the large-scale expansion and renovation to the Montrose Airport. Inner area for the airport project is expected to be finished in one year.
3. Marketing (5 minutes)
 1. Matt Skinner reviewed marketing and strategies. Digital programs have gone live, targeting only Phoenix, San Francisco, New York markets specific to air. Media event in Phoenix planned with Sky Harbor, Tommy Watkinson and Denver Air. Merchant pass sale and new site launch has gone extremely well.
4. Flight Performance & Planning (15 minutes)
 1. Winter 21-22 Consumer confidence dips but travel outlook has sustained through summer and fall. Up 6% with “historic routes”, up 15-20% overall with the balance due to Southwest routes with a larger share of local traffic.
 2. Summer 2022- Summer seats are now equal to winter. TEX continues to gain traction as a main focus. Southwest has loaded through summer, and United and American are returning to more historically normal schedules.

5. Board & Organization (20 minutes)
 - a. Discussion of 2022 Meeting Calendar.
 - b. Financials: Reviewed fiscal year-end October 2021.

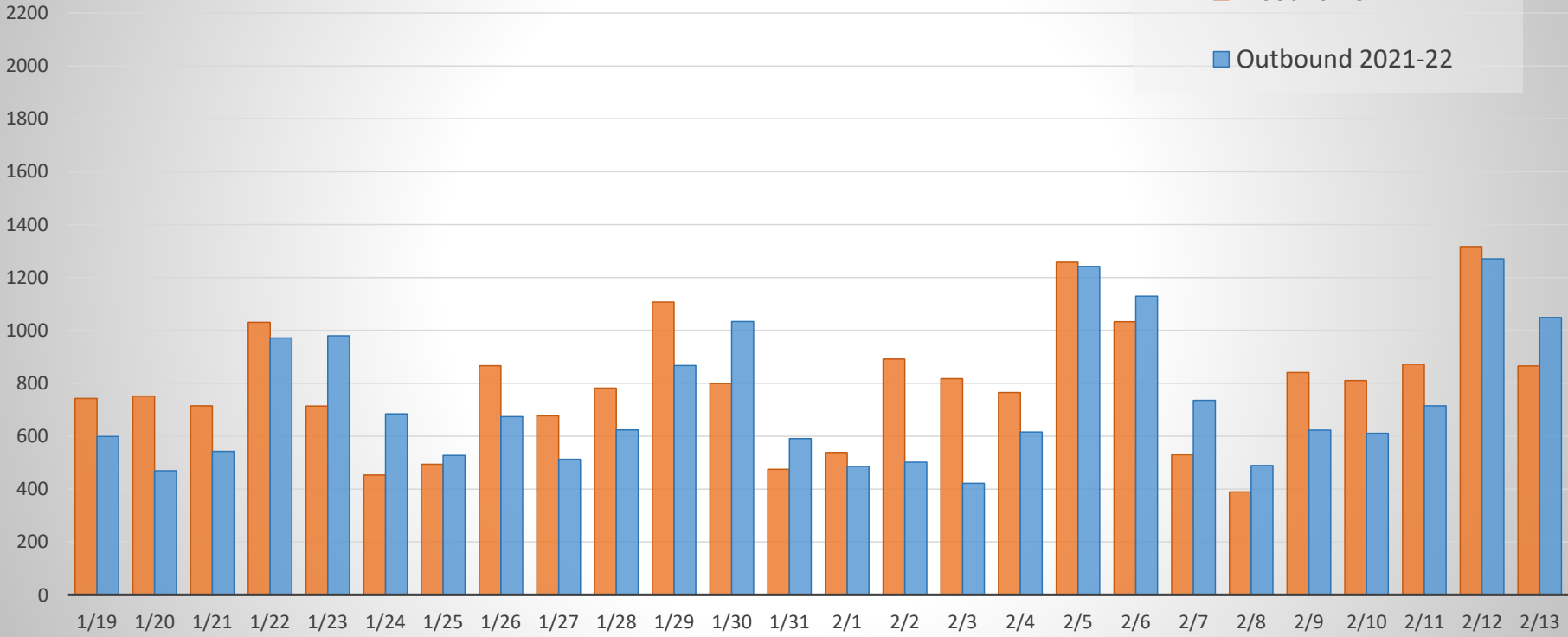
6. Executive Session (25 minutes)
 - a. Dirk moved to go into Executive Session, motion was seconded, unanimously approved. Proprietary Organization, Personnel, Financial & Airline Information was discussed.

7. Adjourn Meeting: Dirk dePagter motioned to adjourn, motion was seconded, unanimously approved.

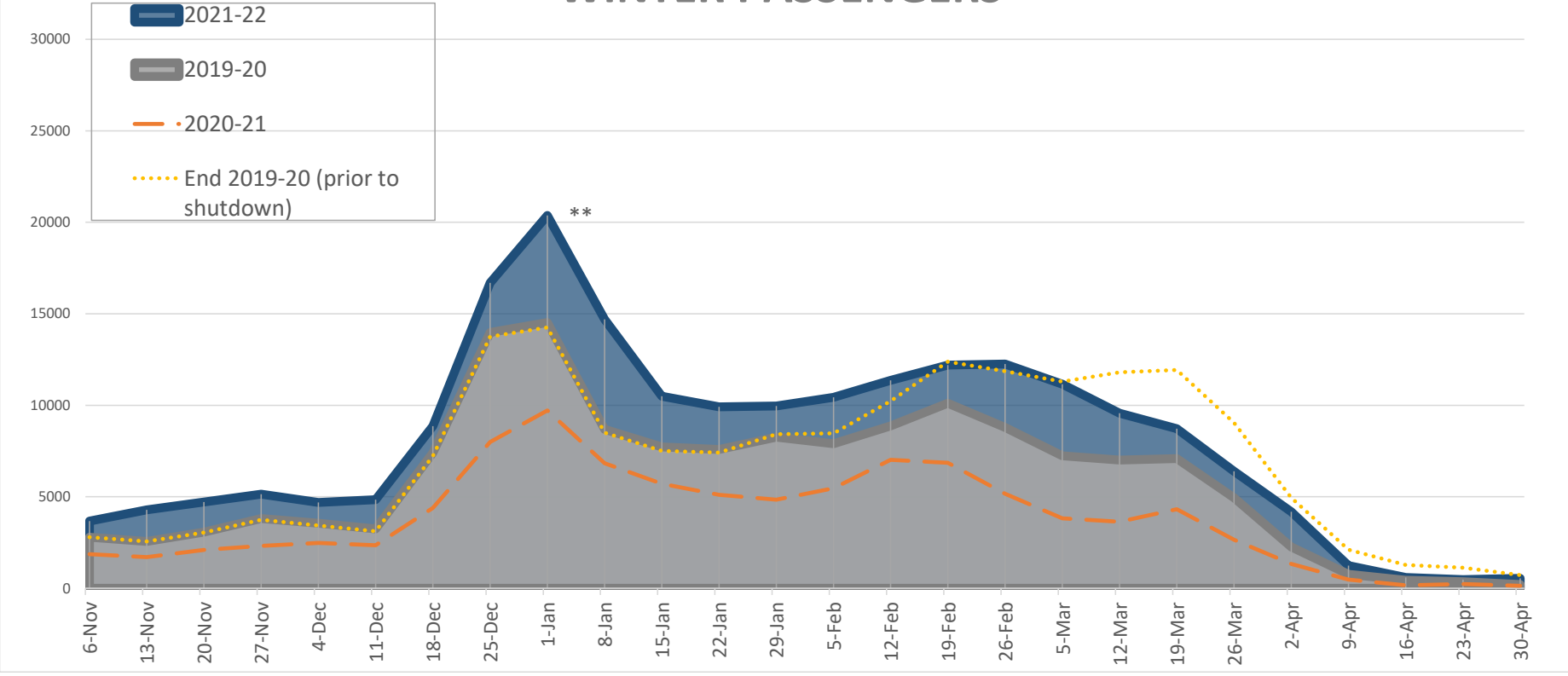
Daily Passengers

Legend:

- Inbound 2021-22
- Outbound 2021-22



WINTER PASSENGERS



Winter Passengers w/o Southwest

