



COLORADO FLIGHTS  
ALLIANCE

**Board Meeting – March 24, 2022, 11 a.m.**

**Cosmo Wine Cellar**

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**Agenda**

1. Call to Order and Approval of January 27, 2022, 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. Feb 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 – January, 27, 2022, 10 a.m.  
Zoom Meeting  
Telluride, CO**

**Minutes**

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

**Board Members Absent:**

**Staff and Public Present:** Matt Skinner

1. Call to Order and approval of December 2, 2021, Meeting Minutes.
  - a. New business, announcements and public discussion
    1. Dan Jansen provided an update for the Telluride Tourism Board and leadership and operational transitions there.
2. Airports Update (15 minutes)
  - a. TEX: Kenny Maenpa provided an update for the Telluride Airport. 2021 is a record year for TEX. January 2022 numbers have surpassed 2021. Approval by the board for updates to the snow removal fleet.
  - b. MTJ: Lloyd Arnold provided an update on the large-scale expansion and renovation to the Montrose Airport. Terminal expansion project is well underway, north expansion expected to be completed by next winter season. First long-term parking expansion of 420 spaces has been opened, will be finished out by June; additional parking area will be needed by next winter. MTJ should be in a better position for next winter season, 3 new gates, baggage claim expansion, more common area and a much larger hold area. 2021 was the best year in the history of the airport with 193,285 enplanements/193,207 deplanements.
3. Marketing (5 minutes)
  - a. Matt Skinner reviewed marketing and strategies. Campaigns targeting New York, San Francisco, and Phoenix markets specifically. Ramping up offseason marketing- Southwest, United and Denver Air continuing to operate in the offseason into MTJ; Denver Air into TEX as well as Phoenix. \$99 fares to continue on Denver Air.
4. Flight Performance & Planning (15 minutes)
  - a. Winter 21-22: Looking pretty “normal,” up about 20% looking at the season overall. February and March up 15%. Upon in depth analysis, historic flight bookings are up about 6%- tourism up 5-7%/Air and Southwest are pushing that number up to 20% meaning good numbers in business and local travel.

- b. Summer 2022- Status quo. Core flights: United- Houston, Chicago, Denver daily through summer. American- Dallas, Phoenix 50/50, Chicago. Denver Air and Phoenix daily and trying to add Dallas, Dallas to TEX route- number one target for summer. Southwest- 5 days a week in spring, 2 flights a day to Denver in summer.

5. Board & Organization (20 minutes)]

- 1. December Financials: Matt Skinner reviewed December Financials. Early in the Fiscal Year, expenses and revenues are within expected ranges.

\*Dirk moved to go into Executive Session, motion was seconded, unanimously approved.

6. Executive Session (25 minutes)

- a. Proprietary Organization, Personnel, Financial & Airline Information

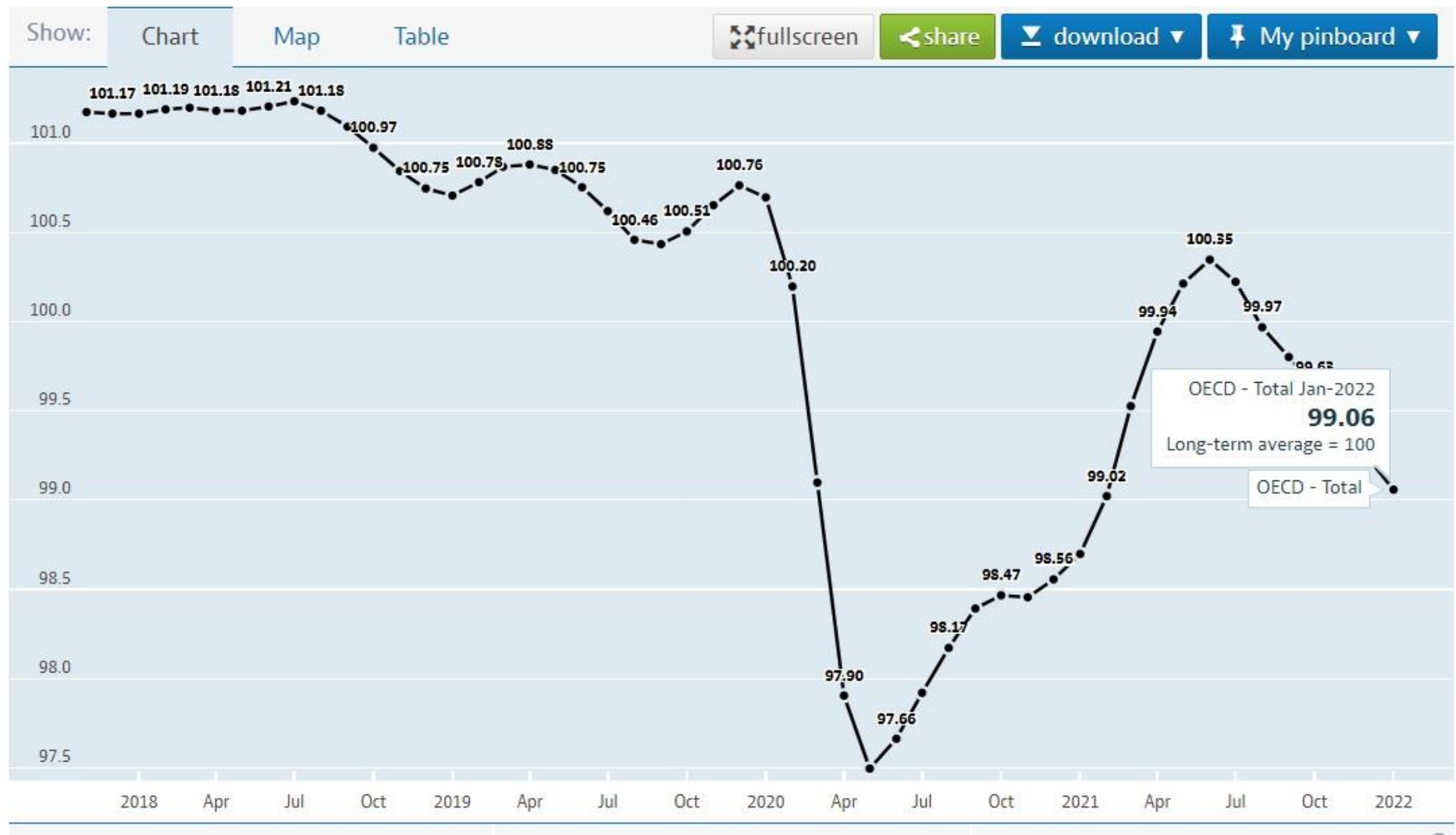
- 7. Adjourn Meeting: Dirk dePagter motioned to adjourn, motion was seconded, unanimously approved.



# NATIONAL OUTLOOK

Consumer confidence index (CCI) Amplitude adjusted, Long-term average = 100, Nov 2017 – Feb 2022

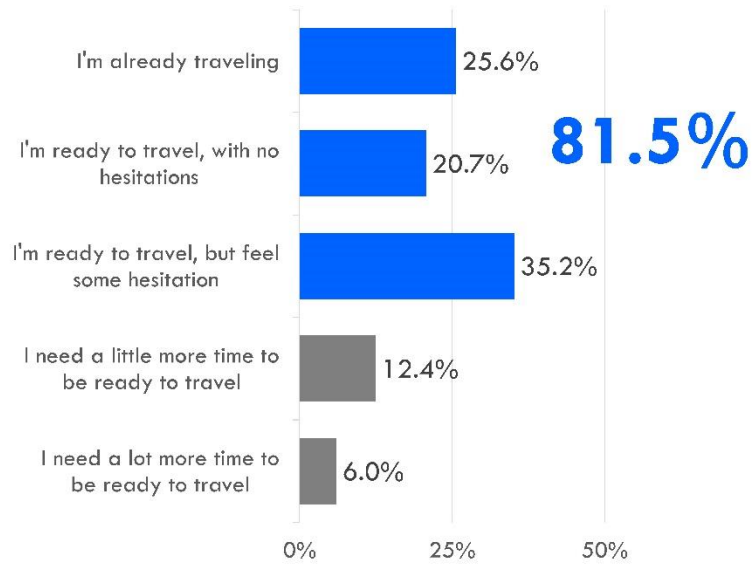
Source: Business tendency and consumer opinion surveys



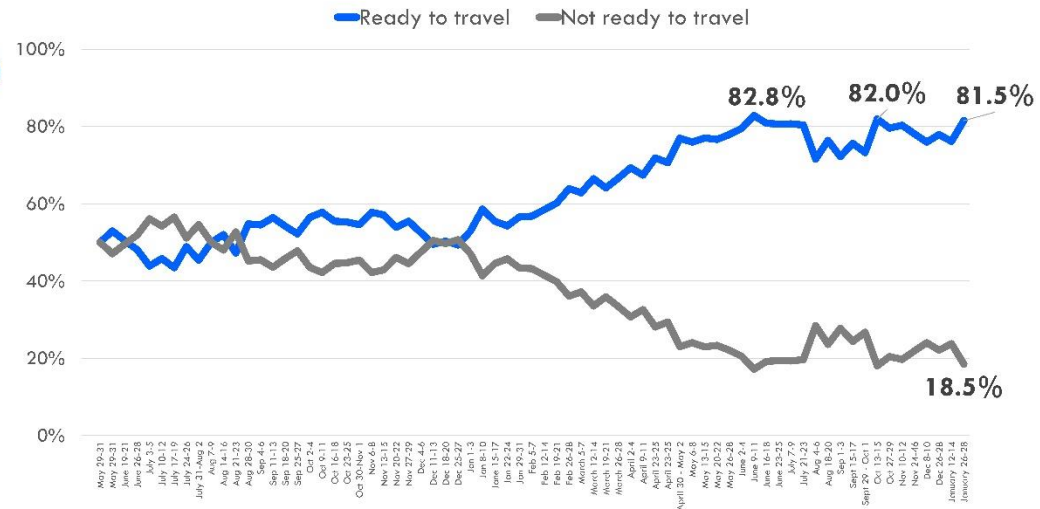


## TRAVEL STATE-OF-MIND

**Question:** When it comes to getting back out and traveling again, which best describes your current state of mind? (Select one)



Historical data



(Base: Wave 83 data. All respondents, 1,207 completed surveys.)

Data collected January 26-28, 2022)

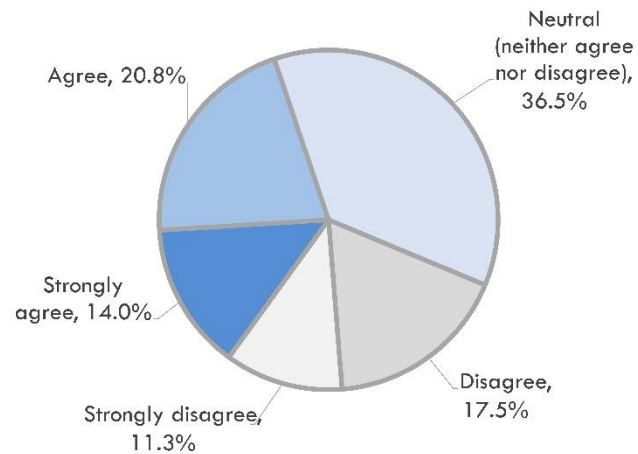


# NATIONAL OUTLOOK

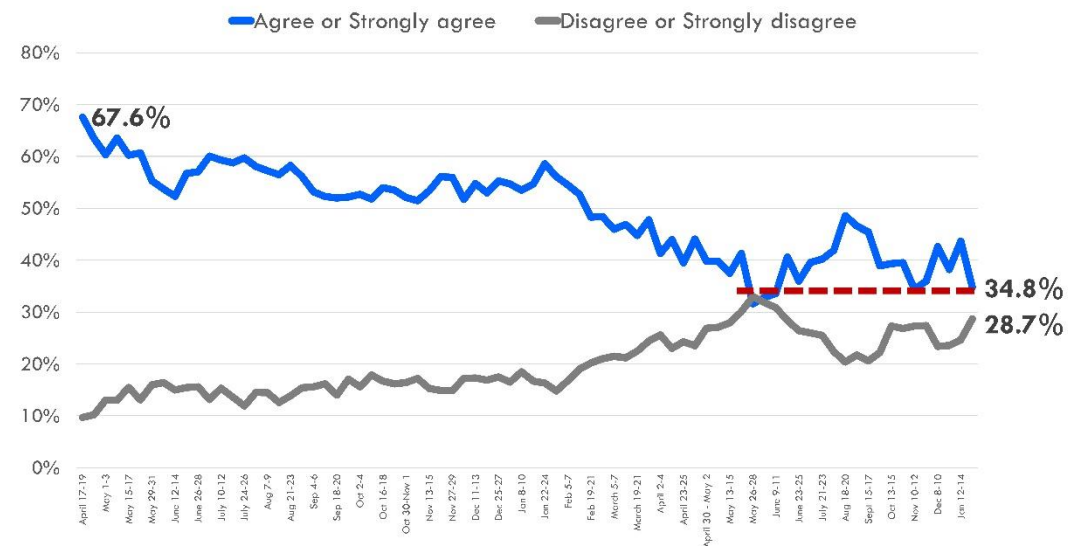
## TRAVELERS IN COMMUNITY ARE UNWANTED

How much do you agree with the following statement?

**Statement:** I do not want travelers coming to visit my community right now.

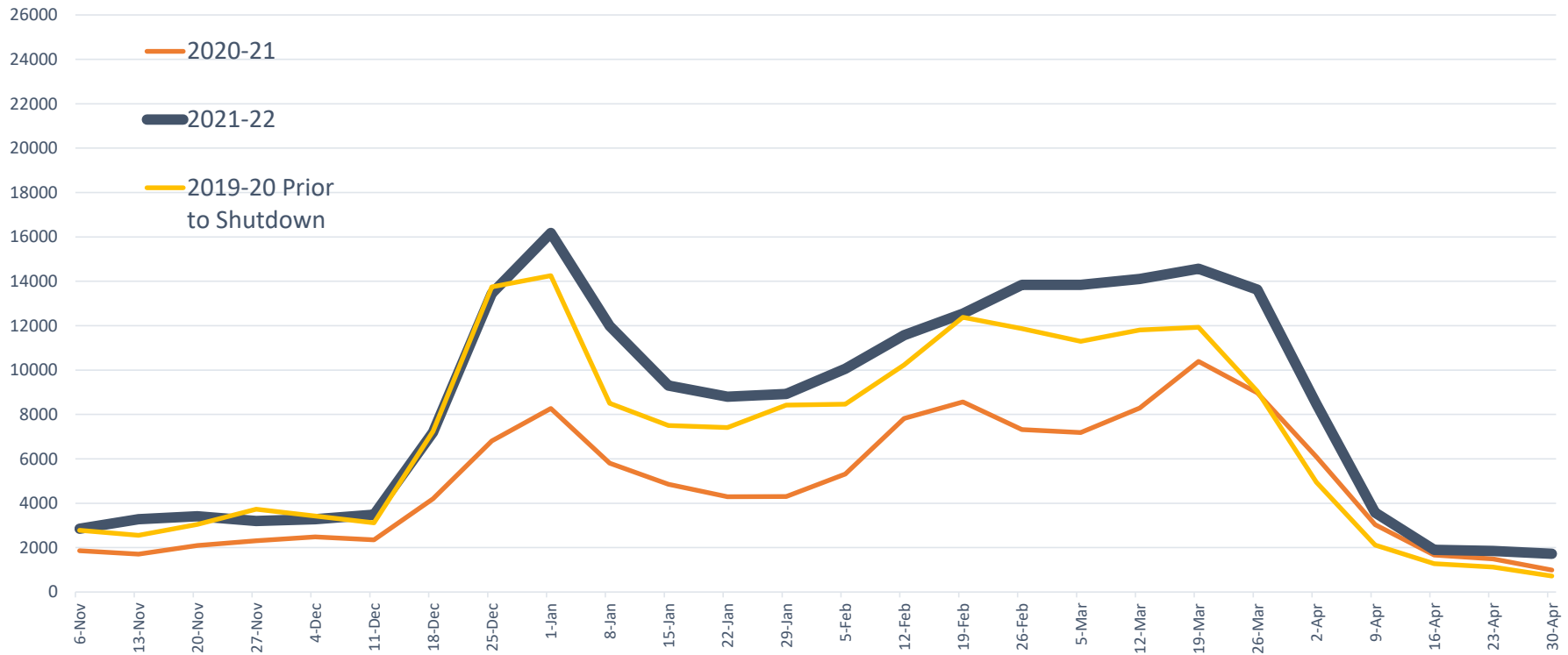


Historical data

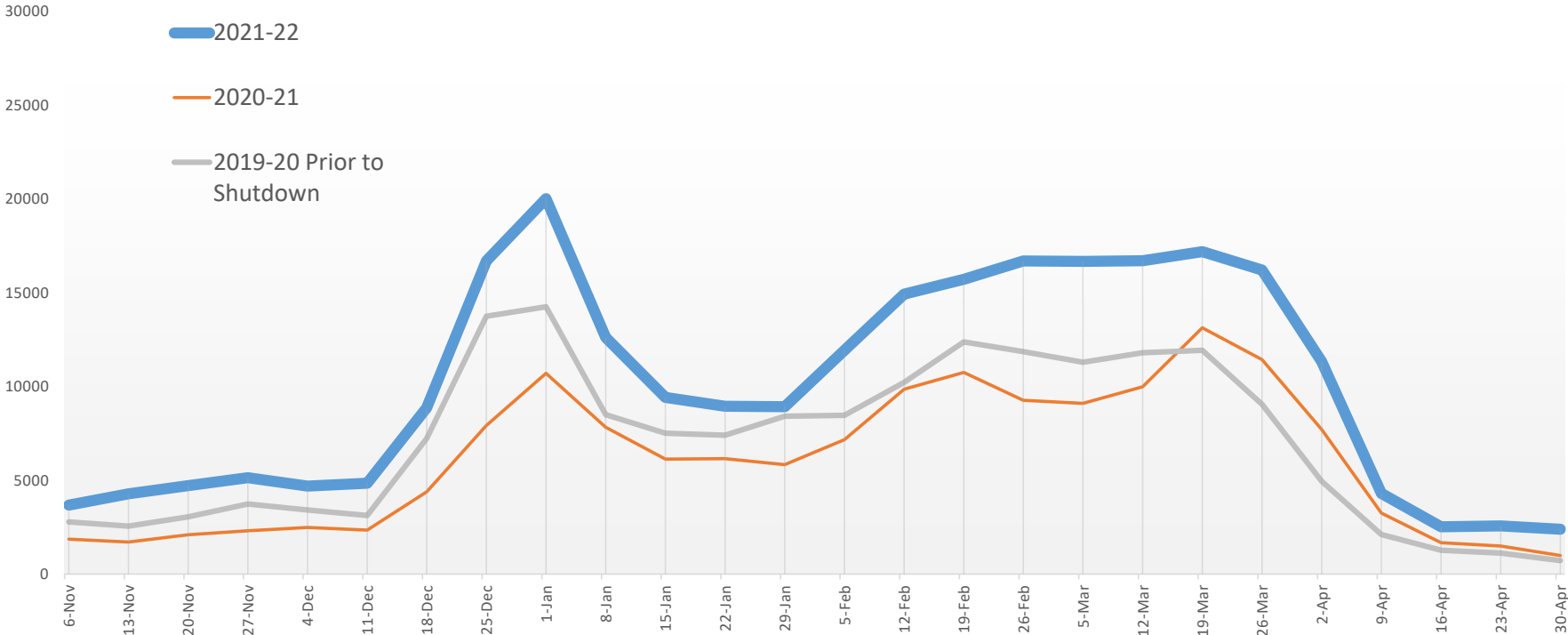


(Base: Wave 83 data. All respondents, 1,207 completed surveys. Data collected January 26-28, 2022)

## Winter Passengers: Legacy Flights (no SW)



# WINTER PASSENGERS





Regional Airport Capacity

