

April 30, 2010  
10:00 A.M.  
Newport, Oregon

### **CALL TO ORDER**

Chair Bain called the meeting to order at 10:00 A.M. In attendance were: Bill Bain, Penelope McCarthy, Gene Cossey, Mark McConnell, and Peggy Hawker (participating via telephone) from Newport, Jack Crider, Jack Bland, John Overholser, and Larry Pfund (all via telephone) from Astoria, Larry Dalrymple (via telephone) from the Oregon Department of Aviation, Rob McKinney, Jim Day, Matt Kyler (via telephone), and John Lansing, from SeaPort Air. Also in attendance was Larry Coonrod from the Newport News-Times.

### **ADDITIONS/DELETIONS AND APPROVAL OF THE AGENDA**

MOTION was made by Crider, seconded by Cossey, to approve the agenda as presented. The motion carried unanimously in a voice vote.

### **APPROVAL OF MINUTES OF APRIL 2, 2010 MEETING**

MOTION was made by Cossey, seconded by Pfund, to approve the minutes of the April 2, 2010 meeting. The motion carried unanimously in a voice vote.

### **MARKETING AND SURVEY UPDATE**

Kyler reported on marketing efforts and survey data. He noted that feedback has been positive. He updated the Consortium on SeaPort's participation in the Astoria Seafood and Wine Festival. Cossey reported that he had met with McKinney, Kyler, and Lansing regarding marketing efforts, and seeking clarification on how the city can assist with marketing. It was noted that the Astoria Chamber of Commerce has flyers and is getting the SeaPort message to the public. Kyler will work with Cossey on implementing similar efforts in Newport.

### **INTERLINE TICKETING AGREEMENT STATUS**

McKinney reported that a verbal agreement has been reached with US Air to provide an interline ticketing agreement. It was noted that this agreement is extremely important to the Consortium, and that any letter from US Air should be scanned and sent to Cossey and McCarthy by the end of the day, as the deadline for having the agreement is May 1, 2010.

## **UPDATE ON ON-LINE TRAVEL AGENCY TICKETING CAPABILITIES**

McKinney reported that the ITA is testing connectivity, and that SeaPort is within weeks of having functional on-line travel agency capabilities. He added that SeaPort is working with Orbitz on getting into that system.

## **UPDATE ON CONNECTOREGON III APPLICATION**

It was reported that the City of Newport's application had been ranked number two at a recent CWACTION meeting. The application will now go to the SuperACTION, and a final decision will be made in August.

## **DISCUSSION REGARDING THE USE OF THE CESSNA CARAVAN**

Crider and Cossey talked with McKinney regarding using the Caravan and continuing to receive the subsidy for the PC12 with no upfront costs for the Caravan. McKinney noted that this would give SeaPort the opportunity to raise the profit. He added that SeaPort's plan is to continue to use two pilots. It was noted that the change in aircraft would not require a modification to the revenue guarantee agreement. MOTION was made by Cossey, seconded by Crider, to approve the use of the Cessna Caravan. The motion carried unanimously in a voice vote.

## **FLIGHT SCHEDULE - PROPOSED CHANGES**

Cossey noted that the flight schedule would require a modification to the revenue guarantee agreement. It was noted that June 1, 2010 is the goal for changing the flight allocation to three daily round-trip flights to and from Newport and PDX, and two daily round-trip flights to and from Astoria and PDX. MOTION was made by Cossey, seconded by Dalrymple, to establish June 1, as the date the flight reallocation will be instituted. McCarthy noted that the revenue guarantee agreement must be approved by the City Council and the Port of Astoria. She noted that she would prepare information for the City Council for its meeting of May 17. McKinney noted that he is still working on the schedule and hopes to accommodate everyone's needs. The motion carried unanimously in a voice vote.

## **ESTABLISH NEXT MEETING DATE**

The next meeting will be held on Friday, May 21, 2010, at 10:00 A.M.

## **ADJOURNMENT**

Having no further business, the meeting adjourned at 10:32 A.M.