

June 18, 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, Gene Cossey, Mark McConnell, Jim Voetberg, and Peggy Hawker from the City of Newport, Jack Crider, John Overholser, Jack Bland, Larry Pfund, and Bruce Conner (via telephone) from the Port of Astoria, Larry Dalrymple from the Oregon Department of Aviation (via telephone), and Rob McKinney, Claire James, Jim Day, and John Lansing (via telephone) from SeaPort Airlines.

APPROVAL OF MINUTES OF MAY 21, 2010 MEETING

The minutes were approved as presented.

MARKETING AND SURVEY UPDATE

McKinney reported that Matt Kyler has resigned, and Claire James will take over the marketing responsibilities. A brief discussion ensued regarding the marketing report submitting by Kyler, and marketing efforts to date. Lansing reported that people are being asked to participate in a generic branding link. He noted that he is visiting governments, chambers of commerce, and other groups promoting SeaPort. He continues to work with CEDR for outreach on marketing to second homeowners in Seattle. McKinney noted that he will be in Astoria on June 30 to attend the next CEDR meeting. It was reported that most mid-morning passengers are going east of the Rocky Mountains.

INTERLINE TICKETING AGREEMENT STATUS

McKinney reported that USAir is fully on board. He added that Day is finalizing details with ACH which is the final step before USAir issues the letter. He noted that he has scheduled a meeting with TSA, at PDX, to discuss baggage issues and to determine how to obtain a baggage agreement. Cossey volunteered to attend the meeting with TSA with McKinney. Day stated that Chase has everything and SeaPort is waiting for the final account number from them.

UPDATE ON ON-LINE TRAVEL AGENCY TICKETING CAPABILITIES

It was reported that great progress has been made since the last meeting on establishing a SeaPort ARC account. Once completed, SeaPort will be able to issue e-tickets. It was noted that this is a big step for SeaPort and well ahead of schedule. Travelocity and Orbitz is have agreed to fill itineraries from anywhere to anywhere, although it will not work that way on Expedia. Bain reported that a SeaPort passenger from this area had a real problem when she missed her connection due to a cancelled

SeaPort flight. He noted that the sooner we can get there; the better we can deal with potential problems. Conner asked whether SeaPort has an ASA appointment now. McKinney noted that it is expected to be live within ten days.

USE OF CESSNA CARAVAN TIMEFRAME

McKinney reported that SeaPort has located a buyer for a Caravan who is willing to lease it back to SeaPort. He added that the pre-buy inspection is next week. He noted that it is a 2004 model and nicely appointed. He believes the passengers will be pleased with it.

ESTABLISH NEXT MEETING DATE

The next meeting date is July 16, 2010, at 10:00 A.M. McKinney reported that he will not be able to attend that meeting, but that Day and James, from SeaPort will be in attendance.

ADJOURNMENT

Having no further business, the meeting adjourned at 10:20 A.M.