

November 20, 2009
10:00 A.M.
Newport, Oregon

CALL TO ORDER

Chair Bain meeting was called to order at 10:06 A.M. In attendance were: Bill Bain, Mark, McConnell, Penelope McCarthy, Jim Voetberg, and Peggy Hawker from Newport, Jack Crider and Larry Pfund (via telephone) from Astoria, Larry Dalrymple and Greg DalPonte from the Oregon Department of Aviation, Jim Day, Matt Kyler, Steve Fox, and John Lansing from SeaPort Air (all via telephone). Also in attendance were Walter Sherman and Steve Schuster from the Depoe Bay Beacon, and John Overholser, Jack Bland, and Bruce Conner (in Astoria and via telephone).

ADDITIONS/DELETIONS AND APPROVAL OF AGENDA

Overholser requested the addition of a discussion on shuttle options in Astoria. MOTION was made by Crider, seconded by Dalrymple, to approve the agenda as amended. The motion carried unanimously in a voice vote.

APPROVAL OF MINUTES – OCTOBER 16, 2009, 2009

MOTION was made by Crider, seconded by Voetberg, to approve the minutes of the October 16, 2009 Air Consortium meeting. The motion carried unanimously in a voice vote.

PASSENGER FACILITY CHARGE

Day reported that the Port of Portland wants to institute a passenger facility charge for coastal passengers. He noted that SeaPort's concern is the increase in ticket cost to passengers. MOTION was made by Voetberg, seconded by Crider, to direct the Newport staff to write a letter to the Port of Portland requesting relief from the passenger facility charge for flights to and from Astoria and Newport. The motion carried unanimously in a voice vote.

AIR SERVICE MONTHLY MARKETING REVIEW

Kyler reported that the report had been sent to the Consortium early for review. McConnell asked what progress has been made on an incentive plan to increase passenger responses to the survey, and conducting calls to increase the number of survey responses. Kyler suggested waiting until after the revised survey card is used to discuss the incentive issue. He will e-mail the revised survey card for Consortium review after this meeting.

Bland noted that Washington is missing from the survey information. Kyler noted that this information is included in the November 1 report. He added that part of the revised survey will help determine the passenger's point of origin and final destination. Day reported that the passenger traffic was heavier in August and September than October, and hopes that holiday travel will increase in December and January.

Overholser noted that SeaPort had done a good job in radio and print advertising in Astoria. Bain reported that he had received many comments on the television advertising on KATU and Channel 6. Day reported that SeaPort was featured in Monday's USA Today, and that Rob McKinney had been interviewed on the Fox business channel as a result of the USA Today article.

SURVEY CARD UPDATE

Kyler reported that the data was broken down by city. He has been working with the customer service agents on the surveys, and that has increased the number of survey participants.

UPDATE ON E-TICKETING SOFTWARE PURCHASE AND IMPLEMENTATION AND INTERLINE TICKETING AGREEMENT STATUS

Day reported that a test version of new reservation system is now active, and SeaPort has been working with a team from the supplier. Training is scheduled for the last two weeks of January, and the system is scheduled to go live on February 1, 2010. He added that this will allow SeaPort to begin e-ticketing by the end of February. He noted that the system is e-messaging compliant. He reported that SeaPort is finalizing a contract with a consultant to add resources to the work on an interline ticketing agreement. He reported that the consultant has contacts with a number of airlines. McCarthy asked whether an interline agreement would be accomplished by the March 15 deadline. Day noted that a key factor is the new reservation system, and having that up at beginning of February, and working jointly to reestablish contacts with airlines should put SeaPort on track for that date. Sherman asked who the consultant is, and Day reported that he could not disclose the name of the consultant until the agreement is signed.

SHUTTLE SERVICE FROM ASTORIA

Overholser reviewed transportation options when weather and mechanical issues cause cancellations. He noted that one option is for the SeaPort shuttle van to come to Astoria or vice versa. Another option is to utilize the SeaPort crew car. Other options include SeaPort renting a vehicle; individuals renting vehicles; and taxi service from Astoria. Crider asked about the policy for weather and mechanical refunds, and Day noted that the first offer is for a future flight, but that some refunds have been made on request. Day reported that SeaPort cannot charge for vehicular transportation without a taxi license. Bain noted that the subject merits consideration and suggested a subgroup discuss the matter and develop a solution. Overholser and Voetberg will work on this matter.

DISCUSSION OF FUTURE FLIGHT CHANGE

Voetberg noted that with SeaPort repositioning some aircraft, it appears to have changed some patterns, and might be an opportunity to review the distribution of flights between Newport and Portland. MOTION was made by Voetberg, seconded by Crider, to begin the process of looking at flight schedule changes, to include an analysis of fares, and to authorize designated staff to have that discussion with SeaPort and report back to the Consortium. Overholser asked whether a separate committee was needed to discuss fares. Day noted that it is SeaPort that sets the fares and notifies the Consortium. The motion carried unanimously in a voice vote. McCarthy noted that the contract states that SeaPort shall establish fares to maximize revenue, and that the Consortium will not unreasonably withhold approval of the fares.

Bland asked whether SeaPort plans to service Salem, as he had heard this on the radio. Day reported that some discussions had been held with airport management, but that nothing has been resolved.

PUBLIC COMMENT

Steve Schuster, Depoe Bay Beacon, asked what had happened to Kent Craford. Day reported that Craford is no longer with SeaPort.

Walter Sherman asked the Consortium to introduce its new Consortium member. Bain introduced Voetberg as the Newport staff representative. Sherman asked whether SeaPort had begun its new schedule into Astoria. Day reported that the changes were effective on November 15. Sherman reported that there were caveats attached to the motion regarding the schedule change. Bain asked Sherman to discuss this matter with McCarthy.

ADJOURNMENT

Having no further business, the meeting adjourned at 11:08 A.M.