

STEAMBOAT SPRINGS LOCAL MARKETING DISTRICT

Friday, January 22, 2021
10:00 a.m. via Zoom

Meeting Minutes

1. Call to Order – Rod Hanna – 10:01
Hanna called the meeting to order 10:01AM.
2. Roll Call – Kara Stoller
Rod Hanna, Steve Muntean, Jane Blackstone, and Ryan Van Ness were present. Bob Milne was absent.
Guests: Tom Sharp, Kevin Booth, Janet Fischer, Katie Brown, Christina Chase, Kim Weber
3. Approval of Agenda – Hanna
Hanna approved the agenda as presented.
4. Approval of meeting minutes - Hanna
 - a. November 20, 2020
MOTION: Blackstone moved to approve the November 20, 2020 minutes. Muntean seconded.
All in favor. Motion passed.
5. Public Comment – Limit to three minutes on any item not on the agenda
No public comment
6. Treasurer’s Report – Jane Blackstone, Kim Weber
Weber shared that the LMD is benefitting from recent State audits. While the City-wide accommodation tax is down 10% YTD through November, LMD is up over 5% due to the audit assessments. The financial report is the same as last month. December is a big month from a revenue standpoint, the financial statement will be updated when those numbers are in. Weber projects that December will be down 15-20%.
7. Director’s Update/Reports – Milne, Rod Hanna, Steve Muntean, Ryan Van Ness, Blackstone
No Director’s Update/Reports.
8. General Counsel Report – Tom Sharp
No general counsel report.
9. Administrative Report – Stoller
 - a. Annual Report
Participants: Jane Blackstone, Ryan Van Ness, Kim Weber, Janet Fischer
 - b. Board Member Terms
Muntean and Van Ness have term expirations of April 30, 2021. Both are interested in renewing their terms. The board has two options:
 - Open up to the public for applications/interviews (this can include Muntean and Van Ness)
 - Do not conduct interviews and send a recommendation to City Council for term renewal of Muntean and Van Ness

Stoller will discuss action steps with Milne, Blackstone and Hanna.

10. General Business

a. Air Service Updates – Janet Fischer

- Winter: numbers are based on what last year was going to be before closing early.
 - Arriving seats: projecting +34% to LY
 - Passengers: projecting 80-85% of LY
 - Load factor: projecting 40-45% compared to 75% LY
 - Cost: expecting to be at full cap, \$4.4M
- Summer
 - United: added United flights could change
 - Houston with an airbus: 126 capacity
 - For the first time ever, Chicago with a regional jet
 - From Denver, one of the three dailies is now a main line: 160 capacity
- Marketing (slides included)

b. YVRA Update – Kevin Booth

- Southwest terminal construction has been completed
- Passengers: 23% down year over year for enplanements in December, 16% down for the season
- Upcoming projects
 - Improved de-icing capabilities
 - Replacement snow removal equipment
 - Expansion of 300-400 parking spaces in paid parking lot
 - Demand for hanger development for general aviation
 - Solar array and backup power
- Received accreditation for disinfection protocol
- Unruly passengers video playing at the checkpoint: up to \$35,000 fine and 2 years in prison

11. Executive Session

MOTION: Muntean moved for the LMD Board of Directors may go into executive session at 10:37AM pursuant to CRS Sections 24-6-402(e) and (g) for the purpose of NEGOTIATIONS AND DEVELOPING STRATEGY FOR NEGOTIATIONS regarding existing and future contracts with Air Carriers, AND for the purpose of CONSIDERING DOCUMENTS TO BE SUPPLIED BY STEAMBOAT SKI AND RESORT CORPORATION TO THE BOARD WHICH ARE PROTECTED BY THE MANDATORY NONDISCLOSURE PROVISIONS OF THE COLORADO OPEN RECORDS ACT, being documents related to existing and future contracts with Air Carriers. Van Ness seconded. All in favor. Motion passed.

MOTION: Van Ness moved to exit Executive Session at 11:12AM. Muntean seconded. All in favor. Motion passed.

12. Adjournment – Hanna

MOTION: Muntean moved to adjourn the meeting at 11:13AM. Van Ness seconded. All in favor. Motion passed.