

STEAMBOAT SPRINGS LOCAL MARKETING DISTRICT

Friday, February 19, 2021
10:00 a.m. via Zoom

Meeting Minutes

1. Call to Order – Bob Milne
Milne called the meeting to order at 10:02AM
2. Roll Call – Kara Stoller
Bob Milne, Rod Hanna, Steve Muntean, Jane Blackstone were present. Ryan Van Ness was absent.
Guests: Tom Sharp, Kevin Booth, Janet Fischer, Katie Brown, Christina Chase, Kim Weber
3. Approval of Agenda – Milne
Milne approved the agenda as presented.
4. Approval of meeting minutes - Milne
 - a. January 22, 2020
MOTION: Hanna moved to approve the January 22, 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
The 2020 LMD accommodation tax was flat with 2019. LMD benefitted from audit revenue that came in throughout the year. The projection for 2021 is 15% down from 2020 and will be monitored closely. Weber will try to put a number to the audit revenue by the next meeting, along with how audits are being rolled out in the future.
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
The Board reviewed the first-round draft edits of the LMD annual report. The LMD annual report team and the Board will work on further edits for a motion to approve at the March meeting.
 - b. Board Member Terms
 - Ryan Van Ness will not be renewing his term; his position has been posted by the City
 - Call to action: Board members to reach out to their network for qualified candidates
 - Send applicants to Cecilia@steamboatchamber.com
 - Interviews will be held at the March 26 meeting, with some flexibility
 - Map: <https://maps.steamboatsprings.net/interactivemap/>
 - Use layer list, City boundaries, LMD

10. General Business

a. Air Service Updates – Janet Fischer

- Winter 2020/21
 - Arriving seats: 162,000 – 50% increase YOY
 - Passengers: 81-83,000 – 90-93% of the prior year
 - Load factor: 50-54%
 - Costs: CAP \$4.4M
- Summer 2021
 - Houston on a mainline
 - Chicago
 - Denver – 1 of 3 is a 737-800
- Winter 2021/22
 - Preloaded – not a guarantee
 - Alaska - all
 - American - all
 - United – Denver
- Marketing
 - February: Southwest campaign
 - Continuation of online and social for all carriers

b. YVRA Update – Kevin Booth

- Enplanements
 - Calendar year 2020: -9%
 - Winter 2020/21
 - December:
 - Below 50%
 - January:
 - 14% over budgeted amount, 13% under January of last year
 - February:
 - 34% over budgeted amount, projecting to end at 4% under February of last year
- Projects
 - Closing the terminal project
 - Large commercial aircraft apron
 - De-icing capability expansion
 - Large aircraft parking expansion
 - Solar array
 - Backup power
 - Paid parking expansion
 - Highway 40 sign update
 - Carwash for rental cars
- De-escalation is becoming a bigger concern

12. Adjournment – Milne

MOTION: Hanna moved to adjourn the meeting at 11:23AM. Muntean seconded. All in favor. Motion passed.