

SUMMARY MINUTES
STRATEGIC DEVELOPMENT COMMITTEE
MEETING OF DECEMBER 10, 2014

Mr. Chapman chaired the December 10 Strategic Development Committee Meeting, calling it to order at 11:40 a.m. A quorum was present during the Meeting: Ms. Lang, Co-Chair, Mr. Curto, Mr. Gates, Mr. Kennedy, Ms. Merrick, Mr. Session and Mr. Williams. Mr. Caputo and Ms. Wells were also present. Mr. McDermott joined the Meeting by phone.

Air Service Development Report and Proposed 2015 Annual Air Service Plan. Jerome Davis, Executive Vice President and Chief Revenue Officer, provided insight on the challenges at Dulles International. He reported that the Airport offered legacy, international, low-cost and ultra-low cost carriers. Mr. Davis reported that while the Authority had gained momentum over the past year, it would be essential to define how it would maintain the momentum.

Mark Treadaway, Vice President for Air Service Planning and Development, provided a brief summary of air service developments that had occurred in 2014, as well as the strategies that staff planned to implement in 2015. He noted that staff's focus in 2015 would be dedicated to growing service at Dulles International.

Mr. Gates inquired about American Airlines' (American) plans to combine its booking desks and gate assignments. Mr. Treadaway responded that he was unaware of a definitive timeframe but that American's integration plan is underway.

Mr. Caputo referenced the 2015 Annual Air Service Plan Strategies that Mr. Treadaway had reviewed and asked that he provide examples of internal partnerships that had occurred. Mr. Treadaway responded that these partnerships entailed working together as a team and developing non-traditional scenarios. Mr. Davis stated that the Authority would implement a new program, effective January 1, 2015, to ensure that the Authority is able to capitalize promptly and comfortably when different types of incentives are offered in an effort to attract additional air service.

Mr. Session asked for clarification about the use of larger aircraft at Reagan National to maximize slot usage. Mr. Treadaway responded that some airlines are using larger aircraft to serve markets less frequently

than previously flown. In this way, the airline could still serve that particular destination and, at the same time, use fewer slots.

The Committee concurred with the 2015 Annual Air Service Plan.

The Meeting was thereupon adjourned at 12:00 p.m.