

SUMMARY MINUTES
STRATEGIC DEVELOPMENT COMMITTEE
MEETING OF OCTOBER 21, 2015

Mr. Caputo chaired the October 21 Strategic Development Committee Meeting, calling it to order at 1:05 p.m. A quorum was present during the Meeting: Mr. Gates, Ms. Hanley, Mr. Mims, Mr. Session, and Mr. Williams. Mr. Griffin, Mr. Kennedy, Mr. Pozen and Ms. Wells were also present.

Air Service Development Information Report. Mark Treadaway, Vice President for Air Service Planning and Development, provided an update on activities that had occurred from July through September 2015. With regard to bilateral aviation activities, Mr. Treadaway stated that the U.S. and Cuba had conducted a second round of technical conversations and had yet to agree on conducting formal negotiations to resolve pending issues. Additionally, United Airlines (United) had requested that the Authority apply for approval from the Department of Transportation for future air service to Cuba. Mr. Treadaway stated that the promotional program between the U.S. and China would focus throughout 2016 on building tourism, improve visa processing in China and more efficient customs practices.

With regard to additional service, Mr. Treadaway reported that Sun Country had dropped its slot exemptions to operate one daily Lansing, Michigan flight at Reagan National; both American Airlines and Delta Airlines had applied for that pair of slots. Mr. Treadaway announced that LAN would begin providing new service from Dulles International to Lima, Peru, beginning three and four times weekly in May 2016 and July 2016, respectively. He stated that Lima is the largest international market without non-stop service from Dulles International. Mr. Treadaway noted that Office of Corporate Strategy had projected that approximately \$2.3 million would be generated in revenue from the new service. He reviewed the new airline services and expanded international service at Dulles International. Additionally, Mr. Treadaway reported that United will begin seasonal service to Barcelona, Spain and Lisbon, Portugal from May until September 2016. Mr. Treadaway reported that during the recent World Routes 2015 Conference in South Africa, staff had met with existing carriers, as well as 12 airline prospects.

Ms. Wells inquired about the countries that LAN Airlines would service. Mr. Treadaway provided a brief summary about the LATAM Airlines

Group, which would provide service to Brazil, Paraguay, Argentina, Chile, Columbia, Ecuador and Peru.

Mr. Caputo announced that no further business would be discussed in regular session. He reported that the Committee would meet in executive session to receive an Air Service Development Update (Tab 26) and discuss issues relating to upcoming procurements of construction services at Reagan National (Tab 27). This is pursuant to Article IX, Section 3(c) of the Authority Bylaws, which permits the Board and its Committees to move into executive session to consider existing or prospective contracts, business or legal relationships to protect proprietary or confidential information of the Authority, any person or company; the financial interest of the Authority; or the negotiating position of the Authority and Article IX, Section 3(e) of the Bylaws which permits the Board and Committees to move into executive session to consult with legal counsel and staff pertaining to litigation, proposed legislations, compliance with legal requirements and other legal matters.

The meeting was thereupon adjourned at 1:55 p.m.