

**SPECIAL MEETING OF
JACKSON MUNICIPAL AIRPORT AUTHORITY
BOARD OF COMMISSIONERS
NOVEMBER 12, 2014**

I. CALL TO ORDER/ROLL CALL/DECLARATION OF QUORUM

The Board of Commissioners (the "Board") of the Jackson Municipal Airport Authority (the "Authority" or "JMAA") met in the Community Room, Main Terminal Building, Jackson-Medgar Wiley Evers International Airport ("JAN"), in Jackson, Mississippi at 9:30 a.m. on November 12, 2014 (the "Meeting"), pursuant to proper notice, a copy of which is attached as an exhibit to these minutes.

Chair LaWanda D. Harris presided, called the Meeting to order at 9:38 a.m., and called the roll of Commissioners.

The following Commissioners were present in person at the Meeting.

LaWanda D. Harris, Commissioner and Chair
Vernon W. Hartley, Sr., Vice Chair
Dr. Rosie L.T. Pridgen, Commissioner
Evelyn O. Reed, Commissioner

The following Commissioner attended the Meeting telephonically.

Pastor James L. Henley, Jr., Commissioner

The following other persons were also present at the Meeting.

John L. Walker, Esquire, Walker Group, PC
Kevin B. Bass, Esquire, Walker Group, PC
Regina Quinn, Esquire, May Law Firm
John May, Esquire, May Law Firm
Michael J. Boyd, President Boyd Group International
Marlena Pickering, The Mississippi Airports Association
Bonnie Wilson, JMAA Interim Chief Executive Officer
Gary Cohen, JMAA Chief Financial Officer
Woody Wilson, JMAA Senior Director of Capital Planning
Gene Moore, Director of Marketing & Communications
Jack Thomas, JMAA Director of Disadvantaged Business Enterprise (DBE) and Community Development
Cindy Crotchett, JMAA Executive Assistant

SPECIAL GUESTS

Honorable Tony Yarber, Mayor City of Jackson Mississippi
Honorable John Horhn, Mississippi State Senator, District 26 and
Chairman of the Mississippi Senate Economic Development Committee

Mr. Duane O'Neill, President and CEO, Greater Jackson Chamber
Partnership
Monica D. Joiner, Esquire, City Attorney of Jackson, Mississippi

II. INVOCATION

Attorney John L. Walker gave the invocation at the request of Chair Harris.

III. WELCOME AND INTRODUCTIONS

Chair Harris thanked everyone for being in attendance, as stakeholders in the City of Jackson and supporters of Jackson-Medgar Wiley Evers International Airport "(JMWEIA)", at this Special Meeting of the JMAA Board of Commissioners. A copy of the Notice of the Special Meeting is attached as Exhibit A. Chair Harris further stated that the goal of the meeting was to discuss the growth and enhancement of air service at JMWEIA "Our Airport." Chair Harris noted that the presence of everyone in attendance is invaluable to JMAA since the success of air service development depends upon the involvement of everyone in attendance.

Chair Harris introduced all of the special guests listed above as well as Mr. Gene Moore, JMAA Director of Marketing and Communication as the Master of Ceremonies for the balance of the Agenda.

IV. PRESENTATIONS

Mr. Moore, introduced Mr. Michael Boyd of the Boyd Group International to explain the permissible incentives that airport sponsors can offer to attract new air carrier service at federally obligated facilities.

A. AIR SERVICE DEVELOPMENT

Mr. Michael Boyd discussed the various permissible incentives an airport can offer to increase air service which are discussed in detail in a brochure entitled AIR CARRIER INCENTIVE PROGRAM GUIDE BOOK: A REFERENCE FOR AIRPORT SPONOSERS, published by the Federal Aviation Administration. A copy of this publication is attached as Exhibit B to the minutes of the meeting.

Mr. Moore introduced Marlana Pickering, Esquire, who spoke on behalf of the Mississippi Airports Association concerning the following topics:

B. MISSISSIPPI AIR SERVICE DEVELOPMENT PROGRAM ACT

Ms. Pickering stated that while the Mississippi Air Service Development Program Act was passed during the 2014 Mississippi Legislative Session, no funds were allocated to fund this program. As such, hopefully this program is funded during the 2015 Legislative Session. A copy of the Act is attached as Exhibit C to the minutes of the meeting.

Senator Horhn, Mayor Yarber and other persons in attendance expressed concerns that JMAA is not able to receive a grant amount greater than the amounts received by Gulfport-Biloxi and Golden Triangle Airports pursuant to the terms of the current Act. Senator Horhn stated that JMAA should receive a greater amount than any other Mississippi Airport because it is the airport for the Capitol City and is the largest airport in Mississippi.

C. ALLEGIANT TRAVEL COMPANY

1. ALLEGIANT'S BUSINESS PLAN AND HISTORY OF SERVICE

Mr. Moore explained that Allegiant Travel Company sells travel packages to various popular destinations around the country, one of which is Orlando, Florida.

2. PROPOSED SERVICE AT JACKSON-MEDGAR WILEY EVERS INTERNATIONAL AIRPORT

Mr. Moore stated that Allegiant and JMAA recently had discussions about Allegiant providing Air Travel Service between Jackson, Mississippi and Orlando Florida. The proposal discussed provides for at least two (2) round trip flights each week between Jackson, MS and Orlando, FL. Mr. Moore presented a PowerPoint presentation outlining the proposed air service discussed by JMAA and Allegiant. A copy of the PowerPoint presentation is attached as Exhibit D to the minutes of the meeting.

Mr. Moore asked Mr. Michael Boyd to return to the podium and give a presentation regarding enhancements to incumbent air carrier services.

D. ENHANCEMENTS TO INCUMBENT AIR CARRIER SERVICES AND OTHER VIABLE OPPORTUNITIES AVAILABLE TO JMAA

Mr. Boyd presented a PowerPoint presentation entitled "The Strategic Future." A copy of this power of point presentation is attached as Exhibit E to the minutes of the meeting.

The following are some of the most salient points that Mr. Boyd made during his presentation:

- Airports should be thought of as factories
- Airlines are not growing because there are fewer seats and fewer flights
- The trend for Jackson is larger planes

- Airlines are not concerned about volumes; instead they just want to maximize the bottom line
- The key for Jackson is getting people into Jackson and Jackson has that capacity through three (3) global airlines: American; Delta and United
- Southwest did not leave Jackson because Jackson was a problem; it left because of economics and higher fuel cost
- Mr. Boyd suggested that JMAA install in the JMWEIA terminal signage in Japanese and Chinese to give the Airport an international atmosphere.

IV. BOARD ACTION

OPEN SESSION

Vice Chair Hartley moved that the Board go into Closed Session to discuss whether the Board has a proper reason to enter into Executive Session. Commissioner Reed seconded the motion

The Board, by a vote of 5-0, resolved that the session be closed.

Chair Harris then announced that the Board had voted in favor of entering into Closed Session to discuss whether the Board has a proper reason to go into Executive Session and asked all present to leave except for the attorneys with the Walker Group, PC and The May Law Firm.

CLOSED SESSION

The Board went into closed session at 11:46 a.m.

Vice Chair Hartley moved that the Board enter into Executive Session to discuss privileged matters as to expanding business opportunities for JMWEIA.

Commissioner Reed seconded the motion to enter Executive Session and the Commissioners voted 5-0 to enter Executive Session for the stated purpose.

OPEN SESSION

The Board went back into open Session at 11:47 a.m.

Chair Harris then invited all persons to return and announced that the Board had voted in favor of entering into Executive Session to discuss privileged matters as to expanding business opportunities for JMWEIA and asked all present to leave except for the

attorneys with the Walker Group, PC and The May Law Firm, Mr. Michael Boyd, Mr. Gene Moore, and Mr. Gary Cohen.

EXECUTIVE SESSION

The Board went into Executive Session at 11:47 a.m.

While in Executive Session the Board resolved;

RESOLUTION CY-2014-150

RESOLUTION AUTHORIZING STAFF TO NEGOTIATE WITH ALLEGIANT TRAVEL COMPANY

Upon Motion by Commissioner Reed, seconded by Vice Chair Hartley, the following **RESOLUTION** was made and unanimously approved,

WHEREAS, the Board has considered the staff's request for authority to enter into negotiations with Allegiant Travel Company for Allegiant providing travel services at Jackson-Medgar Evers Wiley International Airport under terms and conditions specified to JMAA staff during Executive Session.

IT IS THEREFORE, RESOLVED that JMAA's staff is authorized to enter into negotiations with Allegiant Travel Company for Allegiant providing travel services at Jackson-Medgar Evers Wiley International Airport under terms and conditions specified to JMAA staff during Executive Session.

Yeas: Hartley, Pridgen, Harris, Reed, Henley

Nays: None

Abstentions: None

November 12, 2014

Upon motion by Vice Chair Hartley, seconded by Commissioner Pridgen and unanimous approval, the Executive Session was ended at 11:48 a.m.

Commissioner Henley disconnected from telephonic attendance at 11:48 a.m.

OPEN SESSION

The Board reconvened the Open Session at 11:49 a.m.

Chair Harris announced that the meeting was once again open; Chair Harris announced that during executive session the Board unanimously approved a resolution authorizing JMAA staff to open negotiations with Allegiant Travel Company regarding Allegiant providing travel services at JMWEIA under terms and conditions specified to JMAA staff during Executive Session.

VI. SENATOR JOHN HORHN AND MR. DUANE O'NEILL

Senator Horhn and Mr. Duane O'Neill shared their thoughts and concerns with the Board of Commissioners based upon the matters presented during the meeting.

Senator Horhn made suggestions to the Board which included JMAA doing the following:

- Meet with the Mississippi Development Authority and ask it to put funding for the Mississippi Air Services Development Program in its budget and its Legislative package which is presented to the MS State Legislature.
- Request that the Legislature to amend the Mississippi Air Services Development Program Act to give JMAA a greater amount of money than other Mississippi Airports because it is the airport for the Capitol City of Mississippi and the largest airport in Mississippi.

Mr. O'Neill made suggestions which included the following:

- JMAA should make efforts to have all surrounding counties and delegations to assist in a joint effort to present funding requests for JMAA to the legislation as the Airport serves all of them.
- JMAA should attend the Greater Jackson Alliance Tuesday meetings to present its request.

VII. ORLANDO SANFORD INTERNATIONAL AIRPORT

Mr. Gene Moore provided a video presentation about the Orlando Sanford International Airport, the location into which Allegiant Travel Services flights from Jackson will land and depart.

VII. ADJOURNMENT

Thereafter, it was moved by Commissioner Reed, seconded by Commissioner Pridgen, and unanimously resolved that the meeting of the Board be ADJOURNED at 12:19 p.m.

Respectfully submitted,

Ms. LaWanda D. Harris, Chair

Mr. Vernon W. Hartley, Sr., Vice Chair

Pastor James L. Henley, Jr., Commissioner

Dr. Rosie L.T. Pridgen, Commissioner

Ms. Evelyn O. Reed, Commissioner