

Wyoming Airport Operators Association (WAOA)
Board of Directors Meeting
Little America
February 11th, 2008

1. Call to Order - The meeting was called to order by Haring at 3:09 pm. Present were: Glenn Januska, Dave Haring, Kaitlin Hunter, John Stopka, Bob Hooper, Kelly Peters, Jay Lundell, Jack Skinner, Eugene Briggs, Amber Schlabs, and Sean Christensen.
2. Approve Minutes of September 12, 2007 - Motion by Stopka, seconded by Skinner to approve the WAOA Board minutes of September 12, 2007. Motion carried.
3. Financial Report - Januska presented Income Statements reflecting activity from January 1, 2007 through December 31, 2007 and January 1, 2008 through January 31, 2008. For last year, total revenue was \$60,805 with expenses of \$37,680 for net income of \$23,125. The starting checking account balance was \$20,019 with the ending balance \$43,144. For the savings account, the starting balance was \$41,726, and adding interest income, the ending balance was \$42,618. For the first month of this year, WAOA realized \$16,656 in revenue against \$17,182 in expenses, for a net loss of \$526. The ending balance for the savings account was \$42,756. Motion by Briggs, seconded by Stopka to approve the financial report as presented. Motion carried.
4. Membership Report - Januska discussed the current membership total. WAOA currently has a total of 89 members, 39 of them being corporate members.
5. Website - Januska gave an update on the website status.
6. Legislative Agenda – 21 out of the 42 airports have submitted information to Glenn to add to the website. Haring stated that he did not see any legislative bills directly affecting airports, just rumblings about how much money is in DOT for airport projects. Our focus should continue to be a reliable, consistent funding stream.
7. Conference Sponsorship Recognition - Januska talked about some of the comments he has heard regarding the value of sponsorship, and some ideas to increase the value of sponsorships for those companies who help support the conferences financially. Offering one session for the sponsoring companies to talk about their companies, as well as an exhibit area were discussed. Having sponsorship levels, such as gold, silver, etc. was discussed. Promoting the sponsoring companies with a link on the website was also discussed, as well as recognition by having the sponsors being introduced. Haring asked if we should do an annual sponsorship that would cover both conferences. Discussion ensued on putting together a survey to solicit input from the corporate members. Lundell asked, with roughly \$84 thousand dollars, when would the corporate members say enough? Murphy stated that in his history with WAOA, we should be looking at doing things to promote scholarships, conference registration

attendance, and continuing education initiatives. Haring said maybe we should contact the state high schools to see if anyone is going into an aviation program where we might be able to help out. It was decided that WAOA send out an in-between conference mailer on the sponsorship program. Haring said that the executive board would need to work on an application for scholarships/conference registration. Murphy suggested that we add to the survey whether corporate members would want an introduction session where they get up, introduce themselves, and talk about what is happening in airports and/or their company.

8. WAOA Member Document Database - Januska gave background on document database. He said Chance Warne came up with the idea of listing different documents on the website so that when airports were looking at doing leases, bidding equipment, etc., they could see what other Wyoming airports had done. Januska said it would cost less than \$2,000 to have this included on the website. Motion by Hooper, seconded by Christensen to approve entering into a contract not to exceed \$2,000 to have the database added to the website. Motion carried.
9. Wyoming Aviation Museum - Januska said he had been asked about whether WAOA would be interested in some airport items to keep and/or display, and asked if we would want to do something like that. Haring said we probably don't want to be responsible for the artifacts, and it would be difficult with rotating Board Members. Stopka concurred.
10. Continuing Education Program/Internship Initiative - Haring talked about the continuing education program/internship initiative. During the discussion, it was a consensus that not everyone was aware of the programs and that we needed to establish guidelines as to how people request continuing education funds and/or funds for internships.
11. Bylaw Status - Januska talked about the proposed bylaw changes. He stated that he had previously sent out a copy of the proposed bylaws and current bylaws to all WAOA members he had an e-mail address for, and a letter to those who had no e-mail addresses, as well as positing a link to both on the website. It was suggested that he provide a summary of the changes during the General Membership meeting.
12. Award Implementation - Haring passed out an award implementation sheet and explained each of them. He stated that these do not have to be given out annually, that in his opinion giving each of them out each year diminishes the "value" of each.
13. General Discussion – Haring passed out a paper from the Wyoming Hall of Fame. Januska talked about whether WAOA has ever discussed hiring a lobbyist since we have funds to do it and it may be beneficial to have someone monitoring legislation that could effect us. Haring asked why not hire Shelly Reams? Lundell stated we should hear from Bill Urbigkit and get his opinion first before we do anything.

14. Adjourn - Having no other business, motion by Christensen, seconded by Murphy to adjourn. Motion carried. Meeting adjourned.