

**MINUTES**

**DRAFT**

Wednesday, October 26, 2010  
Manistee County Blacker Airport  
Conference Room  
11:00 AM

Members Present: Paul Schulert, Vice Chairperson; Ross Spencer; Dale Picardat; and Bob Wilson

Members Absent: Ervin Kowalski, Chairperson; Glenn Lottie; and Ed Haik

Others Present: Barry Lind, Airport Manager; Shane Storz, CEO Air Choice One, Darnea Wood, COO Air Choice One, and Jacqueline Donohoo, Marketing, Air Choice One

Paul Schulert, Vice Chairperson called the meeting to order at 11:00 AM with no roll call being taken.

Ms Jacqueline Donohoo, Marketing - Air Choice One

Ms. Donohoo provided a Power Point presentation on the history of Air Choice One, a family owned and operated organization founded in 1997 as the Multi-Aero Corporation. Air Choice One has been an Essential Air Service (EAS) provider since 2008, and currently services Saint Louis, MO, Kirksville, MO, Burlington, IA, Decatur, IL and Chicago, IL. She presented information indicating a flight completion record of 99.5% and an on time performance of 95%. Outstanding customer service with detailed personal attention, easy booking online, strong local and regional marketing efforts, and a desire to participate in local events, are hallmarks of Air Choice One's current success. She indicated that they have markedly increased passenger load factors for markets where they have replaced the service formerly provided by Great Lakes Airline.

A comparison of Chicago's O'Hare Airport vs. Milwaukee's Mitchell Field was presented. This stressed O'Hare's advantage in providing more available flights each day, both domestic and international, and the availability of more air carrier connections for Manistee travelers than is currently available via Milwaukee.

Mr. Shane Storz, CEO - Air Choice One

Mr. Storz reviewed the three options proposed in Air Choice One's bid to provide service to Manistee.

- Option 1: 18 Round Trips per week between ORD and MBL
- Option 2: 24 Round Trips per week between ORD and MBL
- Option 3: 28 Round Trips per week between ORD and MBL

He indicated that there was a possibility of adding additional flights, if the demand was present, and that this was currently being considered for an existing EAS route.

Mr. Lind questioned whether or not the DOT would approve any of the Air Choice One options other than Option 1.

Mr. Lind also ask if the company empowered local agents to provide ticketing and other services for passengers. He was advised that Air Choice One's bookings would be provided through travel agencies and major consumer travel websites.

After the presentation by Air Choice One was completed the representatives were excused and the Authority received a summary report on the five bidders for Essential Air Service. The Airport Manager reported the following bids information. All bids are for both Manistee and Ironwood.

**Chautauqua/Frontier** - 37 seat ERJ135 (Jet)  
Nonstop to Milwaukee twice daily – for \$3.1 million

**Charter Air Transport** – 30 seat EMB 120 (Tubro-Prop)  
Nonstop to Milwaukee twice daily – for \$3.6 million

**Gulfstream International Airlines** – 19 seat Beech 1900  
Nonstop to Milwaukee twice daily – for \$4.7 million (Turbo-Prop)

**Air Choice One** – 9 seat Cessna Caravan (Turbo-Prop, single engine)  
Nonstop to Milwaukee twice daily – for \$5.1

**Seaport Airlines** – 9 seat Pilatus PC12 (Turbo-Prop single engine)  
Nonstop to Milwaukee twice daily plus nonstop to Detroit twice daily – for \$5.7 million

With there being no further business the meeting was adjourned at approximately 12:00 Noon.

Respectfully Submitted

Ross M. Spencer, Authority Member