



BI-MONTHLY CONFERENCE CALL

Wednesday, April 6, 2015

Attendees:

- a. Catherine, West Virginia
- b. Tami, Utah
- c. Josh, Oregon
- d. Tim, NASPO
- e. Mark, Lori, New York
- f. Stacey Jo, Janet, Commonwealth of Pennsylvania
- g. Tasha, Michelle, California
- h. Jason, Ohio

Call Host: New York

A. Discussion Summary:

1. **NDTA Conference:** Catherine, Stacy Jo, Tami and Tim attended the National Defense Transportation Association Conference (NDTA) in Washington, D.C. on March 29-31. The agenda and breakout sessions focused on federal government travel (mainly defense travel). Stacy Jo mentioned she met with individual hoteliers during the exhibitor sessions and found these meetings valuable for PA's preferred lodging program. Catherine is hopeful more state managers will have the opportunity to attend next year. Josh mentioned that he would like to attend next year. Tami suggested and the group agreed to email the NDTA event team and request state government sessions/topics at future conferences, the link to the NDTA event team is at: <https://www.ndtahq.com/events/gov-travels/contact-us/>
2. **Airline Coordination on Airfare Policy:** Over the past two weeks, several major airlines have made significant changes to their fare combination rules which have resulted in a negative impact on pricing multi-segment itineraries when sold as one ticket. This pricing has been found to affect itineraries purchased on airline websites as well as global distribution systems—and in some cases the price differences are substantial. Some airlines have stated that this pricing impact was unintentional and that they feel confident of a resolution in the near future.
3. **The FAIR Fees Act** which would prohibit airlines from charging cancellation, baggage or other ancillary fees that are **“unreasonable or disproportional to the**

costs incurred by the air carrier.” Lori mentioned that she was writing to Senators McConnell and Reid in support of inclusion of the **Fair Fees Act** as an Amendment to the **FAA Reauthorization Act of 2016**. Mark agreed and encouraged others on the call to write both Senators.

4. **Alaska Airlines and Virgin America Merger:** The companies expect to complete this transaction by 1/1/2017. Tim mentioned his loyalty to Alaska Airlines due to their low fares, unmatched reliability and outstanding customer service.

5. **State Roundtable:**

- **Utah:** Nothing new to report.
- **Oregon:** Assessing Enterprise Holdings Inc. (Enterprise Rent-A-Car and National Car Rental) proposed price increase of 1.8%. Extended TMC contract while working on a replacement contract. Developing airline discount RFP.
- **New York:** Extending current city-pair contract while finalizing a new city-pair RFP that should be released soon. Working with Enterprise on adding Enterprise Car Sharing program.
- **Pennsylvania: Excellent News,** the PA state budget for 2015-16 was just passed weeks ago and the travel ban in place since October 1 was lifted! Meanwhile, the June 30th deadline to adopt a 2016-17 state budget nears. Developing a clearer and concise TMC RFP that will meet PA’s travel needs. PA is seeking new TMC bidders to be added to their bidder’s list. Other states on the call mentioned that they would send PA their current list of travel bidders.
- **West Virginia:** Catherine was happy to announce that West Virginia just went “live” with their new online booking tool and expense system.
- **California:** Working on a new lodging program, this has become challenging due to union bargaining units requirements. Developing a payment RFP. Extended airline discount agreements and on-site TMC agreement. Awarded new commercial car rental contract with EAN Services, LLC (Enterprise Rent-A-Car and National Car Rental). UBER, LYFT rideshare and Airbnb accommodations were approved as allowable expenses for employee reimbursements.
- **Ohio:** Exploring TMC options, Jason mentioned Egencia for business travel whose parent company is Expedia, Inc.

B. Adjourn

C. Next call: June 1, 2016 hosted by NASPO ValuePoint