

STMA Conference Call Minutes for 2/04/2009

Attendees:

Mark Milstein, New York
Tami Nelson, Utah
Melissa Hernandez, Texas
Lenora Kingston, Colorado
Tim Hay, Oregon,
Catherine DeMarco, West Virginia.

Thank you to Tami Nelson and Utah for hosting today's call and thank you to all who participated.

Tami presented her travel program. Utah has had a managed travel program for 16 years. They have an annual air volume of \$9 Million. \$3 Million is state spend, \$6 million is poly sub spend. The University of Utah also spends an additional \$3 million in air spend. For more information on the Utah Travel Program, visit <http://finance.utah.gov/travel/index.html>

There has been very little update to the STMA site since the last conference call.

STMA ACTION ITEM: Please provide hotels in your lodging programs that will honor per-diem rates to employees from other States to Tim Hay for posting on the STMA website. Also provide any state contact information for states not currently listed on the states page of the STMA website.

Tim took the Certified Government Travel Professional course offered through SGTP and passed. He is working with Rick Singer to make the test less federally focused and have some state criteria included. As it is written now, it is geared toward the federal traveler and supplier, not the managers who implement and manage programs. Rick Singer hopes to have a revamped test by this fall.

It was asked about a group rate. Tim will check with Rick on what the group rate would be and how many will need to participate.

The Western States Contracting Alliance and STMA have partnered up on creating a nationwide car rental solicitation. So far 13 States have indicated an interest in participating on the contract. They are Alaska, Arizona, Colorado, Hawaii, Idaho, Minnesota, Nevada, New Hampshire, Oregon, South Dakota, Texas, Utah, and Washington. The sourcing team consists of Oregon (the lead State) Colorado, Alaska, Utah, Nevada and Texas. The sourcing team has met twice and meets each week by

phone for one hour. It is hoped to have the RFP out by May with an award by September. The plan is to have multiple car rental companies awarded contracts.

The group discussed goals for 2009 and we all agreed that we need to work together on creating a benefits document that each state can then use to justify the existence of a managed travel program. It was suggested to use the benefits language on the STMA website as a starting point and expand from there.

ACTION ITEM FOR STMA: Everyone please review the language on benefits page at www.stma.us and provide any suggestions to Tim Hay. I will compile all of the suggestions and we can discuss as a group on the next STMA call. Please provide suggestions by March 16, 2009.

ACTION ITEM FOR STMA: Please provide any other suggestions for goals to accomplish in 2009 to Tim Hay. I will compile all of the suggestions and we can discuss as a group on the next STMA call. Please provide suggestions by March 16, 2009.

Round table was then opened up to all. Mark from New York asked how other states were doing with their airline RFP's and which airlines were responding.

Oregon has United, Alaska and American on board. A small airline called SeaPort with intra-state service is expected to provide contracted fares next RFP cycle.

Colorado has United and Frontier.

Utah has Delta, Frontier and Jet Blue. Both United and American chose not to participate in the last RFP

New York has five carriers under contract including United, Delta, US Airways, and Jet Blue

Texas has American and Jet Blue.

The group determined that airlines usually focus on the states they have hubs in.

The group all discussed the looming budget reductions facing their states. Utah has a 6.9% reduction with another 15% anticipated. Texas has a 2.5% reduction. Oregon 10%, Colorado 10%. Some are facing mandatory furloughs. Colorado has a bill going through the house where the number of days furloughed would depend on current salary. Up to 36 days per year. Only West Virginia seemed to be weathering the current economic crisis.

West Virginia is currently evaluating proposals for their travel management software. Both Concur and TRX responded.

The next conference call is set for Wednesday, April 1, 2009 at 11:00 AM Pacific Time. The State of Nevada is hosting this call. Please provide any ideas for agenda items to Tim Hay.