

MINUTES
STMA Conference Call
2/01/2012

Attendees:

Stacey Jo Withers - PA
Melissa Hernandez – TX
Kathy Adair - AK
Rick Singer – SGTP
Mark Milstein – NY
Tim Hay – OR
Catherine Demarco - WV
Tami Nelson – UT
Kimberlee Tarter – NV
Lisa Martin - OK

SGTP Information: Rick Singer mentioned that Dallas Stewart from Christopherson Travel was just voted in on the SGTP Board of Directors. Rick hopes with Dallas' presence, more state driven content will be focused on by SGTP.

Rick said SGTP wants to develop more state driven content for the conferences, but he needs state input on what they want presented.

Rick presented a proposal to STMA to allow for vendors to participate for 15 minutes in each STMA Conference call. In return for allowing their presence on the call, the vendor would pay into a STMA Scholarship fund. The scholarship fund could be used by STMA to pay for people to attend the SGTP conference, out more educational content up on the STMA website or pay for people to obtain their CGTP certification. SGTP would hold the funds in a separate account and STMA would direct how the funds would be allocated. It was suggested that a STMA scholarship committee could review applications and make the recommend funding allocations. It was asked how vendors will be selected. Rick will send the concept out to STMA on STMA-Link. Everyone is asked to review the concept and direct any questions, concerns or recommendations back to Tim and Rick for review. Rick will take all the information received, address any concerns and develop a formal proposal for STMA to vote on in the April 2012 conference call.

Airport Parking Contracts: Mark Milstein from New York suggested that STMA WSCA Travel Team look into a cooperative nationwide contract for discounted parking at airports. Shuttle services was also mentioned as another contracting idea. Tim said the team was busy working on a Hotel booking tool right now, but will mention it to the team as a future solicitation.

WSCA Updates: Tim said the WSCA travel sourcing team is busy developing the RFP for a hotel search engine and booking tool to replace the existing database. The goal of the search tool is to provide real time search and pricing information and to track actual bookings on the search tool. They hope to have the RFP on the streets the first of March and evaluate in April

and take the tool live by this summer WSCA also wants to develop a comprehensive travel management program including an airfare program, that states could adopt a portion or all of the program services. The State of New Jersey is the latest state to begin using the WSCA vehicle rental agreements. Tim has had conversations with Florida and Georgia about using the vehicle rental agreements. There are now 22 States using the agreements, plus a city/county in California. The Hertz 3% price increase has gone into effect however it has taken some time for Hertz to load all the rates. Travelers may still see the hold rates for a few more weeks until they can update all of their systems,

2012 Call Hosting: The following states are hosting calls in 2012:

February - SGTP

April – WV

June – PA

August – UT

October - CA

December – NY

The 2012 call dates are:

February 1, 2012

April 4, 2012

June 6, 2012

August 1, 2012

October 3, 2012

December 5, 2012.

State Round Table:

NV- Kimberlee mentioned the State of Nevada is exploring re-implementing a managed travel program and asked everyone to forward any benefit or cost saving information they may have.

UT – The just awarded a new travel management contract to Christopherson travel. It is for one year with renewal options for 6 more years. There was only one other firm that submitted a proposal, "Travelectra." They executed new city pair agreements with Delta and Southwest Airlines. Southwest has created an application for travel agents to access their fares across the GDS using WorldSpan. Southwest has a true city-pairs contract.

OR – The attempt at a discount agreement with United is failing. United doesn't agree to having insurance requirement language in the agreement. Tim still hope United will change its course, but fears with new people at United, that this could affect other states and their language requirements also.

SGTP- Rick asked if travel vendors should attend the NASPO Marketing to the States conference in Florida this year. The consensus was yes, and Rick should encourage travel vendors to attend. This conference is an opportunity for them to meet one on one with the purchasing director of each state.

The next conference call is April 4, 2012, host state West Virginia.