

Cumbres Toltec Scenic Railroad Commission Meeting

C&TSRR Commission Minutes

April 28, 2018 9:00a.m.

Chama Village Council

Public Input – Public comments/questions will be allowed during each topic upon being recognized by the Chairman. Comments and questions may be no longer than 3 minutes and must adhere to any other requirements established by the Chairman. All public speakers must indicate their desires by registering in advance of the meeting on the available sign-up sheet which will become part of the record of the meeting.

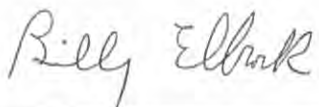
1. Meeting was called to order by Chairman Billy Elbrock at 9:00 a.m.
2. Pledge of Allegiance was led by Commissioner Elbrock
3. Introductions – John Bush
4. Approval of Agenda –Commissioner Elbrock added Item d. to new business, changes to the Employment agreement with President John Bush, Commissioner Love moved to approve, Commissioner Graybill seconded the motion, motion carried.
5. Approve the Minutes from February 28, 2018 Commission meeting - Commissioner Love moved to approve amended minutes, Commissioner Cowles seconded the motion, motion carried.
6. Train Operations Report/Presidents Report – Ed Beaudette- Train Ops- Busy June. Fourth of July, Cinder Bear. Geology Train is sold out. More training for Fire. Media train, moved premium cars, good press from both states.
7. President's Report- John Bush- While the season has not yet begun the reservations/ridership/revenue picture looks promising. As of the 22nd of April, FIT reservations are 13% ahead of the same time last year. The growth in both the Tourist and Parlor segments is stronger than the growth in coach. That is one of the reasons revenue is growing faster than ridership. The price per ticket has increased for all the classes of service, but more so in premium than coach in the regular summer season. This indicates that price is not the driving factor on people's decision to ride the train. We will open the season with all 5 2-8-2 locomotives in service, as well as the visiting # 315.
 - a. Maintenance and Repair Report – John Bush- We will open the season with all 5 2-8-2 locomotives in service, as well as the visiting # 315. All of our passenger cars are also inspected and ready for service. Our goal for this season is 40,000 riders. We completed rules training and fire suppression training for all the mechanical and MOW employees. All the operating personnel will get rules training before opening day. We have upgraded our fire prevention protocols. When necessary all trains east bound from Chama will be followed by two fire patrols and both the large and small fire trucks from Chama to Cumbres. A fire patrol will also follow west bound trains from Antonito to Osier or Cumbres when necessary.
 - b. Historic Car Fleet update – Stathi Pappas- 168 Historic, 90% rehab lead Truck. 292 complete middle of May.
 - c. Tracks Across Borders Byway update – Rich Muth has joined. On-cell mobile app Durango and Chama, live in May, supplement to what the Docents do.
 - d. Marketing Report – Mark Graybill-Remain very impressed with Launch. The fact that Launch is doing a good job for two years. We are having ongoing discussions with the Commission and with our Marketing firm as far as how we adapt to the future. Digital Marketing is a bigger and bigger component

- e. Financial Report – George Canham- Attended auditor’s rule training session. Changed the way we do coding and P.O.’S
8. Commissioner Reports
- a. Chairman Report – Billy Elbrock- Commend the team and the staff for the work on 168 and historic car fleet, we raised our credibility level with the community. Focusing more on Antonito. Continue to build our relationship. 23,000 people stopped at the Welcome Center in Chama. The Railroad has been a sponsor. New and good events have sold out. Website merchants have the opportunity to become a member of the Chamber. Build strong commercial base with both Chama and Antonito.
 - b. Vice Chairman Report – Dan Love- Primary capital projects. The emphasis on the Capital maintenance projects is to support our overall strategy is to become self-sufficient the intent is for the RR to be financially independent from a Capital point of view from the both States. Self-sustainability is a goal that we should achieve.
 - c. Secretary Report - Dick Cowles/capital projects- Reiterate New Mexico is in a recovery period. Thanks to Resurgent’s in long term oil and gas. Especially in the area of Capital outlays, which is where New Mexico looks to provide us with the bulk of our Capital funding is from Severance tax. This year we asked for \$ 1,001,000. Identical from what we asked from Colorado, we at least received \$ 750,000. As an appropriation.
 - d. Treasurer Report –Mark Graybill–See Marketing report.
9. Friends of C&TSRR Report – Tim Tennant- Looking at the end of April, Friends are approaching their first work session. Start Monday May 21st. will be session A etc. Friends helped with the 168 cab. 315 charter Ed is helping pull it all together with the logistics. June 22nd annual dinner. Thank you Dan Love for his carpenter work for session C. Moon light tasting train July 27th. Another charter end of September for the fall colors. Continuing progress on the Tourist sleeper project which continues in Colorado Springs.
- a. General info

10. New Business*

- a. Approval of CTO Budget Commissioner Graybill moved to approve, Commissioner Love seconded the motion, motion carried unanimously.
- b. Approval of Commission Budget Commissioner Love moved to approve, Commissioner Cowles seconded the motion, motion carried unanimously.
- c. Approval of Capital Budget Commissioner Graybill moved to approve, Commissioner Cowles seconded the motion, motion carried unanimously.
- d. Approval of John Bush compensation increase and incentive pay. Commissioner Graybill moved to approve, Commissioner Cowles seconded the motion, motion carried unanimously.

11. Adjourned at 10:57 a.m.



Billy Elbrock, Chairman