

Draft– Minutes BGA – 02 February 2023 BARIN General Assembly

Confidential

<b>PLACE OF MEETING</b> LVNL, Schiphol-Oost	<b>DATE OF MEETING</b> 02 February 2023	<b>TIME</b> 14.30 – 16.00 hrs.
<b>MEETING NO.</b> 01/2023	<b>DATE OF ISSUE</b> 20 February 2023	<b>PAGES (incl. this page)</b> 3

ITEM	DESCRIPTION OF ITEM	By
<b>1</b>	<b>Confirmation/Changes Agenda</b>	<b>MF</b>
<b>1.a</b>	<p>The Chairman opens the meeting at 14:35 welcoming all and reads out our rules of engagement as per below:  <i>BARIN meetings are being conducted in compliance with the BARIN Code of Conduct.</i>  <i>Pursuant thereto, meetings will not discuss or take action to develop rates or charges, nor will these discuss or take action on remuneration level of any intermediaries engaged in the sales of Air Transportation.</i>  <i>These meetings also have no authority to discuss or reach agreement on the allocation of markets, the division or sharing of traffic or revenues or the number of flights or capacity to be offered in any market.</i>  <i>BARIN-members or observers are aware of their obligation to comply with this BARIN Code of Conduct, and hereby once again reminded that any discussion regarding such matters, or concerning any other competitively sensitive topics outside the scope of the agenda, either on the floor or off, is strictly prohibited.</i></p> <p>The Chairman shares his thoughts about the environment our sector is operating in, the public debate and negative sentiment towards aviation and the volatile and unpredictable political climate. Too many debates are taking place based on emotions and not on facts; by politicians as well. Examples are the discussions with the environmentalists and e.g. the ban on airline advertising in the city of Utrecht. We do support the objective of reducing the emissions by our sector as this is our license to operate.</p> <p>Next, he suggests to do quick introduction round around the table as we have many new participants in the BGA.</p>	
<b>1.b</b>	The Chairman asks if there are any additions to the agenda but there are not, so approved.	
<b>2</b>	<b>Approval of the draft Minutes BGA 22nd September 2022</b>	<b>MF</b>
<b>2.a</b>	The Chairman asks the meeting if there are any comments or changes to the draft minutes of the previous BGA held at the 22nd of September 2022. As there are no comments from the meeting, the minutes are approved.	
<b>3</b>	<b>Finance</b>	<b>HM</b>
<b>3.a</b>	<p>The Treasurer, Helen Malotaux shares the slides of the of the 2022 accounts and the proposed budget for 2023. (Slides can be consulted with the presentation of the meeting added to the minutes).</p> <p>The Treasurer reports a profit of € 7K on an income of € 153K against expenses of € 146K.</p> <p>The income was generated by 33 airline memberships and 13 Preferred Partners. We had a negative income on Sponsorship for events.</p> <p>Next she shows the balance sheet which looks healthy. We have a reserve of € 78K, including the € 7K from 2022.</p> <p>The Chairman adds a comment that as we are a non-profit organization, it is not our objective to maximize our profits but we need a certain reserve in the bank for unforeseen circumstances.</p>	
<b>3.b</b>	<p>The Treasurer gives the floor to the Finance Committee members (Jan Feenstra/DL and Pekka Smit/RJ) for their report on the ‘Kascontrole’. Until 2020 the audit was done by an external accountant but as an Association we can also work with a ‘Kascommissie’ which saves the BARIN another € 1.500 per annum.</p> <p>Jan Feenstra thanks the Treasurer for delivering everything in such a neat way making the check of the accounts very easy and made it a lot easier this year than compared to the previous year when the internal audit was done for the first time. Jan Feenstra and Pekka Smit have made a few comments but give compliments to the Treasurer for her work.</p>	
<b>3.c</b>	<p>The Finance Committee gives a positive advice on the 2022 accounts and following this advice the meeting is asked for discharging the BARIN Executive Board (BEB) for their management in 2022. The membership discharges the BEB and the Chairman thanks the members for their approval and support.</p> <p>The Secretary General informs the meeting that due to an alternating membership of the Finance Committee a new member will be required to fill the position for Jan Feenstra, who will be stepping down. The SG will follow-up</p>	

<p><b>3.d</b></p> <p><b>3.e</b></p>	<p>separately to find succession and Jan is duly thanked for fulfilling this task in the past 2 years. Next the Treasurer presents the proposed 2023 budget. She reports a slightly higher budget at € 154 K meaning an increase of 1% vs. 2022.</p> <p>At the same time, we also see a cost-increase of 5% to € 151 K, meaning an increase of 5%. This would lead to a positive result of € 3 K (-56% vs. '22), which, given our current reserves, seems to be adequate. Due to significant increased workload of the both the Chairman and the SG, the proposed budget also includes an increase in management fees which is still subject to BEB-approval.</p> <p>Jeanine De Velde Harsenhorst/CI states that she really appreciates the tremendous amount of work Marnix and Joost are doing for the airline members.</p> <p>Costs for website redesign is estimated at € 4 K but expect to stay within budget.</p> <p>Membership fees again remain unchanged for 2023 (no increases since 2012!)</p> <p>The meeting is asked to approve the proposed budget for 2023; all members approve unanimously and the Chairman thanks the membership for this.</p>
<p><b>4</b></p>	<p><b>Membership Update</b></p> <p style="text-align: right;"><b>JH</b></p>
<p><b>4.a</b></p> <p><b>4.b</b></p>	<p>The SG reports on the Membership and Preferred Partnership evolution.</p> <p>In 2022 we lost airline members Aeroflot and Air Bridge Cargo for obvious reasons. We do however officially welcome 3 new members being Aviareps representing 7 on-line carriers, ITA Airways and SAUDIA.</p> <p>The Chairman and SG have put a lot of effort into increasing the number Preferred Partnership. We still had 7 PP's in 2021, and with an increase of another 7 in 2022 we are now at 14 PP's with a target of maximum 15 PP's. Via BEB-member Jan Verboon we are pitching AVIS now since we feel that a car-rental company would be a nice addition to our list. PP's pay € 1.500 fee per annum.</p> <p>Chairman/SG have held ½ hour calls with PP's over the past couple of weeks to increase partnership value.</p>
<p><b>5</b></p>	<p><b>Schiphol Updates</b></p> <p style="text-align: right;"><b>MF</b></p>
<p><b>5.a</b></p> <p><b>5.b</b></p> <p><b>5.c</b></p>	<p>The Chairman elucidates on the improved package for security staff at Schiphol, which leads to more staff being recruited. At the same Schiphol has improved productivity per security staff. But we also see staffing challenges at some Ground Handling Companies. He calls upon airlines to keep in close contact with their Ground Handlers and also keep respective HQ's informed about possible wage demands by staff and a looming threat of a strike by the unions. These are very actively pressing for better wages and working conditions and the entire chain is tight and vulnerable.</p> <p>Marloes van Laake/HV adds that there is a clear call for collaboration and there is an assumption that we are making improvements.</p> <p>Still we are looking at a number of challenging days in APR/MAY for the Easter and May holidays.</p> <p>Looking at S22, the Chairman states that we are keeping the pressure on SPL to come to terms with a settlement for damages incurred last year. It seems that SPL is close to reaching a deal with the home-based carriers. More info is expected in the next couple of months and we will keep the membership informed.</p> <p>On the SLA the SG can mention that national carrier KLM in joint coop with SAOC (which as organization is closer to the operational side) is working out an SLA for Schiphol with a first priority on security services. Schiphol is not unwilling to talk about an SLA, but obviously Schiphol then will demand targets vice versa in return. BARIN monitors this process through SAOC.</p> <p>Marieke van der Weiden/FI states that she also experiences staff shortages at the border police (Kmar). It seems that the Kmar is making changes in priority as we do not always observe a smooth process.</p> <p>Marloes van Laake/HV replies that Kmar does make changes in staff planning from arrival to departure in order to mitigate staff challenges.</p> <p>Dalia El Maraghy/MS states that not only staffing issues cause delays; she is also very disappointed in the state of the maintenance at Schiphol. E.g. Aviobridges or rolling carpets/electrical stairways are not working.</p> <p>These are all issues which eventually also need to be incorporated in an airport SLA.</p>
<p><b>6</b></p>	<p><b>Ministry of Infrastructure &amp; Watermanagement</b></p> <p style="text-align: right;"><b>MF/JH/JV</b></p>
<p><b>6.a</b></p>	<p>The Chairman gives a brief overview of the unprecedented initiative of the Dutch Government to reduce air traffic movements at Schiphol. The Ministry of Infrastructure and Watermanagement is in the process of the so-called</p>

	<p>Balanced Approach; Through this procedure the Ministry needs to prove that reducing noise for the environment can only be achieved through the reduction of flights without any other alternative being available.</p> <p>Ines Loncaric/OU states that she joined the webinar of I&amp;W last week which appeared to be a very poor show. No factual information was shared, no real answers to the questions were given.</p> <p>Marloes van Laake/HV adds that the new initiative of the Ministry to start up a so-called Experimental Decree (<i>Experimenteerregeling</i>) is now being set up based on 460 K movements instead of the 440K.</p> <p>Victoria den Haring/FX queries if the Balanced Approach for 440K then still would be valid. The SG replies that these are two parallel routes and in fact a Balanced Approach may also be needed for the Experimental Decree.</p> <p>We all agree that the entire process is far from clear and that it remains to be seen how much and by when a reduction at Schiphol comes into force.</p>	
<b>6.b</b>	The SG reports that Schiphol is working on getting the environmental permit and is 'carefully positive' on making progress to settle this in the near future. Additional to this still an update based on 440K movements for the Environmental Impact Report has to be made. This could take time until the end of the year.	
<b>6.c</b>	CO <sub>2</sub> -ceiling: Another new initiative of the Dutch Government is the intention to introduce a national CO <sub>2</sub> -ceiling. Our point of view is that it does not serve a real purpose; we already have an ETS and CORSIA, and moreover, CO <sub>2</sub> does not stop at the border, nor does it stop passengers from traveling; it will simply stimulate passengers to travel from DUS or BRU and it will stimulate airlines to look elsewhere to operate their flights to and from. Furthermore, it seems to be in conflict with the broader European Fit-for-55 package goals.	
<b>6.d</b>	CE-Delft is hired by the Ministry to do an impact study but this is more on the 'how' and not on the 'why'. Another new 'project' from the Government is a renewed program to insulate 660 houses/objects around Schiphol against noise. The sector already spent € 750 million on such a project for more than 13.000 objects from 1985 to 2012. Now there is another investment of € 40 million which the Government again wants the airlines to pay. We are strongly opposing to this!	
<b>7</b>	<b>4x4 Priorities</b>	<b>MF/JH</b>
	Due to time constraint, this subject is not really discussed, but the 4x4 Priorities matrix was already shared with the agenda. This is to give an idea of where the focus on these 4 different fields lie. The membership is asked to give it some attention and give feedback later whenever they have ideas or suggestions.	
<b>8</b>	<b>Events</b>	<b>JH</b>
	<p>We have heard from the membership that a mix of physical and on-line events is most desired and also to make more combinations of meetings and functions to be more time efficient.</p> <p>We plan to organise the next BEB meeting together with the BARIN Summer BBQ. Originally planned in early September in which period the Radisson Blu Hotel cannot accommodate us, we are looking at either 21st or 24th of August. The membership favours Thursday 24th, so that is what we will communicate.</p> <p>The BARIN Christmas dinner is already planned for Thursday evening 14th December at the Hilton Hotel at Schiphol. Furthermore, we are planning webinars in March on the 440K for which we invited Minister Mark Harbers, the CEO of SK and Embraer and other smaller webinars on various topics throughout the year.</p>	
	<b>AOB</b>	<b>All</b>
	There are no additional topics raised by the meeting.	
<b>10.</b>	<b>Closing</b>	
	The Chairman closes the meeting at 16:00. After a short break of 15 minutes we will be given a presentation by LVNL followed by networking drinks.	

Next BGA

24 August 2023

Radisson Blu Hotel, Schiphol-Rijk