

Meeting Date: **04 AUG 2020**
Present: D Rankin, K Gould, W Lumley, F Colliver, L Carlson, H Adams
Next meeting: Every Weds, 1000AM MS/DT, **ZOOM**

Proposed Standard Agenda – Ongoing Tasking Review

- Website facelift by 8/15
 - AGG will continue work with current peregrine.aero website to ensure continuity and availability of information
 - WIP/ FC lead, update as needed
 - Update and maintain with current and evolving announcements
 - EMB-120 short video link fix WIP/ FC ECD 07 Aug, Friday
 - Post press releases and news information to the website
 - WIP/ EMB-120 PR/ LC draft to be sent as soon as approved
 - Constant Contact + PR Contact List
 - Awaiting Worldwide approval of PR
 - Incorporate Constant Contact “landing pages” to correlate the emailed message
 - Complete
 - Webinar announcements and webinar archive
 - TBD/ Webinar DRAFT Plan – ECD update/ 12 Aug zoom/ LC, HA
 - Asked for any idea inputs ASAP (LC is collection POC)
 - While maintaining and improving the current website, the new website will be active by 10/10/20
 - Schedule & milestone review, facelift & new, as required
 - DRAFT Plan WIP – update/ 26 Aug Zoom/ LC, HA
 - DRAFT agenda for brainstorming session/ 24 Aug/ FC
 - Brainstorming Session – All/ 27 Aug/ FC lead
- At least monthly email campaigns (Constant Contact & LinkedIn) per agreed schedule
 - DRAFT plan review, suggested topics, targeted dates for release
 - Draft plan WIP – update/ 12 Aug Zoom/ LC, HA
- Up to ten Press Releases per agreed schedule and as frequently as bi-weekly by 12/31/2020
 - Asked for any idea inputs ASAP (LC is collection POC)
 - AGG will draft press release information featuring Peregrine announcements for approval by Peregrine prior to filing

- Peregrine will provide essential press contacts for AGG to include in press release distribution
 - Initial PR contact list/ Complete
- DRAFT plan review, suggested topics, target dates for PRs
 - DRAFT Plan WIP/ LC lead – update/ 12 Aug Zoom/ LC, HA
- Transmit to Peregrine all sales inquiries and prospects
 - DRAFT Process, Timing
 - ZOHO confirmed as the vehicle for controlling the process
 - Planned date for process in place/ TBD/ Update 12 Aug/ HA, LC
- Where appropriate, arrange Zoom meetings with significant sales prospects
 - As required

Special Topics To Be Addressed

- Peregrine www site renovation and rebuild
 - Requirements capture, expectations discussion
 - Review strawman schedule for facelift & new build
- Reason for the added topic(s) and any special info to share with group; new developments, etc.
- **Special Topics**
 - TCAS 7.1 – Mexico
 - 01 Jan 2022 Mandate Deadline
 - Contacts email blast to key aircraft type owner/ operators
 - Learjet, Hawker, Citation, EMB
 - LC lead/ using JetNet data base (JNDB)
 - Complete – DB use is WIP/ LC
 - Update 12 Aug Zoom/ LC

- ACA
 - DRAFT Briefing Complete/ HA lead – inputs as needed
 - Two key issues a challenge for ACA solution promotion
 - Large fleets require very long retrofit schedules
 - Long term pandemic impacts, worldwide, even with vaccine, will likely provide more “runway” for the ACA solution/ TBC
 - Aerosolized virus testing/ update 12 Aug/ WL
 - A Learjet medevac operator is willing to provide aircraft, flight expenses(?) for testing ACA
 - ACA feedback re process & expense coverage WIP
 - Update 12 Aug Zoom/ WL
 - Regional airlines targets – Dropped by Major Airline Downsizing
 - Dropped regionals will likely compete on own operation
 - ACA solution has good potential to differentiate
 - Track events to ID targets/ Update 12 Aug/ **ALL**
 - Learjet med evac operation potential customer
 - Medevac use may provide “proof statement”/ support sales efforts
 - Peregrine needs to provide aerosolized COVID-19 virus testing data
 - Contact ACA, secure feedback/ data
 - WIP/ update 12 Aug Zoom/ WL
 - Secondary mkt research – ACA site, GPS site, scientific data
 - WIP/ HA lead – Update 12 Aug Zoom, Info Distr As Available/ HA
 - Foundation for white paper, possible Webinar(?)
 - TEXTRON/ Jake Biggs
 - WIP re discovery of areas where Peregrine may assist in aftermarket mods
 - Jake Biggs Zoom scheduled for 10 March
 - Update 12 Aug Zoom & meeting report/ HA, LC