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| Meeting Date: | **09 Sept 2020** |
| Present: | D Rankin, K Gould, W Lumley, L Carlson, H Adams |
| Next meeting: | 16SEP20, 9AM MDT - **ZOOM** |

**Proposed Standard Agenda – Ongoing Tasking Review**

* Website (current) facelift
	+ 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
	+ Post press releases and news information to the website
		- * **Completed - Updates as needed**
	+ Webinar announcements and webinar archive
		- TBD/ Webinar DRAFT Plan – ECD update/ 09SEP zoom/ LC, HA
			* Asked for any idea inputs ASAP (LC is collection POC)
			* **WIP Updates as needed**
		- Launch Webinar using EMB-120 flt dk update, in collaboration with Garmin
			* **Initial planning WIP/ update 09SEP Zoom/ LC**
	+ 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/ Dependency – Brainstorming / FC, LC, HA**
			* **DRAFT agenda for brainstorming session/ As Needed/ FC**
			* **Brainstorming Session – All/ Target 10 or 11 Sept/ 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 – draft plan to team/ 09SEP Zoom/ LC, HA**
		- EMB, ODA, ACA, FDM, G150 Htr, TCAS 7.1, flt dk updates …
* 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)**
	+ Targeting reduced press releases through end CY 2020, excluding ODA major PR
	+ 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
		- Harmonize with email campaigns re timing, content, etc.
		- **DRAFT Plan WIP/ LC lead – update/ 09SEP 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 09 Sept/ HA, LC**
* Where appropriate, arrange Zoom meetings with significant sales prospects
	+ As required

**Special Topics To Be Addressed**

Reason for the added topic(s) and any special info to share with group; new developments, etc.

* Peregrine www site renovation and rebuild
	+ Requirements capture, expectations discussion
	+ Review strawman schedule for facelift & new build
	+ **WIP/ Update 09SEP Zoom/ FC, Lead**
* **TCAS 7.1 – Mexico**
	+ 01 Jan 2022 Mandate Deadline
	+ Contacts email blast to key aircraft type owner/ operators
		- Learjet, Hawker, Citation, EMB
		- Communicating with Ric Peri
			* Appears mandate is less urgent, delayed
				+ Applies to Mex reg aircraft only
				+ Will send 7.1 update emails reminders
				+ **Update 09SEP Zoom/ LC**
		- LC lead/ using JetNet data base (JNDB)
			* Complete – DB use is WIP/ LC
			* **Update 09SEP Zoom/ LC**
* **ODA WIP Update**
	+ Review of Peregrine FAA responses planned for next week
	+ Targeting submission in week or two
	+ New DEN ACO Manager – Sue McCormick
		- Known entity, previous work with Dave R - cooperative
		- Should now see some progress on ODA, at FAA end
	+ TEXTRON
		- Strong interest indicated in Peregrine ODA assist
			* Jake Biggs/ Manager, Aftermarket
			* **Provide updates to Biggs/ HA as needed**
* **ACA (Aviation Clean Air)**
	+ Ionization device, in-line with ECS
		- Peregrine providing engineering services (STC, kits) and possibly the end ACA device
	+ 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
			* Emphasis on recurring pathogen pandemics – futureproof
		- Aerosolized virus testing/ Provided/ Wes
			* First lab effectivity testing of virus aerosols completed
				+ **Reviewed, issues noted/ HA 01SEP20**
	+ 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 09SEP Zoom/ **ALL**
	+ Learjet med evac operation potential customer
		- Medevac use may provide “proof statement”/ support sales efforts
			* Operator is willing to provide aircraft, flight expenses(?) for testing ACA
				+ ACA feedback re process & expense coverage WIP

**Update 09 SEP Zoom/ Wes**

* + - Peregrine needs to provide aerosolized COVID-19 virus testing data
			* Contact ACA, secure feedback/ data
				+ Completed/ Wes
				+ Provide lab test data to medevac entity/ TBD?
			* Secondary mkt research – ACA site, GPS site, scientific data
				+ **WIP/ HA lead – Update 09 SEP Zoom, Info Distr As Available/ HA**
				+ Foundation for white paper, possible Webinar(?)
	+ TEXTRON
		- Telecon held 26 August/ Mike Gibbons/ Business Dvpt
			* Peregrine participants/ Wes, Kevin, Hal
			* Interest in most of product lines and XL (Jim Lee – beta fit), X, Sovereign seemed to be particular interest
			* **Peregrine proposal requested/ due TBD/ Wes**
				+ Excluding the ACA device which TEXTRON procures direct from ACA