

AIRPORTREPORT

AMERICAN ASSOCIATION OF AIRPORT EXECUTIVES

Vol. 1, Number 2

January 15, 2005

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UPCOMING EVENTS

AAAE/GLC AAAE National Air Service Conference	Jan. 23-25
AAAE Aviation Security for Law Enforcement Officers Training	Jan. 24-26
Airport PR Conference/Crisis Management Workshop	Jan. 30-Feb. 1
AAAE/SEC AAAE Finance/Administration Conference	Jan. 30-Feb. 1
ARFF Chiefs' School	Jan. 30-Feb. 2
Airport Emergency Response School	Feb. 3-4
AAAE ACE Security Review Course	Feb. 14-18

NOTES

Post your position open ad or resume today at www.airportjobsonline.com!
Employers: Have resumes of qualified applicants delivered to your e-mail inbox!
Job seekers: Receive e-mail notification of jobs that meet your qualifications!

New Congress Convened Jan. 4

The 109th Congress convened Jan. 4 to swear in members of the House and Senate and to begin the process of formally organizing itself for the two-year period ahead.

The November elections, self-imposed term limits for committee chairmanships and internal rules changes will affect some of the key players and committees airports traditionally have dealt with on a number of top airport priorities, including security.

One of the biggest changes is the creation of a permanent Homeland Security Committee in the House with primary legislative and oversight jurisdiction over key functions of the Department of Homeland Security (DHS) and TSA.

Late last year, the Senate voted against making a similar change to consolidate jurisdiction for transportation security and other DHS-related pieces under the Senate Governmental Affairs Committee. Consequently, the Commerce Committee will maintain its oversight and legislative functions for transportation security in the Senate.

Sen. Ted Stevens (R-Alaska) will take over as Commerce Committee chairman in the new Congress due to term limits on committee chairmen, replacing Senator John McCain (R-Ariz.), who has chaired the committee for the past six years. The reshuffling also likely will affect the leadership of the aviation subcommittee, which was chaired by Sen. Trent Lott (R-Miss.) in the last Congress. Sen. Jay Rockefeller (D-W.Va.) likely will remain as the subcommittee's ranking Democrat.

Airports Debate Cargo Security Rule

AAAE joined other interested parties in filing comments on TSA's proposed cargo security rule by the Jan. 10 deadline.

AAAE made five key points in its comments, asking TSA to:

(1) re-examine the Security Identification Display Area (SIDA) expansion requirements in light of the diverse operational configurations, ownership and control at airports, and address the difficulties of including certain public, general aviation and fixed based operator areas within the SIDA;

(2) clarify the TSA terminology used to outline the SIDA requirements in light of the operational complexity and size and layout diversity at airports;

(3) provide airports the flexibility to submit for approval alternative measures to address cargo security procedures outlined in the NPRM;

(4) provide funding for those airports that will have to incur significant costs to implement the cargo rules, and

(5) provide waivers to airports that cannot, because of administrative or procedural issues out of their control, comply with the 90-day implementation deadline.

By midday on Jan. 11, comments from a dozen airports had been added to the public docket. TSA issued the draft rule in November.

DFW Unveils Carrier Incentive Program

Dallas Fort Worth International on Jan. 6 unveiled a multi-million dollar incentive and stimulus package that will be marketed to all major U.S. air carriers. The plan includes free rent in Terminal E for one year and up to \$22 million in other financial aid if carriers initiate or expand service at the airport.

The announcement was coupled with a statement that the airport and Delta have reached a comprehensive agreement that allows the airport to regain control of 24 of Delta's gates in Terminal E for \$7 million. Delta will release the gates to

the airport over the next several months and keep four gates in Terminal E to continue its reduced operations. The transaction is
(continued on following page)



a result of Delta and Delta Connection plans to reduce service at Dallas Fort Worth from 258 daily departures per day to 21 flights as of Feb. 1.

"We are extremely grateful for the cooperation and leadership that Delta Air Lines has shown during this negotiation process," said airport CEO Jeff Fegan, A.A.E. "We know Delta has had some very tough decisions to make here at our airport and around the country, and we believe our agreement with the airline is beneficial to both parties."

In return for relinquishing the gates, Delta will be released from payment of future rents, fees and charges on these facilities. The airline had previously held leases for the gates that ran through the end of 2009. The airport's payment to Delta will reimburse costs the carrier incurred to make physical improvements to Terminal E and to consolidate its operations to four gates.

The Terminal E Leasing and Air Service Incentive Program is based on a carrier agreeing to lease from 10 to 22 gates in Terminal E. To be eligible for the package, a carrier must agree to lease a minimum of 10 gates in the first year of operation and commit to this level of service through 2009.

The carrier also would be required to operate a certain number of flights, with at least 70 percent of new seats dedicated to markets listed in Dallas Fort Worth's top 50 destinations and currently not served by the airline from Dallas.

In return for an agreement to lease 10-22 gates in Terminal E, the airport said it will guarantee free terminal rent to the carrier for one year, and will purchase all required ground service equipment and provide it free of charge for the first year. The airport also will make any necessary facility improvements to Terminal E, with a minimum investment of \$4 million and up to \$6 million if all 22 gates are leased.

Finally, the airport said it will make up to \$1 million a year available to market the service. In total, a carrier would be eligible for up to \$12.2 million in assistance for a 10-gate operation, while a 22-gate operation would be eligible for an estimated \$22.2 million.

Airports To Test Security Technologies

TSA has selected 16 airports to test multiple next-generation security technologies, such as document scanners and "backscatter" x-ray equipment. Various technologies will be tested at the airports simultaneously, instead of testing a single technology at each airport.

Airports tentatively named to test the new technologies are: Los Angeles International, Jacksonville International, New York Kennedy International, Boston Logan International, Chicago O'Hare, Tampa International, Dallas Fort Worth International, Minneapolis-St. Paul International, Phoenix Sky Harbor International, Hartsfield Jackson Atlanta International, Miami International, San Francisco International, Baltimore-Washington International, Las Vegas McCarran International, Kansas City International and Gulfport Biloxi (Miss.) Regional.

The state of Maryland has confirmed that Baltimore-Washington International is one of four airports selected by TSA for a pilot program to test simultaneously explosives trace portal (ETP) and x-ray backscatter technology for passenger screening.

The ETP, a walkthrough portal similar to a metal detector, blows several quick "puffs" of air on passengers and analyzes the air for explosive materials. If the portal's alarm sounds, the passenger is subject to additional screening. The x-ray backscatter inspection system creates photo-like images that can reveal explosives and plastic weapons, thereby reducing the need for physical body pat-downs.

Houston To Pilot Cargo Inspection

TSA has awarded Ancore Corp., a division of OSI Systems, \$4 million to develop an air cargo inspection pilot program at Bush Intercontinental, the company said.

The program is an effort among TSA, the Houston Airport System, Continental and OSI Systems to develop a system to inspect air cargo in containers. During the screening process, Ancore's technology is to detect chemical threats by identifying the signature of the element's composition.

Philadelphia Gains LEO Reimbursement

Philadelphia International reported it was successful in obtaining supplement-

tal funding from TSA for reimbursement of 2004 law enforcement officer and canine program costs. Receipt of these federal funds will enable the airport to issue credit invoices to its tenant airlines totaling \$741,000, airport officials said.

DOT To Probe Travel Disruptions

DOT has opened a formal investigation into travel disruptions that affected US Airways and Comair over the Christmas weekend, stranding passengers and delaying baggage delivery.

DOT Secretary Norman Mineta directed the department's Office of Aviation and International Affairs, the general counsel and Inspector General Ken Mead to undertake the probe, stating, "It is important that the department and the traveling public understand what happened, why it happened, and whether the carriers properly planned for the holiday travel period and responded appropriately to consumer needs in the aftermath."

Mead said that his office would begin an expedited investigation. "We will be examining the causes of flight cancellations, delays, and baggage handling malfunctions associated with US Airways. Further, we will be reviewing the reasons why a computer system at

AIRPORTREPORT

Editor Holly R. Ackerman

Charles M. Barclay, A.A.E.
President

AIRPORT REPORT is a twice-monthly publication of the American Association of Airport Executives, the largest professional organization for airport executives in the world, representing more than 2,400 airport management personnel.

Find out more about us on our home page at <http://www.aaae.net>.

Comair failed, forcing the cancellation of nearly a thousand flights," Mead said.

Further, Mead pledged that the review would be completed "expeditiously" in order to provide Mineta, Congress and the traveling public with "an objective assessment so corrective actions can be taken by the appropriate parties to prevent such situations from happening again."

At the same time, Mead said it has been almost four years since his office last examined how well the airlines are living up to the 12 customer service commitments they voluntarily adopted in 1999.

"Given that air traffic and flight delays are approaching the levels experienced in 2000, it is appropriate that we review the extent to which air carriers are meeting their commitments and have fully incorporated them into their contracts of carriage," Mead said. "Much has changed since the airlines pledged to improve air travel in 1999. Our pending review will take into account the changes in aviation security following 9/11 and airline industry trends, including the financial health of the industry and the impact of low-cost carriers and regional jets."

As part of the investigation, Mead issued a call for airline travelers to report holiday travel disruptions or related customer service information to a new toll-free hotline and website. The investigation also will consider the broader aspect of how airlines are meeting their customer service commitments.

Comair issued a statement saying it "looks forward to sharing with the Department of Transportation (DOT) and its Inspector General what we have learned from this chain of events as we work together to help avoid situations like this in the future. Comair will cooperate fully with the DOT in this matter."

Las Vegas To Offer Free Airport-Wide Wi-Fi

Aruba Wireless Networks said that it will provide wi-fi service throughout Las Vegas McCarran International, making it the largest free airport-wide wi-fi service, covering nearly two million square feet.

The new service ultimately will allow

McCarran to provide a wide range of services to travelers. These could include the ability to check flight information from wi-fi enabled displays and access reservation kiosk services, the company said.

More than 40 Airports To Attend F&A Conference

Finance and administration officials from more than 40 airports have registered for the 16th Annual Finance and Administration Conference, to be held Jan. 30-Feb. 1 in Naples, Fla.

The event, co-sponsored by AAAE and the Southeast Chapter AAAE, includes a Part 139 overview for non-operations staff and a tour of Naples Municipal Airport. Topics to be discussed include checkpoint throughput modeling, the opt-out program, wireless networking, flight tracking systems, inline solutions for small and medium-sized airports and PFC auditing.

For registration information, visit http://www.aaae.org/products/meeting_details.html?Record_id=161.

In Memoriam

As we look back on 2004, we honor airport industry officials and members of AAAE's family who died during the year. These include:

Robert Larson, deputy executive director for the city of Naples (Fla.) Airport Authority; C.P. (Pres) Mangum, A.A.E., AAAE president in 1983; George Bean, A.A.E., AAAE president in 1971 and a former ACI-NA chairman; Greg Isbill, an industry design/construction engineer who was instrumental in expanding AAAE's scholarship program and establishing the AAAE Foundation's endowment fund; Henry Manget, A.A.E., a longtime director of the DeKalb-Peachtree, Ga., Airport and a former AAAE board member; Lorenzo Grant, a charter member of the Metropolitan Knoxville Airport Authority's Board of Commissioners; Peter Paul Boudreau, vice president of business services for CA One Services, and Henry Dahlberg, a longtime member of the Tucson Airport Authority.

THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY REQUEST FOR PROPOSALS (RFP)

LEASE/PURCHASE HIGH SPEED MULTIFUNCTIONAL AIRPORT SNOW REMOVAL EQUIPMENT FOR JFK, NEWARK LIBERTY INTERNATIONAL AND LAGUARDIA AIRPORTS

The Port Authority of NY & NJ is currently seeking proposals from qualified firms interested in providing 11 units of multifunctional airport snow removal equipment under a lease/purchase agreement with an option for up to an additional 24 units.

Proposers and/ or vehicle manufacturers shall have been in the business of manufacturing airport snow removal vehicles which meet the RFP requirements for three years prior to the due date of this proposal. The Proposer shall have had in any one of the last three fiscal or calendar years preceding the proposal due date, a minimum of \$1,000,000 annual gross sales from the sale or rental of automotive equipment. The vehicle manufacturer, if other than the Proposer, shall have had in any of one of the last 3 fiscal or calendar years immediately preceding the due date a minimum of \$5,000,000 of gross income solely from the sale of snow removal vehicles.

Interested parties may request a copy of the RFP from the Purchasing Services Division via e-mail at askforbids@panynj.gov or fax (212-435-3959) reference Collective # 0000007457 on all requests. Responses are due no later than 2 PM, February 8, 2005.

POSITIONS OPEN

AIRPORT EXECUTIVE DIRECTOR

Tri-Cities Regional Airport, Tenn./Va. Interacts with the Tri-Cities Airport Commission, handles strategic development and oversees capital development programs, continues the growth of new air service, has financial oversight, negotiates with airlines and other tenants and remains involved with AAAE for networking and industry/professional developments. To apply, forward a confidential resume (as an attached Word document) via e-mail to grice@mirraleigh.com. This search is being handled by Grice Whiteley, Management Recruiters of Raleigh, 5171 Glenwood Avenue, Suite 350, Raleigh, NC 27612, (919) 781-0400, Ext. 109. Tri-Cities Airport Commission is an equal opportunity employer. For application information, visit <http://airportnet.jobcontrolcenter.com/jobdetail.cfm?job=2084974>.

AIRPORT OPERATIONS SUPERVISOR

St. Petersburg-Clearwater International Airport, Pinellas County, Fla. Responsible administrative, technical and supervisory work in the airside operations. A completed unified personnel system application/questionnaire must be submitted. A resume will only be accepted with a completed application/questionnaire. See requirement section for information. For additional information, visit: <http://airportnet.jobcontrolcenter.com/jobdetail.cfm?job=2092434>.

AVIATION PLANNER

Cincinnati, Ohio. CH2M HILL's aviation practice is seeking a dynamic aviation planner with at least five years of experience. Responsibilities include preparing master plans, civilian and military aviation planning studies, business development and providing assistance with the preparation of EA and EIS documents for airport development projects. In particular, the individual will be responsible for researching and preparing technical documentation, such as technical memoranda and report sections, preparing and participating in presentations made to local, state and federal agencies, as well as the

general public. The individual must be capable of working with minimal supervision and have great writing and speaking skills. A minimum of five years of experience, a B.S. or M.S. degree in a related field, experience preparing planning documents, knowledge of FAA standards and regulations and the ability to travel throughout United States is a required. For additional information, visit <http://airportnet.jobcontrolcenter.com/jobdetail.cfm?job=2091986>.

AVIATION PLANNER

Cheyenne, Wyo. The Wyoming Department of Transportation is seeking an aviation planner (class code: PL14-7732) for its Cheyenne planning/aeronautics program. Requires any combination of training and experience equivalent to a bachelor's degree in planning, public or business administration, economics or field related to the program area, plus two years of professional work experience in business or government planning, program development or administration. Hiring range salary is \$2,702-\$3,351 per month. For more information or to apply online, visit <http://statejobs.state.wy.us/JobSearchDetail.aspx?ID=7732>, or submit an official application to A&I Human Resources Division, Emerson Building, 2001 Capitol Avenue, Cheyenne, WY 82002-0060, (307) 777-7188, fax (307) 777-6562, along with transcripts of any relevant course work. Applications should be submitted immediately, as vacancy will close without notice. EEO/ADA employer.

CIVIL ENGINEER

Lincoln, Neb./Denver, Colo. Successful engineering firm is seeking a mid-level engineer to work with an airports team in Lincoln, Neb., or Denver, Colo. Responsibilities include design, project production and field observation for various airport projects. Airport paving/grading experience is helpful; knowledge of AutoCAD is preferred. Minimum of four years of professional experience is required. A professional environment, comprehensive benefits and excellent compensation is offered. Send a resume to Olsson Associates, 1111 Lincoln Mall, Lincoln, NE 68508, or e-mail

aswanson@oaconsulting.com. EOE. For more information, visit: <http://airportnet.jobcontrolcenter.com/jobdetail.cfm?job=2091055>.

DEPUTY EXECUTIVE DIRECTOR

Atlanta, Ga. Responsible for the overall maintenance of the central passenger terminal complex structures and systems, including contract negotiation, personnel utilization and administration regarding electrical, structural, mechanical maintenance and custodial services. Requires a bachelor's degree in a technical discipline, and a minimum of 10 years of experience in positions of increasing responsibility and authority supervising personnel involved in the construction, maintenance and operation of complex structures and systems. A minimum of five years of experience in the areas of financial administration, intermediate-level management supervision, supply systems administration and contract negotiation and administration. Additionally three years as a manager in a large commercial, industrial or military facility is desirable. Excellent benefits package with competitive salaries. Submit resumes with salary requirements to hr@aatc.org, or by fax to (404) 530-2106. For additional information, visit <http://airportnet.jobcontrolcenter.com/jobdetail.cfm?job=2094123>.

DIRECTOR OF AIRPORTS

St. Louis, Mo. Airport management professional leads the management activities of Lambert-St. Louis International Airport. Reports to the mayor and heads the airport authority, a department of the city. Must have a bachelor's degree in business/related field, with a master's degree preferred, plus 10 years of experience in a top management position at a commercial airport. Comparable combination of education and experience is acceptable. Strong leadership skills, proven business acumen and demonstrated success in air service development are critical for success in this role. The city of St. Louis is an equal opportunity employer. This engagement is led by Tim McNamara and Paul Gaines. Interested candidates should submit a cover letter with reasons for applying, a re-

(continued on page 16)



American Association of Airport Executives
ARFF TRAIN THE TRAINER SCHOOL
FORCIBLE ENTRY SCHOOL

March 6-11, 2005 • Tucson, Arizona • MTG. #050304, #050305

ARFF Train the Trainers School

March 6-9, 2005 • Meeting #050304

Aircraft rescue firefighters must be proficient in the duties of airport firefighting. Good training makes for successful responses to emergencies. This training provides the baseline of knowledge to complete those duties. The schools are designed for individuals who have (or will have) training responsibility at the airport. Students will receive hands-on training from experienced instructors. Following are just a few examples of topics to be covered.

Adult Learning and Teaching Methodology: An important part of instructing firefighters is understanding how they learn. An instructor must adapt to an adult style of learning. This session will teach the student the different methodologies of adult learning and present some techniques that will enhance the trainer's repertoire.

Resources for ARFF Training: Finding inexpensive teaching materials to use is challenging. Beyond existing manuals, there are other products and materials that can be used to develop a training curriculum. This interactive presentation will provide other sources of information and share thoughts and ideas about effective alternatives used by other students in the classroom.

Using Computers to Spice Up Your Training—Intro to PowerPoint: This session provide the basics of presentation development so that you now have another tool for your training toolbox.

Immersion Training Orientation—Assignments for Teachback: The immersion style of teaching is an excellent platform to prove individual capabilities under pressure and demonstrate self-confidence and preparedness—both good qualities for any ARFF instructor. During this time the instructors will explain the purpose of the immersion training and hand out the homework assignments.

Teaching Demonstration: Classroom And Practical: Before embarking on student presentations, watch an experienced instructor utilize many teaching tools discussed during the class. Students will have the opportunity to critique the session while learning from an experienced instructor.

Student Presentations with Critique: Each student will present his or her homework assignment to the class. The presentations will be no longer than 15 minutes. The goal is to have each student make a presentation utilizing the tools and resources discussed in class. Students will critique each other.

Study Materials: All students will receive handout materials to assist them in developing their own training curriculum. These materials will include a CD-Rom. There will be a laptop computer on hand for use by the students. **However, it is advised that students bring their own laptop computer with PowerPoint to the class.**

All sessions will take place at the Marriott University Park Hotel.

Forcible Entry School

March 10-11, 2005 • Meeting #050305

This two-day class will give individuals the knowledge, experience and understanding of how to use emergency firefighting equipment and tools at the firefighter's disposal in the most safe and efficient manner. Training sessions will take place at Pinal Air Park. Students attending the Forcible Entry School must bring their own protective clothing including hand and eye protection.

Dress for both schools is business casual. **For further program information, contact Barbara Sanders, AAAE, at (703) 824-0500, Ext. 186, or e-mail barbara.sanders@aaae.org. For further registration information, contact Kate Hood, AAAE, Ext. 174, or e-mail kate.hood@aaae.org. Registration confirmation will be faxed to all attendees.**

ARFF TRAIN THE TRAINER SCHOOL AGENDA

(subject to change)

Sunday, March 6

5-6 p.m. Registration and Reception

Monday, March 7

8-9 a.m. Registration/Continental Breakfast

9-9:30 a.m. Welcome and Introduction

9:30-10:30 a.m. Presentation

10:30-11 a.m. Coffee Break

11 a.m.-12 p.m. Presentation

12-1 p.m. Lunch

1-3 p.m. Presentation

3-3:30 p.m. Refreshment Break

3:30-4:30 p.m. Presentation

4:30-5 p.m. Wrap-up for the day

Tuesday, March 8

8-8:30 a.m. Continental Breakfast

8:30-9:30 a.m. Presentation

9:30-10:30 a.m. Presentation

10:30-11 a.m. Coffee Break

11 a.m.-12 p.m. Presentation

12-1:30 p.m. Lunch

1:30-3 p.m. Presentation

3-3:30 p.m. Refreshment Break

3:30-4:30 p.m. Presentation

4:30-5 p.m. Wrap-up for the day

Wednesday, March 9

8-8:30 a.m. Continental Breakfast

8:30-10:30 a.m. Presentation

10:30-11 a.m. Coffee Break

11 a.m.-12 p.m. Presentation, then Adjournment

FORCIBLE ENTRY SCHOOL AGENDA

(subject to change)

Thursday, March 10

8-9 a.m. Registration/Continental Breakfast

9-9:30 a.m. Welcome and Introduction

9:30-10:30 a.m. Presentation

10:30-10:15 a.m. Coffee Break

10:15 a.m.-12 p.m. Presentation

12-1 p.m. Lunch

1-2 p.m. Presentation

2-3 p.m. Presentation

3-3:15 p.m. Refreshment Break

3:15-4:30 p.m. Presentation

4:30-5 p.m. Wrap-up for the day

Friday, March 11

8:30 a.m.-4:30 p.m. Forcible Entry Training at Pinal Air Park

4:30 p.m. Adjournment



American Association of Airport Executives
ARFF TRAIN THE TRAINER SCHOOL (MTG. #050304)
FORCIBLE ENTRY SCHOOL (MTG. #050305)

March 6-11, 2005 • Tucson, Arizona

Hotel reservations—Rooms are being held at the Marriott University Park Hotel at 880 East Second Street, Tucson, Arizona 85719, phone: (520) 792-4100. All attendees will receive a special rate of \$129 single or double occupancy. Reservations must be made by Friday, February 11, 2005, in order to guarantee this rate.

Airline reservations—American Airlines and Delta Air Lines have been selected as the official air carriers for this meeting. Attendees can receive 10% off American's and Delta's full coach fares or 5% off all other published fares. Rules and restrictions apply. To take advantage of American's and Delta's special fares, call American Airlines directly at (800) 433-1790 from 6 a.m.-1 a.m. eastern time daily and refer to star file #6035AN; call Delta Air Lines directly at (800) 241-6760 from 8 a.m.-11 p.m. eastern time daily and refer to file number 198265A.

Ground transportation—The most convenient form of transportation from the airport to the Marriott University Park is the Arizona Stagecoach Shuttle. The shuttle picks up outside of baggage claim on a 24-hour basis and costs \$17 one way and \$22 round trip (rates decrease for 2 or more people). This shuttle makes stops at several downtown hotels, and reservations can either be made in advance by calling (520) 889-1000 or upon arrival at their counter in baggage claim. The drive takes approximately 15-30 minutes depending on how many stops the shuttle makes. Taxi service costs approximately \$20 and takes about 15 minutes. Avis Rent-A-Car is the official rental car company for this meeting. To make reservations or for further information, please call Avis at (800) 331-1600 and reference J097316.

NOTE: AAAE reserves the right to cancel this program if the number of registrants is insufficient. In this event, we will notify all registrants and refund the registration fee in full. However, any costs incurred by the registrant, such as hotel cancellation or airline penalties, are the responsibility of the registrant. If you have not received a confirmation letter via fax two business days prior to the meeting, and you enrolled at least 15 days prior to the meeting, please contact the AAAE Meetings Department at (703) 824-0504. Non-receipt of the confirmation letter before the meeting is not justification for seeking a refund.

I would like to be contacted about upcoming meetings/promotions by fax [] e-mail []. Future correspondence will be sent to the below address, fax number and/or e-mail address.

Nickname for Badge _____ E-mai Address _____

Full Name _____

Title _____

Airport/Company _____

Address _____

City/State/Zip _____

Telephone Number _____ Fax Number _____



[] Please indicate any special needs to participate and attach a description of your needs.

Registrations and cancellations must be submitted in writing. Refund requests received before February 18, 2005, are subject to a \$125 processing fee. There will be no refunds after this date. Substitutions will be accepted without penalties and no-shows will be billed. For all inquiries regarding cancellations and refunds, please contact the AAAE Meetings Department at (703) 824-0504.

REGISTRATION FEE (in U.S. funds drawn on a U.S. bank)

Table with 3 columns: Fee Item, Before 2/4, On or After 2/4. Rows include Train the Trainer School, Forcible Entry School, and Both Schools.

The ARFF Train the Trainer School is worth 15 credits and the Forcible Entry School is worth 12 credits in the AAAE Continuing Airport Management Education Unit (CEU) program.

PAYMENT METHOD

[] Enclosed is my check payable to AAAE [] Purchase Order # _____
[] Upon receipt of this form, please charge my (circle one): American Express MasterCard Visa

Cardholder Name _____

Account Number _____ Exp. Date _____

Signature _____

RETURN TO: AAAE • 601 Madison St., #400 • Alexandria, VA 22314 (USA) or fax to (703) 820-1395. Photocopies of this form will be accepted. AAAE accepts registration regardless of race, religion, sex, physical disability and national or ethnic origin. This includes but is not limited to admissions, employment and educational services.

American Association of Airport Executives, Federal Aviation Administration



AIRFIELD SAFETY, SIGN SYSTEMS & MAINTENANCE MANAGEMENT WORKSHOP



April 3-5, 2005 • Phoenix, Arizona • Mtg. #050402

The Federal Aviation Administration (FAA) and the American Association of Airport Executives (AAAE) announce the 12th Annual Airfield Safety, Sign Systems & Maintenance Management Workshop. Join us at the only school designed specifically for airfield maintenance personnel.

PURPOSE

The Airfield Safety, Sign Systems & Maintenance Management Workshop will increase awareness of FAA's FAR Part 139 certification program and enhance the professionalism and resources of airport safety and maintenance personnel. This school is tailored to airport personnel who are responsible for the day-to-day maintenance, safety, construction and engineering of public-use (both commercial and general aviation) and military airports.

Presenters will include FAA experts from regional offices, airfield maintenance personnel from airfields across the United States, and airport maintenance experts from the consultant community.

WORKSHOP DESIGN

This workshop includes presentations, discussions with FAA officials, and case studies developed by airport maintenance and safety professionals to ensure that they reflect real-life airfield situations. The workshop also includes exhibits of the latest airfield safety-related technology.

LOCATION

All sessions will take place at the Hyatt Regency Phoenix at Civic Plaza Hotel. The workshop begins with early registration and the Welcome Reception at 5:30 p.m. on Sunday, April 3. Sessions will take place all day Monday and Tuesday, concluding at 4:30 p.m. on Tuesday, April 5. Dress for the workshop is casual. Confirmation of registration will be faxed to all attendees. Registration includes one reception, two continental breakfasts, two lunches, refreshment breaks and all handout materials.

SESSION TOPICS

Tentative topics (subject to change) include:

- FAA Hot Topics
- Airfield Communications and Safety
- Construction
- Pavement Management/Inspection Programs
- Airfield Sign Systems Standards, Inspection and Maintenance
- Case Studies
- Airfield Lighting Standards, Inspection and Maintenance

CONTACT

For further **program information**, contact Jennifer Klass, C.M., AAEE, at (703) 824-0500, Ext. 225, or e-mail jennifer.klass@aaee.org. For further **registration information**, contact Kathy Houston, AAEE, at (703) 824-0500 Ext. 185, or e-mail kathy.houston@aaee.org.

AGENDA

(subject to change)

SUNDAY, APRIL 3

5:30 - 6:30 p.m. Registration and Welcome Reception

MONDAY, APRIL 4

8 - 8:30 a.m. Registration and Continental Breakfast

8:30 a.m - 4:30 p.m. Sessions (includes luncheon and breaks)

TUESDAY, APRIL 5

8 - 8:30 a.m. Continental Breakfast

8:30 a.m. - 4:30 p.m. Sessions (includes luncheon and breaks)

REGISTER ON-LINE!

www.aaee.org/meetings



American Association of Airport Executives, Federal Aviation Administration AIRFIELD SAFETY, SIGN SYSTEMS AND MAINTENANCE MANAGEMENT WORKSHOP



April 3-5, 2005 • Phoenix, Arizona • Mtg. #050402

Hotel reservations—Rooms are being held at the Hyatt Regency Phoenix at Civic Plaza, 122 North Second Street, Phoenix, AZ 85004-2379, phone (602) 252-1234, fax (602) 254-9472. All attendees will receive a special rate of \$139 for both single and double occupancy. **Reservations must be made by March 11, 2005, to guarantee this rate.** Reservations made after this date can only be honored on a space available basis. To make your reservations, call the hotel directly at (602) 252-1234 and identify yourself as part of the AAAE group.

Airline reservations—American Airlines and Delta Air Lines have been selected as the official air carriers for this meeting. Attendees can receive 10% off American's and Delta's full coach fares or 5% off all other published fares. Rules and restrictions apply. To take advantage of American's and Delta's special fares, call American Airlines directly at (800) 433-1790 from 6 a.m.-1 a.m. eastern time daily and refer to star file #1045AL; call Delta Air Lines directly at (800) 241-6760 from 8 a.m.-11 p.m. eastern time daily and refer to file number 208386A.

Ground transportation—The Hyatt Regency Phoenix offers a shuttle service with Arrive Shuttle Service. This service costs \$8 one way per person and the ride from the airport to the hotel takes 10-15 minutes. Reservations are not required. Upon arrival, call Arrive Shuttle from the courtesy phone bank located in baggage claim. For further information, please call Arrive Shuttle at (602) 286-6161. Alternatively, a cab ride costs \$15 one way. Avis Rent-A-Car is the official rental car company for this meeting. To make reservations or for further information from Avis, please call (800) 331-1600 and reference J097316.

NOTE: AAAE reserves the right to cancel this program if the number of registrants is insufficient. In this event, we will notify all registrants and refund the registration fee in full. **However, any costs incurred by the registrant, such as hotel cancellation or airline penalties, are the responsibility of the registrant.** Confirmation letters will be faxed to attendees. If you have not received a confirmation letter via fax two business days prior to the meeting, and you enrolled at least 15 days prior to the meeting, please contact the AAAE Meetings Department at (703) 824-0504. Non-receipt of the confirmation letter before the meeting is not justification for seeking a refund.

I would like to be contacted about upcoming meetings/promotions by fax e-mail . Future correspondence will be sent to the below address, fax number and/or e-mail address.

Nickname for Badge _____ E-Mail Address _____

Full Name _____

Title _____

Airport/Company _____

Address _____

City/State/Zip _____

Telephone Number _____ Fax Number _____



Please indicate any special needs to participate and attach a description of your needs.

Registrations and cancellations must be submitted in writing. Refund requests received before 3/18/05 are subject to a \$125 processing fee. There will be no refunds after this date. Substitutions will be accepted without penalties and no-shows will be billed. For all inquiries regarding cancellations and refunds, please contact the AAAE Meetings Department at (703) 824-0504.

REGISTRATION FEE (in U.S. funds drawn on a U.S. bank)

(includes all handouts, the opening reception and one luncheon)

- 1. AAAE members \$370
- 2. AAAE Member/ARDF* Member \$355
- 3. Non-member \$425
- 4. Non-member/ARDF* Member \$410

*ARDF—the Airport Research and Development Foundation

DISPLAY TABLES

- 5. Display table (includes one registration)\$750 (Please provide a 25-word description of your company to be used in the conference program and return it with this registration form.)

This course is worth 12 credits in the AAAE Continuing Airport Management Education Unit (CEU) program.

PAYMENT METHOD

- Enclosed is my check payable to AAAE Purchase Order # _____
- Upon receipt of this form, please charge my (circle one): American Express MasterCard Visa

Cardholder Name _____

Account Number _____ Exp. Date _____

Signature _____

RETURN TO: AAAE • 601 Madison St., #400 • Alexandria, VA 22314 (USA) or Fax to (703) 820-1395. Photocopies of this form will be accepted. AAAE accepts registration regardless of race, religion, sex, physical disability and national or ethnic origin. This includes but is not limited to admissions, employment and educational services.



LEIGH FISHER ASSOCIATES
Consultants to Airport Management

American Association of Airport Executives and Leigh Fisher Associates

PASSENGER FACILITY CHARGE (PFC) COLLECTION AND MONITORING WORKSHOP

April 4, 2005 • Washington, D.C. • Mtg. #050404

The American Association of Airport Executives (AAAE) and Leigh Fisher Associates are pleased to present the Passenger Facility Charge (PFC) Collection and Monitoring Workshop on April 4, 2005, in Washington, D.C.

PFCs continue to be one of the most important sources of project funding for airport operators in the context of increased federal security requirements, future capacity needs and continued industry financial challenges. This one-day seminar will help you understand recent changes and how PFC revenues can best be used in connection with airport capital programs.

The workshop will draw upon the expertise of the FAA, airport operators, rating agency analysts and others in the industry, and will cover many issues, including:

- What FAA reauthorization means for the PFC program
- How new streamlining provisions will affect the PFC application process
- What role PFCs should play in funding security projects
- How permitted PFC uses have changed
- How to navigate collection, remittance and airline bankruptcy issues
- How airport operators are managing their PFC programs
- How smaller airport operators are affected by recent PFC program changes

- How rating agencies and the finance community view PFC-supported debt and financings

Airport professionals with financial responsibilities should not miss this special opportunity to learn how others are making the most of their PFC revenues.

All sessions and the reception will be held at the Wyndham City Center Hotel. The workshop will begin at 9 a.m. and will end at approximately 5 p.m. on Monday, April 4. The full day of sessions will be followed by a networking reception from 6 p.m.- 7 p.m. Registration fees include all hand-outs, coffee breaks, one luncheon and the reception.

A \$25-per-meeting discount will apply for those attending **both** the Passenger Facility Charge (PFC) Workshop and the Rates and Charges Workshop, to be held April 5-6. **To receive the discount, your registration form for both meetings must be completed and returned to AA AE at the same time.**

For further program information, contact Tom Zoeller, AA AE, at (703) 824-0500, Ext. 172, or e-mail tom.zoeller@aaae.org.

For further registration information, contact Kathy Houston, AA AE, at Ext. 185 or e-mail kathy.houston@aaae.org.

Dress for this workshop is business casual. Confirmation of your registration will be faxed.

REGISTER ON-LINE!

<http://www.aaae.org/meetings>

American Association of Airport Executives and Leigh Fisher Associates

PASSENGER FACILITY CHARGE (PFC) COLLECTION AND MONITORING WORKSHOP

April 4, 2005 • Washington, D.C. • Mtg. #050404

Hotel reservations—Rooms are being held at the Wyndham City Center, 1143 New Hampshire Ave. NW, Washington, DC 20037, phone (202) 775-0800. All attendees will receive a special rate of \$189 single/double occupancy. **Reservations must be made by Friday, March 18, 2005 in order to guarantee this rate.** Reservations made after this date only can be honored on a space available basis. To make your hotel reservations, call the hotel directly at (202) 775-0800, or toll free (800) 996-3426 and identify yourself as part of the AAAE group.

Airline reservations—American Airlines and Delta Air Lines have been selected as the official air carriers for this meeting. Attendees can receive 10% off American's and Delta's full coach fare or 5% off all other published fares. Rules and restrictions apply. To take advantage of American's and Delta's special fares, call American Airlines directly at (800) 433-1790 from 6 a.m.-1 a.m. eastern standard time daily and refer to star file #1045AL, or call Delta Air Lines directly at (800) 241-6760 from 8 a.m.-11 p.m. eastern standard time daily and refer to file #208386A.

Ground transportation—The most convenient form of transportation from Reagan Washington National Airport to the Wyndham City Center is via taxi, which costs about \$10-\$13. The ride takes about 15 minutes. Avis Rent-A-Car is the official rental car company for this meeting. To make reservations or for further information, please call Avis at (800) 331-1600 and reference J097316.

NOTE: AAAE reserves the right to cancel this program if the number of registrants is insufficient. In this event, we will notify all registrants and refund the registration fee in full. **However, any costs incurred by the registrant, such as hotel cancellation or airline penalties, are the responsibility of the registrant.** Confirmation letters will be faxed to attendees. If you have not received a confirmation letter via fax two business days prior to the meeting, and you enrolled at least 15 days prior to the meeting, please contact the AAAE Meetings Department at (703) 824-0504. Non-receipt of the confirmation letter before the meeting is not justification for seeking a refund.

I would like to be contacted about upcoming meetings/promotions by fax e-mail . Future correspondence will be sent to the below address, fax number and/or e-mail address.

Nickname for Badge _____ E-Mail Address _____

Full Name _____

Title _____

Airport/Company _____

Address _____

City/State/Zip _____

Telephone Number _____ Fax Number _____



Please indicate any special needs to participate and attach a description of your needs.

Registrations and cancellations must be submitted in writing. Refund requests received before 3/18/05 are subject to a \$125 processing fee. There will be no refunds after this date. Substitutions will be accepted without penalties and no-shows will be billed. For all inquiries regarding cancellations and refunds, please contact the AAAE Meetings Department at (703) 824-0504.

REGISTRATION FEE (in U.S. funds drawn on a U.S. bank)

(includes all handouts, the evening reception, coffee breaks and one luncheon)

- 1. AAAE Member \$385
- 2. AAAE Member/ARDF* Member \$370
- 3. Non-member \$445
- 4. Non-member/ARDF* Member \$425

*ARDF—the Airport Research and Development Foundation

Check here if also registering for Rates and Charges Workshop; deduct \$25. Attach PFC Workshop registration form/payment. This course is worth six credits in the AAAE Continuing Airport Management Education Unit (CEU) program, and seven CPE credits in the National Association of State Boards of Accountancy program. (No prerequisites and/or preparation required.)

PAYMENT METHOD

- Enclosed is my check payable to AAAE
- Purchase Order # _____
- Upon receipt of this form, please charge my (circle one): American Express MasterCard Visa

Cardholder Name _____

Account Number _____ Exp. Date _____

Signature _____

RETURN TO: AAAE • 601 Madison St., #400 • Alexandria, VA 22314 (USA) or Fax to (703) 820-1395. Photocopies of this form will be accepted. AAAE accepts registration regardless of race, religion, sex, physical disability and national or ethnic origin. This includes but is not limited to admissions, employment and educational services.



LEIGH FISHER ASSOCIATES
Consultants to Airport Management

American Association of Airport Executives and Leigh Fisher Associates RATES AND CHARGES WORKSHOP

April 5-6, 2005 • Washington, D.C. • Mtg. #50405

How can airport decision-makers take on financial challenges in new and more sophisticated ways and use rate-setting strategies as a tool in today's economic environment? The recent recession, increased incidence of airline bankruptcies, growth of low-fare airlines and emergence of airline affiliates providing air service add complexity to airline rate-setting and negotiations. Squeezing more juice out of non-airline revenues is increasingly difficult as terminal concessionaires and rental car companies fight to enhance their bottom line and off-airport parking providers become more competitive. As an added twist, airports must now incorporate changes resulting from FAA reauthorization and the Transportation Security Administration's security enhancements into the airport finance "equation."

All of these are key issues facing airport managers and aviation professionals. To help you make more informed decisions in this evolving context, the American Association of Airport Executives (AAAE) and Leigh Fisher Associates are pleased to offer again our popular workshop on airport rate-setting and revenue development.

Airport managers must develop strategies for meeting these new challenges in ways that preserve the financial health of their airports. Among the factors that airport managers must consider are the impact on airline costs, the ability to make payments on airport debt and the need to develop financially viable plans for capital improvements all in the context of the evolving airline industry, federal laws and regulation and case law.

The program will include presentations from airport executives, airline representatives, concessionaires, lawyers, consultants and FAA officials. This workshop is designed to allow for maximum interaction between attendees and industry participants. Tentative topics include:

- What does the FAA reauthorization law mean for my airport?
- Are all the major airlines going to stay in business? What do low-fare airlines want from airports?
- Is my airport ready for the A-380 aircraft?
- From a business and finance perspective, how do I accommodate TSA at my airport?
- How can airports maximize federal funding for security-related infrastructure expenditures?

- What rate-setting methodology makes the most sense for my airport?
- How should airports approach lease and use negotiations? What options are available and what are the current trends?
- What is the least number of accounting rules airports need to implement?
- What are the best financial and management structures for terminal concessions, car rental, auto parking and cargo facilities?
- How do the bond rating agencies, bond insurers and banking community view airport finances today?

This workshop will cover legal and regulatory structures, as well as practical implications of rates and charges policies. Airport security issues as they relate to airport finance and preparations for airline negotiations also will be explored. For those new to the industry or desiring a refresher course, fundamentals of rates and charges will be reviewed with actual case studies as illustrations. Veterans and novices alike will find valuable and timely information in the program.

All sessions and the reception will be held at the Wyndham City Center. The workshop will begin at 8:30 a.m. (registration opens at 7:45 a.m.) on Tuesday, April 5, and will end at approximately 1 p.m. on Wednesday, April 6. The networking reception, held in conjunction with the Passenger Facilities Charges (PFC) Workshop, will be held from 6 p.m. - 7 p.m. on Monday, April 4. Registration fees include all handouts, coffee breaks, one luncheon and the reception.

A \$25-per-meeting discount will apply for those attending **both** the Rates and Charges Workshop and the Passenger Facility Charge (PFC) Workshop to be held April 4. **To receive the discount, your registration form for both meetings must be completed and returned to AA AE at the same time.**

For further program information, contact Tom Zoeller, AA AE, at (703) 824-0500, Ext. 172 or e-mail tom.zoeller@aaae.org. For further registration information, contact Kathy Houston, AA AE, at Ext. 185, or e-mail kathy.houston@aaae.org.

Dress for this workshop is business casual. Confirmation of your registration will be faxed.

American Association of Airport Executives and Leigh Fisher Associates

RATES AND CHARGES WORKSHOP

April 5-6, 2005 • Washington, D.C. • Mtg. #050405

Hotel reservations—Rooms are being held at the Wyndham City Center, 1143 New Hampshire Ave. NW, Washington, DC 20037, phone (202) 775-0800. All attendees will receive a special rate of \$189 single/double occupancy. **Reservations must be made by Friday, March 18, 2005, in order to guarantee this rate.** Reservations made after this date only can be honored on a space available basis. To make your hotel reservations, call the hotel directly at (202) 775-0800, or toll free (800) 996-3426 and identify yourself as part of the AAAE group.

Airline reservations—American Airlines and Delta Air Lines have been selected as the official air carriers for this meeting. Attendees can receive 10% off American's and Delta's full coach fare or 5% off all other published fares. Rules and restrictions apply. To take advantage of American's and Delta's special fares, call American Airlines directly at (800) 433-1790 from 6 a.m.-1 a.m. eastern standard time daily and refer to star file #1045AL; call Delta Air Lines directly at (800) 241-6760 from 8 a.m.-11 p.m. eastern standard time daily and refer to file #208386A.

Ground transportation—The most convenient form of transportation from Reagan Washington National Airport to the Wyndham City Center is via taxi, which costs about \$10-\$13. The ride takes about 15 minutes. Avis Rent-A-Car is the official rental car company for this meeting. To make reservations or for further information, please call Avis at (800) 331-1600 and reference J097316.

NOTE: AAAE reserves the right to cancel this program if the number of registrants is insufficient. In this event, we will notify all registrants and refund the registration fee in full. **However, any costs incurred by the registrant, such as hotel cancellation or airline penalties, are the responsibility of the registrant.** Confirmation letters will be faxed to attendees. If you have not received a confirmation letter via fax two business days prior to the meeting, and you enrolled at least 15 days prior to the meeting, please contact the AAAE Meetings Department at (703) 824-0504. Non-receipt of the confirmation letter before the meeting is not justification for seeking a refund.

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Nickname for Badge _____ E-Mail Address _____

Full Name _____

Title _____

Airport/Company _____

Address _____

City/State/Zip _____

Telephone Number _____ Fax Number _____



Please indicate any special needs to participate and attach a description of your needs.

Registrations and cancellations must be submitted in writing. Refund requests received before 3/18/05 are subject to a \$125 processing fee. There will be no refunds after this date. Substitutions will be accepted without penalties and no-shows will be billed. For all inquiries regarding cancellations and refunds, please contact the AAAE Meetings Department at (703) 824-0504.

REGISTRATION FEE (in U.S. funds drawn on a U.S. bank)

(includes all handouts, the April 5 reception, coffee breaks and one luncheon)

- 1. AAAE member \$405
- 2. AAAE member/ARDF* member \$390
- 3. Non-member \$465
- 4. Non-member/ARDF* member \$455

*ARDF—the Airport Research and Development Foundation

Check here if also registering for the PFC Workshop; deduct \$25. Attach Rates & Charges Workshop registration form/payment.

This course is worth nine credits in the AAAE Continuing Airport Management Education Unit (CEU) program

This course is worth 13 CPE credits in the National Association of State Boards of Accountancy program. (No prerequisites and/or preparation required.)

PAYMENT METHOD

Enclosed is my check payable to AAAE Purchase Order # _____

Upon receipt of this form, please charge my (circle one): American Express MasterCard Visa

Cardholder Name _____

Account Number _____ Exp. Date _____

Signature _____

RETURN TO: AAAE • 601 Madison St., #400 • Alexandria, VA 22314 (USA) or Fax to (703) 820-1395 Photocopies of this form will be accepted. AAAE accepts registration regardless of race, religion, sex, physical disability and national or ethnic origin. This includes but is not limited to admissions, employment and educational services.



American Association of Airport Executives

AIRPORT CERTIFIED EMPLOYEE (ACE) - AIRFIELD LIGHTING MAINTENANCE REVIEW COURSE

April 4-8, 2005 • Salt Lake City, Utah • Mtg. #050403

The American Association of Airport Executives (AAAE) is pleased to present the second nationwide Airport Certified Employee (ACE) - Airfield Lighting Maintenance Review Course. Receive the best possible education on safely and efficiently operating and maintaining your airfield's lighting systems by becoming an ACE!

ENROLLMENT PROCESS

Before registering for the Review Course, **you must be a AAAE member** (all member types except Academic may enroll) **and be enrolled in the ACE - Airfield Lighting Maintenance program.** To become a member and enroll, please go to:

http://www.aaae.org/members/220_Training_Certifications/150_ACE_Program/200_Airfield_Lighting_Maintenance/

After enrolling in the ACE program for \$350 and becoming a AAAE member (dues vary by membership type), students will receive course materials. Then students may register for this Review Course. **The fee for the Review Course is paid separately from all other fees.**

COURSE DESCRIPTION AND CONTENT

The Airport Certified Employee (ACE) - Lighting Maintenance program is an extensive curriculum based on FAA, U.S. military and international recommendations. It is highly recommended that students **thoroughly study the course materials** before attending the Review Course. Included in the course is a 100-question **examination that must be passed in order to receive ACE certification.** However, students are **not required to take the exam at the end of the course.** The course covers the following topics:

DAY 1 (7.0 hours)

Introduction to the Review Course (1.5 hours)
Guidance Material that Defines Practices (1.5 hours)
Airport Lighting Series Circuit (3 hours)
Review (1 hour)

DAY 2 (6.5 hours)

Constant Current Regulators (3 hours)
Series Circuit Transformers (.5 hours)
Light Sources (1 hour)
Airport Runway and Taxiway Fixtures (1 hour)
Review (1 hour)

DAY 3 (7.0 hours)

Airfield Guidance Signs (1.5 hours)
Miscellaneous Visual Aids (1 hour)
Approach Lighting and Visual Approach Path Indicators (1.5 hours)

Control Systems (2 hours)

Review (1 hour)

DAY 4 (7.0 hours)

Safety (2 hours)
Test Equipment and Measurements (1 hour)
Standby Power Systems (1.5 hours)
Maintenance Management (1.5 hours)
Review (1 hour)

DAY 5 (3 hours)

Class Requested Discussion Items (if necessary)
Exam (3 hours)

For additional details on course sub-topics, please go to:

http://www.aaae.org/members/220_Training_Certifications/150_ACE_Program/200_Airfield_Lighting_Maintenance/#csc

BENEFITS OF BECOMING AN ACE

- Learn from aviation professionals with extensive experience in and knowledge of airfield lighting maintenance
- Obtain a thorough airfield lighting maintenance education and use your knowledge to improve the safety and efficiency of your airfield or any airfield in the U.S.
- Increase your promotional and career opportunities in the aviation field
- Earn a prestigious designation and become a part of an elite group of airfield lighting professionals
- Network with colleagues from around the country and share important lighting maintenance experiences and lessons learned

LOCATION AND TIMES

All sessions will take place at the Embassy Suites Salt Lake City. The course begins at 8:30 a.m. on Monday, April 4 and ends at 1 p.m. on Friday, April 8. The registration fee includes five luncheons, one reception, coffee/refreshment breaks, all handouts and the examination. **SPACE IN THE CLASS IS LIMITED, SO REGISTER EARLY!** Confirmation of all registrations will be faxed to attendees. Dress is business casual.

For further registration and program information, contact Greg Mamary, AAAE, at (703) 824-0500, Ext. 176, or e-mail greg.mamary@aaae.org. For further registration information, contact Kate Hood, AAAE, at Ext. 174, or e-mail kate.hood@aaae.org.



American Association of Airport Executives

AIRPORT CERTIFIED EMPLOYEE (ACE) -

AIRFIELD LIGHTING MAINTENANCE REVIEW COURSE

April 4-8, 2005 • Salt Lake City, Utah • Mtg. #050403

Register On-Line at:
www.aaae.org/meetings

Hotel Reservations—Rooms are being held at the Embassy Suites Salt Lake City, 110 West 600 South, Salt Lake City Utah 84101, telephone (801) 359-7800; fax (801) 359-3753. All attendees will receive a special rate of \$109 single or double occupancy. **Reservations must be made by March 11, 2005, in order to guarantee this rate.** Call the hotel directly at (801) 359-7800, ask for the in-house reservations department and identify yourself as part of the AAAE group to receive the discounted rate.

Airline Reservations—American Airlines and Delta Air Lines have been selected as the official air carriers for this meeting. Attendees can receive 10% off American's and Delta's full coach fares or 5% off all other published fares. Rules and restrictions apply. To take advantage of American's and Delta's special fares, call American Airlines directly at (800) 433-1790 from 6 a.m.-1 a.m. eastern time daily and refer to star file #1045AL; call Delta Air Lines directly at (800) 241-6760 from 8 a.m.-11 p.m. eastern time daily and refer to file number 208386A

Ground Transportation—Taxi service from Salt Lake City International to the Embassy Suites Salt Lake City costs \$12.50 and the drive is about 15 minutes. Alternatively, the hotel offers complimentary shuttle service from 6 a.m.-1 a.m. To request shuttle service, use the hotel courtesy phone in baggage claim when you arrive. Avis Rent-A-Car is the official rental car company for this meeting. To make reservations or for further information from Avis, please call (800) 331-1600 and reference J097316.

NOTE: AAAE reserves the right to cancel this program if the number of registrants is insufficient. In this event, we will notify all registrants and refund the registration fee in full. However, any costs incurred by the registrant, such as hotel cancellation or airline penalties, are the responsibility of the registrant. If you have not received a confirmation letter via fax two business days prior to the meeting, and you enrolled at least 15 days prior to the meeting, please contact the AAAE Meetings Department at (703) 824-0504. Non-receipt of the confirmation letter before meeting is not justification for seeking a refund.

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Nickname for Badge _____ E-Mail Address _____

Full Name _____

Title _____

Airport/Company _____

Address _____

City/State/Zip _____

Telephone Number _____ Fax Number _____



Please indicate any special needs to participate and attach a description of your needs.

Registrations and cancellations must be submitted in writing. Refund requests received before 03/18/05 are subject to a \$125 processing fee. There will be no refunds after this date. Substitutions will be accepted without penalties and no-shows will be billed. For all inquiries regarding cancellations and refunds, please contact the AAAE Meetings Department at (703) 824-0504.

REGISTRATION FEE (in U.S. funds drawn on a U.S. bank)

(includes five luncheons, one reception, coffee/refreshment breaks, all handouts and the examination)

1. All Attendees \$1,250

You must first be a AAAE Affiliate member and enrolled in the ACE - Operations Program before registering for the Review Course. for information, please go to http://www.aaae.org/members/220_Training_Certifications/150_ACE_Program/100_Operations/

This course is worth 24 credits in the AAAE Continuing Airport Management Education Unit (CEU) program.

PAYMENT METHOD

Enclosed is my check payable to AAAE Purchase Order # _____

Upon receipt of this form, please charge my (circle one): American Express MasterCard Visa

Cardholder Name _____

Account Number _____ Exp. Date _____

Signature _____

RETURN TO: AAAE • 601 Madison St., #400 • Alexandria, VA 22314 (USA) or Fax to (703) 820-1395. Photocopies of this form will be accepted. AAAE accepts registration regardless of race, religion, sex, physical disability and national or ethnic origin. This includes but is not limited to admissions, employment and educational services.

Did You Miss That AAAE Seminar?

Did you miss that AAAE seminar with all the information pertinent to your job? Not to worry! We were there and we have the handouts—now you can have them, too! Listed below are our most recent seminars...if the seminar you're interested in isn't here, call the Library Coordinator at (703) 824-0504. Chances are we have information from that meeting, too.

AAAE HANDOUT ORDER FORM

Name _____ Title _____

Airport/Company _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

China/U.S. Aviation Symposium, Aviation Biggest Emerging Market - Aviation System Development in China

April 5-7, 2004 #040405
 CAAC Welcome Letter; USTDA Welcome Letter; Program; Roster of Delegates; USTDA in China; ATC Equipment in China; China Economic Bulletin; Aviation Analysis Asia Pacific; Chengdu Shuangliu Airport Expansion; Airport Construction through 2005; China's Aircraft Needs; Overseas Investment Rules for China; Aviation Reforms in China; CAAC Seeks International Frequencies; Air Transport Alliance in China; U.S. China Pursue Air Safety Pact; Chart U.S. Aerospace Trade with China; Conference Presentations

(97 pages) \$70

76th Annual AAAE Conference and Exposition

June 21-24, 2004 #040501
 Washington Update; A Facelift for you Terminal, Remodeling Existing Terminal Buildings; Williams Gateway Airport, Non-Hub Airports Roundtable Discussion; Big Opportunities Grow from Small Beginnings.. Update on the Small Community Air Service Program; Planning for the Rolling Stones' Farewell Tour: Preparing Terminal Facilities for Today's Aging Population; Best Practices in Airport Terminal Signage: Port Columbus International Airport Wayfinding Signage Program; Joining Hands to Improve Service - FBO Products and Services;

(94 pages) \$65

Basics of Small Airport Management

October 2-3, 2004 #041006
 Power point presentation from the Basics of Small Airport Management Workshop by Michael Hodges and Bobbi Thompson, Airport Business Solutions.

(39 pages) \$40

AAAE/IAAE/IIAC U.S./Asia Airport Issues Conference and Expo

October 24-27 2004 #041012
 The Impact of Low Cost Carriers; Aviation Issues and Impending Policies; Airport Accident Investigation - Roles and Responsibilities; Operation Experiences of New Airports in the Asia-Pacific Region;

Airport Retail - Customizing Products to Local Unique Needs; Airport Marketing Policy to Develop Non-Aeronautical Revenue; Open Skies Agreements; Route Development.

(116 pages) \$80

10th Annual U.S./Central Europe Issues Conference

November 7-10, 2004 #041105
 Air Traffic Management and Air Traffic Control in the U.S. and Europe: Comparison and the Challenges for Europe; Civil Aviation Market Brief - Hungary; The Civil Aviation Sector in Poland; Modes of Ownership at European Airports; Bacau International Airport - BIA - Development Projects; Slovakia Expects Aviation Boom in 2005 and Beyond; Overview of Ukrainian Airport Infrastructure; Austrian Airport Expansion Projects; The Swiss Civil Aviation Market; 2003 Airport Market Update - Czech Republic; Civil Aviation Report - Croatia; Serbia & Montenegro - Country Profile; Civil Aviation Report - Bosnia & Herzegovina; The European Bank for Reconstruction & Development: Investing in Airports and Aviation in Eastern Europe, Russia and Central Asia; US Companies & The EBRD; EBRD Update; Moving Check Baggage Screening to the Head of the Line; Global Airport Public/Private Sector Partnership Trends; Aviation Security Issues; Prague Ruzyně Airport Terminal North 2 Project; Institut für Umwelt technik; FKI Logistex, Material Handling Solutions Worldwide; Low Cost Carriers; Maximizing Non-Aeronautical Revenues at Rickenbacker International Airport;

(171 pages) \$105

Return completed form to:

**Handout Order • AAAE • 601 Madison St, Ste 400
 Alexandria, VA 22314 • Fax (703) 820-1395**

PAYMENT METHOD *Price includes shipping and handling*

Check enclosed

Please charge my (circle one):

American Express MasterCard Visa

Name on Card _____

Card No. _____ Exp. _____

Signature _____

POSITIONS OPEN*(continued from page 4)*

sume, a salary history and five professional references to rmurray@boyden.com. Telephone inquiries are welcome, (877) 226-9336. For additional information, visit <http://airportnet.jobcontrolcenter.com/jobdetail.cfm?job=2094046>.

DIRECTOR, AIRPORT PROPERTIES

Sarasota, Fla. The Sarasota Manatee Airport Authority/Sarasota Bradenton International Airport seeks a diplomatic, motivated, energetic individual to direct and coordinate a comprehensive centralized property and business development department. This department is responsible for contracts, property acquisition, management, rental of airport buildings and facilities such as terminals, parking areas, service outlets and management of separate non-aviation related businesses owned by the airport authority and oversees DOT compliance liaison contracts. A bachelor's degree in business administration, real estate management, aviation or related field or equivalent combination of education and experience is required for this position. Five years of experience in commercial property leases and contracts, two of which were in a supervisory capacity is preferred. Law degree and legal experience is also preferred. Visit www.srq-airport.com to view the complete job description, application procedure, salary and benefits package. Applications/resumes are subject to disclosure in accordance with the Florida sunshine law.

EXECUTIVE DIRECTOR

Bloomington, Ill. Responsible for managing the day-to-day operations, administration, grants, intergovernmental relations, public relations marketing, financial and economic development. Desirable candidates will have excellent communication skills, grantsmanship, a high level of administrative abilities, human resource experience and intergovernmental experience. Experience in air service expansion and marketing surplus airport land is highly desirable. Requires a bachelor's degree in aviation, business or public administration (MPA preferred)

with at least five years of progressive professional experience. AAEE accreditation is required. An employment agreement will be negotiated. Salary range is \$105,000-\$140,000, commensurate with experience. Submit resume and references by Feb. 18 to David Anderson, Interim Director, CIRA, 3201 CIRA Dr., Suite 200, Bloomington, IL 61704, or e-mail dave@cira.com. For more information, visit <http://airportnet.jobcontrolcenter.com/jobdetail.cfm?job=2090416>.

NOISE PROGRAM COORDINATOR

Milwaukee, Wis. General Mitchell International Airport is recruiting a noise program coordinator (title code 45135). Supervises the overall operations of the noise abatement/noise compatibility program and assists in the coordination of public relations with the surrounding communities. Manages the airport's sound insulation program; coordinates activities for the airport noise advisory committee; represents the airport at committee and public meetings; conducts aircraft noise measurements; ensures compliance with FAR Part 150 noise compatibility requirements. B.S. is required, and a major in aviation management or related field is preferred. Two years of experience in aviation, with one year focused on aircraft noise abatement required. Salary is \$57,385-\$68,330, with full benefits. Contact Milwaukee County DHR, 901 North 9th Street, Courthouse Rm. 201, Milwaukee, WI 53233, (414) 278-4143, or download an Adobe PDF application at www.mcdhr.org. Applications requested no later than Feb. 4.

TECHNICAL SERVICES SUPERVISOR

Boston, Mass. Massachusetts Port Authority is seeking a technical services supervisor to supervise outside contractors' services performed within Logan International Airport facilities. These services include terminal cleaning, skilled trades, environmental, elevator/escalator, baggage handling systems, life and safety and automated building systems. Ideal candidate will administer bidding selection and implementation process for outside contracted services, as well as super-

vice outside contractor services to ensure compliance with contract specifications. For additional information, visit <http://airportnet.jobcontrolcenter.com/jobdetail.cfm?job=2092564>.

BUSINESS OPPORTUNITIES

The city of Great Bend, Kan., is soliciting statements of qualifications and experience from airport consultants for projects at Great Bend Municipal Airport. Subject to receipt of federal funding, these projects may include rehabilitation of parallel taxiway system, with an estimated cost of development of \$950,000, and installation/modification of supplemental windsocks with illumination and obstruction lighting, with an estimated cost of development of \$30,000. The required services include, but are not limited to, A/E services for preliminary, design, bidding and construction phases, including incidental special services for projects funded under the FAA Airport Improvement Program. Interested firms should submit four copies of their statement of qualifications and experience along with references no later than Jan. 31 to Great Bend Municipal Airport, ATTN: Martin Miller, Airport Manager, P.O. Box 1168, Great Bend, KS 67530, airport@greatbend.com.

The city of Tallahassee, Fla., is seeking competitive proposals for the operation and management of its parking facilities at Tallahassee Regional Airport (RFP Number: 0036-05-KR-TC). Proposals are due by 4 p.m. Jan. 27 Eastern time. A mandatory pre-proposal conference will be held at 10 a.m. Jan. 18 at Tallahassee Regional Airport, Airport Training Room, 2nd Floor, 3300 Capital Circle S.W., Tallahassee. The city is receptive to proposals for the management and operation of all public parking facilities serving Tallahassee Regional Airport, in "as is" condition, which presently consist of long-term and short-term parking and employee vehicle parking facilities. Contractor will be required to provide other related services as requested. The contractor will be required to upgrade

and repair all revenue control and access control equipment, at the request of the department of aviation. The proposed term of the resultant agreement shall be three years with two one-year options to extend at the discretion of the city. Interested vendors may view city proposals through the city's procurement services website at <http://talgov.com/citytlh/procurement/index.html>. Click on "Proposal Information is available here!" Look for identifier #0036-05-KR-TC, then access the applicable information ("details," "Planholders List," or "Download/Order" the proposal). Vendors will need to sign up with Demand Star to download the document for free. Demand Star's phone number is (800) 711-1712. Direct any questions to procurement services or Kent Rickey, purchasing agent, at (850) 891-8280, or (850) 891-8282.

The Colorado Department of Transportation (CDOT) – division of aeronautics is requesting statements of qualifications from firms interested in providing professional aviation consulting services for the update of its Colorado airports system plan (CASP). The current CASP was completed in 2000. The 2005 update will include a review and update to all necessary work items completed in 2000 and will also include additional work items not previously reviewed. Interested firms must have experience and demonstrated knowledge in the airport system planning process per FAA advisory circular, 150/5070-7, "The Airport System Planning Process." Six copies of qualification submittals are due to the division of aeronautics by 5 p.m. Feb. 18. For a complete copy of the request for qualifications and further information, contact Chris Pomeroy, Senior Aviation Planner, CDOT – Division of Aeronautics, 5126 Front Range Parkway, Watkins, CO 80137-7150, (303) 261-4418, e-mail chris.pomeroy@dot.state.co.us.

The Colorado Department of Transportation division of aeronautics is soliciting statements of qualifications from professional consulting firms interested in providing pavement management services through the Colorado

state fiscal year 2011. Anticipated work would include the update and improvement of the existing pavement management system. All of the proposed studies must conform to FAA Advisory Circular 150/5380-6 (latest edition), any other relevant federal regulations, directives or circulars and the scope-of-services. This project is contingent upon the receipt of Airport Improvement Program (AIP) funding from FAA. Interested firms can contact the Colorado Division of Aeronautics at 5126 Front Range Parkway, Watkins, CO 80137. Information must be submitted to the division no later than 4 p.m. Feb. 18 at the above address. For further information or clarification, contact T.K. Gwin at (303) 261-4418, or by e-mail at tk.gwin@dot.state.co.us.

The Louisville Regional Airport Authority (LRAA) is accepting proposals for a consultant firm for services related to on-call environmental services at Louisville International Airport and Bowman Field. A scope of work and proposal format may be obtained at the office of the Deputy Executive Director of Planning and Engineering, Louisville Regional Airport Authority, 101 South 5th Street, Suite 1800, Louisville, KY 40202, from 8:15 a.m. to 11:45 a.m. and from 1:15 p.m. to 4:15 p.m., Monday through Friday. Statements of qualifications will be received at the above address until 2 p.m. local time, Jan. 28. For further information, contact Farhad Hashemian, P.E., environmental manager, at (502) 363-8513.

Norman Y. Mineta San Jose International Airport is seeking proposals for an airport on-demand dispatch services concession. The successful proposer will monitor and dispatch on-demand ground transportation services at the airport. Send all proposals by 4 p.m. (PST) Feb. 16 to 1732 North First Street, Suite 600, San Jose, CA 95112-4538. The RFP documents are available online at www.sjc.org, under the SJC bulletin board.

The Philadelphia Department of Commerce, Division of Aviation, is requesting statements of qualifications from

consultants interested in providing design services for the renovations of Terminal A East at Philadelphia International Airport (RFQ No. 1346.22). Seven copies of the statements of qualifications must be submitted no later than 4 p.m. Feb. 8 to Mark Gale, Deputy Director of Aviation Operations & Facilities, Philadelphia International Airport, Terminal E, Philadelphia, PA 19153. Interested firms are directed to request the RFQ by e-mail to rfq@phl.org, or download it directly from www.phl.org/bids.html.

Reno/Tahoe (Nev.) International Airport is soliciting statements of qualifications and experience from airport consulting firms/teams for acoustical planning and design services for the acquisition and installation of a permanent noise monitoring system. A complete copy of the request for qualifications may be obtained by contacting Dean Schultz A.A.E., by fax at (775) 328-6463, or at www.renoairport.com. Submittals must be received in the airport office by 5 p.m. Jan. 28.

The city of Fresno (Calif.) Department of Airports is seeking a qualified firm or individual to perform an objective economic impact analysis for Fresno Yosemite International Airport that will assess the economic, social, health and public welfare benefits that are realized in the airport's market area from the airport's daily operations. Deadline for qualifications is 5 p.m. PDT Jan. 31. All firms or individuals interested in responding to this request for qualifications may access the RFQ specifics at www.flyfresno.com, or by contacting Patti Miller, Marketing & Air Service Manager, 4995 E. Clinton Way, Fresno CA 93727-1525, e-mail patti.miller@fresno.gov, or phone (559) 621-4500.

The Town of Marana, Ariz., Marana Regional Airport, is seeking a qualified aviation architect to design an airport terminal, airport restaurant and provide general airport on-call architectural services. All work will be required to meet FAA standards and Arizona Department of Transportation aeronautics division

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standards. This will be a five-year contract for on-call services. Request for qualifications packages will only be available on line beginning Jan. 6 at www.marana.com/airport-RFQRFP.html.

The town of Marana, Ariz., Marana Regional Airport, is seeking a qualified aviation consultant to conduct an airport master plan update/Part 150 noise study and provide general airport planning services. The town also is seeking a qualified aviation consultant to provide airport engineering design and airport construction project management services. All work will be required to meet FAA standards and Arizona Department of Transportation aeronautics division standards. Both contracts will be for five years for on-call services. Request for qualifications packages will be available on line at www.marana.com/airport-RFQRFP.html.

The Tucson (Ariz.) Airport Authority (TAA) is requesting proposals from

qualified firms to manage the two existing airport information and business centers located at the Tucson International Airport terminal. TAA's objective is to enter into an agreement with an established and responsible business entity having demonstrated expertise in operating and managing public information and business services for facilities of the size of Tucson International Airport. Proposals will be received until 2 p.m. local time Feb. 10. A pre-proposal conference and site visit will be held at 2 p.m. Jan. 25. Meet at the Tucson Airport Authority Administrative offices located at 7005 S. Plumer Ave., Tucson. Specifications may be picked up from the Purchasing Department, Tucson Airport Authority, 7005 S. Plumer Ave., Tucson, AZ 85706, by calling Joanne Machold at (520) 573-4831, or by e-mail to jmachold@tucsonairport.org.

The city of Wichita, Kan., has issued a request for qualifications (RFQ) for

program manager - independent cost estimate. Copies of the RFQ can be viewed at <http://www.wichita.gov/ep>. Statements of qualification will be accepted in the office of the city purchasing manager prior until 10 a.m. Jan. 28. Twelve copies of the submittal must be signed, dated and delivered to Melinda Walker, Purchasing Manager, City Hall, 455 N. Main, 12th Floor, Wichita, KS 67202.

CONGRATULATIONS

New A.A.E.s—Congratulations to Jay Lundell, A.A.E., Gillette, Wyo.; Marci Greenberger, A.A.E., South Bend, Ind., and Patricia Ryan, A.A.E., Miami, Fla.; who have successfully completed all three phases of the accreditation process.

New C.M.s—Congratulations to Jeremy Bervan, C.M., and Justin Kiesz, C.M., both of Portland, Maine; who passed the Certified Member exam.