



NORTHEAST CHAPTER
American Association of Airport Executives



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The NEC Nor' Easter

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Greetings From Baghdad To Friends In The Northeast Chapter

As many of you know, I am working this year with the U.S. Department of State in Iraq on the restoration of civil aviation in the country. It is four months into my twelve-month assignment and I already feel the time is just too short. There is much to be done to help the country open its skies to the kind of safe and efficient air travel that we enjoy back in the U.S. In fact, my colleagues and I here find it is the professional challenge of a lifetime. A new civil aviation law that brings the country into conformance with ICAO standards must be passed by the Iraq legislature. The Iraq Civil Aviation Authority (ICAA), after years of relative inactivity, isolation, and loss of experienced personnel, must be restructured to provide effective regulation and enforcement. The air traffic control system must be rebuilt, requiring capital investment in towers, navigational aids, communications, and recruitment and training of staff. Airports throughout the country similarly need major repairs and qualified staff to run all aspects of airport operations, maintenance, business, community relations, etc.

All of this work is underway and there are significant success stories in the march forward. There are five major civil aviation airports in Iraq: Baghdad in the center of the country, Basrah in the south, Mosul in the north, and Erbil and Sulaymaniyah in the Kurdish region in the north. Each has major development work underway to achieve ICAO standards, and prepare for the growth of passenger and cargo traffic in their communities. Indeed, some airline service is already flying passengers and cargo from Baghdad, Basrah, Erbil, and Sulaymaniyah to neighboring countries.

The U.S. government and its multi-national force partners are investing many resources in support of these objectives, and I can tell you first hand that our military is remarkable in its breadth of skill and its committed personnel. Also, the civilian component that has been invoked to support the work is a large force of career government and private sector employees from many countries who are sharing their knowledge and applying the best practices from their

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Jeanne Olivier (pictured above in the center) arrived in Iraq in October on a one-year assignment with the US Department of State. She is working with the Iraqis to assist in the reconstruction of the civilian aviation facilities.

MAC's Latest Efforts To Revive A Public-Use Heliport In Boston

The City of Boston has been without a public-use heliport since its former site was lost to the "Big Dig" a number of years ago. To start the process of replacing that missing transportation link, in November 2006 the Massachusetts Aeronautics Commission (MAC) started a small yet very significant project: "Determination of Requirements to Develop Boston Vertiport/Heliport". The contract awarded by MAC to aviation consultant HTA took an interesting approach in responding to MAC's request for response (RFR).

MAC's RFR highlighted that the project was in the preliminary stages and that the ultimate vertiport/heliport would be developed and operated by a third party – essentially a Fixed Base Operator (FBO). The MAC contract will produce a so-called "developer's kit" used frequently by public entities in soliciting private developers. The developer's kit will list MAC desires as well as requirements, specify eligibility and selection criteria and outline the procedure for placing a proposal before MAC.

MAC has worked hard for years to reestablish a public use/general aviation vertiport/heliport serving downtown Boston and is committed to making this project happen. The "Kit" will be submitted to MAC in early February, 2007.

"The Wright Brothers flew through the smoke screen of impossibility" — Dorothea Brande

TRAVEL PLANNER

Mark Your Calendar & Save These Dates

April 22nd to 25th, 2007 **41st Annual International Aviation** **Snow Symposium**

Buffalo, NY
Info: Tina Harris 716.630.6061
Hyatt Regency 716.855.4943

April 21st and 22nd, 2007 **ASOS training at IASS**

(basic & advanced)
Buffalo, NY
Info: AAAE 703.824.0500

June 10th to 13th, 2007 **79th Annual AAAE Conference** **and Exposition**

Washington, DC
Info: AAAE 703.824.0500

June 24th to 26th, 2007 **Large Hub Winter Operations** **Conference**

Salt Lake City, UT
Info: Will James AAAE 703.824.0500

August 4th to 8th, 2007 **49th Annual Northeast** **Chapter Conference**

Pittsburgh, PA
Info: Theresa Richardson 412.472.3511
Sheraton Hotel Station Square 412.261.2000

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From The **COCKPIT**

Our President's Message



Bradley Penrod, A.A.E.

Greetings! I hope that everyone's resolutions for the New Year have been kept.

As previously mentioned, our industry continues to face changes as well.

As expected, 2007 surely appears to have

started out as a major year of change.

At the recent Aviation Issues Conference, the most apparent public change discussed was the new congressional leadership that took effect after last November's elections. The new House and Senate leadership certainly appears to be eager and willing partners in the FAA reauthorization process. From the comments made at the Issues Conference, congressional leaders appear to understand the complexities of the industry we so dearly love.

One of the two key items of discussion at the conference centered on the methods of FAA reauthorization funding with thoughts on modifications to the existing tax structures and the multiple opinions on the user fee concepts. Under either scenario, all agree that airport infrastructure costs are a national asset that must be maintained and expanded. Secondly, the critical need to fund and modernize the FAA's Air Traffic Control system to be able to meet the expected capacity facing the industry. Because of the far reaching, and technologically based improvements, all sectors of the industry must start now to ensure the required change to the ATC system is completed in a well orchestrated manner.

No discussion is complete without covering the changes in our industry partners, the airlines. The differentiating factor in selecting an airline will be either the level of customer service offered or the level of fare structures. The recent discussion about a legislative passenger bill of rights on the airlines is something we in the airport business strive for every day when accommodating passengers and users. Given the apparent appetite for airline mergers with on and off again merger headlines and insecurity, airports would be in a better position to save the carriers significant dollars if everyone went to common use facilities.

Change not only happens on the national level, but within the Chapter too. Thanks to the efforts of Alex Kashani and Bob Nowak for working out the details that allow registrants to the International Aviation Snow Symposium to pay with a credit card for the first time. This improvement following the phenomenal equipment show last year truly makes the IASS a world-class event!

To add one more change, and a somewhat selfish plug for this year's NEC Annual Conference in Pittsburgh, the conference has been scheduled earlier than usual to August 4-8. If you have not been to Pittsburgh in very recent years, we too have changed!!

Accreditation Value Task Force Report

In January AAAE Chair, Elaine Roberts, A.A.E, presented the initial report of the Accreditation Value Task Force (AVTF) to the AAAE Board. The purpose of the task force is to increase the value and expand the awareness of the Accredited Airport Executive Program. The group consists of 19 members, 5 of whom are from the Northeast. They are: Alex Kashani, A.A.E, Washington, D.C.; Tom Rafter, A.A.E, Atlantic City, New Jersey; Gerald Fitzgerald, A.A.E, Aviation Perspectives LLC; Kent George, A.A.E, Pittsburgh, Pennsylvania; and Wayne Schuster, C.M., Baltimore, Maryland.

The task force has recommended three separate initiatives. They are: the development of internal and external public relations efforts; the development of personal incentives for AAAE members; and the development of employer incentives.

Public relations efforts will include the production of a DVD to be distributed to airport employers, recruitment/search firms, the International City Managers' Association (ICMA), the US Conference of Mayors, the National League of Cities, and other organizations as deemed appropriate. AAAE staff will develop a plan to educate bond houses, bond underwriters, and rating agencies about the value of A.A.E accreditation to airport operators. Accreditation mentoring sessions will be available at AAAE conferences and the AAAE Academic Relations Committee will contact colleges and universities to market a "body of knowledge" used in the accreditation process and encourage the schools to incorporate the information into their curricula. Also, AAAE staff will enhance the profiles of new A.A.E.'s

by expanding the electronic distribution of new A.A.E announcements and include stories about the new A.A.E.'s in AAAE publications.

The AVTF has recommended that AAAE establish, effective June, 2007, a permanent standing Accreditation Value Committee to monitor these efforts and make additional recommendations and adjustments where appropriate.

Included in the personal incentive initiatives are the following: a complimentary registration for each new A.A.E to be used during a 12 month period for any AAAE conference; increased scholarship program ceilings to \$4,000 from the current \$2,000 and possible expansion of scholarship eligibility to a broader range of family members. AAAE staff will also promote more widely through AAAE publications the Consulting Program available to unemployed A.A.E.'s. AAAE staff will also set up a "shell" IRA on behalf of the accredited members of AAAE through the International City Managers' Association retirement program. Details on these financial initiatives will become available through AAAE.

With respect to employer oriented initiatives AAAE staff is working with an insurance broker to develop an enhanced group airport liability insurance program to include liability insurance premium discounts for airports with A.A.E.'s in senior management positions. Finally AAAE staff will send an RFP to airport employers to solicit financial proposals for matching fund programs that employers could establish with AAAE to encourage accreditation at their airports for both new and current employees.

Greetings From Baghdad continued from cover

industry sectors. The Iraqis who are building their new government and seeking peace for their conflicted country are brave and dedicated individuals who risk their lives each day in their pursuits. I hope someday to introduce my new friends and colleagues here to you all back there. The opportunity to exchange information and learn from one another is one of the most exciting parts of our association.

Thanks to all of you for your support and encouragement in this assignment. It is a rich opportunity to serve my country, work with a different and ancient culture, and to be a witness to history in the making. I miss you all and look forward to seeing you again in a few months.

— Jeanne

Jeanne's address in Iraq is: Jeanne Olivier, Regional Aviation Consultant US Department of State Iraq Reconstruction Management Office – Transportation US Embassy Annex, Room S 215 APO AE 09316



TEB's Proud History



Teterboro is the oldest operating airport in the Port District Metropolitan Area. Walter C. Teter acquired the property in 1917. During World War 1, North American Aviation operated a manufacturing plant on the site. After the war, the airport served as a base of operations for Anthony Fokker, the Dutch aircraft designer. The first flight from the present airport site was made in 1919. During World War II, the Army and Air Force operated the airport. The Port Authority of New York and New Jersey, current owner and operator, purchased it on April 1, 1949 from Fred L. Wehran, a private owner.

The Port Authority leased the airport to Pan Am World Airways, and then to its successor organization, Johnson Controls for 30 years, until December 1, 2000 when the Port Authority (PA) assumed full management responsibility for the operation of Teterboro. Together with Macquire Aviation North America, Inc. (d.b.a. AvPorts), the PA manages the daily operations and maintenance of the airport.

Teterboro Airport Institutes A New Paradigm For Creating A Safe, Secure And Quieter Airport

If You're Not Part Of The Solution, You're Part Of The Problem

The Port Authority of New York and New Jersey owns and operates Teterboro Airport (TEB). This GA airport is located in Bergen County, New Jersey, only 12 miles from midtown Manhattan, via the George Washington Bridge or Lincoln Tunnel. Its 827 acres consists of 90 acres for aircraft hangars, maintenance and office facilities, 408 acres for aeronautical use and 329 undeveloped acres. Teterboro has five fixed-based operators: Atlantic Aviation, First Aviation Services, Jet Aviation, Meridian and Signature Flight Support.

For the communities surrounding it, Teterboro Airport's contribution to the local economy is far greater than the sum of its parts. Every day, 1,674 men and women come to work directly at Teterboro. Among these, 22 percent live within a five-mile radius of the airport, 62 percent within 6-10 miles, 10 percent within 11-15 miles and only six percent beyond 15 miles.

As the host community to Teterboro Airport, Bergen County and its residents glean enormous economic benefits. Airport activity supports a wide range of jobs — at major banks and corporate headquarters, at local hotels and eateries, and of course, in the airport-services industry. Economic activity from Teterboro Airport generates:

- **15,554 jobs**
- **\$670 million in wages**
- **\$1.8-billion in sales annually**



Experts Help Preserve TEB's Future

However, from the recipients of these benefits comes concerns from residents about safety, security and noise. Teterboro Airport administration has found that the best way to work through these issues is to broaden the dialogue to include those directly connected to TEB's operations – the pilots, operators and trade professionals. To this end, a diverse group of aviation industry professionals dubbed The Teterboro Airport Industry Working Group have come together to voluntarily support and enhance operations at the airport. By building a pro-active partnership, the Group has struck a realistic balance between the needs of the aviation community and area residents.

Comprising experienced aviation experts representing TEB's fixed-base operators, airport users and tenants, and national and local aviation industry associations, the Teterboro Airport Industry Working Group is the first all-industry group to voluntarily step forward to work with its owner, the Port Authority of New York and New Jersey to address community concerns.

Members consider airport safety, security, and noise as universal issues that not only deeply concern the public, but also are issues that can seriously impact the aviation industry's future at TEB. That is why leading members of TEB's aviation industry have united – to proactively work toward pragmatic, voluntary solutions through self-imposed improvements and limitations as a more effective way to serve the public through regulation.

The Teterboro Airport Industry Working Group's four subcommittees – Noise & Emissions, Operations, Safety & Security, and Regional Advocacy – have been working together for more than a year. Members of the TEB Industry Working Group pledge to implement the following recommendations on five major topics:

1. Stage II aircraft	2. Nighttime curfew	3. Weight limitation	4. Safety	5. Security
Working Group operators pledge not to operate Stage II aircraft at the airport.	Working Group operators will adopt a nighttime curfew at TEB in effect between 11 p.m. and 6 a.m. except for essential night operations.	Working Group Operators agree not to operate aircraft having an operating weight of more than 100,000 pounds at the airport at any time, now or in the future.	Members of the Working Group in partnership with the National Air Transportation Association (NATA) will develop an ongoing Safety Management System (SMS).	All Working Group operators pledge to enhance and refine the security procedures already in place at TEB.

AAAE Forms Aviation Ground Service Association

Managers at small and medium size airports realize that in order to retain air service and improve customer service, reducing ground handling costs and improving operational efficiencies are essential. Responding to the need expressed by both airports and airlines, for greater efficiencies and enhanced networking for airline ground handling activities, above and below the wing, the AAAE Board has established an affiliate organization, the Aviation Ground Service Association (AGSA). The AGSA Policy Board members, appointed by the AAAE Board include: Bruce Carter A.A.E; Moline, Ill.; Policy Board Chair, Eric Frankl A.A.E, Toledo, Ohio; Bob Selig A.A.E, Lansing, Mich.; Mike Landguth A.A.E, Chattanooga, Tenn.; Gary Cyr A.A.E, Springfield, MO.; and NEC Past President Tom Rafter A.A.E, Atlantic City, NJ.

How The Association Will Work

AGSA will work through legislation, regulation, education and detailed coordination with other appropriate stakeholders, to protect rights and options of airport operators regarding the provision of ground service operations through the airport operator, qualified FBO's, airport/airline service companies, or through joint ventures. AGSA will promote standardization of ground service tasks to enhance operational efficiencies and cost-effectiveness, while enhancing customer service to the airlines and the flying public.

“Newly formed AGSA will promote standardization of ground service tasks to enhance operational efficiencies and cost-effectiveness, while enhancing customer service to the airlines and the flying public.”

A Logical First Step

Airports and airlines agree that an approved training curriculum through AAAE and AGSA, in cooperation with the National Air Transportation Association (NATA) Safety 1st programs and other applicable industry initiatives, will be a logical first step in moving forward with this venture. The initial focus of AGSA will be to support airports as they begin exploring avenues to provide more efficient and cost effective ground handling services for airlines. This could be done by establishing operational and training minimum standards for participating companies. Cooperation and mutual understanding among airports, airlines, service providers and others is crucial to making the program a success.

Initial action items for AGSA include the development of minimum standards for web based ground service training that includes a comprehensive focus on customer service.

Also included is the development of financial models and other business tools for airports to access the best means for providing safe cost effective and reliable ground services and the development of a nationwide ground services equipment procurement program.

For additional information contact Spencer Dickerson AAAE at 703-824-0500 extention130 or at HYPERLINK mailto: sdickerson@aaae.org

AVIATION GROUND SERVICE ASSOCIATION 2007 ENROLLMENT FORM

Airport Membership:

- Yes, please sign up my airport or company for the Aviation Ground Service Association in 2007 (Check the appropriate box below)
- Please send me an invoice for \$500
- Attached is my check (payable to AAAE) for \$500

Corporate Membership:

- Please send me an invoice for \$1000
- Attached is my check (payable to AAAE) for \$1000

Name _____

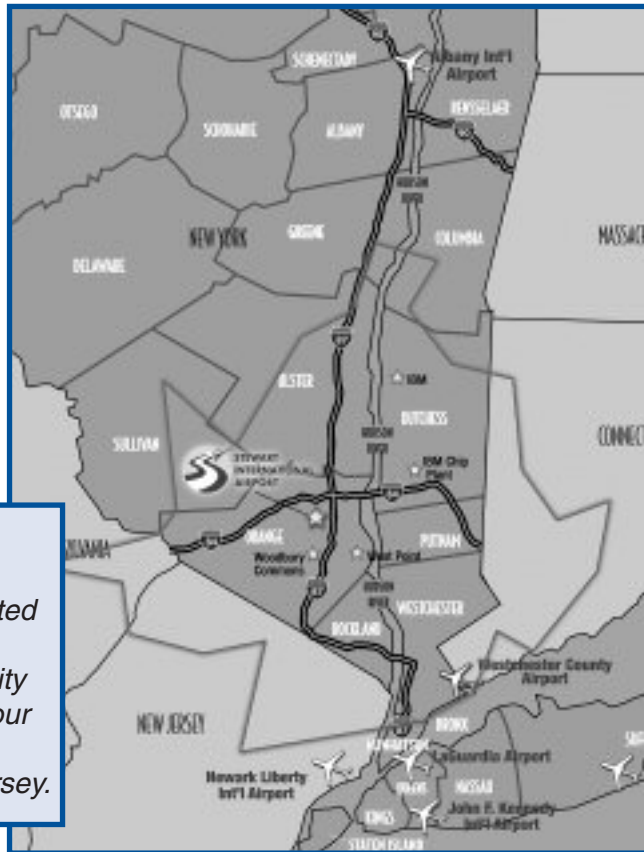
Airport/Company _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

Please return or fax this entire page with form to: Spencer Dickerson, AAAE/American Association of Airport Executives
601Madison Street, Suite 400, Alexandria VA 22314 • Fax: 703-820-1395 • Phone: 703-820-1395 • E-Mail: sdickerson@aaae.org



Stewart (SWF) consists of 2,220 acres and is located roughly 55 miles from New York City and about one hour travel time from northern New Jersey.

Stewart International Airport To Become Port Authority Facility

On January 25th, 2007, the commissioners of the Port Authority of New York and New Jersey voted to purchase the lease/operating agreement for Stewart International Airport from National Express Corp. (US Subsidiy of National Express Group PLC, UK) for \$78.5 million. On March 21st, 2000, Stewart became the first US airport to be privatized.

Port Authority Chariman Anthony Cosica noted, "This project represents an opportunity to alleviate congestion at Teterboro and Newark and help the region continue to grow." The New York metropolitan area's three major airports, JFK, LGA and EWR, handled approximately 103 million passengers in 2006. It is anticipated that the current air space will become saturated by 2015. However, because of its distance from the New York TCA, Stewarts air space is not as congested. On the other hand this "remote" location reduces the potential passenger market. Although Stewart currently hosts American, Air Trans, Jet Blue, Northwest and US Airways Express it remains dominated by general aviation. Stewart handled about 300,000 passengers in 2006. Port Authority officials hope to increase activity to 3 million by 2015.

The Port Authority's proposed buyout is contingent upon the approvals from both New York and New Jersey Governors. Also included in the authorization process is the need for legislation to provide for Port Authority operation of a facility outside the "region", (an area within a 25 mile radius of the Statue of Liberty).

The Port Authority hopes to take over Stewart by October of this year.

Our Recent ARRIVALS

Welcome New Members

Karina A Burton

Student
Bronx, NY

Jon Currier

Vice President Argus Consulting
Duluth, GA

Mary Ellen Fitzgerald

Account Manager
Jarchem Industries, Inc.
Newark, NJ

Wayne D Hubbard Jr.

Student
Bellville, NJ

Christopher R Ponat

Student
Bronx, NY

Christian Scott

Student
Brooklyn, NY

**Looking for members
Do You Know Someone
Who Wants To Join**



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**Dick Williams, A.A.E.
973.728.6760**

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Room Rates: Single/Double \$107 Plus Tax

*Cut Off Date for Reservations: April 4, 2007
When Making Reservations, Ask For "Snow Symposium 2007"*

Registration And Information

Visit us at www.snowsymposium.org



The Balchen/Post Awards

An application will be sent to all airports
and is available at www.necaaae.org



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