

**PRESIDENT**

Derek Martin, MBA, A.A.E.

**VICE PRESIDENT**

Sean Hammer, A.A.E.

**TREASURER**

Stephen Williams, A.A.E.

**SECRETARY**

Paul Brean, A.A.E.

**PAST PRESIDENT**

Darren Large, A.A.E.

**BOARD OF DIRECTORS**

Keiva Rodriques, PE, C.M.

Kellyann Valentine, A.A.E.

Christopher Dougherty, A.A.E.

Shon Dempsey, A.A.E.

Ryan Collins, C.M., ACE

Nick McLaughlin, P.E.

Chad Nixon

**AAAE NATIONAL DIRECTORS**

Zachary Sundquist, A.A.E.

Melinda Montgomery, A.A.E.

**REGIONAL EXAMINER**

James Pacansky, MBA, CPA, A.A.E.

**Tuesday, August 12, 2025**

**Baltimore, MD**

**12:15pm – 1:00pm (EST)**

**Executive Committee:**

Derek Martin, A.A.E

Sean Hammer, A.A.E.

Stephen Williams, A.A.E.

Paul Brean, A.A.E.

Darren Large, A.A.E

President

Vice President

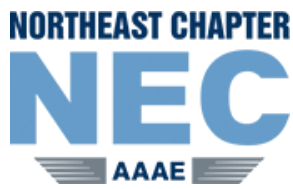
Treasurer

Secretary

Past President

**Call Meeting to Order**

- I. Welcome & Opening Comments**
- II. Approval of minutes from:**
  - a. 2025 Atlanta, GA AAAE Annual**
- III. Executive Committee Reports**
  - a. President**
    - 2024-2025 YTD recap**
  - b. Vice President**
  - c. Treasurer**
    - Financials Review – Year to Date**
  - d. Secretary**
- IV. Committee Reports/Update – Contributing Committee Reports Attached**
  - a. Inclusion in Aviation Committee**
  - b. Young Professionals Committee**

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**V. New Business**

- a. **NEC Officer nominations – Executive Committee and Board of Directors**
- b. **Annual Host Cities 2026 - Pittsburgh**
- c. **NEC Inclusion in Aviation Conference, November 17 – 19, 2025**

**VI. Open Floor Discussion Items****Motion to Adjourn**

**NEC Membership Meeting  
Minutes  
June 8, 2025  
Atlanta, GA**

**Sunday June 8, 2025  
Atlanta, GA  
8:30am – 9:15am (ET)**

**Executive Committee:**

Derek Martin, MBA, A.A.E.	President
Sean Hammer, A.A.E.	Vice President
Stephen Williams, A.A.E.	Treasurer
Paul Brean, A.A.E.	Secretary
Darren Large, A.A.E.	Past President

**I. Welcome & Opening Comments**

a. President Martin called the meeting to order at 8:35am. He reminded attendees that the meeting agenda and materials packet was available via the QR code posted in the room. He also indicated that multiple sign-in sheets were going around and encouraged everyone to sign-in. A quorum was noted as present. President Martin thanked all for attending and proceeded to recognize the number of NEC Past Presidents as well as AAAE National Past Chairs in attendance.

**II. Approval of minutes from the 2024 NEC Annual Meeting in Portsmouth, NH**

a. Motion to approve the minutes from the 2024 NEC Annual Conference Business Meeting in Portsmouth, NH. Motion by Zach Sundquist, A.A.E., seconded by Darren Large, A.A.E.. All in favor, motion carried.

**III. Executive Committee (EC) Reports:**

a. **President**

- **President Martin recapped YTD 2024-2025:**
  - Aviation Issues Conference in Hawaii
  - International Aviation Snow Symposium (IASS) in Buffalo, NY
  - Upcoming NAC/Hoyt Conference in Salt Lake City, UT
  - ASOS Classes (Hershey, PA and Baltimore, MD), and,
  - 2024 NEC Leadership Symposium(s):
    - Morristown, NJ, and Portsmouth, NH

He emphasized that the NEC Symposium(s) in particular, have been extremely well-received by NEC Corporate members. The facilitator, TJ Holloway has conducted a strategic review of NEC as requested by the NEC Past Presidents group. The Chapter report on these findings in August 2025. NEC Airports Conference Chair Ed Foster and Vice Chair David Jones gave a recap of the 2025 conference results. The Executive Committee thanked both Ed and Dave for their tireless efforts over the years in serving the Chapter, and that new leadership is soon to take over as they step down.

It was mentioned also that the IASS is now chaired by Jim Moorhead of BNIA.

## **Comments by AAAE Chair Rick Crider and AAAE President Todd Hauptli**

- Mr. Crider offered a “thank you” to the NEC membership for their support over the past year;
- Mr. Crider mentioned Jeanne Olivier’s key role in promoting the “endorsed by” student Scholarship available to persons endorsed by an Accredited member.
- He further appreciated the leadership of the NEC and expressed support for the partnership between the Chapters and the National organization.

President Martin discussed the years of leadership by Jeanne Olivier, particularly as it pertains to the work on the International Association of Airport Executives (IAAE). Mr. Martin expressed interest in establishing a permanent scholarship in Jeanne Olivier’s name for NEC members for \$2500 in support of IAAE conferences.

### **b. Vice President**

- Vice President Hammer – **YTD 2024-2025**
- Discussed his efforts over the past year in which he was able to spend time w/ NEC members of all sorts, including corporate sponsors. He attempted to amplify the Chapter message where possible, and looked for opportunities for re-engagement, particularly among members who want to interact further and play a part in the NEC’s future. He emphasized that the Chapter must continue to grow.
- It was recognized that Past President Montgomery has been instrumental in setting up the Chapter for the future with her work on establishing the Yo Pros Committee and professional standards criteria.

### **Treasurer’s report**

- **Treasurer Williams gave a report on the Chapter’s finances through April 2025**
  - A motion to accept the Treasurer’s report was made by Ms. Olivier, seconded by \_\_\_\_\_ ?
  - Part of the Treasurer’s report discussed the amount of current NEC funds in the Money Market account/financial instrument with Capital Bank. Past President Duval asked if the Chapter had considered looking into an **endowment** as another means to shore up the NEC’s future finances. He asked if the EC or Board knew what other Chapters were doing in this same regard. It was determined that the EC and Board would look into how other Chapters are managing their funds and report back by the August 2025 business meeting.

## **At this point, comments were made by Joel Bacon & his team who entered the room to discuss and solicit support for the PAC.**

The meeting was turned over to Past President Large to talk about the NEC Symposium. He expressed thanks to the airports that participated in the symposium this year and looked forward to hosting again in Morristown.

## **IV. Committee reports**

### **Airports Conference**

NEC Airports Conference Chair Ed Foster and Vice Chair David Jones gave a recap of the 2025 conference results. The Executive Committee thanked both Ed and Dave for their tireless efforts over the years in serving the Chapter, and that new leadership is soon to take over as they step down. Other items:

- A total of 14 grants were awarded to attend this year’s conference
- The Keynote speaker was a hit – very impactful
- Attendees came from 22 states and Canada
- Leadership awards were made (various)
- Budget impact has grown from \$20,000 to now \$100,000:

- Mr. Foster reminded everyone that the Chapter took on the sole responsibility and the risk after Penn State U. stopped sponsoring
- However, all good things must come to an end as Chair Foster will be stepping down
- Mr. Ryan Collins of MDT will step up as the Vice Chair along w/ Ms. Kirston Kennedy; it is expected that the conference leadership transition will go smoothly

#### **Inclusion in Aviation Committee/Conference**

- Zach Sundquist discussed the upcoming conference in the fall – A special thanks to Seattle Airport for stepping up to host in 2025.
- Mr. Martin mentioned that the former DEI committee is now the Inclusion & Aviation Committee – along with the change in name of the conference itself.

#### **Academic Relations report**

- Committee Chair Williams gave a report of the committee's activities this year.
- Otha Ward of JFK was introduced as a member of the Committee and spoke about his recent student tours at JFK international Airport
- President Martin also congratulated Derek Williams of Delaware State University on receiving their Charter as official AAAE student Chapter.

#### **New Member from PHL**

- Mr. Gregory S. Phillips, the new COO of PHL was introduced to the chapter, and a special thanks was made to retiring COO Keith Brune

#### **Balchen Post Award Committee - Update**

- Highlights:
  - Revamped the committee
  - More airports now on committee
  - Most prestigious awards in the industry

#### **Other**

- Pres. Martin announced he will nominate Wayne Pennell of BWI for the Chair \_\_\_\_\_?
- Vice President Sean Hammer discussed the upcoming annual conference, hotel site/venue, activities, etc., to be held August 10–12, 2025.
- The Chapter also recognized Past Presidents Bill Hopper of the Pitt-Greenville Airport, and Marshall Stevens, now of Memphis International Airport who said a few words of thanks to the NEC for its support as he moves toward becoming the AAAE National Chair.

#### **Open Discussion**

- **Past President Alex Kashani** discussed the recent passing of Past President Brad Penrod of Pittsburgh, and given his work, asked that the future NEC ARFF Grant be renamed in his honor.
- Motion made by Alex Kashani, seconded by Tim Edwards
  - The ARFF Grant shall now be named the Brad Penrod ARFF Scholarship
- **Jeanne Olivier** again thanked the Chapter for establishing the IAAE Scholarship in her name, and mentioned the upcoming **Central Europe Conference** to be held in Paris October 19–21, 2025, the **Airports of the Americas**, and the **Riyadh Expo** Dec 16–18, 2025
- Ms. Olivier expressed that “I am amazed at the success of the Young Professionals, and that the establishment of the Yo Pros was extremely timely and represented forward thinking leadership to identify eager & talented folks”.
- **John Duval** expressed his support for Jeanne Olivier and indicated the value of the International Conferences that fosters fellowship among colleagues, sees good enthusiasm from different nations, and encouraged everyone to experience one of these if you can find a way to attend.
- Alex Gersten discussed President Martin’s work on the Podcast ***Destination Aviation***.
- Ed Foster indicated that Lancaster Airport (LNS) is looking for qualified candidates for an FBO Manager at that Airport.

#### **Motion for adjournment**

- Motion made by Alex Kashani, seconded by Keith Brune
- Meeting was adjourned at 9:33 a.m.

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# Northeast Chapter AAAE

## Balance Sheet

As of June 30, 2025

	<u>Jun 30, 25</u>	<u>Jun 30, 24</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
1020 • Capital Bank Money Market	366,246.65	317,494.10	48,752.55
1010 • Capital Bank Checking	505,212.92	466,117.47	39,095.45
<b>Total Checking/Savings</b>	<u>871,459.57</u>	<u>783,611.57</u>	<u>87,848.00</u>
<b>Accounts Receivable</b>	107,950.00	43,955.00	63,995.00
<b>Other Current Assets</b>			
2050 • Prepaid Expenses			
2080 • Prepaid Event Expense	1,657.60	1,000.00	657.60
2050 • Prepaid Expenses - Other	0.00	6,038.33	-6,038.33
<b>Total 2050 • Prepaid Expenses</b>	<u>1,657.60</u>	<u>7,038.33</u>	<u>-5,380.73</u>
2075 • Due from CC Processor (IRS)	11,020.80	11,020.80	0.00
<b>Total Other Current Assets</b>	<u>12,678.40</u>	<u>18,059.13</u>	<u>-5,380.73</u>
<b>Total Current Assets</b>	<u>992,087.97</u>	<u>845,625.70</u>	<u>146,462.27</u>
<b>TOTAL ASSETS</b>	<u><u>992,087.97</u></u>	<u><u>845,625.70</u></u>	<u><u>146,462.27</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable	719.76	19,474.35	-18,754.59
<b>Total Current Liabilities</b>	<u>719.76</u>	<u>19,474.35</u>	<u>-18,754.59</u>
<b>Total Liabilities</b>	<u>719.76</u>	<u>19,474.35</u>	<u>-18,754.59</u>
<b>Equity</b>			
5200 • Retained Earnings	593,700.32	598,948.31	-5,247.99
Net Income	397,667.89	227,203.04	170,464.85
<b>Total Equity</b>	<u>991,368.21</u>	<u>826,151.35</u>	<u>165,216.86</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>992,087.97</u></u>	<u><u>845,625.70</u></u>	<u><u>146,462.27</u></u>

# Northeast Chapter AAAE

## Profit & Loss Prev Year Comparison

### January through June 2025

	Jan - Jun 25	Jan - Jun 24	\$ Change
<b>Income</b>			
6100 • Dues Revenue	54,275.00	26,440.00	27,835.00
6200 • Event Revenue			
6201 • Annual Conference (Account - AC01)			
6201.1 • Annual Sponsor	84,070.00	55,654.00	28,416.00
6201.2 • Annual Conference Registration	30,510.00	52,631.50	-22,121.50
6201.3 • Annual Conference Exhibitors	37,360.00	27,262.00	10,098.00
Total 6201 • Annual Conference (Account - AC01)	151,940.00	135,547.50	16,392.50
6203 • IASS (SnoPo)			
6203.1 • IASS Sponsorship	86,275.00	90,545.00	-4,270.00
6203.2 • IASS Exhibitors	288,010.00	132,395.00	155,615.00
6203.3 • IASS Registration	283,420.00	187,520.00	95,900.00
6203.4 • Snow Schools (Snow School \$)	128,260.00	15,805.00	112,455.00
6203 • IASS (SnoPo) - Other	0.00	945.00	-945.00
Total 6203 • IASS (SnoPo)	785,965.00	427,210.00	358,755.00
6206 • Airports Conference Income			
6206.1 • Airports registration	191,872.50	193,590.00	-1,717.50
6206.2 • Airports Exhibitors			
6206.21 • Airport Exhibit Extra Attendee	1,635.00	7,780.00	-6,145.00
6206.2 • Airports Exhibitors - Other	73,542.50	43,477.50	30,065.00
Total 6206.2 • Airports Exhibitors	75,177.50	51,257.50	23,920.00
6206.3 • Airports Sponsorships	75,500.00	45,500.00	30,000.00
6206.4 • Airports Conf Income Other	0.00	1,045.00	-1,045.00
6206 • Airports Conference Income - Other	800.00	0.00	800.00
Total 6206 • Airports Conference Income	343,350.00	291,392.50	51,957.50
6200 • Event Revenue - Other	1,190.00	0.00	1,190.00
Total 6200 • Event Revenue	1,282,445.00	854,150.00	428,295.00
6205 • Continuing Education	950.00	0.00	950.00
6300 • Interest Income	4,004.76	2,494.10	1,510.66
6475 • AAAE Donation	20,000.00	40,612.15	-20,612.15
Total Income	1,361,674.76	923,696.25	437,978.51
<b>Gross Profit</b>	1,361,674.76	923,696.25	437,978.51
<b>Expense</b>			
8002 • Administration			
8002.2 • Strategic Planning & Initiative	4,050.00	0.00	4,050.00
8002 • Administration - Other	99,114.60	96,231.94	2,882.66
Total 8002 • Administration	103,164.60	96,231.94	6,932.66
8003 • Bank Charge	27,394.24	23,883.46	3,510.78
8100 • Event Expenses			
8101 • Annual Conference			
8101.1 • Hotel	18,500.00	0.00	18,500.00
8101.3 • Donations/Scholarships	0.00	1,000.00	-1,000.00

# Northeast Chapter AAE

## Profit & Loss Prev Year Comparison

### January through June 2025

	Jan - Jun 25	Jan - Jun 24	\$ Change
8101.4 · Promotional	0.00	4,442.26	-4,442.26
8101.5 · Travel	6,511.52	174.20	6,337.32
8101.6 · Misc	93.00	0.00	93.00
8101.7 · Social	9,200.00	3,650.00	5,550.00
8101.11 · Design	545.00	1,845.00	-1,300.00
8101 · Annual Conference - Other	0.00	98.42	-98.42
<b>Total 8101 · Annual Conference</b>	<b>34,849.52</b>	<b>11,209.88</b>	<b>23,639.64</b>
<b>8103 · IASS</b>			
8103.0 · Venue Food & Beverage	296,102.97	245,829.16	50,273.81
8103.1 · Food & Beverage - Networking	2,714.77	0.00	2,714.77
8103.3 · Registration Gifts/Raffle	3,950.53	2,400.00	1,550.53
8103.4 · Audio Visual	13,764.29	14,341.40	-577.11
8103.6 · Grand Prize	11,158.62	0.00	11,158.62
8103.7 · Hale/Show Set-up	66,046.86	8,454.50	57,592.36
8103.8 · Games/Exhibitor Engagement	0.00	101.32	-101.32
8103.9 · Hospitality	9,959.16	7,863.46	2,095.70
8103.10 · Awards	4,107.54	1,379.24	2,728.30
8103.11 · Travel (Leadership/Special)	1,889.44	632.73	1,256.71
8103.12 · Planning Meetings Oct/Jun	937.37	1,677.92	-740.55
8103.13 · Speakers	21,425.00	0.00	21,425.00
8103.14 · Printing/Design	10,568.86	11,468.52	-899.66
8103.15 · Buses	9,215.88	3,037.50	6,178.38
8103.17 · Entertainment	5,000.00	5,000.00	0.00
8103.20 · Opening Ceremony	0.00	112.60	-112.60
8103.26 · Rodeo	24,402.08	27,142.93	-2,740.85
8103.27 · Sponsorship	14,837.89	8,590.44	6,247.45
8103.29 · Gratuities	500.00	0.00	500.00
8103.30 · Committee Registration	0.00	5,907.00	-5,907.00
8103.31 · Travel - Staff	3,977.39	4,985.32	-1,007.93
8103.33 · Balchen/Post Award	0.00	1,416.74	-1,416.74
8103 · IASS - Other	26,415.36	3,227.38	23,187.98
<b>Total 8103 · IASS</b>	<b>526,974.01</b>	<b>353,568.16</b>	<b>173,405.85</b>
<b>8106 · Airports Conference (Hershey)</b>			
8106.1 · Hershey Lodge F&B, A/V, Set-up	166,090.63	143,321.63	22,769.00
8106.2 · Promotional & Materials	12,991.83	12,366.99	624.84
8106.3 · Printing	3,667.00	3,653.87	13.13
8106.4 · Design	1,557.50	75.00	1,482.50
8106.5 · Travel	3,295.96	3,339.96	-44.00
8106.6 · Donations, Scholarships, Awards	1,961.05	1,116.67	844.38
8106.8 · Miscellaneous	275.01	4,531.89	-4,256.88
8106.11 · Awards/Gifts	3,597.30	2,374.01	1,223.29
8106.12 · Hospitality	0.00	792.84	-792.84



# Northeast Chapter AAAE

## Profit & Loss Prev Year Comparison

### January through June 2025

	Jan - Jun 25	Jan - Jun 24	\$ Change
8106.14 · Keynote	26,500.00	0.00	26,500.00
8106.15 · Planning Meetings and Travel	0.00	222.59	-222.59
8106 · Airports Conference (Hershey) - Other	10.33	0.00	10.33
<b>Total 8106 · Airports Conference (Hershey)</b>	<b>219,946.61</b>	<b>171,795.45</b>	<b>48,151.16</b>
<b>Total 8100 · Event Expenses</b>	<b>781,770.14</b>	<b>536,573.49</b>	<b>245,196.65</b>
<b>8105 · Continuing Education Expense</b>			
8105.3 · Mechanics Course	0.00	506.39	-506.39
8105.4 · AAAE Donation*	0.00	437.59	-437.59
8105.5 · Leadership Retreat	17,867.15	1,394.08	16,473.07
<b>Total 8105 · Continuing Education Expense</b>	<b>17,867.15</b>	<b>2,338.06</b>	<b>15,529.09</b>
<b>8108 · AAAE Annual Conf Sponsorship</b>	<b>0.00</b>	<b>2,500.00</b>	<b>-2,500.00</b>
<b>8300 · Grants and Scholarships</b>			
8300.1 · Grants	0.00	184.25	-184.25
8300.2 · Scholarships	0.00	55.03	-55.03
8300.4 · Leadership Symposium Grant	0.00	12,581.00	-12,581.00
8302 · AAAE Annual Conf. Grant	2,067.97	2,576.22	-508.25
8305 · IASS Grant	2,233.32	495.53	1,737.79
8307 · ASOS School Grant	986.90	0.00	986.90
8313 · Russell Hoyt Airport Conf Grant	2,096.68	2,000.00	96.68
8319 · Cecil B. Sutton Scholarship	4,000.00	2,000.00	2,000.00
<b>Total 8300 · Grants and Scholarships</b>	<b>11,384.87</b>	<b>19,892.03</b>	<b>-8,507.16</b>
<b>8401 · Insurance (Insurance)</b>	<b>2,456.70</b>	<b>0.00</b>	<b>2,456.70</b>
<b>8406 · Miscellaneous</b>	<b>2,173.92</b>	<b>54.76</b>	<b>2,119.16</b>
<b>8407 · Office Expense</b>	<b>180.00</b>	<b>180.00</b>	<b>0.00</b>
<b>8601 · Postage and Delivery</b>	<b>1.50</b>	<b>34.06</b>	<b>-32.56</b>
<b>8602 · Printing</b>	<b>1,078.23</b>	<b>2,059.27</b>	<b>-981.04</b>
<b>8700 · Travel</b>			
8702 · Annual Officers' Meetings	0.00	1,155.41	-1,155.41
8703 · Executive Committee Travel	5,791.08	1,721.93	4,069.15
8708 · Interview Panel Travel	1,335.25	0.00	1,335.25
8710 · Issues Conference	0.00	6,818.73	-6,818.73
8700 · Travel - Other	6,261.78	0.00	6,261.78
<b>Total 8700 · Travel</b>	<b>13,388.11</b>	<b>9,696.07</b>	<b>3,692.04</b>
<b>8800 · Website Domains/Services</b>	<b>3,129.42</b>	<b>3,050.07</b>	<b>79.35</b>
<b>8801 · Website - Annual Subscription</b>	<b>17.99</b>	<b>0.00</b>	<b>17.99</b>
<b>Total Expense</b>	<b>964,006.87</b>	<b>696,493.21</b>	<b>267,513.66</b>
<b>Net Income</b>	<b>397,667.89</b>	<b>227,203.04</b>	<b>170,464.85</b>

# Northeast Chapter AAAE

## Profit & Loss Budget vs. Actual

### January through June 2025

	Jan - Jun 25	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
6100 - Dues Revenue	54,275.00	28,000.00	26,275.00	193.84%
6200 - Event Revenue				
6201 - Annual Conference (Account - AC01)				
6201.1 - Annual Sponsor	84,070.00	125,000.00	-40,930.00	67.26%
6201.2 - Annual Conference Registration	30,510.00	120,000.00	-89,490.00	25.43%
6201.3 - Annual Conference Exhibitors	37,360.00	20,000.00	17,360.00	186.8%
Total 6201 - Annual Conference (Account - AC01)	151,940.00	265,000.00	-113,060.00	57.34%
6203 - IASS (SnoPo)				
6203.1 - IASS Sponsorship	86,275.00	170,000.00	-83,725.00	50.75%
6203.2 - IASS Exhibitors	288,010.00	190,000.00	98,010.00	151.58%
6203.3 - IASS Registration	283,420.00	400,000.00	-116,580.00	70.86%
6203.4 - Snow Schools (Snow School \$)	128,260.00	80,000.00	48,260.00	160.33%
6203 - IASS (SnoPo) - Other	0.00	15,000.00	-15,000.00	0.0%
Total 6203 - IASS (SnoPo)	785,965.00	855,000.00	-69,035.00	91.93%
6204 - Large Hub Winter Workshop	0.00	35,000.00	-35,000.00	0.0%
6206 - Airports Conference Income				
6206.1 - Airports registration	191,872.50	201,800.00	-9,927.50	95.08%
6206.2 - Airports Exhibitors				
6206.21 - Airport Exhibit Extra Attendee	1,635.00	8,000.00	-6,365.00	20.44%
6206.2 - Airports Exhibitors - Other	73,542.50	42,000.00	31,542.50	175.1%
Total 6206.2 - Airports Exhibitors	75,177.50	50,000.00	25,177.50	150.36%
6206.3 - Airports Sponsorships	75,500.00	70,000.00	5,500.00	107.86%
6206.4 - Airports Conf Income Other	0.00	1,000.00	-1,000.00	0.0%
6206.5 - Extra Attendee Basic ASOS	0.00	19,800.00	-19,800.00	0.0%
6206 - Airports Conference Income - Other	800.00	0.00	800.00	100.0%
Total 6206 - Airports Conference Income	343,350.00	342,600.00	750.00	100.22%
6200 - Event Revenue - Other	1,190.00	0.00	1,190.00	100.0%
Total 6200 - Event Revenue	1,282,445.00	1,497,600.00	-215,155.00	85.63%
6205 - Continuing Education				
6205.0 - ARFF School	0.00	3,000.00	-3,000.00	0.0%
6205.4 - AAAE Donation	0.00	20,000.00	-20,000.00	0.0%
6205.5 - Leadership Retreat	0.00	17,500.00	-17,500.00	0.0%
6205 - Continuing Education - Other	950.00	0.00	950.00	100.0%
Total 6205 - Continuing Education	950.00	40,500.00	-39,550.00	2.35%
6300 - Interest Income	4,004.76	0.00	4,004.76	100.0%
6475 - AAAE Donation	20,000.00	0.00	20,000.00	100.0%
Total Income	1,361,674.76	1,566,100.00	-204,425.24	86.95%
Gross Profit	1,361,674.76	1,566,100.00	-204,425.24	86.95%
<b>Expense</b>				
8002 - Administration				
8002.2 - Strategic Planning & Initiative	4,050.00	0.00	4,050.00	100.0%

# Northeast Chapter AAEE

## Profit & Loss Budget vs. Actual

### January through June 2025

	Jan - Jun 25	Budget	\$ Over Budget	% of Budget
8002 · Administration - Other	99,114.60	192,571.00	-93,456.40	51.47%
<b>Total 8002 · Administration</b>	<b>103,164.60</b>	<b>192,571.00</b>	<b>-89,406.40</b>	<b>53.57%</b>
8003 · Bank Charge	27,394.24	25,000.00	2,394.24	109.58%
8004 · BOD Meeting	0.00	1,000.00	-1,000.00	0.0%
8008 · Dues and Subscriptions	0.00	5,000.00	-5,000.00	0.0%
8100 · Event Expenses				
8101 · Annual Conference				
8101.1 · Hotel	18,500.00	115,000.00	-96,500.00	16.09%
8101.4 · Promotional	0.00	4,200.00	-4,200.00	0.0%
8101.5 · Travel	6,511.52	8,000.00	-1,488.48	81.39%
8101.6 · Misc	93.00	2,500.00	-2,407.00	3.72%
8101.7 · Social	9,200.00	80,000.00	-70,800.00	11.5%
8101.8 · Printing	0.00	4,000.00	-4,000.00	0.0%
8101.9 · Speakers	0.00	10,000.00	-10,000.00	0.0%
8101.11 · Design	545.00	3,000.00	-2,455.00	18.17%
8101.13 · Petty Cash	0.00	1,000.00	-1,000.00	0.0%
8101 · Annual Conference - Other	0.00	1,000.00	-1,000.00	0.0%
<b>Total 8101 · Annual Conference</b>	<b>34,849.52</b>	<b>228,700.00</b>	<b>-193,850.48</b>	<b>15.24%</b>
8103 · IASS				
8103.0 · Venue Food & Beverage	296,102.97	230,000.00	66,102.97	128.74%
8103.1 · Food & Beverage - Networking	2,714.77	8,000.00	-5,285.23	33.94%
8103.3 · Registration Gifts/Raffle	3,950.53	15,000.00	-11,049.47	26.34%
8103.4 · Audio Visual	13,764.29	22,000.00	-8,235.71	62.57%
8103.6 · Grand Prize	11,158.62	15,000.00	-3,841.38	74.39%
8103.7 · Hale/Show Set-up	66,046.86	65,000.00	1,046.86	101.61%
8103.8 · Games/Exhibitor Engagement	0.00	3,000.00	-3,000.00	0.0%
8103.9 · Hospitality	9,959.16	7,000.00	2,959.16	142.27%
8103.10 · Awards	4,107.54	4,500.00	-392.46	91.28%
8103.11 · Travel (Leadership/Special)	1,889.44	6,000.00	-4,110.56	31.49%
8103.12 · Planning Meetings Oct/Jun	937.37	10,000.00	-9,062.63	9.37%
8103.13 · Speakers	21,425.00	10,000.00	11,425.00	214.25%
8103.14 · Printing/Design	10,568.86	25,000.00	-14,431.14	42.28%
8103.15 · Buses	9,215.88	10,000.00	-784.12	92.16%
8103.17 · Entertainment	5,000.00	10,000.00	-5,000.00	50.0%
8103.20 · Opening Ceremony	0.00	1,000.00	-1,000.00	0.0%
8103.25 · Accomodations	0.00	10,000.00	-10,000.00	0.0%
8103.26 · Rodeo	24,402.08	30,000.00	-5,597.92	81.34%
8103.27 · Sponsorship	14,837.89	15,000.00	-162.11	98.92%
8103.28 · Special Event	0.00	10,000.00	-10,000.00	0.0%
8103.29 · Gratuities	500.00	2,000.00	-1,500.00	25.0%
8103.30 · Committee Registration	0.00	1,500.00	-1,500.00	0.0%
8103.31 · Travel - Staff	3,977.39	7,000.00	-3,022.61	56.82%

# Northeast Chapter AAAE Profit & Loss Budget vs. Actual January through June 2025

	Jan - Jun 25	Budget	\$ Over Budget	% of Budget
8103.32 · Edge4Vets	0.00	5,000.00	-5,000.00	0.0%
8103.33 · Balchen/Post Award	0.00	6,000.00	-6,000.00	0.0%
8103.99 · Charity Donation	0.00	3,000.00	-3,000.00	0.0%
8103 · IASS - Other	26,415.36	15,000.00	11,415.36	176.1%
<b>Total 8103 · IASS</b>	<b>526,974.01</b>	<b>546,000.00</b>	<b>-19,025.99</b>	<b>96.52%</b>
<b>8106 · Airports Conference (Hershey)</b>				
8106.1 · Hershey Lodge F&B, A/V, Set-up	166,090.63	145,000.00	21,090.63	114.55%
8106.2 · Promotional & Materials	12,991.83	15,000.00	-2,008.17	86.61%
8106.3 · Printing	3,667.00	4,000.00	-333.00	91.68%
8106.4 · Design	1,557.50	3,000.00	-1,442.50	51.92%
8106.5 · Travel	3,295.96	4,000.00	-704.04	82.4%
8106.6 · Donations, Scholarships, Awards	1,961.05	2,000.00	-38.95	98.05%
8106.8 · Miscellaneous	275.01	5,000.00	-4,724.99	5.5%
8106.9 · 5K	0.00	2,500.00	-2,500.00	0.0%
8106.10 · Awards Dinner/Special Event	0.00	20,000.00	-20,000.00	0.0%
8106.11 · Awards/Gifts	3,597.30	2,500.00	1,097.30	143.89%
8106.12 · Hospitality	0.00	1,500.00	-1,500.00	0.0%
8106.13 · Opening Ceremony- Color Guard	0.00	750.00	-750.00	0.0%
8106.14 · Keynote	26,500.00	15,000.00	11,500.00	176.67%
8106.15 · Planning Meetings and Travel	0.00	2,500.00	-2,500.00	0.0%
8106.16 · Basic ASOS	0.00	11,540.00	-11,540.00	0.0%
8106 · Airports Conference (Hershey) - Other	10.33	0.00	10.33	100.0%
<b>Total 8106 · Airports Conference (Hershey)</b>	<b>219,946.61</b>	<b>234,290.00</b>	<b>-14,343.39</b>	<b>93.88%</b>
<b>Total 8100 · Event Expenses</b>	<b>781,770.14</b>	<b>1,008,990.00</b>	<b>-227,219.86</b>	<b>77.48%</b>
<b>8105 · Continuing Education Expense</b>				
8105.5 · Leadership Retreat	17,867.15	30,000.00	-12,132.85	59.56%
<b>Total 8105 · Continuing Education Expense</b>	<b>17,867.15</b>	<b>30,000.00</b>	<b>-12,132.85</b>	<b>59.56%</b>
<b>8300 · Grants and Scholarships</b>				
8300.3 · Internship	0.00	1,500.00	-1,500.00	0.0%
8300.5 · IAAE Scholarship	0.00	2,000.00	-2,000.00	0.0%
8301 · Accreditation Incentive Grant	0.00	15,000.00	-15,000.00	0.0%
8302 · AAAE Annual Conf. Grant	2,067.97	4,500.00	-2,432.03	45.96%
8305 · IASS Grant	2,233.32	2,000.00	233.32	111.67%
8306 · Steve Adams Student Grant	0.00	1,000.00	-1,000.00	0.0%
8307 · ASOS School Grant	986.90	6,000.00	-5,013.10	16.45%
8308 · AAAE Co-Funded Internship Grant	0.00	1,500.00	-1,500.00	0.0%
8309 · Hub Winter Op. Conf Scholarship	0.00	2,000.00	-2,000.00	0.0%
8310 · Annual Conf. Registration Grant	0.00	1,500.00	-1,500.00	0.0%
8311 · Non-Hub/GA Airports Conf Grant	0.00	2,000.00	-2,000.00	0.0%
8312 · Richard Williams Grant	0.00	3,000.00	-3,000.00	0.0%
8313 · Russell Hoyt Airport Conf Grant	2,096.68	2,000.00	96.68	104.83%
8314 · ARFF School Grant	0.00	2,500.00	-2,500.00	0.0%

# Northeast Chapter AAAE

## Profit & Loss Budget vs. Actual

### January through June 2025

	Jan - Jun 25	Budget	\$ Over Budget	% of Budget
8315 · Airport Prof. Exchange Grant	0.00	1,500.00	-1,500.00	0.0%
8318 · Buddy Comeau Scholarship	0.00	2,000.00	-2,000.00	0.0%
8319 · Cecil B. Sutton Scholarship	4,000.00	2,000.00	2,000.00	200.0%
8322 · AAAE Scholarship Match	0.00	84,800.00	-84,800.00	0.0%
8323 · AAAE Fdn Annual Contribution	0.00	7,500.00	-7,500.00	0.0%
8324 · AAAE Fdn DEI Annual Contributio	0.00	5,000.00	-5,000.00	0.0%
8300 · Grants and Scholarships - Other	0.00	5,000.00	-5,000.00	0.0%
<b>Total 8300 · Grants and Scholarships</b>	<b>11,384.87</b>	<b>154,300.00</b>	<b>-142,915.13</b>	<b>7.38%</b>
8401 · Insurance (Insurance)	2,456.70	2,500.00	-43.30	98.27%
8404 · Marketing	0.00	2,500.00	-2,500.00	0.0%
8406 · Miscellaneous	2,173.92	3,000.00	-826.08	72.46%
8407 · Office Expense	180.00	1,500.00	-1,320.00	12.0%
8408 · Office Supplies	0.00	1,500.00	-1,500.00	0.0%
8410 · Membership - Gifts	0.00	2,000.00	-2,000.00	0.0%
8601 · Postage and Delivery	1.50	300.00	-298.50	0.5%
8602 · Printing	1,078.23	4,000.00	-2,921.77	26.96%
8605 · Tax Preparation	0.00	750.00	-750.00	0.0%
8700 · Travel				
8701 · Annual Chapter Meetings (BOD)	0.00	4,000.00	-4,000.00	0.0%
8703 · Executive Committee Travel	5,791.08	7,000.00	-1,208.92	82.73%
8704 · Past Presidents Meeting	0.00	12,000.00	-12,000.00	0.0%
8706 · National Airports Conference	0.00	2,000.00	-2,000.00	0.0%
8708 · Interview Panel Travel	1,335.25	4,000.00	-2,664.75	33.38%
8710 · Issues Conference	0.00	10,000.00	-10,000.00	0.0%
8700 · Travel - Other	6,261.78	0.00	6,261.78	100.0%
<b>Total 8700 · Travel</b>	<b>13,388.11</b>	<b>39,000.00</b>	<b>-25,611.89</b>	<b>34.33%</b>
8800 · Website Domains/Services	3,129.42	5,000.00	-1,870.58	62.59%
8801 · Website - Annual Subscription	17.99	7,000.00	-6,982.01	0.26%
<b>Total Expense</b>	<b>964,006.87</b>	<b>1,485,911.00</b>	<b>-521,904.13</b>	<b>64.88%</b>
<b>Net Income</b>	<b>397,667.89</b>	<b>80,189.00</b>	<b>317,478.89</b>	<b>495.91%</b>

**Northeast Chapter AAEE**  
**IASS (SnoPo) YTD**  
January through June 2025

	<b>Jan - Jun 25</b>	<b>Budget</b>
<b>Income</b>		
<b>6200 · Event Revenue</b>		
<b>6203 · IASS (SnoPo)</b>		
6203.1 · IASS Sponsorship	86,275.00	170,000.00
6203.2 · IASS Exhibitors	288,010.00	190,000.00
6203.3 · IASS Registration	283,420.00	400,000.00
6203.4 · Snow Schools (Snow School \$)	128,260.00	80,000.00
6203 · IASS (SnoPo) - Other	0.00	15,000.00
<b>Total 6203 · IASS (SnoPo)</b>	<b>785,965.00</b>	<b>855,000.00</b>
6200 · Event Revenue - Other	1,190.00	0.00
<b>Total 6200 · Event Revenue</b>	<b>787,155.00</b>	<b>855,000.00</b>
<b>Total Income</b>	<b>787,155.00</b>	<b>855,000.00</b>
<b>Gross Profit</b>	<b>787,155.00</b>	<b>855,000.00</b>
<b>Expense</b>		
<b>8100 · Event Expenses</b>		
<b>8103 · IASS</b>		
8103.0 · Venue Food & Beverage	296,102.97	230,000.00
8103.1 · Food & Beverage - Networking	2,714.77	8,000.00
8103.3 · Registration Gifts/Raffle	3,950.53	15,000.00
8103.4 · Audio Visual	13,764.29	22,000.00
8103.6 · Grand Prize	11,158.62	15,000.00
8103.7 · Hale/Show Set-up	66,046.86	65,000.00
8103.8 · Games/Exhibitor Engagement	0.00	3,000.00
8103.9 · Hospitality	9,959.16	7,000.00
8103.10 · Awards	4,107.54	4,500.00
8103.11 · Travel (Leadership/Special)	1,889.44	6,000.00
8103.12 · Planning Meetings Oct/Jun	937.37	10,000.00
8103.13 · Speakers	21,425.00	10,000.00
8103.14 · Printing/Design	10,568.86	25,000.00
8103.15 · Buses	9,215.88	10,000.00
8103.17 · Entertainment	5,000.00	10,000.00
8103.20 · Opening Ceremony	0.00	1,000.00
8103.25 · Accomodations	0.00	10,000.00
8103.26 · Rodeo	24,402.08	30,000.00
8103.27 · Sponsorship	14,837.89	15,000.00
8103.28 · Special Event	0.00	10,000.00
8103.29 · Gratuities	500.00	2,000.00
8103.30 · Committee Registration	0.00	1,500.00
8103.31 · Travel - Staff	3,977.39	7,000.00
8103.32 · Edge4Vets	0.00	5,000.00
8103.33 · Balchen/Post Award	0.00	6,000.00
8103.99 · Charity Donation	0.00	3,000.00
8103 · IASS - Other	26,415.36	15,000.00
<b>Total 8103 · IASS</b>	<b>526,974.01</b>	<b>546,000.00</b>
<b>Total 8100 · Event Expenses</b>	<b>526,974.01</b>	<b>546,000.00</b>
<b>Total Expense</b>	<b>526,974.01</b>	<b>546,000.00</b>
<b>Net Income</b>	<b>260,180.99</b>	<b>309,000.00</b>

**Northeast Chapter AAAE**  
**Airports (Hershey) Conference YTD**  
January through June 2025

	<u>Jan - Jun 25</u>	<u>Budget</u>
<b>Income</b>		
<b>6200 · Event Revenue</b>		
<b>6206 · Airports Conference Income</b>		
6206.1 · Airports registration	191,872.50	201,800.00
6206.2 · Airports Exhibitors		
6206.21 · Airport Exhibit Extra Attendee	1,635.00	8,000.00
6206.2 · Airports Exhibitors - Other	73,542.50	42,000.00
<b>Total 6206.2 · Airports Exhibitors</b>	<u>75,177.50</u>	<u>50,000.00</u>
6206.3 · Airports Sponsorships	75,500.00	70,000.00
6206.4 · Airports Conf Income Other	0.00	1,000.00
6206 · Airports Conference Income - Other	800.00	0.00
<b>Total 6206 · Airports Conference Income</b>	<u>343,350.00</u>	<u>322,800.00</u>
<b>Total 6200 · Event Revenue</b>	<u>343,350.00</u>	<u>322,800.00</u>
<b>Total Income</b>	<u>343,350.00</u>	<u>322,800.00</u>
<b>Gross Profit</b>	343,350.00	322,800.00
<b>Expense</b>		
<b>8100 · Event Expenses</b>		
<b>8106 · Airports Conference (Hershey)</b>		
8106.1 · Hershey Lodge F&B, A/V, Set-up	166,090.63	145,000.00
8106.2 · Promotional & Materials	12,991.83	15,000.00
8106.3 · Printing	3,667.00	4,000.00
8106.4 · Design	1,557.50	3,000.00
8106.5 · Travel	3,295.96	4,000.00
8106.6 · Donations, Scholarships, Awards	1,961.05	2,000.00
8106.8 · Miscellaneous	275.01	5,000.00
8106.9 · 5K	0.00	2,500.00
8106.10 · Awards Dinner/Special Event	0.00	20,000.00
8106.11 · Awards/Gifts	3,597.30	2,500.00
8106.12 · Hospitality	0.00	1,500.00
8106.13 · Opening Ceremony- Color Guard	0.00	750.00
8106.14 · Keynote	26,500.00	15,000.00
8106.15 · Planning Meetings and Travel	0.00	2,500.00
8106 · Airports Conference (Hershey) - Other	10.33	0.00
<b>Total 8106 · Airports Conference (Hershey)</b>	<u>219,946.61</u>	<u>222,750.00</u>
<b>Total 8100 · Event Expenses</b>	<u>219,946.61</u>	<u>222,750.00</u>
<b>Total Expense</b>	<u>219,946.61</u>	<u>222,750.00</u>
<b>Net Income</b>	<u><u>123,403.39</u></u>	<u><u>100,050.00</u></u>

**Northeast Chapter AAAE**  
**Annual Conference YTD**  
 January through June 2025

	<b>Jan - Jun 25</b>	<b>Budget</b>
<b>Income</b>		
<b>6200 · Event Revenue</b>		
<b>6201 · Annual Conference (Account - AC01)</b>		
<b>6201.1 · Annual Sponsor</b>	84,070.00	125,000.00
<b>6201.2 · Annual Conference Registration</b>	30,510.00	120,000.00
<b>6201.3 · Annual Conference Exhibitors</b>	37,360.00	20,000.00
<b>Total 6201 · Annual Conference (Account - AC01)</b>	<u>151,940.00</u>	<u>265,000.00</u>
<b>Total 6200 · Event Revenue</b>	<u>151,940.00</u>	<u>265,000.00</u>
<b>Total Income</b>	<u>151,940.00</u>	<u>265,000.00</u>
<b>Gross Profit</b>	<u>151,940.00</u>	<u>265,000.00</u>
<b>Expense</b>		
<b>8100 · Event Expenses</b>		
<b>8101 · Annual Conference</b>		
<b>8101.1 · Hotel</b>	18,500.00	115,000.00
<b>8101.4 · Promotional</b>	0.00	4,200.00
<b>8101.5 · Travel</b>	6,511.52	8,000.00
<b>8101.6 · Misc</b>	93.00	2,500.00
<b>8101.7 · Social</b>	9,200.00	80,000.00
<b>8101.8 · Printing</b>	0.00	4,000.00
<b>8101.9 · Speakers</b>	0.00	10,000.00
<b>8101.11 · Design</b>	545.00	3,000.00
<b>8101.13 · Petty Cash</b>	0.00	1,000.00
<b>8101 · Annual Conference - Other</b>	0.00	1,000.00
<b>Total 8101 · Annual Conference</b>	<u>34,849.52</u>	<u>228,700.00</u>
<b>Total 8100 · Event Expenses</b>	<u>34,849.52</u>	<u>228,700.00</u>
<b>Total Expense</b>	<u>34,849.52</u>	<u>228,700.00</u>
<b>Net Income</b>	<u><u>117,090.48</u></u>	<u><u>36,300.00</u></u>



Northeast Chapter AAAE  
Transactions by Account

All Transactions					
Type	Date	Memo	Debit	Credit	Balance
1020 - Capital Bank Money Market					
Transfer	03/08/2024	Funds Transfer	315,000.00		315,000.00
Deposit	03/29/2024	Interest	484.15		315,484.15
Deposit	04/29/2024	Interest	705.30		316,189.45
Deposit	05/29/2024	Interest	684.79		316,874.24
Deposit	06/29/2024	Interest	619.86		317,494.10
Deposit	07/29/2024	Interest	731.98		318,226.08
Deposit	08/30/2024	Interest	666.97		318,893.05
Deposit	09/30/2024	Interest	690.64		319,583.69
Deposit	10/31/2024	Interest	648.36		320,232.05
Deposit	11/30/2024	Interest	597.91		320,829.96
Deposit	12/31/2024	Interest	641.66		321,471.62
Transfer	01/23/2025	9% Funds Transfer	40,770.27		362,241.89
Deposit	01/31/2025	Interest	636.94		362,878.83
Deposit	02/28/2025	Interest	626.34		363,505.17
Deposit	03/31/2025	Interest	694.64		364,199.81
Deposit	04/30/2025	Interest	673.52		364,873.33
Deposit	05/30/2025	Interest	674.77		365,548.10
Deposit	06/30/2025	Interest	698.55		366,246.65
Total 1020 - Capital Bank Money Market			366,246.65	0.00	366,246.65
TOTAL			366,246.65	0.00	366,246.65



## 2025 Committee Report

### **PRESIDENT**

Derek Martin, A.A.E.

### **VICE PRESIDENT**

Sean Hammer, A.A.E.

### **TREASURER**

Stephen Williams, A.A.E.

### **SECRETARY**

Paul Brean, C.M.

### **PAST PRESIDENT**

Darren Large, A.A.E.

### **BOARD OF DIRECTORS**

Keiva Rodriques, PE, C.M.

Kellyann Valentine, A.A.E.

Christopher Dougherty, A.A.E.

Shon Dempsey, A.A.E.

Ryan Collins, C.M., ACE

Nick McLaughlin, P.E.

Chad Nixon

### **AAAE NATIONAL DIRECTORS**

Melinda Montgomery, A.A.E.

Ed Foster, A.A.E.

### **REGIONAL EXAMINER**

James Pacansky, MBA, CPA, A.A.E.

### (NAME) COMMITTEE

I. Chair & Committee Members: ShanidaThomas-Bodrick (Chair), Sara, Sean, Shawn, Chuck, Jean, Kellyann, Donna, Vivian, Dejuan and Royal

II. Function of the Committee: To create Inclusion in the aviation community whether an airport or airport Partners

III. Date of last meeting: 5/13/25

IV. Date of next meeting: 6/10/25

V. Action Items Completed: Removing Barriers Summit, Monthly Celebrations for inclusion

VI. Action Items In-progress and Notes: Upcoming summit and sessions for Inclusion in Aviation committee

VII. Announcements: Year 5 for the Inclusion in Aviation award

VIII. Questions for the board/membership:

IX. Other Notes:

-- END OF REPORT--



## 2025 Committee Report

### **PRESIDENT**

Derek Martin, A.A.E.

### **VICE PRESIDENT**

Sean Hammer, A.A.E.

### **TREASURER**

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Ed Foster, A.A.E.

### **REGIONAL EXAMINER**

James Pacansky, MBA, CPA, A.A.E.

### Young Professionals Committee

#### I. Chair & Committee Members:

- Sydney Graveson, P.E., Co-Chair
- Ray Ehtesham, P.E., CM, Co-Chair
- Trent Tougas, ENV SP, Secretary
- Devan Weis, ACE, ASC, Communications Chair
- Lawrence Scharff, ACE, Officer

#### II. Function of the Committee: To promote engagement of future leaders and to provide career development, networking, and educational opportunities for 40 years and under or less than five years of experience.

#### III. Date of last meeting:

- Thursday, May 8th, 2025

#### IV. Date of next meeting:

- Thursday, June 12th, 2025

#### V. Action Items Completed:

- NEC YoPro Meet-up at Annual Conference in Portsmouth & Airport Tour in August 2024
- NEC YoPro Trivia at DEI Conference in November 2024
- NEC YoPro Meet Up in NYC - December 2024
- NEC YoPro Hershey Student Panel & Airport Tour - March 2025

#### VI. Action Items In-progress and Notes:

- NEC YoPro Annual Conference Meet Up - Baltimore August 2025
  - Six YoPro Moderators for NEC Baltimore Conference secured
- Fall YoPro Meetup/Field Trip TBD

#### VII. Announcements:

#### VIII. Questions for the board/membership:

#### IX. Other Notes: