

SEC-AAAE

15th Annual Airport Finance and Administration Conference

Special points of interest:

- Plan now to attend the 2004 Finance and Administration Conference to be held in Ft. Lauderdale, Fla., February 22-24, 2004. Your attendance is respectfully requested because of the important issues to be voted on by the membership during the course of this meeting.

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The Southeast Chapter of the American Association of Airport Executives and the American Association of Airport Executives are pleased to present the 15th Annual Airport Finance and Administration Conference. The theme of this year's conference is "Back to Business."

Scheduled for February 22-24, 2004 in Fort Lauderdale, Florida, the conference will cover a host of topics ranging from AIP reauthorization to airline bankruptcy issues. This conference should cover all the subjects that those individuals working in the finance and administration fields need to know to manage today's airports.

Airport executives with financial and administrative responsibilities should not miss this special networking opportunity to learn how

others are coping with today's challenges. You will come away from the meeting with new ideas that may prove to be the right solutions for your airport or aviation-related company.

Your attendance at this meeting is vitally important this year. A SEC-AAAE General Membership Meeting will be held on Sunday, February 22 at 5:00 p.m. where important issues concerning the Chapter will be considered. Some of those issues include voting on the restated charter and bylaws and future annual conference sites for 2005, 2006 and 2007. If you are an executive member of the organization, please plan to attend or plan to send other executive members in your administration.

Some of the issues to be discussed and debated during the business section

of the conference include, but are not limited to:

- Airport Legal issues
- Airport Privatization
- TSA Agreement issues
- Bond Reporting
- Travel and Tourism Update
- Airport Revenue Investing
- AIP Reauthorization
- Revenue Sources and Diversification
- Airline Bankruptcy

All sessions will take place at the Westin Fort Lauderdale Hotel in Fort Lauderdale, Florida. The meeting will begin with a reception at 6:30 p.m. on Sunday, February 22 and end at 2:45 p.m. on Tuesday,

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Titusville-Cocoa Names New Executive Director

The Titusville-Cocoa Airport Authority recently announced the appointment of Fred Watts as its new executive director. Watts' appointment comes after a two-month search by the authority.

Watts' experience includes

14 years with the Charlotte County Airport Authority (CCAA) as both the assistant director and the executive director. During his tenure with CCAA, Watts was successful in obtaining and administering more than \$7.5 million in federal

and state grants for airport capital improvement projects.

Watts is active in the Florida International Air Show Board of Directors and he is a member of the Florida Airport Storm Water Committee.

15th Annual F&A Conference, continued from page 1

February 24. The Southeast Chapter-AAAE Board of Directors will meet at 3:00 p.m. on Sunday, February 22, followed by a General Membership Meeting at 5:00 p.m.

Registration fees include an evening reception, two luncheons, coffee breaks and all handout materials. Dress for the meeting is casual. Bring your jeans and your bathing suits! AAAE will fax confirmation letters to all conference attendees.

For further program information, contact Joan Lowden with the American Association of Airport Executives. You can reach Joan at (703) 824-0500, ext. 137 or via email at joan.lowden@airportnet.org. For further registration information, contact Jonna Thoma with AAAE at ext. 185 or via email at jonna.thoma@airportnet.org.

As an add-on, the Annual AAAE Airport Liability Insurance and Risk Management Workshop will be held Sunday, February 22, 2004, at the Westin Fort Lauderdale Hotel. The meeting will begin at 8:30 a.m. and end at 5:00 p.m. Registration forms are available for the workshop by contacting Jonna Thoma. You can receive a 10% discount off each registration fee by attending both the Finance and Administration Conference and the Insurance Workshop.

You can register on-line at <http://www.airportnet.org/meetings> or a registration form is included in this newsletter on page 3.

The Schedule of Events for the Ft. Lauderdale Conference and Workshop is as follows, subject to change, of course:

SUNDAY, FEBRUARY 22, 2004

3-5 pm	SEC-AAAE Board of Directors Meeting
5-6 pm	SEC-AAAE General Membership Meeting
6:30 pm	Registration Closes
6:30-7:30 pm	Opening Reception

MONDAY, FEBRUARY 23

8-9 am	Registration
9-9:15 am	Welcome
9:15-10:30 a.m.	General Session I Cruise Ship Industry and Airport Coordination
10:30-11 am	Coffee Break
11-12:15 am	General Session II Airport Law 101 and Bankruptcy Issues
12:15-1:45 pm	Lunch
1:45-3 pm	Concurrent Sessions (Repeated at 3:15 pm)
3-3:30 pm	Coffee Break
3:30-4:45 pm	Concurrent Sessions (Repeat of 1:45 p.m.)

TUESDAY, FEBRUARY 24

8-9 am	Registration
9-10:15 am	General Session III AIP Reauthorization and FAA Issues
10:15-10:45 am	Coffee Break
10:45-Noon	General Session IV Revenue Sources and Diversification

No prerequisites and/or advance preparation is required for these sessions.

This course provides eleven (11) hours of CPE credits and is worth 12 credits in AAAE Continuing Airport Management Education Units.

We cannot over emphasize the importance of your attendance at this conference considering the need for a quorum for the General Membership Meeting to be held February 22, 2004 at 5:00 pm.

In accordance with the SEC-AAAE bylaws, a minimum of 25 voting members are required to secure a vote. Along with the general business to be brought before the membership, approval of the restated Charter and Bylaws and Annual Conference sites for 2005, 2006 and 2007, will also be decided. If you cannot attend, please send an alternate voting member

T-BIRDS ARE BACK IN THE AIRSHOW

For the fifth time at the Florida International Air Show, the Air Force Thunderbirds will perform.

Piercing the sky at 1,200 miles per hour, the aerobatic flying team will perform in Punta Gorda March 27-28. The event at the Charlotte County Airport attracts thousands who come to watch the daredevil moves and see the sleek technology of the

F-16C Fighting Falcon.

"They're excited to be coming back to Punta Gorda," show president Bucky McQueen said recently from Dallas. "We're on a roll, We're excited, and they're excited to come back."

The announcement came at the International Council of Air Shows convention in

Dallas. The event marks the 51st year of performing for the Thunderbirds, and the 24th anniversary of the Florida air show. For the Thunderbirds, it's their season opener.

The message was a near divine one for Florida air show fans and a bonus to the nonprofits who have gained about \$2 million for charity since the show began

more than two decades ago. The event benefits local charities across southwest Florida and provides funds to groups like the Make-A-Wish Foundation that benefits children with life-threatening illnesses.

The Thunderbirds are the precision flying team of the U.S. Air Force. The team flies the Lockheed Martin F-16 Fighting Falcon, an aircraft praised for its air-to-air combat abilities.

The Southeast Chapter of the American Association of Airport Executives and the American Association of Airport Executives
 Present
 The 15th Annual Airport Finance and Administration Conference
 February 22-24, 2004 • Fort Lauderdale, Florida • Meeting #040202

Hotel Reservations—Westin Fort Lauderdale Hotel, 400 Corporate Drive, Fort Lauderdale, Fla. 33334; Telephone: (954) 772-1331. \$149 single or double. Make your reservations by January 30, 2004 for this rate. Call the hotel direct to make your reservations. Identify yourself as part of the AAAE Group.

Airline Reservations—American Airlines and Delta Air Lines have been selected as the official airlines for this conference. Attendees can receive 10% off American’s and Delta’s full coach fares or 5% off all other published rates. Call American Airlines at (800) 433-1790 from 6 am to 1 am EST daily and refer to star file #1424AK, contact Delta Air Lines at (800) 241-6760 from 8 am to 11 pm EST daily and refer to file #198265A

Ground Transportation—The trip to the hotel from the Ft. Lauderdale/Hollywood International Airport takes approximately 15 minutes. Taxicabs cost approximately \$25-\$30 each way. Avis is the official rental car company for the conference and you may contact Avis at (800) 331-1600 and reference special consideration J097316.

Registration—Complete the form below and fax to AAAE at ((703) 820-1395 or mail to AAAE at 601 Madison Street, #400; Alexandria, Virginia 22314.

NOTE: AAAE reserves the right to cancel this conference if the number of registrants is insufficient. AAAE will notify all registrants and refund the registration fee in full. Any costs incurred by the registrant for hotel cancellation or airline penalties are the responsibility of the applicant. Registrations and cancellations must be admitted in writing. Refund requests received before 2-6-04 are subject to a \$125 processing fee. There will be no refunds after this date. Substitutions will be accepted without penalty and no-shows will be invoiced. For inquiries regarding cancellations and refunds, contact the AAAE Meetings Department at (703) 824-0504.

Future Correspondence will be sent to the address, fax number and/or email address listed below:

NICKNAME FOR BADGE: _____ EMAIL ADDRESS _____

FULL NAME: _____

TITLE: _____

AIRPORT/COMPANY NAME: _____

CITY/STATE/ZIP: _____

TELEPHONE: _____ FAX: _____

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

REGISTRATION FEE (In U.S. Funds drawn on U.S. Bank)

- 1. SEC-AAAE Member.....\$385 2. Member whose Airport Belongs to ARDF*.....\$365
- 3. Non-Member.....\$495 4. Non-Member whose Airport Belongs to ARDF*.....\$465

* ARDF—The Airport Research and Development Foundation

Receive a 10% discount off registration fee by attending the Finance and Administration Conference and the Airport Liability and Risk Management Workshop. This course provides 11 hours of CPE credit and 12 credits toward the AAAE Continuing Airport Management Education Unit (CEU) program (No prerequisites and/or preparation required).

PAYMENT METHOD

Check Enclosed to AAAE Purchase Order No. _____

Charge my: American Express MasterCard VISA

Cardholder Name _____

Account Number _____ Expiration Date _____

Signature _____

Return to—

AAAE
 601 Madison Street, #400;
 Alexandria, VA 22314 (USA) or Fax to (703) 820-1395

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**IN MEMORY OF
FRANK SCHWARTZ
of KJ LAW**

Frank passed away at his home on
November 11, 2003.

Frank was a long time, well respected and most enjoyable corporate member of the Southeastern Airport Managers' Association. He was a regular exhibitor at their conferences and a friend to all.

2004 ANNUAL DUES

By now, you should have received your invoice for your 2004 SEC-AAAE annual dues. Dues should be in the hands of the executive secretary no later than February 1, 2004. Contact the executive secretary at (843) 425-3878 or via email at secaaae@aol.com if you have not received your invoice.

Southwest Continues to Grow in Norfolk

About two years ago, travelers flying out of Norfolk International Airport were paying some of the heftiest fares in the nation. Norfolk's average fare was the 18th highest of 83 airports surveyed by federal officials.

Since low-fare leader Southwest Airlines landed in Norfolk in October 2001, ticket prices to many destinations plunged. Norfolk skipped ahead of nearly 30 cities and is now around the middle of the pack with the 38th lowest fares of 74 airports.

"Since Southwest has been there, its been day and night," said Tom Parsons, CEO of Bestfares.com, an Internet travel service. "I've seen some real hotdog fares. You've had cheap ones like \$98 round trips to Florida." he said. "You've never been invited to those \$200 coast-to-coast fares before. Fares in Norfolk have been so aggressive compared to what they used to be."

The U.S. Department of Transportation coined the phrase "Southwest Effect" to describe how average fares decrease and passenger counts increase in new Southwest markets. In Norfolk, the effect has been blunted because of the September 11, 2001 terrorist attacks, the war in Iraq and the ailing economy. But travelers from Norfolk, Richmond and other surrounding cities are still enjoying substantial savings.

The Department of Transportation and Southwest statistics show fares from Norfolk to Southwest's nonstop destinations—Baltimore, Las Vegas, Orlando and Jacksonville—have dropped 25 percent to 69 percent over the past two years.

The average one-way fare out of Norfolk fell from \$185 to \$140.

The savings are greatest on Southwest's direct routes because other airlines are

forced to match prices to remain competitive. Fare reductions occur on connecting flights as well, but they are not as dramatic. Fares to cities that Southwest doesn't serve remain relatively unchanged.

Air Travel experts attribute Norfolk's falling fares to airlines not only competing with Southwest's cheap fares, but also with AirTran's fares at Newport News/Williamsburg International Airport just a few miles up the road. AirTran has grown from four daily flights to eight over the past two years by adding nonstop flights to Orlando, Atlanta and New York's LaGuardia Airport.

Derek Taylor and his family recently drove from Richmond to Norfolk to take advantage of Southwest fares and Carolyn Andrews of Baltimore used to drive to Hampton Roads to visit family. Now she flies Southwest. "I can't stand the thought of driving I-95 between Richmond and D.C."