

# SEC-AAAE

## Pensacola Prepares for SEC-AAAE Annual Conference

### Special points of interest:

- It's not too late!

You can still register for the 2004 SEC-AAAE Annual Conference to be held April 25-27, 2004 in beautiful Pensacola, Florida. All the details for registration, getting to Pensacola, hotel information and ground transportation are in this issue. Come join us on the snow-white sands of Pensacola Beach!

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The Southeast Chapter of the American Association of Airport Executives will meet in Pensacola, Florida, on April 25-27 for the Association's annual conference. Frank Miller, A.A.E., is this year's Conference Chairman and promises a most outstanding event.

This year's conference is held at the beautiful Hilton Garden Inn on Pensacola Beach, a spectacular venue for what has been a long, hard winter for a lot of folks in the industry. The theme, "Pushing the Limits" is indicative of the adverse aviation climate of recent years and some of the opportunities many airports have utilized to make the best of a bad situation. These airports have achieved positive results by "pushing the limits" of normal operating procedures and this conference will explore many of these suc-

cess stories and address such topics as:

- Discovering new revenue sources
- Discovering new ways to cut costs
- Embracing new technology for access control and other innovative security systems
- The airport role in family assistance during aviation disasters
- Preparing to meet the new FAR Part 139 rewrite standards
- Airlines and the future- "Gauging Where the Industry is Going"

Pensacola offers the Chapter Florida's warmest welcome. Pensacola has evolved through centuries of historic and cultural

influences to become the beautiful, interesting city it is today. The city is filled with culture, outdoor adventure, fine museums and attractions, home of the US Navy Blue Angels and over 50 miles of sugar-white beaches that have remained untouched during the centuries. Pensacola is the American south. Easy to get to and hard to leave, Pensacola remains one of the last places to experience Florida as it used to be.

So mark your calendars for April 25-27, 2004 and join us on the beautiful beaches of Pensacola. To register for this exciting conference, simply complete the registration on Page 3 of this newsletter and return it as soon as possible to the address provided. Sponsorship and exhibitor opportunities are also available. Contact Belinda Zephir at ( 850 ) 436-5000

## Frontier Comes to Nashville

The arrival of Frontier Airlines in Nashville could help budget travelers, especially those seeking discount airfares from Music City to Frontier's home base of Denver, other Western destinations and Mexico. The Denver-based airline

recently announced it would introduce two daily nonstop flights between Nashville and Denver. The flights on the company's new Airbus A318 jet, which has 114 seats, are scheduled to start June 20.

The airline's introductory rate of \$99 one-way for off-peak travel between Nashville and Denver and \$119 for peak days won't last forever, unfortunately. Passengers had to book by April 7 to get those rates.

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

for further information on exhibitor and sponsorship opportunities.

Remember, this conference is held just steps away from the sandy shores of the Gulf of Mexico, so the dress is business casual. You can wear a tie to the banquet if you insist. Pensacola's average temperature in late April ranges from the high 60's to low 70's with water temperatures around 72 degrees, so pack accordingly!

The Conference Committee is proud to announce that the conference site is the new Hilton Garden Inn, Pensacola Beach. The single/double occupancy conference rate of \$135 for standard rooms and \$155 for gulf front rooms applies. For hotel reservations, call 1-800-HILTONS or the hotel directly at (866) 916-2999 and refer to our conference code of SEC-AAAE. On line reservations are available through the Internet site [www.pensacolabeach.gardeninn.com](http://www.pensacolabeach.gardeninn.com). Insert the conference code SCA.

Shuttle service between the airport and the hotel will be available for \$7 per person/one way by calling the Hilton front desk at (866) 916-2999.

The Schedule of Events for the Pensacola Conference is as follows, subject to change, of course:

### Saturday, April 24

6:30 pm-8:30 pm SEC-AAAE Board of Directors' Dinner

### Sunday April 25

8 am-9 pm AAAE Oral Exams  
 8:30 am-2:00 pm Golf Tournament  
 Noon-5:00 p.m. Exhibitor Setup  
 10:30-11:00 am Coffee Break  
 1:00-5:00 pm Registration  
 3:00-4:30 pm Board Meeting  
 4:30-5:30 pm Member Meeting  
 6:30-8:00 pm Reception  
 After 8:00 pm Continue Reception by the Pool

### Monday, April 26

8 am-9 pm AAAE Oral Exams  
 8 am-5 pm Registration  
 8 am-8:45 am Buffet Breakfast  
 8 am-9 am Past Presidents' Breakfast  
 8 am-5 pm Exhibit Area Open  
 8:45 a.m.-2 pm Spouse/Guest Program  
 9 am-9:15 am Welcoming Remarks  
 9:15-10:15 am General Session I  
 10:15-10:45 am AAAE 101  
 10:45-11:15 am Break w/ Exhibitors  
 11:15-Noon General Session II  
 Noon-2:00 pm Awards Luncheon  
 2:00-3:00 pm Concurrent Sessions  
 Session A

3:00-3:30 pm Session B  
 Break w/ Exhibitors  
 3:30-4:30 pm Concurrent Sessions  
 Session A  
 Session B  
 6:00-9:00 pm Host event at the Navy Museum

### Tuesday, April 27

8:00 am-1:45 pm Exhibit Area Open  
 8:00 am-Noon Registration  
 8:00-9:30 am Breakfast w/ Exhibitors  
 9:30-10:15 am General Session III  
 10:15-11:00 am General Session IV  
 11:00-11:30 am Break w/ Exhibitors  
 11:30 am-12:30 pm General Session V  
 12:30-2:00 pm Awards Luncheon  
 2 pm-4 pm Exhibitor Breakdown  
 2 pm-4 pm 1st Annual Airport Survivor  
 3-3:30 pm Break  
 3:30-4:30 pm Airport Survivor, con't  
 2:15-4:30 pm Airport Tour  
 6-7 pm President's Reception  
 7-9 pm Closing Banquet  
 After 9 pm Gathering at Pool

Whatever you do, don't miss this!

## Buyout of Homes Pitched to Kentucky Governor Fletcher

Louisville Metro Mayor Jerry Abramson and Metro Council President Kelly Downard recently met with Gov. Ernie Fletcher to ask for \$20 million to relocate nearly 400 families living near Louisville International Airport. Abramson said he and Downard met with Fletcher and Lt. Gov. Steve Pence, who is from Louisville, for about 30 minutes and talked about several issues. But the relocation project and the

state's promise to move the residents was the main subject, the mayor said.

The state promised to buy out some homeowners affected by increased noise when the airport expanded in the late 1980's and early 1990's. Some 3,600 homes have been purchased, but nearly 400 remain.

Abramson and Downard

have said obtaining state buyout funds is their top legislative priority this year.

Downard said Fletcher made no promises, but he is optimistic. Despite a projected budget shortfall of as much as \$700 million next year, Fletcher has said he hopes to fund some projects that will generate economic activity.

Abramson said he explained

airport and related industries bring in huge sums for the state and he told Fletcher that ongoing development in the area will bring in even more. "He was receptive, and he asked some questions about what are the job-creation opportunities within the context of that expenditure," Abramson said. The Governor was promised information about the economic benefits of an ongoing project to bring industry to an area south of the airport.

The Southeast Chapter of the American Association of Airport Executives  
Presents  
The 2004 SEC-AAAE Annual Conference  
April 25-27, 2004 • Pensacola, Florida

**Hotel Reservations**—Hilton Garden Inn, Pensacola Beach. Single/double occupancy conference rate of \$135 for standard rooms and \$155 for Gulf front rooms. For reservations, call 1-800-HILTONS or the hotel directly at (866) 916-2999 and refer to the conference code SEC-AAAE, or via the Internet at [www.pensacolabeach.gardeninn.com](http://www.pensacolabeach.gardeninn.com) and insert the conference code SCA.

**Airline Reservations**—AirTran Airways has been designated the official conference airline. A 10% discount and possible upgrades are available if you make your air travel arrangements through the AirTran Event Savers Desk at (866) 683-8368 (Monday through Friday; 8:30 am—5:00 pm). The conference event code is PNS042504.

**Ground Transportation**—Hertz is the official rental car company for the conference and discount rates are available by calling (800) 654-2240. Shuttle services are available between the airport and the hotel for \$7 per person/one way by calling the Hilton’s front desk at (866) 916-2999.

**Registration**—Complete the form below and mail it to Frank R. Miller, A.A.E., Pensacola Regional Airport; 2430 Airport Blvd., Suite 225; Pensacola, Florida 32504 or fax it to Frank at (850) 436-5006. For additional information, you may call Frank at (850) 436-5000.

**Refund Policy**—Cancellations must be received in writing and will be fully refunded if the notice is received no later than March 17, 2004. A \$75 processing fee will be assessed after that date. Refunds will not be issued for cancellations after April 11, 2004. Substitutions will be accepted without penalties and no-shows will be billed.

NICKNAME FOR BADGE: \_\_\_\_\_ EMAIL ADDRESS \_\_\_\_\_

FULL NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

AIRPORT/COMPANY NAME: \_\_\_\_\_

CITY/STATE/ZIP: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_ FAX: \_\_\_\_\_

SPOUSE/GUEST NAME: \_\_\_\_\_

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

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

	Number Attending	Received by 3-17-04	Received after 3-17-04
<input type="checkbox"/> SEC-AAAE Member	_____	\$275	\$300
<input type="checkbox"/> Associate/Student	_____	\$125	\$150
<input type="checkbox"/> Spouse/Guest	_____	\$125	\$150
<input type="checkbox"/> Non-Member	_____	\$300	\$150

**PAYMENT METHOD**

Check Enclosed . Make Check Payable to SEC-AAAE Conference

Charge my:     MasterCard     VISA

Cardholder Name \_\_\_\_\_

Account Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_

**Number Attending:**

- \_\_\_ Golf Tournament, Sunday, April 25 (Maximum 100, first come, first served)
- \_\_\_ Welcoming Reception, Sunday, April 25
- \_\_\_ Tennis Match, Sunday April 25
- \_\_\_ Luncheon, Monday, April 26
- \_\_\_ Spouse/Guest Tour of Historic Pensacola, Monday, April 26 (Lunch & Shopping)
- \_\_\_ Host Event Dinner, Monday, April 26 at National Museum of Naval Aviation
- \_\_\_ Awards Luncheon, Tuesday, April 27
- \_\_\_ President’s Reception/Banquet, Tuesday, April 27

See the Chapter Web Site at [www.secaaae.org](http://www.secaaae.org) for additional information and registration forms.

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## Orlando Airport Tops In Service

Orlando International Airport has been ranked North America's best large airport in terms of customer service by industry insiders polled by the trade magazine *Airport Revenue News*. Its 10-judge panel described the airport as very "user friendly." Publisher Pauline Ambrust said the airports nominated had a high level of service that was "obvious throughout the facility," from helpful employees to clear signage.

In a statement, Bill Jennings, Executive Director of the Greater Orlando Aviation Authority, said, "We are very proud of this accolade because as a gateway to the Central Florida community, we want to ensure a memorable first impression."

## 2004 ANNUAL DUES

Check that pile of papers on your desk for your 2004 Dues Invoice. If you haven't paid yet, you are about to receive your past due statement and shortly thereafter, you will be expelled from the Chapter for non-payment. We don't want to lose you, so take a minute and send those dues to the executive secretary today!

## Charleston, SC, to build Parking Garage

State and local officials, lead by US Senator Lindsay Graham, recently broke ground on a \$29 million parking garage, a long-awaited project that will give Charleston International Airport about 900 more parking spaces when completed in the fall of 2005.

The multi-level structure will be built directly atop the site of the heavily used short term parking lot that workers will close off within the next 60 days or so. Following that, travelers will either park in the existing long term lot or in a newly paved overflow lot directly across the street from the airport's new Ground Transportation Building. Passengers will be saved the walk because the Charleston County Aviation Authority chose Republic Parking to run a free shuttle bus service between the two parking lots and the terminal building during the 18-month construction process that will be spearheaded by Cap Prescott, Director of Properties for the Authority.

Republic, which submitted the lower of two competing bids, will be paid about \$42,000 a month under its contract, or roughly \$750,000 if the garage is completed on time, said Sam Hoerter, A.A.E., Director of Airports for the Authority.

Republic has agreed to keep five vehicles at the airport, with at least three of them running at all times said Hoerter. According to Republic, "No passenger will have to wait more than six minutes to be picked up," he said.

Hoerter added that the extra expense was factored into the cost of the garage. The average monthly rate for shuttle service at similar-size airports is about \$40,000, he said.

Separately, Republic plans to offer curbside valet parking at Charleston International as a permanent service, Hoerter said.

The airport started drawing up plans for a parking deck several years ago, but they were shelved after the September 2001 terrorist attack on the World Trade Center sent the airline industry into a tailspin. But the Authority resurrected the project last year when passenger boardings indicated they were getting closer to pre-September 11, 2001 numbers. The building contract was awarded to Hanahan-based Gulfstream Construction Company, Inc.

Funded largely with federal grant money, the three-level garage will hold about 1,200 vehicles, while the surface lot it is replacing can handle about 300. The deck will boost the airport's overall parking capacity to about 3,300 spaces when completed.

To pay for its \$6.8 million share of the project, the airport authority recently approved a \$2 increase to its long-term parking rate, raising it to \$8.