

SEC JOURNAL



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[St. Augustine's airport ready for return of commercial travel with Frontier Airlines Florida Times-Union](#) Drew Smith works of the canopy covering the arrival area of the Northeast Florida **Regional Airport's** passenger terminal before the start of passenger ...

[Roanoke-Blacksburg Airport Parking Fees Going Up WSET](#) ... soon pay more for parking at the Roanoke-Blacksburg **Regional Airport**. ... An airport spokeswoman says parking fees are the number one way the ...

[Atlanta airport launching \\$2M incentive program Wilkes Barre Times-Leader](#) Atlanta **airport** launching \$2M incentive program ... cargo carriers to Atlanta," the **airport's** Interim General **Manager** Miguel Southwell said in a release.

[Virginia Transportation Secretary said Newport News is not alone in seeing fewer passengers Daily Press](#) The airport is seeking for more flights and low fares to lure back lost ... Newport News **Airport Executive Director** Ken Spirito pushed back at the idea of ...

[Chattanooga Airport To Review Delta Overtime Landing Data The Leading Aviation Industry Resource for News, Equipment and](#) ... at Chattanooga Metropolitan **Airport** after Chattanooga fliers complained about cancelled and delayed flights in February, **airport** president and **CEO** ...

[Memphis air fares nosedive with Delta gone Nashville Business Journal](#) Scott Brockman, Memphis-Shelby County **Airport Authority CEO** and president, gave a shout out to Southwest Airlines for bringing down Memphis ...

[Airline ordered to keep flying Times Daily](#) The DOT has also issued a request for proposals from airlines interested in providing commuter air service at the Northwest Alabama **Regional Airport**.

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Linked headlines for the Southeast Chapter—AAAE Journal provided by Google News at www.news.google.com unless otherwise noted.

[Voters to decide on Lafayette airport tax Knoe.com](#) Voters to decide on Lafayette airport tax ... this year that, if passed by voters, would help fund a bigger, modern terminal at Lafayette **Regional Airport**.

[Airport Commission Announces Retirement of Executive Director The Roanoke Star](#) Airport Commission chair, Cynthia Lawrence, announced that Roanoke – Blacksburg Regional Airport Executive Director Jacqueline Shuck has ...

[Clarksville airport fixed base operator evicted Clarksville Leaf Chronicle](#) CLARKSVILLE, TENN. — A fixed base tenant of the Clarksville-Montgomery County **Regional Airport** is being evicted for what the **Regional Airport** ...

[Florence airport to be site for industrial development study WMBF](#) FLORENCE, SC (WMBF) - Duke Energy Progress has chosen a 438-acre site at the Florence **Regional Airport** Industrial Park to study and assess the ...

[Southwest Georgia Regional Airport Wins National Training Award The Leading Aviation Industry Resource for News, Equipment and April 22--ALBANY --](#) Chief of Southwest Georgia **Regional Airport** Public Safety Bernard Ford accepted a second-place national award on behalf of his ...

[Name change to Okaloosa airport WEAR](#) Some local leaders felt the previous name, Okaloosa **Regional Airport**, wasn't making the regional statement that would help attract new airlines"

[Former administrator sues Sarasota airport authority Sarasota Herald-Tribune](#) SARASOTA - Former Sarasota-Bradenton International Airport ... The former **airport executive** is suing for defamation after Piccolo told the ...

[Commissioned piece from Jackson airport sold on eBay Hattiesburg American](#) Jackson Municipal **Airport Authority** CEO Dirk Vanderleest said he didn't recall the eagles but remembered the theme of the Capitol and a lot of flags in ...

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[Chattanooga Airport Celebrates Major Facelift and Improvements WTVC](#) Photo: Dan Jacobson, Chairman of the Chattanooga Metropolitan **Airport Authority**, thanked Mayor Berke for his kind remarks regarding the airport's ...

[More construction underway for SWGA Regional Airport WFXL FOX 31](#) More construction is underway at the Southwest Georgia **Regional Airport**. Construction began Monday on the last phase of the terminal improvement ...

[Old Landfill Debris Under Tallahassee Airport Costs City More Than \\$500K To Clean Up WFSU](#) Construction on Tallahassee **Regional Airport's** longest runway hit a bump when debris from an old landfill resurfaced. The city is spending more than ...

[Multimillion dollar renovation of Charleston International Airport moving along Live 5 News](#) Multimillion dollar renovation of Charleston International Airport moving ... of Engineering and Planning for **Charleston County Aviation Authority**.

[AAAE's Southeast Chapter Approves Internships AviationNews.net](#) Airports selected and the interns named are: Montgomery (Ala.) **Regional Airport**, Adam Foutz from Auburn University; Southwest Florida International, ...

[GSP International Airport shows drop in air fares during fourth quarter of 2013 Spartanburg Herald Journal](#) "Lower fares and GSP International **Airport** what a sweet combination," Dave Edwards, president and **CEO** of GSP, said in a statement. "This latest air ...

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[Athens could lose scheduled airline service Online Athens](#) Loss of the service won't affect the airport's status as a commercial airport, serving regular charter flights and ... As far as the airport is concerned, a subcommittee of the Athens -Ben Epps **Airport Authority** formed as a result of the DOT ...

[JetBlue off to fast start at Savannah-Hilton Head Savannah Morning News](#) March departures are the most in a single month since 2008, according to numbers released last week by the Savannah **Airport Commission**.

[Tampa International Airport revenue soars Tbo.com](#) Brooke presented the second-quarter report to the Hillsborough County **Aviation Authority** finance committee on Tuesday. He called it a "blow-out ...

[Storm damage to Tupelo airport WTVA](#) TUPELO, Miss. (WTVA) -- The Tupelo Regional **Airport executive director** says the airport is in the process of filing insurance claims for damage that ...

[The US Government Is Trying to Fine a Drone Hobbyist for the First Time Ever Motherboard](#) For the first time ever, the **Federal Aviation Administration** is trying to fine a hobby drone operator, a development that threatens to throw the whole ...

[Boardings down, but prognosis good, says Florence airport officials SCNow](#) Florence **Regional Airport** Director Chuck Henderson said while the drop in boardings since then has been appreciable, he and other airport officials ...

[Miss. airports receive grant for maintenance projects WTVA](#) WASHINGTON (WTVA) -- The **Federal Aviation Administration** approved grants for maintenance projects at 14 Mississippi airports Friday. Each airport ...

[FAA: Jet nearly collided with drone over Florida - The Big Story - Associated Press ap.org](#) The **FAA** has investigated the incident, but in a statement released Friday said it had been unable to identify the pilot or the drone's operator.



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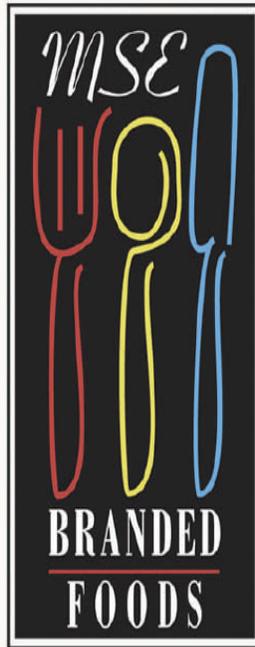


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Cheaper fares and new development planned at Tallahassee Regional Airport [WWSB ABC 7](#) (WTXL) -- It's just before 10:00 a.m. on a Monday morning and Delta flight 343 is taxiing to its parking spot at gate B1 at Tallahassee **Regional Airport**.

Airport demolition work to start soon [WALB-TV](#) Airport demolition work to start soon. Posted: Friday ... Demolition work will finally start soon on the old terminal at Southwest Georgia **Regional Airport**.



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PROFILES IN PARADISE [Florida Weekly](#) The Florida Wing of the Civil Airport Patrol recently named Ted Soliday, who celebrates 20 years with the Naples **Airport Authority** this year, as the ...

Destin Airport Works To Resolve Possible FBO Anti-Trust Violation [Aviation International News](#) Officials at Florida's Destin Fort Walton Beach Airport and the owners of ... The **airport authority** agrees that fuel sales data suggest the airport cannot ...

Newport News-Williamsburg International Airport expects less revenue and will spend less in 2015 [Daily Press](#) ... in 2014 to \$1,185,000. **Airport Executive Director** said the commission will review the draft budget again and consider a vote at its May 22 meeting.

Drone cam owner, Arkansas television station shrug off Federal Aviation Administration concern [The Republic](#) LITTLE ROCK, Arkansas — A photojournalist's remote controlled

[Memphis International Airport Center sold for \\$24M Memphis Business Journal](#) A collection of properties east of Memphis International Airport has been sold to a ... Real estate investment manager Greenfield Partners bought the ...

[How North Carolina could become a national launchpad for drones Triangle Business Journal \(blog\)](#) North Carolina could be drone central on a national scale, should the FAA decide to continue the state's "First in Flight" status. Kyle Snyder, director of ...

[Vandals destroy airport lighting Walnut Ridge Times Dispatch](#) After the airport commission and manager Michelle Anthony spent a year and a half on lighting repairs at the Walnut Ridge Regional Airport, ...

[Macon tries to keep passenger airplane service at Middle Georgia Regional Airport The Republic](#) MACON, Georgia — Macon's mayor has asked federal lawmakers to help keep passenger airplane service at the city's airport. The Telegraph of ...



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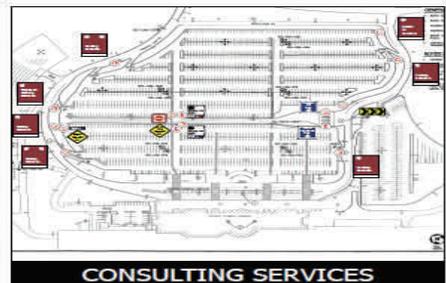
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You can now find the Southeast Chapter on Twitter

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You can see our updates without becoming a member of Twitter, but you will need to sign up if you want interact with us. Once you have signed up you can use the 'follow' button on our profile to see our updates.

[Southeast Chapter on Twitter](#)

What is Twitter?:

Twitter is a free social networking service used send and receive short messages, or 'tweets', and read "tweets" from other people and organizations.

The Chapter will use Twitter to keep you updated with what's happening. We tweet links to some of the latest news, events and other information of interest to the Chapter Membership.

Other Tweets to follow:

Here are some other Twitter accounts we think you might like. If you would like to follow them simply click on the link and click the 'Follow' button:

[ACRP Ambassadors](#)

[AAAE](#)

[ACI World](#)

[TSA](#)

[The FAA](#)

[Aviation Week](#)

The Southeast Chapter will be using Twitter another tool to communicate with both our membership, as well as network within the aviation community. You will get quick updates on meetings, agendas, programs, and other topics subjects - without cluttering your inbox. You choose whether you want to see the latest news - in real time. The Chapter Leadership hopes that this will be one more way to connect with and network within the chapter membership.

For those who have not used Twitter, here is a [link to a video](#) and a couple of explanations that will help you to get started.

Twitter is a social network that is used for micro-blogging. Normally text less than 140 characters, a link or picture.

People, companies, artists, politicians and organizations express themselves, give opinions, advertise, recommend articles etc by means of 140 character messages that are called tweets. In most cases, those tweets are public and accessible to everyone.

Although it is not necessary to be a subscriber to twitter to follow the messages, it is recommended good practice to register and thus get an account via the following website : <http://twitter.com/> You'll need a login (preferably that will refer to your name so your contacts will find you more easily) that will be your identification on the twitter network. It is recommended you also fill in the bio section (160 characters) so that your contacts will know who you are (and what your interests are).

For more information or questions about the Southeast Chapter's Twitter initiative, contact Trevis Gardner, SEC-AAAE Marketing Committee Chairman at Trevis.Gardner@TYS.org or @trevisgardner (Twitter)

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[Charlotte Douglas International Airport officials demonstrate passport kiosks](#) [Charlotte Observer](#) Charlotte Douglas, an independently funded city department, purchased the kiosks from the Vancouver **Airport Authority** for \$2.5 million, including five ...

[New general manager chosen for Atlanta airport](#) [MyFox Atlanta](#) City officials said in a statement Monday that Southwell, who has served as the **airport's** interim general **manager** since January, was a finalist for the ...

[Hundreds of dime-sized holes develop in airport runway](#) [The Daily Advertiser](#) **Airport Commission** Chairman Matt Cruse said the runway is safe. ... Airport representatives are investigating what to do to correct the problem, ...



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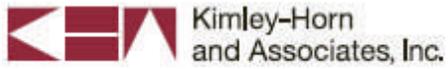
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[Charlotte Airport Spending Climbs Under New Leadership](#) [The Leading Aviation Industry Resource for News, Equipment and](#) "Anyone who's ridden our buses lately has probably seen a ripped seat or two," said Cagle, speaking at Thursday's Charlotte **Airport Commission** ...

[Washington takes job as new director of the Vicksburg Municipal Airport](#) [The Republic](#) VICKSBURG, Mississippi — Sam Washington, a pilot with a master's degree in business administration and a master's degree in commercial aviation, ...

[Dulles Airport Authority Expands Transit to Capital: Muni Deals Bloomberg](#) The Metropolitan Washington **Airports Authority**, which operates Dulles and its Eero Saarinen-designed terminal, is selling \$450 million in revenue ...



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If you have never had the opportunity to sit at the feet of Sam Hoerter, AAE, former Director of Airports for the Charleston County Aviation Authority (SC) and hear his dissertations on airport management, airports authorities or airport authority members, you have missed a real highlight at an airport convention. Here is a sample of Sam's recent work reprinted with his permission.

It's Not Your Dad's Buick Anymore

I enjoyed a thirty year career in the airport management industry, and want to share a couple of interesting observations. First of all, I made it to retirement without being fired or indicted. Secondly (and more to the point), a fascinating reversal took place during those three decades:

Back in the seventies, many men and women who worked at the FBOs (lineman, pilots, customer service reps) were hoping to someday advance to a good career at the airline terminal. Today, it's vice versa. At the large, professional FBO chains, the linemen and CSRs receive better pay and working conditions than their airline counterparts, and many corporate pilots are former airline jockeys who grew tired waiting for their salaries to increase.

Hard to imagine, but in some ways the scheduled airlines now act as minor leagues providing the training and experience for many who wish to move up to corporate aviation. Why has this state of affairs come about? I'll oversimplify the situation to place my answer in the clearest form possible: the first class section of a scheduled airliner is moving across the airfield to private aviation. Where the money goes, the good jobs follow.

Once upon a time, owning and operating a corporate aircraft was expensive and burdensome. The cost began to decline with the arrival of fractional ownership, then accelerated with the growth of travel networks that require no ownership or commitment: put down your money, pick up the phone, and we'll pick you up in a matter of hours.

At the same time that these travel options became more attractive, traditional scheduled airlines have become less attractive to high end travelers. The low fare craze packed every seat in the airplane and delayed departure, and the arrival of TSA transformed the airport terminal into one of the most despised places in modern life.

Prior to retiring in 2007, I conducted a survey of travel patterns at CHS and estimated that 4% of my total passenger traffic had been diverted to our two FBOs. Since that time, I've been actively involved in the charter and air taxi industry, and believe those numbers are growing. For example, in addition to the traditional networks of pure turbine aircraft, a new operator is entering the east coast market with turboprop aircraft (orders and options for 100 King Airs). At the lower end of the spectrum, Imagine Air is successfully operating a fleet of single-engine aircraft in a true air taxi network along the mid-Atlantic region.

These are not ma-and-pa air charter outfits, but broadly-based networks combined with sophisticated logistics management systems. Like so much else in our modern world, it's not the advancement in aviation technology that drives this development-it's the massive growth in computing power that allows smart operators to maximize efficiency in a business that always struggles with thin margins.

It's Not Your Dad's Buick Anymore, continued

High end travelers who wish to avoid the hassles of traditional airline travel now face a full range of travel options, from transcontinental jets to single-engine aircraft for short hops. These travel services are available without an ownership commitment, they are appropriately priced for one-way travel, and are operated, flown and maintained by professionals. Yes, even the operators of small single-engine aircraft are employing former airline pilots who enjoy an improved quality of life.

Where does this take us in the future? Well, as a pair of investigative reporters was once advised, "Follow the money". The real money in the scheduled airline business used to be found in the first class section of the airplane. United Airlines once revealed that a third of their passenger revenue was generated by only 8% of their passengers. I believe half of that cadre has already moved across to private aviation. For the reasons stated above, I believe this trend will continue. As more money flows to the other side of the airfield, expect more "exclusive use FBOs" like the new facility in West Palm Beach, and expect more keen competition from the Big Three FBO chains in larger markets. At the traditional airline terminal, expect more of the cattle car operations we've come to love, and watch those hordes be herded into larger aircraft. The only way to profit from low-margin passengers is to haul them in volume, so the 50 seat pocket rockets will continue to be retired.

The flip side of this coin is: where is the money not? Well, it's not at smaller airports that can't provide the high-end travelers to support a professional FBO, nor can they provide the volume of low-fare airline travelers to fill increasingly larger aircraft. Income disparity is not just a sociological concept; the big will get bigger and the small will get smaller in aviation, too. That said, there are still interesting opportunities for mid-sized airports, and useful niches for many smaller airports *provided* they're understood and exploited by wise leadership.

Unlike the foolish historian who titled his book The End of History, I don't think this is the end of the matter. I believe I have described an important vector in our industry, one that is creating consequences to which we must respond in the near term. In the long run, no one can ever predict what the human mind will imagine tomorrow, and that's why it's so important to stay aware of industry events.

Too many crash investigations are closed with a file that states Pilot Error: Loss of Situational Awareness. Don't let that be the epitaph for your airport organization.

2014 Sam Hoerter

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[FBI added to search for airport vandals](#) [Arkansas Online \(subscription\)](#) FBI added to search for airport vandals ... who damaged \$60,000 worth of equipment at the Walnut Ridge **Regional Airport** early Sunday morning.

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[Regional airport growth](#) [WJXT Jacksonville](#) VIDEO: The North Florida Regional Airport in St. Augustine continues to ... Ed Wuellner, **Airport executive director** 21:21 I would not be surprised to see ...

[Manager sought for \\$108 million McGhee Tyson runway project](#) [Maryville Daily Times](#) The Metropolitan Knoxville **Airport** Authority Board of Commissioners will consider today a staff recommendation to create a project **manager** position ...

[Coal Ash Used at Asheville Airport](#) [WLOS](#) The **Airport Manager** explained that at Tuesday's City Council meeting. "The coal ash has to go somewhere, and to use it as fill at the airport for our ...

[McGhee Tyson moves forward with largest construction project to date](#) [WBIR-TV](#) "It's necessary because of the age and condition of the airport," said William "Bill" Marrison, president of the Metropolitan Knoxville **Airport Authority** ...

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[St. Marys Airport Authority says it will make no formal recommendation on closing or moving city's ...](#) [Florida Times-Union](#) The St. Marys **Airport Authority** will answer questions from city officials but will make no formal recommendation on whether to close or relocate the ...

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