



## 2013 ANNUAL CONFERENCE

March 23, 2014 – March 26, 2014

SOUTH CENTRAL CHAPTER



American Association  
of Airport Executives

**“Innovate and Enhance”**

This year's conference will look at airports differently by identifying opportunities that exist to address aviation and airline industry challenges, as well as to how to enhance your competitive position.

### DRAFT AGENDA (as of 1/21/14)

HOSTED BY

**The Albuquerque International Sunport**

#### **Saturday, March 22**

- 9:00am-noon      **AAAE Accreditation Final Interviews**  
*Cimarron/Las Cruces*
- 1:30-4:30pm      **SCCAAEE Board of Directors / Policy Review Committee Meeting**  
*Carlsbad*

#### **Sunday, March 23**

- 8:00-10:30am      **Early Exhibitor Registration and Move-In**  
*Registration Desk/Salon E*
- 10am-5:00pm      **Golf Tournament at Arroyo del Oso**  
*(Transportation provided from Marriott, leave \_\_\_\_\_)*  
**Golf/Lunch Sponsored By: TBD**
- 6:30am-noon      **Balloon Ride Excursion**  
*(Transportation provided from Marriott, leave \_\_\_\_\_)*  
**Balloon/Lunch Sponsored By: TBD**
- 1:00-5:00pm      **Conference Registration**  
*Registration Desk*
- 1:00-4:00pm      **Exhibitor Registration and Move-In**  
*Registration Desk/Salon E*
- 5:30-6:30pm      **Mentor and New Member and Student Meeting**  
*Cimarron/Las Cruces*
- 6:30-8:00pm      **Welcome Reception**  
*Sandia Ballroom*  
**Sponsored By: TBD**
- 8:30-Midnight      **Hospitality Suite Open**  
*Suite 1619*  
**Sponsored By: TBD**

**Monday, March 24**

7:00am-4:00pm **Conference Registration**  
*Registration Desk*

7:00-8:30am **Breakfast with Exhibitors**  
**Sponsored By: TBD**

8:30-8:45am **Conference Welcome and Opening Sessions**  
*Salon F*

**Speakers:** Lana Van Marter, President, SCCAAAE  
Jim Hinde, Aviation Director, Albuquerque Sunport  
Mayor R. J. Berry

8:45-10:00am **Legislative Issues Update / AAAE and ICAO**

**Speakers:**

10:00-10:30am **Break with Exhibitors**  
**Sponsored By: TBD**

10:30-11:45 am **Session I – Salon F**

<b>Title of session</b>	<b>Airports and Airlines—The Intersection of Revenue Performance and Costs per Enplaned Passenger</b>	
<b>Subject</b>	The airline industry is focused on profitability and profitable routes. What is happening right now in the aviation industry's pursuit of these goals and how much does an airport CPE really matter?	
<b>Moderator</b>	Warren Adams	Confirmed
<b>Speakers</b>	Steve Van Beek	<b>CONFIRMED</b>
	Ann Rhoades, jetBlue Board Member	<b>CONFIRMED</b>
	Bob Hazel, Oliver Wyman (?)	To be contacted

11:45am-1:00pm **Luncheon – Sandia Ballroom**  
**Sponsored By: TBD**

1:00-2:30pm **Session II – Salon F**

<b>Title of session</b>	<b>How to be Less of an Airport</b>	
<b>Subject</b>	Airport managers are facing increased pressure to fund operations and reinvest in their facilities. This discussion will focus on airport strategies to increase non-airline revenues and the use of technology to enhance concession sales.	
<b>Moderator</b>	Jack Scherer	
<b>Speakers</b>	Barbie Schalmo	<b>CONFIRMED</b>
	Helen Tremont	<b>CONFIRMED</b>
	Dan Muscatello (L&B)	<b>CONFIRMED</b>

2:30-2:45pm **Break with Exhibitors**  
**Sponsored By: TBD**

2:45-4:00 pm **Session III – Salon F**

<b>Title of session</b>	<b>General Aviation Airports</b>	
<b>Subject</b>	How are general aviation airports performing following the economic recession? What the future looks like and what can be done to sustain GA airports and their operations	
<b>Moderator</b>	Jane Lucero – New Mexico Department of Transportation, Aviation Division	
<b>Speakers</b>	Molly Waller	<b>CONFIRMED</b>
	Dan Reimer/Peter Kirsch	<b>CONFIRMED</b>
	Robert Olislager, Centennial Airport	<b>TENATIVELY CONFIRMED</b>
	Martin Pastucha, Director of Public Works Santa Monica Airport	<b>CONFIRMED</b>

4:00-5:00 pm **Session IV – Salon F**

<b>Title of session</b>	<b>Eclipse, Then and Now</b>	
<b>Subject</b>	Presentation by Ed Lundeen on the past and future of Eclipse Aerospace Incorporated.	
<b>Moderator</b>	This will be the only solo presentation.	
<b>Speakers</b>	Ed Lundeen	

5:30pm **Indian Cultural Center**  
*(Transportation provided from Marriott, leave \_\_\_\_)*  
**Sponsored By: TBD**

8:30-Midnight **Hospitality Suite Open**  
*Suite*  
**Sponsored By: TBD**

**Tuesday, March 25**

7:00-8:30am **Breakfast with Exhibitors**  
**Sponsored By: TBD**

8:30-9:00am **South Central Chapter Annual Membership Meeting**  
Salon F

9:00-10:30am

**Session V – Salon F**

<b>Title of session</b>	<b>Airport Marketing—What’s Happening, What’s Next and Why Its Important</b>	
<b>Subject</b>	Discuss current uses of social and other media for airport marketing, legal restrictions, and what’s next	
<b>Moderator</b>	Daniel Jiron	
<b>Speakers</b>	TJ Roskelley (Andersen Kreiger)	<b>CONFIRMED</b>
	Edward Shelswell-White	<b>CONFIRMED</b>
	Tania Armenta – Albuquerque Convention and Visitors Bureau	<b>CONFIRMED</b>

10:30-10:45am

**Break with Exhibitors**  
**Sponsored By: TBD**

10:45-12:00am

**Session VI – Salon F**

<b>Title of session</b>	<b>Funding Capital Programs: More to Discuss than AIP and PFC Funding? Yes!</b>	
<b>Subject</b>	Recent experiences in planning, financing, and managing capital program, and yes, we will talk about AIP and PFC funding	
<b>Moderator</b>	Warren Adams	
<b>Speakers</b>	Michael Thomas (Kutak Rock)	<b>CONFIRMED</b>
	Jim Harris (Coffman)	<b>CONFIRMED</b>
	Amy Weaver	<b>CONFIRMED</b>

Noon-1:15pm

**Luncheon – Sponsored By: TBD**  
**“90 Seconds to Impact”**  
**Doreen Welsh – Flight Attendant from US Airways Flight 1549**  
*Sandia Ballroom*

1:15-2:45pm

**Session VII – Salon F**

<b>Title of session</b>	<b>Customer Service at Airports: Just Happy Faces or Strategic Importance?</b>	
<b>Subject</b>	Customer service can play an important role in increasing the long-term use of your airport, customer rankings, as well as increasing concession revenues	
<b>Moderator</b>	Jim Hinde	
<b>Speakers</b>	Bruce Boudreau (LeighFisher)	<b>CONTACTED</b>
	Daniel Jiron (ABQ)	
	jetBlue representative	

2:45-3:15pm

**Break with Exhibitors**  
**Sponsored By: TBD**

3:15-4:30pm

**Session VIII – Salon F**

Title of session	Lowering Costs The Green Way	
<b>Subject</b>	We will explore the increasing use of solar panels at airports and how it can save you money. Also, electrifying ground support equipment can lower airline costs at your airport, providing environmental and tenant relationship benefits	
<b>Moderator</b>	Molly Waller	<b>CONFIRMED</b>
<b>Speakers</b>	Darcy Zarubiak	<b>CONFIRMED</b>
	Larry Lainey (SW Director of GSE)	To be contacted
	Chris Huginun - FAA	<b>CHECKING ON RIGHT INDIVIDUAL</b>
	[other names—Jim Hinde to provide]	

4:45-5:00pm      **Closing Remarks - & 2015 SCCAAAE Annual Presentation**

5:00pm            **Exhibitor Tear Down**

6:00-8:00pm      **Awards Banquet**  
*Sandia Ballroom*  
**Sponsored By: TBD**

8:30-Midnight    **Hospitality Suite Open**  
*Suite*  
**Sponsored By: TBD**

**Wednesday, March 26**

7:00-9:00am      **Continental Farewell Breakfast**  
*Sandia Ballroom*

9:00-10:30am    **AIRPORT TOUR – Eclipses Aerospace Incorporated**