



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 10/1/13)

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**

Title of session	Airports and Airlines—The Intersection of Revenue Performance and Costs per Enplaned Passenger	
Subject	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?	
Moderator	Warren Adams	Confirmed
Speakers	Steve Van Beek	CONFIRMED , by Adams
	Ann Rhoades, jetBlue Board Member	CONFIRMED , by Jim Hinde
	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**

Title of session	How to be Less of an Airport	
Subject	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.	
Moderator	Jack Scherer	
Speakers	Barbie Schalmo	CONFIRMED , Adams
	Helen Tremont	CONFIRMED , Adams
	Dan Muscatello (L&B)	CONFIRMED , Adams

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

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

Title of session	General Aviation Airports	
Subject	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	
Moderator	Jane Lucero – New Mexico Department of Transportation, Aviation Division	
Speakers	Molly Waller	CONFIRMED , Jim Hinde
	Dan Reimer/Peter Kirsch	CONFIRMED , Adams
	Representative from Centennial Airport	To be contacted (Adams)
	Martin Pastucha, Director of Public Works Santa Monica Airport	CONFIRMED , Adams

4:00-5:00 pm **Session IV – Salon F**

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

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

10:30-10:45am **Break with Exhibitors**
Sponsored By: TBD

10:45-12:00am **Session VI – Salon F**

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

Noon-1:15pm **Luncheon – Sponsored By: TBD**
American Airlines Speaker
Sandia Ballroom

1:15-2:45pm **Session VII – Salon F**

Title of session	Customer Service at Airports: Just Happy Faces or Strategic Importance?	
Subject	Customer service can play an important role in increasing the long-term use of your airport, customer rankings, as well as increasing concession revenues	
Moderator	Jim Hinde	
Speakers	Bruce Boudreau (LeighFisher)	CONTACTED , by Adams; waiting for confirmation
		To be contacted (Adams)
	Daniel Jiron (ABQ)	
	jetBlue representative	To identify (Daniel)

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	
Subject	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	
Moderator	Molly Waller	CONFIRMED, HINDE
Speakers	Darcy Zarubiak	CONFIRMED , by Adams
	Larry Lainey (SW Director of GSE)	To be contacted (Jim Hinde)
	Chris Huginun - FAA	CHECKING ON RIGHT INDIVIDUAL (ADAMS)

	[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**