

# SEC JOURNAL

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## COMMERCIAL AIR SERVICE LEAVES BLUEFIELD

Mercer County's Airport in West Virginia has lost its commercial air service but area officials continue to push for new service while stressing the airport's importance to the success of the region.

Colgan Air informed the Mercer County Airport Authority in mid-August that the last day of air service would be Monday, November 12. The company cited in its letter to the Authority that it planned to replace the Beech 1900, the aircraft it flew into the airport, with the larger Saab 340. Company officials said the Saab's operational performance "severely limits the aircraft's ability to carry a proper payload in a safe manner."

The Beech 1900 carries 19 passengers and the Saab 340 carries

30, Bluefield businessman and private pilot Bill Cole said. He added he believed the Saab could operate into the airport.

Another factor involved in obtaining new air service revolves around the essential air service subsidy supplied by the U.S. Department of Transportation. Under the program, air carriers willing to serve rural areas are awarded a subsidy. Airport Authority President Charlie Peters said the Mercer airport lost this subsidy last year.

Colgan once used Pittsburgh as its central hub where passengers could change flights to various destinations. When Colgan changed its hub from Pittsburgh to Charlotte, North Carolina, the federal authorities determined that the Mercer County Airport

was too close to a major airport to qualify for the subsidy, according to Peters.

The Raleigh County Airport near Beckley was considered far enough from Charlotte to maintain its subsidy.

"Colgan's departure means that local authorities must seek new options," Peters said. "We have to work now and see what we can do. We just start out on a new venture to see what we can do to get some new air service. More than anything else, we need to work on getting an air subsidy."

The airport authority is encouraging residents to contact their congressional representatives to secure a new subsidy according to Barry Wiley, airport board member.

## REGIONAL NAME SOUGHT FOR NEW AIRPORT

Just when it appeared the Panama City-Bay County International Airport was on course for construction at its new location north of County 388, another challenge unexpectedly appeared recently—what to call it.

Following a recent groundbreaking ceremony, prominent Bay County businessman Charles Hilton said he and a number of other area business leaders want the Airport Authority to rename the new \$330 million airport to reflect its projected regional impact.

“Panama City and Bay County (officials) need to understand that the only thing that will help us succeed is for “everyone in the region to help pull the wagon,” Hilton said. He added that he has been a strong supporter of the new airport but would like to see a

name that symbolizes the entire Panhandle service area.

Other officials involved in the decade-long campaign to move the airport from Panama City to its new 4,000-acre site north of West Bay have cited the economic benefit that it will have, not only on Bay County, but on other localities such as Holmes, Washington, Jackson and Walton counties.

Gulf Power District Manager Ted Spangenberg said recently that the new and larger airport will create new jobs and growth throughout the five-county area, not just Bay County.

Asked about the issue, Airport Director Randy Curtis said he was aware of Hil-

ton’s interest in a name change but nothing formal had been placed on the airport authority’s agenda for consideration.

Airport spokesman Tom Slocum, on the other hand, cautioned that changing the airport’s name might prove to be difficult because each facility has a unique, three-letter designator used in federal and international aviation databases, airline ticketing computers and on aeronautical navigation charts. The code for Panama City-Bay County International Airport is PFN, derived from the airport’s original name of Fannin Field. The original airport was named in recognition of 1940’s era Panama City Mayor Harry Fannin who assisted in securing land and funding for the project.

## Naples Airport Authority Staff Recognized for Fiscal Practices

The Naples Airport Authority has been awarded the Certificate of Achievement for Excellence in Financial Reporting, recognizing its financial and accounting staff for fiscal practices “that evidence the spirit of transparency and full disclosure.”

The award recognizes the achievement of public agencies that make their number-crunching not only available but also understandable to the aver-

age citizen.

This is the second consecutive year the staff has won the award.

“Very often, you can look at a governmental financial audit and not know which end is up,” said Ted Soliday, the Airport Authority’s executive director. “Our finance director, Sheila Dugan, has always made it her practice to include plenty of explanatory

narrative with her budgets and to use clear, simple accounting practices that don’t require a CPA to understand.”

In the post-Enron era, Soliday noted that clarity in financial reporting is more important than ever, particularly for public agencies that must be accountable to the public.

The Authority oversees a budget of over \$35 million.

## Million Air Booming at Asheville

For most people the Asheville Regional Airport is a bustling commercial operation that includes the terminals, airline ticket offices and commercial jets that operate off Airport Road. But a whole other world of aviation—sometimes even busier than the commercial side—takes place on the lesser known general aviation side of the airport off Aviation Way. For the time being this is the domain of Million Air, the airport's fixed base operator for the past four years.

"A lot of people, if they're not familiar with our operation, have no idea what is going on out here," said Ben Wells, general manager of Million Air's Asheville operation, one of 34 the company operates worldwide.

The private air traffic business at Million Air has been booming in recent years, driven by Asheville's continuing popularity as a

great place to live and dozens of high-end home developments either completed or underway, as well as a thriving business aviation market. That is part of the reason the Asheville Regional Airport has extended a contract to another fixed base operator, Houston-based Encore FBO, a privately owned company that operates four fixed base operations domestically and three in Europe.

At Million Air, which began operating at Asheville Regional Airport in 2003, Wells says growth has averaged about five percent per year. General aviation operations (takeoffs and landings) at Asheville totaled 56,399 between September 2006 and August 2007, a 15.5 percent increase over the same time frame a year before, according to records obtained from the airport authority.

By comparison, the commercial

aviation side of the airport had about 19,000 operations.

Fixed base operators are key to economic development. They provide fuel, hangar space, tie-down space, pilot lounges, major and minor aircraft repair, accessories, rental cars and meeting rooms just to name a few amenities.

Million Air's strong activity reflects the growth nationally in private aviation. In 2006, the general aviation industry shipped internationally 4,048 aircraft valued at \$18.8 billion dollars, according to the General Aviation Manufacturer's Association. The number of aircraft shipped has steadily increased the past 10 years, increasing from 1,840 aircraft shipped in 1997.

## Ben DeCosta Named Director of the Year

Ben DeCosta, general manager of Atlanta's Hartsfield-Jackson International Airport, has been named Best Director of the Year for large and medium hub airports by a major aviation trade publication.

Airport Revenue News, which bestowed the honor, will feature DeCosta on the cover of its December-January magazine cover. He will officially be presented the

award early next year in Dallas, Texas, during the publication's awards ceremony.

The Airport Revenue News editorial staff said it chose DeCosta for the award for his successes in the areas of leadership, innovation, revenue generation, marketing, customer service and charity.

DeCosta came to the world's

busiest airport in 1998 and has overseen major projects at Hartsfield-Jackson, including the \$1.3 billion fifth runway and the planning for a new international terminal.

The publication noted that DeCosta has grown non-aviation revenue by more than 35 percent from traditional sources.

**Southeast Chapter—AAAE**

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**We're on the Web at**  
**[www.secaaae.org](http://www.secaaae.org)**

**The Paradies  
Shops Plans Three  
Stores In Florida  
Airport**

Atlanta airport retailer The Paradies Shops has won a contract extension at Sarasota Bradenton International Airport to operate three new retail facilities through 2022.

The Paradies Shops is a long time supporter of AAAE and the Southeast Chapter of the American Association of Airport Executives.

In 2008, The Paradies Shops will open newsstand and convenience store CNBC Sarasota Bradenton, regional gift and convenience store Gulf Coast TravelMart and golf apparel and accessories shop The PGA Tour Shop featuring Brighton collectables.

**Walter Robinson, Founding Father of SAMA,  
Deceased at 84**

Walter James Robinson, 84, of Panama City Beach, Fla., passed away Monday, November 5, 2007.

Robinson was born October 29, 1923 in Russellville, Alabama, and had been a resident of Panama City Beach since 1992. He entered active military service March 1, 1943 and was commissioned June 27, 1943 as a flight officer. He spent his military career as a P-51 fighter pilot attached to the 20th Air Force, 7th Fighter Command, 15th Fighter Group and 45th Fighter Squadron. He completed several combat missions from Iwo Jima to Japan escorting B-29 bombers. Later, his missions were to destroy Japanese kamikaze aircraft threatening the U.S. Navy. He ended his military service as a major in the U.S. Air Force Reserve.

He was a professor at Auburn University for many years, a retired airport planner and a founding father of the Southeastern Airport Managers' Association.

Walter is survived by his wife, June Hall Robinson, five children, seven grandchildren, and three great-grandchildren.

A private family graveside service was held Thursday, November 8, 2007 in Gulf Cemetery in Santa Rosa Beach, Florida. Those desiring may make memorial donations to the Gulf Cemetery Association for the beautification of the cemetery, P.O. Box 1462, Santa Rosa Beach, Florida 32459, or to the American Cancer Society.

**AUGUSTA SELECTS INTERIM DIRECTOR**

The Augusta Aviation Commission recently selected the airport's finance director to be the interim director of Augusta Regional Airport during a specially called meeting of the Commission.

The selection came nearly three weeks after Airport Director Buster Boshears submitted his resignation.

After going into executive session, the committee approved

Tammy Strange as the interim director. Cedric Johnson, the commission chairman, said the board wanted to make a selection promptly so Ms. Strange would be able to learn from Mr. Boshears before he leaves in February 2008. He said Ms. Strange's knowledge of the airport's finances and bond rating agencies made her a good choice.

Ms. Strange, who has worked as the airport's finance director for the

past three and a half years, said the position would be challenging but she was excited by the prospect of filling in while the commission interviews candidates.

"We have a great amount of respect for Buster, and we like his management style," she said.

Strange has not decided whether she will apply for the job. Her pay will increase 15% to \$86,272 during her tenure as interim director.

## Come to the Finance and Administration Conference

Well, the Thanksgiving turkey is finally gone and the sleigh (looks a lot like my wife's Yukon) is ready for the trip "over the river and through the woods" to Grandma's house. While Ops and TSA are gearing up for the holiday rush, the construction projects are slowing down in preparation for a slack period. But, before we all take time off, let's remember to plan for what's coming up in January.

The AAAE/SEC Finance and Administration Conference is shaping up to be one of the best the Southeast Chapter has sponsored in years. We have so many speakers we extended the conference for a half day and filled in Tuesday afternoon. And, we still have folks standing by in case we need to fill a hole! New this year is a tour of, Melbourne International Airport's Industrial Park on Wednesday morning. For those who have been asking for more information on Alternative Revenue Sources, this presents a great opportunity to see how one airport does it.

Topics for the sessions include:

- Ten Most Important Questions in Aviation Today with Sam Hoerter, former director of the Charleston International Airport and author of *The Airport Management Primer* and *The Airport Handbook*.
- GA Airports – Benchmarking and Marketing
- Coordinating Airport Planning with Airport Financing
- Airport Financing – State of the Industry
- Fraud Awareness
- The Effect of Wellness Programs on Absenteeism and Healthcare Costs
- Diversity in the Workplace
- ACRP Overview and Update
- Airport Auditing
- VLJ's and Air Taxis – Boom or the Next .com Bust?
- Avoiding the Pitfalls of AIP Grant Funding
- Successful Interviewing Leads to Easy Evaluations
- Wednesday morning tour – Potentially includes Harris Corp. (contractor to FAA on the upcoming ADS-B Program) or Northrop-Grumman among others

In addition, we will have receptions Sunday and Tuesday night and the Melbourne International Airport staff has an event planned for Monday night that they are keeping secret, but promise to be a lot of fun.

This promises to be one of the best Finance and Admin Conferences in years. Please come and join us at the Crowne Plaza on the beach in Melbourne, Florida from January 26 to 30, 2008.

For more information or to sponsor, call the Conference Co-Chairs – Mike Clow at (850) 891-7802 or [Michael.Clow@talgov.com](mailto:Michael.Clow@talgov.com) or Judi Olmstead at (843) 767-7017 or [jolmstead@chs-airport.com](mailto:jolmstead@chs-airport.com) or check out the Meetings Section on the AAAE Website.

The American Association of Airport Executives and the Southeast Chapter AAAE present the



# 19th Annual Airport Finance and Administration Conference

January 27-30, 2008 • Melbourne, Florida • Mtg. #080104



AAAE and the Southeast Chapter AAAE are joining together again to host the 19th Annual Airport Finance and Administration Conference, January 27-30, 2008, in Melbourne, Florida. This is the one conference of the year that is entirely focused on finance and administration issues. If you are responsible for this area at your airport, this is the conference to attend. The 2008 conference will have a new format with two full days of sessions!

Topics to be covered at the conference will include airport fraud, airport finance, audits, diversity and many more. This conference will address all the subjects that those working in the finance and administration fields need to know to manage today's airports.

In addition, Sam Hoerter, A.A.E., former director of airports, Charleston County Airport Authority, will give a presentation Monday morning on "The Ten Most Important Questions in Aviation Today." Those who have heard Sam speak know he is not to be missed.

Other topics scheduled to be discussed and debated are:

- General Aviation Airport Challenges
- Coordinating Airport Planning with Financing
- The Effect of a Wellness Program on Absenteeism and Healthcare Costs
- Airport Bonds
- Avoiding the Pitfalls of AIP Grant Funding

This meeting draws airport finance and administration officials from across the country. You will have opportunities to network with those in your field, as well as meet vendors with new and improved products. Plus, if you are a CPA, earn CPE credits for attending the sessions.

All sessions will take place at the Crowne Plaza Melbourne Oceanfront Hotel. The meeting will begin with a reception at 6 p.m. Sunday, January 27, and will end with an airport tour on Wednesday, January 30. The Southeast Chapter AAAE will have a board meeting at 3:30 p.m. on Sunday, January 27.

Registration fees include a welcome reception, a Monday evening event, two continental breakfasts, two lunches, breaks and all handout materials. Dress for the meeting is business casual (no ties!). Confirmation letters will be e-mailed to all conference attendees. **For further program or sponsorship information, contact Sean Broderick, AAAE, at (703) 824-0500, Ext. 126, or e-mail sean.broderick@aaae.org. For registration information, contact Michelle Randall, AAAE, Ext. 185, e-mail michelle.randall@aaae.org.**

## DRAFT AGENDA (subject to change)

### Sunday, January 27

- 3:30-5 p.m. Southeast Chapter AAAE Board Meeting
- 5-6 p.m. Registration
- 6-7 p.m. Welcome Reception

### Monday, January 28

- 7:30-8:30 a.m. Registration and Continental Breakfast
- 8:30-9 a.m. Welcome and Opening Remarks
- 9 a.m.-Noon General Session I — The Ten Most Important Questions in Aviation Today, Sam Hoerter, A.A.E.
- Noon-1 p.m. Lunch
- 1:15-2:15 p.m. General Session II — General Aviation Issues for Financial Professionals
- 2:15-3:15 p.m. General Session III — Coordinating Airport Planning with Airport Financing Break
- 3:15-3:45 p.m. General Session IV — Airport Bond Issues
- 3:45-5 p.m. General Session IV — Airport Bond Issues
- 6-8 p.m. Evening Event (Hosted by Melbourne International Airport)

### Tuesday, January 29

- 7:45-9 a.m. Registration and Continental Breakfast
- 8-8:45 a.m. AAAE Finance & Admin Committee Mtg.
- 9-10:15 a.m. General Session V — Fraud Awareness Break
- 10:15-10:45 a.m. General Session VI — The Effect of a Wellness Program on Absenteeism and Healthcare Costs
- 10:45 a.m.-Noon General Session VI — The Effect of a Wellness Program on Absenteeism and Healthcare Costs
- Noon-1 p.m. Lunch
- 1-2 p.m. Concurrent Sessions
  - Diversity in the Workplace
  - ACRP
- 2-3 p.m. Concurrent Sessions
  - Audit Update
  - The Microjet Explosion
- 3-3:15 p.m. Break
- 3:15-4:15 p.m. Concurrent Sessions
  - Avoiding the Pitfalls of AIP Grant Funding
  - Successful Interviewing
- 5-6 p.m. Closing Reception

### Wednesday, January 30

- 9 a.m.-Noon Tour of the Melbourne International Airport and Industrial Park

The delivery method is group-live and the program level is intermediate. No prerequisites and/or advance preparation is required. This course provides 15 hours of CPE credits and is worth 12 credits in the AAAE Continuing Airport Management Education Unit (CEU) program.

**REGISTER ON-LINE!**

[www.aaae.org/meetings](http://www.aaae.org/meetings)



The American Association of Airport Executives and the Southeast Chapter AAAE present the

# 19th Annual Airport Finance and Administration Conference

January 27-30, 2008 • Melbourne, Florida • Mtg. #080104



**Hotel reservations**—Rooms are being held at the Crowne Plaza Melbourne Oceanfront Hotel, 2605 North A1A, Indialantic, FL 32903, phone (321) 777-4100, fax (321) 773-6132. All attendees will receive a special rate of \$149/\$159, depending on view. **Reservations must be made by Friday, January 4, 2008, in order to guarantee this rate.** Reservations made after this date can only be honored on a space available basis. To make your hotel reservations, call the hotel directly at (321) 777-4100 or (800) 227-6963 and identify yourself as part of the AAAE group.

**Airline reservations**—American Airlines has been selected as the official air carrier for this meeting. Attendees can receive 10% off American's full coach fares or 5% off all other published fares. Rules and restrictions apply. To take advantage of American's special fares, call American Airlines directly at (800) 433-1790 from 6 a.m.-1 a.m. eastern time daily and refer to star file #A1818SS.

**Ground Transportation**—The Crowne Plaza Melbourne Oceanfront Hotel is located approximately 15 miles from Melbourne International Airport and approximately 50 miles from Orlando International Airport. Executive Shuttle Service provides transportation from Orlando International Airport for approximately \$55 one way. Make your reservation by calling (888) 303-4044. Avis Budget Group, Inc. is the official rental car company for this meeting. To make reservations or for further information, please call Avis Budget Group, Inc. at (800) 331-1600 and reference J097316.

NOTE: AAAE reserves the right to cancel this program if the number of registrants is insufficient. In this event, we will notify all registrants and refund the registration fee in full. **However, any costs incurred by the registrant, such as hotel cancellation or airline penalties, are the responsibility of the registrant.** Confirmation letters will be faxed to attendees. If you have not received a confirmation letter via fax two business days prior to the meeting, and you enrolled at least 15 days prior to the meeting, please contact the AAAE Meetings Department at (703) 824-0504. Non-receipt of the confirmation letter before the meeting is not justification for seeking a refund.

I would like to be contacted about upcoming meetings/promotions by fax  e-mail  Future correspondence will be sent to the address, fax number and/or e-mail address below.  Check here if new contact information has been provided.

Nickname for Badge \_\_\_\_\_ E-Mail Address \_\_\_\_\_

Full Name \_\_\_\_\_

Title \_\_\_\_\_

Airport/Company \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Telephone Number \_\_\_\_\_ Fax Number \_\_\_\_\_



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

*Registrations and cancellations must be submitted in writing. Refund requests received before 1/11/2008 are subject to a \$125 processing fee. There will be no refunds after this date. Substitutions will be accepted without penalties and no-shows will be billed. For all inquiries regarding complaints, cancellations and refunds, please contact the AAAE Meetings Department at (703) 824-0504.*

## REGISTRATION FEE (in U.S. funds drawn on a U.S. bank)

(includes one reception, two continental breakfasts, two lunches, breaks and all handouts)

1.  AAAE/Southeast Chapter Member ..... \$405    2.  Non-Member ..... \$545



Accredited Airport Executives®

This course provides 15 hours of CPE credit and is worth 12 credits in the AAAE Continuing Airport Management Education Unit (CEU) program. (The delivery method is group-live and the program level is intermediate. No prerequisites and/or preparation required.)

## PAYMENT METHOD

Enclosed is my check payable to AAAE     Purchase Order # \_\_\_\_\_

Upon receipt of this form, please charge my (circle one):    American Express    MasterCard    Visa

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

Account Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

**RETURN TO: AAAE • 601 Madison St., #400 • Alexandria, VA 22314 (USA) or Fax to (703) 820-1395.** Photocopies of this form will be accepted. AAAE accepts registration regardless of race, religion, sex, physical disability and national or ethnic origin. This includes but is not limited to admissions, employment and educational services.



The American Association of Airport Executives is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Ave. North, Ste. 700, Nashville, TN 37219-2417, NASBA. Web site: www.nasba.org



**Louisville** - For 10 days each spring Louisville is an arena of glamour and festivity as the city anticipates and witnesses the Kentucky Derby on the first Saturday in May. The oldest continuously held horse race in the country, the Derby pits the world's best 3-year-old Thoroughbreds in a 1.25-mile race for a purse of more than \$600,000 and a chance to become the winner of the coveted Triple Crown of racing.

Louisville is much more than a horse-racing town, however: It also is a center for the performing arts, industry, transportation, healthcare, sports and convention activity. The city is one of the few that offers performing arts for every taste while hosting major sporting exhibitions including the Kentucky Derby, the Breeders Cup, the X Games, the Ryder Cup, the Senior PGA and the Ironman Triathlon to name a few. Famous for college basketball, the city also boasts top ranked college football, minor league baseball, arena football teams.

Home to world famous brands including Louisville Slugger, Kentucky Fried Chicken, Pizza Hut, Papa Johns, GE Appliances, UPS Airlines and the Ford Explorer, Louisville is a town on the move. Located on the Ohio River with access to major interstate roadways, rail lines, an extensive router network, the third largest cargo airport in the nation and UPS' Worldport global distribution facility, Louisville has become one of the most influential logistics hubs in the nation. With over \$1 Billion in development planned for downtown Louisville including a new arena, the 62 story Museum Plaza, new shopping, entertainment and housing Louisville is also quickly becoming a leader in urban development. Ranked as one of the nation's top 20 cities, Louisville offers big city opportunities and small town hospitality.

**Conference Information** – Mark your calendars for April 13 – 15, 2008, and join us in Louisville, Kentucky, for an informative conference and enjoy the host event at the Derby Museum. To register for the conference, complete the enclosed registration material and return it to the address provided. Sponsorship/Exhibitor opportunities are available; for information on sponsorship/exhibitor registration please call Lori DeVore at 502-363-8543. Dress for the conference is business casual. Louisville's average temperature in mid April ranges in the high 50's and low 60's.

**Spouse/Guest Program** – Monday April 14 – 8:00 am to 3:00 pm. Horse Farm Tour & Lunch in Central Kentucky, home to more than 450 horse farms. You will see miles and miles of the most beautiful farms in the world with a personal tour of historic Claiborne Farm where Secretariat was bred, stood stallion and is buried. Then on to Normandy Farm, a nursery for mares and foals and one of the sites of the movie Seabiscuit. Lunch will be at a quaint local eatery, then on to tour Keeneland Race Course, a National Historic Landmark. If time permits, the last stop will be historic Midway, the first railroad town in Kentucky.

**Hotel and Travel Information** – The conference will be held at the Louisville Marriott Downtown. To assist in keeping your travel expenses low, room rates are \$145 per night for single occupancy, or \$155 for double occupancy. For hotel reservations, call 1-800-228-9290 and refer to the AAEE Group. Hotel reservations should be made no later than March 14, 2008, to ensure these rates. Taxicab service between the airport and hotel is available for \$17 - \$20, for up to four passengers.

**UPS WorldportTours** – UPS is offering tours of their main airhub sort facility. The tour begins at the Worldport Welcome Center for a short video and then you will be transported around for a journey through this 4 million square foot automated express sorting facility that processes 304,000 packages and documents per hour. Tours will be held Monday and Tuesday from 11:30 p.m. to 2:00 a.m. Unfortunately, due to the logistics, these tours are limited to 35 people each night.





# 2008 SEC-AAAE ANNUAL CONFERENCE

April 13-15, 2008  
 Louisville Downtown Marriott Hotel  
 Louisville, Kentucky  
 Conference Registration Form

Name: \_\_\_\_\_ Nickname (for badge): \_\_\_\_\_

Title: \_\_\_\_\_

Are you an Accredited Airport Executive (A.A.E.)? Yes \_\_\_\_\_ No \_\_\_\_\_

Affiliation/Company: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Telephone: ( ) \_\_\_\_\_ Fax: ( ) \_\_\_\_\_

Spouse/Guest Name(s): \_\_\_\_\_ E-Mail Address: \_\_\_\_\_

	Number Attending	Fee Before March 1, 2008	Fee After March 1, 2008	TOTAL
Sponsor Registration (see attached)				
SEC-AAAE Member		\$295	\$345	
Associate/Student		\$150	\$150	
Spouse/Guest		\$125	\$150	
Non-Member		\$350	\$395	
Emeritus		\$150	\$150	

Make check payable to: 2008 SEC-AAAE Conference

Mail to: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Lew Bleiweis, AAE  
 Louisville Regional Airport Authority  
 PO Box 9129  
 Louisville, KY 40209-0129

## EVENT ATTENDANCE

PLEASE MARK HOW MANY WILL BE ATTENDING EACH EVENT

Sunday, April 13 .....

Golf Tournament \_\_\_\_\_  
 (Max: 80; First Come, First Served)  
 .....

Welcome Reception \_\_\_\_\_  
 .....

.....11:00pm – 2:00am  
 .....

Monday, April 14

Spouse Tour \_\_\_\_\_

Luncheon \_\_\_\_\_

Dinner and President's  
 Reception \_\_\_\_\_

UPS Worldport Tour \_\_\_\_\_  
 (Max: 35; First Come, First Served)

Tuesday, April 15

Awards Luncheon \_\_\_\_\_

Event Dinner and Racing at KY Derby  
 Museum at Churchill Downs \_\_\_\_\_

UPS Worldport Tour \_\_\_\_\_  
 (Max: 35; First Come, First Served)

**Refund Policy:** Cancellations must be received in writing and will be fully refunded if the notice is received no later than March 14, 2008. A processing fee of \$75 will be assessed after that date. Refunds will not be issued for cancellations after March 28, 2008. Substitutions will be accepted without penalties and no-shows will be billed.

**Hotel Reservations:** For hotel reservations, please call the Louisville Downtown Marriott at 1-800-228-9290 and refer to Group Code: AAAE to receive the special rate of \$145 single/ \$155 double occupancy. *The deadline for this rate is March 14, 2008.*