## GROUND CLUTTER Page 13

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Exclusive Blogs Online Only Aviation's Best and Brightest

#### The 2015 Sprinter Passenger Van

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The 2015 Mercedes-Benz Sprinter Passenger Van offers transportation with unrivaled style, safety and innovation. First-class features include room for 12, interior height up to 6'4", a spacious rear storage area, integrated 3-point seat belts at each seating position as well as optional rear air conditioning. New standard Crosswind Assist and an available rear backup camera improve passenger and driver safety, while service intervals up to 20,000 miles helps lower your total cost of ownership. Learn more about the ultimate transportation vehicle at mbsprinterusa.com.



At highway speeds, Crosswind Assist gently engages individual brakes to help stabilize your Sprinter Van in strong, gusting crosswinds.

#### ⇒! ← COLLISION PREVENTION ASSIST<sup>4</sup>

Can alert you of an impending accident with a vehicle ahead.

\$1005\*

2500 Passenger Van 144", Low Roof, 4-Cylinder

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\*Excludes all options, taxes, title, registration, transportation charge and dealer prep fee. Options shown.

Not all options are available in the U.S. 1. Crosswind Assist engages automatically when sensing dangerous wind gusts at highway speeds exceeding 50 mph. Performance is limited by wind severity and available traction, which snow, ice and other conditions can affect. Always drive carefully, consistent with conditions. 2. Rear view camera does not audibly notify driver of nearby objects and is not a substitute for actively checking around the vehicle for any obstacles or people. Images displayed may be limited by camera field of view, weather, lighting conditions and the presence of dirt, ice or snow on the camera. 3. Driver is responsible for monitoring fluid levels and tire pressure between service visits. See Maintenance Booklet for details. 4. May not be sufficient to avoid an accident. It is the driver's responsibility at all times to be attentive to traffic and road conditions, and to provide the steering, braking and other driving inputs necessary to retain control of the vehicle.

Options shown. Not all options are available in the U.S



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**2014 TOP 40 UNDER 40** 

The Best and the Brightest Among Aviation's Up-and-comers

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See the 2014 Top 40 Under 40 Winners full bios and exclusive Q&As at www.aviationpros.com



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Publisher reserves the right to reject nonqualified subscribers One-year subscriptions available for non-qualified individuals One year subscriptions: US - \$35; Canada & Mexico - \$60; International - \$85 (payable in U.S. funds drawn on U.S. bank.) Back issues available (prepaid only) \$10.00 each.

Airport Business (USPS 001-614; ISSN 1072-1797 print; ISSN 2150-4539 online) is published 8 times per year in Feb/Mar, April, May, Jun/Jul, Aug/Sep, October, November and Dec/Jan 2014. Periodicals postage paid at Fort Atkinson, WI and additional entry offices. Change of address or subscription information: Toll Free: 877-382-9187, Local: 847-559-7598, Email: circ. airportbusiness@omeda.com. POSTMASTER: Please send address changes to Airport Business, Cygnus Business Media, PO Box 3257, Northbrook, IL 60065-3257. Printed in the USA.

Canada Post PM40612608. Return Undeliverable Canadiar Addresses to: Airport Business, PO Box 25542, London, ON N6C 6B2 Canadian GST #842773848

Vol. 29, No. 1 November 2014











#### **INSIDETHEFENCE**





## Top 40 Under 40: Where are they now?

As our 2014 winners look to the future, we also take a look at the past

he Top 40 Under 40 program began just three years ago, and there are now 120 people named to this elite list.

But did you ever wonder what happens to these winners after they're no longer on this list, or <gasp> they no longer qualify because they are over 40? Yes it is true even the best and brightest up-and-comers cannot escape middle age.

Having achieved outsized success in their younger years. these movers and shakers are still at it. Just because they're no longer on our Top 40 Under 40 list doesn't mean they're not still doing incredible things in the aviation industry.

Here's a sampling of what some of our 40 Under 40 leaders are doing now.

- Charlie Ferraro. When named as a Top 40 Under 40 winner in 2012, Ferraro was the General Manager for Landmark Aviation at San Diego International Airport. Today he works as Landmark's Regional Vice President where he oversees the company's Western U.S. locations.
- Jason Terreri. In 2012, Terreri was the Aviation Contract Administrator for Hartsfield-Jackson International Airport. Today Terreri holds a leadership role as Assistant Director of Airports at Horry County Department of Airports (Myrtle Beach).

- Katie Jones. Worked as a Public Relations Specialist at San Diego Regional Airport Authority when she won her award. Today she operates as the Marketing and Public Relations Manager of Sixel Consulting Group.
- Justin Meyer. The former Director of Air Service Development at Hillsborough County Aviation Authority now serves as Deputy Director of Aviation-Marketing and Air Service Development at Kansas City Aviation
- Anthony Banome. In 2013 when he received his Top 40 Under 40 award, he worked in FBO Fuel Sales and Customer Service for Meridian. In June, he was promoted to Director of Fuel Sales for Meridian's FBO and Charter businesses
- Fin Bonset. In 2013, the Senior Manager of The Louis Berger Group's Global Aviation Services nabbed a Top 40 Under 40 award. In July, Atkins hired Bonset as its National Airport Planning Business Manager.

As we celebrate this year's honorees, let's also celebrate the fact that aviation's up-and-comers continue to shake up the industry long after the dust settles on their award.

Congratulations to our 2014 Top 40 Under 40 winners. We look forward to the years ahead as we watch you continue to grow and shape the future of aviation!



#### AIRPORTS IMPROVING FITNESS OPTIONS

Though I typically consider schlepping bags across the airport to my gate workout enough, when layovers are long, and I'm looking for something to do, a workout might be fun. Travel Weekly reports several U.S. airports now offer beneficial alternatives to

browsing junk food outlets or occupying bar stools. Phoenix Sky Harbor International Airport opened the PHX Fitness Trail in May, a 2-mile interior fitness trail with seven free bottle-filling water stations. Travelers can embark on the walking circuit (inside TSA checkpoints) that circles Terminal 4. The airport provides a map, points of interest, mileage

and photos in a free brochure that passengers can pick up at Terminal 4 information counters. Though Phoenix is the latest to join the fitness craze, other airports also offer these options. Dallas/Fort Worth International Airport unveiled its DFW LiveWell Walking Path inside Terminal D two years ago to give passengers an option to exercise while on the go. The path measures seven-tenths of a mile and is marked with signage as well as by in-floor mosaics that represent progress points along the way from gates D6 to D40. Boston Logan International Airport also features walking paths as well as four health stations in Terminals A, B and C where passengers can check blood pressure, height and weight and test for Body Mass Index.

#### Master Plan Construction To Begin At Tampa International Airport

Passengers and guests will see major changes at Tampa International Airport as construction on the airport's \$1 billion Master Plan expansion gets under way. In early December, the airport will close the ground transportation centers on the east side of the terminal and move all commercial vehicle operations so crews can begin the main terminal expansion to the east. Drivers will see the construction walls as they enter the departures and arrivals curbsides. Passengers will also see construction walls inside the baggage claim level on the east side of the building.

The change affects the location of the Economy Parking Garage shuttle, taxis, hotel shuttles, SuperShuttle, cruise ship bus stops and other ground transportation operators. Visitors may also notice increased traffic on airport roads.

"We're going to do everything in our power to minimize the impacts of this construction effort," says airport CEO Joe Lopano. "Customer satisfaction has always been the highest priority at TPA and that's especially true as the airport expands to meet its future needs."

To keep traffic running smoothly, additional traffic specialists will be stationed at the blue baggage claim curbside exit. The airport's traffic managers will be more active at the transportation center to ensure commercial vehicles are getting in and out efficiently and following all posted rules.

Signage in the airport will direct travelers to the appropriate area for ground transporta-



tion. The airport also has added additional guest service representatives to assist passengers throughout Master Plan construction. The uniformed guest service reps will be stationed at the red and blue baggage claims beginning in early December to direct travelers to the west side ground transportation centers. The reps will also circulate the baggage area to address questions as they arise.

Construction on the third floor of the main terminal begins in early January. Construction walls will go up in the main terminal and one shuttle track will close to Airsides A and C. Guest services reps will be located at the shuttles in both the main terminal and the airsides to help guide passengers and keep the shuttles moving on schedule.

Construction in the main terminal will hit its peak in August 2015 and is expected to conclude by winter of 2017.

Key elements of the master plan are a consolidated rental car center connected to the main terminal by a people mover and an expansion of the main terminal. The project is expected to support 9,000 construction-related jobs.





#### AIR BP ...

Signs a Letter of Intent with global flight planning business RocketRoute Ltd.

#### **ALASKA AIRLINES ...**

Is expanding its non-stop service between Lambert-St. Louis International Airport and Seattle-Tacoma International Airport beginning the summer of 2015.

#### AMERICAN AERO FTW ...

Presented a \$10,000 donation to the Navy SEAL Foundation at the NBAA 2014 Business Aviation Convention & Exhibition.

#### **AUSTIN-BERGSTROM INTERNATIONAL AIRPORT...**

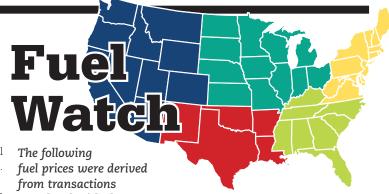
Hired an architecture firm to design a seven-gate expansion of the 15-year-old terminal's east wing.

#### BART ...

Announces plans to open its new connecting service to Oakland International Airport, where four three-car automated people movers will transport riders from the Coliseum station to the Oakland International Airport station and back.

#### BALTIMORE/WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT ...

Announces WOW Air will start nonstop service to Reykjavik, Iceland.



completed with the AVCARD credit card during October. Not all operations sell both Jet-A and Augas. The figures for jet fuel prices will be more representative than those for Augas, due to the higher number of transactions recorded. Prices reflect all taxes and discounts. Data is supplied from AVCARD in consolidated format; individual transactions are not disclosed.

#### **West Coast**

Jet-A: \$4.76 Avgas: \$6.03

**South Central** 

Jet-A: \$3.48

Avgas: \$5.91

Southeast

Jet-A: \$4.57 Avgas: \$5.87

#### **North Central**

Jet-A: \$4.76

Avgas: \$5.96 Northeast

Jet-A: \$4.76 Avgas: \$6.11

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#### CHARLOTTE DOUGLAS INTERNATIONAL AIRPORT ...

Puts the finishing touches on a new \$120 million hourly parking deck so it can open by Thanksgiving.

#### CHICAGO O'HARE INTERNATIONAL ...

Receives a \$2 million VALE grant to install an underground fuel hydrant system, eliminating the need for diesel-powered fuel trucks. The system will provide fuel for 20 gates in Concourse F.

#### CLARK COUNTY DEPARTMENT OF AVIATION ...

Closes Runway 7L/25R at McCarran International Airport as crews began the demolition portion of the \$67 million project that will replace the runway's current asphalt with more durable concrete.

#### DALLAS-FORT WORTH INTERNATIONAL AIRPORT...

Receives a \$2 million VALE grant to help the airport install 12 electric gates at Terminal B and install and connect seven pre-conditioned air units for parked aircraft.

#### **DELTA AIR LINES ...**

Announces it will begin nonstop service to Cancun, Mexico, from Louis Armstrong New Orleans International Airport on March 7, 2015.

#### **ENVOY AIR INC ...**

A subsidiary of American's parent company, American Airlines Group, announces plans to lay off 478 employees in transportation and warehousing from Jan. 1 through April 30.

#### **EPIC AVIATION ...**

Renews a partnership with Phoenix-Mesa Gateway Airport to continue a fuel supplier and branding agreement.

#### FAA ...

Issues a final policy, effective Dec. 6th, requiring proceeds from state or local taxes on aviation fuel to be used for airport-related purposes or state aviation programs.

#### GERALD R. FORD INTERNATIONAL AIRPORT ...

Approves a capital improvement plan that includes projects from 2015 through 2020 that total over \$95 million. Projects include a Consolidated Checkpoint and Marketplace, reconstruction of the terminal apron, a master plan update, and reconstruction of the north and east parking lots.

#### HMSHOST ...

In partnership with Master ConcessionAir and Tarra Enterprises Inc. opened Shula Burger and a new Starbucks at Fort Lauderdale-Hollywood International Airport.

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Register by January 13 for the early bird discounted price of \$975 Non Member price after January 13 is \$1,525

REGISTER TODAY: www.nbaa.org/sdc/airport



# Digital Signage Expo 2015 to Feature "How To Generate Data Driven Content" Seminar for Airport Professionals

Atlanta–Digital Signage Expo (DSE), an international tradeshow and educational conference dedicated to digital displays, interactive technology and digital communications networks, announces that its 12-part Digital Signage Seminar Program at DSE 2015, designed specifically for airport professionals, will include an hour-long session titled, "How to Generate Data Driven Content."

The seminar will identify the tools, skill sets and methodologies needed to make data actionable, and outline best practices to enable attendees to analyze and apply the data they already have and define the data they need. Janna Rider, director of Digital Merchandising at Dairy Queen, and Frank McGuinness, head of Revenue Management & Analytics at Walt Disney Parks & Resorts, will co-present the session, which is scheduled for Thursday, March 12 from 9 -10 a.m.

DSE Advisory Board member David Saleme, Esq., manager of Business Development at Columbus Regional Airport Authority says, "The Columbus Regional Airport Authority's customer service team recently installed multiple interactive kiosks throughout the terminal at Port Columbus International Airport. These automated data feeds provide information that is relevant and useful to the users of our interactive kiosks."

To read more about why other DSE Advisory Board members feel this to be an important topic, see: www.digitalsignageconnection. com/march-2013-question-month.

Registration for "How to Generate Data Driven Content," or any of DSE 2015 educational conference seminars, which are sponsored by BroadSign International and are eligible for Digital Signage Expert Group (DSEG) certification renewal credits, is available online at www.digitalsignageexpo.net.



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#### JETBLUE AIRWAYS ...

Plans to unveil a rooftop park on top of JFK International Airport's Terminal 5 in 2015.

#### LAMBERT-ST. LOUIS INTERNATIONAL AIRPORT ...

Approves renting out its unused Concourse B for holiday parties and other events at up to \$1,500 a day.

#### MELBOURNE AIRPORT, QANTAS AIRWAYS...

Enters an agreement with Airports Council International (ACI) and the International Air Transport Association (IATA) to develop a Smart Security pilot program for delivery at the airport in 2015.

#### MINETA SAN JOSÉ INTERNATIONAL AIRPORT ...

Marked 21 consecutive months of passenger traffic growth in September 2014, with a 9.9 percent increase in travelers compared to the same month last year.

#### **GENERAL MITCHELL**

#### INTERNATIONAL AIRPORT ...

Announces \$14.4 million worth of improvements, including a new de-icing facility and upgrades to a runway.

#### NATIONAL ASSOCIATION OF STATE AVIATION OFFICIALS ...

Names Greg Principato president and CEO of the Washington, D.C.-based organization.

#### NBAA ...

Will award Holly Pendleton—a former chairman, vice chairman and currently education coordinator for the Association's Schedulers & Dispatchers Committee—with NBAA's 2015 Schedulers & Dispatchers Outstanding Achievement & Leadership Award.

#### PHILLIPS 66 AVIATION ...

Donates \$21,000 to the Corporate Angel Network.

#### RENO-TAHOE INTERNATIONAL ...

Will add nonstop service to London's Gatwick Airport, beginning Dec. 19, 2015.

#### SAN FRANCISCO INTERNATIONAL AIRPORT ...

Opens a new Secure Connector, allowing passengers who have passed through security to move freely between Terminals 1 and 2.

#### **SEATTLE-TACOMA**

#### INTERNATIONAL AIRPORT ...

Receives a \$2 million VALE grant to install 43 charging units in Terminals A and B to support electric ground support equipment, such as luggage loaders and aircraft tugs.

#### **SHELTAIR AVIATION ...**

 $\label{lem:condition} \mbox{Acquires FlightLevel Aviation Lakeland at Lakeland Linder Regional Airport.}$ 

#### SKANSKA ...

 $\label{lem:condition} Promotes\ MacAdam\ Glinn\ to\ national\ aviation\ director\ and\ senior\ vice\ president.$ 

#### UBER ...

Removes Pittsburgh International Airport as a pickup option for its drivers after receiving reports that police were stopping and ticketing its drivers.

#### U.S. DEPARTMENT OF TRANSPORTATION ...

Reports airline consumer complaints filed with DOT's Aviation Consumer Protection Division during the first nine months of this year were up 18.2 percent from the first nine months of 2013, according to its Air Travel Consumer Report.

#### WAYNE COUNTY AIRPORT AUTHORITY ...

Reports Vice President of Human Resources Gale LaRoche was named a 2014 Michigan Human Resources Executive of the Year by the American Society of Employers.

#### **WEST STAR AVIATION...**

Added accessory shop capabilities at its Columbia, SC, and East Alton, Ill. locations.

#### WILLOW RUN AIRPORT ...

Reopens Runway 5R/23L, which has been closed for parts of the past two construction seasons for a total re-build.

#### YEAGER AIRPORT ...

Receives a \$3.7 million VALE grant to fund both gate power units and pre-conditioned air units at seven of the airport's gates.

#### **Aviation Index Shows Private Aviation Demand Is Strong**

Private aviation demand is on the rise, according to the Aviation Demand Index released by Private Jet Services (PJS), a worldwide private aviation consulting firm.

According to the Index, private aviation has seen an 11 percent increase in qualified demand in Quarter 3 over Quarter 2 of this year, with a 6 percent increase in the same time period for private aviation trips flown. PJS states that it has also seen a 56 percent increase in the number of inquiries for private aviation services. The Index is a result of PJS' analysis of its own data compiled regularly and from a number of different sources.

The company believes that the steady increase in demand is a result of a combination of continued growth throughout the economy and its unique service offerings. Gross domestic product in the economy as a whole has expanded at a seasonally adjusted rate of 3.5 percent in Quarter 3, a significant rate, though down slightly from the 4.6 percent growth of Quarter 2.

"The robust growth in demand that private aviation experienced in 2014 is due to the acceleration of business activity in specific industries that are the greatest users of corporate aircraft. PJS alone has seen a marked uptick in demand in the oil and gas, pharmaceutical, government

and high-tech industries," says PJS Founder and CEO Greg Raiff.

PJS recently earned a place on the Inc. 5000 list as one of the nation's fastest growing companies with a three year growth rate of 160 percent.

The company, which intends to release the Aviation Demand Index on a quarterly basis, expects demand to remain steady into next year.

"I expect the 2014 demand to continue into 2015 for the industry as a whole and for PJS specifically, as our business retains over 90 percent of our first-time customers due to the unmatched level of service we provide," says Raiff.

# alr port business

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Join the Conversation

# Aviation's Best and Brightest





# Airport Business Celebrates The Best And The Brightest Among Aviation's Up-and-comers

We can't exist without bright young people, like those making our 2014 Top 40 Under 40 list, propelling the industry forward.

arlier this week I met a friend in a local coffee shop. At another table was a young lady—a recent college grad—with her laptop, filling out job applications. Let's call her Susan.

Susan and her family are well known to my friend and me. She's one of those young people who you just know will go places. She made good grades, speaks several languages, studied in Paris for a term and recently toured South America. She is also personable, charming, dignified and quite literate in writing and/or conversation. I figure just about any company or guvmint entity would love to hire her.

Here's the rub. Susan most probably isn't applying to any aviation/airport company at all. She hasn't exactly said so, but I'd bet she doesn't even consider aviation when she thinks about job possibilities/opportunities.

This hurts aviation, and we need to change this picture.

This is the "Top 40 Under 40" issue of *Airport Business* magazine. Within these pages you'll find the 2014 choices for 40 young people considered to be among the leaders of our industry. As pointed out in past such issues, these people are extremely important to our industry. We can't exist without bright young people moving in the industry.

At the same time, the industry is important to these young people. They have chosen this industry, and we appreciate it.

I suggest that we change our image, starting with this issue. We need to let the world know

that our industry does hire young and talented college graduates and that they do well.

Are any of the current "40 Under 40" group

from your company, organization or airport or even from your town, county or state? I suggest—urge—you to send this info—just cut out their listing from this issue—to your local media with a few lines on the subject of "local young person gets honored." Publicize them. Invite them to come to your civic club to speak or just visit. Make a fuss over them and make certain the media knows about them.

Frankly, we should do this with any of our leaders in any part of the aviation industry. This is particularly true of airports, and thank goodness airports do an excellent job of publishing good news.

Also frankly, airports probably have an advantage within the industry when it comes to hiring bright young folks. Everyone knows about their local/regional; airports. There's even a good chance that they know about airport management and recognize them as leaders within the community.

Let's put out the good word. It's important.





www.aviationpros.com/11701472





#### Ryan Sheehan:

Hooked on aviation

Ryan Sheehan used to ride his bicycle to the departure path of the local airport and wait for the smiling PSA DC-9 to take off. Today he drives a car to work, but this 20-year aviation veteran

still spends his days hooked on aviation. Sheehan is the Director of Operations and Maintenance for Spokane Airports, which operates Spokane International Airport and Felts Field. In this role, he manages the Airport Operations, Maintenance and Fuel Facility departments. Together, this group oversees most of the daily operations of both airports including all maintenance functions, regulatory compliance duties and airfield safety. Prior to being employed by Spokane Airports, Sheehan worked as an Airport Operations Technician with the Port of Bellingham, Wash., for six years. This position included providing aircraft rescue and fire fighting services, airport security, airport operations, maintenance and janitorial work. Sheehan has a Bachelor's degree in Management of Technical Operations, with a minor in Aviation Safety, from Embry-Riddle Aeronautical University—Worldwide Campus

and an Associate's degree from Whatcom Community College.

YOU KNOW?

SHEEHAN

has seven children, three of whom are from Ghana and one from Haiti.

Director of Operations & Maintenance Spokane International Airport and Felts Field Age: 39

Years in Aviation: 20

#### Kerri Fadden:

Makes childhood dream her career

Though she'd never been on an airplane, in an airport, nor had any relatives in aviation, Kerri Fad-

# YOU KNOW?

The more stressful the job, the more accurately

den knew from the age of 12 that an aviation career was for her. She simply knew that watching planes fly several miles high across the sky was enough to hold her interest. She took her interest in the skies to college with her, where Fadden graduated with a Bachelor of Science degree in Aviation Management, an Associates of Science degree in Flight Operations, and an MBA from Daniel Webster College. Her college flight path included achieving her pilot's license and accepting her first aviation job as a line service technician for a small FBO. After graduating, Fadden was promoted into the accounts payable department as the FBO's Warranty Administrator. In 2006, Fadden served as Airport Operations Specialist at the Burlington International Airport. In 2008, she was the Airport Operations Coordinator at William P. Hobby Airport. She joined the Massachusetts Port Authority team in 2011 as an Airport Operations Shift Manager for L.G. Hanscom Field.

Airport Operations Shift Manager L.G. Hanscom Field

Age: 31



# CONGRATULATIONS RYAN SHEEHAN!



Congratulations, Ryan from your co-workers at Spokane International Airport! You have earned this prestigious recognition and we are very proud of your achievement.

Ryan Sheehan, C.M. Director, Operations & Maintenance Spokane International Airport

Airport Business magazine's Top 40 Under 40









#### Ryan Liles:

Never gets bored in aviation

Ryan Liles likes to stay challenged. His advice for a successful aviation career is as follows: Don't get bored; as soon as you are bored move on to something else and continue to challenge

yourself both mentally and physically. Liles is never bored in his work as an IT business professional in the small business community with more than 15 years of experience. He began as an IT Consultant in 1997 and currently serves as an IT Project Manager for AirIT. Liles obtained a Bachelor of Science degree in Information Technology from the University of Central Florida as well as a Master of Business Administration from Rollins College. He also has obtained Project Management Professional (PMP) certification and been trained in Six Sigma methodology. He is currently concluding projects at Austin–Bergstrom International Airport and Dallas Love Field Airport. Liles currently resides in Orlando, Fla.

**Project Manager** 

Air-Transport IT Services Inc.

Age: 35

Years in Aviation: 7

# YOU KNOW?

You can find
LILES in the
mountains
if he's not in
the office.

# CONGRATULATIONS RYAN LILES for being named to the Airport Business 'Top 40 Under 40' class of 2014. Ryan is deserving of this honor thanks to his exceptional professionalism as well as his commitment to our customer, company and shareholders. We are proud and honored that you are on our team! Ryan Liles, Project Manager, AirIT WWW.AirIT.com





#### Lawrence Harting:

#### Committed to core leadership values

Lawrence Harting says he's committed to his core leadership values. As a consummate professional executive, Harting embodies diverse management success; possesses a proven track record consistent in on-time, on-budget delivery; has a flair for problem solving and an intuitive eye for customer service. A quick-study capable of knowing innately the mechanics of complex nego-

# YOU KNOW?

**HARTING** is

a brazen epicure.

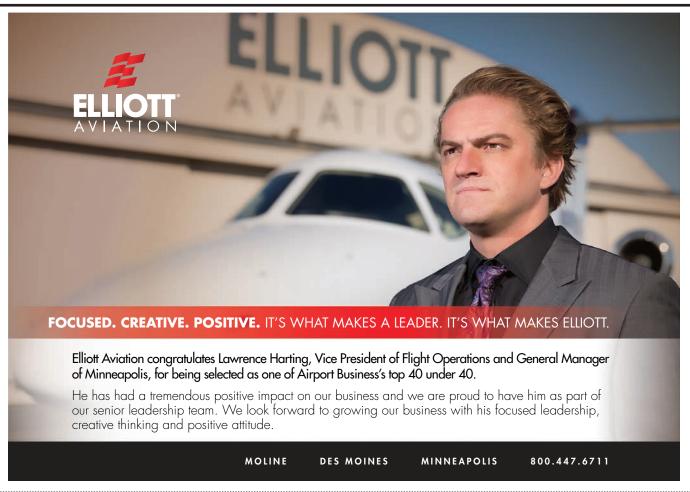
tiations and organizations, ever-recording deliverables for deviations from quality standards and gauging processes for efficiency levels, needed overhaul and redesign, planning for the inevitable and the unforeseen risk and implementing the risk response, directing the team executing the task and training the future ranks, knowing customers, customer deliverables and how to deliver them. Harting has been the General Manager/Vice President of Flight Operations at Elliott Aviation since October 2013. In this role, he leads, develops, implements, manages and oversees the flight operations of all branch departments in order to deliver "Best in Class"

General Manager/Vice President, Flight Operations Elliott Aviation

Age: 34

Years in Aviation: 12

customer service and to ensure the profitability, viability and integrity.







#### Deven Judd:

Executive director of an airport is his ultimate career goal

Airports are cities within a city and require extensive coordination for proper management. Deven Judd gravitated toward airport management because it combined business, aviation, operations, and so many other aspects of other industries. For him, the breadth of knowledge and business savvy required to become an executive director at an airport became the romantic and then the ultimate career goal. Judd has served the aviation industry for 16 years. He is the Concessions Development Manager for Hartsfield-Jackson Atlanta International Airport. His responsibilities include overseeing contract negotiations and administration, developing new concessions opportunities, space planning, and serving as the project manager for the city's solicitation process. Judd is a member of the team

that launched and managed the largest procurement in North American airport history repre-

senting 152 food and beverage and retail locations that focused on "best-in-class" customer service.

JUDD has won three Fantasy Baseball Championships in the past

YOU

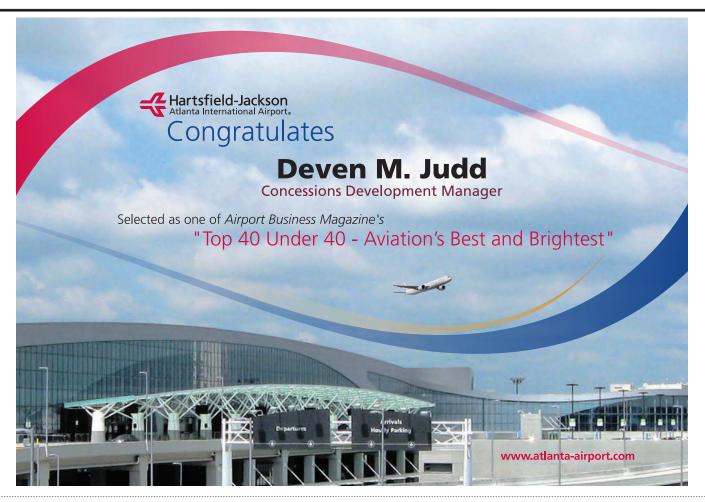
**KNOW?** 

DID

five years.

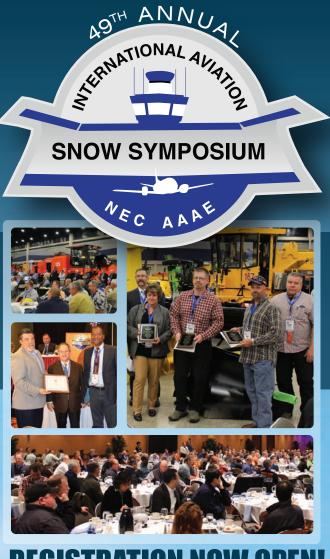
Concessions Development Manager Hartsfield-Jackson Atlanta International Airport

Age: 38



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#### **Howard Mann:**

#### Specializes in air service development

Howard Mann says he was bitten by the aviation bug as a child when his father took him to watch planes at the old terminal at Reagan National Airport. Today, Mann is a specialist in air service development, bilateral government policy and passenger/border/security facilitation where he provides extensive air service development, strategic planning and regulatory support to airport and aviation industry clients around the world. As an air service development consultant, he creates and implement strategies to grow and retain traffic for both incumbent and potential new entrant carriers. He leads client teams at InterVISTAS for airports and communities both domestically and internationally. This requires a comprehension of market data from

government and community sources, an understanding of the changing business models of target air carriers and forecasting skills to work with carriers on expected performance. Mann also works

in Washington to incorporate aeropolitical and passenger facilitation policies into route proposals in order to ensure new itineraries are sustainable in the future.

Vice President, Policy and Market Analysis **InterVISTAS** 

DID

YOU

KNOW?

**MANN** 

proposed to his

wife at Reagan

National Airport.

Age: 36

Years in Aviation: 15



#### Congratulates **Howard Mann**

Vice President. Policy & Market Analysis



on his selection as one of Airport Business's

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- Economic Impact of New Air Services

- Airline Business Services
- Borders, Safety & Security
- Business Strategy & Tourism
- Economics, Logistics & Regulatory
- Planning & Environment

www.intervistas.com

**Howard Mann** 

20

airportbusiness

November 2014





#### Megan Delk Barnes:

Grew up in the business and made it her career

Megan Delk Barnes says she grew up in the business. She explains her father was the owner/

president of Valley Oil Co., which later became AirBP/EPIC. She worked holidays/summers at her dad's office as the "grunt girl" doing everything from filing to office assistant to account research and collections. Not only that, but her father was a private pilot who gave her a taste for general aviation and the joy and convenience that goes along with it. Barnes received her Bachelor of Science in Business Management and Psychology from San Diego State University. Since then, she has worked for both independent FBOs as well as chains ranging from a small few up to over 30 locations. Her responsibilities ranged from acquiring information to setup systems, combining marketing efforts, creating training manuals, managing pricing, training all FBO personnel, to implementing processes and

procedures. She has extensive experience working directly with the FBO management team as well as the front line personnel to assist in process efficiency, improved service levels and network consistency implementation.

DID YOU KNOW?

**DELK**received her
pilot's license
the summer
before college.

Executive Vice President Paragon Aviation Group

Age: 35







#### **Beth Rosenbaum:**

Challenges herself to learn something new every day

Work outside of your comfort zone, don't settle and you will learn something new every day, this is the motto Beth Rosenbaum lives by in her career as Assistant Aviation Director for the City of Sugar Land. Rosenbaum began working at Sugar Land Regional Airport in 2006 and worked her way up to her current position, where she is responsible for the airport's budget, fuel monitoring and pricing, contracts, leases, and managing airport grants. She analyzes projected and historical fuel revenues in order to monitor spending trends and estimate the budgetary needs of the department. Her work in this area (establishing and maintaining the FIFO inventory process) has increased the airport's revenues substantially. Rosenbaum also serves as a liaison between the airport and its fuel provider, a multi-million dollar contract critical to

airport operations. She

rosenbaum's
dream car is
"Eleanor," a
1967 Ford
Mustang Fastback.

YOU

KNOW?

DID

Assistant Aviation Director City of Sugar Land, Texas Age: 31 Years in Aviation: 9

also works with high profile airport tenants to ensure the contractual obligations of their leases are in order. She teams with airport management staff and the city's budget office to set annual budgets for the city's five aviation programs.





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#### Melissa McCoy:

#### Didn't choose aviation, aviation chose her

Melissa McCoy says she didn't choose aviation as a career, rather aviation chose her. She joined the U.S. Marine Corps in 2005 as a combat correspondent and her first duty station was MCAS New River, which housed Marine Corps rotorcraft like the Osprey. Today she works as the man-

ager of public affairs and communications, where she acts as a liaison between the Salina Airport Authority and its communities to increase the visibility of the Authority's features and resources among industry decision makers, site selectors and the community at large. McCoy is committed to growing jobs and business at the Salina Airport Authority and is instrumental in attracting new companies to locate at the Salina Airport Industrial Center. She is responsible for publishing a monthly newsletter, conducting airport tours and handling special events for the Authority. She manages media relations through advisories, press releases and news conferences, as well as maintaining open communication with media outlets. McCoy joined the Authority staff after serving four years in the Marine Corps. As a public affairs

and media relations non-commissioned officer, she wrote and edited two command newspapers.

# YOU KNOW?

took her first helicopter ride when she was five years old.

Manager of Public Affairs and Communications Salina Airport Authority

Age: 31

Years in Aviation: 10

#### **Molly Waits:**

Aviation is in her DNA

Molly Waits says aviation is and has been such an important and influential part of her life that

# YOU KNOW?

walts rode
a bicycle from
Houston to
Austin, not once
but twice!

she thinks it is actually in her DNA. The seed was planted in her childhood by her mother, father, and stepfather, who were well anchored in the industry having become aviation professionals for several air carriers throughout their own adult careers. Her career flight path, so to speak, has been one that leads upwards and is ever soaring. As Director of Air Service Development for the Houston Airport System (HAS), Waits oversees a team of executives responsible for creating and executing air service development strategies at Houston's three airports—Ellington Airport, Hobby Airport, and Bush Intercontinental Airport. Waits joined HAS in October 2004, and has focused her energies on improving passenger and cargo traffic and increasing air services provided through Houston's airports. Prior to joining the HAS, Waits worked more than six years with Northwest Airlines in corporate sales. She earned a Masters of Business Administration degree in Global

Director of Air Service Development Houston Airport System Age: 39

Years in Aviation: 16

Management from the University of Phoenix in 2003, and a Bachelor of Science degree in International Trade and Finance from Louisiana State University in 1997.





#### Željka Momirović:

Brings people together in aviation

#### DID YOU KNOW?

MOMIROVIĆ
believes only
determination
and diligence
will bring good
fortune.

Željka Momirović began her career in aviation in 2005. Momirović says, "This is an industry that brings people together and it enables people to be almost anywhere in just 24 hours making our big planet a small world of powerful and wonderful opportunities." She was originally hired as a Community Relations Specialist with the Houston Airport System (HAS) but is now Director of International Relations. Her current position highlights her experience in governmental affairs, customer service, public relations, and community and business development. Her vast knowledge of international protocol and customs has greatly enhanced her work with the international traveling public. She created and conducts recurring sensitivity training and orientations for HAS staff and

Intergovernmental Relations and Protocol Manager Houston Airport System

Age: 34

Years in Aviation: 9

stakeholders, with the goal of enriching the customer experience for all air travelers.









#### **Robert Osborne:**

#### Living his aviation dream

Robert Osborne is living his aviation dream. As Manager of Special Projects with the Shreveport Airport Authority, Osborne is responsible for the administration of the airport's Capital Improvement Program, serves as the DBE Liaison Officer, oversees the development of the airport's master plan, and manages the Airport Noise Compatibility Program, airport security and NAVAID rehabilitations, and the implementation of several sustainability initiatives. His past positions include Design Engineer for AT&T and Operations Manager for JP Morgan Chase & Co. Osborne is a member of the Louisiana Air National Guard and has deployed in multiple support and humanitarian efforts. He received a Bachelor's degree in Electrical Engineering from Southern University, has participated in sponsored research for Georgia Tech Research Institute, and is completing graduate studies at Louisiana State University in Shreveport.

#### DID YOU KNOW?

**OSBORNE** writes science fiction in his spare time.

**Manager of Special Projects Shreveport Airport Authority** 

Age: 40

Years in Aviation: 6

#### Stacy Kuba:

#### Airports are her home away from home

The airport was once Stacy Kuba's favorite place to visit. Now as the Downtown Airport Manager for the Shreveport Airport Authority she gets to go there every single day. In this role,

#### DID YOU **KNOW?**

**KUBA** started taking college courses when she

was 16.

Kuba oversees the day-to-day operations of the largest general aviation airport in the state. She also serves as the Project Manager for the Downtown Airport from project conception to completion. Kuba is an accredited airport executive and a member of the Southeast Chapter of the American Association of Airport Executives. In addition, Kuba serves as the legislative liaison with the Louisiana Airport Managers and Associates. Kuba has 10 years of experience in airport management. She has served as Operations Superintendent for the Shreveport Airport Authority and as an Operations Coordinator at Morristown Municipal Airport in New Jersey. She is a graduate of Embry-Riddle Aeronautical University's Daytona Beach campus where she earned a Bachelor's degree in Aerospace Communications and Master's degrees in Aeronautics focusing on Human Factors Engineering and Aviation Safety.

Downtown Airport Manager **Shreveport Airport Authority** 

Age: 33







#### Lucas Yezik:

#### Pushing for partnerships that benefit airports

As Director of Airport Development, Yezik is at the forefront of creating and strengthening mutually beneficial airport partnerships throughout the United States, Australia and New Zealand. He has consistently developed and implemented industry-leading media programs along with new business, sales and marketing strategies within Clear Channel Airport's (CCA's) partner network. By doing so, the Clear Channel team generates substantial non-aeronautical airport revenues and enhances terminal facilities and the overall passengers experience by way of a comprehensive, innovative, solutions-based approach to each airport's unique needs and terminal layout. Yezik presently oversees a portfolio comprised of more than 50 airport partners and their respective media programs and serves as a consultant to three internal sales/opera-

tions teams, consisting of more than 125 airports and representing \$20 million in annual revenues. He has held key positions within CCA, including Team Sales and Operations Manager, Project Redevelopment Manager and International Account Executive.

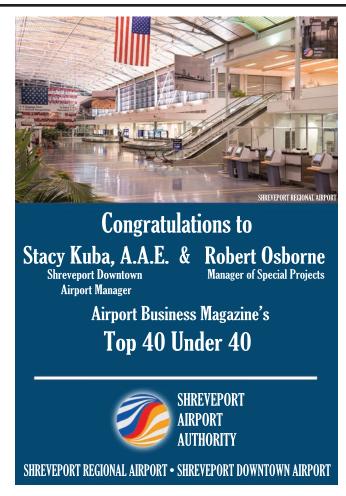
# YOU KNOW?

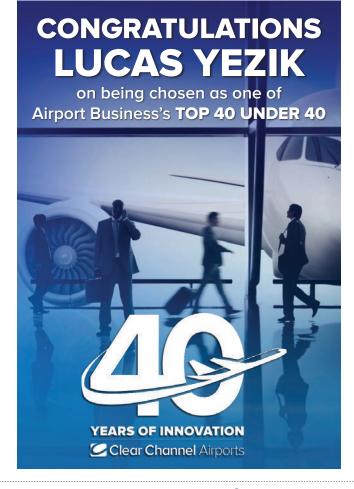
YEZIK
stimulates
airport concessions
worldwide as a
generous
consumer of
Starbucks coffee.

Airport Development Director Clear Channel Airports

Age: 34

Years of airports experience: 11









#### Jonas Philipsen:

Thrives on how the built environment impacts society

Jonas Philipsen's interest in aviation was sparked by frequent trips through Eero Saarinen's Dulles International Airport, and riding in the famous mobile lounges. Growing up in the house of a

self-employed architect, Philipsen was exposed at a young age to the influence that the built environment can have on society. He attended the University of Texas at Austin's School of Architecture and graduated at the top of his class with his Bachelor's degree in Architecture. After working in Austin for a time at a high-end residential firm that focused on sustainable houses, Philipsen moved to Denver, Colo., and joined Gensler shortly after his move. This move led to a passion for aviation and transportation focused projects. As senior designer, Philipsen excels in his proven design skills, his attention to detail, and his ability to develop projects from concept design through construction administration. Currently a key leader on the Denver International Airport's Hotel and Transit Center project,

YOU KNOW?

PHILIPSEN
has been
skydiving in
Hawaii.

Philipsen is providing compelling design solutions which will impact how the airport connects to the City of Denver and will invigorate the airport into a more walkable, people-friendly urban center. Philipsen's notable aviation project experience includes: Denver International Airport Ho-

Senior Designer/Associate Gensler

Age: 31

Years in Aviation: 8

tel and Transit Center, Jackson Hole Airport Terminal Renovation Phase I and II, Tulsa International Airport Concourse B Renovation, Eagle Airport Baggage Inspection Systems, and Colorado Springs Airport Baggage Inspection Systems and SSCP Design.

#### Kashyap Bhimjiani:

Drawn to the complexity of design in aviation projects

Kashyap Bhimjiani is known in aviation circles as Gensler's design voice behind its Indian projects in Chennai, Goa–Mopa and Vadodara airports there. He brings expertise in all scales of aviation design—from renovations at existing terminal facilities to new greenfield airports. He is

# YOU KNOW?

BHIMJIANI
Dabbles in
architectural
photography.

Senior Designer & Associate

Gensler Age: 35

Years in Aviation: 8.5

also known for his work for JetBlue, American Airlines and British Airways at New York City airports, namely JFK International Airport and LaGuardia. As senior designer and associate, Bhimjiani brings a strong balance of design and an interest in maximizing the passenger experience and operational efficiency to terminal projects. While leading design and planning of global projects, Bhimjiani recognizes client's goals and works toward resolving local challenges to generate innovative and efficient solutions. Bhimjiani lays special emphasis on inducing cultural elements and experiential quality in design to create memorable experiences through architecture. At Chennai International Airport, Bhimjiani played an integral role in the design of the terminal on a constrained site, developing a

phased implementation plan for the airport's large-scale improvement program and resolved other environment issues to a successful conclusion. His work at Tocumen International Airport in Panama made efficient use of materials to create maximum impact on a modest space.





#### Jason Taussig:

From pilot's license to full-time career

Jason Taussig says he remembers traveling by airplane when he was fairly young and becoming

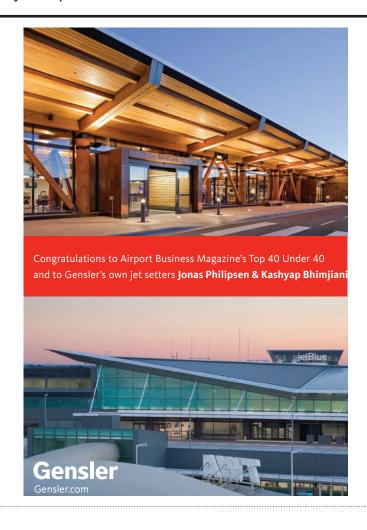
# YOU KNOW?

TAUSSIG's
Great Uncle,
Frank (Buddy)
Kelley, was a test
pilot for Bell and
flew the very first
U.S. jet airplane.

hooked. But it wasn't till he reached junior high that it dawned on him that he could make a career in aviation. He earned his private pilot certificate in 1998 and began to earn his first aviation pay check as a flight instructor in 2002. Taussig holds a Master's of Science in Aeronautics with dual specialization in Education Technology and Safety Sciences from Embry-Riddle Aeronautical University. He currently manages the emergency exercise and training development programs at Denver International Airport. His team designs more than 30 exercises and trainings each year. The team also manages the training for more than 11,000 airfield drivers.

Manager, Operations Training and Exercise Design, Denver International Airport Age: 35











#### **Guillio Minguillo:**

#### Leading the way in the aviation career race

Track and field champ, Guillio Minguillo knows a thing about running. In his career, he's gone from one finish line to the next in a race he clearly appears to be winning. Minguillo landed his first airport job at Tweed-New Haven Airport, where he learned all the facets of airport operations, security and Aircraft Rescue and Firefighting, and obtained his single-engine land, instrument and commercial pilot's license with more than 400 hours of flight time. In 2004, he landed a job at one of the busiest general aviation airports in the country—Teterboro Airport. He started there as an Airport Operations Coordinator, and worked his way up to Assistant Operations Manager in 2007. Later, Minguillo became interested in Quality Management System (QMS)/ISO 9001-2008 and became a certified internal quality auditor. In 2010 he was involved in the Safety

Management System (SMs) pilot study at Teterboro Airport. He excelled in safety compliance with internal QMS and FAR Part 139 regulations, employee records, FBO fuel training compliance, FAA Advisory Circular interpretation and application, implementation of wildlife hazard management plan, construction safety plans, winter operations safety and airport security. Currently, he is the Assistant Airport Director at Laughlin/Bullhead International Airport in Bullhead City, Ariz.

Assistant Airport Director Laughlin/Bullhead International Airport Age: 37

Years in Aviation: 14

# YOU KNOW?

MINGUILLO's

dog, Bessie,
is a Dachshund/
Australian Shepherd
mix.

#### Jesse Meyer:

#### Loves travel and building relationships

As a young boy, Jesse Meyer laid on the grass watching the planes overhead and guessing where they were headed. Years later it became his job to not only know where the planes were headed but also their make and model. Meyer says he chose aviation as a career because of his love of

#### DID

#### YOU KNOW?

**MEYER** 

competes in

Age: 29

triathlons.

travel and passion for building relationships, which are closely linked in the aviation industry. He channelled this love for airports into an MBA from Embry-Riddle Aeronautical University, during which time he interned at Vancouver International Airport as part of its Retail and Passenger Services team. From Vancouver, he moved to Fort McMurray, Alberta, to be part of the exciting growth taking place at Canada's oil sands with the Fort McMurray Airport Authority. As the commercial manager at Canada's fastest growing airport, Meyer leads development, implementation and delivery of revenue generating activity, business development initiatives, air service development, concessions management, marketing communications and stakeholder relations. Meyer is also director with Fort McMurray

Tourism and a member of Airports Council International-North American and the American Association of Airport Executives.

Manager, Marketing and Communications Fort McMurray Airport Authority





#### **Michael Partin:**

#### Aircraft maintenance is in the genes

Michael Partin grew up in the garage alongside his father and grandfather, where together they worked on anything that had wheels. When the time came for him to select a career, his grandfather recommended the aircraft maintenance field because in his words, "Airplanes will be around for a long time!" Partin has been the general manager of Gary Jet Center Inc. since September 2013. In this role, he manages day-to-day operations and procures new business opportunities specific to the Chicago aviation market. Prior to joining Gary Jet Center, Partin worked as a lead maintenance technician for Boeing, where he maintained the Boeing Executive Flight Depart-

#### DID YOU KNOW?

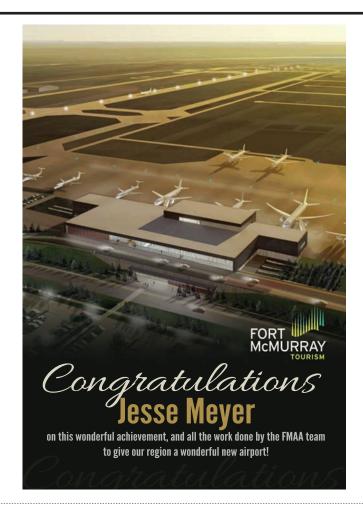
PARTIN
recycles large
commercial
aircraft as a side
business.

ment fleet of two Boeing business jets and four Challenger 605 aircraft. Here, Partin learned to work under tight time constraints to support the worldwide operations of company aircraft. From 2000 to 2005, Partin served as an aircraft mechanic for ATA Airlines where he maintained and repaired B757, B737 and B727 aircraft.

Partin received a Bachelor of Applied Science degree in Aviation/Airway Management and Operations from Embry-Riddle Aeronautical University.

General Manager Gary Jet Center Inc. Age: 36











#### Jennie Santoro:

#### Curiosity about public spaces led to career in airport terminal design

Curiosity about the world around her and how people move through spaces pushed Jennie Santoro to become an architect. But it was when she began working on airport design projects that she became hooked on aviation. Santoro studied architecture at The Catholic University of America (CUA) School of Architecture and Planning. She also studied abroad throughout Europe including Rome, Paris and the Netherlands, which led to a passion for travel as well as an understanding of other cultures and their built environment. She began her career in HNTB's D.C. office working primarily on aviation and convention center projects. After receiving

YOU KNOW? SANTORO

DID

recently took up sailing.

both her Bachelors of Science in Architecture and Master's degree in Architecture from CUA, she moved to San Diego to work on the San Diego International Airport Terminal 2 West Expansion, also known as the "Green Build." As part of a design-build team Santoro was located on site from Program Validation through Construction Administration. She worked closely with a variety of airport stakeholders, the airport public art program and the TSA. The project is the first LEED Plat-

inum commercial airport terminal in the world. Santoro also assisted with terminal planning services at San Francisco International Airport and in program and construction management at Denver International Airport.

Project Architect, AIA, NCARB HNTB Corporation Age: 29

Years in Aviation: 7

#### Jeff Loeschen:

#### Sees airport terminal design as an opportunity to innovate

Jeff Loeschen says the airport terminal is an environment ripe with opportunities for innovation

# YOU KNOW?

If LOESCHEN's not in the office, he's likely out bass fishing.

and improvement to positively influence the passenger experience. As an architect with Alliiance (formerly Architectural Alliance), Loeschen, AIA, LEED AP, spends his days designing such terminals. He has 15 years of experience in aviation planning and design while providing design team leadership and innovative design solutions at 24 airports throughout the United States and Canada. Loeschen's partnership among airlines and airport leaders as clients, as well as industry stakeholders including TSA, CBP and a variety of airport tenants contributes to a range of successful projects among large international airports such as Minneapolis-St. Paul International (MSP), Memphis International and Dayton International, and mid-size regional terminals such as Madison, Wis. and Cheyenne, Wyo.

In particular, the Metropolitan Airports Commission (MAC) at MSP has valued Loeschen's leadership and contributions toward its terminal master planning, environmental assessment, a variety

of terminal and concourse expansions/renovations and continued participation on several MAC committees. As a USGBC LEED accredited professional, Loeschen unites a commitment to sustainable design among clients and project teams through quality design as an integrated process.

Senior Associate Alliiance Age: 38







#### James Long:

When faced with a tough decision, choose both!

Some choices are just hard to make. James Long says he spent his entire life fascinated by aviation and great feats of civil engineering. When the time to choose a career path arrived, he found he could not choose between them, so at U.C. Berkeley he pursued civil engineering and on the side earned his pilot's license. Long has been with HNTB Corporation for six years working as a Civil Engineer in its Aviation Infrastructure group. Through his time at HNTB, Long has played critical roles on a wide variety of projects including facilities management, planning, design and construction management. With his experience as a private pilot, Long's passion and keen understanding of aviation has afforded him the opportunity to work

YOU KNOW?

LONG is a SciFi movie junkie, from Star Wars to Star Trek.

closely with clients and contractors on very complex projects. His affinity for aviation and techni-

Project Manager HNTB Corporation

Age: 27

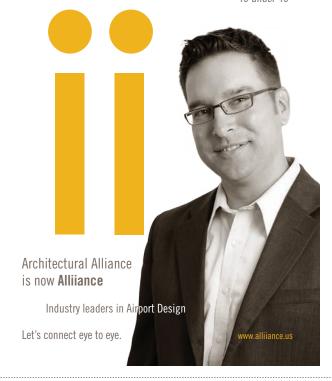
Years in Aviation: 6

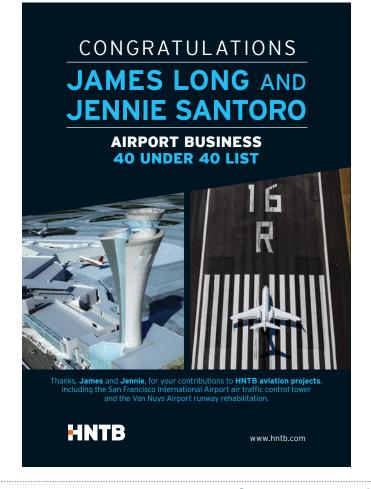
cal foundation has enabled Long to work on terminal planning up and down the West Coast. He has held lead design roles for diverse aviation projects at commercial, military and general aviation airfields throughout the Southwest. He continues to grow in his role as a project manager within the group, taking on significant responsibilities beyond his tenure.

#### ALLIIANCE

#### Congratulations Jeff!

40 under 40









## Raymond Laroche: Intrigued by security in aviation

Raymond Laroche's first experience with aviation was at an air show at Burlington International Airport. Later, while still in high school at Champlain Valley Union, Laroche was introduced to the Aviation Technology Program at the Burlington Technical Center. After two years of learning about all aspects of aviation in this technical program, he decided to enlist in the United States Army, where he volunteered for the U.S. Army Airborne program and soon found himself in the 82<sup>nd</sup> Airborne Division 3rd Brigade 505<sup>th</sup> Parachute Infantry Regiment. At the end of his initial service he was stationed at Prince Sultan Air Base in Saudi Arabia, providing security for coalition forces. After his Army service, Laroche returned to Vermont and was interested in beginning a new career path, until the attacks of September 11, 2001, where he found himself again

hearing the call to serve. He joined the Transportation Security Administration during the initial roll-out and found himself attracted to security in aviation work. He became a manager with the TSA and was with the organization for its first decade of service. He worked at both Punta Gorda

Airport and Southwest Florida International Airport before becoming the Airport Security Director at Punta Gorda Airport.

YOU KNOW?

LAROCHE
spent a year
as a photo
lithographer
in a
microelectronics
plant.

Airport Security Director Punta Gorda Airport Age: 36

Years in Aviation: 18

#### **Tina Catherine McCarthy:**

From weather hunting to aviation career

# YOU KNOW?

**MCCARTHY** 

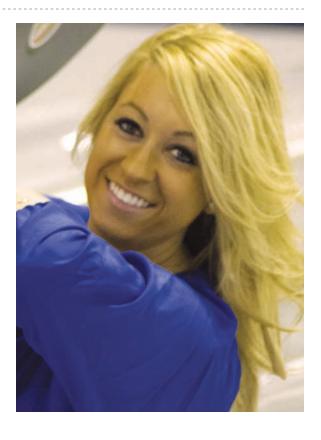
has

performed aerobatic flying.

Once upon a time, Tina McCarthy wanted to be hurricane hunter. She says that throughout her childhood she was very interested in weather and what caused storms to produce damaging winds, snow, hail, rain, etc. She thought what better way to learn about weather than to actually fly into the eye of the storm. She soon realized hurricane hunting required a lot of math. But the thrill of flying stayed with her and she achieved her private pilot's license at the age of 18. McCarthy completed her Bachelor of Science degree in Aviation Management Flight at the Florida Institute of Technology in 2009. McCarthy began her career in 2009 when she worked for a food marketing company while training to be a U.S. Marine Corps aviator. McCarthy's love of working with people and creating a brand image led her to an aviation career in Public Relations at Philadelphia International Airport (PHL). McCarthy was hired at PHL in 2011 as a Public Relations Specialist. She is mainly responsible for social media and special events at the Airport.

Philadelphia International Airport Public Relations Specialist

Age: 27





#### Jeff Leonard:

Thrives on challenges and innovative thinking

# YOU KNOW?

Leonard
grew up on a
dairy farm that
dates back
to the
mid-1800s.

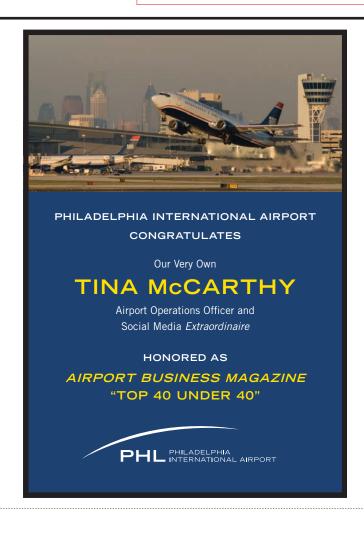
Childhood family trips to the Oshkosh EAA fly-ins generated a flicker of interest in aviation, but Leonard says it was his first few years at Mead & Hunt that truly sparked his desire for an aviation career. Here, while completing his Bachelor's degree in Civil and Environmental Engineering, Leonard was exposed to a variety of civil disciplines and found himself gravitating toward the company's Aviation Services division. He says he finds it gratifying to see airports transform and grow, and to be part of the team that envisions concepts and turns them into reality. Since 2000, Leonard has gained expertise in project management, construction, supervision, pavement design, hangar and building layout, and cost estimating. As Practice Leader, a position he achieved in 2013, he establishes technical processes and procedures, oversees project teams and identifies industry trends.

Associate Practice Leader, Aviation Services Mead & Hunt

Age: 34

Years in Aviation: 14







Congratulations

#### **JEFF LEONARD**

Top 40 Under 40 winner!

#### **Mead&**Hunt

applauds you for your leadership and dedication to client service.





#### Liz Grzechowiak:

#### From restaurants and retail to aviation

Liz Grzechowiak landed in aviation because of a job opportunity shared by a friend. Now she's happy to be in such an exciting and invigorating work environment. With more than a decade of corporate management experience, Grzechowiak served as an executive within the retail, hospitality and marketing sectors in Operations, Communications and Public Relations. Grzechowiak's wealth of experience includes her current role as Assistant Director of Concessions and Business Development at the Metropolitan Airports Commission, as well as the previous Regional Director of Operations for Leeann Chin Inc. and Director of Operations/Marketing Director for Phamous Restaurant Group. In these roles, Grzechowiak has successfully developed and designed marketing collateral, sales strategy, ad copy and campaigns; while cultivating a rich network of business representatives, clients and international vendors.

#### YOU KNOW?

Pocahontas,
Martha
Washington
and Robert E.
Lee are all on
GRZECHOWIAK's
family tree.

Assistant Director, Concessions and Business Development Metropolitan Airports Commission

Age: 34

Years in Aviation: 1

#### **Colette Edmisten:**

Her career was chosen when she saw the fighter jets

In the 7<sup>th</sup> grade, Colette Edmisten vacationed with her family in Colorado where she toured the Air Force Academy. She remembers not being completely thrilled about the tour but recalls it was

# YOU KNOW?

**EDMISTEN** 

loves horror
and scary things,
be it
Halloween,
haunted houses,
movies and
books.

conducted by a senior cadet who was graduating and leaving for flight school. Edmisten remembers being absolutely mesmerized by the cadet and the passion he had for aviation and flying planes, and then she saw the fighter jets. From that point on she knew she was going to become a pilot and work in aviation. She studied Aviation Flight and Management at Southern Illinois University and received her private pilot's license at 19. She completed the SIU flight program; and received her commercial pilot's license with instrument and multi-engine ratings. She completed her graduate degree in Aviation Safety at Central Missouri State University then went to work at the Titusville-Cocoa Airport Authority in Florida, followed by the Glynn County Airport Commission in Georgia. She currently works for the Savannah Airport Commission and is immediate past president of the Georgia Airports Association.

Operations Manager Savannah Airport Commission

Age: 36







# Nathaniel "Nathan" Polsgrove:

Father passed down his love of aviation

Nathaniel "Nathan" Polsgrove says his dad passed his love of aviation on to him. He currently serves as a Special Projects Manager for the San Antonio Airport System (SASS). Polsgrove has been with the SAAS for eight years and has been in his current position for the past four years. As a Special Projects Manager, Polsgrove is responsible for the development and oversight of most of the SAAS's strategic planning and organizational development processes. Additionally, Polsgrove is responsible for the management and oversight of a variety of projects related to operational and emergency management at San Antonio International Airport. Polsgrove began his career in airport management in 2005 at the Williamsburg-Whitley County Airport in Williams-

burg, Ky., where he served as Airport Manager for a year prior to accepting a position at the SAAS as an Airport Operations Supervisor. From January 2010 until January 2011, Polsgrove served as the

Interim Airport Operations Manager for San Antonio International Airport prior to assuming his current responsibilities. Polsgrove received a Bachelor of Science in Aviation from Eastern Kentucky University in 2005 and an MBA from the University of Texas at San Antonio in 2010.

### DID YOU KNOW?

POLSGROVE
is an avid
University of
Kentucky
basketball fan.

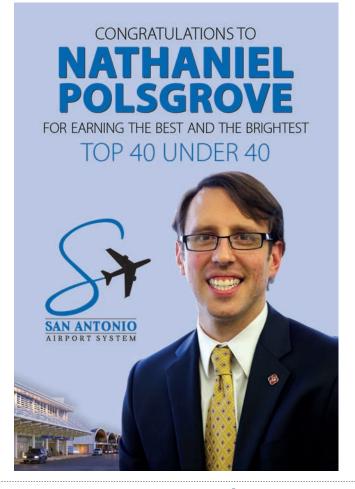
Special Projects Manager San Antonio Airport System

Age: 31

Years in Aviation: 9

Congratulations to Colette Edmisten for Being Named to the Top 40 Under 40







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### Frank McIllwain:

### From pilot to project manager

Frank McIllwain recalls a family friend flying his family to visit his grandparents when he was a child. The pilot's understanding of the gauges and buttons in the cockpit amazed McIllwain in a

way he's never forgotten. That feeling led him to apply his civil engineering degree to the aviation industry where he now serves as a Vice President and Texas Aviation Director at Garver. McIllwain's 16 years of airport design and construction management experience includes \$160 million in airport improvement projects at more than 60 airports in the south-central United States. As a licensed instrument-rated pilot, McIllwain brings the user's perspective in his airport design and construction projects. Clients who work with him often cite his emphasis on quality control and communication with stakeholders when discussing why they choose McIllwain for their projects. The variety of experience designing and managing projects McIllwain has worked on includes runway/taxiway rehabili-

YOU KNOW?

MCILLWAIN
coaches his
daughter's
softball team.

tations, runway/taxiway extensions, apron reconstructions, drainage improvements, airfield lighting and signage projects, pavement marking, navigational aids, utility relocations, multi-agency

review and coordination, and capital improvement plan implementation.

Vice President

Texas Aviation Director, Garver

Age: 39

Years in Aviation: 16

### Sara Freese:

Always knew aviation was for her

Sara Freese says she always knew she'd do something in aviation. She soloed at age 16, and

### DID YOU KNOW?

**FREESE** competes in adventure races.

got her pilot's license while still in high school. Today, Freese is the Director of Aviation at the Rick Husband Amarillo International Airport, a position she's held since January 2013. In this role, she is responsible for the overall operation of the airport. The airport operation includes being the landlord to several tenants and activities including, commercial air service, rental car companies, aircraft fueling and maintenance operations. Major tenants at the airport include Southwest Airlines, United Airlines, American Eagle, Leading Edge and Bell Helicopter. Her other major responsibilities include long range planning, air service development and budgeting. Freese holds a Bachelor of Science degree in Aviation Management and a Master of Science degree in Aviation Safety from Central Missouri

State University and an MBA from Upper Iowa University. She recently started working on her Project Manager Professional certification.

**Director of Aviation** 

Rick Husband Amarillo International Airport

Age: 35

Years in Aviation: 20







# Douglas Wilson:

Never considered another path

"I have never once vacillated on what I wanted to do for a living," says Wilson matter of factly. However cliché, he recalls gazing at the sky from the school yard to watch the small planes overhead prepare for a landing at the nearby Williamsburg-Jamestown Airport. He took his first flight at that airport at age 10, started working there when he was 16, and got his pilot's license there when he was 17. The rest is history. After graduating from Christopher Newport University with a Bachelor's degree in business management, Wilson's career flight path took him to Signature Flight Support, where he began as a customer service representative in 1999 and worked his way up to corporate training manager by 2003. Three years later, he arrived at independent FBO Galvin Flying Services, where he began as the Director of Customer Service and Line Operations and later served as Director of Business

Development and Marketing. In early 2014, Wilson landed at his next destination and formed FBO Partners, an aviation consulting company focused on professional asset management, advanced hangar and office leasing strategy, risk mitigation, marketing, media relations and advocacy for FBOs.

### DID YOU **KNOW?**

WILSON once sang "I am 16 going on 17" with Charmian Carr, the actress who played Liesl von Trapp in the Sound of Music.

President and Founder FBO Partners LLC

Age: 38

Years in Aviation: 22





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# **Elizabeth Smart:**

Aviation just gets in your blood

Growing up overseas, Elizabeth Smart had the opportunity to travel the world and experience airports across the globe. She found the hustle and bustle of airports thrilling and knew that's

where she wanted to spend every day of her career. "Aviation, it just gets into your blood," she says. Smart attended Embry-Riddle Aeronautical University, graduating with a Bachelor of Science in Aviation Business Administration. She started her career in airports as an Airfield Operations Specialist in the Operations Center at Lambert-St. Louis International Airport (STL). To advance her career, she accepted a position as the Operations Manager/Assistant Director at Sioux Gateway Airport/Col. Bud Day Field in Sioux City, Iowa, followed by the opportunity of a lifetime: McMurdo Airfield Supervisor, Antarctica. After checking Antarctica off her bucket list, she accepted a position as a Properties Specialist in the Properties Department at STL. She is currently STL's Safety Management System (SMS) Coordinator.

YOU KNOW?

SMART
had lunch with
an orangutan
in Singapore.

Safety Management System Coordinator Lambert-St. Louis International Airport

Age: 34

Years in Aviation: 12

### **Adam Lunn:**

School project sparked a love for aviation

Adam Lunn says a middle school unit on World War II sparked his love for aviation. After he completed his project on aircraft used in both theaters of the war, he couldn't get enough of it. He

### DID YOU KNOW?

accumulated over
800 volunteer hours
with the Florida Air
Museum, Sun 'n Fun
and the Destination
Aviation Summer Camp
program by age 17.

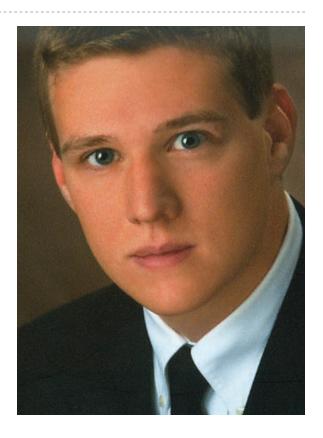
Airport Operations Coordinator Lakeland Linder Regional Airport

Age: 25

Years in Aviation: 3

began his career in aviation as an intern at Lakeland Linder Regional Airport in Lakeland, Fla. In three short years, Lunn has climbed the ranks from an intern to that of Airport Operations Coordinator. Since coming to Lakeland, he has upgraded the Airport's annual Part 139 training program, successfully created a Spill Prevention Control and Counter Measures Plan, and redesigned and upgraded the Airport's maps. Lunn is actively engaged in sharing his passion for aviation and the promotion of aviation benefits in the local community. He has been a guest speaker and workshop leader at the Aerospace Educators' Workshops held during the annual Sun 'n Fun International Fly-In and Expo. Additionally, Lunn has been a guest speaker at

numerous organizational meetings such as the Central Florida Pilots' Association and the Great American Teach-In. Lunn earned his Bachelor of Science in Management from the University of South Florida and his MBA from Florida Southern College.







# Jeffrey Sigmon:

### A fascination with aircraft led to an aviation career

Jeffrey Sigmon started working in aviation because of his fascination with aircraft, which stemmed from his grandfather's stories of working for the FAA as an air traffic controller. Sigmon's first job in aviation began just weeks after Hurricane Katrina in 2005 as a line service

technician fueling and handling aircraft when the city was at the height of trying to return to a sense of normality. It didn't take long for his hard work to become noticed. He became instrumental for a new startup FBO in the city overseeing customer relations, operations and the business development program, attracting corporate and fractional operators like NetJets. After graduating from Southeastern Louisiana University with a Bachelor's degree in Business Administration he began working in Airport Operations at Louis Armstrong New Orleans International Airport. Sigmon, now the Manager of Air Service and Cargo Development, has been part of a small team to attract new air service. Since beginning his new role, the airport has attracted four new airlines and 11 new nonstop destinations. He uses market intelligence and forecasting

to create unique Manager, Air Service and Cargo Development and meaningful business cases depicting the Age: 30

economic viabil-

ity the city offers.

DID YOU KNOW?

SIGMON's grandfather was an air traffic controller.

Louis Armstrong New Orleans International Airport

Years in Aviation: 9

# **Arpit Malaviya:**

Grows business from deep roots in aviation industry

The idea for ProDIGIQ came to its CEO and co-founder during his business travels. Later, Arpit Malaviya and his wife launched the company in the garage to pursue the idea. The company has

### DID YOU **KNOW?**

**MALAVIYA** has seen the movie "Rudy" more times than you want to know.

> CEO and Co-founder ProDIGIQ Age: 39

Years in Aviation: 8

grown considerably since then and currently has a patent pending for digital media technology for airports. Though under 40, Malaviya has a long history in aviation. He is a board member of the ACI-NA World Business Partners/Associates and a board member of the Southwest Chapter of the American Association of Airport Executives. He is actively involved in and serves on various committees of AAAE, FAC, and NWAAAE, NEAAAE, SWAAAE, SCAAAE and SEAAAE Chapters. He is a frequent speaker and author in the aviation industry. He previously worked for Boston Consulting Group (BCG) and was involved in a major strategic re-engineering initiative at American Airlines. Malaviya has served on the Advisory Board of Technology Management Program at University of California Santa Barbara. He is a recipient of Barry Goldwater, UC Regents, National Science Foundation and Paul and Daisy Soros

fellowships, to name a few. Malaviya holds a Master's degree in Electrical Engineering (EE) from Stanford University and an Undergraduate Degree in EE with highest honors from University of California at Santa Barbara.







# **Katherine Preston:**

### Attracted to aviation's environmental initiatives

While in college, Katherine Preston focused her studies on international relations. Later this translated into an aviation career because of its global nature and immense impact on the world economy. Preston joined ACI-NA in May 2011 and currently serves as Senior Director of Environ-

mental Affairs. In this role, she manages policy initiatives, programs and regulatory affairs related to environmental and sustainability issues at airports. She oversees ACI-NA's Environmental Affairs Committee, including nine area-specific work groups such as air quality and water quality, and develops content for a number of environmental specialty conferences for the organization. Preston serves as the ACI-NA representative to a number of industry coalitions, committees and regulatory advisory groups, and participates on ACI World's Environmental Standing Committee. Prior to joining ACI-NA, Katherine was a Policy Analyst for Environmental and Commercial Aviation Issues at The Boeing Company from 2007 to

2011, including sustainable aviation biofuels, chemical regulation, climate change and international trade. She began her aviation career with the International Air Transport Association's

(IATA) Washington D.C. office in 2005 and completed a Master of Science degree in Environmental Science and Policy in 2012.

Senior Director, Environmental Affairs

 $\mathbf{DID}$ 

dreads

YOU

**PRESTON** 

the basement.

**KNOW?** 

organizing

ACI-NA Age: 33

Years in Aviation: 9

# Mark Butler:

Growing his responsibility for years

Mark Butler works for the Massachusetts Port Authority at Boston Logan International Airport. Butler holds certifications for Firefighter I/II, ARFF Firefighter, Fire Instructor, Fire Officer, Hazmat

### DID YOU KNOW?

**BUTLER** dreams of owning a house on Lake Winnipesaukee in New Hampshire.

Technician and Paramedic. His career began in August of 1998 when he joined the U.S. Air Force as a Fire Protection Apprentice. Shortly after his discharge from the military, he joined the Massachusetts Port Authority Fire Rescue Team in 2003 as a Probationary Firefighter/EMT. After only a few years, Butler was promoted to rank of Lieutenant and was assigned to the Operations Division supervising emergency responders. Shortly thereafter, he was promoted to his current rank of Captain where he is currently assigned as the Captain/Emergency Medical Services in the Training and Career Development Division. Some of Butler's responsibilities as the EMS Captain include the management of a public access AED (Automatic External Defibrillator) program which includes the maintenance and inspection of over 150 AEDs as well as the coordination for training

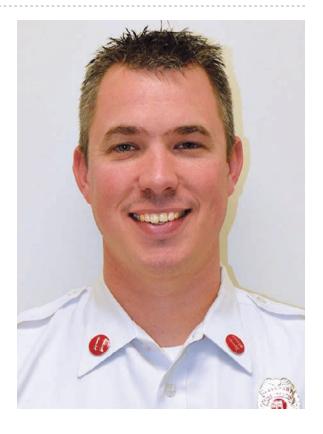
Captain, Emergency Medical Services MassPort

Age: 34

Years in Aviation: 15

front line airport employees in CPR and the use of AEDs. Butler is

also responsible for coordinating and maintaining the continuing education training and certifications of nearly 100 EMTs and Paramedics that serve Boston Logan International Airport.







# **Eugene Conrad III:**

Chose aviation while growing up around EAA

Eugene Conrad III was born in Oshkosh, Wis., and grew up around the Experimental Aircraft Association (EAA), as his father was the airport manager at Wittman Regional Airport from 1975-1987. From early on he knew aviation would be part of his life. Conrad graduated Magna Cum

Laude with a Bachelor of Arts in Aviation Management from Ohio State University and he is a certified member of the American Association of Airport Executives. His past experience includes: Air Service Coordinator and Marketing Manager at Dayton International Airport and Wright Brothers Airport in Dayton, Ohio; and Airport Operations Coordinator at Port Columbus International Airport and Bolton Field in Columbus, Ohio. Prior to accepting the Lakeland Linder Regional Airport Director position, he was the Deputy Director, Marketing and Air Service Development for Branson Airport LLC. Conrad also serves as the Air Show Ground Operations Chairman at the EAA AirVenture Convention at Oshkosh, Wis. Conrad is a graduate of Leadership Lakeland Class XXIX, Leadership

Polk Class VII and is a board member of the following organizations; Sun 'n Fun, Central Florida

Aerospace Academy Consortium, 2015 Lakeland Area Chamber of Commerce and is Chair, CFASSP Statewide Steering Committee. YOU KNOW?

conrad met his wife at the EAA Air Academy.

Airport Director Lakeland Linder Regional Airport Years in Aviation: 14

# Justin Zaklan:

Started flying at age 12

Justin Zaklan remembers going out to a small uncontrolled airport north of town as a youngster to watch an old skydiving DC-3 take off and land consistently with jumpers. He says he was

# YOU KNOW?

ZAKLAN
is a board
member for
Aviation in
Action.

always amazed at the power an aircraft had and the sleekness of the numerous designs manufactured in the world. Watching this aircraft take off and land, propelled him to take his first flying lesson at age 12. From that day on, Zaklan was at the controls of the aircraft, flying and being a part of the great aviation community. Zaklan obtained his pilot's license at 16 and began working at a small flight school/FBO in the Customer Service Department. As he continued his growth in aviation, he realized he enjoyed meeting new faces everyday in the FBO world while having the opportunity to work alongside talented colleagues in the field. Being in the FBO sector of business aviation has allowed Zaklan an opportunity to expand on business practices while operating and managing one of the largest FBO facilities in the country for Signature Flight Support at Van Nuys Airport.

General Manager Signature Flight Support

Age: 27

Years in Aviation: 9





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### **NICE SYSTEMS**

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personnel actions. NICE Situator is an advanced physical security information management (PSIM) solution that enables situation planning, response and analysis for the security, safety and emergency markets where the risk of human error can lead to financial loss, injury and damage to public image. By integrating and correlating information from multiple and diverse systems across the organization and coordinating response actions, NICE Situator ensures that everyone in the operational chain knows what is happening and what to do. The system can be integrated with the NICE Situator Web Application to access NICE Situator from electronic devices in the field. For more information visit: www.nice.com.

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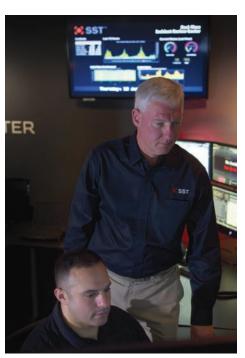
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a patented core construction in diameters of 36 inches or 46 inches and lengths up to 21 feet. In addition, the SIB system requires fewer spare parts and is easier to maintain. To learn more about the brushes visit SIB at www.sib.brushes.se and to order a broom with the SIB system in place visit: www.oshkoshairport.com.

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### **FINALANALYSIS**



# SAN ANTONIO INTERNATIONAL AIRPORT DEBUTS DIGITAL LIBRARY

San Antonio International Airport introduces two Digital Library kiosks for airport customers. Through a partnership between the San Antonio Public Library and the airport, passengers now have access to the library's catalog of digital downloads via touchscreen kiosks located in the airport's two terminals. The kiosk software is provided through Overdrive, a full-service digital distributor of books and other content, which serves as the gateway to the local library's digital collection. Local library cardholders can access the entire digital collection via 55-inch interactive screens. For out-of-town airport visitors, the kiosks offer a temporary library card from OverDrive. The project was funded by the friends of the San Antonio Public Library.

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New General Manager, Global Aviation Services Cobb County Airport "General aviation airports in particular are constantly fighting an uphill battle when it comes to proving their worth to a community. Telling those success stories and keeping the public informed about how the airport benefits both the aviation and non-aviation aspects of the local economy are important. We need to get better at telling our story."

MELISSA MCCOY, MANAGER OF PUBLIC AFFAIRS AND COMMUNICATIONS AND TOP 40 UNDER 40 WINNER, SALINA AIRPORT AUTHORITY

"Security procedures have stripped the romantic and exciting characteristics from air travel. The passenger experience is often an afterthought, left stressed and disheveled, herded from one security measure to the next. Therefore ... a powerful architectural experience is more vital than ever. The built environment can support and create a calm and welcoming experience."

JONAS PHILIPSEN, SENIOR DESIGNER/ASSOCIATE AND TOP 40 UNDER 40 WINNER, GENSLER

# \$1 BILLION

The amount Tampa International Airport's master plan improvements are expected to cost.

# \$6.8 BILLION THE AMOUNT AIRPORT CIOS EXPECT TO SPEND

# SEVENTY PERCENT

The percentage of airports expected to get social in

social media over

the next three years.

SITA Airport IT Trends
Survey

### HAWKER 800A

New Charter Jet Million Air Charter



"Our (U.S.) terminal facilities are rapidly aging and are far behind many of our international peers. Also, airports' quests to achieve the 'ultimate passenger experience' seem often times to be reactionary to the latest tech trends and not forward thinking."

LUCAS YEZIK, AIRPORT DEVELOPMENT DIRECTOR AND 2014 TOP 40 UNDER 40 WINNER, CLEAR CHANNEL AIRPORTS

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