

**ANNUAL REPORT FOR THE YEAR 2012
OF THE COMMONWEALTH OF PENNSYLVANIA
AVIATION ADVISORY COMMITTEE (AAC)**

In accordance with Act 1999-58 amending Title 74 (Transportation) of the Pennsylvania Consolidated Statutes as amended, the following is a report of deliberations and actions of the Commonwealth's Aviation Advisory Committee (ACC) for the year 2012.

The 2012 AAC officers were Mr. Robert W. Shaffer, Chairman, Mark Murawski, Vice Chairman and Richard J. Biery, Secretary. The Advisory Committee held four (4) formal meetings of the Advisory Committee in 2012. It also should be noted that the various Subcommittees communicated by means of informal meetings, telephone, e-mail and internet conference communications which included involvement with PennDOT Bureau of Aviation personnel.

The following Subcommittees have assisted and advised the AAC in performing its' functions through 2012.

The Minutes from the 2012 Quarterly AAC Meetings are attached to this report.

Legislative Update

A letter of support of HB 1100/1552 was delivered to the Governor and legislative leaders. Michael Binder of Sikorsky Helicopters provided an update on how the elimination of the sales tax on rotary winged aircraft has allowed Sikorsky to add 500 jobs in its Pennsylvania operation in three years.

Subcommittee Reports

The Planning Subcommittee, Mr. Mark Murawski, Chairman

A focus of the 2012 has been to compile a survey and work with the PennDOT Bureau of Aviation to identify areas where BOA programs could be improved. Mr. Murawski deferred to Mr. Gearhart for a report on the survey. Mr. Gearhart reported that the survey was forwarded to all of the public use airports within the state He further explained that ninety to one-hundred of these airports participate in the program, but not all of them were expected to respond. The responses that were received came from a variety of the types of airports in the state. Mr. Murawski recommended the formation of a taskforce Aviation to take the lead on identifying ways to help airports struggling with the current aviation project planning process and making recommendations on how to improve the overall performance. Chairman Shaffer appointed Mr. Murawski to chair and form a taskforce in conjunction with the Bureau of Aviation. The first meeting was held August 30, 2012, with several recommendations made by the taskforce to try to improve the project delivery process.

The Air Services Subcommittee, Mr. Gabe Monzo, Co-Chairman

Mr. Monzo reported that consultants, Mead and Hunt completed a plan for initiating Pittsburgh Connector air service. Thirteen airports were studied for the potential for new air service through the Pittsburgh International Airport. The goal of the Connector is to establish, demand, and recruit airline interest to provide continued and reliable air service to PIT from the 13 PA communities. A survey was conducted; 75% of the respondents were positive in using service to PIT if available. 40% cited Pittsburgh as a frequent destination, highest of any city. As well, updates pertaining to regional airport air service activities were provided.

The Aviation Systems/Capital Infrastructure Subcommittee, Mr. Brad Penrod, Chairman

Brad Penrod reviewed the BOA survey. One key item brought up was educating smaller airports on improving their planning issues and project execution. Brian Gearhart suggested a mentor sponsor to help the smaller airports and further stated the BOA has tried various methods of reaching airport sponsors and appreciates any suggestions to get airports to attend or take part in the workshops. Brad suggested the BOA not change any existing guidelines and regulation, instead, work toward the mentors' effort and require compliance with existing programs and policy.

The General Aviation Safety Subcommittee, Mr. Gary Hudson, Chairman

Mr. Hudson reported that he has not received information on the large aircraft security program. Mr. Hudson noted that if the revisions are not published by mid-March, they will not be published until early 2013.

The Air Cargo Subcommittee, Mr. Robert Miller

Mr. Miller reported that worldwide air cargo shipments continue to trend downward. This slow global growth will affect a wide range of service providers with the exception of over the road truck drivers.

Bureau of Aviation (BOA)

The Bureau had a number of staff changes in 2012. Beginning at the top, BOA was transitioned into Local Area and Transit Deputate and is now headed by Deputy Secretary Toby Fauver, instead of Deputy Secretary Jim Ritzman. Brian Gearhart left the Bureau in July and Dave Bratina, Robin Sukley, and Edie Letherby served as rotating Acting Director.

The final design phase of the Maintenance Support Project was projected to be completed by the end of January and put out for bid this spring. The BOA began the preliminary planning process for the System Plan Update.

The BOA reported that they worked diligently to adjust funding to cover the increased five percent match now required for Airport Improvement Program (AIP) projects. This presents the challenge of funding an increased amount of projects in the same year, while receiving funding that could span two fiscal years. Mr. Gearhart explained that the

BOA will continue to make every effort to adjust project funding to continue matching AIP projects as in the past, but that it is unrealistic to expect the local share to remain at 2.5% for future federal funding.

The final design phase of the Maintenance Support Project was projected to be complete by the end of January and put out for bid this spring. The BOA began the preliminary planning process for the System Plan Update.

PennDOT NextGen has a team in place to explore the feasibility of consolidating the grants administration for Aviation, Rail and Mass Transit.

Respectfully Submitted by:

Robert W. Shaffer, Chairman
PA Aviation Advisory Committee

On behalf of the 2012 Pennsylvania Aviation Advisory Committee Members as follows:

Honorable Barry Schoch
Secretary of Pennsylvania Department
of Transportation

Honorable C. Alan Walker
Secretary of Department of Community
and Economic Development

Honorable John Rafferty, Chairman
Senate Transportation Committee

Honorable John Wozniak, Minority Chairman
Senate Transportation Committee

Honorable Richard Geist, Chairman
House Transportation Committee

Honorable Michael McGeehan, Minority Chairman
House Transportation Committee

Otho C. Bell
Venango Regional Airport

Jay Beratan
DJMJM Aviation

Richard J. Biery, AAC Secretary 2012
Dawood Engineering, Inc.

Barry J. Centini
Wilkes-Barre Scranton International Airport

Scott W. Foose
Regional Airline Association

Gary L. Hudson
Chester County Area Airport Authority

Robert L. Miller
Pittsburgh International Airport

John Mininger
Bucks County Airport Authority

Gabriel E. Monzo,
Arnold Palmer Regional Airport

Roger P. Moog

Mark Murawski, Vice President
Lycoming County Planning Commission

Brad Penrod
Allegheny County Airport Authority

Bryan Rodgers
University Park Airport

Chris Sever
US Airways

Timothy R. Tate
FBO, SARAA

APPENDIX 1

PENNSYLVANIA AVIATION ADVISORY COMMITTEE

SUMMARY MINUTES March 21, 2012 Harrisburg, Pennsylvania

Call to Order:

A meeting of the PA Aviation Advisory Committee (AAC) was convened at 11:00am on Wednesday, March 21, 2012. The meeting took place at the Commonwealth Keystone Building – 8th Floor, Harrisburg, Pennsylvania with Chairman Robert Shaffer presiding.

Secretary Rick Biery took a roll call. A quorum was established.

Minutes:

Chairman Shaffer requested any corrections or additions to the minutes from the December 27th meeting. Paul Opiyo inquired about his attendance record being updated to reflect his attendance accurately. Roger Moog inquired about updating the attendance record to reflect that he now represents the Aviation Council of PA. Deputy Secretary Jim Ritzman informed Mr. Moog that because no changes to the Aviation Advisory Committee membership have been approved by the Governor's Office no change could be made yet to the committee membership listing. With the requested change in the attendance record noted, a motion to accept the minutes was initiated, seconded and passed.

2011 Annual Report

Chairman Shaffer reported that as annually occurs, Secretary Rick Biery has compiled the 2011 Annual Report of the activity of the Aviation Advisory Committee for review and input by committee members. Chairman Shaffer requested any suggested changes, updates, additions or deletions. With no changes or updates requested, a motion to approve the 2011 Annual Report was initiated, seconded and passed.

AAC Nominating Committee

Chairman Shaffer reported that as the first meeting of the new calendar year, this advisory committee meeting will serve as the annual reorganization meeting for the Aviation Advisory Committee and requested a nominating committee report from Tim Tate. Mr. Tate reported that the nominating committee would like to nominate Mark Murawski for Vice Chairman and Rick Biery as Secretary for the Aviation Advisory Committee in 2012. Chairman Shaffer requested any further nominations. With no further nominations made, a motion to close the nominations and approve the nominations set forward was initiated, seconded and passed.

Legislative Update:

No report. John Mininger inquired about the status of House Bill 1100. Ms. Hicks explained that she will check on the status to provide a report to Mr. Mininger and the committee. Reiner Pelzer reported that House Bill 1100 was currently in between committees and that a Senate version, although not yet introduced, is seeking support from fellow senators and will mirror the House Bill 1100 language. John Mininger also inquired if anyone on the committee knew if the State of Florida has passed a bill very similar to House Bill 1100. The committee could not provide any information on the inquiry.

Subcommittee Reports

Planning Subcommittee

Mark Murawski deferred to Brian Gearhart for a report on a Bureau of Aviation survey overview and results. Mr. Gearhart reported that he and Mr. Murawski are looking for volunteers from the Aviation Advisory Committee to be on the Planning Subcommittee. Mr. Gearhart reported that within the Aviation Conference held last September at State College, the Bureau of Aviation conducted a survey of attendees

and later did a web based survey to identify areas where Bureau of Aviation programs could be improved. Mr. Gearhart explained that some changes can be made internally, but other efforts are going to affect airports and we are seeking their input. Mr. Gearhart further explained that the idea behind the survey is to identify ways to help airports succeed at their pace. Mr. Gearhart explained that not all airports can proceed through a project at the same pace and the Bureau of Aviation is aware of this fact, but has not been able to adjust our programs to take advantage of those differences. Mr. Gearhart explained that the Planning Subcommittee has been asked to help develop a strategy or criteria to identify those airports that might need assistance in getting through to completion, allowing projects to be completed in the year that they are programmed. Mr. Gearhart reported that there were 22 respondents to the survey that seemed mostly favorable to the ideas presented within the survey. Mr. Gearhart explained that one area that the Planning Subcommittee could discuss is the implementation of a report card that identifies areas of difficulty for airport sponsors in completing the project process in a timely manner, such as: response time to tentative allocation letters, grant compliance issues, 5010 Inspection issues, project design issues, issues within the planning process or construction issues (i.e. local permitting, etc.). Mr. Gearhart explained that assistance is needed to gather that data and develop the criteria to evaluate airports and identify, early on, which airports need more assistance. Mr. Gearhart further explained that the Bureau's intent is not to penalize anyone. Mr. Gearhart explained that if the airport sponsor is not currently having an issue completing the project process as programmed the BOA is not looking to have any further involvement than normal within their project process. However, for those airport sponsors that struggle to complete projects in the year that they are programmed, the Planning Subcommittee is looking to provide that additional help to get those airport sponsors/projects over the hump and completed within the year that they are programmed. Mr. Gearhart explained that the effort is to help shape the Four Year Plan in a more realistic way based in part upon the capability of the airport sponsor to complete the project within the year that it is programmed. Mr. Gearhart explained that the Bureau is looking for feedback on the criteria to identify ways to improve the program. Mark Murawski inquired as to whom the survey was forwarded to for completion. Mr. Gearhart explained that the survey was forwarded to all of the public use airports within the state. Mr. Gearhart further explained that ninety to one-hundred of the public use airports participate in the program and that not all airports that were forwarded the survey were expected to respond and that responses were received from a mix of the types of airports found in the state. Mr. Murawski inquired about any effort to follow-up the initial survey to increase the number of respondents. Mr. Gearhart explained that his hope would be to gather input from the Aviation Advisory Committee on the criteria being developed and forward that information back to the airports for response. Mr. Gearhart summarized that the objective is to layout realistic expectations for airports and their project programming to more closely match capability with programming. Mr. Gearhart requested committee member volunteers to assist Mark Murawski with review of the survey results and proposed criteria to provide additional input. Mr. Murawski suggested a conference call between subcommittee members to thoroughly review the results of the survey. Chairman Shaffer called for volunteers. Fran Strouse, Rick Holes, Reiner Pelzer, and Rick Biery all volunteered to assist Mr. Murawski in the review of the survey results and proposed criteria. Fran Strouse inquired as to whether or not the increase in required local and state share of project funding within the Federal Aviation Administration (FAA) reauthorization will have any impact on project programming. Mr. Gearhart explained that the increase in the funding match amount will have an effect on some level, but explained that other core issues are at play and have existed for some time that also must be considered.

Air Service Subcommittee

Gabe Monzo reported that the Air Service subcommittee is on the cusp of awarding a project to consultants, Mead and Hunt to complete a plan for initiating Pittsburgh Connector air service. Mr. Monzo explained that 13 commercial service airports, not including Philadelphia International Airport, make up the members of the PA Air Service Subcommittee and the intent of the plan for the Pittsburgh Connector is to have the consultant study all thirteen airports potential for new air service that runs

through the Pittsburgh International Airport. This plan could then be used by an airport or airports to attract airlines interested in providing new service. Mr. Monzo explained that the results of this plan could potentially mean different ideas and programming efforts for the airports involved. Mr. Monzo reported that the Air Service subcommittee is in the process of receiving prices and a scope of work from Mead and Hunt within the process of picking a consultant to structure potential Pittsburgh Connector Service for any scenario involving any one or all thirteen of the involved airports. Mr. Monzo explained that that no restrictions have been placed on the creativity that can be used in structuring any potential plan for air service. Mr. Monzo explained that Essential Air Service (EAS) designation is not being factored into any potential plan for service. Chairman Shaffer noted that with yet another airline bankruptcy and the resulting loss of air service, it will be interesting to see how the affected airports play into any plan developed for Pittsburgh Connector air service. Mr. Monzo noted that if a plan can be crafted that works, legislators will be more apt to provide the program funding because of the turmoil surrounding the EAS program. John Mininger noted interest in the project from a small airport in a mid-western state in a similar situation. Deputy Secretary Jim Ritzman inquired about the proposed timeline for a response from Mead and Hunt. Mr. Monzo reported that Mead and Hunt should have a response on scope of work and cost within two weeks. Chairman Shaffer inquired about the project timeline. Mr. Monzo reported that Mead and Hunt should be close to concluding visiting the airports in November of 2012. John Mininger inquired about the EAS program status or changes within the FAA reauthorization. Chairman Shaffer explained that EAS is still in existence, however starting this year new criteria have been enacted requiring a driving mileage of more than 175 miles between an EAS eligible airport and a medium hub-airport and at least 10 enplanements per day. Chairman Shaffer inquired with Ms. Lori Pagnanelli of the FAA as to if his description of the changes was accurate. Ms. Pagnanelli explained that EAS airports that are found to be within a distressed community are eligible for ninety-five percent of total project funding. Chairman Shaffer noted some confusion on how to determine eligibility based upon distressed community status. Ms. Pagnanelli explained that the FAA is developing criteria to determine eligible distressed communities that should be released in the near future. Mark Murawski inquired as to if any PA airport lost or will lose EAS status as a result of the changes within the FAA reauthorization. Brian Gearhart explained that any changes in status will be based on 2012 enplanement data meaning that if an airport falls under the new minimum requirements for the 2012 calendar year, eligibility could be affected. Mr. Gearhart noted that most airports within PA are within 175 miles of a medium hub airport, so for PA airports, the trigger for a change in status or eligibility will most likely be related to minimum enplanements based on days of service.

Chairman Shaffer requested an update of air service activities at the Arnold Palmer Regional Airport. Gabe Monzo reported that Spirit Airlines began providing service to the airport in February of 2011 and through December of 2011 has processed 32,000 enplanements, or approximately 60,000 visitors to the airport. Mr. Monzo reported that Spirit Airlines has recently announced new seven-day per week air service to Orlando from Latrobe on a 175 passenger Airbus 320. Mr. Monzo also reported that service to Ft. Lauderdale, Florida has been increased from four to five days per week and that service to Myrtle Beach, from June through September will also be offered seven days per week. Mr. Monzo noted that the airport is anticipating 110,000 to 125,000 for the year, which stretches the resources of the airport. Mr. Monzo explained that the Arnold Palmer Regional Airport has added 2 full time and 32 part time jobs to accommodate the increased activities including, customer service and turning and fueling the aircraft. Mr. Monzo reported that with the commercial service activity and air show scheduled for the year, over 300,000 visitors are expected to the Arnold Palmer Regional Airport.

Chairman Shaffer requested any other notes on air service from other Committee members. Mark Murawski reported that the Williamsport Regional Airport has signed with a second fixed base operator to accommodate the increase in activity at the airport due to Marcellus Shale drilling in the region. Mr. Murawski noted that the Williamsport Regional Airport has seven tenants on airport property related to Marcellus Shale drilling that collectively over the past year have invested \$2.5 million dollars within the

community and have hired close to 100 people in establishing and expanding their operations. Chairman Shaffer noted that the Dubois Regional Airport does not have an office or hangar space to rent due to the increased activity that Marcellus Shale drilling has brought to the region. Mr. Murawski noted that despite recent rumors that Marcellus Shale drilling is on the decline due to depressed prices for natural gas and interest in wet gas or oil in the Utica Shale, drillers are interested in establishing the pipelines to carry the natural gas from the Marcellus Shale once gas prices return to normal levels. Reiner Pelzer inquired of Mr. Monzo as to how the general public has reacted to the increased flight activity due to the commercial service at Arnold Palmer Regional Airport. Mr. Monzo explained that one local citizens group did visit the airport to complain that the Spirit Airlines aircraft were flying too low over their neighborhood. Mr. Monzo explained that the group was satisfied with an explanation related to the size of the commercial service aircraft flying over them currently in relation to their perceived altitude and a visual depiction of the airspace surrounding the airport and its approaches.

Airlines/Airport Issues

Chris Sever reported that the PA Chamber of Commerce coordinated a panel on Innovations in Transportation Infrastructure in which Mike Minerva of US Airways spoke on aviation infrastructure innovations and issues facing the industry, along with representatives of the steel, busing and trucking industries. Mr. Sever reported that a video of the panel discussion is available on PCN.tv under a search for transportation summit. Roger Moog inquired about US Airways concerns related to the costs of the Philadelphia International Airport capacity enhancement project and the airspace around the airport. Mr. Sever explained that US Airways does have serious concerns about the project due to the cost and the value that could be derived from the project due to the congestion of the airspace above the runways; however, US Airways is committed to working closely with the airport to resolve any issues. Mr. Moog inquired about US Airways views on airline industry consolidation, which leads to less flights overall, including discussion surrounding a merger involving US Airways. Mr. Sever explained that consolidation, in concert with ancillary industry fees, have helped the airline industry to deal with rising fuel costs. Mr. Sever further explained that US Airways has also hired advisors to study value enhancement opportunities.

Chairman Shaffer noted that at the Dubois Airport the “Tyrone” VHF (Very High Frequency) Omni-directional Range (VOR) was recently taken offline due to windmills that were installed adjacent to the VOR tower that are breaking the older signal of the outdated VOR. Chairman Shaffer explained that the company that owns the windmill operation has made a donation to the FAA to bring the older VOR up to newer standards of operation that will not be effected by the nearby windmills. John Mininger inquired if the FAA intended for the VOR to be taken offline. Chairman Shaffer noted that in fact this particular VOR was not planned to be taken offline by the FAA because it is one of the few remaining reliable VOR systems. Gabe Monzo noted that the “Indian head” VOR is planned to be taken offline within the region surrounding the Arnold Palmer Regional Airport. John Mininger noted that the “East Texas” VOR is slated to be kept online, however the “Modena” VOR is planned to be taken offline due to growing trees breaking the signal.

General Aviation Safety Subcommittee

Gary Hudson reported that he was able to address all of the questions related to BOA program survey, but is in need of subcommittee members to assist with the review of the survey responses and proposed initiatives. Roger Moog noted that he and Tim Tate were previously members of the General Aviation Safety Subcommittee and would be happy to assist in developing positions on responses to the survey. Mr. Hudson also reported that he has been provided no further information on the large aircraft security program on which he’d hoped to hear from the Transportation Security Administration (TSA) on proposed revisions to guidelines by March. Mr. Hudson explained that he has contacted TSA representatives in Philadelphia and New Jersey to attempt to get an update on the proposed revisions. Mr. Hudson noted that per information received at the Aviation Security Summit that he recently attended, if

the revisions are not published by mid-March, the revisions will not be published until early 2013. Brian Gearhart noted that per a legislative conference he attended that included TSA representatives, he learned that the TSA does not expect any movement on the large aircraft security program provisions any time soon.

Gabe Monzo inquired about the potential addition of retired TSA representative, Toney Byney, to the AAC as a resource for the General Aviation Safety Subcommittee. Chairman Shaffer noted that a person need not be a member of the AAC to contribute to an AAC subcommittee. Mr. Monzo explained that he would pass along contact information for Mr. Byney to Mr. Hudson. Bob Miller and Michael Binder also volunteered to serve on the General Aviation Safety Subcommittee.

Aviation Systems/Capital Infrastructure Subcommittee

John Serpa explained that Brad Penrod, as the sole member of the subcommittee reviewed the BOA program survey and agreed with the BOA position on survey responses as it relates to dealing with airports individually. Mr. Serpa noted concern through review of the survey that new bureaucracy was being created for only a few problem airports. Mr. Serpa encouraged the BOA to reach out to problem airports to educate them on the impact that their planning issues transfer to the statewide programming efforts. Mr. Serpa explained that the subcommittee suggests using rules and procedures already in place to separate programming issues from compliance issues to determine what can be done differently to improve efforts. Chairman Shaffer inquired if smaller airports are the cause of the majority of issues. Brian Gearhart explained that smaller airports do traditionally account for the majority of airports that have delays in project execution and that maybe a mentor sponsor airport may be helpful to those smaller airports. Mr. Gearhart also explained that in providing educational workshops for airport sponsors, the BOA has tried various methods of reaching airport sponsors and would appreciate any suggestions on how to get more airport sponsors to attend or take part in those educational opportunities.

Intermodal Systems Subcommittee

No report.

Air Cargo Subcommittee

Bob Miller reported that the cargo industry can best be described currently as “fickle”. Mr. Miller reported that the International Air Transport Association (IATA) advises that the global cargo industry is under pressure as volumes and net yield in all areas are in decline. Mr. Miller reported that cargo demand is 4.7% below the same period in the prior year, the overall market shrunk by 5% and air cargo demand is not expected to grow at twice the rate of the GDP as previously predicted because air cargo service is not included within GDP forecasts. Mr. Miller reported that this issue is exacerbated by new aircraft deliveries, higher rates of aircraft utilization and the inability of cargo carriers to pass along fuel service charges to customers, which has been traditionally debatable. Mr. Miller reported that capacity growth currently exceeds the demand for air cargo services. Mr. Miller reported that cargo services suffer when business confidence drops due to an unpredictable economy and higher fuel costs. Mr. Miller explained that in anticipation of a weak economy and higher fuel costs, cargo is being moved by cheaper and slower modes of transportation. Mr. Miller explained that this shift has an impact on PA and the country as a whole for the remainder of this year and next unless the economy improves to stop this trend. In addition, Mr. Miller reported that most air freight forwarding companies operate on a “shoe-string” budget. Mr. Miller explained that within the last 6 months, massive layoffs have hit the air cargo industry. Mr. Miller explained that one positive note within the industry relates to high truck driver demand and a related increase in pay for truck drivers. Fran Strouse noted that the Delaware Department of Transportation released a letter of interest inquiry related to expansion of air cargo, specifically ramp space onto their property adjacent to the Dover Air Force Base. Mr. Miller noted interest in similar activities at other air force bases across the country, but explained that without a commodity to drive the air cargo service demand, no carriers would express interest in providing the service. Mark Murawski inquired if the

figures previously quoted were for national or statewide trends. Mr. Miller explained that the figures represented national trends, but PA's trends were comparable. Mr. Murawski inquired about the identification of a single factor to focus on to increase air cargo activity within PA. Mr. Miller explained that air cargo activities are reliant on a complex multi-modal strategy/approach. John Mininger inquired if the figures previously quoted include freight transported through commercial/passenger aircraft. Mr. Miller explained that due to downsizing of aircraft, no bin space is available within passenger aircraft for freight transport.

Bureau of Aviation (BOA) Update

FAA Reauthorization

Brian Gearhart reported that the Bureau of Aviation is working diligently to figure out how best to adjust BOA funding to cover the increased five percent match now required for Airport Improvement Program (AIP) Projects. Mr. Gearhart explained that new federal funding provided will likely span over the end of this current and the next state fiscal year which creates challenges related to funding an increased amount of projects within the same state fiscal year in addition to an increased required local match amount with no corresponding increase in funding. Mr. Gearhart further explained that the BOA could potentially receive federal funding for federal fiscal years 2012 and 2013, all within the 2012 state fiscal year. Mr. Gearhart explained that to attempt to mitigate the issue the BOA is working with airport sponsors to potentially adjust future project funding or timelines to match AIP funding as newly required. Mr. Gearhart also explained that the BOA is currently reviewing funding provided for Capital Budget projects to fund the match to larger AIP projects. Mr. Gearhart further explained that traditionally, because not all projects take place in the year that they are programmed, some projects planned for future years have been able to be accelerated to the current year; this practice will need to be evaluated as a part of mitigating issues surrounding the local match increase within the FAA Reauthorization. Mr. Gearhart explained that the BOA will continue to make every effort to adjust project funding to continue matching AIP projects as in the past; however, it is unrealistic to expect that the local share will stay at 2.5% with future federal funding. John Mininger inquired as to if the Commonwealth of PA is still committed to providing five percent of funding for federally eligible airport projects. Mr. Gearhart explained that commitment remains unchanged, but because of how federal dollars are being released, the BOA may receive more federal funds than can be matched within one state fiscal year and matching funds may have to span across two state fiscal years. Mr. Mininger inquired about state funding for non-federally eligible airport projects. Mr. Gearhart explained that projects that have committed funding will be funded as planned; however, accelerating projects from a future year will likely no longer occur. Mr. Gearhart explained that projects that have been deferred year after year because they are not ready to move to a grant may lose their chance to obtain funding. Mr. Mininger inquired about aviation funding changes within the Governor's proposed budget. Deputy Secretary James Ritzman explained that no changes were made to aviation funding within the Governor's currently proposed budget. Mr. Mininger inquired about the term and dollar amount of FAA reauthorization. Ms. Lori Pagnanelli responded that the reauthorization spans a period of four years and the dollar amount is approximately \$3.2 billion. Mr. Gearhart briefly noted that with increased fuel economy of aircraft, revenues derived from the sale of aviation fuels for both state and federal aviation activities is currently shrinking and is expected to continue on that trend.

FAA Block Grant Program Review

Mr. Gearhart reported that Delta Airport Consultants will be visiting the BOA offices the week of April 24th on behalf of the FAA to review the PA Aviation Block Grant Program.

Waiver Advisory Board

Mr. Gearhart reported that per the revised PA Aviation Regulations and an actual need, a board composed of aviation experienced individuals has been established to review unapproved licensing waiver requests. Mr. Gearhart reported that the BOA has established the review board in conjunction with the Aviation

Council of PA who has three members on the review board in addition to a flight instructor/airport owner and a BOA pilot.

Small Business Element

Mr. Gearhart explained that as a Block Grant state, the BOA/PENNDOT has the responsibility for compliance with the Disadvantaged Business Enterprise (DBE) program. Mr. Gearhart explained that with that responsibility there is a new requirement to develop a small business element to show contracting opportunities within federally funded aviation projects for small businesses that must be included within our DBE program. Mr. Gearhart further explained that the Department has drafted and submitted a small business element plan for inclusion within the department's DBE program for highways, public transit and aviation. Mr. Gearhart explained that the new requirement should not have any impact on airports beyond a small amount of additional reporting. Mr. Gearhart explained that by default, the size of the BOA Block Grant Program and projects already currently fall within the parameters of a project that should be set aside for a small business enterprise and compliance with the requirement should be a matter of reporting on our activities. Mr. Gearhart noted that although there is no current idea of how many enterprises currently fall within the definition of small business enterprise, a key component of the small business element plan will be to identify those companies through a certification process similar to what DBE firms undertake. John Mininger inquired about the separation between the DBE program and this requirement for a small business element. Mr. Gearhart explained that the small business element is within or supplemental to the DBE program. Reiner Pelzer inquired about a required percentage of projects/funding for small business as a part of the small business element of the DBE program. Mr. Gearhart explained that although the small business element is a part of the DBE program, no percentage of projects or funding needs to be met as goal or set aside. Mr. Gearhart noted the need to report on our current activities in which those aviation funds/projects that meet the defined criteria for a small business are being met. Reiner Pelzer inquired about the definition of small business as one hundred employees or less. Mr. Gearhart noted that he could not explain a small business definition on behalf of the federal government; however he explained that the PENNDOT Bureau of Equal Opportunity is in the process of certifying vendors that meet their criteria for a small business. Tim Tate inquired as to if this small business element would become similar to the small business set-aside contracting currently active on the federal level. Mr. Gearhart explained that due to the nature of aviation projects, we only need to document current activities without setting aside any aviation related funding for projects that small businesses that fit the criteria can bid on. Mr. Gearhart additionally explained that within a hypothetical small business set-aside effort, open-bidding, and the necessity to preclude bidders whom do not meet the criteria for a small business, would be an enormous, if not insurmountable challenge and burden to the airports and bureau. Tim Tate explained that on the federal level, a set-aside of funding for projects is used to enable small businesses to bid on projects that they can compete to complete. Deputy Secretary Jim Ritzman noted that the plan to document our current activities as an approach to meet the requirement for a small business element has been submitted, but has not yet been approved by the respective federal agencies. Mr. Gearhart noted that upon approval, PENNDOT will have up to nine months to implement the plan.

Gabe Monzo inquired about responsibility for or the process to request signage along the PA Turnpike for airports. Mr. Gearhart explained that the Bureau of Aviation will make inquires about the responsible organization and/or process to request the signage and provide Mr. Monzo pertinent information as soon as possible.

John Mininger inquired about the volume, if any, of licensing of private airports under the new "light-sport" airport classification. John Melville explained that no public airports have applied to be licensed under the new classification; however, several private airports have been licensed under the new classification. Mr. Mininger inquired as to if most of the private airports licensed under the new classification have met the older minimum requirement for 1,200 feet of runway. Mr. Melville explained

that the majority of those airports licensed under this classification meet the new requirement based upon the aircraft at the airport, or the minimum length of 500 feet.

Old Business

Chairman Shaffer inquired about the status of the Willow Grove Airport redevelopment. Reiner Pelzer explained that the consultant is making a presentation to the redevelopment authority that flatly rules out the possibility of use of the airport property as an airport. Mr. Pelzer further explained that redevelopment of the property is currently proposed to include high-occupancy housing and mixed-use development with smaller development surrounding the property, phased over the next 20 years. Mr. Pelzer further noted that the redevelopment authority is now seeking a detailed budget and financial plan for the redevelopment of the property, which coincidentally was the redevelopment authority's reason for rejecting a plan that proposed utilizing the property as a general aviation airport. Mr. Moog noted that the decision to place authority to decide the use of federally owned property within the hands of the local municipality has flaws and needs to be corrected. Mr. Moog noted that the Bucks County Airport Authority submitted a plan for use of the property that would have been used for corporate aircraft, potentially relieving congestion surrounding the Philadelphia International Airport and could have been self-sustaining. Fran Strouse noted that within the FAA's most recent AIP reauthorization, the military airport program increased from 1 to 3 the number of general aviation airports that were targeted by the FAA to receive federal AIP funding for capital improvements. Mr. Moog noted an article published within the Patriot News print edition that mentioned two additional rounds of Base Realignment and Closure (BRAC) reviews of military facilities in PA and New Jersey in 2013 and 2015. Mr. Moog explained that through these additional rounds of review, and possible consolidation of the military and its aviation facilities, that additional runway capacity may become available that negate the need for investment in commercial service airport expansion.

New Business

No comments. No Reports.

Public Discussion

Edie Letherby inquired if in reviewing the results of the BOA survey of grant programming any possibility existed for the two subcommittees to work together in compiling responses or suggested actions. Chairman Shaffer and Mark Murawski explained that the two subcommittees would undoubtedly work together to provide the BOA with useful feedback on the survey results.

Mark Murawski inquired about the compliance rate of municipalities with airport hazard zoning ordinances enacted. Ms. Letherby reported that copies of enacted ordinances have been trickling in since the bulk of the outreach effort concluded. Ms. Letherby reported that within the next couple of months the Planning Section of the BOA plans to forward a reminder letter to affected municipalities. Ms. Letherby reported approximate forty percent compliance with the requirement for affected municipalities to enact airport hazard zoning ordinances across the Commonwealth; with an anticipation of an even higher level of compliance as a result of grant projects and funding provided to enact hazard zoning ordinances.

Reiner Pelzer noted a phone call he received from the Penn Ridge Airport that recently lost their night minimums due to obstructions on municipal land, which is a zoning violating but the municipality refuses to mitigate. Mr. Pelzer inquired about the next steps to require the municipality to follow the hazard zoning ordinance they have enacted. Mr. Gearhart explained that the legal counsel for the airport has contacted the municipality to notify them that they are not in compliance with their own ordinance. Mr. Gearhart further explained that the obstruction issue has existed for some time but the recent loss of night approach minimums has impacted the operations at the airport. As a result, it appears the airport may be pursuing legal action against the municipality to recoup losses incurred as a result of the unmitigated

obstructions. Mr. Pelzer noted that per the Delaware Valley Regional Planning Commission (DVRPC) aircraft counting program at the airport, the Penn Ridge airport has quite a number of flights that arrive after dark. Mr. Gearhart noted that information would be important to document and provide in making any case for recouping potential losses. Michael Binder noted the nighttime use of the airport facility by a Department of State contractor for Night Vision Goggles (NVG) compilations.

Meeting Schedule

Chairman Shaffer announced that the next meeting will be held June 27th, 2012 in Harrisburg.

Adjournment

This AAC meeting held March 21, 2012 in the Commonwealth Keystone Building in Harrisburg, Pennsylvania adjourned at 1:16pm.

Aviation Advisory Committee: Member Attendance Record

AAC Member	03/21/2012	6/27/2012	TBD	TBD
Bob Shaffer, Chairman, Representing FBO's, Dubois Jefferson County Airport	P			
Otho Bell, Representing General Public, Venango Regional Airport Alternate: Judith Downs	A			
Jay Beratan, Representing the ACP, DMJM Aviation, Alternate: Robert Rockmaker	P			
Rick Biery, Secretary, Representing General Public	P			
Barry Centini, Representing the ACP, Wilkes-Barre Scranton International Airport, Alternate: Richard Holes	A			
Scott Foose, Representing Airline Industry, Regional Airline Association				
Rep. Richard Geist, Majority Chairman of House Transportation Committee, Alternate: Rep. Jim Marshall				
Gary Hudson, Representing PA Airport System, Chester County Airport Authority, Alternate: Ron Morris	P			
Rep. Michael McGeehan, Minority Chairman of House Transportation Committee, Alternate: Meredith Biggica				
Bob Miller, Representing Air Cargo Industry, Pittsburgh International Airport	P			
John Mininger, Representing Pilot Community, Bucks County Airport Authority, Alternate: Lou McKay	P			
Gabe Monzo, Representing PA Airport System, Arnold Palmer Regional Airport	P			
Reiner Pelzer, Representing MPO/RPO, Delaware Valley Regional Planning Commission, Alternate: Vacant	P			
Mark Murawski, Vice President, Representing MPO/RPO, Lycoming County Planning Commission, Alternate: Tom Hart	P			
Brad Penrod, Representing General Public, Pittsburgh International Airport Alternate: John Serpa	A			
Sen. John Rafferty, PA Senate, Alternate: Nathan Spade				
Bryan Rodgers, Representing PA Airport System, University Park Airport, Alternate: William Foster	P			
Barry Schoch, Secretary of Transportation, PennDOT, Alternate: James Ritzman	A			
Chris Sever, Representing the Airline Industry, US Airways	P			
Tim Tate, Representing FBO, SARA, Alternate: Marshall Stevens	P			
C. Alan Walker, DCED, Alternate: Paul Opiyo	A			
Sen. John Wozniak, PA Senate, Alternate: Cheryl Hicks	A			
Roger Moog, Representing the General Public	P			
VACANT				

Appendix 2

PENNSYLVANIA AVIATION ADVISORY COMMITTEE

MINUTES

JUNE 27, 2012

Harrisburg, Pennsylvania

Call to Order:

A meeting of the PA Aviation Advisory Committee (AAC) was convened at 11:00am on Wednesday, June 27, 2012. The meeting took place at the Commonwealth Keystone building- 8th Floor, Harrisburg Pennsylvania with Chairman Robert Shaffer presiding.

In the absence of Secretary Rick Biery, Everyone introduced themselves and a quorum was established.

Approval of Minutes

Chairman Shaffer asked if there were any corrections or additions to the minutes from the last meeting, seeing none a motion was made and seconded to approve the minutes. The motion was successful and the minutes were approved.

Legislative Update

Chairman Shaffer asked Cheryl Hicks from Senator Wozniak's office to provide a legislative update.

Ms. Hicks provided an overview of the budget and the various issues that are delaying the process.

Mr. Moog reported that House Bill 1100 has overwhelmingly passed the House and Senate Bill 1552 was recently moved out of the Senate Finance Committee, these are companion bills that would add an exemption on the sale of fixed wing aircraft to the state tax code.

A motion was made by Mr. Moog to prepare a letter of support of HB 1100/SB 1552 that would be delivered to the Governor and legislative leaders. There followed a conversation on the content of the letter with concerns expressed and alleviated as to the Administrations level of commitment to these bills. The motion was seconded and passed unanimously.

Mr. Murawski inquired about the state of House Bill 3, which would allow for greater and increase use of Public-Private-Partnerships (P3). There followed a general conversation of the content of the P3 legislation and if it is something that the committee should support. A motion was made by Mr. Monzo to circulate the legislation for review by the committee for the possible crafting of a letter of support. The motion was seconded by Mr. Rockmaker and it passed unanimously.

Chairman Shaffer made an inquiry of the status of the Surface Transportation re-authorization legislation. Mr Murawski and Mr. Ritzman gave overviews of the re-authorization legislation and reported that it is currently before a House and Senate Conference Committee to reconcile the differences between the two versions of the bill that passed each House. They also reported that little is

known as to the status of the Conference Committee report and what the legislation will contain when it is released.

Subcommittee Reports

Planning Subcommittee

Mr. Murawski provided a detailed report of the work that the Planning subcommittee has been doing. The planning subcommittee is recommending the formation of a taskforce to take the lead on identifying ways to help airports struggling with the current aviation project planning process and making recommendations on how to improve the overall performance.

As part of the recommendation the subcommittee looked at BOA's outreach efforts and asked three key questions:

- 1) Does it make sense for BOA to conduct outreach to struggling airports?
 - a. The subcommittee felt that outreach is necessary but BOA should evaluate how its done, who is involved, and what are we trying to accomplish?
- 2) How should BOA evaluate its outreach efforts with the struggling airports?
 - a. Tentative allocation
 - b. Grant compliance
 - c. Safety 50/10 inspections
 - d. Planning issues
 - e. Scheduling issues
 - f. Construction issues
- 3) What information would be beneficial to review and measure performance and what steps can be taken to improve project delivery?
 - a. For example would it be practical and effective to ask airports that have good performance records to mentor airports with poor performance records?

A general conversation followed on the need for a review of the current process.

Chairman Shaffer appointed Mr. Murawski to chair the new taskforce, there were no objections. Chairman Shaffer then authorized him to form the taskforce in conjunction with the Bureau of Aviation with people who Mr. Murawski felt were suitable.

Air Services Subcommittee

There was a general conversation on the struggles of building commercial air services in the smaller markets across the state.

Frontier Airlines is now operating out of Harrisburg International.

Allegiant Air is now operating out of Wilks-Barre/Scranton with 2 flights a day to Sanford, Florida.

General Aviation

Mr. Hudson had General Aviation topics to discuss as most of his issues were addressed in previous conversations.

Intermodal

Reaffirmed interest from the legislature in establishing a train station at Harrisburg International Airport.

Air Cargo Subcommittee

Mr. Miller reports that a recent study showed a 1% decline in Air Freight shipments in 2011 versus 2010, this continues the negative growth seen in three of the last four years. He adds that slow global growth will affect all integrated cargo handlers, airlines and airfreight companies with the exception of over the road truck drivers. He reports that the opportunity exists for airports to increase export volume if they can only find a way to do it.

PennDOT Next Generation

Mr. Craig Reed, from the PennDOT Next Generation Team, presented the PennDOT Next Generation initiative. A copy of his presentation is attached to these minutes (See appendix 1).

PennDOT Next Generation is an initiative by Secretary Schoch to improve the Department's business focus. To improve the business focus he is focusing on three areas; increased funding, becoming an employer of choice, and focusing on better government. The Next Generation initiative falls primarily under the focus for better government.

The Next Generation team is looking to address are some of the same problems that our struggling airports are dealing with. There are a number of policies in place that on the surface look good but on further examination there is room for change in policy that will keep the quality of service the Department provides while lowering the cost to the Department. An example he provided was the Department moving to inspect bridges less than 20 feet in length every two years instead of every year, this policy shift has saved half a million dollars to date.

A lot of the work the Next Generation team has been doing will be similar to some of the work the task force that Mr. Murawski and the planning subcommittee have proposed. By examining the processes and the policies involved, we can more effectively use the resources available to deliver services.

Bureau of Aviation Update

Regional Maintenance Project Update

Mr. Gearhart reported on a Regional Maintenance Project pilot program that BOA is moving forward with to determine its value. The idea is to group small maintenance type projects together to try to capture the economy of scale to decrease the cost of the projects. BOA is funding the design of the project using its open end contract with a design engineer. The airports will bid out and pay for (through grants and with a local share) the project as a typical construction project with BOA doing the contract phase service.

System Plan Update

Mr. Gearhart reported that BOA will be updating the State Airport System Plan and the Bureau will be completing the Inventory portion of the update. As a result, BOA will be combining planning sessions with inventory. BOA will be visiting each airport instead of having regional planning sessions. BOA will ask to go over your four year plan while doing the system plan update inventory.

Personnel Update

Mr. Gearhart reported that BOA's previous Grants manager has left the Bureau and they are awaiting HR review and approval of the new hire who he is hoping will be in place by mid to late July.

Mr. Gearhart introduced William (BJ) Sieg as the new Outreach and Technology Manager and Manishaben Patel as the new Human Resources and IT Coordinator.

Outreach Efforts

National Aviation Day

Mr. Gearhart reported that BOA is once again promoting National Aviation Day which is in August. He reported that there are 11 airports participating in this year activities.

Aeronautical Chart

Mr. Gearhart reported BOA is considering republishing the Aeronautical Charts that they stopped producing in 2003. There is currently an RFP out to help BOA determine how best to proceed with this project based on cost. If a favorable bid is received the chart will be published, if not no funds will be expended.

IFlyPA

Mr. Gearhart reported that BOA has been working to develop the concept of an IFlyPA program. Information will be included in the July Newsletter and BOA is looking for partners in the GA community who would be willing to be involved in this program.

Old Business

There was no old business

New Business

Mr. Stevens inquired if BOA would still be contributing half of the non-federal share of money for airport projects.

Mr. Gearhart stated that BOA costs wouldn't double because of the cap on funding projects at Pittsburgh and Philadelphia International Airports. The Bureau has been spreading funds over two state fiscal years to minimize the impact; however, there would be an impact of BOA funding for state

projects in the long term. Long term the TFAC recommendations (if adopted) create an intermodal fund that will augment BOA funding as well as the Capital Budget funds.

FAA Update

They reported they are excited by the reauthorization and they are moving forward on grants and working on getting some discretionary funds out to airports. Projects are moving forward much better than they have in years past.

The FAA has training available for the new grants system, it is available through their website and there is a support phone number that can assist in getting signed up for the training classes.

Public Discussion

Mr. Rockmaker asked for support for HB 100/SB 1552 by all involved.

Adjournment

The meeting was adjourned until the next meeting on September 19, 2012.

Aviation Advisory Committee: Member Attendance Record

AAC Member	03/21/2012	6/27/2012	9/19/2012	12/12/2012
Bob Shaffer, Chairman, Representing FBO's, Dubois Jefferson County Airport	P	P		
Otho Bell, Representing General Public, Venango Regional Airport Alternate: Judith Downs	A	P		
Jay Beratan, Representing the ACP, DMJM Aviation, Alternate: Robert Rockmaker	P	A		
Rick Biery, Secretary, Representing General Public	P			
Barry Centini, Representing the ACP, Wilkes-Barre Scranton International Airport, Alternate: Richard Holes	A	P		
Scott Foose, Representing Airline Industry, Regional Airline Association				
Rep. Richard Geist, Majority Chairman of House Transportation Committee, Alternate: Rep. Jim Marshall				
Gary Hudson, Representing PA Airport System, Chester County Airport Authority, Alternate: Ron Morris	P	P		
Rep. Michael McGeehan, Minority Chairman of House Transportation Committee, Alternate: Meredith Biggica				
Bob Miller, Representing Air Cargo Industry, Pittsburgh International Airport	P	P		
John Mininger, Representing Pilot Community, Bucks County Airport Authority, Alternate: Lou McKay	P			
Gabe Monzo, Representing PA Airport System, Arnold Palmer Regional Airport	P	P		
Reiner Pelzer, Representing MPO/RPO, Delaware Valley Regional Planning Commission, Alternate: Vacant	P	P		
Mark Murawski, Vice President, Representing MPO/RPO, Lycoming County Planning Commission, Alternate: Tom Hart	P	P		
Brad Penrod, Representing General Public, Pittsburgh International Airport Alternate: John Serpa	A	P		
Sen. John Rafferty, PA Senate, Alternate: Nathan Spade				
Bryan Rodgers, Representing PA Airport System, University Park Airport, Alternate: William Foster	P			
Barry Schoch, Secretary of Transportation, PennDOT, Alternate: James Ritzman	A	A		
Chris Sever, Representing the Airline Industry, US Airways	P	P		
Tim Tate, Representing FBO, SARA, Alternate: Marshall Stevens	P	A		
C. Alan Walker, DCED, Alternate: Paul Opiyo	A	A		
Sen. John Wozniak, PA Senate, Alternate: Cheryl Hicks	A	A		
Roger Moog, Representing the General Public	P	P		
VACANT				

Appendix 1

Bureau of Aviation
Aviation Advisory Committee
June 27, 2012

PennDOT Next Generation

Business Focus

- Transportation Funding
- Employer of Choice
- Better Government
 - PennDOT
 - All State Agencies

Better Government

- Regionalization
 - Private Sector Experience
 - Pilot Projects
 - Bridge Inspections
 - Right-of-way
 - Highway Occupancy Permits

PennDOT Next Generation

Pilot Projects - Results

Bridge Inspection	Right-of-Way	Hwy Occupancy Permit
Regionalized Tasks <ul style="list-style-type: none"> • Load Re-Ratings • State and some local inspections • APRAS Manual Reviews 	Regionalized Tasks <ul style="list-style-type: none"> • Appraisal and Acquisition • Property Management • Outdoor Advertising Control 	Regionalized Tasks <ul style="list-style-type: none"> • Traffic Impact Study/Assessment Reviews
Policy/Process Changes <ul style="list-style-type: none"> • Inspection Frequency for 8-20' Spans in Good Condition: 24 months to 48 months • APRAS system change for more efficient permit routing by applicants 	Policy/Process Changes <ul style="list-style-type: none"> • 17 proposed changes • 5 changes already implemented via SOL • OAD Surveillance Cycle: 1 year to 2 year • Eliminates duplicate reviews 	Policy/Process Changes <ul style="list-style-type: none"> • ePermitting system • Regionalized process for major business entities
Cost Savings \$540,000/year	Cost Savings Up to \$2.1 million/year	Cost Savings Up to \$420,000/year

PennDOT Next Generation

Summary Of Pilots

- Different Approaches Used by Teams
- Some successes with full regionalization of tasks
- So far, most cost savings from process/ technical changes
- More to do to fully implement all potential opportunities/benefits
- Must engage unions at the appropriate time
- High potential for significant savings

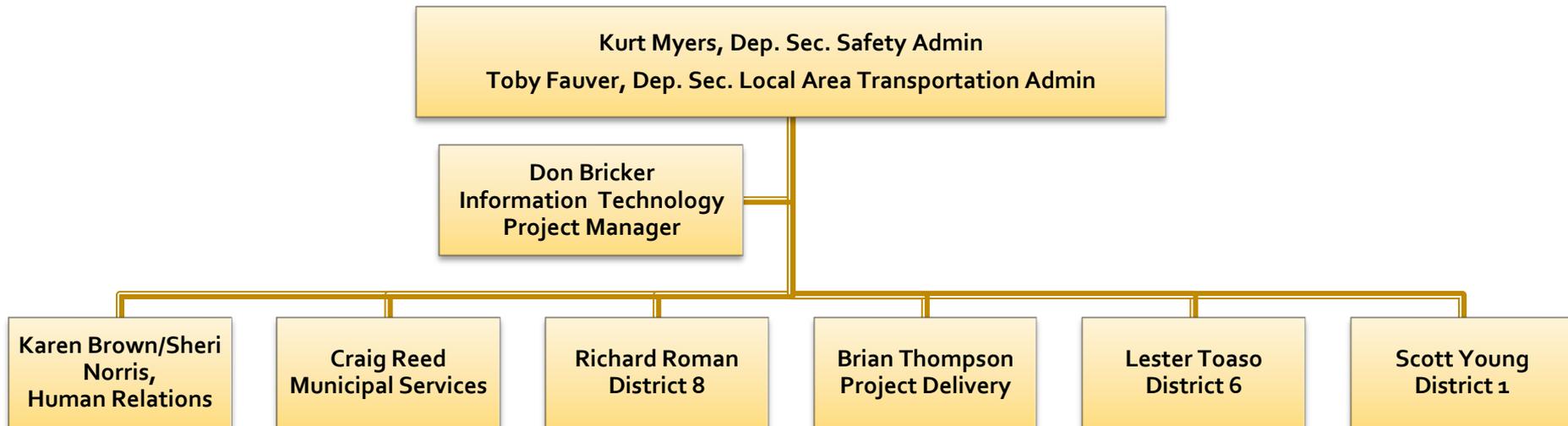
PennDOT Next Generation

Total Saving of Three Pilots

- To Date:
 - \$500,000
- Future:
 - \$1.2 to \$3 million annually

PennDOT Next Generation

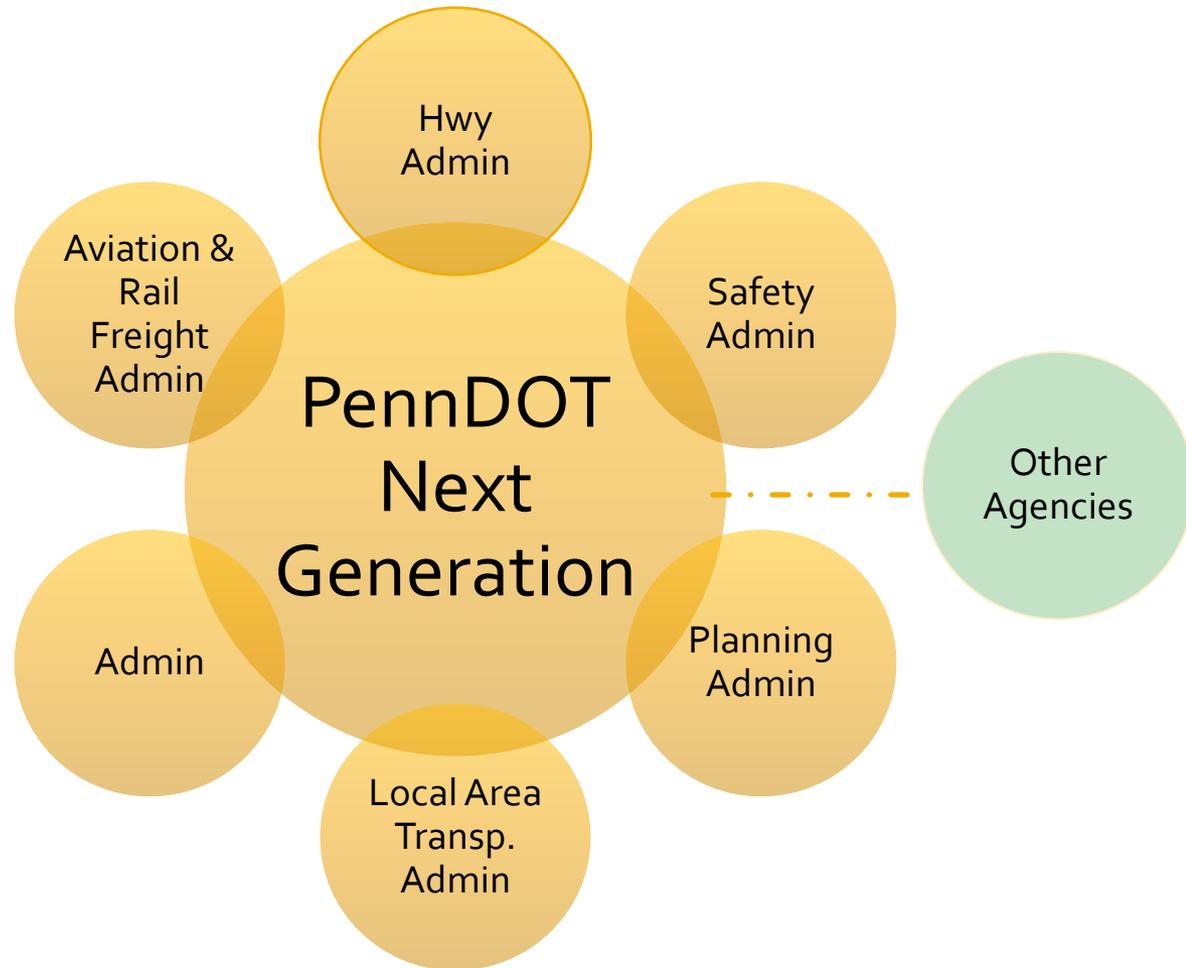
Project Team



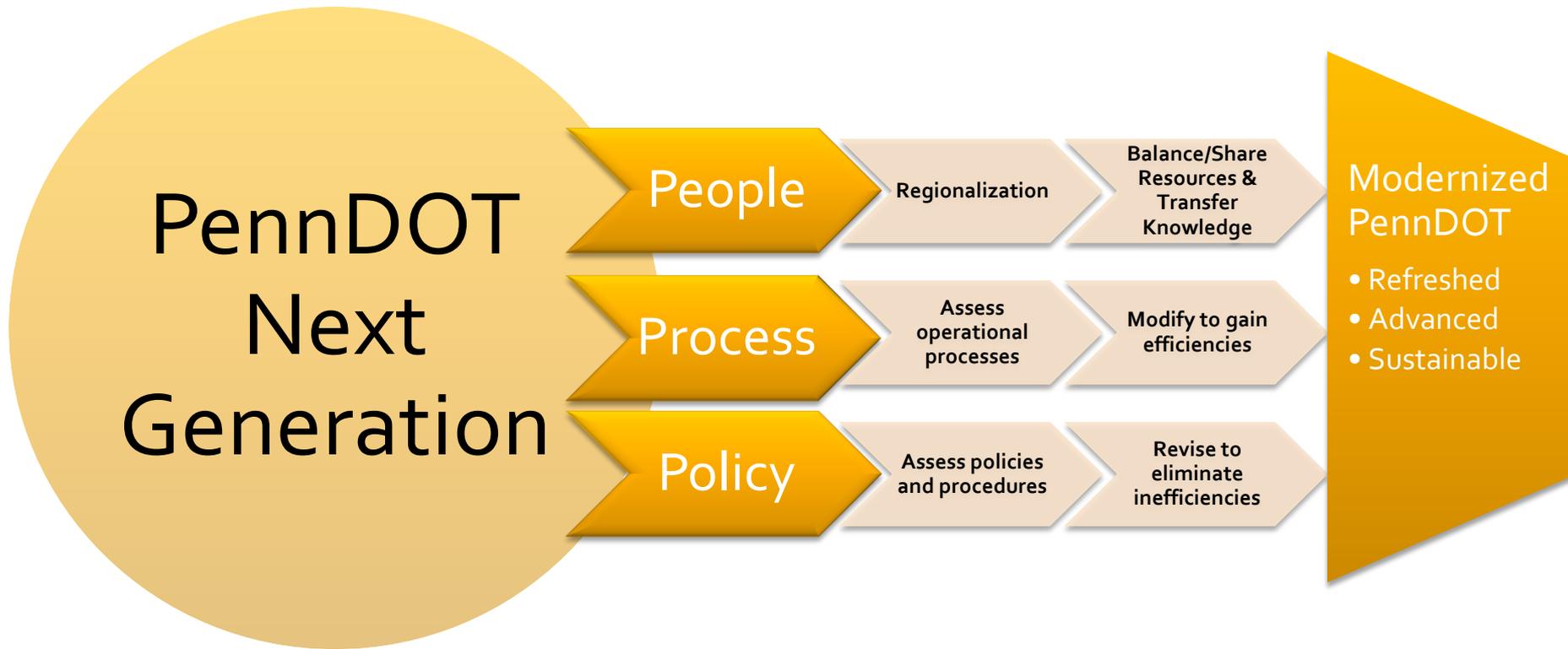
PennDOT Next Generation

Mission Statement

Engage PennDOT Management and Staff to undertake a proactive approach for refreshing and advancing its business practices and technology



PennDOT Next Generation



PennDOT Next Generation

BENEFITS

- Create substantial cost saving and process time savings
- Refresh and Strengthen our Business Practices
- Balance Workload with Staffing
- Increase Statewide Consistency with Operations
- Increase knowledge transfer across Organizational boundaries

PennDOT Next Generation

BENEFITS

- Enhance Working Relationships within Agency
- Increase legislative support for additional transportation funding
- Enhanced Agency coordination – better Gov't
- Increase staff salaries with portion of savings

PennDOT Next Generation

Next Steps – Short Term

- Complete Assessment of Project Pilots
- Additional Quick Strike Opportunities
- Identify, Prioritize, and Recommend New Opportunities
- Develop Approach, Methodologies, Assessment Tools, and Metrics
- Interim Report

PennDOT Next Generation

Next Steps – For You

- Identify Opportunities

APPENDIX 3

PENNSYLVANIA AVIATION ADVISORY COMMITTEE

MINUTES

September 19, 2012

Harrisburg, Pennsylvania

Call to Order:

A meeting of the PA Aviation Advisory Committee (AAC) was convened at 11:00am on Wednesday, September 19, 2012. The meeting took place at the Commonwealth Keystone Building- 8th Floor, Harrisburg, Pennsylvania with Chairman Robert Shaffer presiding.

Everyone introduced themselves and Secretary Rick Biery determined that a quorum was present.

Approval of Minutes

Chairman Shaffer asked if there were any corrections or additions to the minutes from the last meeting, seeing none a motion was laid on the table for consideration at the next quarterly meeting on December 12, 2012.

Legislative Update

Senator Wozniak provided an update on the upcoming legislative calendar. The House and Senate are scheduled to be in session for only 9 days for the remainder of the year. He was not confident that a lot of substantial business would be completed in that time frame.

The committee re-iterated to him their support for Senate Bill 1552 and House Bill 1100. Michael Binder from Sikorsky Helicopters provided an update on how the elimination of the sales tax on rotary winged aircraft has allowed Sikorsky to add 500 jobs in its Pennsylvania operation in just three years.

Subcommittee Reports

Planning Subcommittee

Mr. Murawski presented the results from the first meeting of the taskforce that was tasked with looking at the overall grant process and identifying efficiencies that may be found to help struggling airports.

The taskforce met on August 30th.

The taskforce recommendation focused primarily on the project delivery process. They recommended the following ways to try to improve the process:

- 1) Communicate up front what will be required for a project, items such as:
 - a. Project Scope
 - b. Budget
 - c. Is there a committed local share in hand?

- d. Permits
 - e. Environmental clearances
 - f. Etc.
- 2) Require airport sponsors to acknowledge the requirements and to identify what, if any, requirements that they may struggle with meeting.
 - 3) If an airport is failing to meet goals due to items within their control the Bureau should be prepared to withdraw project funding.
 - 4) A regional mentoring program could be developed that would allow successful airports and airport sponsors to work with struggling airports.
 - a. This would also allow airports the opportunity to work together on issues that have a regional impact.

A general conversation on the Task Force findings followed.

Chairman Shaffer asked that the Task Force reconvene before the December meeting to look at and review the prioritization process for projects. The Advisory Committee agreed and Mr. Murawski stated that he will schedule a time for the Task Force to meet.

Air Services Subcommittee

Mr. Serpa provided a brief update on Air Service at Pittsburgh International.

General Aviation

Nothing to report

Aviation Systems/Capital Infrastructure

Mr. Serpa gave a presentation on the ACI-NA's Airports for the Future Campaign. The campaign is focused on publicly demonstrating that airports are vital to the economic success of their communities and the U.S. economy. The campaign explains how airports are operated, how projects are financed, and reinforces the ongoing commitments airports have to meeting their communities' needs. He provided a number of handouts that are attached to these minutes in appendix 1.

Intermodal

Nothing to report

Air Cargo Subcommittee

Mr. Miller reported that worldwide air cargo shipments continue to trend downward. He also reported that it is extremely difficult to try to entice air cargo companies to move to Pennsylvania because they are entrenched at JFK International Airport. In addition, the capital cost to relocate to Pennsylvania is prohibitive as well as the reluctance of employees to relocate away from New York.

Bureau of Aviation Update

Maintenance Support Project Update

Mr. Sukley provided an update on the status of the Maintenance Support Project. The project is moving forward and BOA is working with its consultant to get the projects ready for bid. The three airports that are participating in the program are Bedford County, Butler County, and Connellsville Airports.

System Plan Update

Ms. Letherby reported that the system plan update project is underway. BOA Planners began the inventory site visits in August and will have completed trips to all public use airports by the end of October. The system plan update will evaluate airport classifications and integrate airport classifications results from prior studies. Some of the special issues that will be studied include:

1. Impacts by Marcellus \ Utica Shale formations
2. Best practices for linking the SASP goals with the Long Range Plan
3. The role of the FAA's new ASSET class structure within the existing SASP classification structure

Outreach Efforts

National Aviation Day

Mr. Sieg reported that the Bureau saw record participation and attendance at this year's National Aviation Day celebration. Eleven airports hosted activities that saw nearly 400 kids participate. He emphasized that BOA will continue efforts to expand the National Aviation Day celebration and encouraged as many airports as are able to participate again next year.

Aeronautical Chart

Ms. Letherby provided an update on the possibility of BOA producing new aeronautical charts. Since the cost is not prohibitive and there is a desire from the GA community to have these reproduced, the BOA will move forward with this project.

Old Business

Chairman Shaffer asked Mr. Pelzer to provide an update on the Willow Grove Airfield. Mr. Pelzer reported that it is currently inactive and that even a pilot in distress may have second thoughts about trying to land there due to lack of maintenance.

New Business

Mr. Holes reported that the Aviation Council of Pennsylvania's annual conference went very well this year. He reported that attendance was down slightly this year versus past years. Next year's conference will be in Erie and that they are considering the Lehigh Valley for 2014.

Mr. Ritzman directed the committee to look at an article about the Lehigh Valley Airport Authority; the article is attached to these minutes in appendix 2 or can be found [here](#).

Public Discussion

Mr. Binder of Sikorsky Helicopter discussed the possible effects on Sikorsky as a result of funding cuts in the Department of Defense. They are not sure exactly what the effect will be but they expect to see some downsizing on the military side of their operation while the civilian aircraft side should be largely unaffected.

He also mentioned that they are currently bidding on the contract to replacement Marine 1, the Presidential Helicopter.

Adjournment

The meeting was adjourned until the next meeting on December 12, 2012.

Aviation Advisory Committee: Member Attendance Record

AAC Member	03/21/2012	6/27/2012	9/19/2012	12/12/2012
Bob Shaffer, Chairman, Representing FBO's, Dubois Jefferson County Airport	P	P	P	
Otho Bell, Representing General Public, Venango Regional Airport Alternate: Judith Barrett	A	P	A	
Jay Beratan, Representing the ACP, DMJM Aviation, Alternate: Robert Rockmaker	P	A	P	
Rick Biery, Secretary, Representing General Public	P		P	
Barry Centini, Representing the ACP, Wilkes-Barre Scranton International Airport, Alternate: Richard Holes	A	P	A	
Scott Foose, Representing Airline Industry, Regional Airline Association			P	
Rep. Richard Geist, Majority Chairman of House Transportation Committee, Alternate: Rep. Jim Marshall				
Gary Hudson, Representing PA Airport System, Chester County Airport Authority, Alternate: Ron Morris	P	P	P	
Rep. Michael McGeehan, Minority Chairman of House Transportation Committee, Alternate: Meredith Biggica				
Bob Miller, Representing Air Cargo Industry, Pittsburgh International Airport	P	P	P	
John Mininger, Representing Pilot Community, Bucks County Airport Authority, Alternate: Lou McKay	P			
Gabe Monzo, Representing PA Airport System, Arnold Palmer Regional Airport	P	P		
Reiner Pelzer, Representing MPO/RPO, Delaware Valley Regional Planning Commission, Alternate: Vacant	P	P	P	
Mark Murawski, Vice President, Representing MPO/RPO, Lycoming County Planning Commission, Alternate: Tom Hart	P	P	P	
Brad Penrod, Representing General Public, Pittsburgh International Airport Alternate: John Serpa	A	P	A	
Sen. John Rafferty, PA Senate, Alternate: Nathan Spade				
Bryan Rodgers, Representing PA Airport System, University Park Airport, Alternate: William Foster	P		P	
Barry Schoch, Secretary of Transportation, PennDOT, Alternate: James Ritzman	A	A	A	
Chris Sever, Representing the Airline Industry, US Airways	P	P	P	
Tim Tate, Representing FBO, SARA, Alternate: Marshall Stevens	P	A	P	
C. Alan Walker, DCED, Alternate: Paul Opiyo	A	A		
Sen. John Wozniak, PA Senate, Alternate: Cheryl Hicks	A	A	P	
Roger Moog, Representing the General Public	P	P		
VACANT				

Appendix 1

AIRPORTS AND AIR SERVICE: UNDERSTANDING FACTORS THAT IMPACT AIRLINE DECISIONS



THE GLOBAL PICTURE

Aviation is a technologically complex, highly globalized and regulated industry with many important segments and participants – airports, passenger and cargo airlines, general and corporate aviation, airplane and equipment manufacturers, and government agencies providing air traffic control services, passenger and cargo security and international customs and border security.

Airlines make business decisions about where to fly, and the prices to charge for tickets based on a number of factors. It is important to keep in mind that airlines are competitive private businesses that focus on generating revenue and returning a profit to their shareholders.

Factors that impact profitability, and therefore business decisions about domestic and international air service include:

POPULATION AND PASSENGER DEMAND

- ✦ A region's population and economic strength are significant drivers behind air service.
- ✦ People tend to fly more for business or pleasure when the economy is doing well, and demand often recedes when the economy is struggling.
- ✦ Demand fluctuations also drive decisions about airline routes, service levels and size of aircraft.

ENERGY PRICES

- ✦ When the cost of jet fuel rises, airlines take steps to reduce costs and increase efficiency through better utilization of aircraft, consolidating routes and in some cases ending air service at an airport.

COMPETITION AMONG AIRLINES

- ✦ Airlines compete both domestically and internationally. Competition impacts airline decisions about routes, service levels, size of aircraft and fares.

AIRCRAFT FLEET MIX

- ✦ Most airlines typically fly a range of aircraft from regional jets to widebodies. If an airline changes its fleet mix for higher utilization, communities may see a reduction in the number of flights, or loss of service.

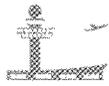
SEASONALITY

- ✦ Historically, in many U.S. cities, the airline business has been seasonal in nature. Summer months are extremely busy, while winter months (with the exception of the holidays) are slower. Peaks and valleys in travel patterns cause airline revenues to rise and fall significantly throughout the course of the year. Some destinations can be highly seasonable throughout the year.
- ✦ Airlines will change plane sizes and the number of flights into a market to handle fluctuations in season demand.



AirportsForTheFuture.org

AIRPORTS AND AIR SERVICE: UNDERSTANDING FACTORS THAT IMPACT AIRLINE DECISIONS



THE LOCAL PICTURE

Local airports work closely with community partners to increase air service and provide more price and service competition to the airport in order to support overall community and economic growth. However, it's important to keep in mind that airports have little control over the many factors that drive airlines' business decisions.

An airport's charges to an airline for use of its facilities are a small percentage – 6 percent or less – of an airline's total operating costs. Those charges are generally landing fees and rent for space at the airport.

- To stay competitive and attractive to new carriers, airports look for ways to reduce those charges by trying to raise revenue from other sources – concessions, parking, advertising – so those fees paid by airlines can be reduced.

Airports can provide some incentives to airlines to either offer new service or expand existing service.

- Incentives can include discount or waivers on landing fees.
- Another incentive can be marketing a new route to the community.
- The Federal Aviation Administration has published guidelines that outline what an airport can do with its own funds to provide incentives.

Some airports work with their communities to devise incentive programs to attract airlines and other businesses to locate at the airport.

- While an airport may be limited in its incentives, a community group has greater creativity and flexibility in what it can do with its money to attract new air service.

These incentives include:

- Extensive route marketing
 - Travel banks – pledges to buy tickets on a new route
 - Revenue guarantees – a promise to underwrite the annual cost of a flight if ticket sales lag
- A community group can be used to make a business-case argument to an airline on why a new route or another carrier is needed to meet the transportation needs of the community.



AirportsForTheFuture.org

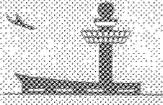
AIRPORT SERVICE RESPONSIBILITIES: PARTNERS WORKING TOGETHER FOR A PLEASANT TRAVEL EXPERIENCE

Airports are often the first and last impression that travelers have about a community. The “airport experience” is influenced by many factors, including many that fall outside of the airport’s direct responsibility. In fact, airports are home to a number of federal agencies, tenants and airlines which operate independently yet can affect the passenger experience.

WHO DOES WHAT IN THE AIRPORT?

Airports provide a physical location for many of the important activities that airlines or federal agencies actually control and oversee.

Consumer surveys show that American travelers are often unaware about who is responsible for rare, however inconvenient, experiences such as lost luggage, delayed flights, or delays at the security checkpoint. Here are the facts about who controls what at the airport:

SERVICE ISSUE	ENTITY IN CHARGE	AIRPORT RESPONSIBILITY
 <p>WHEN BAGGAGE IS LOST OR DELAYED</p>	Airlines are responsible for the entire baggage process, including finding and returning lost baggage to passengers	Airports help passengers locate the right airline contact to resolve problems
 <p>WHEN WAIT TIMES ARE LONG AT SECURITY</p>	The Transportation Security Administration is responsible for providing the equipment and personnel to screen passengers and baggage at every airport, and responding to increases in passenger load	Airports work with local TSA officials to improve security checkpoints
 <p>WHEN FLIGHTS ARE CANCELLED, DELAYED</p>	Airlines are responsible for schedule changes in such conditions as: responding to FAA air traffic issues; severe weather; mechanical-related issues; and pilot and flight attendant duty time requirements	When bad weather strikes, local airports call in extra staff to provide assistance; bring in cots and blankets for stranded passengers; arrange for food vendors to remain open after-hours; maintain well-stocked vending machines with passenger necessities
 <p>WHEN PLANES ARE 'STACKED UP' TO LAND, OR STUCK ON THE TARMAC FOR LONG PERIODS OF TIME</p>	Airlines work with airline dispatchers and FAA Air Traffic Control for flights to arrive and depart on time	Airports are vigilant about on-the-ground status across the airfield; once an airline makes the request, airports arrange for safe transfers from the aircraft to terminal
 <p>WHEN AIRPLANES LAND, BUT NO GATE IS AVAILABLE</p>	Gates are rented by airlines for flights to depart & arrive at gates on time, airlines are responsible for working with ground handlers to ensure proper staffing levels	Airports work with airline station managers about whether more assistance or gates may be needed



AirportsForTheFuture.org

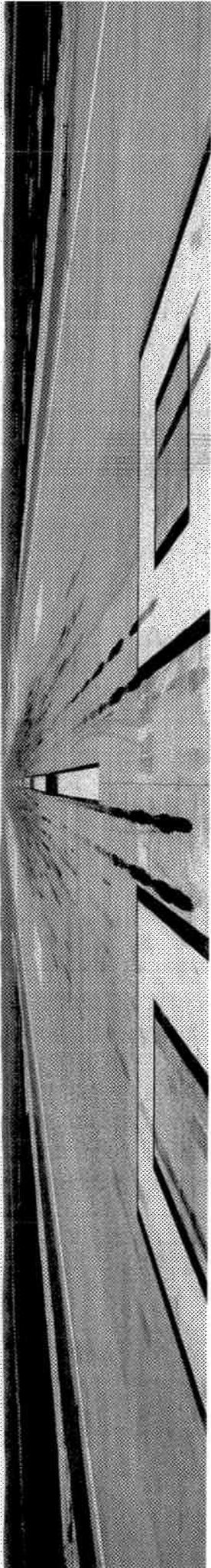
AMERICA'S AIRPORTS: WHERE JOB CREATION TAKES OFF

Commercial airports' jobs & economic performance checklist:

- ✓ Support 10.5 million jobs in 2010
- ✓ Account for 7% of U.S. jobs
- ✓ Generate 8% of U.S. GDP
- ✓ Total \$1.2 trillion in economic output
- ✓ Vital to U.S. global commerce

Airports = Economic Hubs for Our Communities
Learn More: AirportsForTheFuture.org

BROUGHT TO YOU BY:



DID YOU KNOW?



10,500

Global destinations are connected to US airports—and it would take 28 years to visit them all.



730 MILLION

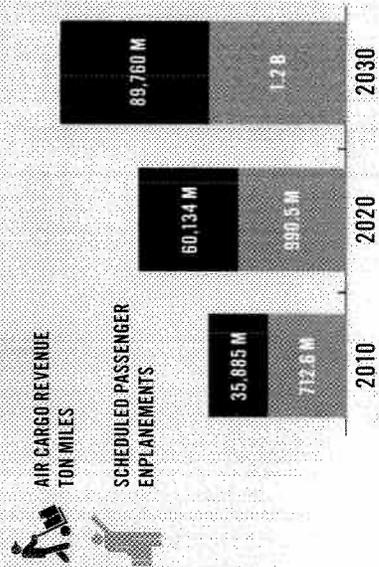
Passengers travel through America's airports yearly. That is **2 million every day!**



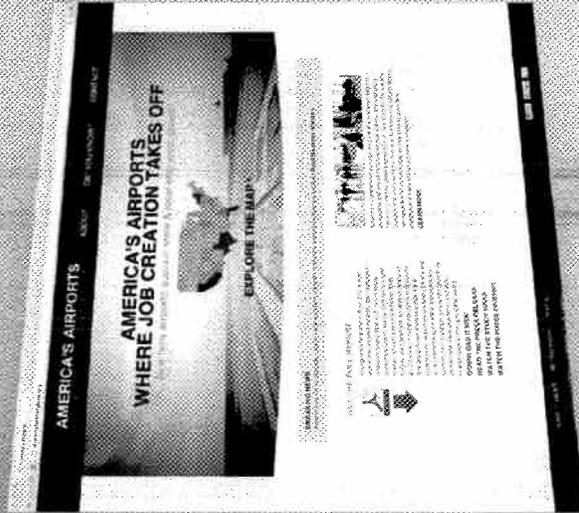
65 TRILLION

Tons of cargo are loaded at American airports yearly.

Passengers and Cargo are expected to grow significantly in the next 20 years—further powering local economies:



LEARN MORE:



AMERICA'S AIRPORTS:

WHERE JOB CREATION TAKES OFF

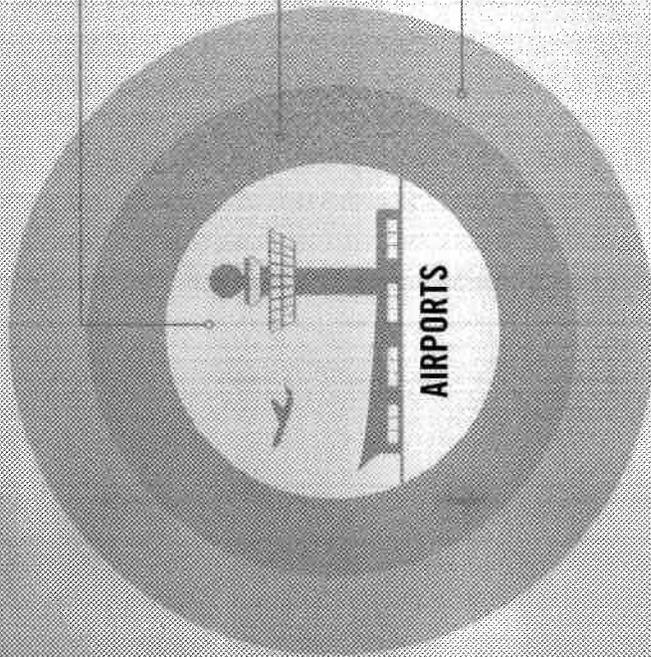


AirportsForTheFuture.org

AirportsForTheFuture.org

AMERICA'S COMMERCIAL AIRPORTS ARE POWERFUL ECONOMIC ENGINES

generating billions of dollars in annual activity, and supporting millions of stable, good-paying jobs.



1.3 MILLION

people work at airports and airports support a total of 10.5 million jobs

\$365 BILLION

annual payroll created by airports

\$1.2 TRILLION

total airport output is 8% of GDP

AIRPORTS & THEIR COMMUNITIES:

AIRPORTS ARE LOCALLY OWNED AND OPERATED

Unlike other transportation infrastructure that requires taxpayer dollars, airports are funded primarily by fees paid by airport users, including airlines, passengers and businesses operating at the airport.

Vibrant airports are essential for communities as they seek to grow their employment base and attract new businesses.

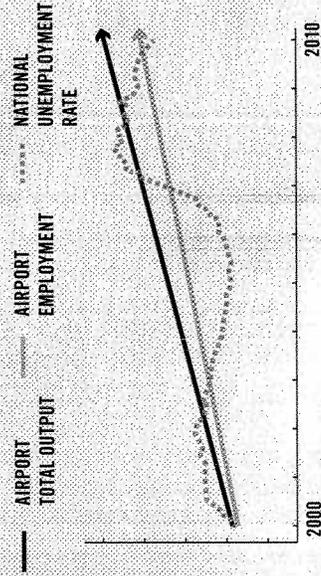
- » Airports are a significant draw to employers who are considering where to base their operations. They allow goods and people to move efficiently across the country—and across the globe.
- » Airports also allow existing local companies to grow, shipping their products and ideas to new markets and opening up new opportunities.

AIRPORTS KEEP PEOPLE CONNECTED

As today's workforce becomes more mobile, and a career path can span the globe, airports help travelers get home to their families, and help families travel to each other.

America's airports are economic hubs that drive our local, state and national economies, both at the airport and throughout the community.

Between 2000 and 2010, as the U.S. economy faced extremely challenging times, direct and indirect airport employment increased by over 50%, and payrolls more than doubled.



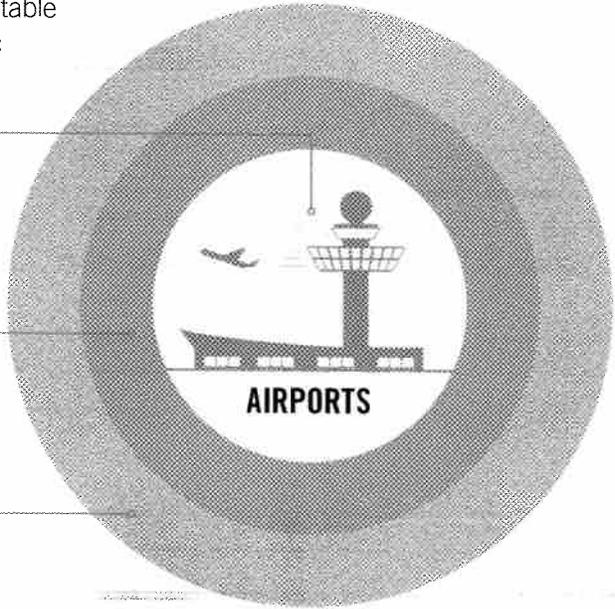
AMERICA'S AIRPORTS: ENGINES OF GROWTH

America's commercial airports generate billions of dollars in annual economic activity and support millions of good, stable jobs. According to a recent economic study, these airports:

1.3 MILLION
people work at airports and airports support a total of 10.5 million jobs

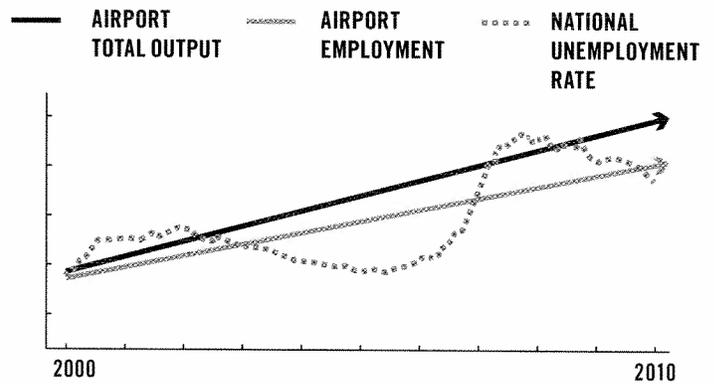
\$365 BILLION
annual payroll created by airports

\$1.2 TRILLION
total airport output is 8% of GDP

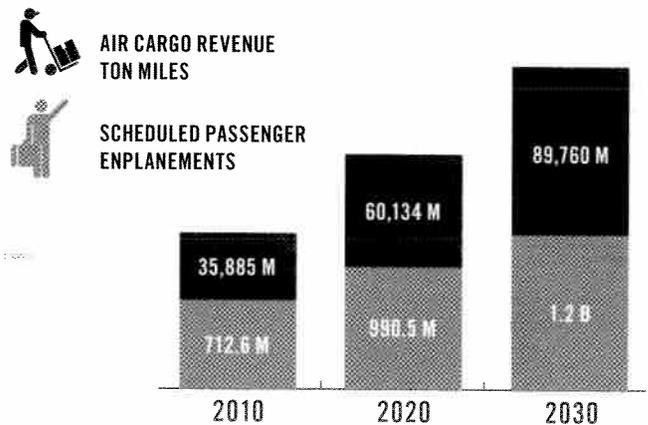


Airports have been a pillar of economic strength in a very challenging economic environment. Over the last decade airports have demonstrated significant growth:

- » Over 50% growth in airport-supported jobs
- » Near doubling of the total wages associated with airport-supported jobs
- » More than doubling the annual economic output associated with airports



Passengers and Cargo are expected to grow significantly in the next 20 years – further powering local economies:



AirportsForTheFuture.org

Campaign Talking Points

*The below talking points can be used in web or print copy, speeches, tours, and media materials like press releases and statements. While these are examples of the national campaign message, you can also use **the Airport Specific Messaging Tool** to personalize the proof points for your own community.*

Airports: Economic Impact, Jobs, Importance to Community

- America's commercial airports generate billions of dollars in annual activity and support millions of good, stable jobs. According to a recent economic study, U.S. airports:
 - Support 10.5 Million jobs
 - Create an annual payroll of \$365 Billion
 - Produce an annual output of \$1.2 Trillion
- Airports have been a pillar of economic strength in the face of a very challenging economic environment. Over the last decade airports have demonstrated significant growth:
 - Over 50% growth in airport-supported jobs
 - Near doubling of the total wages associated with airport-supported jobs
 - More than doubling the annual output associated with airports
- We now live in a global economy where businesses, manufacturers and employers can choose to place their operations nearly anywhere in the world. We know that modern transportation infrastructure can help attract and retain business while decaying infrastructure can just as easily repel it.
 - Airports are gateways to the world for businesses looking to expand into growing global markets, and for international businesses looking for the quality of life, talented employees, and operational expertise that American communities can offer.
- Vibrant airports are essential for communities as they seek to grow their employment base and attract new businesses.
 - Airports are a significant draw to employers who are considering where to base their operations. They allow goods and people to move efficiently across the country – and around the world.
 - Airports allow existing local companies to grow, shipping their products and ideas to new markets and opening up new opportunities.
 - Airports keep people connected. As today's workforce becomes more mobile, and a career path can span the globe, airports help travelers get home to their families, and help families travel to each other.
- Airport improvements – infrastructure projects that will help airports meet America's future transportation needs – could provide 2-3 million new construction jobs between now and 2015.
- Because Airports are locally run, they're locally focused and will continue to look out for the needs of their community. That means working to maximize the benefit of the airport to the community by



Campaign Talking Points

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driving economic development, continually pursuing new airline service and fostering competition for lower fares.

- Airports understand that air service – a decision made by the airlines – is a critical component of how the community evaluates airport success. In order to continue to support air service goals, airports are constantly looking to ensure that facilities are cost effective and meet the needs of current airline partners, as well as prospective new carriers.



Campaign Talking Points

*The below talking points can be used in web or print copy, speeches, tours, and media materials like press releases and statements. While these are examples of the national campaign message, you can also use **the Airport Specific Messaging Tool** to personalize the proof points for your own community.*

Complexity and Cost added by Washington

- The FAA requires airports to run independently and responsibly, like businesses, but does not provide airports with the operational or financial freedom to do so.
- Washington DC decision-makers don't understand what local airports and their communities need; instead, they govern through a complicated system of rules and regulations – which many FAA regional offices interpret differently.
 - The rules change often and can be politically driven – capturing airports in the middle.
 - Time is money – longer timelines add inefficiencies that increase costs.
 - Regulators even have to approve business deals and oversee concessions – which is burdensome and can cost revenue from concessionaires during the approval process
 - Each year, these layers of requirements and regulations just get deeper.
- FAA regulations around land use on airport property constrain many airports from generating revenue from this prime industrial and commercial real estate. Airports often face a lengthy approval process to be able to build anything on airport property – including making investments that would result in job creation, economic development, and additional airport income that could be used for improvements or to offset other costs.
- Airport capital projects are massive and highly-integrated undertakings, yet airports must plan projects around when Washington has the money to do it – not necessarily when the airport and community need it. This unpredictability hinders airports' ability to develop project timelines that meet their needs with smooth capital plans.
- Federal rules, regulations and guidelines about the funding process are being applied differently across the country, leaving airports with an uncertain and unstable financial approval process that often requires multiple re-submissions. This layered bureaucracy is creating real financial stress.
- The convoluted federal process inhibits airports' ability to plan ahead for future improvements; as airports wait and must depend on the FAA to authorize certain expenditures, the timelines for funding decisions are getting longer and longer, and the rules often change mid-process.
- With the last FAA reauthorization caught up in partisan politics for 5 years and subject to multiple short-term extensions, it made it extremely difficult for airports and the FAA to partner on long-term projects.



From: Airports Council International-North America <communications@aci-na.org>
Date: September 5, 2012 1:54:57 PM EDT
To: "Penrod, Brad" <BPenrod@PITAIRPORT.com>
Subject: September Issue: Airports for the Future Campaign Member Newsletter

Campaign Briefs

America's Airports
Where job creation takes off

- [Campaign Terminal](#)
- [Contact](#)

Have you been using the Campaign Terminal?

[Let us know how!](#)

Sept. 5, 2012

Contents:

- The Airports for the Future Campaign: Next Stop, Calgary! ([go](#))
- Campaign Activity: ([go](#))
- In the News: ([go](#))
- In their words: Airport Stakeholders are making the case. See what they said in August! ([go](#))
- The Month Ahead ([go](#))

* The Airports for the Future Campaign: Next Stop, Calgary!

It's been a busy month since ACI-NA launched the *Airports for the Future* Campaign terminal website! The roll-out will continue in Calgary, where members will have the chance to see campaign updates and ask questions at 3 major sessions:

- Sunday, September 9 from 3:30 PM– 4:30 PM : Airport Director *Airports for the Future* Campaign Briefing (Airport ORs only) at the Hyatt Regency Hotel in Imperial 1
- Monday, September 10 from 4:30 – 5: ACI-NA *Airports for the Future* Campaign Briefing at the BMO Centre in Arabian B
- Tuesday, September 11 from 11:30 AM – 12:00 PM: ACI-NA *Airports for the Future* Campaign Briefing at the BMO Centre, Halls D&E Classroom

The Campaign Terminal – New Resources Available for Members

The *Airports for the Future* Campaign is all about providing resources for ACI-NA members. So your feedback on the types of materials and resources we can provide really helps us help you! Thanks to feedback from members, we've updated the Campaign Terminal with a number of additional items:

- A core presentation, which contains both completed slides with national campaign

- Op/Ed outlines that can be tailored to your Airport's situation and community to help extend key campaign messages into local press
- Speech content to offer resources for those of you who often find yourselves at the front of the room.

As a reminder, the Campaign Terminal is located at www.airportsforthefuture.org/campaignterminal and is available to all ACI-NA members. The Campaign Terminal is password protected. For the username, member Airports should sign in using their 3 letter airport code (for example, IAD). Commissioners use the code COM, and World Business Partners/Associates use the code WBP. The password changes monthly and is announced in the monthly *Airports for the Future* Newsletter. For September, the password is **AutumnGate49**. If you lose the password, please refer to this newsletter, or contact jcalderwood@aci-na.org.

☛ Campaign Activity:

- ACI-NA President Greg Principato presented to the West Virginia Airports Council, saying "We believe the next three years is the right time frame to build the support we need to create a better, more flexible system for America's airports – one that will enable your airports to develop the infrastructure needed to keep the nation, and your communities, in the forefront of the global economy well into this new century."
- ACI-NA's Debby McElroy, El Paso International Airport's Monica Lombraña, and DFW International Airport's John Terrell participated in a panel discussion at the Texas Transportation and Infrastructure Summit about the economic impact of airports.
- Debby also participated with the Aerospace Industries Association in a press conference to announce the release of their report on the effects of sequestration on civil aviation. She used the opportunity to highlight the impact cuts in FAA, TSA and CBP staffing would have on the ability of airports to create jobs and increase economic growth.
- ACI-NA provided information about the economic importance of airports to the Republican and Democratic Party Platform Committees, and encouraged those parties to consider airport needs in their policy proposals.

☛ In the News:

- [Las Vegas Takes Off with Airport Modernization](#)
- [LAX Operations Pump \\$40 Billion into Southern California Economy](#)
- [San Antonio Airports' Impact \\$5.1B](#)

✈️ **In their words: Airport Stakeholders are making the case. See what they said in August!**
One of the key objectives of the *Airports for the Future* campaign is to encourage community stakeholders to become public advocates for the airport, its needs, and the vital role it plays in economic development and job creation. Here are some great quotes from news articles over the past several weeks:

"This comprehensive report underscores the irrefutable importance of commercial aviation activity at LAX, and indeed throughout the Southern California region, on our economic well-being... From passenger spending to the enhancement of national and international trade, LAX and our region's other airports are uniquely where the action is." - Los Angeles Mayor Antonio Villaraigosa

"Lawmakers everywhere should embrace nationwide air travel improvements as a vital component to strengthening our economy and keeping the U.S. competitive in the global tourism marketplace. For a good example of what that future can look like, we welcome their arrival in [Las Vegas McCarron Airport's] Terminal 3." - Rossi Ralenkotter, Chairman, US Travel; President/CEO, Las Vegas Convention and Visitors Authority
"Pennsylvania's aviation industry plays a major role in delivering good-paying jobs and connections for commerce." – Pennsylvania Governor Tom Corbett

✈️ **The Month Ahead**

Calgary kicks off the month, and there is much more activity to follow. Activities include:

- Presentation to New York Airport Managers Association
- Presentation to the Airport Minority Advisory Council (AMAC)

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To receive plain text email instead of HTML, please send a blank message to ACINA-text-usTGO@ispilot.net

ACI-NA, 1615 L Street NW, Suite 300, Washington, DC 20006.

HOME / RESOURCES / LATEST NEWS



AMERICA'S AIRPORTS



Welcome to the Campaign Terminal. Here you will find information, tools and resources to help you create your own community outreach plan, with personalized versions of the ACI-NA campaign messages.

ABOUT

"Airports for the Future" is a national education campaign to foster awareness and understanding of the vital role that America's commercial airports play in economic growth and job creation.

Building on the publication and promotion of the [2010 NATIONAL ECONOMIC IMPACT STUDY \(HTTP://WWW.ACI-NA.ORG/NEWSROOM/PRESS-RELEASES/NEW-STUDY-AMERICA%20%80%99S-AIRPORTS-ARE-VITAL-ECONOMIC-HUBS\)](http://www.aci-na.org/newsroom/press-releases/new-study-america%20%80%99s-airports-are-vital-economic-hubs), this Campaign Terminal is an online resource to help ACI-NA members develop communication and outreach programs that tell the story of our nation's airports – and the importance of each airport to its community.

Inside the Campaign Terminal, you'll find tools and resources to help you personalize the national campaign themes and messages to your communities, and ideas for how to get the word out. 2012 is a pilot year for this site, so we appreciate your feedback. Please send comments, questions and suggestions to JCALDERWOOD@ACI-NA.ORG ([MAIL TO: JCALDERWOOD@ACI-NA.ORG](mailto:JCALDERWOOD@ACI-NA.ORG)).

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[AirportsForTheFuture.org](http://airportsforthefuture.org) / [ACI-NA.org](http://aci-na.org)

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RESOURCES

For Airports

The Campaign Terminal offers information, tools and resources to help you create your own community outreach plan, with personalized versions of the ACI-NA campaign messages.

CAMPAIGN TOOLS

Campaign Overview

This overview provides background about the ACI-NA financial policy campaign, including history, goals and objectives, key activities, and overall messaging. Use it to bring yourself up to date on the campaign, or share with key stakeholders.

DOWNLOAD

Stakeholder Identification Tool

A stakeholder is someone who is affected by, or who can affect, airport funding policy. This tool, along with instructions and examples, will help you develop a stakeholder engagement plan for your community.

DOWNLOAD

MESSAGING

Stump Speech

Find yourself speaking about airport issues to a local community gathering or group? Here is a sample speech outline that you can use in part or in full to carry the Airports for the Future campaign message.

DOWNLOAD

Sample Op-Eds

These outlines are available to help you craft editorial pieces for submission to your local newspapers. There are suggestions based on topic, and timed for key points throughout the year.

DOWNLOAD

Media Inventory

What communications tools do you have to help tell the story about your airport's impact in the community? This inventory is designed to help identify where you can add new messaging across existing airport channels.

DOWNLOAD

Editorial Calendar

Are there key events throughout the year that are natural opportunities to talk about airports and their economic impact? Plan ahead with this editorial calendar that captures ideas and storylines.

DOWNLOAD

Campaign Talking Points

These key points from the national campaign message track can be used in speeches, media interviews, airport materials and other communication pieces.

DOWNLOAD

Message Worksheet

This fill-in-the-blank document is intended to help each airport translate the national campaign messages into statements that are relevant to your own community.

DOWNLOAD

CREATIVE ASSETS

“Airports – Did You Know?” Video

This educational video provides a number of interesting facts about the national airport system, and is appropriate for use in presentations, tours and throughout the airport. Video is 2:00 minutes long. Available in both .mov and .wmv format.

DOWNLOAD

“What’s the Future of Our Airport?” Video

This video provides additional information about the funding challenges that airports face and the possible impact on communities. It is appropriate for use with educated stakeholders who would benefit from a stronger understanding of airport funding. Video is 1:23 minutes long. Available in both .mov and .wmv format.

DOWNLOAD

STAKEHOLDER OUTREACH MATERIALS

Stakeholder Quotes

Stakeholder voices are a vital part of creating community support for airports. That can start with something as simple as a supportive statement given for a news article, in conjunction with airport events, or for publicity materials. See some examples in this document.

DOWNLOAD

Core Presentation

This powerpoint presentation contains key information and graphics about airport economic impact, funding, and the shared risk that communities and airports face without federal funding reform. Use all the slides together or choose a few to add to your standard presentations.

DOWNLOAD

Trifold Brochure

This brochure provides important information from the campaign and complements the core presentation and video. The high-quality file can be printed at your local printer or office supply store.

DOWNLOAD

Fact Sheets

These one page fact sheets provide an overview of airports' economic impact and national funding information. The files are available in pdf and in a word document that you can customize with your own facts and data.

DOWNLOAD

Advertising

You have a lot of advertising real estate at your disposal. Put it to work with Airports for the Future ads. We've created standard sizes for print, terminal displays and LCD screens.

DOWNLOAD

Online Banner Ads

You have a lot of advertising real estate at your disposal. Put it to work with Airports for the Future ads. We've created 2 standard sizes for online banner ads (720 x 90 and 300 x 250) available for download here.

DOWNLOAD

Website Buttons

Do you have a little real estate on your website? Help drive traffic to airportsforthefuture.org with easy to use web buttons.

DOWNLOAD

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Appendix 2

Braden Airpark could soon be for sale

With Queen City safe, LVIA may look to cash in on Forks Township property.

September 15, 2012|By Matt Assad, Of The Morning Call

From the time it was a grassy runway sprouting from Forks Township farmland in 1938, Braden Airpark has been the place where thousands of small-plane pilots learned to fly, ran their businesses and even prepared for war.

Within a few years, the 80-acre airfield along Sullivan Trail could very well be a shopping center, warehouse or housing development.

Two months after the Lehigh-Northampton Airport Authority decided it will not sell Queen City Airport, the authority has set its sights on Braden Airpark as a way to climb out of its [financial](#) hole.

Later this month, the authority that runs Lehigh Valley International Airport is expected to hire the New York-based Rockefeller Group to sell its spare [assets](#), and Braden is squarely in the authority's crosshairs. It's among more than 700 acres of authority property being considered for sale.

While [selling](#) the airport would help the authority pay off a court-ordered \$16 million debt, the matter has general aviation advocates across the Valley saying "Here we go again."

Unlike Queen City, there are few federal restrictions preventing the authority from cashing in on Braden.



Aerial photo of Braden Airpark in Forks Township, Lehigh Valley International... (Kevin Mingora, THE MORNING...)

"Given its financial situation, the authority has an obligation to consider whether there is a higher and better use for that land," said Charles Everett Jr., authority [executive director](#). "You don't often see three airports in an area this small. It's nice [to have three] if you can afford it." The authority needs the money. The airport is weighed down by a \$26 million court judgment against it for taking 632 acres from developers in the early 1990s. The authority has been proactive, hiring new people to run the airport more efficiently and cutting some \$2 million in annual expenses.

Still, a Lehigh County judge has ruled that the remaining \$16 million on the debt must be paid by 2016, and authority members know they won't have the money to make payments of \$5 million in 2014 and \$6 million in 2015.

That's where the Rockefeller Group comes in. The authority is still negotiating its contract, but the company has proposed evaluating the sale and development potential of more than 700 acres around LVIA and Braden Airpark. Rockefeller executives have suggested that they can

raise more than \$30 million by developing the lands for warehouse or industrial use and paying the authority roughly \$7 per square foot for everything developed.

After nearly a decade of debate over whether the 210-acre Queen City Airport should be sold, the authority decided in July that the federal hurdles are too high. Queen City is off-limits.

But there are few restrictions preventing the sale of Braden because it was a private airfield for most of its time and has never been eligible for federal grants.

A history of aviation

For Paul Braden, a Lutheran minister from Easton whose father, Edwin, founded the airport, the land has been put to its best use for 74 years. When Braden's family sold the airport to the authority in 1999, it had for years rejected offers from nearby Lafayette College because Edwin Braden wanted it to remain an airfield.

"It would be terrible to lose such a wonderful community resource," said Paul Braden, who helped his father run the airport before it was sold. "It would be terrible to give up that kind of asset just because they need the money."

Edwin Braden, a packaged-meat seller who was passionate about aviation, bought four small farm parcels, mapped out a grassy runway and opened the small-plane airport in 1938. It not only served as one of the first dealerships for Piper aircraft, but it was also a place where people could learn to fly, practice their hobby or keep the plane they use for transportation.

During World War II, students in a Lafayette College civilian pilot program used Braden to prepare to be pilots in the war.

It remained family-owned until 1999, when the authority bought it. It's now home to six hangars where 61 mostly single-wing planes are kept, and is run by Vern Moyer, president of Moyer Aviation. It includes a flight school, an aircraft maintenance company and a single runway 1,956 feet long — a distance too short to be used by larger planes. The more than 200 flights per week come from recreational users, charter transports and students at the flight school.

"We ran more than 400 hours of charter flights last month to New York, Boston, Nantucket and Pittsburgh," Moyer said. "The [medical] helicopters use this airport, too. The community needs this airport."

Dr. Theodore Opperman said he probably wouldn't have set up his dental practice in Pen Argyl without Braden. An avid pilot, he set up his practice in 1974 and for more than three decades commuted by plane from Harrisburg to work.

"Closing that airport would be a big mistake," Opperman said. "Too many people depend on it."

The debate begins

But authority members soon will debate whether it is a luxury the authority can afford. Few areas the size of the Lehigh Valley have three airports, Everett said. If Braden closed, the pilots there simply could be moved to LVIA or Queen City, which is being expanded.

It's unclear how much cash Braden could fetch, but authority members hope it could bring in enough to pay a large portion of the court judgment. That may prevent the authority from forgoing improvements at LVIA or Queen City, ultimately benefiting aviation Valleywide, authority Chairman Tony Iannelli said.

"Any time you are talking about [selling](#) a general aviation airport, there is a ripple effect that is very emotional," Iannelli said. "But we would be remiss if we didn't consider it an asset that could be sold. We need to do what's best for the entire system."

Those emotions have been building for a decade as Queen City Airport advocates visited authority meetings almost every month to urge the authority not to sell the airport in south Allentown. The Federal Aviation Administration earlier this year ruled that if the authority sold Queen City, it would have to rebuild it elsewhere. So the authority scrapped those plans two months ago and pivoted toward Braden.

The Braden property has been the recipient of \$6 million in state grants over the past 12 years. That includes \$1.2 million being spent now to run water and sewer into the property and install a new [fuel](#) tank to supply planes. It's unclear whether those grants would have to be repaid, or if they'd stand in the way of a sale.

It's also unclear what the property would become if it is sold. It sits across Sullivan Trail from a [shopping](#) complex, but the land is zoned for recreational/educational/municipal use. That allows for such things as government buildings, a library, a golf course or homes, but building the kind of warehouses or industrial facilities that Rockefeller officials have talked about would require a zoning change.

But much like the process Queen City went through, none of those approvals can be assumed.

Ultimately that decision would find its way to Forks' Board of Supervisors.

"We'd have to consider it on a case-by-case basis," said Erik Chuss, supervisors chairman. "But I'm pretty sure we wouldn't want commercial, residential or retail there."

Chuss admits he's partial to the airport's place in the township. In fact, he's a pilot who is in a partnership that owns a plane at the airport. His partner is Paul Braden.

matthew.assad@mcall.com

610-820-6691

APPENDIX 4

PENNSYLVANIA AVIATION ADVISORY COMMITTEE

MINUTES

December 12, 2012

Harrisburg, Pennsylvania

Call to Order:

A meeting of the PA Aviation Advisory Committee (AAC) was convened at 11:00am on Wednesday, December 12, 2012. The meeting took place at the Commonwealth Keystone Building- 2nd Floor, Hearing Room 1, Harrisburg, Pennsylvania with Chairman Robert Shaffer presiding.

Everyone introduced themselves and Secretary Rick Biery determined that a quorum was present.

Approval of Minutes

Chairman Shaffer asked if there were any corrections or additions to the minutes from the September meeting, seeing none a motion to accept the minutes was made and the minutes were approved.

Chairman Shaffer asked if there were any corrections or additions to the minutes from the June meeting, seeing none a motion to accept the minutes was made and the minutes were approved.

Legislative Update

Senator Wozniak provided an update on the status of transportation funding legislation. He relayed to the Committee that the Governor has indicated he will be announcing his proposal sometime in early 2013.

Subcommittee Reports

Planning Subcommittee

Ms. Letherby gave a presentation on the BOA Project Selection Criteria; her presentation can be found in Appendix 1.

Following Ms. Letherby's presentation Mr. Murawski began a general discussion and question and answer session on the selection criteria.

Mr. Fauver recommended that a small group continue to meet and to discuss the process.

Air Services Subcommittee

Jeff Hartz gave a presentation on the PIT Connector project; his presentation can be found in Appendix 2.

General Aviation

Mr. Hudson reported that he is still waiting on a report on the Large Aircraft Security Program from the Aviation Security Summit.

Aviation Systems/Capital Infrastructure

No Report

Intermodal

Mr. Bell stated that he has a desire for this subcommittee to be more active.

It was also reported that Marcellus Shale Companies will be contacting GA facilities about acquiring parking facilities for their use.

Air Cargo Subcommittee

Mr. Miller reported that Air Cargo charter operators are waiting for the economy to improve before they look to expand their service. The rest of the cargo industry had flat growth for 2012, but there are job opportunities in the over the road trucking industry.

Bureau of Aviation Update

Maintenance Support Project Update – Final design for this project should be completed by the end of January and it should be put out to bid sometime in the spring.

If this project is successful the Bureau will examine the implementation of similar programs across the state.

System Plan Update – The Bureau has begun the preliminary planning process for the system plan update.

Personnel Update – Toby Fauver is the new Deputy Secretary overseeing Aviation and Rail Freight.

Ed Yewdall, BOA Flight Services and Safety Manager, will be retiring in January.

PennDOT NextGen – There is a team in place looking at the feasibility of consolidating the grants administration for Aviation, Rail, and Mass Transit

FAA Update – The Bureau has received information from the FAA regarding 20:1 approach penetrations. Statewide there are about 115 approach procedures at 37 airports with 20:1 penetrations. The FAA will be moving to remove night time operations from these airports.

Old Business

No Old Business

New Business

Nominating Committee Report

Mr. Centinni gave a report from the Nominating committee to nominate Mr. Mark Murawski as Vice Chairman for 2013 and Mr. Rick Biery as Secretary for 2013. These nominations will be considered at the next meeting.

2013 Meeting Schedule will be as follows:

March 27

June 12

September 18

December 11

Public Discussion

There was a discussion on what the future will hold for the tax exempt legislation for fixed wing aircraft. It was reported that Senator Argall's office is working with the Independent Fiscal Office to generate a report on the fiscal impact this legislation would have. They are hopeful this report will be positive and they can use it to help move the bill forward.

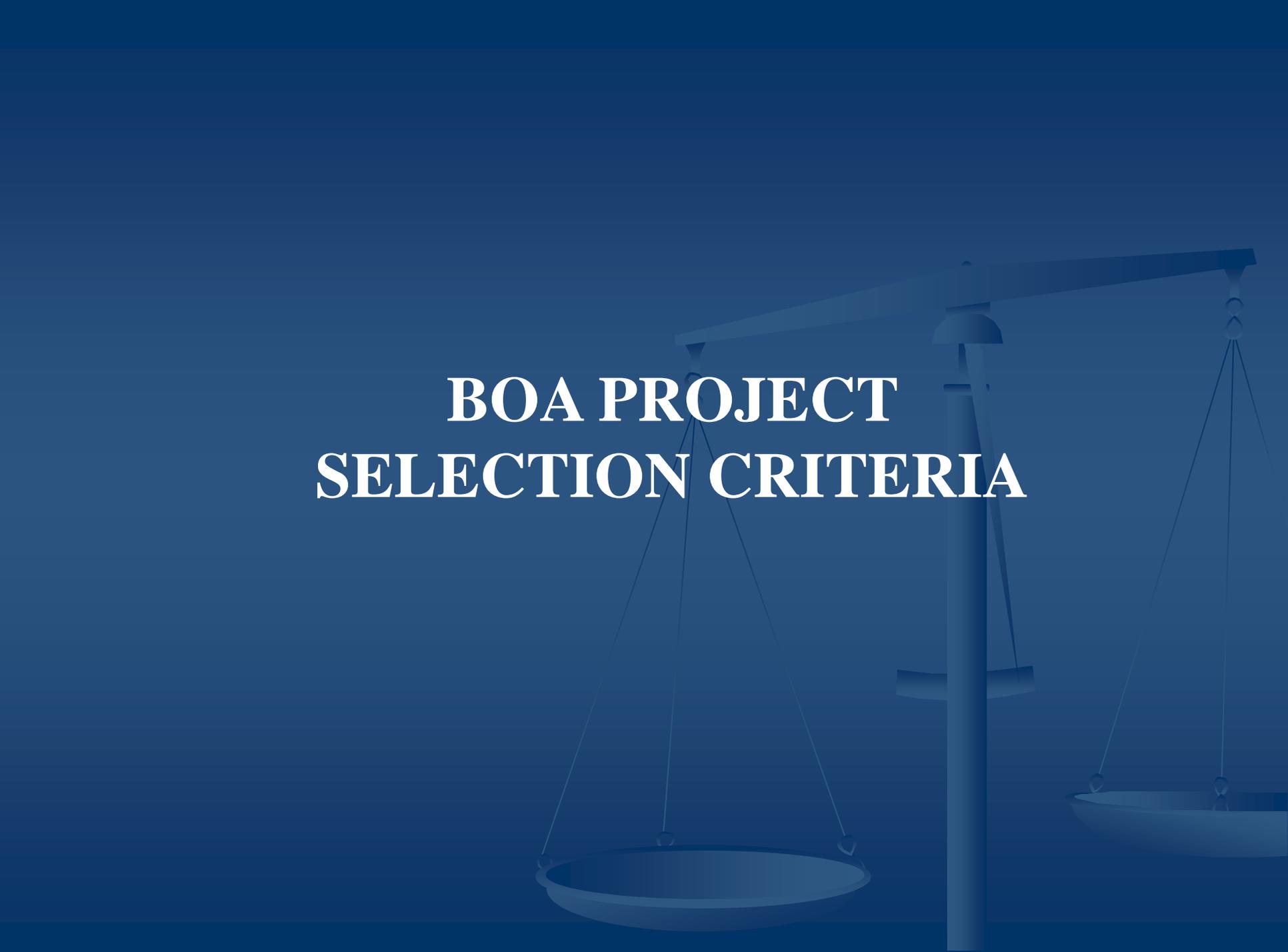
Adjournment

The meeting was adjourned until the next meeting on March 27, 2012.

Aviation Advisory Committee: Member Attendance Record

AAC Member	03/21/2012	6/27/2012	9/19/2012	12/12/2012
Bob Shaffer, Chairman, Representing FBO's, Dubois Jefferson County Airport	P	P	P	P
Otho Bell, Representing General Public, Venango Regional Airport Alternate: Judith Barrett	A	P	A	P
Jay Beratan, Representing the ACP, DMJM Aviation, Alternate: Robert Rockmaker	P	A	P	P
Rick Biery, Secretary, Representing General Public	P		P	P
Barry Centini, Representing the ACP, Wilkes-Barre Scranton International Airport, Alternate: Richard Holes	A	P	A	P
Scott Foose, Representing Airline Industry, Regional Airline Association			P	P
Rep. Richard Geist, Majority Chairman of House Transportation Committee, Alternate: Rep. Jim Marshall				
Gary Hudson, Representing PA Airport System, Chester County Airport Authority, Alternate: Ron Morris	P	P	P	P
Rep. Michael McGeehan, Minority Chairman of House Transportation Committee, Alternate: Meredith Biggica				
Bob Miller, Representing Air Cargo Industry, Pittsburgh International Airport	P	P	P	P
John Mininger, Representing Pilot Community, Bucks County Airport Authority, Alternate: Lou McKay	P			P
Gabe Monzo, Representing PA Airport System, Arnold Palmer Regional Airport - Alternate: Dwayne Pickels	P	P		A
Vacant, Representing MPO/RPO, Delaware Valley Regional Planning Commission	P	P	P	
Mark Murawski, Vice President, Representing MPO/RPO, Lycoming County Planning Commission, Alternate: Tom Hart	P	P	P	P
Brad Penrod, Representing General Public, Pittsburgh International Airport - Alternate: John Serpa	A	P	A	A
Sen. John Rafferty, PA Senate, Alternate: Nathan Spade				
Bryan Rodgers, Representing PA Airport System, University Park Airport, Alternate: William Foster	P		P	P
Barry Schoch, Secretary of Transportation, PennDOT, Alternate: James Ritzman	A	A	A	P
Chris Sever, Representing the Airline Industry, US Airways	P	P	P	P
Tim Tate, Representing FBO, SARA, Alternate: Marshall Stevens	P	A	P	
C. Alan Walker, DCED, Alternate: Paul Opiyo	A	A		A
Sen. John Wozniak, PA Senate, Alternate: Cheryl Hicks	A	A	P	P
Roger Moog, Representing the General Public	P	P		P
VACANT				

Appendix 1



BOA PROJECT SELECTION CRITERIA

Project Priority Evaluation Worksheet

Project No. 123456

Date Evaluated 06/35/xx

Airport Name: Regional Airport

Airport Code 000

Description of Work:

Project Cost: \$ 150,000

Construct Apron

Criterion 1: Airport Class & Activity (20% of total score)	Score	Adjusted Score
SASP Classification (CS/A,I, B, L/SU) <u>A (1.0)</u>		
Enplanements (Sch. Service Only)		
OR Aircraft Factor <u>95</u>		
<i>Enplanement or Factor x Service Class</i>	<u>95</u>	
<i>Score for Criterion 1 (95x20%)</i>		19
Criterion 2: Project Element (20% of total score)		
Runway = 100 points		
Taxiway = 75 points		
Terminal/Apron 50 points		
Landside = 35 points <i>Subtotal</i>	<u>50</u>	
<i>Score for Criterion 2 (50 points x 20%)</i>		10
Criterion 3: Equity and Obligations (10% of total score)		
Total Funding Last 8 years (25x50%) <u>12.5</u>		
Outstanding Obligations (100x50%) <u>50.0</u>		
Subtotal	62.5	
<i>Total Score for Criterion 3 (62.5x10%)</i>		6.25
Criterion 4: Department Goals (50% of total score)		
Department Goal Points <u>SP</u>	<u>100</u>	
<i>Total Score for Criterion 4 (100 x50%)</i>		50.0
Total Project Evaluation Score		85.25

Criteria 1: SASP Classification

	<u>SASP Factor</u>
CS/Advanced (55%)	1.00
Intermediate (23%)	.42
Basic (15%)	.27
Limited/Sp. Use (7%)	.13

Criteria 1: Airport Activity

(One of Three)

Schedule Service

<u>Points</u>	<u>Enplanements</u>
5	< 11,000
15	11,000 - 19,999
50	20,000 - 49,999
85	50,000 - 99,999
95	100,000 - 1,000,000
100	over 1,000,000

Advanced/Intermediate

<u>Points</u>	<u>Aircraft Factors</u>
5	< 10
15	10 - 39
50	40 - 89
85	90 - 149
95	150 - 350
100	over 350

Basic/Limited/Special Use

<u>Points</u>	<u>Aircraft Factors</u>
5	< 10
15	10 - 39
50	40 - 69
85	70 - 99
95	100 - 150
100	over 150

Criteria 1: GA Activity

“Aircraft Factor”

5010 Count

Single Engine = 1 Points x **75 = 75**

Multi Engine = 2 Points x **16 = 32**

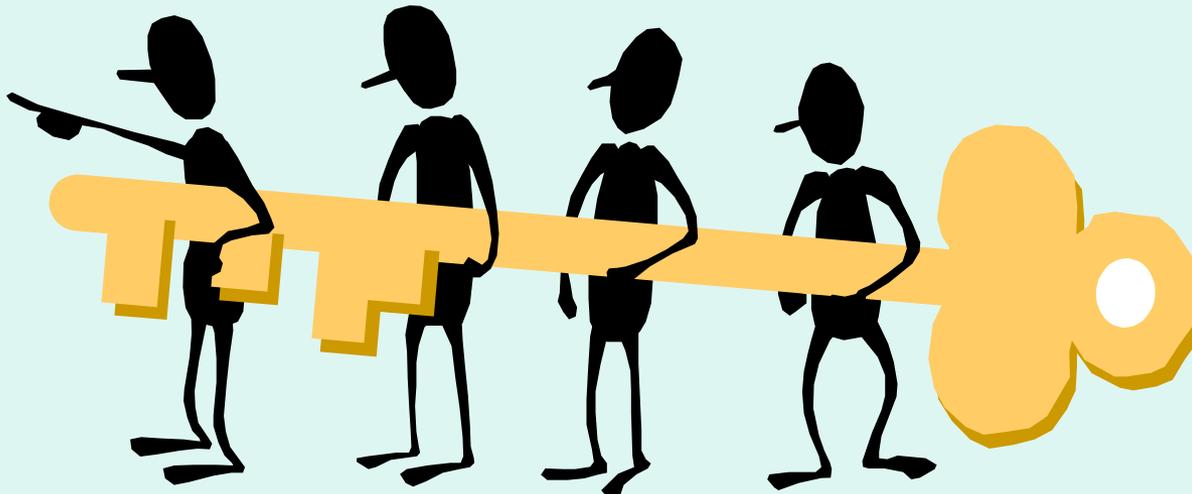
Jets = 3 Points x **24 = 72**

Helicopters = 2 Points x **0 = 0**

Aircraft Factor: **179**

Criteria 2: Project Elements

- Runway/Planning 100 Points
- Taxiway 75 Points
- Terminal/Apron 50 Points
- Landside 35 Points



Criteria 3: Equity & Open Grants

EQUITY	
(50%)	
100	< \$2,000,000
75	\$2,000,001 - \$4,000,000
50	\$4,000,001 - \$6,000,000
25	\$6,000,001 – \$8,000,000

Includes both Federal and State Grants over past 8 years.

OPEN GRANTS		
(50%)		
<u>CS/Advanced</u>	4 or less	100 Points
	More than 4	0 Points
<u>Intermediate</u>	3 or less	100 Points
	More than 3	0 Points
<u>Basic</u>	2 or less	100 Points
	More than 2	0 Points
<u>Limited/SP. Use</u>	1 or less	100 Points
	More than 1	0 Points

Criteria 4: Department Goals

System Preservation	100	Points
Economic Development	75	Points
Intermodal/Planning	50	Points
Other	25	Points

1. System Preservation: Safety, Maintenance or infrastructure type projects.
2. Economic Development: Aviation projects that produce revenue; create jobs (directly or indirectly); or bring in new business to the area.
3. Intermodal: Those projects that establish a link to other modes of transportation.

Appendix 2

PIT CONNECTOR

A nighttime photograph of the Pittsburgh skyline. The Gateway Bridge is illuminated in yellow and spans across the Allegheny River. The city buildings are lit up, with the PPG Place building being a prominent feature in the center. The lights from the bridge and buildings are reflected in the water of the river.

Mead&Hunt

Project Overview & Phase 2 Summary

PIT Connector: Background

2



- 13 Pennsylvania communities had service to PIT when US Airways still operated a PIT hub
 - Last market (MDT) lost nonstop service in August 2008
- PIT has been working on re-establishing service to these communities since 2006
 - Pennsylvania Air Service Committee (PASC)
 - In 2009, Gulfstream announced its intention to fly to MDT & DUJ, but service never started
- In 2011, PASC & PIT issued an RFP for a consultant to pursue the PIT Connector

PIT Connector: Schedule

3

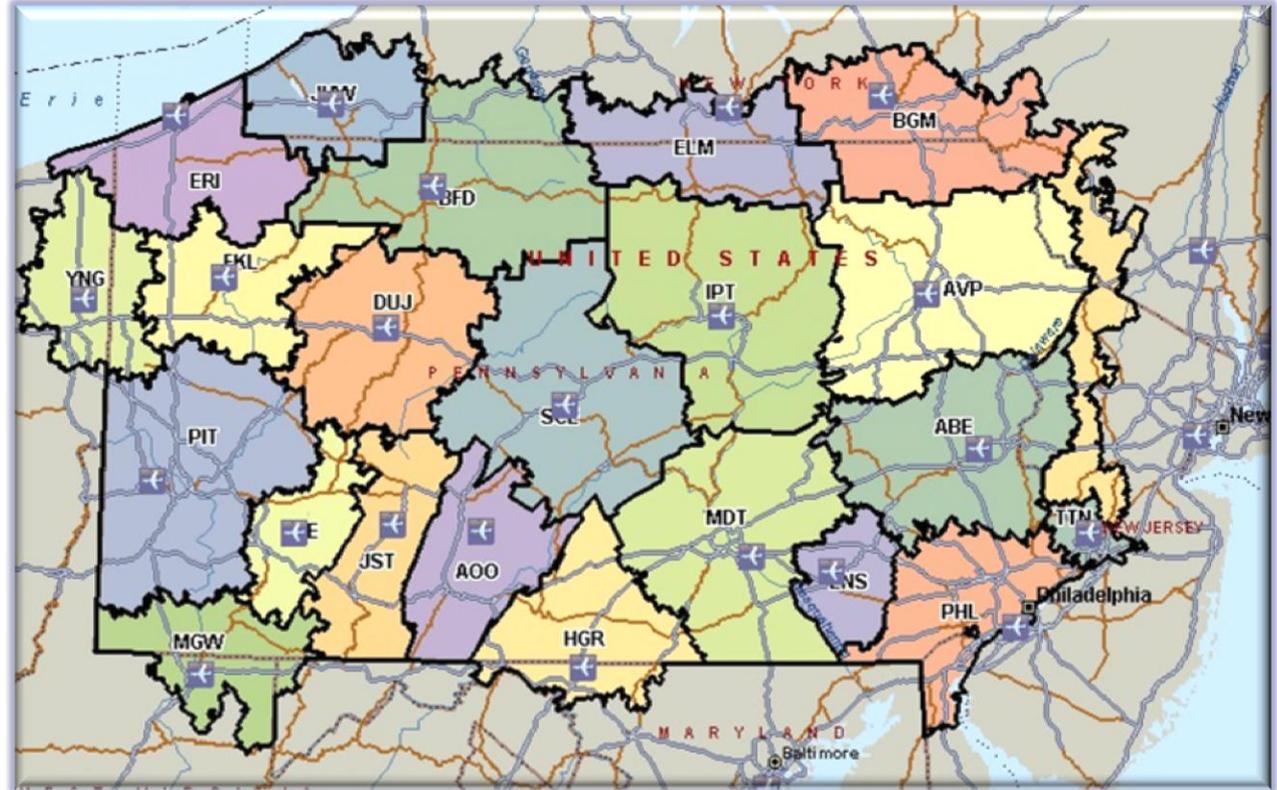
- Four-phase project expected to last approx. 9 months
 - Project formulation & market analysis
 - Route forecasts
 - Airline recruitment & next steps

	Month/Day																		
	1-Aug	15-Aug	1-Sep	15-Sep	1-Oct	15-Oct	1-Nov	15-Nov	1-Dec	15-Dec	1-Jan	15-Jan	1-Feb	15-Feb	1-Mar	15-Mar	1-Apr	15-Apr	1-May
Project scope																			
Phase 1 – Project Formulation																			
Phase 2 – Market Analysis																			
Phase 3 – Route Forecasts																			
Phase 4 – Community Involvement & Next Steps																			

PIT Connector: Goal & Catchment Area

4

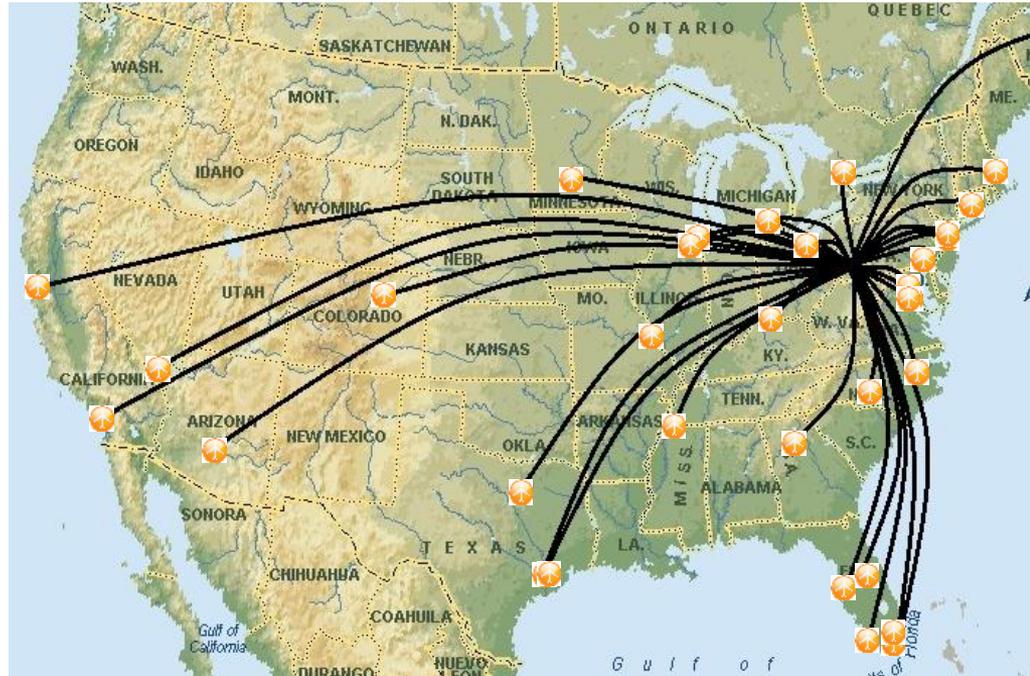
- Goal:
 - To establish demand and recruit airline interest to provide continued and reliable air service to PIT from the 13 PA communities
- Catchment Areas:
 - 13 unique catchment areas encompassing 1,074 zip codes
 - 1.6 Million bookings from 1,019 of these zip codes



PIT Nonstop Service – July 2013

5

- PIT nonstop service
 - 33 Domestic
 - 2 International
 - 161 peak day depts
- ~50% of existing passengers can be met by the current nonstop PIT destinations
- Top airlines
 - Southwest/AirTran – 28.7%
 - US Airways – 24.4%
 - Delta – 19.8%
 - United – 16.7%



Discussion of Phase I/II Results

6



- **Market Sizes**
 - Adequate market sizes overall to support more service
 - Significant amount of diversion amongst the 13 communities
 - (e.g. AOO -> SCE -> MDT)
 - Although market sizes are strong, several communities are disadvantaged geographically
 - LNS has very large true market, but location near MDT and PHL will make service very difficult
 - AOO is ~30 min away from Altoona, while SCE is only 50 min with significantly more service
 - PIT local traffic has historically been low in many of the western communities (due to geographic proximity), which will result in a reliance upon connections only to sustain service

Discussion of Phase I/II Results

7



- Pricing
 - Survey results will help guide local fare structure to PIT
 - Willingness to higher fares are tied with distance to PIT
- Survey
 - 75% of respondents were positive in using service to PIT if available
 - 40% cited Pittsburgh as a frequent destination, highest of any city
 - 55% did not have an issue with a turboprop at all, while another 21% were fine if service was cabin class - only 3% said no to flying one
- Codeshare/Interlines
 - At a minimum will require IET agreements to allow for connections; however, codeshares would be more ideal

Phase III: Route Forecasts

8



- Expected to last ~2.5 months
- Route forecasts will vary
 - Airlines including Trans States, Silver, Cape Air, etc.
 - Aircraft including regional jets, Saab 340s, Beech 1900s & C402
 - Multiple schedule scenarios including nonstop, one-stops, various frequencies
- EAS markets
 - Evaluate potential subsidy levels
- Price sensitivity analysis
 - Varying pricing levels will impact potential demand
- Looking to establish what makes the most sense and what can be sustainable



THANK YOU!

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