

# Air Currents

SUMMER/SPRING 2014

New York Aviation Management Association



## In This Issue

- 02 | Word on the Wing
- 03 | 2014 Aviation Advocacy Day
- 05 | Association News
- 07 | 2014 Fall Conference & Exhibit Show
- 08 | 2014 Fall Conference & Exhibit Sponsors
- 09 | Connecting Student with Internships
- 10 | Legislative Update



## NYAMA, State Aviation Leaders Promote Airport Funding and Jobs at 2014 Aviation Advocacy Day



Aviation industry leaders from around New York State travelled to Albany on March 11 and 12 to meet with legislators during NYAMA's annual Advocacy Day. This year, representatives from NYAMA attended more than 70 targeted meetings with key lawmakers and staff to discuss the importance of a strong aviation industry to the state's economy and future.

"NYAMA's Advocacy Day was a huge success," said NYAMA President Ann Crook.

"NYAMA's Advocacy Day was a huge success," said NYAMA President Ann Crook. "NYAMA members met with legislators and staff at a crucial time during budget negotiations and made substantial progress on priority issues aimed at growing the aviation industry and creating jobs in New York."

At the top of this year's legislative agenda, NYAMA sought the inclusion of the New York State Aviation Jobs Act in the 2015 State Budget. This important tax reform would exempt general aviation aircraft from state sales tax, aligning New York's tax policy with other states in the region. NYAMA representatives met with key members of the State Senate and Assembly to discuss the impact repealing the state sales tax on these aircraft would have on the state economy and succeeded in securing additional support for the bill.

"New York's current tax treatment of general aviation aircraft stifles growth and drives aircraft—and the jobs, economic development, and fuel tax revenue associated with them—to other states," said Ann Crook, NYAMA President. "The state can ill afford to continue to repel such business."

continued on page 3...

ADVANCING AVIATION. ADVANCING NEW YORK!



# Word on the Wing

## Message from the President



Ann B. Crook, AAE  
NYAMA President

## Dear Friend of Aviation:

NYAMA has had an exceptionally busy and exciting 2014 so far—with much more still to come!

Our Advocacy Day was a huge success! We had a positive response to our agenda from legislators, thanks in no small part to the phenomenal turnout and enthusiasm of our members. Once again, we were able to secure \$10 million in dedicated funds for the Aviation Capital Grants Program (AIR'99) as well as state funds to match federal Airport Improvement Program (AIP) grants. Thank you to all who participated!

Immediately following Advocacy Day, NYAMA rallied aviation and business associations from around New York to our cause in our "Pass the AJA" campaign. We utilized new tactics and tools to spread our message and engage legislators and stakeholders, including email and letter writing campaigns and a webinar.

Though the AJA was not passed in the legislature this year, we were able to win numerous legislators to our side and have made great progress in promoting the importance and the potential of this legislation to the Governor's staff. More important, we enhanced NYAMA's influence and further established the Association as the voice of New York's Aviation Industry.

We look forward to seeing everyone next month in Syracuse for our 2014 Fall Conference and Exhibit Show! Syracuse Hancock International Airport has put together an exciting program, including a Women in Aviation panel discussion, Airport Sustainability presentation, and sessions concerning AIP Funding, Dealing with Endangered Species, Creative Uses for Terminal Space, and the Future of FBOs. And, as always, this year's Fall Conference will feature a host of networking opportunities and activities, including tour of Finger Lakes Region Wineries, a Golf Tournament at the Bellevue Country Club, and Thursday's Dinner at the Dinosaur Bar-B-Que.

NYAMA's success is entirely due to the hard work and enthusiasm of members like you! I hope you will join us September 17-19 in Syracuse to celebrate the aviation industry and our Association success! Thank you for your continued dedication and SEE YOU IN SYRACUSE!

Sincerely,

Ann B. Crook, AAE  
NYAMA President  
Director of Aviation; Elmira Corning Regional Airport

# Association News



## 2014 Aviation Advocacy Day *continued from front cover...*

NYAMA also sought full funding for the state match of the federal Airport Improvement Program (AIP) and dedicated funding for airport improvement projects through the state's Airport Capital Improvement program. Though the state budget had originally combined airport funding with other transportation funding, NYAMA was successful in ensuring \$10 million in dedicated aviation funds.

The state's contribution to the AIP must be fully funded to maximize the amount of federal funding available to New York. This year's state budget fell short of covering the state's full contribution to AIP; the anticipated shortfall is slated to be covered, in part, with the \$10 million allotted to Airport Capital Improvement program funds, similar to last year. NYAMA continues to work with state agencies to identify other avenues to cover the state's contribution.

To kick off this year's event, NYAMA hosted a catered evening reception for legislators at the Legislative Office Building. During the reception, NYAMA recognized the members of the New York Legislative Aviation Caucus (NYLAC) with caucus membership certificates. Senator William Larkin was also presented with the NYAMA President's Award for his work as NYLAC Co-chair by NYAMA President Ann Crook.

"Senator Larkin has been a strong and loyal ally to aviation," said Crook. "His work on behalf of NYAMA, New York's airports, and the aviation industry has been an invaluable contribution to the economic prosperity of the state. This award is well deserved."

Thank you to NYAMA's Advocacy Day Committee for helping to plan and organize this year's event, to Assemblywoman Donna Lupardo, Senator William Larkin, to all NYLAC members for their continued support, and to everyone who came to Albany in March to represent NYAMA and New York's aviation industry! ✈



*NYAMA members gathered for a strategy briefing before meeting with legislators*



*Senator William Larking Receives the NYAMA President's Award from Association President Ann Crook*



*Assemblymember Donna Lupardo and NYLAC Co-chair congratulates Sen. Larkin on his award*



◀ From left to right: James Valachovic, Richmor Aviation; Past President Chad Nixon; NYAMA President Ann Crook; Speaker Sheldon Silver; Ken Paskar, Friends of LaGuardia; NYAMA Treasurer Bill McShane; and Michael Schipp, Richmor Aviation



# Association News



## Aviation Students at Advocacy Day

NYAMA hosted three special guests at this year's Advocacy Day. Lacy Dickinson, Cory Clark, and Patrick Batey, students from Vaughn College of Aeronautics and Technology (shown left to right, with Carl Beardsley, NYAMA Board Member and Academic Outreach Committee Chair) joined other NYAMA members in Albany to promote aviation at the legislature.

Lacy, Cory, and Patrick were also in attendance at last year's Fall Conference in Albany and have since remained active in the Association. All three students participated fully in the event, speaking to state legislators at our Tuesday reception and joining NYAMA representatives for meetings with legislators the following day.

## Thank You New York Legislative Aviation Caucus Members!

NYAMA would like to thank the nearly 100 members of the New York Legislative Aviation Caucus (NYLAC). Your support was essential to our legislative successes this year. Special thanks to **Assemblywoman Donna Lupardo** and **Senator William Larkin**, co-chairs of NYLAC, for their dedication and working with NYAMA through the budget process.

### Aviation Caucus Assembly Members

Assemblymember Jeffrion Aubrey | Assemblymember Will Barclay | Assemblymember Kenneth Blankenbush | Assemblymember William Boyland | Assemblymember David Buchwald | Assemblymember Marc Butler | Assemblymember Kevin Cahill | Assemblymember John Ceretto | Assemblymember Jane Corwin | Assemblymember Clifford Crouch | Assemblymember Brian Curran | Assemblymember Michael DenDekker | Assemblymember David DiPietro | Assemblymember Janet Duprey | Assemblymember Steve Englebright | Assemblymember Patricia Fahy | Assemblymember Gary Finch | Assemblymember Michael Fitzpatrick | Assemblymember Christopher Friend | Assemblymember Andrew Garbarino | Assemblymember Joseph Giglio | Assemblymember Andrew Goodell | Assemblymember Alfred Graf | Assemblymember Aileen Gunther | Assemblymember Stephen Hawley | Assemblymember Mark Johns | Assemblymember Stephen Katz | Assemblymember Brian Kolb | Assemblymember Charles Lavine | Assemblymember Pete Lopez | Assemblymember Donna Lupardo | Assemblymember William Magnarelli | Assemblymember Nicole Malliotakis | Assemblymember Margaret Markey | Assemblymember John McDonald | Assemblymember David McDonough | Assemblymember Tom McKevitt | Assemblymember Steve McLaughlin | Assemblymember Michael Miller | Assemblymember Michael Montesano | Assemblymember Robert Oaks | Assemblymember Philip Palmesano | Assemblymember Crystal Peoples-Stokes | Assemblymember Nick Perry | Assemblymember Gary Pretlow | Assemblymember Edward Ra | Assemblymember Andrew Raia | Assemblymember Robert Rodriquez | Assemblymember Joseph Saladino | Assemblymember William Scarborough | Assemblymember Robin Schimminger | Assemblymember Michael Simanowitz | Assemblymember James Skoufis | Assemblymember Robert Sweeney | Assemblymember James Tedisco | Assemblymember Claudia Tenney | Assemblymember Fred Thiele | Assemblymember Matthew Titone | Assemblymember Michele Titus | Assemblymember Raymond Walter | Assemblymember Harvey Weisenberg | Assemblymember David Weprin

### Aviation Caucus Senate Members

Senator Greg Ball | Senator John Bonacic | Senator Philip Boyle | Senator Neil Breslin | Senator John DeFrancisco | Senator Patrick Gallivan | Senator Terry Gipson | Senator Martin Golden | Senator Joseph Griffo | Senator Mark Grisanti | Senator Kemp Hannon | Senator Ruth Hassell-Thompson | Senator Timothy Kennedy | Senator William Larkin | Senator George Latimer | Senator Kenneth LaValle | Senator Elizabeth Little | Senator Kathleen Marchione | Senator George Maziarz | Senator Thomas O'Mara | Senator Kevin Parker | Senator Michael Ranzenhofer | Senator Patty Ritchie | Senator James Seward | Senator Toby Ann Stavisky | Senator Cecilia Tkaczyk | Senator David Valesky | Senator Lee Zeldin

## 2014 Aviation Advocacy Day Snapshots



# Association News



## THANK YOU 2014 ADVOCACY DAY SPONSORS!

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Association

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## Former NYAMA President and Long-time Board Member, Bob Nicholas Retires



◀ Bob Nicholas was honored by the Board at his final Board meeting in June

Effective July 31st, Robert Nicholas, Manager of the Ithaca Tompkins Regional Airport, former NYAMA President, and long-time NYAMA board member, retired. Bob's career spanned five decades and three continents, with many laudable achievements punctuating his nearly 50 years in the aviation industry.

Born in Oxfordshire, England, Bob began his career in aviation in 1966 calculating aircraft weight and balance for British European Airways (later British Airways) with postings around in the Middle East and a four-year stint as a Ground Operations Training Officer.

In 1981, Bob married his wife, Elayne, and immigrated to the United States the following year. He pursued a degree in Human Resources from St. Thomas University in Miami, FL. Bob held several management positions at Ft. Lauderdale/Hollywood International Airport. Bob and his family moved to the Ithaca area in 1989 to take a position at Ithaca Tompkins Regional Airport and, in 1990, he became an American Citizen.

In his 25 years of service to the airport, Bob oversaw over \$50 million in airport improvement projects. Under Bob's direction, Ithaca Tompkins Regional Airport received the 2011 national "Airports Going Green" award for the airport's sustainable master plan project. This prestigious award recognized the value of this project and outstanding leadership in pursuit of sustainability within the aviation industry.

Bob has served on the NYAMA board for 20 years, including a term as Association President from 1995 to 1997. In 2001, he was awarded the prestigious Bill Shea Award.

Post retirement, Bob plans to devote his time to the furniture restoration and bespoke upholstery business, "Big Button Upholstery," that he runs with his wife, and to his other true passion, golf. Following Bob's departure, Michael Hall has taken over as Ithaca Tompkins' interim manager.



# Association News

## NYAMA's Airfield Maintenance Roundtable Peer Review

NYAMA's first Peer Review Session of 2014 was held on June 19. Fortbrand Services presented a well-attended Airfield Maintenance Roundtable hosted by Stewart International Airport and attended by more than 30 total participants from around New York.

The discussion covered a number of significant airfield maintenance topics, including paint stripe removal, pothole repair, and friction testing. Topics such as operational methods, equipment, and best practices were also explored during the Fortbrand Services-led session.

Representatives from the Federal Aviation Administration and from Albany, Buffalo, Elmira, Plattsburgh, Republic, Rochester, Teterboro, and Stewart airports were on hand. Participants also included representatives from Steven Baldwin Associates and Shumaker Engineering, as well as Hi-Lite Airfield Services and Fortbrand Services.

## CEO Summit/ Aviation Law Peer Review

NYAMA's 2014 Peer Reviews continued with two combined sessions, Aviation Law and a CEO Summit, hosted by the Monroe County & Monroe County Airport Authority at Greater Rochester International Airport on Friday, August 15.

Airport Executives gathered for the 4th Annual CEO Summit were joined by several attorneys, including special guest Scott Lewis, Esq. of Anderson & Kreiger, LLP. The CEO Summit and Aviation Law Peer Reviews are a unique opportunity for executives and attorneys to interact with their counterparts from around the state to share best practices and expertise. Attendees discussed a series of vignettes related to various topics in airport management with attorneys providing a legal perspective to the summit.

Attendees included Airport Managers, Chief Operating Officers, Commissioners of Aviation, and Aviation Directors, as well as attorneys, representing Albany International Airport, Buffalo Niagara International Airport, Greater Binghamton Airport, Greater Rochester International Airport, Syracuse Hancock Airport Authority, and Shumaker Engineering.

Following the sessions, attendees were given a special behind-the-scenes sneak peek at the Rochester International Air Show to be held that weekend. This included a front row seat to the USAF Thunderbirds' dress rehearsal!

Thank you to the Greater Rochester International Airport and to all that attended!



## Upcoming Peer Reviews

NYAMA is pleased to announce a Social Media Peer Review Session to be held on Wednesday, October 8th, 2014 at 10:00 am! More information to come!

**Time:** October 8, 2014, 10am-2:00pm

**Registration:** \$60/person; \$45/person for groups of 3+

Contact NYAMA at [info@nyama.com](mailto:info@nyama.com) or 518.432.9973 if you want to attend, or keep a lookout for registration fliers in e-currents.



# Association News



Register Today!  
[www.nyama.com](http://www.nyama.com)

## 2014 Fall Conference & Exhibit Show

SEPTEMBER 17-19, 2014  
CROWNE PLAZA SYRACUSE  
SYRACUSE, NEW YORK

HOSTED BY  
Syracuse Hancock International Airport

### Wednesday, September 17

- ▶ Golf Tournament
- ▶ Finger Lakes Wine Tour
- ▶ "Fly Into Fall" Welcome Reception
- ▶ First-Time Attendee Reception

### Thursday, September 18

- ▶ Breakfast
- ▶ Women in Aviation Panel
- ▶ Lunch and Keynote Speaker
- ▶ Sustainability Efforts at Your Airport Presentation
- ▶ Concurrent Sessions:
  - ▶ Dealing with Endangered Species on Airports
  - ▶ Basics of AIP Funding
- ▶ Concurrent Sessions:
  - ▶ Non-aeronautical Revenue/ Creative Uses for Terminal Space
  - ▶ Future of FBOs/ General Aviation
- ▶ Dinner at the Dinosaur Bar-B-Que

### Friday, September 19

- ▶ Breakfast
- ▶ Tour of Syracuse Hancock International Airport
- ▶ Airport Active Shooter Training

# Association News



## Join These Sponsors!

Companies interested in sponsoring NYAMA's 2014 Fall Conference and Exhibit Show should contact Association Headquarters at 518.432.9973 or [info@nyama.com](mailto:info@nyama.com).

## Thank You!

## 2014 Fall Conference Sponsors



**Sponsorship Levels**   Platinum | \$7,500+   Gold | \$5,000+   Silver | \$2,500+   Bronze | \$1,000+

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National Business Aviation Association







# Association News

NEW YORK  
Aviation Management Association  
NYAMA

## Connect Aviation Students WITH YOUR INTERNSHIPS



**NYAMA is looking to bring our state's best and brightest aspiring young aviation professionals to internships** that will help them break into the aviation industry. NYAMA is interested in hearing from you, our member airports and companies, about what internships are available. This is a great opportunity for students to see what opportunities are available throughout New York, whether they are local or far from home. If you are interested in promoting your aviation internship through NYAMA, please call 518.432.9973 or email [info@nyama.com](mailto:info@nyama.com) for more details. We will post your organization's internship information to NYAMA's website, and continuously promote all internships through *e-currents*.



# Legislative Update

## Governor Declares May 2014 “Aviation Appreciation Month”

For the third consecutive year, Governor Andrew Cuomo celebrated the contributions made by New York’s airports and aviation industry to the state by proclaiming May “Aviation Appreciation Month.”

The resolution was sponsored by New York Legislative Aviation Caucus Co-Chairs Senator William Larkin and Assembly-member Donna Lupardo and passed both houses.

The proclamation lists the benefits afforded to the state by a strong aviation industry, including the specific benefits provided by business and general aviation airports, and recognizes that “the aviation industry plays a critical role in the lives of (New York’s) citizens, as well as in the economic prosperity of the State of New York.”

The proclamation goes on to say, in part:

*“The state’s aviation sector contributes a significant amount of economic benefit to the state; creating over \$50 billion in annual economic activity, employing more than 394,500 New York State residents, and generating \$18 billion in payroll tax revenue and \$4.5 billion in state and local tax revenue annually.*

*“Business aviation is a critical tool for companies in New York to improve efficiency, save money, and open up opportunities for rural areas not served by commercial aviation, thereby bringing new business, investments, and jobs to all areas of the state.”*

## AIP/AIR 99

NYSDOT will set aside \$3 million of the \$10 million NYAMA helped secure for the state AIR99 Capital Program for airport economic and business development to make up the expected shortfall in AIP funding. This will have the effect of reducing the effectiveness of AIR99 by 30%.

To avoid having to cover the AIP funding gap with a portion of the \$10 million budgeted for capital appropriations, NYAMA will explore alternative means to cover the shortfall. NYAMA plans to approach the Governor’s office and the Division of the Budget in September, when the match needed for AIP will be known, to urge that any shortfall be made up through re-appropriations in the program or with available NYSDOT agency discretionary funding.



# Legislative Update



## NYAMA Leads Multiple Association Initiative to Pass the Aviation Jobs Act

The Aviation Jobs Act (S.273-B/A.3677-B), a reform that would exempt business aircraft from state sales tax, is one of the key items on NYAMA's legislative agenda. Passing the AJA would align the state's tax code with neighboring states: an important step toward strengthening the aviation industry by bringing General Aviation aircraft—and the jobs and tax revenue associated with them—back to New York.

Over the past few years, NYAMA has built support for the AJA in the New York State legislature and engaged in an expanded campaign in partnership with NetJets and the Aircraft Owners and Pilots Association this year to pass the legislation. Despite the efforts of NYAMA and its partners, however, the AJA did not pass either house prior to the summer recess of the Legislature.

Though the campaign was not able to succeed in passing the AJA this year, NYAMA secured a number of additional supporters in both houses and helped to advance discussions concerning the AJA with Governor Andrew Cuomo's top staff.

More important, the AJA campaign impelled NYAMA to add three tools to its advocacy repertoire: cross-association partnerships, informational webinars, and a web-based advocacy service. In addition to extending the association's reach and spreading the word about the AJA, these tools represent a more sophisticated approach to stakeholder and legislative outreach that NYAMA will surely utilize in future advocacy efforts.

NYAMA's strategy centered on a letter writing campaign hosted by the online advocacy service, CQRC Engage. This service allows individuals to send a form email to their elected officials, based on the sender's mailing address, in addition to other capabilities.

In support of our letter writing campaign, NYAMA presented a webinar on May 7th to promote the AJA and explain the end-of-session strategy that the association would employ to pass the law. To reach as many aviation interests and stakeholders as possible, NYAMA partnered with national and state aviation and business associations and encouraged their members to take action.

These partners included: the Aircraft Owners and Pilots Association (AOPA), who hosted the webinar; the Long Island Association (LIA); the Long Island Business Aviation Association (LIBAA); the Long Island Professional Aviation Maintenance Association (LIPAMA); the National Air Transportation



**CREATE JOBS  
IN NEW YORK**

**PASS THE AVIATION JOBS ACT!**

**S.273-B / A.3677-B**

New York's aviation industry is bleeding jobs to other states because of our state's onerous tax treatment. The New York Aviation Management Association has been working with Governor Cuomo's office and the State Legislature to **CREATE JOBS IN NEW YORK** in aviation by evening the playing field between New York's aircraft sales tax and that of our neighboring states. We are close to achieving this, but time is running out and we **NEED YOUR HELP!**

Visit [WWW.NYAMA.COM](http://WWW.NYAMA.COM) for more information!

TIME IS RUNNING OUT FOR NEW YORK STATE TO PASS THE AJA AND CREATE JOBS – **MAKE YOUR VOICE HEARD!**

 **CONTACT YOUR LEGISLATORS TODAY!** 

Association (NATA); the National Business Aviation Association (NBAA); NetJets; the Westchester Aviation Association (WAA); and the Westchester Aircraft Maintenance Association (WAMA).

By partnering with similarly aligned associations, NYAMA was able to reach thousands of additional individuals and encourage them to support our efforts. In all, nearly 2,000 total letters were sent to the leaders of the state senate and assembly, to individual members, and to Governor Andrew Cuomo.

NYAMA looks forward to continuing to work with these and other business and aviation associations as we continue our push to pass the AJA and on other future endeavors.

NYAMA will now turn its attention to Governor Andrew Cuomo, whose office continues to show interest in the AJA, with the hope that this tax reform measure can be included in the Governor's Executive Budget proposal in January 2015. ✈️



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