



## AAAE Corporate Committee News

September 6, 2017

Committee Chair [Mark Sapp](#)

Committee Vice Chair [Jon Faucher](#)

AAAE Staff Liaison [Amy Trivette](#)

[Committee Roster](#)



CCCN is a periodic news brief on whazzup with our growing group! The goal of this newsletter is simply to enlist, engage and empower those consultants, contractors, architects, engineers and product/service partners who serve and support the AAAE airports membership.

### 'Indiana' Allan Shapiro



It is with heavy heart that we share the news of our longtime industry friend, and AAAE Corporate Committee colleague's, recent passing. We were informed that Allan was surrounded by his wife of 37 years, Mary, and family members at their Syracuse, NY, home when he passed. Allan recently completed his Corporate Committee Steering Group (CCSG) term and was an ardent and voracious supporter of AAAE and the association's innovation initiatives. RIP Allan; we miss you already...[Read complete obituary.](#)

### Our Corporate Committee Engagement 102 Game Plan

The corporate committee's mission is to foster communication, participation and value with corporate members and AAAE. Our Engagement 102 program will offer all current CC members—as well as other corporate members who are not currently active in our committee—new and improved opportunities to leverage the value of their annual AAAE spend, including closer, more consistent engagement/dialog with the airports membership on many of the various key issues that their committees/initiatives focus upon.

CCSG members will liaise with six of the other AAAE standing committees, as well as AAAE's innovation initiatives, in support of our mission to add value as noted below:

- **Operations, Safety, Planning and Emergency Management – Mark Crosby:** Mark’s experience, both at PDX prior to joining Ross & Baruzzini and as a Brigadier General in the Oregon National Guard.
- **Facilities and Technical Services – Bob Bouta:** Bob’s role with Avis Budget Group’s facility-user experiences and developing concerns related to potential car rental and parking revenue erosion from the TNCs.
- **Environmental Services – Chris Greene:** Chris’s long-standing participation with the NWAAGE and that chapter’s environmental issues focus.
- **Airline Economics and Air Service – Duane Boreham:** Duane’s familiarity and work with airlines, as well as with airports at Q&D Construction.
- **Diversity – Courtney Beamon:** Courtney’s career experience as a role model in support of AAGE’s spotlight on Women in Aviation.
- **Academic Relations – Chad Nixon:** Chad’s prior experience as an adjunct professor for aviation-related courses and in the areas of both academic and military relations.
- **AAGE’s Innovation Initiatives – Ben DeCosta:** Ben’s prior senior airport management experience and his recent ACRP work related to airport innovation.

CCSG liaisons will remain engaged with the airports membership and share pertinent information with corporate members through this newsletter. Our anticipated schedule for CCSG liaison articles between now and the 2018 AAGE Annual Conference in San Diego is:

- October 2017 – Operations, Safety, Planning and Emergency Management – Mark Crosby
- November 2017 – Facilities and Technical Services – Bob Bouta
- December 2017 – Environmental Services – Chris Greene
- January 2018 – Airline Economics and Air Service – Duane Boreham
- February 2018 – Diversity – Courtney Beamon
- March 2018 – Academic Relations – Chad Nixon
- April 2018 – AAGE’s Innovation Initiatives – Ben DeCosta

## Engagement 102 Program Endorsement from AAGE Chair Scott Brockman



I want to thank you for the opportunity to engage with our corporate membership via this newsletter. As the current Chair of AAGE, I am honored to serve all of our members, whether they represent an airport or a corporate partner. One of my points of focus over my years of leadership, whether in the Southeast Chapter AAGE or at the national association, has been recognizing the importance of, and increasing the value to, our corporate partners.

Consistent with that focus, when invited to participate in your Corporate Committee Airport Roundtable at the AAGE Annual Conference several years ago, I jumped at the chance. Participating in that meeting provided me invaluable insight, not only as I navigate the challenges of my own organization, but in my role now as AAGE Chair. The heartfelt welcome, engaging conversation and wonderful feedback I received will stick with me forever, and I promise to come back anytime you will have me.

It is my understanding that your leadership has embarked on an enhanced program called “Engagement 102.” Based on what I know, I am thoroughly impressed with the program and the value it will bring to corporate members. That value is expected to materialize by creating an effective outreach framework for all corporate members to better engage, through new steering group committee liaisons, with the

airport membership. I would encourage you to embrace this concept and to take advantage of this evolving opportunity to enhance the value of your committee membership.

Over my 32-plus years in airport management, I have had the pleasure to work with a countless number of our AAAE Corporate Committee members. During that period, I have also been blessed with the opportunity to build wonderful friendships, whether a contract was in the offing or not. I have come to recognize that, as a group, you truly wish to provide excellent products and services and that all you want is transparency and fairness in the process. I have personally taken that to heart and try to ensure that in all of the business relationships that I engage in, that we strive for a win-win process. I know that all of you want the same thing and for that I thank you.

One of the highlights so far of my six-year journey on the AAAE Executive Committee (EC), was being the EC's representative at the AAAE/ACC Planning, Design, and Construction Symposium in February of this year in New Orleans. The sessions, dialogue, engagement and insight confirmed for me the value that our corporate members strive to provide. I look forward to building upon the strong partnership AAAE has with its corporate members and stand ready to listen and assist in any way that I can. Thanks again!

Scott A Brockman, A.A.E. – President & CEO, Memphis-Shelby County Airport Authority and AAAE Chair

### Next Corporate Committee Meeting Reminder – 2017 National Airports Conference

Caesar's Palace, Las Vegas

Sunday, Oct. 1, 3-5 PM PDT