

Darren Large, A.A.E

VICE PRESIDENT

Derek Martin, MBA, A.A.E.

TREASURER

Sean Hammer, A.A.E.

SECRETARY

Stephen Williams, A.A.E.

PAST PRESIDENT

Zachary Sundquist, A.A.E.

BOARD OF DIRECTORS

David W. Jones, P.E., C.M. Keiva Rodriques, PE, C.M. Kellyann Valentine, A.A.E. Paul Brean, C.M. Chris Dougherty, A.A.E.

AAAE NATIONAL DIRECTORS

Melinda Montgomery, A.A.E. Ed Foster, A.A.E.

REGIONAL EXAMINER

James Pacansky, A.A.E.

Annual Membership Meeting AGENDA

Tuesday, August 13, 2024 Portsmouth, NH 12:30pm – 1:15pm (ET)

Executive Committee:

Darren Large, A.A.E	President
Derek Martin, A.A.E.	Vice President
Sean Hammer, A.A.E.	Treasurer
Stephen Williams, A.A.E.	Secretary
Zachary Sundquist, A.A.E., IACE	Past President

Call Meeting to Order

- I. Welcome & Opening Comments
- II. Approval of minutes from 2024 Nashville, TN Membership Meeting
- III. Executive Committee Reports
 - a. President
 - 2023-2024 YTD recap
 - b. Vice President
 - c. Treasurer
 - Financials Review Year to Date
 - d. Secretary
 - Resolutions
- IV. Board of Examiners Update
- V. Committee Reports/Update Contributing Committee Reports Attached
 - a. Academic Relations (submitted in Nashville, TN)
 - b. Airports Conference (submitted in Nashville, TN)
 - c. Balchen/Post Awards
 - d. Communications Committee
 - e. Corporate Committee
 - f. Diversity, Equity and Inclusion (submitted in Nashville, TN)
 - g. Hub Airports Winter Ops and Deicing Conf
 - h. International Aviation Snow Symposium
 - i. Membership
 - j. ARFF
 - k. Nominating
 - 1. Policy Review Committee
 - m. Professional Development (submitted in Nashville, TN)
 - n. State Rep/Government Affairs
 - o. On Board with Autism
 - p. Young Professionals (submitted in Nashville, TN)



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VI. Policy Review Council

a. Policy Updates

VII. New Business

- a. 2025 NEC Annual Conference Location
- b. 2024 Inclusion in Aviation Conference Philadelphia, PA -Nov 6-8, 2024
 - Hotel: Doubletree by Hilton Philadelphia Center City
- c. National Nominations
 - National Chairs
 - National BOD
 - National Nominating Representative

VIII. 2025 NEC Officer/BOD Nominations

- a. Executive Committee
- b. Board of Directors
- IX. President/Past President Pinning and Comments
- X. Open Floor Discussion Items

Motion to Adjourn

Sunday, April 28, 2024 Nashville, TN 8:30am – 9:45am (CT)

Executive Committee:

Darren Large, A.A.E President
Derek Martin, MBA, A.A.E. Vice President
Sean Hammer, A.A.E. Treasurer
Stephen Williams, A.A.E. Secretary
Zach Sundquist, A.A.E Past President

Call Meeting to Order

I. Welcome & Opening Comments

a. President Large called the meeting to order at 8:40am. He apologized to the members present for the confusion with respect to the both the location of the NEC meeting within the Convention Center as well as unusual set-up of the room. He reminded attendees that the meeting agenda and materials packet was available via the QR code posted in the room. He also indicated that a sign-in sheet was going around and encouraged everyone to sign-in. A quorum was noted as present. President Large thanked everyone for attending and recognized the many past NEC leaders (John Duval, Jeanne Olivier, Tom Rafter, Maria Sheridan, Ed Foster, Marshall Stevens, Melinda Montgomery, Bill Hopper, and Tim Edwards). and other AAAE staff leaders (Maria Bremis) in attendance. He discussed Chapter continuing goals for the remainder of 2024.

II. Approval of minutes from 2023 Denver, CO Annual

a. Motion to approve the minutes from 2023 NEC Annual Conference Business Meeting in Denver, CO Motion by Tom Rafter, A.A.E., seconded by Jeanne Olivier, A.A.E.. All in favor, motion carried.

III. Executive Committee (EC) Reports

a. President

• 2023-2024 YTD recap

- i. President Large gave a brief year-to-date update of the chapter.
- ii. A new board member was welcomed, Chris Dougherty, A.A.E. from the Philadelphia International Airport.
- iii. President Large discussed recent grant awards given by the National AAAE to each Chapter for Leadership Development. He discussed using these proceeds to continue giving back to the membership by established a Leadership Forum/Symposium to be held later this year.
- iv. In March, another very successful Airports Conference was held in Hershey, Pennsylvania. The sessions were well attended and very informative. President Large thanked Ed Foster, A.A.E., IACE, Conference Chair, and the planning committee for their commitment to ensuring that the panels at that conference were diverse and represented our chapter.
- President Large recognized a scholarship recipient for receiving support to attend the AAAE Annual Conference in Nashville, TN. Alexander Rodriguez – Farmingdale State College.
- vi. President Large recognized visitors from AAAE, Todd Hauptli, President/CEO AAAE and Joel Bacon, Executive Vice President,

Government & Public Affairs AAAE. Todd thanked the NEC for the partnership and relationship with AAAE. Joel asked for members support to the Political Action Committee (PAC). (Meeting paused for members to contribute to PAC).

vii. President Large reminded the members that the NEC relies on volunteers and to serve on committees within the chapter. Also, for members to consider serving on the Board of Directors and EC for the NEC.

b. Vice President

• 2023-2024 YTD Update

- i. Vice President Martin thanked those who attended and participated in the NEC Annual Conference in Erie, PA. in August 2023.
- ii. He mentioned the recent NEC events such as the Snow Symposium in Buffalo and upcoming Hub Airports Winter Operations & Deicing Conference in Pittsburgh, PA.

c. Treasurer

• Financials Review - Year to Date Financial Report

- Financials from the most current month were presented in the NEC meeting packet.
- ii. In the interest of time, President Large asked for a motion to approve the financial report. Motion to approve the financial report by John Duval, A.A.E., seconded by Keith Brune, A.A.E., IAP. All in favor of accepting the financial report, motion carried.

d. Secretary

Memberships

- i. Secretary Williams reported that as of the end of March, NEC stood at 575 active members, with a significant number of prospects for whom profiles were created but never became Chapter members. This is seen as where our growth could come from.
- ii. He also again described that Committee positions such as the Academic Relations Committee are going to be available later this year and anyone interested can reach out to any current member.

IV. Committee Reports/Update - Contributing Committee Reports Attached

Committee reports submitted were emailed to the membership prior to the meeting.

a. Academic Relations

- Stephen Williams, A.A.E., stated nothing further to add to the submitted report (report attached). Academic Relations had an exciting year and was happy with the level of engagement with the members. We will be again examining the policy of Community Colleges as potential student chapters.
- He recognized Vaughn College student chapter faculty advisor Dr. William Farrell among the attendees at the meeting today.

b. Airports Conference

- Ed Foster, A.A.E., IACE, reported about the 2024 Airports conference results and discussed the report as submitted (report attached). Once again, the goals for attendance, sponsors, exhibitors, and overall revenue were far exceeded.
- c. Balchen/Post Awards
- d. Communications Committee
- e. Corporate Committee
- f. Diversity, Equity and Inclusion (report attached)
- g. Hub Airports Winter Ops and Deicing Conf
- h. International Aviation Snow Symposium
- i. Membership
- j. ARFF
- k. Nominating
- I. Policy Review Committee

- m. Professional Development
 - Derek Martin, A.A.E, discussed scholarships for Spring and Fall academy.
- n. State Rep/Government Affairs
- o. On Board with Autism
- p. Young Professionals
 - Shon Dempsey, C.M., indicated that the report of the Young Professional Committee was attached, and available for review.

V. New Business

a. National Nominations -

Past President Zach Sundquist, A.A.E. reported nominations were:

- National BOD
 - i. Melinda Montgomery, A.A.E.
 - ii. Ed Foster, A.A.E., IAP
- National Nominating Representative
 - i. Wayne Pennell, A.A.E.
- b. 2024 Annual Conference Portsmouth, NH Aug 11-13, 2024
 - Hotels: Sheraton Portsmouth Harborside Hotel
 - Events: Harbor cruise, historic walking tour, lobster bake

Other planned events and activities were discussed.

- c. NEC Officer nominations Executive Committee and Board of Directors
- d. Annual Host Cities 2024 and beyond
 - It was announced that the 2025 NEC Annual Conference will be held in Baltimore.
 MD hosted by the Maryland Aviation Administration.
 - In year 2026 and 2027, there are several options for which a solicitation will be sent out to determine the level of interest from other perspective hosts, including Albany, NY, Pittsburgh, PA, and Washington, DC.
- e. Financial Reserve Fund
- f. NEC/AAAE DE&I Conference November 2024
 - It is likely that the location for the 2024 DE&I Conference will be Philadelphia, PA in November.

VI. Open Floor Discussion Items

- a. In the interest of time, floor discussion was abbreviated.
- b. A special recognition was again made to FSC student chapter president Alexander Rodriguez.

Motion to Adjourn

President Large asked for a motion to adjourn. Motion by Melinda Montgomery, A.A.E., seconded by Ed Foster, A.A.E. All in favor, motion carried.

Meeting ended at 9:50am.

Respectfully submitted,

Stephen D. Williams, A.A.E. NEC Secretary

2024 NEC Membership Meering

MAME ORGANIZATION EMAIL Stephen D. Nilliaus DKBA Stepher. Williams corb. Jeanne Olivier SMOlivier JOINIEV_DOSE Sonny Supan & guait. com CRAFFERDF / TWOOD A, COM Santho Supone A vlarron Johl Tom Rapter HVN MARIA SheriDAN Privates Global MARIA Eprivatus global cay Ed Foster e fosterelausterasportu Louisher Airpord Deniel Market Floods Charley donid maked of thotograpy on Jshevrine minc. com JASON Sherrin McFALLAND Johnson Tima Dutko ABM Aviation Tina. dutko eaby. con Sophie Burke sburke@erieairport.org ERAA NICK MCLANGHLIN C85 EUGINEERS NMCLAUGHLIN@CSCOS. COM tkitchens & Staymohno TOO KOTCHENS MHT Corl Gross LEB carly 1800s a lebannonhinger Foit-Albert Assoc, dimarcoux@ Foit-albert David Marcoux Shon Dempsey FOK Sdempsey 60 Hy of frederick and .
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REGIONAL EXAMINER

James Pacansky, A.A.E.

Treasurer's Report to the Executive Board of the NEC

Date: August 9, 2024

Balance Sheet Highlights (As of June 30, 2024 – July):

- Total Assets:
 - o \$845,625.70 (an increase of \$188,900.89 from June 30, 2023)
- Total Liabilities:
 - o \$12,032.09 (a decrease of \$12,995.43 from June 30, 2023)
- Total Equity:
 - o \$833,593.61 (an increase of \$201,896.32 from June 30, 2023)

Profit & Loss Highlights (January - June 2024):

- Total Income:
 - \$923,696.25 (an increase of \$116,752.43 from the same period in 2023)
- Total Expenses:
 - \$689,050.95 (an increase of \$54,391.98 from the same period in 2023)
- Net Income:
 - \$234,645.30 (an increase of \$62,360.45 from the same period in 2023)

Checking and Savings Account Summary:

- Checking Account Balance:
 - 0 \$466,117.47
- Money Market (Savings) Account Balance:
 - 0 \$317,494.10
- Total Account Balances:
 - 0 \$783,611.57

Key Points:

- Event Revenue:
 - Significant increases in revenue from the Annual Conference and IASS events.
- Expense Management:
 - Controlled expenses with notable savings in Annual Conference costs.
- Overall Financial Health:
 - Strong financial position with increased assets and equity, and reduced liabilities.

Respectfully submitted,

Sean N. Hammer, A.A.E.
Treasurer, Northeast Chapter AAAE

Northeast Chapter AAAE Balance Sheet

As of June 30, 2024

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	Jun 30, 24	Jun 30, 23	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1020 · Capital Bank Money Market	317,494.10	0.00	317,494.10
1010 - Capital Bank Checking	466,117.47	638,863.44	-172,745.97
1000 - Pioneer Bank	0.00	4,951.32	-4,951.32
Total Checking/Savings	783,611.57	643,814.76	139,796.81
Accounts Receivable	43,955.00	1,889.25	42,065.75
Other Current Assets			
2050 · Prepaid Expenses	7,038.33	0.00	7,038.33
2075 · Due from CC Processor (IRS)	11,020.80	11,020.80	0.00
Total Other Current Assets	18,059.13	11,020.80	7,038.33
Total Current Assets	845,625.70	656,724.81	188,900.89
TOTAL ASSETS	845,625.70	656,724.81	188,900.89
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable	12,032.09	25,027.52	-12,995.43
Total Current Liabilities	12,032.09	25,027.52	-12,995.43
Total Liabilities	12,032.09	25,027.52	-12,995.43
Equity			
5200 · Retained Earnings	598,948.31	459,412.44	139,535.87
Net Income	234,645.30	172,284.85	62,360.45
Total Equity	833,593.61	631,697.29	201,896.32
TOTAL LIABILITIES & EQUITY	845,625.70	656,724.81	188,900.89

Northeast Chapter AAAE Profit & Loss Prev Year Comparison

	Jan - Jun 24	Jan - Jun 23	\$ Change
Income	gent to a market permit of the process to a	and the state of the second of the second	letterikt der enterkasions word.
6100 · Dues Revenue	26,440.00	19,195.00	7,245.00
6200 · Event Revenue			
6201 · Annual Conference (Account - AC01)			
6201.1 · Annual Sponsor	55,654.00	42,575.00	13,079.00
6201.2 · Annual Conference Registration	52,631.50	16,715.00	35,916.50
6201.3 · Annual Conference Exhibitors	27,262.00	11,990.00	15,272.00
Total 6201 · Annual Conference (Account - AC01)	135,547.50	71,280.00	64,267.50
6203 · IASS			
6203.1 · IASS Sponsorship	90,545.00	66,918.00	23,627.00
6203.2 · IASS Exhibitors	132,395.00	103,890.00	28,505.00
6203.3 · IASS Registration	187,520.00	188,660.00	-1,140.00
6203.4 · Snow Schools (Snow School \$)	15,805.00	32,355.00	-16,550.00
6203 · IASS - Other	945.00	0.00	945.00
Total 6203 · IASS	427,210.00	391,823.00	35,387.00
6204 · Large Hub Winter Workshop	0.00	21,194.82	-21,194.82
6206 · Airports Conference Income			
6206.1 · Airports registration	193,590.00	182,550.00	11,040.00
6206.2 · Airports Exhibitors			
6206.21 · Airport Exhibit Extra Attendee	7,780.00	7,735.00	45.00
6206.2 · Airports Exhibitors - Other	43,477.50	45,700.00	-2,222.50
Total 6206.2 · Airports Exhibitors	51,257.50	53,435.00	-2,177.50
6206.3 · Airports Sponsorships	45,500.00	65,155.00	-19,655.00
6206.4 · Airports Conf Income Other	1,045.00	0.00	1,045.00
Total 6206 · Airports Conference Income	291,392.50	301,140.00	-9,747.50
Total 6200 · Event Revenue	854,150.00	785,437.82	68,712.18
6300 · Interest Income	2,494.10	0.00	2,494.10
6400 · Other Income	0.00	2,311.00	-2,311.00
6475 · AAAE Donation	40,612.15	0.00	40,612.15
Total Income	923,696.25	806,943.82	116,752.43
Gross Profit	923,696.25	806,943.82	116,752.43
Expense			
8002 · Administration	96,231.94	93,424.99	2,806.95
8003 - Bank Charge	23,883.46	19,994.99	3,888.47
8100 · Event Expenses			
8101 - Annual Conference			
8101.1 · Hotel	0.00	25,391.58	-25,391.58
8101.5 · Travel	174.20	329.65	-155.45
8101.7 · Social	3,650.00	10,406.00	-6,756.00
8101.9 · Speakers	0.00	-5,000.00	5,000.00
8101.11 · Design	1,845.00	75.00	1,770.00
8101 · Annual Conference - Other	98.42	0.00	98.42
Total 8101 · Annual Conference	5,767.62	31,202.23	-25,434.61

Northeast Chapter AAAE Profit & Loss Prev Year Comparison

	Jan - Jun 24	Jan - Jun 23	\$ Change
8103 · IASS		Libertations of the reservation in the second	Market and color of color the
8103.0 · Venue Food & Beverage	245,829.16	199,366.65	46,462.51
8103.3 · Registration Gifts/Raffle	2,400.00	3,879.04	-1,479.04
8103.4 · Audio Visual	14,341.40	19,202.00	-4,860.60
8103.7 · Hale/Show Set-up	8,454.50	10,401.70	-1,947.20
8103.8 · Games/Exhibitor Engagement	101.32	0.00	101.32
8103.9 · Hospitality	7,863.46	6,981.68	881.78
8103.10 · Awards	1,379.24	322.71	1,056.53
8103.11 · Travel (Leadership/Special)	632.73	1,054.21	-421.48
8103.12 · Planning Meetings Oct/Jun	1,677.92	0.00	1,677.92
8103.14 - Printing/Design	11,468.52	25,632.04	-14,163.52
8103.15 · Buses	3,037.50	8,435.92	-5,398.42
8103.17 · Entertainment	5,000.00	5,000.00	0.00
8103.20 · Opening Ceremony	112.60	0.00	112.60
8103.26 · Rodeo	27,142.93	19,375.88	7,767.05
8103.27 · Sponsorship	8,590.44	0.00	8,590.44
8103.29 - Gratuities	0.00	1,700.00	-1,700.00
8103.30 · Committee Registration	5,907.00	0.00	5,907.00
8103.31 · Travel - Staff	4,985.32	2,838.55	2,146.7
8103.33 · Balchen/Post Award	1,416.74	4,267.60	-2,850.86
8103.99 · Charity Donation	0.00	3,211.00	-3,211.00
8103 · IASS - Other	3,227.38	500.50	2,726.88
Total 8103 · IASS	353,568.16	312,169.48	41,398.68
8106 · Airports Conference (Hershey)			
8106.1 · Hershey Lodge F&B, A/V, Set-up	143,321.63	119,542.76	23,778.8
8106.2 - Promotional & Materials	12,366.99	5,781.86	6,585.13
8106.3 · Printing	3,653.87	3,330.41	323.4
8106.4 · Design	75.00	2,937.50	-2,862.50
8106.5 · Travel	3,339.96	2,491.72	848.24
8106.6 · Donations, Scholarships, Awards	1,116.67	1,186.20	-69.5
8106.8 · Miscellaneous	4,531.89	4,117.71	414.1
8106.10 · Awards Dinner/Special Event	0.00	57.18	-57.18
8106.11 · Awards/Gifts	2,374.01	1,129.88	1,244.1
8106.12 · Hospitality	792.84	1,383.03	-590.1
8106.15 · Planning Meetings and Travel	222.59	1,725.97	-1,503.3
Total 8106 · Airports Conference (Hershey)	171,795.45	143,684.22	28,111.2
al 8100 · Event Expenses	531,131.23	487,055.93	44,075.3
95 - Continuing Education Expense			
8105.1 - ARFF School	0.00	1,740.01	-1,740.0
8105.3 - Mechanics Course	506.39	0.00	506.3
8105.4 · AAAE Donation*	437.59	0.00	437.5
8105.5 · Leadership Retreat	1,394.08	0.00	1,394.0
8105 · Continuing Education Expense - Other	0.00	406.41	-406.4
→			

Northeast Chapter AAAE Profit & Loss Prev Year Comparison

	Jan - Jun 24	Jan - Jun 23	\$ Change
8108 · AAAE Annual Conf Sponsorship	2,500.00	0.00	2,500.00
8300 · Grants and Scholarships			
8300.1 · Grants	184.25	0.00	184.25
8300.2 · Scholarships	55.03	0.00	55.03
8300.4 · Leadership Symposium Grant	12,581.00	0.00	12,581.00
8302 · AAAE Annual Conf. Grant	2,576.22	1,084.95	1,491.27
8305 · IASS Grant	495.53	0.00	495.53
8313 · Russell Hoyt Airport Conf Grant	2,000.00	0.00	2,000.00
8322 · AAAE Scholarship Match	0.00	2,000.00	-2,000.00
Total 8300 · Grants and Scholarships	17,892.03	3,084.95	14,807.08
8401 · Insurance (Insurance)	0.00	1,030.87	-1,030.87
8406 · Miscellaneous	54.76	-19.99	74.75
8407 · Office Expense	180.00	180.00	0.00
8408 · Office Supplies	0.00	1,737.76	-1,737.76
8410 · Membership - Gifts	0.00	11,372.01	-11,372.01
8601 · Postage and Delivery	34.06	53.65	-19.59
8602 · Printing	2,059.27	1,830.04	229.23
8700 · Travel			
8702 · Annual Officers' Meetings	1,155.41	240.90	914.51
8703 · Executive Committee Travel	1,721.93	0.00	1,721.93
8704 · Past Presidents Meeting	0.00	1,335.00	-1,335.00
8710 · Issues Conference	6,818.73	4,615.84	2,202.89
Total 8700 · Travel	9,696.07	6,191.74	3,504.33
8800 · Website Domains/Services	3,050.07	450.63	2,599.44
8801 · Website - Annual Subscription	0.00	6,124.98	-6,124.98
Total Expense	689,050.95	634,658.97	54,391.98
Net Income	234,645.30	172,284.85	62,360.45

	Jan - Jun 24	Budget	\$ Over Budget	% of Budget
income		-		
6100 · Dues Revenue	26,440.00	30,000.00	-3,560.00	88.13%
6200 · Event Revenue				
6201 · Annual Conference (Account - AC01)				
6201.1 · Annual Sponsor	55,654.00	115,000.00	-59,346.00	48.4%
6201.2 · Annual Conference Registration	52,631.50	110,000.00	-57,368.50	47.85%
6201.3 · Annual Conference Exhibitors	27,262.00	45,000.00	-17,738.00	60.58%
Total 6201 · Annual Conference (Account - AC01)	135,547.50	270,000.00	-134,452.50	50.2%
6203 · IASS				
6203.1 · IASS Sponsorship	90,545.00	80,000.00	10,545.00	113.18%
6203.2 · IASS Exhibitors	132,395.00	201,050.00	-68,655.00	65.85%
6203.3 · IASS Registration	187,520.00	170,000.00	17,520.00	110.31%
6203.4 · Snow Schools (Snow School \$)	15,805.00	71,400.00	-55,595.00	22.14%
6203 · IASS - Other	945.00	7,500.00	-6,555.00	12.6%
Total 6203 - IASS	427,210.00	529,950.00	-102,740.00	80.61%
6204 · Large Hub Winter Workshop	0.00	35,000.00	-35,000.00	0.0%
6206 · Airports Conference Income				
6206.1 · Airports registration	193,590.00	170,000.00	23,590.00	113.88%
6206.2 · Airports Exhibitors				
6206.21 · Airport Exhibit Extra Attendee	7,780.00	8,000.00	-220.00	97.25%
6206.2 · Airports Exhibitors - Other	43,477.50	42,000.00	1,477.50	103.52%
Total 6206.2 · Airports Exhibitors	51,257.50	50,000.00	1,257.50	102.52%
6206.3 · Airports Sponsorships	45,500.00	60,000.00	-14,500.00	75.83%
6206.4 · Airports Conf Income Other	1,045.00	0.00	1,045.00	100.0%
Total 6206 · Airports Conference Income	291,392.50	280,000.00	11,392.50	104.07%
Total 6200 · Event Revenue	854,150.00	1,114,950.00	-260,800.00	76.61%
6205 · Continuing Education	,	.,,	,	
6205.0 · ARFF School	0.00	4,500.00	-4,500.00	0.0%
6205.1 · Snow Academy	0.00	45,000.00	-45,000.00	0.0%
6205.2 · Mechanics Course	0.00	15,500.00	-15,500.00	0.0%
Total 6205 · Continuing Education	0.00	65,000.00	-65,000.00	0.0%
6300 · Interest Income	2,494.10	0.00	2,494.10	100.0%
6475 - AAAE Donation	40,612.15	0.00	40,612.15	100.0%
Total Income	923,696.25	1,209,950.00	-286,253.75	76.34%
ss Profit	923,696.25	1,209,950.00	-286,253.75	76.34%
Expense	020,000.20	,,,,		10.01,
8002 · Administration	96,231.94	187,000.00	-90,768.06	51.46%
8003 · Bank Charge	23,883.46	25,000.00	-1,116.54	95.53%
8008 · Dues and Subscriptions	0.00	5,000.00	-5,000.00	0.09
8100 · Event Expenses	0.00	0,000.00	0,000.00	0.0
8101 · Annual Conference				
8101.1 · Hotel	0.00	110,000.00	-110,000.00	0.00
8101.4 · Promotional	0.00	2,500.00	-2,500.00	0.0%
	U.UU	2.500.00	=Z.DUU.UU	U (17)

	Jan - Jun 24	Budget	\$ Over Budget	% of Budget
8101.6 - Misc	0.00	2,500.00	-2,500.00	0.0%
8101.7 · Social	3,650.00	25,000.00	-21,350.00	14.6%
8101.8 · Printing	0.00	2,700.00	-2,700.00	0.0%
8101.9 · Speakers	0,00	10,000.00	-10,000.00	0.0%
8101.11 · Design	1,845.00	2,000.00	-155.00	92.25%
8101.12 · Past Presidents One Room Night	0.00	3,500.00	-3,500.00	0.0%
8101.13 · Petty Cash	0.00	1,000.00	-1,000.00	0.0%
8101 · Annual Conference - Other	98.42	1,000.00	-901.58	9.84%
Total 8101 · Annual Conference	5,767.62	168,200.00	-162,432.38	3.43%
8103 · IASS	0,707.02	100,200.00	-102,402.00	3.4376
8103.0 · Venue Food & Beverage	245,829.16	199,866.57	45,962.59	123.0%
8103.3 · Registration Gifts/Raffle	2,400.00	8,000.00	-5,600.00	30.0%
8103.4 · Audio Visual	14,341.40	20,000.00	-5,658.60	71.71%
8103.6 · Grand Prize	0.00	3,500.00	-3,500.00	0.0%
8103.7 · Hale/Show Set-up	8,454.50	15,000.00	-6,545.50	56.36%
8103.8 - Games/Exhibitor Engagement	101.32	0.00	101.32	100.0%
8103.9 · Hospitality	7,863.46	2,000.00	5,863,46	393.17%
8103.10 · Awards	1,379.24	5,000.00	-3,620.76	27.59%
8103.11 · Travel (Leadership/Special)	632.73	5,000.00	-4,367.27	12.66%
8103.12 · Planning Meetings Oct/Jun	1,677.92	1,000.00	677.92	167.79%
8103.13 · Speakers	0.00	7,500.00	-7,500.00	0.0%
8103.14 · Printing/Design	11,468.52	17,000.00	-5,531.48	67.46%
8103.15 · Buses	3,037.50	10,000.00	-6,962.50	30.38%
8103.17 · Entertainment	5,000.00	7,000.00	-2,000.00	71.43%
8103.20 · Opening Ceremony	112.60	0.00	112.60	100.0%
8103.26 · Rodeo	27,142.93	27,000.00	142.93	100.53%
8103.27 · Sponsorship	8,590.44	0.00	8,590.44	100.03%
8103.30 · Committee Registration	5,907.00	1,200.00	4,707.00	492.25%
8103.31 · Travel - Staff	4,985.32	6,600.00	-1,614.68	75.54%
8103.33 · Balchen/Post Award	1,416.74	0.00	1,416.74	100.0%
8103.99 · Charity Donation	0.00	10,000.00	-10,000.00	0.0%
8103 · IASS - Other	3,227.38	3,800.00	-572.62	84.93%
Total 8103 · IASS	353,568.16	349,466.57	4,101.59	
8106 · Airports Conference (Hershey)	333,300.10	345,400.37	4,101.59	101.17%
8106.1 · Hershey Lodge F&B, A/V, Set-up	1/12 224 62	125,000.00	19 201 62	114 000/
8106.2 · Promotional & Materials	143,321.63 12,366.99	·	18,321.63	114.66%
8106.3 · Printing	3,653.87	7,500.00	4,866.99	164.89%
8106.4 · Design	•	4,000.00	-346.13	91.35%
8106.5 · Travel	75.00	3,000.00	-2,925.00	2.5%
	3,339.96	4,000.00	-660.04	83.5%
8106.6 - Donations, Scholarships, Awards	1,116.67	1,000.00	116.67	111.67%
8106.8 · Miscellaneous	4,531.89	5,000.00	-468.11 2.500.00	90.64%
8106.9 · 5K	0.00	2,500.00	-2,500.00	0.0%
8106.10 · Awards Dinner/Special Event	0.00	20,000.00	-20,000.00	0.0%
8106.11 · Awards/Gifts	2,374.01	2,000.00	374.01	118.7%

San - Jun 24 Budget \$ Over Budget % of Bu
8106.13 · Opening Ceremony- Color Guard 0.00 750.00 -750.00 8106.14 · Keynote 0.00 10,000.00 -10,000.00 8106.15 · Planning Meetings and Travel 222.59 2,500.00 -2,277.41
8106.14 · Keynote 0.00 10,000.00 -10,000.00 8106.15 · Planning Meetings and Travel 222.59 2,500.00 -2,277.41
8106.15 · Planning Meetings and Travel 222.59 2,500.00 -2,277.41
Total 8106 · Airports Conference (Hershev) 171 795 45 188 750 00 _16 954 55 01
Total 8100 · Event Expenses 531,131.23 706,416.57 -175,285.34 75
8105 · Continuing Education Expense
8105.1 · ARFF School 0.00 2,000.00 -2,000.00
8105.2 · Snow Academy 0.00 2,000.00 -2,000.00
8105.3 · Mechanics Course 506.39 2,000.00 -1,493.61 25
8105.4 · AAAE Donation* 437.59 0.00 437.59 10
8105.5 · Leadership Retreat 1,394.08
Total 8105 · Continuing Education Expense 2,338.06 6,000.00 -3,661.94 38
8108 · AAAE Annual Conf Sponsorship 2,500.00 3,000.00 -500.00 83
8300 · Grants and Scholarships
8300.1 · Grants 184.25 4,500.00 -4,315.75
8300.2 · Scholarships 55.03 2,500.00 -2,444.97
8300.4 · Leadership Symposium Grant 12,581.00 0.00 12,581.00 10
8301 · Accreditation Incentive Grant 0.00 15,000.00 -15,000.00
8302 · AAAE Annual Conf. Grant 2,576.22 3,000.00 -423.78 85
8305 · IASS Grant 495.53 6,000.00 -5,504.47
8306 · Steve Adams Student Grant 0.00 4,000.00 -4,000.00
8307 · ASOS School Grant 0.00 6,000.00 -6,000.00
8308 · AAAE Co-Funded Internship Grant 0.00 1,500.00 -1,500.00
8309 · Hub Winter Op. Conf Scholarship 0.00 2,000.00 -2,000.00
8310 · Annual Conf. Registration Grant 0.00 1,500.00 -1,500.00
8311 · Non-Hub/GA Airports Conf Grant 0.00 2,000.00 -2,000.00
8312 · Richard Williams Grant 0.00 3,000.00 -3,000.00
8313 · Russell Hoyt Airport Conf Grant 2,000.00 2,000.00 0.00 10
8314 · ARFF School Grant 0.00 2,500.00 -2,500.00
8315 · Airport Prof. Exchange Grant 0.00 1,500.00 -1,500.00
8317 · Internship Grant 0.00 2,000.00 -2,000.00
8318 · Buddy Comeau Scholarship 0.00 2,000.00 -2,000.00
8319 · Cecil B. Sutton Scholarship 0.00 2,000.00 -2,000.00
8320 - Barbara Patzner AAE Grant 0.00 4,500.00 -4,500.00
8322 - AAAE Scholarship Match 0.00 90,000.00 -90,000.00
8323 - AAAE Fdn Annual Contribution 0.00 7,500.00 -7,500.00
8324 · AAAE Fdn DEI Annual Contributio 0.00 5,000.00 -5,000.00
8300 - Grants and Scholarships - Other 0.00 5,000.00 -5,000.00
Total 8300 · Grants and Scholarships 17,892.03 175,000.00 -157,107.97 1
8401 · Insurance (Insurance) 0.00 2,500.00 -2,500.00
8404 · Marketing 0.00 2,500.00 -2,500.00
8406 · Miscellaneous 54.76 3,000.00 -2,945.24
8407 · Office Expense 180.00 1,500.00 -1,320.00

	Jan - Jun 24	Budget	\$ Over Budget	% of Budget
8408 · Office Supplies	0.00	1,500.00	-1,500.00	0.0%
8410 · Membership - Gifts	0.00	500.00	-500.00	0.0%
8601 · Postage and Delivery	34.06	0.00	34.06	100.0%
8602 · Printing	2,059.27	3,500.00	-1,440.73	58.84%
8605 · Tax Preparation	0.00	750.00	-750.00	0.0%
8700 · Travel				
8702 · Annual Officers' Meetings	1,155.41	4,000.00	-2,844.59	28.89%
8703 · Executive Committee Travel	1,721.93	3,000.00	-1,278.07	57.4%
8704 · Past Presidents Meeting	0.00	12,000.00	-12,000.00	0.0%
8706 · National Airports Conference	0.00	2,000.00	-2,000.00	0.0%
8707 · Planning Meetings (Staff)	0.00	2,500.00	-2,500.00	0.0%
8708 · Interview Panel Travel	0.00	4,000.00	-4,000.00	0.0%
8710 · Issues Conference	6,818.73	5,500.00	1,318.73	123.98%
Total 8700 · Travel	9,696.07	33,000.00	-23,303.93	29.38%
8800 · Website Domains/Services	3,050.07	1,200.00	1,850.07	254.17%
8801 · Website - Annual Subscription	0.00	5,500.00	-5,500.00	0.0%
Total Expense	689,050.95	1,162,866.57	-473,815.62	59.26%
Net Income	234,645.30	47,083.43	187,561.87	498.36%

Northeast Chapter AAAE IASS (IASS SnoPo) YTD

	Jan - Jun 24	Budget
Income	624-566 000 November (1994)	market of productions of the second second
6200 · Event Revenue		
6203 · IASS		
6203.1 · IASS Sponsorship	90,545.00	80,000.00
6203.2 · IASS Exhibitors	132,395.00	201,050.00
6203.3 · IASS Registration	187,520.00	170,000.00
6203.4 · Snow Schools (Snow School \$)	15,805.00	71,400.00
6203 · IASS - Other	945.00	7,500.00
Total 6203 · IASS	427,210.00	529,950.00
Total 6200 · Event Revenue	427,210.00	529,950.00
Total Income	427,210.00	529,950.00
Gross Profit	427,210.00	529,950.00
Expense	r	·
8100 · Event Expenses		
8103 - IASS		
8103.0 · Venue Food & Beverage	245,829.16	199,866.57
8103.3 · Registration Gifts/Raffle	2,400.00	8,000.00
8103.4 · Audio Visual	14,341.40	20,000.00
8103.6 · Grand Prize	0.00	3,500.00
8103.7 · Hale/Show Set-up	8,454.50	15,000.00
8103.8 · Games/Exhibitor Engagement	101.32	0.00
8103.9 · Hospitality	7,863.46	2,000.00
8103.10 · Awards	1,379.24	5,000.00
8103.11 · Travel (Leadership/Special)	632.73	5,000.00
8103.12 · Planning Meetings Oct/Jun	1,677.92	1,000.00
8103.13 · Speakers	0.00	7,500.00
8103.14 · Printing/Design	11,468.52	17,000.00
8103.15 · Buses	3,037.50	10,000.00
8103.17 · Entertainment	5,000.00	7,000.00
8103.20 · Opening Ceremony	112.60	0.00
8103.26 · Rodeo	27,142.93	27,000.00
8103.27 · Sponsorship	8,590.44	0.00
8103.30 · Committee Registration	5,907.00	1,200.00
8103.31 · Travel - Staff	4,985.32	6,600.00
8103.33 · Balchen/Post Award	1,416.74	0.00
8103.99 · Charity Donation	0.00	10,000.00
8103 · IASS - Other	3,227.38	3,800.00
Total 8103 · IASS	353,568.16	349,466.57
Total 8100 · Event Expenses	353,568.16	349,466.57
Total Expense	353,568.16	349,466.57
Net Income	73,641.84	180,483.43

Northeast Chapter AAAE Hershey Conference YTD

	Jan - Jun 24	Budget
Income	terenden nu van trus verdienstener	
6200 · Event Revenue		
6206 · Airports Conference Income		
6206.1 · Airports registration	193,590.00	170,000.00
6206.2 · Airports Exhibitors		
6206.21 · Airport Exhibit Extra Attendee	7,780.00	8,000.00
6206.2 · Airports Exhibitors - Other	43,477.50	42,000.00
Total 6206.2 · Airports Exhibitors	51,257.50	50,000.00
6206.3 · Airports Sponsorships	45,500.00	60,000.00
6206.4 · Airports Conf Income Other	1,045.00	0.00
Total 6206 · Airports Conference Income	291,392.50	280,000.00
Total 6200 - Event Revenue	291,392.50	280,000.00
Total Income	291,392.50	280,000.00
Gross Profit	291,392.50	280,000.00
Expense		
8100 · Event Expenses		
8106 · Airports Conference (Hershey)		
8106.1 Hershey Lodge F&B, A/V, Set-up	143,321.63	125,000.00
8106.2 · Promotional & Materials	12,366.99	7,500.00
8106.3 - Printing	3,653.87	4,000.00
8106.4 · Design	75.00	3,000.00
8106.5 · Travel	3,339.96	4,000.00
8106.6 · Donations, Scholarships, Awards	1,116.67	1,000.00
8106.8 · Miscellaneous	4,531.89	5,000.00
8106.9 · 5K	0.00	2,500.00
8106.10 · Awards Dinner/Special Event	0.00	20,000.00
8106.11 - Awards/Gifts	2,374.01	2,000.00
8106.12 · Hospitality	792.84	1,500.00
8106.13 - Opening Ceremony- Color Guard	0.00	750.00
8106.14 · Keynote	0.00	10,000.00
8106.15 · Planning Meetings and Travel	222.59	2,500.00
Total 8106 · Airports Conference (Hershey)	171,795.45	188,750.00
Total 8100 · Event Expenses	171,795.45	188,750.00
Total Expense	171,795.45	188,750.00
Net Income	119,597.05	91,250.00

Northeast Chapter AAAE Annual Conference YTD

	Jan - Jun 24	Budget
Income		most market and a construction of the second
6200 · Event Revenue		
6201 · Annual Conference (Account - AC01)		
6201.1 · Annual Sponsor	55,654.00	115,000.00
6201.2 · Annual Conference Registration	52,631.50	110,000.00
6201.3 · Annual Conference Exhibitors	27,262.00	45,000.00
Total 6201 · Annual Conference (Account - AC01)	135,547.50	270,000.00
Total 6200 · Event Revenue	135,547.50	270,000.00
Total Income	135,547.50	270,000.00
Gross Profit	135,547.50	270,000.00
Expense		
8100 · Event Expenses		
8101 · Annual Conference		
8101.1 · Hotel	0.00	110,000.00
8101.4 · Promotional	0.00	2,500.00
8101.5 · Travel	174.20	8,000.00
8101.6 · Misc	0.00	2,500.00
8101.7 · Social	3,650.00	25,000.00
8101.8 · Printing	0.00	2,700.00
8101.9 · Speakers	0.00	10,000.00
8101.11 · Design	1,845.00	2,000.00
8101.12 · Past Presidents One Room Night	0.00	3,500.00
8101.13 · Petty Cash	0.00	1,000.00
8101 · Annual Conference - Other	98.42	1,000.00
Total 8101 · Annual Conference	5,767.62	168,200.00
Total 8100 - Event Expenses	5,767.62	168,200.00
Total Expense	5,767.62	168,200.00
Net Income	129,779.88	101,800.00



Darren Large, A.A.E

VICE PRESIDENT

Derek Martin, MBA, A.A.E.

TREASURER

Sean Hammer, A.A.E.

SECRETARY

Stephen Williams, A.A.E.

PAST PRESIDENT

Zachary Sundquist, A.A.E.

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AAAE NATIONAL DIRECTORS

Melinda Montgomery, A.A.E. Ed Foster, A.A.E.

REGIONAL EXAMINER

James Pacansky, A.A.E.

2024 Committee Report

ACADEMIC RELATIONS COMMITTEE

- I. <u>Chair & Committee Members</u>: Stephen Williams, A.A.E., Chair, Benjamin Clendaniel, C.M., James Pacansky, A.A.E., Kelvin Lesene, Darren Large, A.A.E. and Sean Hammer, A.A.E – EC Liaison.
- II. <u>Function of the Committee</u>: Provide opportunities for Northeast Chapter students through networking with industry professionals and other NEC student chapters.
- III. <u>Date of last meeting</u>: Friday April 19, 2024 via Zoom
- IV. Date of next meeting: Friday May 17, 2024 via Zoom
- V. <u>Action Items Completed</u>: Existing Student Chapters made visits to various airports in the region; 10 students and their Faculty Advisor from Farmingdale State (FSC) and Delaware State University attended the 2024 NEC Airports Conference in Hershey, PA; 6 of these were awarded Chapter scholarships to attend. Coordinated summer internship opportunities for student members; Added regular participation from Community Colleges with existing Aviation Programs.
- VI. <u>Action Items In-progress and Notes</u>: Delaware State University's Student Chapter is still in formation; expecting two students and a Faculty Advisor from the FSC Student Chapter to attend the Annual Convention in Nashville in April 2024.
- VII. <u>Announcements</u>: NEC Student members are invited to the YoPro mixer in Nashville. One student (FSC Vice President Ethan Bassis) was awarded the Chapter's Steve Adams Scholarship to attend the AAAE National Annual Convention.
- VIII. <u>Questions for the board/membership</u>: Committee continues to seek participation/contacts/introductions from any NEC members familiar with regional Community Colleges with existing Aviation Programs.
- IX. Other Notes: The ARC is looking for a new Committee Chair to serve in this capacity for 2025 and beyond.

-- END OF REPORT--



Darren Large, A.A.E.

VICE PRESIDENT

Derek Martin, MBA, A.A.E.

TREASURER

Sean Hammer, A.A.E.

SECRETARY

Stephen Williams, A.A.E.

PAST PRESIDENT

Zachary Sundquist, A.A.E.

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REGIONAL EXAMINER

James Pacansky, MBA, CPA, A.A.E.

2024 Committee Report

AIRPORT CONFERENCE COMMITTEE

I. Chair & Committee Members: Chair

Ed Foster, A.A.E., IACE, Chair Dave Jones, PE, Vice Chair

Committee members - Guillermo Felix, Ybrahina Cohen, Belinda Svirbely, Kirsten Brown, Dick Williams, Sanjay Chaudhury, David Montiverdi, Monica Geygan, Rey Ehtesham, Jim Stroup, Darren Large, Derek Martin, Sean Hammer, Stephen Williams,

- II. Function of the Committee:
- To plan, organize and facilitate the NEC AAAE Airports Conference
- III. Date of last meeting:
 - March 24, 2024 Hershey Lodge
- IV. Date of next meeting:Planning a in person meeting in June, 2024
 - officially kick of the conference planning and sponsorship campaign.
 - Conference after action review for 2024
- V. Action Items Completed:
- VI. Action Items In-progress and Notes:
- VII. Announcements:
- VIII. Questions for the board/membership:
- IX. Other Notes: Committee Chair will be attending the AAAE Annual and will be present at the membership meeting to deliver the report in person and answer questions.

Conference Revenue Recap:

- 2024 Airports Conference
- Registration Revenue:

O Attendees:

\$224,450.00

Attendee Goal:

\$170,000.00 (\$54,450 over goal)

O Sponsors:

\$65,000.00

Sponsor Goal:

\$60,000.00 (\$5,000 over goal)

O Exhibitor:

\$51,230.00

Exhibitor Goal:

\$42,000.00 (\$9,230 over goal)

O Addl Booth rep

\$12,340.00

Exhibitor Goal:

\$8,000.00 (\$4,340 over goal)

Total Gross Profit

\$353,020.00



Darren Large, A.A.E.

VICE PRESIDENT

Derek Martin, MBA, A.A.E.

TREASURER

Sean Hammer, A.A.E.

SECRETARY

Stephen Williams, A.A.E.

PAST PRESIDENT

Zachary Sundquist, A.A.E.

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AAAE NATIONAL DIRECTORS

Melinda Montgomery, A.A.E. Ed Foster, A.A.E.

REGIONAL EXAMINER

James Pacansky, MBA, CPA, A.A.E.

2024 Committee Report

DIVERSITY, EQUITY, AND INCLUSION COMMITTEE

Chair & Committee Members:

Keiva Rodriques, Chair

Dejuan Hardy, Vice-Chair

Crissy Milnor, Vice-Chair

Committee Members: Derek Martin, Dejuan Hardy, Kyle Thomas, Chuck Dennie, Mary Scheuermann, Nick McLaughlin, Earlyne Alexander, Kellyann Valentine, Hashem Obdeillah, Jean Lesicka, Otha Ward, Ray Mizener, Regan Teel

- II. Function of the Committee: The purpose of the committee is to enhance the environment for diversity, equity, and inclusion across the chapter.
- III. Date of last meeting: March 19, 2024
- IV. Date of next meeting: May 14, 2024
- V. Action Items Completed:
- Welcomed two new Vice Chairs!

In February, the NEC AAAE DE&I Committee ("the Committee") kicked off the new year with an exciting announcement. Dejuan Hardy of Niagara Falls Transportation Authority and Chrissy Milnor of the Maryland Aviation Administration were announced as the Vice-Chairs of the Committee.

New members.

The committee gained several members since last year. New members are welcomed and celebrated at every meeting. Each new member is asked to introduce themselves and to share the reason for their decision to join the committee.

3. Women's History Month Recognition

Celebrated Women's History Month by highlighting the accomplishments of notable women in aviation throughout history. Recognition was given through all the Chapter's social media platforms.

The Chapter celebrated Women's History Month with a hashtag campaign. We asked for airports and airport partners to ioin us in celebrating by posting



Darren Large, A.A.E.

VICE PRESIDENT

Derek Martin, MBA, A.A.E.

TREASURER

Sean Hammer, A.A.E.

SECRETARY

Stephen Williams, A.A.E.

PAST PRESIDENT

Zachary Sundquist, A.A.E

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AAAE NATIONAL DIRECTORS

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REGIONAL EXAMINER

James Pacansky, MBA, CPA, A.A.E.

5. Solicited nominations for the 4th Annual Diversity, Equity, and Inclusion Awards.

We are soliciting nominations for our 4th Annual Diversity, Equity, and Inclusion Awards. This year, the selection committee will accept video nominations for both the Airport and Airport Partners categories. The nomination period will close on June 10, 2024, and the review process will begin. The DE&I awards will be presented at the NEC AAAE Annual Conference in August.

- VI. Action Items In-progress and Notes:
 - The Committee will host a NEC AAAE DEI All Inclusive Insights Trivia event on May 20, 2024.
 - Prepared for 2024 Inclusion in Aviation Conference The NEC AAAE
 DEI Committee will support the AAAE/NEC AAAE Inclusion in
 Aviation Conference that's scheduled to take place in November.
 - Presentation of the 4th Annual Diversity, Equity, and Inclusion Awards.
- VII. Announcements:
- VIII. Questions for the board/membership:
- IX. Other Notes:

-- END OF REPORT--



Darren Large, A.A.E.

VICE PRESIDENT

Derek Martin, MBA, A.A.E.

TREASURER

Sean Hammer, A.A.E.

SECRETARY

Stephen Williams, A.A.E.

PAST PRESIDENT

Zachary Sundquist, A.A.E

BOARD OF DIRECTORS

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AAAE NATIONAL DIRECTORS

Melinda Montgomery, A.A.E. Ed Foster, A.A.E.

REGIONAL EXAMINER

James Pacansky, MBA, CPA, A.A.E.

2024 Committee Report

YOUNG PROFESSIONALS COMMITTEE

I. Chair & Committee Members:

Shon Dempsey, A.A.E. - Co-Chair Sydney Seney, P.E. - Co-Chair Ray Ehtesham, P.E. - Communications Chair Brianna Whiteman - Secretary Evan Hardie, C.M. - Officer

Trent Tugas - Officer

II. Function of the Committee:

To promote engagement of future leaders and to provide career development, networking, and educational opportunities.

III. Date of last meeting:

Thursday, April 11th, 2024

IV. Date of next meeting:

Thursday, May 9th, 2024

V. Action Items Completed:

Field trip to AAAE HQ in Alexandria, VA on June 29th, 2023

5 Certified Young Professionals pinned at NEC Annual Conference in August. 7 members are currently in progress.

Extremely successful first year of the YoPro led Career Panel at the NEC Airports Conference this year.

VI. Action Items In-progress and Notes:

NEC YoPro PHL Airport tour on Friday, May 3rd, 2024. 10 registered to attend.

Planning for second YoPro led Career Panel at 2025 NEC Airports Conference.

Fall YoPro Meetup/Field Trip TBD

VII. Announcements:

VIII. Questions for the board/membership:

IX. Other Notes: