

**CONFERENCE HOST**



NEW YORK  
Aviation Management Association  
NYAMA



# NYAMA FALL CONFERENCE

AVIATION HISTORY IN WESTERN NY

**HYATT REGENCY, BUFFALO, NY**

**SEPTEMBER 12-14, 2017**

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on all of your social media posts

# THANK YOU

## 2017 Fall Conference Sponsors

### HOST SPONSOR

### Platinum Sponsor



### Gold



### Silver



### Bronze



# Welcome to Buffalo!

**On behalf of the New York Aviation Management Association (NYAMA) and our 2017 Fall Conference host; the Buffalo Niagara International Airport, I'd like to welcome you to the City of Buffalo!**

Since its first airmail and passenger service flight to Cleveland in December 1927, and as the home of Curtiss Aeroplane and Motor Company, Buffalo has truly been one of the key centers of aviation. As NYAMA's flagship event, the Fall Conference is an opportunity for all of us to immerse in the rich history of aviation in Western New York; I am very eager to experience all that the Buffalo area has to offer.

NYAMA is now kicking off the next 40 years and beyond! I am proud to report that we continued with yet another successful legislative session which resulted in an additional \$10 Million in airport capital grant funding for a total of \$20 Million for the 2017 solicitation. An additional \$2.5 Million will also be added to the \$4 Million AIP appropriation. Furthermore, NYAMA was instrumental in advocating for the insertion of critical language in the new Transportation Network Companies (TNC) legislation. This language protected and maintained the ability of airports to regulate the operations of transportation network companies like UBER and Lyft.

I would like to thank Governor Cuomo, the Co-Chairs of the New York Legislative Aviation Caucus, Assemblywoman Donna Lupardo, Senator Phil Boyle, and the other members of the State Legislature for their leadership and support of the aviation industry in New York.

This year's Fall conference includes many engaging sessions which will discuss the challenges that airports face on a regular basis. From understanding and improving the passenger experience, to TNC operations, and lastly, to important updates from our aviation partners; I hope that you find these sessions meaningful and that they lead to exciting ideas that will help to foster aviation innovation.

I encourage everyone to participate and enjoy this year's social outings. It is a great opportunity to network with colleagues and reconnect with friends. Fall conference participants have the chance to enjoy a day of golf at the Diamond Hawk Golf Course or plan for day of fun at the History of Western New York Boat Tour and sample the delicious local fare at the Big Ditch Brewery. Our closing dinner event will be held at Templeton Landing where we will recognize this year's Phil Brito Memorial Scholarship Fund recipient. To our 2017 honoree, let me be the first to congratulate you on your well-deserved accolade. Your efforts to further aviation in New York have, and will continue to, make a difference!

This event would not be possible without the support from our generous sponsors and exhibitors and we encourage you to visit the exhibit show to learn more about their products and services.

Social media is a powerful tool that we can leverage to get the word out about all the great things that NYAMA, its partners, and its sponsors do. Join the conversation by tweeting, or posting to Facebook status updates & pictures during the conference! **Use #NYAMABuffalo to show your support and connect all NYAMA conferences images & updates together!**

Thank you for your support in joining NYAMA at our 2017 Fall Conference!

John P. DelBalso, C.M., ACE



President



**John DelBalso,  
C.M., A.C.E.  
NYAMA President**

## Special Thanks to the Fall Conference Planning Committee

**Samantha Brenzel  
Christina Callahan  
John DelBalso  
Jennifer Hanrahan  
Marcela Hernandez  
William McShane  
Ralfa Musialowski  
Jennifer Sweetland  
Lee Weitz**

**#NYAMABuffalo**



# SCHEDULE OF EVENTS

## TUESDAY, SEPTEMBER 12, 2017

7:00 AM - 6:00 PM: ..... Registration Table Open

8:00 AM - 9:30 AM: ..... Board Meeting  
(board members only)

11:00 AM: ..... Golf Outing at  
**Diamond Hawk Golf Course**  
*(transportation provided - meet in the Hyatt lobby by 10:15 AM to ensure a ride to the golf course)*  
**Golf Outing Sponsor: MAPCO**



11:30 AM: ..... History of Western New York Boat Tour  
and Big Ditch Brewing Lunch  
*(transportation provided - meet in the Hyatt lobby by 10:45 AM to ensure a ride to the boat launch)*

6:00 PM: ..... NYAMA Business Meeting &  
Cocktail Reception - Hyatt Hotel  
**Cocktail Reception Sponsor: Passero**



## WEDNESDAY, SEPTEMBER 13, 2017

7:30 AM - 5:00 PM: ..... Registration Table Open

7:30 AM - 8:30 AM: ..... Breakfast Buffet

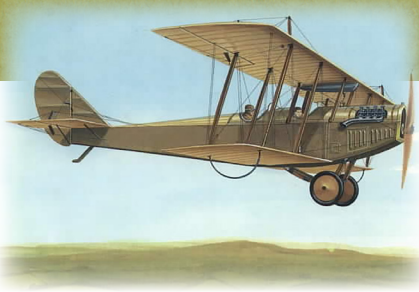
8:35 AM- 9:00 AM ..... Opening Ceremony

Welcome by *NYAMA President, John DelBalso*  
National Anthem Sung by Doug Allen, *Voice of the Buffalo Sabres*  
William R. Vanecek, *Director of Aviation, NFTA*  
Kimberley A. Minkel, *Executive Director of the NFTA*  
NYS Senator Timothy Kennedy | NYS Assemblymember Monica Wallace  
James Walsh, *President, NEC/AAAE Northeast Chapter*  
Additional Government Officials *(invited)*

9:00 AM - 10:00 AM ..... State of the State

Kevin Burke, *President and CEO of ACI-NA*  
Evelyn Martinez, *FAA NYADO*  
Marie Kennington-Gardiner, *FAA Eastern Region*  
Gerardo Mendoza, *NYSDOT*  
Bart Johnson, *TSA*  
**Moderator:** Bill McShane, *VP Business Development & Special Projects, Sheltair Aviation Services*





# SCHEDULE OF EVENTS

**10:15 AM-11:15 AM ..... Customer Experience Panel**

Deborah Braun, *SPCA Paws for Love*  
Bev Halligan, *Buffalo Niagara International Airport*  
Justin Pass, *Proctor Productions*  
Paul & Kathy Lindsey, *Gregory J. Harris Military Courtesy Room, Hancock International Airport*  
**Moderator:** Pasquale DiFulco, *Manager of Aviation Communications, Port Authority of NY & NJ*

**11:15 AM-12:00 PM ..... Exhibitor Break**

**12:00 PM - 12:45 PM ..... UAS Session**

Hal Staniloff, *Estate Aerial, Inc.*  
**Moderator:** Russell Stark, C.M., *Oneida County Commissioner of Aviation*

**12:45 PM-2:15 PM ..... Lunch and Keynote Presentation**

Lieutenant Governor, Kathy Hochul (*invited*)  
Larry Mruk, *Explore Buffalo Docent*, to discuss the History of Aviation in New York  
**Lunch Sponsor: Buffalo Niagara International Airport**



**2:30 PM-3:15 PM ..... Winter Weather Matrix**

Brooke Beets, *Aviation Weather and Aeronautical Services Leidos Corporation*  
**Moderator:** Steve Cipolla, *Airfield Supervisor, Buffalo International Niagara Airport*

**3:15 PM-4:00 PM ..... Break with Exhibitors**

**4:00 PM - 4:30 PM ..... TNC Operations**

Kirk Stafford, *Senior Manager of Airports and Venues, Lyft*  
**Moderator:** Bill McShane, *VP Business Development & Special Projects, Sheltair Aviation Services*

**4:30 PM - 5:00 PM ..... Closing Session with NYAMA President John DeBalso**

**6:00 PM - 9:00 PM ..... Cocktail Reception & Dinner at Templeton Landing**

(Transportation provided - meet in the Hyatt lobby by 5:30 PM to ensure a ride. Last bus will leave Templeton Landing at 9:45 PM) **Templeton Landing Sponsor: CHA**



## THURSDAY, SEPTEMBER 14, 2017

**8:00 AM - 9:00AM ..... Farewell Breakfast**

**10:00 AM ..... Tour of the New State-of-the-Art Aircraft Rescue and Fire Fighting (ARFF) Facility at Buffalo Niagara International Airport**

(Transportation will be on your own to the Buffalo Niagara International Airport)



# About the Conference

The 2017 New York Aviation Management Association Fall Conference and Exhibit Show represents NYAMA's 41st year of successful training and advocacy for New York's airport industry. This year's conference is hosted by the Buffalo Niagara International Airport. The program will be packed with topical and relevant informational sessions highlighting critical issues in the aviation industry. It will also include an outstanding tradeshow floor, in addition to great networking opportunities! The conference is designed to provide airport managers, corporate representatives and public officials a forum for education, networking and a professional exchange of knowledge and innovation. The conference offers sessions of specific interest to small and large airport managers, fixed base operators and the corporate community which supports the aviation industry.

## Exhibit Show

### EXHIBITORS BOOTH #

Ennis-Flint.....	1
NEC/AAAE.....	2
Hi-Lite Airfield Services, LLC .....	3
Erect-A-Tube, Inc .....	4
1000 Islands International .....	5
Tourism Council / Watertown International Airport (The 2018 NYAMA Fall Conference Host!)	
Tracey Road Equipment / .....	6
Oshkosh Airport and Municipal Products	
Explorer Solutions .....	7
Proctor Productions .....	8
M-B Companies, Inc. ....	9
SP+ Airport Services .....	10
New York Aviation Management Association	11

### Phil Brito Memorial Scholarship

The Phil Brito award was established to recognize airport sponsors and their consultant teams for outstanding achievement in the execution of an aviation-related planning, design, or construction projects for airports located within New York State. This award is named in honor of Mr. Phil Brito, long-time manager of the Federal Aviation Administration's New York Airports District Office. During his career, Mr. Brito's tireless efforts contributed greatly to the success of aviation in New York State.

In 2017, the NYAMA Board changed the name from The Phil Brito Award to The Phil Brito Memorial Scholarship so the name truly encompasses the meaning of this recognition which is to honor Phil Brito and to fund aviation education in the State of New York.

# Conference Highlights



## **NYAMA Business Meeting & Cocktail Reception**

New to NYAMA's Fall Conference or looking to connect with colleagues? Join our Board of Directors for a meet-and-greet on Tuesday night to learn more about NYAMA and how you can become involved.

## **History of Western New York Boat Tour and Big Ditch Brewing Company**

Come travel along the waterway that made Buffalo one of the biggest and richest cities in the world while you... gaze up at the magnificent structures that drove its growth. Hear the stories of Buffalo's scoopers - residents and immigrants alike - who worked the docks and mills, feeding the nation and the city's "Guided" economy. Join us for one of Buffalo's most unique cultural experiences.



After the boat tour, head to Big Ditch Brewing Company to enjoy lunch, a beer tasting, and games! Leave with a souvenir tasting glass!



## **Golf Outing at Diamond Hawk Golf Course**

Diamond Hawk is Western New York's premier golf course, offering country club amenities at a public course. Located in the heart of the Greater Buffalo Area. The course offers a challenge for golfers of all levels, with 5 sets of tees and expansive rolling greens. Join fellow NYAMA Conference Attendees on the course for a day of golf with drinks & lunch! The winning team will receive a trophy at the Wednesday evening dinner!



## **Join NYAMA for a night of celebration at the beautiful Templeton Landing**

Sitting Canalside just minutes away from the Key Bank Center and Coca Cola Field, Templeton Landing touts the largest waterfront patio in Buffalo. This is an event that you won't want to miss!

## **Keynote Speaker**

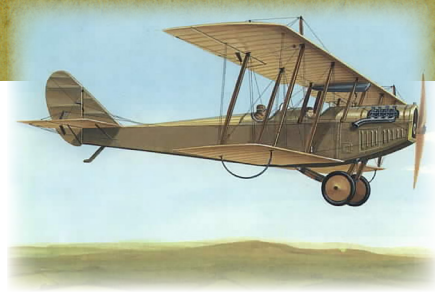
**HISTORY OF BUFFALO AVIATION:  
PEOPLE, PLACES, & PLANES**

**PRESENTED BY- LARRY MRUK,  
EXPLORE BUFFALO DOCENT**



Did you know that Buffalo was once the center of United States Aviation? In a Casey Kasem countdown-style format, this presentation will introduce the top five people that influenced Buffalo's aviation history. Hear about the manufacturing centers and airports existing and long gone that created the industry. Listen to stories and facts about Buffalo built planes that affected the world. Let your knowledge soar to new heights!

Mruk brings 33 years of educational experience on the High School and College Level to Explore Buffalo. His vast knowledge of Buffalo's grain elevators and aviation history is utilized in tours and oral presentations. Explore Buffalo is the leading Historical Tour Group in Buffalo, NY.



# Speaker & Session INFORMATION



## **Brooke Beets**

Brooke Beets joined the NOTAM Manager Deployment team in June 2011. As the Training and Development Specialist, she works with public use airports around the country to initiate, train, and deploy the digital NOTAM Manager System. She develops and maintains the most up to date training materials in order to keep airport operations staff well-informed of all NOTAM policy changes. She provides instruction to the airports and evaluates feedback regarding the digital system. Brooke has a Bachelor's Degree from the University of Missouri-Kansas City, has worked in the training field for over 15 years and has been recognized each year with a team excellence award for her work on the National Integration Support Contract (NISC). Brooke is currently working with approx. 65 airports transitioning over to the NOTAM Manager System. There are over 1050 airports using the system with at least one airport in each state.



## **Debbie Braun**

Debbie Braun has been the coordinator of the SPCA Serving Erie County Paws for Love therapy animal program since 2005. She started with six volunteers and now coordinates over 400 teams all over Western New York. Paws for Love is a totally volunteer run program. The services they provide are offered as a free community service. The Buffalo Niagara International Airport program has been in existence since October 2013. It is one of the largest programs in the country with over 50 teams visiting BNIA.



## **Kevin M. Burke**

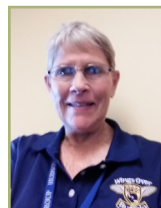
Kevin M. Burke joined Airports Council International – North America (ACI-NA) as President and Chief Executive Officer in January of 2014. Since he joined ACI-NA, Burke has expanded ACI-NA's reach and influence as the Voice of Airports® in North America by amplifying the important role airports play in our everyday lives,

unifying the industry behind shared priorities, and advancing a common cause with non-traditional allies.

In addition to his proven government relations background and immense experience managing associations, Burke is a visionary leader who serves the airport industry as a passionate advocate for legislative and regulatory policies that strengthen the ability for airports to serve their passengers, customers, and communities.

Prior to joining ACI-NA, he served for 13 years as President and CEO of the American Apparel & Footwear Association (AAFA). Growing its member programs, its financial position, its standing on Capitol Hill and around the world are among his many accomplishments at AAFA.

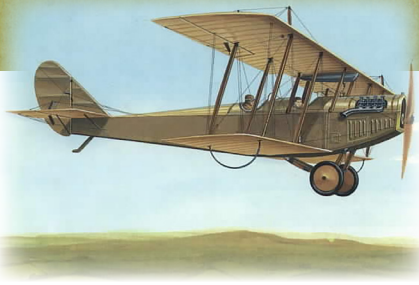
Burke is a graduate of American University in Washington D.C., with a Master's degree in Public Administration. He also holds a bachelor's degree in Political Science and Government from the State University of New York at Brockport. Kevin and his wife Barbara Ianniello reside in Great Falls, Virginia.



## **Bev Halligan**

Coming from an executive position at the regional partnership, Bev arrived at BUF to manage the customer service program about the same time as Aviation Director Bill Vanecek. One of her first tasks was the creation of a volunteer corps to assist folks in the baggage claim area. Borrowing heavily from a superb program in Denver, Bev quickly got Bill's approval to move forward. Getting union approval took a little longer, but eventually, right before Christmas 1999, the program began with 6 volunteers. Information was gathered and compiled and on-site training remained critical as the desk evolved into the "full-service" information center it is today. Over 80 volunteers serve 3 hour shifts weekly, and over the course of a year, have donated over 8,000 hours to BUF. Management support of the program has been critical and an annual recognition event is held every year in honor of the volunteers.





# Speaker & Session INFORMATION



## **Bart Johnson**

Mr. Bart R. Johnson currently is employed by the Department of Homeland Security and he serves as the Federal Security Director for Screening and Security for 14 airports in areas outside of the metropolitan NYC area.

In this role he is responsible for mitigating threats against aviation and other transportation sectors by providing leadership and direction to TSA personnel engaged in risk based security operations.

Prior to this assignment, Mr. Johnson served as the Executive Director for the International Association of Chiefs of Police (IACP), an organization with over 22,000 members from over 100 countries around the world. In this role he was responsible for ensuring that the IACP built upon over a century of success addressing issues at the forefront of the law enforcement profession, to include, advocacy, training, technical assistance and exchange of information. In leading a staff of over 100 professionals, Mr. Johnson provided strategic advice and counsel to the IACP leadership and membership on the critical issues they confront each day. In addition, Mr. Johnson was charged with the identification and development of strategic partners to advance the goals and missions of the IACP. During this assignment Mr. Johnson brought the IACP into the 21st by developing a new Vision and Mission, moving the professional staff of a new office building, developing and implementing a new performance appraisal system, streamlined the budget process, moved information sharing into the cloud, and strengthened existing relationships, while developing new ones.

He has more than 31 years of law enforcement experience, 24 of them with the New York State Police. He began his career as a police officer in Peekskill, New York, in 1977, and he then rose through the ranks of the state police. During that time, he participated in a number of complex and high-level criminal investigations. Following the September 11, 2001, terrorist attacks, Mr. Johnson was tasked to develop a terrorism preparedness, response and prevention capability within the state police. His efforts led to the establishment of the New York

State Police Office of Counter-Terrorism in February 2003, which Mr. Johnson commanded as Lieutenant Colonel and which evolved into the current New York State Intelligence Center. He retired from the state police in 2008 as the Field Commander where he oversaw the daily activities of nearly 5,000 sworn members of the agency.

Mr. Johnson holds a Bachelor of Science Degree in Business Management and Economics from Empire State College. Mr. Johnson has been married to his wife Maryann for more than 39 years, has three grown children, Erik, Kristen and Amy, and two grandsons, Sven and Isaak.



## **Senator Tim Kennedy**

Senator Tim Kennedy, is a lifelong Western New York resident. Tim grew up in a blue-collar family in Buffalo, where his parents, Marty and Mary Kennedy, raised Tim and his four siblings to work hard, focus on their education, help their neighbors, and get involved in their community. Tim and his wife, Katie, live in the City of Buffalo where they are raising their three children, Connor, Eireann, and Padraic.

Since being sworn into office in January 2011, Tim has kept a strong focus on protecting the most vulnerable in our community. He spearheaded the passage of Jay-J's law, legislation that Tim introduced to stiffen penalties on repeat child abusers. The legislation was inspired by Jay J Bolvin, a young boy who was brutally abused by his father. Sadly, Jay J's father received a light sentence due to antiquated sentencing laws. Tim worked with colleagues in both the Senate and the Assembly to secure passage of Jay J's Law. Since then, he has pushed through several pieces of legislation to reform Child Protective Services, as well as Jackie's Law, which protects victims of domestic violence from GPS stalking.

Tim has also fought to protect Western New York's seniors. He worked with community and government leaders to secure funds to transform the former Holy Family Elementary School in Buffalo into a senior apartment complex. He also fought for a significant increase in eligibility for EPIC, a state program to



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help pay for prescription drugs. With Tim's support, the income eligibility for single seniors has increased from \$35,000 to \$75,000, and has increased for couples from \$50,000 to \$100,000. This has opened up eligibility to thousands more seniors in Western New York.

Above all, Tim knows the importance of growing and protecting Western New York's workforce. He fought to secure passage of SUNY 2020, legislation which is allowing the University at Buffalo and Buffalo State College to thrive. He also has worked to secure funding to support workforce training programs to the long-term unemployed, opening them up to rewarding good-paying careers. Tim voted to fund the Buffalo Billion, which is creating thousands of jobs in Western New York, giving the local economy the boost needed to break away from decades of decline. He also regularly works one-on-one with local companies to link them with state resources that allow them to grow their workforce.

Tim has spent his entire career working to help people. For 11 years, Tim worked with geriatric and pediatric populations to help them recover from injuries and fully participate in all life situations.

## **Marie Kennington-Gardiner**

Marie Kennington-Gardiner is the Acting Regional Administrator for the Eastern Region. The Eastern Region encompasses the geographical area that includes Delaware, Maryland, New Jersey, New York, Pennsylvania, Virginia, West Virginia and the District of Columbia. The Region oversees operations at some of the world's busiest airports including, JFK International Airport, LaGuardia Airport, Washington Dulles International Airport, Newark International Airport, Ronald Reagan Washington National Airport and Baltimore/Washington International Airport.

At the same time Marie is the Director of the New York Area Program Integration Office for the Federal Aviation Administration (FAA). As Director, she coordinates, integrates and monitors regional airspace issues, projects and initiatives to address congestion and delays in New York.

Prior to this position, Kennington-Gardiner served as Director of the Lower Manhattan Recovery Office to coordinate federal emergency transit investments

following the 9-11 terror attacks. She was responsible for providing oversight of \$4.5 billion in support of post 9/11 infrastructure establishment or replacement activities.

Kennington-Gardiner has over twenty years of experience working for the FAA. In her current position she provides corporate oversight for all projects and initiatives associated with delay reduction for the largest airports in the New York Metro Area.

As a graduate of Manhattan College in Riverdale, NY, Kennington-Gardiner holds a Bachelor of Electrical Engineering degree. She is also the recipient of a Master of Science, Management of Technology from NYU Polytechnic University.



## **Paul & Kathy Lindsey**

Paul and Kathy have been married for 39 years. They have four sons and are looking forward to the birth of their grandson.

Paul is a graduate of SUNY Buffalo and holds advanced degrees from Pennsylvania State University and Syracuse University. He is employed by Carrier Corporation as a Staff Engineer. Kathy is a graduate of SUNY Plattsburg and works in the Madison County Clerk's office.



They started volunteering at the Gregory J. Harris Military Courtesy Room shortly after it opened in 2008. At that time, they had 2 sons in the Military and this was their way of honoring their service to our country. After a year as volunteers, they were asked to be members of the staff.

Paul is involved with administrative tasks and any legal and tax related matters. He worked on getting the Military Courtesy Room's 501(c)3, tax exemption status, and registration with New York State.

Kathy is involved with volunteer interviews, arranging training, and maintaining the volunteer shift schedule and matters pertaining to the volunteers.

After nine years of operation, the staff, volunteers, and the Syracuse Airport staff are excited to be welcoming our 100,000th visitor to the room.



# Speaker & Session INFORMATION



## **Evelyn Martinez**

Evelyn Martinez started her FAA career in 1997 and has held a number of positions in the FAA during her 20-year career including, Eastern Region Compliance Officer, Eastern Region AIP/PFC Program Manager and Lead Airport Certification Safety Inspector overseeing a team of Inspectors and managing all enforcement actions in the Region. For the past two years Evelyn has served as the New York Airport District Office Manager overseeing the Airport Capital Improvement Program for 68 active NPIAS airports in the Great State of New York.

Prior to joining the FAA, Evelyn spent several years in the aviation industry working for The Port Authority of NY & NJ at JFK Operations and Schiphol Amsterdam as a terminal supervisor at JFK. She has a degree in Aeronautics and Management from Dowling College and a Master's in Public Administration from Baruch College.

Evelyn was born and raised in New York and enjoys living on Long Island with her husband and two sons.



## **Gerardo Mendoza**

Gerardo Mendoza joined the New York State Department of Transportation in May 1988. He was appointed Acting Director of the Aviation Bureau in September, 2010, and received permanent appointment in August, 2016. In his position, Mr. Mendoza's primary responsibilities include coordinating the Department's management oversight of the State-owned airports, overseeing the administration of state financial assistance to airports, leading aviation policy and planning efforts for the Department, and administering the GA security and airport safety inspection programs. His position requires active involvement with local, state, and national aviation stakeholders to advance the State's aviation goals. Prior to rejoining the Aviation Bureau, Mr. Mendoza was the Senior Executive Assistant to the Deputy Commissioner for Policy and Planning Division which oversees the Public Transportation Bureau, Freight Rail Bureau, Aviation Bureau, Office of Finance, the Office of Policy, Planning and Performance,

and the Office of Regional Planning and Program Coordination. Mr. Mendoza's previous positions with NYSDOT were in the Aviation Bureau and the Freight and Economic Development Division where he gained broad modal expertise.

Mr. Mendoza is a participating member in various National Association of State Aviation Officials (NASAO) committees.



## **Kimberley A. Minkel**

Kimberley A. Minkel started at the Niagara Frontier Transportation Authority in October 2002, as its Director of Health, Safety, and Environmental Quality. She earned a Bachelor of Science degree from Niagara University in 1988 and an MBA from Canisius College in 1995.

As director of the Authority's HSEQ department, she worked to ensure the safety and protection of its workers, riders, the public and the environment. She oversaw the completion of an award winning \$13.1 million environmental project for the Buffalo Niagara International Airport that uses wetland treatment technology for treating spent deicing fluid in storm water runoff. She has also co-authored several papers dealing with innovative approaches for managing storm water runoff at airports.

The BNIA is the first airport in the United States to use such a process. This project was awarded the Diamond Award in the Environmental Category by the NY branch of the American Council of Engineering Companies and a very prestigious Honor Award by the U.S. national ACEC.

She was unanimously selected by the NFTA's Board of Commissioners to be its new Executive Director December 28, 2010. As such, she oversees a workforce of approximately 1,550 dedicated employees, with an annual operating budget of \$222.8 million.

The NFTA operates the Metro Bus and Rail system, which provides approximately 26 million passenger trips per year and the Buffalo Niagara and Niagara Falls International Airports.



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Under her leadership the NFTA earned a coveted Gold Standard award from the Transportation Security Administration for the Authority's overall high security standards and practices based on a 2013 Baseline Assessment evaluation conducted by the TSA.

She is a member of various professional organizations, including the Buffalo Urban Development Corporation's Board of Directors, Buffalo Niagara Partnership's Board of Directors, Niagara Military Affairs Commission and B.U.I.L.D. She has previously served on the Board of Directors of the Peace Bridge Authority, the City of Niagara Falls N.F.B. Development Corporation and is a 2007 graduate of Leadership Buffalo.



## Justin Pass

Justin Pass, a Colorado native started his career in Spanish language media working in special events and media sales for Univision followed by 8 years working for Clear Channel with a focus on event management and

sponsorships. Justin joined Proctor Productions in 2015 a design and fabrication company headquartered in Colorado. Justin has a focus on design and fabrication for consumer and corporate sponsorships, commonly known as "experiential marketing." Many of the exhibits designed and fabricated are used for trade shows, events, retail locations in malls and airports across the country. While working with Denver International Airport on a sponsorship activation, Justin and his team developed the first mobile SARA (Service Animal Relief Area) to help airports across the country become compliant and avoid any major remodeling of terminals. Currently there are over 10 Proctor built SARA's throughout the country and more on the way. Justin has two children and is getting married in September of 2017. He loves traveling to Mexico, and exploring the Rocky Mountains in his free time.



## Kirk Stafford

Kirk joined Lyft as a Business Development Manager in 2015 and now serves as the Senior Manager of Airports and Venues. He is responsible for developing a wide variety of airport, corporate, non-profit, and government partnerships that reflect the community and civic ethos of the company. Prior to Lyft, Kirk worked in the Financial Services industry at Fisher Investments. Over the course of 9 years he held a variety of roles and managed multiple teams across a wide array of departments including; marketing, operations, client service, sales, and business development. He holds a bachelor's degree in economics from the University of Michigan and resides in San Francisco, CA.



## Hal M. Staniloff

Hal M. Staniloff is the owner of Estate Aerial, Inc. - a professional aerial videography company located in Setauket, NY. Mr. Staniloff is also an FAA licensed pilot and holds a commercial license along with instrument and multi-engine ratings together with type certifications in King Air and LearJet aircraft. He possesses an Advanced Ground Instructor license along with a Part 107 Commercial UAS license and is the Lead Representative and Subject Matter Expert on sUAS for the FAA Safety Team located at the Farmingdale FSDO. Mr. Staniloff has consulted to the DOT/Volpe Center in Boston, MA on sUAS Safety and Human Factors and has been an active voice in the emerging sUAS industry. He has participated on panel discussions with industry experts as well as the FAA. For the past several years, Mr. Staniloff has also closely monitored the subcommittee hearings in Washington, D.C. in order to keep abreast of the latest legislation affecting UAS technology.

Hal has been an avid RC helicopter enthusiast since the late 1980's and built his first multi-rotor helicopter over 5 years ago. At the same time - along with many other - discovered that putting an action camera onboard would be pretty interesting. And the rest is history. Along with piloting sUAS, Hal has



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developed strong cinematography skills together with the necessary video post-processing skills that are required in order to achieve the best aerial video possible. Hal is currently an adjunct professor at Farmingdale State College, Long Island, where he he teaches a Part 107 Certification preparatory class. Estate Aerial, Inc. is now branching out in to advanced training and business consulting.



## **Assemblymember Monica Wallace**

Monica Wallace was elected in 2016 to represent the 143rd Assembly District, which includes the Erie County towns of Cheektowaga and Lancaster and the villages of Depew, Lancaster and Sloan.

Monica learned early on the importance of hard work and education. Raised by a single mother who instilled these values in her, Monica became the first person in her family to earn a college degree. She worked her way through college and law school, earning her undergraduate degree with honors from SUNY Binghamton, and her J.D., cum laude, from SUNY Buffalo Law School.

Monica understands that public service is a privilege and is honored to have earned the support of her constituents. Before her election to the Assembly, Monica spent much of her legal career as a law clerk in federal court, where she helped ensure that justice was served and that laws were applied equally to all parties appearing before the court. Monica also served on the faculty at her alma mater, SUNY Buffalo Law School, teaching students how the law can be used as a vehicle for positive social change.

Monica is an active member of her community. She served as a local and state director for the Western New York Chapter of the Women's Bar Association of the State of New York, an organization dedicated to advancing the status of women and children in New York. She also served as a member of the Lancaster YMCA Board and served on the Legal Writing Institute's Bar Outreach Committee.

Monica's legislative priorities include strengthening public education, standing up for working families,

creating jobs by supporting economic development, upgrading local infrastructure and restoring integrity to government.

Monica lives in the town of Lancaster with her husband, John, and two children, Jack and Claire.



## **William R. Vanecek**

William Vanecek, Aviation Director for the Niagara Frontier Transportation Authority, oversees all aspects of the Buffalo Niagara International Airport (BUF) and the Niagara Falls International Airport (IAG).

BUF provides service to approximately 5 million passengers annually. IAG is a joint use small-hub commercial service airport that serves approximately 200,000 passengers annually. Mr. Vanecek has held his current position since joining the Authority in 1998.

Prior to joining the Niagara Frontier Transportation Authority as Aviation Director, Mr. Vanecek worked for AMR Corporation and for Price Waterhouse.

Mr. Vanecek is currently the Chairman of Airports Council International-North America and is a past president of the New York Aviation Management Association.

Mr. Vanecek holds a BS in Accounting and Finance from the State University of New York at Buffalo and a MBA from the University of Texas at Arlington.



# Speaker & Session INFORMATION



## James Walsh

James G. Walsh, A.A.E., is the Chief Financial Officer at Baltimore/Washington International Thurgood Marshall Airport. He is responsible for all financial, commercial management, capital programming, ground

transportation and parking operations at BWI Marshall Airport. Additionally, he currently serves as the President of NEC/AAAE.

During his earlier tenure at BWI Marshall, he implemented a new concession developer program that doubled sales per enplanement. He also led two successful negotiations for a new airline use and lease agreement that enhanced BWI Marshall's cost recovery through rates and charges. Mr. Walsh has 28 years of experience in airport management and consulting.

He began his aviation career in 1988 with the Port Authority of New York & New Jersey's Aviation Department and John F. Kennedy International Airport (JFK) in the Business Administration Division.

In 1996, he joined Landrum & Brown and became a Director in the airport finance practice advising numerous airport clients on financial, property, economic, forecasting and rate setting issues. Mr. Walsh re-joined Landrum & Brown in 2009 as its Vice President — Financial Planning and Forecast Division where he led the firm's consulting engagements related to financial feasibility, benefit-cost analysis, and capital program modeling among other financial and economic services.

Mr. Walsh received Bachelor and Master of Science degrees in economics from Fordham University in New York. He is also an Accredited Airport Executive and a graduate of Airport Council International's Airport Executive Leadership Program.



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