



January 17, 2017

Good day ACI-NA World Business Partner Associate Members,

As the incoming Chair of the WBP/Associates Board I would like to wish you the very best for 2017, and provide a brief update on our Board priorities for the upcoming year.

**Elevating Member Value** is of chief importance to your Board. You have told us through various surveys that enhanced member value includes: your ability to engage with airport decision makers who buy products and services, ready access to meaningful industry information, and the creation of a forum/market to engage with industry peers. Your ACI-NA and ACI World Boards are committed to addressing your member value needs.

In conjunction with airport and industry leaders, your Board and Association will make an aggressive push for **FAA Reauthorization**. Eliminating the antiquated Passenger Facility Charge (PFC) user fee, maintaining the Airport Improvement Program (AIP), and addressing small community air service concerns are the best options available to modernize and fund the North American Aviation system to meet the needs of our rapidly growing air service market. With the swearing in of a new administration, we collectively believe 2017/2018 could be the most opportune time to push for these Reauthorization changes necessary for North American airports to remain competitive with modern airport systems, worldwide.

We will identify ways for our members to become more engaged in **ACI-NA committees and CAC caucuses**. More than 20 U.S. committees and Canadian caucuses have been formed to address North American Aviation issues and opportunities. If it is your desire to engage with your airport clients and industry peers, and be up-to-date on the most important matters affecting aviation today, participation on these committees is the absolute best way to become more involved in ACI-NA and support your airport community. We can help sign you up for the appropriate committee participation and connect you with airport counterparts.

We continue to search for new ways to **improve communication** with Associate Members and keep them informed of new developments and decisions affecting their organizations. You and your executives are invited to join us for our quarterly Board meetings & various WBP/Associate breakout sessions - which take place during the February Winter Board Meeting (invite only) Business of Airports Conference held in April, the Legislative Summer Board meeting or the Annual Conference held in the fall. Please visit the ACI-NA website to find more information about these conferences: <https://www.aci-na.org/conferences>.

At these sessions you will hear the perspectives of and meet the ACI-NA Airport Executives which lead our industry. Meanwhile, we have just launched the WBP/Associates Board Website which is being populated with best practices, industry reports & statistics, and current news which will give you complete visibility into the aviation sector and provide important information necessary to thrive in this dynamic industry.

We will continue to work with Airport Directors, ACI-NA Staff and WBP/Associates on **Challenge 2025** - the most compelling and important long range priorities for our Association. Five teams, led by Airport Executives are addressing: Evolving Security Threats and Mitigation Measures; Infrastructure Needs - Capacity Constraints and Congestion in our Rapidly Growing Air Service Market; Identifying New Ways to Spur and Maintain Air Service; Developing Future Leaders for the Airport Industry; Forging a Business Model for Airports of the Future - addressing unfunded mandates, government regulations, and use of airport funds to drive competitiveness.

As you can envision, 2017 will be a very busy year for ACI-NA and our WBP/Associates Association. I feel privileged to serve as your Associates Chairman once again and am delighted to work directly with Susan Prediger (Past Chair, WBP/Associates Board), Ben DeCosta (Vice-Chair, WBP/Associates Board), Bill Vanecek (Chair, ACI-NA Board of Directors) and Kevin Burke (President and CEO, ACI-NA) to deliver on the aforementioned ACI-NA priorities.

Supporting our efforts this year, we are very fortunate to have Veronica Gerson join the ACI-NA team. We ask for your engagement and support. We realize that many associations are competing for your time and financial resources. Come on this journey with us, become involved and we can guarantee it will be an amazing ride and worth your time. We welcome your thoughts and comments on the content of this letter, or any WBP/Associates matters, and can be reached directly at [Les.Cappetta@AirportAlliances.com](mailto:Les.Cappetta@AirportAlliances.com) or [VGerson@aci-na.org](mailto:VGerson@aci-na.org).

We look forward to seeing each of you at our upcoming meetings, and we wish you and your organizations the very best for 2017.

Warmest regards,

Les Cappetta  
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