



South Florida **BUSINESS AVIATION**

The Official Publication of the **SFBAA**

Sequestration Tower Closure Concerns

Dan Hubbard – National Business Aviation Association

As the Federal Aviation Administration (FAA) prepares to finalize a plan for closing nearly 170 air traffic control towers and other facilities, National Business Aviation Association (NBAA) President and CEO Ed Bolen yesterday wrote the FAA to outline the business aviation community's significant concerns with the plan, and offer proposals for mitigating the situation.

In his letter, sent to FAA Administrator Michael Huerta and Chief Operating Officer David Grizzle, Bolen noted that NBAA Members are strongly supportive of the tower facilities, and that the industry wants to work with the agency to keep the largest number possible in operation.

Continued on page 5...

Boca Aviation Hosts SFBAA's 2013 First Quarter General Membership Meeting

The SFBAA hosted its first General Membership Meeting of the year at Boca Aviation in Boca Raton on February 26th. Aviation Safety Specialist and Psychologist Dr. Jerry Cockrell was invited to speak and entertained the group with his humorous approach to discussing safety and other issues that we all face both in aviation and at home. Dr. Cockrell is an FAA appointed National Accident Prevention Counselor with over 20,000 flight hours and experience working with all branches of government, as well as numerous airline and corporate flight departments.

Continued on page 4...





Inside a Mega Project: The FLL Runway Expansion One Year Later

Ashley D. Torres - South Florida Business Journal

Renderings have shown how the new runway at Fort Lauderdale-Hollywood International Airport will sling shot over U.S.1, but now the actual project is coming into view after a year of construction.

The expanded south runway is expected to reduce delays and increase capacity at FLL by about 50 percent, according to a news release. With two parallel commercial runways, the airport is to be able to accommodate about 450,000 landings and takeoffs annually. This year, the construction activity associated with the south runway is to infuse about \$1 million a day into the region, the airport said.

Upon completion in September 2014, the runway will stretch 8,000 feet parallel to Griffin Road and extend eastward over U.S. 1 and the Florida East Coast Railway. Motorists, trains and pedestrians will pass under the new runway through a series of tunnels. The project is expected to create 11,000 temporary jobs and generate up to a \$1.4 billion in economic activity in the region, the airport said.

Here is a by the numbers look at some of achievements and changes over the last year:

- Nearly 30 percent of embankment is in place for the project.
- Construction has included the installation of 1,781 pre-cast concrete piles out of 2,664.
- About 15.9 acres of invasive plant species have been removed.
- About 93,662 square feet of total mechanically stabilized earth walls has been installed out of 323,500 square feet.
- The south entrance of the airport at the intersection of Griffin Road and Perimeter Road is closed for underground utility installation and construction activity.
- The Broward County Aviation Department offices have been relocated to the Cabot Building and the Airport Commerce Park.

Runway construction is expected to create delays for travelers over the next year. Beginning May 6, the construction will stop the use of a cross runway, making FLL the busiest airport operating with just one runway until the project's completion, the *Sun Sentinel* reported.





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How You Look DOES Influence How You Work By Jerry Gemma, President Proguard Aircraft Detail

I have worked many jobs in my life. I have been the bottom blue collar labor worker, owner of multiple small labor/service businesses, a finance professional in a Fortune 500 company and a highly trained and respected professional flying \$50MM jets. In every position I have held I have worked with people that maintain their appearance at both ends of the spectrum. I have seen blue collar labor always look clean and crisp and I have seen airline captains look just short of being homeless. I am no psychologist.. but I have witnessed that how you look affects how you feel, perform, are perceived and promoted.

Morale: Do not let poor company morale affect how you look, feel or perform. It is so easy to not care when you are working at a company that is not taking you places you want to be or to allow coworkers to negatively influence your feelings for your employer. Do not fall into this trap. People are watching from inside and outside your company and you could jeopardize your future opportunities. You never know when company changes are coming or where your next job will come from.

In addition, if you are un-kept you do not feel as good, aka your morale, as when you are clean shaven, wearing a nice uniform, dress or suit, having a stylish haircut and smelling nice. All this contributes to your mood. If you are the blue collar worker, make sure your uniform is clean and crisp, not wrinkled, tuck your shirt in and comb your hair. I am not telling you to change your hair style or the clothes you wear. Whatever you are doing, do it well.

Performance: The old phone sales adage, "smiling and dialing" has more to say than it looks. In phone sales, verbal communication is all you have to rely on. So how does the smile affect how you sound on the phone? It changes how you feel. You are telling yourself you are happy and it works. You sound happier and more positive therefore affecting your performance. The last time you had a cold or had personal turmoil and you had to go to work how was your performance? Did you make mistakes, produce like you should and were you a good leader? I would guess not so much. How you feel greatly influences how you perform. As previously stated, how you look does affect how you feel. Do not let something as simple as taking the time to look crisp and fresh diminish your performance.

Society perception: You want Respect? Respect yourself first!! Unfortunately society judges us. It is not just your hair style or if you have tattoos. It is how you carry yourself that has the greatest impact. How you look is more than just designer clothes. It is how well you put the package together no matter what the wrapping is. Do the best with what you are given or how you choose to express your personality. Align your outer image with you inner goals and aspirations. And always remember, perception is reality.

Professional perception: Dress the part and look like who you want to be. If you want to be the CEO, Ramp Supervisor, Crew Lead, whomever, look the part. If you look like a slob you will have difficulty achieving your goals as you will not be perceived as the type of person you are striving to be. It is very easy to blend in with your co workers especially when you are not in the highest paying job. However, this is when you have the ability for the greatest impact. I have heard managers comment many times when a worker always looks professional. It puts you at the top of the pack and does earn you points.

The Point: If you want respect and success it is up to you to earn it. And the first place to start is when you wake up in the morning and get ready to go out into the world. In whatever position you have look like a million bucks and you will reap the rewards. You will feel better, perform better, will be looked up to and most likely be successful.

Finally, more than likely, if you are reading this it probably does not apply to you. However, I am sure you have a direct report or team member that it does apply to. It would be a great coaching topic or quick read to pass along.

(...Cont'd from page 1)

Two highlights of the evening came when the SFBAA presented checks to Angel Flight and the Make-A-Wish foundations. Representatives from each group were on hand to receive the checks given during two separate presentations over the course of the evening. The money given, \$3000 to Angel Flight and \$1000 to Make-A-Wish, was part of the \$10,000 raised at last year's SFBAA golf outing. The additional \$6000 will be given out in the form of two scholarships for local high school students, one in May and one in November. The evening was capped off with a raffle give away of a Kindle Fire courtesy of Sharp Details. A special thanks goes out to our sponsors for the evening; Dassault Falcon, Sharp Details, and as always, Silver Lining In Flight Catering who kicked it up a notch this time with a beautiful setup of custom tables, chairs, and a wide array of delectable hand-served hors d'oeuvres and beverages.



Our next General Membership meeting will be on September 11th and we hope to see everyone there!

Florida Considers Helo Maintenance Tax Exemption

David A. Lombardo – Aviation International News

Florida State Sen. Thad Altman (R) has introduced Senate Bill 432, an act relating to exemptions from the sales, rental, use, consumption, distribution and storage tax for aircraft. The existing law exempts from the tax all labor charges for the repair and maintenance of qualified aircraft of more than 2,000 pounds MTOW and rotary-wing aircraft of more than 10,000 pounds MTOW.

Altman's proposal would put helicopters on par with fixed-wing aircraft by lowering the rotary-wing MTOW threshold to 2,000 pounds.

A provision taxing parts and equipment remains unchanged. However, it stipulates for those categories of aircraft an exemption from the tax when "such parts or equipment are installed on such aircraft that is being repaired or maintained in... [Florida]."

Roy Henley, owner of Universal Air Service of Apopka, Fla., told AIN, "Every time we turn around there's something new to comply with. We're buried in taxes and regulations so any relief is welcome. I think this is a great deal and I'm glad someone is trying to look out for us."

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“We, of course, have significant concerns with the impact of sequestration actions at the FAA, and what effect those will have on the thousands of businesses in the U.S. that use aircraft in support of their core business, and the jobs, as well as the economies, of small, medium and large towns across the country...,” Bolen’s letter said.



The FAA’s tower-closure plan has been developed because the sequester – included in language enacted by Congress in 2011 – requires across-the-board budget cuts at federal agencies if Congress is unable to agree upon alternative solutions for reducing the nation’s deficit. The FAA’s deadline for industry input on its plan for the tower closures is today, and a final announcement of its decision regarding the closures is expected March 18.

In his March 12 letter to Huerta and Grizzle, Bolen outlined specific concerns about the FAA’s plan, including:

- The added burden that tower closures would place on terminal radar approach control (TRACON) facilities. If the airport towers listed in the FAA’s plan are closed, traffic previously managed by controllers in those towers would need to be handled by the nearest TRACON, including management of traffic operating under Instrument Flight Rules (IFR). Most aircraft flown for business do so under IFR regulations.

- The impact the FAA’s plan would have on facilities that provide aviation-support services, such as navigational aids (NAVAIDS), communication outlets and airport-lighting capabilities. For example, as the agency reduces its regular maintenance on those facilities, many could fail, and might not be restored.
- The potentially adverse economic impact on the communities surrounding airports with closed towers, as traffic at those airports experiences possible delays and declines. The plan could also potentially have a negative environmental impact, as aircraft, held by delays related to controller shortages, unnecessarily burn more fuel.
- The potential impact of sequestration actions on the Pacific and trans-Pacific route structures often used by business aircraft operators, and the need for FAA to closely coordinate with the Department of Defense to minimize the impact of any restriction of DoD services to civil operators on those routes.

Upon sending his letter, Bolen stated: “The business aviation community appreciates the pressures the FAA is facing as a result of sequestration. That said, there are few services more important to all citizens, companies and communities than a robust aviation system, and control towers are a central part of such a system.

“As the FAA develops its plans for complying with the sequester, we want to ensure that our industry’s concerns about potential tower closures are heard, and that the agency remains focused on keeping the as many towers open as possible, so that we can continue to have the world’s largest, safest and most efficient aviation system.”

Private Jet Charter Costs – What's on the Invoice?

By Patrick Harris, President, Velocity Jet

Jet charter companies and charter brokers can easily provide a quote for your business trip or vacation—usually right from their website as most have online forms. To get a quote started for a private jet, they'll need to know how many people are flying, departure time and date, and your return plans. But there's more to calculating a quote than filling in an online form and if you're not careful, you could end up with a post-flight invoice full of unexpected charges.

Chartering a plane, as you might imagine, is a bit more involved than renting a car. Charter companies have to calculate landing fees, fuel costs and crew overnight fees, among other items, before they can give you an accurate quote. The largest dollar item is the cost of fuel, which is presented in the quote as the aircraft's hourly rate. For example, if you're flying in a light jet, which costs about \$2,600 per hour, on a two-hour flight, you will be quoted \$5,200. Your flight will also incur four additional fees:

- 1) **Landing fees** vary by airport and usually depend on the size and weight of the aircraft.
- 2) **Ramp fees** are charged when a plane is parked at an airport for a length of time.
- 3) **Segment fees** are a government tax calculated on a per passenger basis.
- 4) **Federal Excise Tax** is applied to each flight at 7.5 percent.

But wait, we're not done. Depending on your itinerary, you could also be charged:

- **Crew Overnight Fees** account for crew member for food, transportation and lodging during your stay.
- **Wait time or Minimum fees** are accrued for time the aircraft is not flying. Ask how much you'll pay while the aircraft waits for you at the airport. Additionally, most charter companies charge a minimum usage fee, which will apply each day your multi-day trip requires the aircraft to be parked at the destination airport.
- **Short Leg Fees** are charged if your trip is less than a minimum distance (around 400 nautical miles). Short distances mean the aircraft has to fly at a lower altitude, which uses more fuel.
- **Reposition Fees** occur when you charter an aircraft that is based at an airport other than the one you are departing from. You're simply paying for the aircraft to fly from its home base to your local airport.
- **De-icing Fees** are difficult to predict, but expect to be billed if your trip encounters ice and snow.
- **International Fees** for permits, customs and taxes are added when you're traveling to foreign countries.
- **Catered Meals** beyond the standard snack and beverage fare will be added to your bill.
- **Phone** charges for in-flight phone use.
- **Cleaning Fees** should be expected if your pet soils the carpet or some other mishap occurs.

Some brokers provide a comprehensive quote without the breakdown simply because it's easier accounting for everyone. They guarantee the quote and won't generate an invoice later if the flight circumstances change the actual costs. For example, if the destination airport is closed due to weather, they won't bill for the extra fuel and fees associated with landing in another airport. They simply absorb the costs. However, most contracts state there may be extra charges for cleaning spills, catering upgrades and de-icing.

If you're comparing quotes from several charter operators, be sure each is comprehensive of all charges. Once you've decided on a charter operator, you'll need to wire the entire fee, usually at least two days before the flight.

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Engines & APU on MSP Gold – C/3C/B Inspection C/W 2-2013 – 14 pax interior refurbished 4-2013 and state-of-the-art entertainment system – Satellite phone system with GoGo high speed internet – Forward and Aft Lavs



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SFBA 2013 Tentative Schedule of Events

- February 26: General Membership Meeting, Boca Raton
- March 25: First Quarter Newsletter Published
- April 18: Target Breakfast for Pilots, speaker TBD
- May 17: CPR Certification @ Jet Aviation, PBI
- June 11: Target Breakfast for Women in Aviation
- June 15: Second Quarter Newsletter Published
- August 16th: CPR Certification @ Orion Jet Center, OPF
- August 27th: Target Breakfast for Mechanics, speaker TBD
- September 11th: General Membership Meeting, PBI
- September 15th: Third Quarter Newsletter Published
- November 8th: SFBA Golf Classic @ The Diplomat Resort
- December 12th: SFBA Holiday Party, Ft. Lauderdale
- December 15th: Fourth Quarter Newsletter Published

