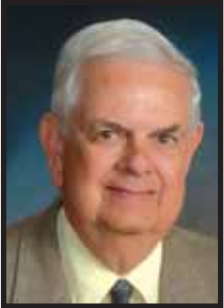


## Airport Board



James Erickson

On July 3, 2007, the Des Moines International Airport Board unanimously elected Jim Erickson as only the second Chair in its history. Erickson took over duties for the recently-retired John Fitzgibbon, who had served the Board and its predecessor Advisory Board since its inception in 1982.

In addition to electing Erickson as its Chair at the July 3, 2007, meeting, the Airport Board also welcomed three new members. The seven members of the Board are appointed by each of the seven City Council representatives to four year terms. Those beginning service July 1, 2007, were Roger Brooks, Nolden Gentry, and Elizabeth Ward.

As Chairman and former CEO of Anderson Erickson Dairy in Des Moines, Erickson was responsible for growing that business into one of the largest (and few remaining) independent dairies in the country. A graduate of East High School in Des Moines, he received his bachelor's degree from Wheaton College (Ill.) in 1958.

Erickson has served on the Airport Board since 1995. In addition, he serves a number of other boards and organizations: as a member and Past Chair of the Executive Committee for the National Milk Industry Foundation, a member and Past Chair of the International Dairy Foods Association, as Treasurer for the Iowa Dairy Foods Association, as a member and Past President of the Des Moines Metropolitan Opera Foundation, and as a member and Past President of the East High Alumni Association. He also serves on the Board of Wells Fargo Bank (Des Moines), and as an honorary member of the Des Moines Civic Center Board. As part of the 2006 Special Olympics, held in Ames, he served as Chair of Ground Logistics for the event.

Erickson was honored as a Local Honoree for the National Conference for Community & Justice in 1995, was inducted into the Iowa Business Hall of Fame in 2004, and is active in a number of religious and drug prevention organizations.

New Airport Board member, Roger Brooks, is the Retired Chair and CEO of the AmerUs Group, an insurance company which he guided for over thirty years. While under Brooks' leadership, Amerus was named by *Forbes* magazine as one of America's best-managed companies.

Brooks graduated magna cum laude from the University of Iowa and is a graduate of the Stanford Executive Program. He participated as a Member of the American Academy of Actuaries.

In addition to his professional and academic achievements, Brooks was one of the initial inductees into the Iowa Insurance Hall of Fame and was also inducted into the Iowa Business Hall of Fame. He serves or has

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Field maintenance worker John Stewart heads up a two-man crew that maintains the landscaping and flowers that provide a lasting impression to our many DSM visitors.

*"I believe that landscaping adds a lot of character to any property. I have traveled many places and seen many airport buildings and grounds, but our grounds are second to none! Our goal at Des Moines International Airport is to continue to keep a first-rate campus. I would like to compliment all our field workers for their outstanding work in landscaping and maintaining our grounds."*

*— Airport Board Chairman, Jim Erickson*



Field worker Dave Minard shows some of the meticulous care that he and Stewart provide in making our Airport a grounds-keeping jewel.

served with the American Council of Life Insurance, the Belin-Blank Advisory Board and the Des Moines Art Center, the Des Moines Arts Festival, the Greater Des Moines Partnership, Drake University, the Iowa Methodist Medical Center, and the Des Moines YMCA Board(s) of Directors.

While Brooks may be new to the Airport Board, experience and advice may be close at hand as his wife Sunnie Richer served on the Board from 1994 to 2000.

Another new Airport Board member, Nolden Gentry, is a principal owner of the Des Moines-based BRICK, GENTRY, BOWERS, SWARTZ, STOLTZ, SCHULING & LEVIS, P.C. law firm, a role in which he has served since 1983. Gentry began his career at the firm in 1967 after first serving as a Special Agent in the Federal Bureau of Investigation and then as an Assistant State of Iowa Attorney General.

Gentry received a bachelor degree from University of Iowa in political science in 1960, and a Juris Doctorate degree in 1964 from

the University of Iowa Law School. He is currently involved as a member of the Board of Trustees for the Mid-Iowa Health Foundation, a member and Chair of the Community Housing Development Corporation Board, a member of the Drake Relays Committee, and as a member of the Boards of Directors for Bankers Trust Company (Des Moines), Prairie Meadows Racetrack and Casino, and the University of Iowa Foundation.

Gentry recently retired as a member of the Delta Dental of Iowa Board of Directors, and has served in past years as a member of the Des Moines School Board, the Greater Des Moines Community Foundation Board, the Iowa Board of Public Instruction, the Commission for the Blind, the University of Iowa Law School Foundation, the I-Club Board for the University of Iowa, the Simpson College Board of Trustees, the Iowa Public Television Foundation, the United Way of Central Iowa Board of Directors, the Des Moines Skywalk Commission, the MidAmerican Energy Holdings Company Board of Directors, the Orchard Place - Child Guidance Center Board, and the Board of

Directors of Bankers Trust Company (Cedar Rapids).

Finally, Elizabeth Ward is self-employed in sales, representing over 40 national companies in the gift industry over a three-state region. She has past experience as an employee of the Meredith Corporation.

Ward is a graduate of Des Moines Roosevelt High School and received her bachelor's degree from Iowa State University in 1980 with a double major in Journalism and Marketing. She has volunteered and served with a number of local organizations, including as a Board Member of the Des Moines Symphony Alliance, the Ramsey Home National Benevolent Association, the President Roosevelt High School Athletic Booster Association, as a Board member of the Des Moines Public Schools' Library Committee, as Corporation Board Member of the Gamma Phi Beta Sorority, and as an Elder and Board member of the West Des Moines Christian Church.

## DIRECTOR'S COLUMN



### Wow!

What a summer. At the Airport, we have been extremely busy on all fronts. I hope you had a chance to relax and enjoy the weather and all the events in central Iowa.

The Airport's 75th Anniversary Event was held in conjunction with the Annual "Fly Iowa" event on June 30th. Weather for the event was perfect, and with the assistance of detailed planning and execution, the feedback from the public has been all positive. About 4,000 people came out to see the aircraft displays and have a good time. (Several pictures from the Open House appear elsewhere in this newsletter). I want to thank everyone who made that day a success.

I am pleased to report that passenger levels at the Airport continue to steadily increase. Through the first eight months of 2007, we are up 1.8% over last year. That translates into 12,000 more passenger boardings. May 2007 was the highest May in terms of passenger traffic in the Airport's history. When

contrasted with a national trend that saw the sale of domestic tickets decline 4.6%, it certainly appears like Des Moines is bucking the trend and I am convinced central Iowa sees enhanced air service because of it. As an example, Northwest Airlines plans to significantly increase capacity, including flying a 76-seat regional jet to Washington DC beginning September 15, 2007.

I want to say a big THANK YOU to all the organizations that held high profile events that have drawn people to central Iowa this summer. Not only have these events helped our enplanements, but they have benefited all parties associated with the Airport as well. For example, the Airport's Rental Car Operators report that their revenues are up 19%. With the addition of the Capital City Brew Pub near the passenger boarding gates, food and beverage sales at the Airport have risen dramatically as well. These are excellent examples of the teamwork needed for the Des Moines International Airport to be as successful as it can be.

Construction is a part of life at any major airport, and Des Moines is no exception. Work is going on at each end of the airport grounds. On the north side of the field, Elliott Aviation is beginning construction of a brand-new \$6 million corporate and general aviation facility, while on the south construction of a

new service road is expected to spur several future projects between the field and Army Post Road. Inside the terminal building, visitors will see an all-new advertising concept on the walls, which incorporates Central Iowa-themed displays and technology-based concepts. Included in the advertising makeover are an innovative mobile-media hotel & dining information system, and a real-time Accuweather station.

Lastly, the Airport's marketing campaign has kicked off for this fiscal year. Perhaps you saw two of our new commercials run during the national telecast of the Hy-Vee Triathlon. The spots feature actual airport customers discussing the fact that they "Get it". They "get" the educational messages we have been sending. They "get" that parking at the Airport 2 economy parking lot is only \$4 per day. They "get" it that they have purchasing power and that it costs much more than the price of gas to go to an out-of-state airport. They "get" the fact the community must attract the service it wants by establishing a record of strong passenger traffic.

I need the help of all of you in moving that message forward. We are on pace to board over one million passengers for the first time in our history. Wouldn't it be fun to do that on our 75th birthday?

- Craig

# MESABA PICKS DSM FOR AIRCRAFT FACILITY

On August 7, 2007, officials of Mesaba Airlines, a wholly-owned subsidiary of Northwest Airlines, announced plans to locate an aircraft maintenance facility for the carrier's fleet of 50-seat Bombardier CRJ200 and their new 76-seat CRJ900 regional jet aircraft in Des Moines. Construction will begin later this year with completion in late 2008.

The \$11.8 million, 75,000 sq. ft. maintenance facility will house four aircraft bays and provide a staff of 30 employees, mostly technicians and managers. Des Moines was picked from a field of six potential locations largely due to its weighted flight schedule of regional jets and proximity to Northwest's Minneapolis, Detroit, and Memphis hubs. Preventative maintenance checks on overnight aircraft will be the primary focus of work at the facility. Under terms of the cooperative agreement, the Airport will be responsible for a portion of site preparation and construction of the hangar building, while entertaining a long-term lease with Mesaba. The facility will be located immediately adjacent to the lighted, 26-acre "South Cargo" apron, in proximity to the Airport's shipping operators.

"It's a really good fit," said Aviation Director Craig Smith. "All the infrastructure is really already here for the facility."

Airport Board Chairman Jim Erickson added, "It is a real coup for all of central Iowa."

U.S. Representative Leonard Boswell, members of the Des Moines City Council including Mayor Frank Cownie, and other local leaders, including representatives of the Greater Des Moines Partnership and the Des Moines Convention and Visitors Bureau joined Mesaba and Airport officials at the announcement.

Mesaba took delivery of their first CRJ900 aircraft and will have a fleet of 36 by the end of 2008. The 76-seat plane features all-leather seating, enhanced and expanded windows, larger overhead storage units, and a first class passenger area.



*Northwest and Mesaba Airline officials Bill Poerstel (on the left) and Tom Bach (second from the left) address questions at the press conference along with DSM Aviation Director Craig Smith.*

# AIRPORT EMPLOYEE/TENANT APPRECIATION PICNIC & TRAVEL PARTNERS RECEPTION

On Thursday evening, September 13, 2007, the Airport hosted the Fourth Annual "Partners in Travel" reception in the Airport's Cloud Room. Over 60 travel agents and corporate travel planners attended the event which provides an opportunity for travel representatives to meet and talk with the airline representatives providing service at DSM. This year's featured speaker was former TV13 news anchor, Therese (Thompson) Wielage, who currently is Vice President at Spindustry Systems, Inc., a web design and development firm here in Des Moines. (Pictured to the right)



The Sixth Annual Tenant/Employee Picnic was held Thursday, September 6th in the Plaza area of the Parking Facilities. Over 400 tenants and employees attended the event hosted by the Aviation Department, City of Des Moines. As in previous years, attendees were asked to bring a nonperishable food item or make a monetary donation for the Food Bank of Iowa. Over 400 pounds of food and almost \$400 in cash were raised for the admirable cause. Some lucky attendees were fortunate to receive one of 23 door prizes given away during the event. (Pictured to the left)

# Captured Moments from the 75th Anniversary Celebration/Fly Iowa Event held on June 30, 2007



Ken McCoy, Operations Manager (on the left), receiving a Certificate of Special Recognition by Mr. James Ellis of the American Society for Industrial Security (ASIS) at the June 5, 2007, Airport Board Meeting. The award recognized the Airport for its security program, including the use of certified safety officers at key stations.



On June 4, 2007, Iowa Congressman Leonard Boswell and Chairman of the Aviation Committee from Illinois, Representative Jerry Costello, were on hand to participate in an aviation forum in the Airport's Cloud Room. The public forum focused primarily on Congress' Aviation funding program. Boswell (on the left) and Costello (far right), show-off Airport shirts presented by Aviation Director Craig Smith.

## STORM CAUSES TERMINAL EVACUATION

Living in Iowa inevitably means adapting to all sorts of weather. From rain to drought, below-zero wind chills to triple-digit heat indices, hail to snow, Iowans experience an impressive variety of weather. Most times, these weather patterns do not interrupt the operation at the Des Moines International Airport, but a recent storm—complete with twin tornadoes—caused the Airport to suspend operations and engage its emergency procedures.

On June 22, 2007, a powerful storm system passed over Des Moines, bringing heavy rains, lightning, and 89 mile-per-hour wind gusts. It also spawned two tornadoes within minutes of each other just a few miles southwest of the Airport. With tornadoes on the ground Airport Operations Officers ordered the execution of tornado emergency procedures, wherein the concourses and terminal were cleared and all employees, travelers, and tenants were swiftly moved to the terminal's basement.



*This picture shows some of the damaged package modules used to ship air cargo for UPS's airport operation. The adverse weather discarded the empty "cans" and threw them haphazardly around the cargo apron.*

As the Operations Center monitored the local news and the National Weather Service's radio broadcast, hundreds of people waited patiently for the threat to pass in the cramped but safe basement quarters. Less than an hour after the initial decision to clear the terminal and concourse, Operations gave the "all clear" signal, and staff began to assist everyone out of the basement and back into the terminal. Even so, the storm continued outside, and passengers emerging from the basement were overheard exclaiming on the ferocity of the wind and rain still pounding away at windows and doors.

"It's a balancing act," notes Shawn Arena, Deputy Director of Operations and Maintenance. "You have to keep everyone's safety your main priority, but you also don't want anybody stuck down in the basement one second longer than is absolutely necessary. In this type of situation, we'll always err on the side of caution."

Things were far from over, however, as the next order of business was to get the employees back to their duty stations, get the security checkpoint up and running, and get

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“Storm Causes” continued from page 5

the Airport operating again. As travelers were still emerging from the basement, TSA screeners were opening three lanes at the security checkpoint, as all the passengers pulled from the concourse would have to be re-screened.

“Unusual operations become a total team effort,” said Craig Smith, Aviation Director at Des Moines International Airport. “It becomes a big job to get the Airport back up and running after emptying the concourses and shutting operations down.”

Airport staff moved quickly to clean up rainwater that had blown in from outside, restart escalators, and assist tenants and security personnel in resuming operations. Meanwhile, passengers began to pass through the security checkpoint. With three lanes running and two shifts of employees available—the storm hit during a shift change—the TSA security screeners worked quickly to re-screen everyone and get them back to their gates before flights resumed. As a testament to their efficiency, the screeners moved approximately 500 people through the checkpoint in a mere 15 minutes.

“The TSA folks were outstanding. I was really impressed with how quickly and smoothly they managed to get all those travelers through the checkpoint and back onto the concourse,” notes Smith. “Our ongoing partnership with the TSA continues to surpass my expectations.”

Although some passengers experienced inconveniences beyond the temporary base-ment diversion (a handful of inbound flights were diverted from Des Moines during the storm), for the most part, the Airport was back to normal operations within twenty-five minutes after the “all clear”. Arena claims the reasons for the successful evacuation and subsequent return to normal are threefold: “First of all, we had a procedure in place for an emergency like this; you just can’t operate without one. Second, the Airport’s staff and TSA security staff showed a strong willingness to go beyond the call of duty to both ensure our passengers’ safety and assist them in getting to their flights quickly. And third, the passengers themselves worked with us to take appropriate shelter during the tornado warning and showed a lot of patience despite the storm.”



One of the United Parcel air cargo package “cans” that were damaged after being blown by the tornado-intense winds.



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