

TESS SNIPES

5722 Manassas Run
Stone Mountain, GA 30087

770-498-5108
abovebeyondts@aol.com

ARP CONSULTING, LLC
Executive Vice President

ATLANTA, GA
June 1996-October 2002

- Managed the operations of offices in Atlanta, Chicago and Washington, responsible for meeting revenue targets, business development and staff recruitment
- Supervised 12 direct reports, also responsible for project management and marketing
- Assisted in the formation and financing of an affiliate company to operate airport concessions as well as the acquisition of three airport locations
- Increased revenue to \$2.0 million in annual billings
- Provided consulting services to airport and FAA directors and managers in areas of master planning, financial planning and analysis, developing capital programs, leasing and real estate issues and marketing to attract additional air service at major airports
- Prepared Marketing Plan and provided marketing services for Gary/Chicago Airport
- Conducted economic analysis and financial feasibility studies
- Managed master plan financial studies
- Coordinated tenant relocations as part of Master Plan implementation at Hartsfield International Airport
- Prepared Requests for Proposals for airport clients

ARP CONSULTING, LLC
Vice President

ATLANTA, GA
June 1995 – June 1996

- Opened Atlanta office for Chicago-based consulting practice
- Successfully developed new business and brought in retainer clients
- Conducted air service marketing studies and worked on airport master plans

UNITED AIRLINES
Regional Manager - Airport Affairs and Corporate Real Estate

ELK GROVE TOWNSHIP, IL
May 1989- June 1995

- Was responsible for the negotiation and administration of leases for airport facilities and office space in 12 cities, including Chicago, United's largest hub
- Budgeted and monitored real estate expenditures in excess of \$175 million annually
- Represented airline group in airport bond financings including restructuring in debt service savings to the airport in excess of \$213 million
- Chaired Chicago Airlines TOP Committee and Financial Working Group which oversees the development and funding of O'Hare Capital Projects
- Served on Board of Directors for the Chicago Airlines Terminal Equipment Corporation and Atlanta Airlines Terminal Corporation
- Led audit and reconciliation projects for Chicago Airports leading to close to \$50 million in audit reconciliation adjustments
- Developed and administered leases for 17 ticket offices and a 120,000 square foot Regional Reservations Center

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UNITED AIRLINES
Business Analyst

ELK GROVE TOWNSHIP, IL
January 1987- May 1989

- Analyzed the impact of marketing programs on revenues
- Conducted study of free travel policies and implemented new procedures resulting in estimated savings to the airline of over \$100 million annually
- Developed senior management briefings

UNITED AIRLINES
Pricing Specialist

ELK GROVE TOWNSHIP, IL
June 1985 – January 1987

- Developed pricing strategies for major Midwest markets
- Analyzed competitive airline activity
- Coordinated with other marketing departments to keep abreast of new programs

EDUCATION

Master of Business Administration, The Wharton School Graduate Division, University of Pennsylvania, Philadelphia, PA

Bachelor of Business Administration, Hofstra University, Hempstead, NY

Completed Certified Planning Official Training, Atlanta Regional Commission

Completed 40 hours of training in **Basic Mediation Skills with Clinical Practicum** at the Justice Center of Atlanta, Inc. and subsequent Continuing Education.

APPOINTMENTS

DeKalb County Planning Commission – Chair

MEMBERSHIPS

Chapter Founder – Alpha Kappa Alpha Sorority, Inc. Kappa Phi Chapter
National Black MBA Association Lifetime Member
Brooklyn Tech Alumni Association
Ben Hill United Methodist Church Council
Fortune Builders Mastery
Registered Mediator with Georgia Supreme Court Commission on Dispute Resolution
Wharton Alumni

Statement of Purpose for the PDK Airport Master Plan Advisory Committee

As a 23-year resident of DeKalb County, I propose to serve on the PDK Airport Master Plan Advisory Committee for the following purpose:

- To receive information used to formulate the PDK Master Plan and provide input to the PDK Airport as part of the Master Plan Process.
- Meet on a regular basis to exchange information and participate in the planning process from the perspective of an engaged and concerned resident of DeKalb County.
- Consider development proposals and alternatives generated during the Master Plan Process.
- Provide input and consideration of impacts of the Master Plan on DeKalb County residents.
- Utilize my background in aviation and planning to provide meaningful input as an Advisory Committee member.

30 years Aviation

20 years Hartsfield

no experience with airport @ DeKalb.

Chicago, ATL, Mary, Augusta, New Orleans + Tampa

Stakeholder Coordination

- Network, Knowledge of the business

FAA Rules, Regulations, Schedules

- Time weakness

- Planning Commission - 2005

- Infrastructure, Traffic, Economic Development
Connectivity, Education, Senior Housing