

GENERAL AVIATION SECURITY SOLUTION: **SHARING A SYSTEM AND COST OVER TIME**

Overview

As the growth of General Aviation continues, combined with increasing concerns regarding security at GA airports, the industry faces the question of funding GA security. Compounded with the uncertainty of upcoming TSA security changes along with continued Congressional interest, airports are under constant pressure by local authorities and corporate users to address secure facilities. The GA fleet and the more than 25,000 airport-based businesses which support GA may offer the answer.

The Current Trend

Airports considering investing in integrated security systems welcome the idea of working with tenants and users to create an airport-wide solution. This approach provides the benefit of economies of scale thereby lowering and sharing the total investment, as well as creating a common airport system, encouraging airport tenants who desire adding security, but are waiting for airports to establish their program first. This also could provide a platform for setting up a single network of multiple facilities or airport systems across a region, or even nationally, with monitoring from a central location.

The Security Solution

The question of a security solution for GA facilities is solved not just by purchasing hardware, but through a totally web-based, IP-designed System, fully integrating all security components including video surveillance and access control entries, all connected via a secure high-speed wireless network. In addition, a web-based architecture from an industry-experienced systems integrator will also allow for "Virtual IT" support features enabling remote management and monitoring, reducing end-users' concerns regarding timely support while minimizing downtime. A Maintenance Service Plan should be considered for providing ongoing support with a known cost, while insuring optimum operation and protecting the system investment.

Funding GA Security

As airports and municipalities are struggling with limited sources of funding, and business aviation firms find it difficult to budget capital cost for security, one solution to consider is spreading the cost over time with a monthly payment program. Through this concept airports could eliminate the time consuming and potentially problematic RFP process, and the procurement timeframe is considerably shorter while minimizing concerns about sharing airport security plans with the public. Mitigating risks is an additional benefit, and the associated savings go direct to the bottom line.

Sharing the System...

Leveraging the security infrastructure and sharing certain assets across the airport through enlisting the support and participation of airport tenants' resources (i.e. hangar locations w/power for cameras) would benefit all parties and reduce cost by using a common system. The result creates a cost effective airport-wide security system from a single source. To insure future years' continued operation, the option of a system refresh (updated software, equipment, etc.) could also be included during, or at the end of the term, which extends the security system's service life and avoids the typical obsolescence concerns.

Sharing the cost...

Considering typically 50 percent of fuel sales are generated from transient customers who are concerned about security when away from their home base, a couple of means for sharing the cost might include a penny per gallon flow fee or a recent trend of transient security fees. Based tenants and users could contribute to cost sharing via tie downs at \$5/mo to corporate tenants at \$150/mo, and enjoy the benefits such as remote camera viewing of their aircraft. Combined, these revenues have the potential to offset the entire system cost. In some cases, even eliminating the current monthly cost of one security guard has offset a system's monthly cost, or by avoiding a deductible claim, the cost of a complete system.

In Summary

This answers the challenge of the General Aviation industry to the critical questions- *"What is a security solution, how do we manage it, what is the ROI, and who pays for it?"*

A comprehensive *GA Security Solution* shared and funded by all is the key and a common sense approach. The time is right for Industry leaders to join the effort of helping demonstrate to TSA. The mystery may best be solved without their funding and additional regulations.