

# 2018 BUSINESS OF AIRPORTS

# AGENDA

MONDAY, JUNE 11



Concessions



Business Diversity



Finance



Human Resources

8:00 AM - 4:30 PM

**Registration**  
Registration Area

8:00 AM - 9:00 AM

**Networking Breakfast**

Salons A-B + E

**Finance Committee Workshop**  
Salons I & H  
8:30 am - 10:30 am

9:00 AM - 10:30 AM

**Commercial Management Committee Workshop**  
Salon F

**Business Diversity Committee Workshop**  
Salon BCD

**Human Resources Committee Workshop**  
Mt. Hood

10:30 AM - 11:00 AM

**Networking Break**

11:00 AM - 12:15 PM

**Joint Meeting: Business Diversity Committee and Commercial Management Committee**  
Salon F

**Joint Meeting: Business Diversity Committee and Commercial Management Committee**  
Salon BCD

**Financial Impacts of Federal Policy Working Group**  
Salons I & H

**Compensation and Benefits Benchmarking Survey Working Group**  
Mt. Hood

12:15 PM - 1:30 PM

**Networking Lunch**

1:30 PM - 2:45 PM

**Commercial Management Airports Only Meeting**  
Salon F

**CEO Close Up: Building a High Performing Leadership Team**  
Mt. Hood

**Finance Committee Meeting**  
Salons I & H

**CEO Close Up: Building a High Performing Leadership Team**  
Mt. Hood

2:45 PM - 3:15 PM

**Networking Break**

3:15 PM - 4:15 PM

**Open Networking Time**

**Contract Monitoring - Federal Regulations and the Real World**  
Salon BCD

**Strategic Planning & Performance Management Working Group**  
Salons I & H

**Human Resources Rotating Roundtables**  
Mt. Hood

4:15 PM - 5:00 PM

**Open Networking Time**

**Finance Committee Steering Group Meeting**  
Salons I & H

**Open Networking Time**

5:00 PM - 6:30

**Networking Lounge Grand Opening and Welcome Reception**  
Exhibit Hall

Thank you to the Business Diversity, Commercial Management, Finance, and Human Resources Steering Groups and Committee members who contributed to the success of the 2018 ACI-NA Business of Airports Conference.

**TUESDAY, JUNE 12**



**Concessions**



**Business Diversity**



**Finance**



**Human Resources**

8:00 AM - 4:30 PM

**Registration**  
*Registration Area*

8:00 AM - 9:00 AM

**Breakfast in Networking Lounge**  
*Exhibit Hall*

9:00 AM - 9:30 AM

**Welcome and Opening Remarks**  
*Salon A-E*

9:30 AM - 10:45 AM

**General Session 1: Insight from the Airport C-Suite**  
*Salon A-E*

10:45 AM - 11:15 AM

**Networking Break**  
*Exhibit Hall*

11:15 AM - 12:30 PM

**Session 1A: The Intersection of Concessions and Technology**  
*Salons A-E*

**Session 1B: Matchmaking and Mentoring Programs - Do They Work?**  
*Salon IGH*

**Session 1C: Alternative Project Delivery Methods**  
*Salon F*

**Session 1D: Employee Engagement and Culture**  
*Mt. Hood*

12:30 PM - 2:00 PM

**Lunch in Networking Lounge**

2:00 PM - 3:15 PM

**Session 2A: Ground Transportation - Airport Challenges and Opportunities for Evolving Business Models**  
*Salons A-E*

**Session 2B: Show Me the Money - Challenges in Obtaining Joint Venture Financing**  
*Salon IGH*

**Session 2A: Ground Transportation - Airport Challenges and Opportunities for Evolving Business Models**  
*Salons A-E*

**Session 2Di: Health and Wellness**  
*Mt. Hood*  
**Session 2Dii: Canadian Airports HR Roundtable Session**  
*Eugene*

3:15 PM - 3:45 PM

**Networking Break**

3:45 PM - 5:00 PM

**Session 3A: Private-Public Partnership (P3) 101 - The Concessions Perspective**  
*Salons A-E*

**Session 3B: Increasing Diversity in Bond Placement**  
*Salon IGH*

**Session 3B: Increasing Diversity in Bond Placement**  
*Salon IGH*  
**Session 3C: Using Big Data to Increase Revenue**  
*Salon F*

**Session 3D: Leadership Development Tied to Succession - Addressing the Competencies Gap**  
*Mt. Hood*

**WEDNESDAY, JUNE 13**



**Concessions**



**Business Diversity**



**Finance**



**Human Resources**

8:00 AM - 1:30 PM

**Registration**  
*Registration Area*

8:00 AM - 9:00 AM

**Breakfast in Networking Lounge**  
*Exhibit Hall*

9:00 AM - 10:00 AM

**General Session 2: Keynote Speaker**  
*Salons A-E*

10:00 AM - 10:30 AM

**Networking Break**  
*Exhibit Hall*

10:30 AM - 11:30 AM

**Concessions Roundtable**  
- Session 4A: The  
New World of Airport  
Advertising  
*Salon F*

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*Salon F*

**Finance Airport  
Roundtable by Hub Size**  
*Large Hub Roundtable  
Portland*

**Session 4D: 2018 ACI-  
NA Excellence in Human  
Resources Recognition  
Program**  
*Mt. Hood*

11:30 AM - 12:30 PM

**Concessions Roundtable**  
- Session 5A: Pricing  
Methodology & Menu  
Flexibility  
*Salon F*

**Concessions Roundtable**  
- Session 5A: Pricing  
Methodology & Menu  
Flexibility  
*Salon F*

*Medium Hub Roundtable  
Salon G*  
  
*Small/Non Hub  
Roundtable  
Salon I*  
  
*Canadian Roundtable  
Salon H*

**Session 5D: Social  
Sustainability**  
*Mt. Hood*

12:30 PM - 1:30 PM

**Networking Lunch**  
*Exhibit Hall*

1:30 PM - 2:45 PM

**General Session 3: Roundtable with Airlines**  
*Salons A-E*

2:45 PM - 3:15 PM

**Networking Break**  
*Ballroom Foyer*

3:15 PM - 4:30 PM

**Session 6A: Concessions  
Trends - True Trends or  
Traps**  
*Salon F*

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*Salon F*

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Traps**  
*Salon F*  
  
**Session 6D: Workforce  
Efficiency Study and the  
Bottom Line**  
*Mt. Hood*

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5:30 PM - 6:00 PM

**Awards Gala Reception**  
*Business or Cocktail Attire Suggested  
Ballroom Foyer*

6:00 PM - 9:00 PM

**Awards Gala Dinner**  
*Business or Cocktail Attire Suggested  
Salons A-E*