



2020 ACI-NA Business of Airports Conference Agenda (Finance Track)

Sunday, June 7, 2020

9:00am – 4:00pm
6 CPE Credits

Airport Finance Workshop – Business Analytics
(Pre-registration required - limited space, first come first served & \$250 separate charge for the workshop)

Instructor: Patrick Lucas, Director, Economics, ACI World

The modern airport operator has moved away from being a mere infrastructure provider to a diversified and complex business that operates strategically within the air transport value chain. Consequently, an understanding of economic performance based on statistical and analytical tools as well as robust performance indicators provides valuable business intelligence to decision makers and other stakeholders.

The objective of this course is to introduce participants to some of the essential tools and techniques used to support data-driven decision making in organizations with applications to the airport industry.

1:00pm – 3:00pm

Phoenix Sky Harbor International Airport Tour
(Pre-registration required)

Phoenix Sky Harbor International Airport has arranged an Airport tour to view the newly remodeled North Concourse at Terminal 3. The concourse consists of ten boarding gates serving five commercial airlines in a common use environment. Come see the new shops which include Discover Arizona with Tech-on-the-Go/House of Marley and Stellar News +

Market with Starbucks. Tantalize your taste buds and grab a bite at one of our new eateries which include Scramble, Ajo AI's, and the Phoenix Beer Company.

The tour will begin in Terminal 3, Level 5, Friends and Family Room at 1:00pm. Bus transportation will be provided to The Phoenician. **All attendees must preregister for the tour.** Up to 50 people can attend and will be accommodated on a first-registered, first-served basis. All tour attendees will need to provide a Government Issued ID on the day of the tour. Please [click here](#) to sign up for the tour.

Monday, June 8, 2020

8:00am – 4:30pm	Registration
8:00am – 9:00am	Networking Breakfast
8:30am – 4:15pm	Finance Committee Workshop (<i>Open to all registered attendees</i>)
8:30am – 8:40am	Welcome and Opening Remarks , Sylvia Ambrogio, 2020 Chair, ACI-NA Finance Committee and Jay DeWitt, Deputy Aviation Director/CFO, Phoenix Sky Harbor International Airport
8:40am – 9:40am <i>1 CPE Credit</i>	Airport/Airline Business Working Group , Chaired by Tatiana Starostina, CFO, Los Angeles International Airport
9:40am – 10:30am <i>1 CPE Credit</i>	Financing Regulatory Implications Working Group , Kathleen Sharman, CFO, Orlando International Airport
10:30am – 11:00am	Networking Break
11:00am – 12:15pm <i>1.5 CPE Credits</i>	Accounting and Financing Working Group , Chaired by Tracy Borda, CFO, Philadelphia International Airport
12:15pm – 1:30pm	Networking Lunch
1:30pm – 2:45pm <i>1.5 CPE Credits</i>	Finance Committee Meeting , Chaired by Sylvia Ambrogio, 2020 Chair, ACI-NA Finance Committee <ol style="list-style-type: none">1. Welcome and Opening Remarks (5 minutes)2. Capital Market Overview – (45 minutes) Attendees will be updated on current trends in capital financing markets and bonding structures. There will also be update on current finance trends in Canadian and international airports. Attendees should have a basic level of finance knowledge.3. Canadian Update – Catherine Kloepfer, Senior Vice President /Corporate Services & CFO, Winnipeg Airports Authority Inc. (10 minutes)4. ACI World Economics Committee Update – Liying Gu, Vice President, Economic Affairs and Research (10 minutes)5. Open Discussion and Announcement of 2020 Event Schedule (remaining time)
2:45pm – 3:15pm	Networking Break
3:15pm – 4:15pm <i>1 CPE Credit</i>	Strategic Planning and Performance Management Working Group , chaired by Michael Hill, Chief Financial Officer, Charlotte Douglas International Airport

4:15pm – 5:00pm **Finance Committee Steering Group Meeting**

5:00pm – 6:30pm **Welcome Reception**

Tuesday, June 9, 2020

8:00am – 4:30pm **Registration**

8:00am – 9:00am **Breakfast in Networking Lounge**

9:00am – 9:30am **Welcome and Opening Remarks**

Speakers: Kevin M. Burke, President & CEO, ACI-NA
James E. Bennett, Director of Aviation Services, City of Phoenix Aviation Department
Lew Bleiweis, Executive Director, Greater Asheville Regional Airport Authority and Chair,
ACI-NA Board of Directors

9:30am – 10:45am **General Session 1: Innovative Strategies To Improve The Passenger Experience**

Wendy Lea is a leading expert in digital innovation strategies that drive growth for global organizations and economic vibrancy for communities. Her multi-faceted background and extensive network of high growth startups, venture capitalists, and cross-sector business leaders gives her the forward-thinking, entrepreneurial, and innovative perspective needed to help airports and their business partners identify inventive strategies to improve the passenger experience and grow their business.

Introduction: Lew Bleiweis, Executive Director, Greater Asheville Regional Airport Authority and Chair,
ACI-NA Board of Directors

Speaker: Wendy Lea, Board Leader, CEO and Entrepreneur

10:45am – 11:15am **Networking Break**

11:15am – 12:30pm **Session 1C: Maximizing Revenue for Third-party Developments at Your Airport**
1.5 CPE credits

Non-aeronautical revenues are an important component to the airports' bottom. However, with demographic and technological change, the airport industry continues to experience major business model transformation in a relatively short period of time. How can the industry protect the commercial revenue base in the context of technological disruption and heightened regulatory oversight? What are some product innovations, new service offerings and pricing strategies that airports could devise to mitigate declines in their commercial revenues in certain areas?

12:30pm – 2:00pm **Lunch**

2:00pm – 3:15pm **Session 2C: Building Airports for Resilience and Sustainability – Climate Bonds and Green Financing**
1.5 CPE credits

Green financing represents an important and viable alternative that aims to align sustainable development solutions with the required financial flows to meet those goals. How does green financing strike the balance between environmental accountability and a reasonable rate of return? Panelist will answer these and more questions.

3:15pm – 3:45pm

Networking Break

3:45pm – 5:00pm
1.5 CPE Credits

Session 3C: Parking and Ground Transportation: Airport Challenges and Opportunities

Transportation Network Companies (TNCs), peer-to-peer ridesharing or rental car companies businesses have created both opportunities and challenges for airports in managing operations, revenue, and passenger experience. The evolution of technology and passenger culture will continue to put pressures on Ground Transportation with autonomous vehicles, peer to peer car rentals, and more. Learn how airports can navigate through these changes and continue to effectively maximize their operations, revenue, and increase the passenger experience.

Wednesday, June 10, 2020

8:00am – 4:00pm

Registration

8:00am – 9:00am

Networking Breakfast

9:00am – 10:00am
1 CPE Credit

General Session 2: Insight From the Airport C-Suite

Managing airports can be a challenging job, especially with a more concentrated airline industry and the difficulty of adding air service. Airports must continue to creatively reinvent their passenger services to improve the travel experience and remain competitive. There is also a need to manage their infrastructure and community expectations, while addressing new business models and exploring additional revenue streams. This session explores the successes and challenges airport CEOs face in developing strategies, which create economic benefits and increase passenger satisfaction.

10:00am – 10:30am

Networking Break

10:30am – 12:30pm
2 CPE Credits

Airport Finance Roundtable by Hub Size *(Open to all registered attendees)*

Large Hub Airport Roundtable

Facilitator: Tracy Borda, CFO, Philadelphia International Airport
Michael Hill, CFO, Charlotte Douglas International Airport

Medium Hub Airport Roundtable

Facilitators: Marge Basrai, Vice President and Chief Financial Officer, Nashville International Airport
Henrietta Brown, Deputy Director & CFO, New Orleans Aviation Board

Small/Non Hub Airport Roundtable

Facilitators: Basil Dosunmu, SVP, CFO, Finance and Administration, Greenville- Spartanburg International Airport
Robin Strasser, Director of Administration & Finance, Fort Wayne-Allen County Airport Authority

Facilitators: **Canadian Airport Roundtable**
Catherine Kloepper, Senior Vice President /Corporate Services & CFO, Winnipeg Airports Authority Inc.
Rob Palmer, Vice President, Finance and CFO, The Calgary Airport Authority

12:30pm – 1:30pm

Lunch

1:30pm – 2:45pm
1.5 CPE Credits

Session 4C: Roundtable with Airlines

This session features representatives from airlines who will share their perspectives on many issues including the state of the airline industry, new trends in airport-airline agreements, airline input into airport capital programs and much more. And, of course, we'll look to airports in the audience for their questions and discussion with our airline panelists.

2:45pm – 3:15pm

Networking Break

3:15pm – 4:30pm
1.5 CPE Credits

Session 5C: Highest and Best Commercial Use for Valuable Airport Terminal Space

As the pursuit of non-aeronautical revenue continues at airports across North America, how does Airport Management decide what commercial operations go where? This session will discuss how airports decide on what commercial service will go into what space. Should the space be an airport lounge, an airline lounge or a concession space? What considerations are discussed? Is it financially, operationally or politically driven?

5:30pm – 6:00pm

Awards Gala Reception (*business or cocktail attire suggested*)

6:00pm – 9:00pm

Awards Gala Dinner (*business or cocktail attire suggested*)

Continuing Professional Education (CPE) Information

Conference workshops are all Group-Live.

Not all of the sessions at this conference are eligible for CPE credits. Please check the individual session you wish to attend to ascertain the number of credits available.

Conference Learning Objectives:

Participants will be able to:

- Determine business practices favorable to an airport's business relationships with airlines.
- Identify potential accounting rule changes and implications to financial reporting.
- Identify financial impacts of existing and proposed federal policies.
- Determine potential impacts due to capital market changes.
- Apply global best practices in airport management.
- Apply strategic planning methods and identify performance management improvements.

Course Level: The course level is intermediate. Conference workshops are designed for individuals with a basic understanding of airport industry concepts and issues.

Prerequisite: Basic knowledge about airport business and financial management.

Advance Preparation: None

Conference participants are eligible to receive up to 16.5 hours of Finance CPE credits.



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For more information regarding administrative policies such as refunds, cancellation and complaints, please contact Liying Gu at lgu@airportscouncil.org.