



### Finance Track Agenda

Agenda subject to change. Please visit the ACI-NA website for the latest agenda.

## MONDAY, JUNE 6, 2022

8:00 AM – 4:30 PM  
North Registration Desk

#### Registration

8:00 AM – 8:45 AM  
Grand Canyon 8-13

#### Networking Breakfast

8:45 AM – 4:30 PM

#### Finance Committee Workshop (Open to all registered attendees)

8:45 AM – 9:00 AM  
Grand Canyon 7

#### Welcome and Opening Remarks

*Kathleen Sharman, CFO, Greater Orlando Aviation Authority, 2022 Chair, ACI-NA Finance Committee*  
*Jay DeWitt, Deputy Aviation Director/ CFO, Phoenix Sky Harbor International Airport*  
*Kevin M. Burke, President & CEO, ACI-NA*  
*Sam Samaddar, Airport Director, Kelowna International Airport, and Chair, ACI-NA Board of Directors*

9:00 AM – 9:30 AM  
0.5 CPE Credit  
Grand Canyon 7

#### Strategic Planning and Performance Management Working Group Chaired by - Rob Palmer, Vice President, Finance & CFO, The Calgary Airport Authority

- The Annual ACI-NA Financial Benchmarking Survey

9:30 AM – 10:30 AM  
1 CPE Credit  
Grand Canyon 7

#### Accounting and Financing Working Group Chaired by – Abel Palacios, Vice President, Finance, Dallas Fort Worth International Airport

- Overview of recent GASB changes and current projects as well as those expected near-term – Rumzei Abdallah, CPA, Senior Manager, Assurance, Plante Moran,
- A more detailed discussion on GASB 96 – Subscription-Based IT Arrangements (SBIA) – Olga A. Darlington, CPA, Partner, Moss Adams

10:30 AM – 11:00 AM  
Grand Canyon 8-13

### Networking Break

11:00 AM – 12:15 PM  
1.5 CPE Credits  
Grand Canyon 7

**Financial Regulatory Implications Working Group** *Chaired by – Basil Dosunmu, Senior Vice President, CFO, Finance and Administration, Greenville-Spartanburg International Airport*

- Roundtable discussion on Bipartisan Infrastructure Law (BIL) implementation – Jesse Carriger, BIL Implementation Team, Office of Airports, FAA

12:15 PM – 1:30 PM  
Grand Canyon 8-13

### Networking Lunch

1:30 PM – 2:45 PM  
1.5 CPE Credits  
Grand Canyon 7

**Airport and Airline Business Working Group** *Chaired by – Marge Basrai, Executive Vice President and CFO, Metropolitan Nashville Airport Authority*

- Roundtable discussion on ACI-NA's Business Term Survey
  - Brian Butler, Chief Financial Officer, Salt Lake City Department of Airports
  - Jeff Schulthess, Vice President, Landrum & Brown
  - Eric Smith, Partner, Kaplan Kirsch Rockwell
  - Dafang Wu, Director, DWU Consulting

2:45 PM – 3:15 PM  
Grand Canyon 8-13

### Networking Break

3:15 PM – 4:30 PM  
1.5 CPE Credits  
Grand Canyon 7

**Finance Committee Meeting** *Chaired by – Kathleen Sharman, CFO, Greater Orlando Aviation Authority*

1. Welcome and Opening Remarks (5 minutes) – Sharman
2. Legislative Update (5 minutes)
  - Annie Russo, Chief Political and Congressional Strategy Officer, ACI-NA
3. Capital Market Overview/Rating Agency Update (45minutes)
  - Cory Czyzewski, Managing Director, Public Finance Investment Banking, BofA Securities, Inc.
  - Jeffrey Lack, Director, Global Infrastructure and Project Finance, Fitch Ratings
4. Canadian update (10minutes)
  - Rob Palmer, Vice President, Finance & CFO, The Calgary Airport Authority
5. ACI World Economics Committee Update (10minutes)
  - Philippe Villard, Vice President, Economic Policy, ACI-NA
6. Open Discussion and Announcement of 2022-2023 Event Schedule (remaining time)

4:30 PM – 5:00 PM  
Grand Canyon 7

**Finance Committee Steering Group Meeting** *(Steering Group members only)*

5:00 PM – 6:30 PM  
Grand Canyon 8-13

### Welcome Reception

Catch up with old friends and make new ones at ACI-NA's welcome reception. It is the perfect opportunity to find out what your colleagues are doing to address the challenges of our ever-changing airport world.

## TUESDAY, JUNE 7, 2022

8:00 AM – 4:30 PM  
North Registration Desk

### Registration

8:00 AM – 9:00 AM  
Grand Canyon 8-13

### Networking Breakfast

9:00 AM – 9:30 AM  
Grand Saguaro  
North

### Welcome and Opening Remarks

*Kevin M. Burke, President & CEO, ACI-NA Kate Gallego, Mayor, City of Phoenix*

*Chad R. Makovsky, Director of Aviation Services, City of Phoenix Aviation Department*

*Sam Samaddar, Airport Director, Kelowna International Airport, and Chair, ACI-NA Board of Directors*

9:30 AM – 10:30 AM  
1 CPE Credit  
Grand Saguaro  
North

### General Session 1: Uncertainty is the New Certainty – So What Happens Now?

The travel industry has seen a structural shift in how companies approach their business strategy. The previous way of doing business will not always work in this new travel environment. Companies have become more concerned with customer engagement and the overall lifetime value of having a customer. Airports in particular have come to recognize the need to improve their role in the customer's end-to-end travel journey.

*Introduced by Sam Samaddar, Airport Director, Kelowna International Airport, and Chair, ACI-NA Board of Directors*

*Rafat Ali, Chief Executive Officer/Founder, Skift*

10:30 AM – 11:00 AM  
Grand Canyon 8-12

### Networking Break

11:00 AM – 12:00 PM  
1 CPE Credit  
Grand Canyon 7

### Session 2C: Strategies to Handle Rising Operations & Maintenance Costs in High Inflation Environment

U.S. airports typically have a fixed cost structure that is difficult to reduce at a short notice. Facing rapid inflation, an airport needs to evaluate the impacts on operating expenses and resulting airline rates and charges. In this session, we have invited some airports to discuss how they have been managing the operating expenses when the rebounding traffic is driving up the needs for additional spending.

*Moderated by: Tracy Borda, CFO, Philadelphia International Airport*

*Anthony Conza, Director of Financial Planning & Analysis, Tampa International Airport*

*Marsha Johnson, Deputy Director, Airport Finance and Administration, Tallahassee International Airport*

*Ross N. Jones, Chief Financial Officer, Jacksonville Aviation Authority*

12:00 PM – 2:00 PM  
*Grand Canyon 8-13*

### Networking Lunch

2:00 PM – 3:15 PM  
1.5 CPE Credits  
*Grand Canyon 7*

### Session 3C: Capital Improvement Program Planning – Challenges and Solutions to Volatile Capital and Operating Environment

As existing airport infrastructure continues to age and traffic volumes continue to recover, airport operators face decisions about how much they must invest to maintain physical assets, renovate facilities, and/or build new facilities. This session will look at ways to make those decisions strategically, provide approaches to getting stakeholder buy-in, and explore tools to help airports get there.

*Moderated by: Andy Rountree, Senior Vice President and CFO, Metropolitan Washington Airports Authority*

*Peter Froehlich, Managing Director - Airport Affairs, United Airlines  
J.T. Knadler, Executive Director, JP. Morgan Securities LLC  
Chris Poinsette, Executive Vice President and CFO, Dallas Fort Worth International Airport*

3:15 PM – 3:45 PM  
*Grand Canyon 8-13*

### Networking Break

3:45 PM – 5:00 PM  
1.5 CPE Credits  
*Grand Canyon 6*

### Session 4A/B: Airport Tenant Labor – Expensive & In Short Supply – Strategies For Success

Concessions are an increasingly important element for the passenger experience at airports. As airport operators continue to modernize their concession programs, both concessionaires and airports face challenges attracting and retaining labor, especially in today's competitive market. Join us to learn about strategies airports and concessionaires use to address labor costs, recruitment, retention, customer service, and operational challenges.

*Moderated by Deanna Zachrisson, Director, Revenue Generation & Partnership Development, San Diego County Regional Airport Authority  
Mandy Royston, Customer Experience Specialist, Indianapolis International Airport  
Susan Seubert, Vice President, Human Resources, HMSHost  
Courtney Thornton, Executive Vice President, Corporate Strategy & Business Development, Hudson*

3:45 PM – 5:00 PM  
1.5 CPE Credits  
*Grand Canyon 7*

### Session 4C: Understanding Environmental, Social, and Governance (ESG) to enhance airport financial management

Stakeholders such as bondholders and rating agencies have recognized the risks and opportunities related to ESG-based investment, which drives the need for the U.S. airport industry to evaluate, improve, and disclose ESG-related practices. Building on the ESG 101 that the Finance Committee hosted in April, this session will provide insights on what an airport finance professional needs to know about ESG. The session will include perspectives from a financial institution, legal considerations, and global best practices related to disclosure documents

*Moderated by Atif Saeed, Chief Financial Officer, Minneapolis-St. Paul Metropolitan Airports Commission*

*David Bannard, Attorney at Law, Kaplan Kirsch Rockwell  
Chris Bergstrom, Executive Director, UBS Financial Services Inc. | Public Finance  
Melinda Pagliarello, Managing Director, Environmental Affairs, Airports Council International – North America  
Craig Riley, Executive Advisor, ESG and Strategic Sustainability, GHD Advisory*

## WEDNESDAY, JUNE 8, 2022

8:00 AM – 4:00 PM  
North Registration Desk

### Registration

7:30 AM – 9:00 AM  
Wildfire A-B

### WBP/Associates Board Meeting with Breakfast

8:00 AM – 9:00 AM  
Grand Canyon 8-13

### Networking Breakfast

9:00 AM – 10:00 AM  
1 CPE Credit  
Grand Saguario  
North

### General Session 2: Diversity, Equity, and Inclusion in the Aviation Business

It's easy to talk about the importance of DEI broadly, but more challenging to make the changes that result in a real difference in an organization's culture. This session will explore the causes of implicit and unconscious bias and explore tactics to interrupt those causes. Industry leaders will also discuss the differences between diversity and inclusion and the benefits of having a diverse workplace to recruit and retain a talented workforce to develop an environment that promotes inclusivity.

*Moderated by Sam Samaddar, Airport Director, Kelowna International Airport, and Chair, ACI-NA Board of Directors*

*Danette Bewley, President and CEO, Tucson Airport Authority  
David Keen, Principal, Keen Independent Research LLC  
Tanisha Lewis, Vice President for Diversity, Inclusion and Social Impact, Metropolitan Washington Airports Authority  
Folasade (Sade) Olanipekun-Lewis, Vice President, Operating & Community Partnerships, Vantage Airport Group*

10:00 AM – 10:30 AM  
Grand Canyon 8-13

### Networking Break

10:30 AM – 12:30 PM  
2 CPE Credits

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

Grand Canyon 7

### Large Hub Airport Roundtable

*Moderated by Michael Hill, CFO, Charlotte Douglas International Airport and Brian Butler, CFO, Salt Lake City International Airport*

This roundtable will focus on the following issues:

- Navigating the next economic downturn in the midst of major large hub expansions
    - Alternative Financing Mechanisms
    - Maintaining your bond ratings in an environment of economic uncertainty, lack of increases in AIP funding or increase in the PFC
  - Trends in Airline Agreements vs Rates by Ordinance
- Big data: Critical or Cliché? How is your airport using data to make decisions.

Grand Canyon 3-5

### **Medium Hub Airport Roundtable**

*Moderated by Jason Snowden, Chief Commercial Officer, Omaha Airport Authority and Eric Sprys, Executive Vice President & CFO, Allegheny County Airport Authority*

This session is an opportunity to discuss with your peers current trends in airport accounting and finance, human resources or other topics that the Medium Hub Airport group would like to discuss. Please come with questions for your peers. Topics may include:

- Applying for and administering federal stimulus (BIL, ARPA, CRRSAA, CARES, Concessions Relief Programs)
- Current trends in airline rates and charges
- Employee recruiting/ retention/ benefits
- Evolving trends and future of airport finance
- Ground Transportation Business Agreements (Transportation Network Companies, Peer-to-Peer Car Sharing)
- ... and anything else you would like to discuss

Wildfire A-B

### **Small/Non Hub Airport Roundtable**

*Moderated by Gregg Hornsby, Director of Finance & Administration, Columbia Metropolitan Airport and David Tipton, Director – Finance / CFO, Bill & Hillary Clinton National Airport*

The session is an opportunity to discuss with counterparts at small or non-hub airports. The successes and challenges at smaller airports are similar to, but at the same time different from, larger airports. The session will be in a casual discussion format with no topic off limit, and will include these topics for example:

- Your most recent Airline Agreement Negotiation / Consultation
- Rates and Charges including Capital Planning
- Transportation Network Companies and the effect on Parking
- Staffing and Organization
- GASB Pronouncements

Please come with any questions or topics you want to discuss.

Grand Saguaro  
North

### **Canadian Airport Roundtable**

*Moderated by Rob Palmer, Vice President, Finance & CFO, The Calgary Airport Authority*

This roundtable will focus on the following issues:

- AIF MOA and airline consultative process – update
- Canadian airports privatization & CTA review – update and discussion
- CAIS reporting feedback and input –discussion
- Data and Performance Monitoring Working Group (DPMWG)
- IFRS update
- Roundtable – updates at the respective airports

12:30 PM – 1:30 PM  
Grand Canyon 8-13

### **Networking Lunch**

1:30 PM – 2:45 PM  
1.5 CPE Credits  
Grand Canyon 6

### **Session 7A/C: Roundtable with Airlines**

The past two years have been arguably the most difficult period in the history of commercial aviation. Airlines and airport operators face huge challenges in building back the business. How will the industry come back? Can we use this crisis as a means to fix structural flaws that have been exposed? In this session, airline representatives will discuss how they adapt their business models and strategies to the post-COVID travel landscape in order to respond to new patterns of demands. Airlines will further discuss their short-term and long-term business needs from their airport partners.

*Moderator: Marge Basrai, Executive Vice President and CFO, Metropolitan Nashville Airport Authority  
Eric Fletcher, Director, Legal and Corporate Affairs, Breeze Airways  
David Harvey, Vice President, Southwest Airlines  
AJ Pillai, Director-Corporate Security, Global Security Compliance & Facilitation, American Airlines*

2:45 PM – 3:15 PM  
Grand Canyon 8-13

### **Networking Break**

3:15 PM – 4:15 PM  
1 CPE Credit  
Grand Canyon 7

### **Session 8C: Disruptive Business Trends: Implications for Airport Operations and Finance**

Transportation Network Companies (TNCs), other ridesharing businesses, self-service airline technological trends, sensing technologies (beacons, Bluetooth, and Wi-Fi), and airport apps have created both opportunities and challenges for airports in managing finances, facilities, and operations in the past several years. Future trends that could be disruptive to airports might include drone package deliveries, urban air mobility (UAM), autonomous vehicles and others. How can airports best address and capitalize on these trends? Learn from a panel that's lived through these changes and continues to seek the best solutions posed by these game changing market dynamics.

*Moderated by: Kathleen Sharman, CFO, Greater Orlando Aviation Authority*

*Cynthia Parker, Environmental Programs Coordinator, Phoenix Sky Harbor International Airport  
Jay DeWitt, Deputy Aviation Director/ CFO, Phoenix Sky Harbor International Airport  
Chris Wilson, Attorney, C.J. Wilson Law, P.A.*

5:30 PM – 6:00 PM  
Grand Saguario  
North Foyer

### **Awards Gala Reception – Business or Cocktail Attire Suggested**

6:00 PM – 9:00 PM  
Grand Saguario  
North Foyer

### **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](mailto:lgu@airportscouncil.org).

### **DON'T MISS THESE GREAT UPCOMING ACI-NA EVENTS!**

#### **ACI-NA ANNUAL CONFERENCE & EXHIBITION**

Annual Conference & Exhibition: September 17 - 20, 2022

*Minneapolis, Minnesota*

For more information, visit:  
<https://airportscouncil.org/education/conferences/>