

2026 BUSINESS of AIRPORTS

June 22 - 24, 2026 // Salt Lake City, UT



Subject to Change (as of March 23, 2026)

All sessions and events will take place at the Hyatt Regency Salt Lake City.

MONDAY, JUNE 22, 2026

7:30 AM – 4:30 PM

Registration

7:30 AM – 9:00 AM

Networking Breakfast

9:00 AM – 10:30 AM

Commercial Management Committee Meeting

The ACI-NA Commercial Management Committee is the forum for the discussion and development of policies and programs that relate to airport non-aeronautical revenue. Committee members focus on creative sources of non-aeronautical revenue and new ways to enhance and entice the airport experience of traveling passengers.

Join us for an informative conference session where we will hear updates from the CMC Leadership and ACI-NA staff and learn about the latest initiatives of the CMC, its strategic vision, and relevant legislative and regulatory updates.

10:30 AM – 11:00 AM

Networking Break

11:00 AM – 12:15 PM

Airport Parking: Revenue Management and Optimization

Revenue from parking is a significant source of non-aeronautical income for airports, often on par or even more than concessions revenue. This session will evaluate strategies to optimize parking operations, integrate dynamic pricing and yield management, and drive the right marketing promotions to meet customers where they are when considering parking options on their journey. Industry leaders will discuss balancing customer experience with commercial performance, optimizing capacity, and leveraging data-driven approaches to future-proof revenue in an evolving environment where parking is one of many options alongside ground transport.

Moderator: Benedict Ma, Director, Passenger Retail Experience, Vancouver Airport Authority

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| 12:15 PM – 1:30 PM | Networking Lunch |
| 1:30 PM – 2:45 PM | <p>Terminal Redevelopments: Commercial Transformation Through Design</p> <p>Terminal redevelopment projects offer unique opportunities to transform commercial spaces and enhance passenger engagement. In this session, airport planners, designers, and commercial leaders will discuss how thoughtful terminal design — from layout planning to strategic placement of retail and food & beverage concepts — can elevate commercial performance. Topics will include integrating wayfinding and customer flow considerations, leveraging experiential retail environments, and aligning design principles with commercial objectives. Participants will leave with insights into how design innovation can drive both revenue and passenger satisfaction.</p> <p><i>Moderator: Philippe Guertin, Vice-President, Business Relations, Americas, Plaza Premium Group</i></p> |
| 2:45 PM – 3:15 PM | Networking Break |
| 3:15 PM – 4:30 PM | Commercial Management Open Networking Time |
| 5:00 PM – 6:30 PM | Welcome Reception |

TUESDAY, JUNE 23, 2026

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| 8:00 AM – 4:00 PM | Registration |
| 8:00 AM – 9:00 AM | Networking Breakfast |
| 9:00 AM – 9:30 AM | Welcome and Opening Remarks |
| 9:30 AM – 10:30 AM | General Session 1 |
| 10:30 AM – 11:00 AM | Networking Break |
| 11:00 AM – 12:00 PM | <p>Getting Concessions Procurement Right: Balancing Financial Outcomes and Procurement Best Practices <i>Joint session with the Finance Committee</i></p> <p>This session will explore how airports can design and conduct concessions procurement processes that strike the right balance between maximizing financial performance and adhering to public procurement best practices. Participants will hear from airport leaders and industry experts about structuring competitive proposals, evaluating concessionaire bids, and integrating innovative rent and revenue models. Through case studies and practical insights, attendees will learn how effective procurement strategies strengthen revenue outcomes while ensuring fairness, transparency, and long-term partnerships within the airport concession ecosystem.</p> |
| 12:00 PM – 2:00 PM | Networking Lunch |
| 2:00 PM – 3:15 PM | <p>Benchmarking Success: Insights from the ACI-NA Concessions Survey</p> <p>How do your airport's concessions and parking programs compare to industry benchmarks? This session will dive into key findings from the latest ACI-NA Concessions Survey and Financial Benchmarking Survey, providing valuable insights into performance metrics, revenue trends, and emerging opportunities.</p> <p><i>Alyssa Carlson, Assistant Director, Concessions & Business Development, Minneapolis-St. Paul Metropolitan Airports Commission</i> <i>Chris Niergarth, General Manager Commercial & Retail Development, YYC Calgary International Airport</i></p> |
| 3:15 PM – 3:45 PM | Networking Break |

3:45 PM – 5:00 PM

Expanding Small Business Participation: Giving Everyone a Chance

Joint session with the Business Diversity Committee

Focused on equity and inclusion in airport commercial programs, this session will address practical strategies to expand participation by small businesses. Speakers will share examples of successful small-business engagement practices, discuss tools for lowering barriers to entry (such as access to capital and construction support), and highlight innovative business models that help emerging operators thrive within airport concessions and commercial programs. Attendees will walk away with actionable approaches to foster a more diverse and vibrant commercial landscape.

Moderators:

Jennifer Juul, Senior Director, Business Development & Strategic Communications, SSP America

Roderick McOwan, Chief Development Officer, WHSmith North America

WEDNESDAY, JUNE 24, 2026

8:00 AM – 4:00 PM

Registration

8:00 AM – 9:00 AM

Networking Breakfast

9:00 AM – 10:00 AM

General Session 2

10:00 AM – 10:30 AM

Networking Break

10:30 AM – 11:30 AM

Land Use: Monetizing Airport Land, Equity Structures, and PPPs

As airports look beyond traditional revenue sources, strategic land use — including equity partnerships and public-private partnerships (PPPs) — has emerged as a critical commercial tool. This session will cover frameworks for identifying high-value land assets, determining how much pre-development work an airport should engage in, different ways to bring land assets to market, structuring equitable investment models, and deploying PPP strategies that align with long-term airport business goals. Airport executives and project partners will share lessons from real-world developments, including risk allocation, site due diligence, financing methods, and community-centric planning that unlocks non-aeronautical revenue while enhancing regional economic impact.

Moderator: Roman Keselman, Assistant Vice President Real Estate, Nashville International Airport

12:30 PM – 1:30 PM

Networking Lunch

1:30 PM – 2:45 PM

Roundtable with airlines

2:45 PM – 3:15 PM

Networking Break

3:15 PM – 4:30 PM

Commercial Management Committee Steering Group meeting

Open to Steering Group members only

5:30 PM – 6:00 PM

Awards Gala Reception

6:00 PM – 9:00 PM

Awards Gala Dinner