

# SESSIONS

PLEASE NOTE THIS IS THE 2020 AGENDA - 12/11/2020

GAD Americas

18th and 19th May 2021  
A GAD Digital Event  
EST/UTC-4 Time Zone

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## Breakfast briefing: Airport Development 2020

7:30am - 8:10am

Considering the challenges of developing airports in the current circumstances, prioritizing and investing wisely, and responding to new financial and business pressures.

### Participants

**Panellist: Christina Cassotis** - CEO, Allegheny County Airport Authority

**Panellist: Barry Weekes** - former Design Director for Heathrow Airport, Independent

**Moderator: Andrew Gibson** - Global Solutions Director - Aviation, Jacobs

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## Meet the speakers and discuss key issues with experts

8:10am - 8:55am

Meet the speaker & discuss with industry experts

These are informal sessions designed to give you the chance to meet GAD speakers, pick the brains of the experts and share in the expertise of your peers.

Join one of the following sessions

1. Meet the speakers; Christina Cassotis, Barry Weekes and Andrew Gibson
2. Investing in healthy airports: discussing the long-term considerations for adopting an holistic approach to health & wellbeing, what are the initiatives investors need to consider when investing in airports and how does WELL certification align with these criteria. Discussion hosted by Matthew Butters, Mona Holtkoetter and Ann-Marie Aguilar.
3. Managing the new airport-airline relationship - rebuilding routes and maintaining the growth trajectory of the airport - David Stroud and Tony Griffin
4. Project financing in the new reality with Khair Mirza

N.B. These interactive sessions can only be seen live and will not be able to view on demand

### Participants

**Discussion host: Christina Cassotis** - CEO, Allegheny County Airport Authority

**Discussion host: Barry Weekes** - former Design Director for Heathrow Airport, Independent

**Discussion host: Andrew Gibson** - Global Solutions Director - Aviation, Jacobs

**Discussion host: Matthew Butters** - Aviation Director, Pascall+Watson

**Discussion host: Mona Holtkoetter** - Representative, WELL Certified

**Discussion host: Ann-Marie Aguilar** - Representative, WELL Certified

**Discussion host: David Stroud** - Managing Director, ASM Global Route Development

**Discussion host: Tony Griffin** - SVP. Consulting, ASM Global

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## Interactive working group for Investors and operators: Regional airports have a past, but what is their future?

8:10am - 8:55am

Strategic Workshop

Regional airports have to cope with unprecedented challenges due to the current crisis. Around the globe, regional airports are fighting for survival, weakened by increasing challenges and rising financial burden.

This interactive workshop for investors and airport operators will analyse and consider the current market framework for regional airports.

Under the guidance of Lufthansa Consulting's airport experts and by applying innovative design thinking methods, participants will jointly develop solution approaches to assert their airport within the respective region. The interactive session will ultimately empower airport management to address the individual key pain points.

N.B. These interactive sessions can only be seen live and will not be able to view on demand

### Participants

**Workshop leader: Elena Plaumann** - Consultant, Expert Operations, Lufthansa Consulting

**Workshop leader: Kathrin Thyssen** - Associate Consultant, Design Thinking Coach, Lufthansa Consulting

**Workshop leader: Dennis Uderhardt** - Associate Consultant, Expert Resource Management, Lufthansa Consulting

**Workshop leader: Sascha Vogel** - Consultant, Expert Airport Management, Lufthansa Consulting

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## 1-2-1 Networking

8:10am - 8:55am

1-2-1 Networking

Scan the global attendee list to identify, contact and set up meetings with current and future business partners around the world.

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## Chair's opening and welcome

8:55am - 9:00am

Americas

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## Opening Keynote: The Port Authority of New York & New Jersey

9:00am - 9:20am

Americas

Defining the future of New York's airports

### Participants

**Keynote: Rick Cotton** - Executive Director, The Port Authority of New York and New Jersey

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## Setting the stage for successful partnerships

9:20am - 9:50am  
Americas

- How has risk sharing in public / private partnerships played out through the crisis?
- How do partners identify, align and deliver on their differing goals and expectations?
- Is the dialogue around private participation in airports in the US changing?

### Participants

**Interviewer: George Casey** - Chair and CEO, Vantage Airport Group

**Speaker: Rick Cotton** - Executive Director, The Port Authority of New York and New Jersey

## Airport CEO Interview: Survival, development and regeneration

10:00am - 10:40am  
Americas

### Participants

**Speaker: Kim Day** - CEO, Denver International Airport

**Interviewer: Yuval Cohen** - Principal / Director, Jacobs

## Meet the speakers and share expertise with peers

10:40am - 11:20am  
Meet the speaker & discuss with industry experts

Join an expert-led discussion group on a topic of your choice and share in the experience and knowledge of your peers.

Including:

- Aviation health measures now and into the future with Fernando Lopez Calleja
- Best practice scenario based forecasting - ASM will demonstrate is novel long-term forecasting models, build around multiple scenarios and route development strategies, particularly relevant in this volatile post-Covid era with Aidan Mooney

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### Participants

**Discussion host: Aidan Mooney** - Vice President, Consulting, ASM Global

**Discussion host: Fernando Lopez-Calleja** - Partner & Managing Director, Airport QM

## 1-2-1 Networking

10:40am - 11:20am  
1-2-1 Networking

Scan the global attendee list to identify, contact and set up meetings with current and future business partners around the world.

## Re-evaluating the US airport market as an opportunity for major investors

11:20am - 12:00pm  
Americas

- How has investor appetite for and public perception of P3 and privatization changed post COVID?
- Examining alternative leasing and ownership structures that could allow U.S. public entities and private investors to share in the huge realizable value of U.S. airports in the current market?
- Can other global players together with airlines and the federal government play a positive role in overcoming the political forces that inhibit U.S. transactions and much needed funding?

### Participants

**Moderator: John Schmidt** - Partner, Mayer Brown LLP

**Panellist: Juan Camargo** - Managing Director, OMERS

**Panellist: Shawn Kinder** - Senior Advisor, PJ Solomon

**Panellist: Brent Tasugi** - Principal, Infrastructure Equity, AMP Capital

## Learn from and share experience with your peers

12:00pm - 1:00pm  
Meet the speaker & discuss with industry experts

Join an expert-led discussion and networking group to meet with and share in the experience and knowledge of your peers.

Including:

1. The impact of Covid on the traditional airport financing model in the U.S. - with Tom Walsh
2. Rebuilding the aviation industry from the ground up with Curtis Grad, Felipe Reis, Lorenzo di Loreto
3. Join Steven Morris and the Hill International team on their booth to discuss the latest news from the US market.

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### Participants

**Discussion host: Tom Walsh** - Director, Jacobs

**Discussion host: Steven Morris** - Vice President, Global Aviation, Hill International

**Discussion host: Curtis Grad** - President & CEO, Modalis Infrastructure Partners

**Discussion host: Filipe Reis** - Regional Director Airport, Passenger, Cargo and Security- The Americas, IATA

**Discussion host: Lorenzo Di Loreto** - Regional Sales Director, Munich Airport

## 1-2-1 Networking

12:00pm - 1:00pm  
1-2-1 Networking

Scan the global attendee list to identify, contact and set up meetings with current and future business partners around the world.

## Examining the changing contribution of cargo to an airport business and its implications for future decision making

1:00pm - 1:30pm  
Americas

- Trends in E-commerce and supply chain
- Developing a strategic approach to gaining and retaining a greater share of airline traffic
- Capitalizing on existing assets to deliver competitive facilities and services

### Participants

**Moderator: Jeff Scheferman** - Executive Vice President, North America, CCR Airports

**Panellist: Ron Factor** - President & COO, Airis

**Panellist: Alain Breuer** - Director, LUX Hub Management, Cargolux Airlines

**Panellist: Silvio Tano** - CEO, Total Airport Services

## Re-imagining retail strategy: how are airports adapting to the current environment and what are the long-term implications for airport retail?

1:40pm - 2:20pm  
Americas

- What is the current reality of travel and passenger spending patterns and how airports cater to them?
- How is the acceleration of the digital trend impacting the development of long term strategy?
- Evaluating P3, partnership and management models?

### Participants

**Panellist: Glen Ryniewski** - Assistant Commissioner of Concessions, O'Hare and Midway International Airports, Chicago Department for Aviation

**Panellist: Patricia Ryan** - President, DSI

**Panellist: Robert van Snik** - Senior Director, Commercial Development, Vantage Airport Group

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## Latin America market update

2:30pm - 3:10pm  
Americas

- Outlook for stability and growth
- Identifying upcoming expansion and greenfield opportunities
- Secondary market deals

### Participants

**Panellist: Raul Diaz** - General Manager, Aeropuertos Andinos del Peru

**Panellist: Norbert Onkelbach** - Chief Commercial Officer, Lima Airport Partners

**Panellist: Filipe Reis** - Regional Director Airport, Passenger, Cargo and Security- The Americas, IATA

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## A case study on LaGuardia Terminal B Headhouse

3:20pm - 3:50pm  
Americas

### Participants

**Speaker: Derek Thielmann** - Project Director Design & Construction, LaGuardia Gateway Partners

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## Market Update: Brazilian airport concessions

4:00pm - 4:40pm  
Americas

A status update on the airport concession plan.

### Participants

**Panellist: Tiago Pereira** - Deputy Director, ANAC

**Panellist: José Barreto de Andrade Neto** - Manager of the Economic Regulation Branch, ANAC

**Panellist: Ricardo Fonseca** - Regulatory Policy Director, SAC Brazil

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## Expert led discussion sessions

4:40pm - 5:15pm  
Meet the speaker & discuss with industry experts

Join one of the following expert led discussion groups hosted by industry experts:

1. North Americas market outlook - what will be the shape of the recovery? with Lee Lipton
2. Future travel experience and the role of E-Commerce and technology with Frode Skulbru, Parm Sidhu and Elizabeth Brown

N.B. These interactive sessions can only be seen live and will not be able to view on demand

### Participants

**Discussion host: Lee Lipton** - Senior Vice President, Aviation Strategy, ASM Global

**Discussion host: Frode Skulbru** - Partner, Canada/Norway, Modalis

**Discussion host: Parm Sidhu** - Airport General Manager, City of Abbotsford

**Discussion host: Elizabeth Brown** - President, OSI Inc/TBI US Inc

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## 1-2-1 Networking

4:40pm - 5:15pm  
1-2-1 Networking

Scan the global attendee list to identify, contact and set up meetings with current and future business partners around the world.

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7:00AM	7:30am - Breakfast briefing: Airport Development 2020	7:30am - Breakfast briefing: Airport Development 2020	7:30am - Breakfast briefing: Airport Development 2020	7:30am - Breakfast briefing: Airport Development 2020
8:00AM	8:10am - 1-2-1 Networking	8:55am - Chair's opening and welcome	8:10am - Meet the speakers and discuss key issues with experts	8:10am - Interactive working group for Investors and operators: Regional airports have a past, but what is their future?
9:00AM		9:00am - Opening Keynote: The Port Authority of New York & New Jersey 9:20am - Setting the stage for successful partnerships		
10:00AM	10:40am - 1-2-1 Networking	10:00am - Airport CEO Interview: Survival, development and regeneration	10:40am - Meet the speakers and share expertise with peers	
11:00AM		11:20am - Re-evaluating the US airport market as an opportunity for major investors		
12:00PM	12:00pm - 1-2-1 Networking		12:00pm - Learn from and share experience with your peers	
1:00PM		1:00pm - Examining the changing contribution of cargo to an airport business and its implications for future decision making 1:40pm - Re-imagining retail strategy: how are airports adapting to the current environment and what are the long-term implications for airport retail?		
2:00PM		2:30pm - Latin America market update		
3:00PM		3:20pm - A case study on LaGuardia Terminal B Headhouse		

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<b>TIME</b>	<b>1-2-1 NETWORKING</b>	<b>AMERICAS</b>	<b>MEET THE SPEAKER &amp; DISCUSS WITH INDUSTRY EXPERTS</b>	<b>STRATEGIC WORKSHOP</b>
<b>4:00PM</b>	4:40pm - 1-2-1 Networking	4:00pm - Market Update: Brazilian airport concessions	4:40pm - Expert led discussion sessions	

## Airport business and strategy discussion sessions

8:00am - 8:55am

Meet the speaker & discuss with industry experts

Join an expert-led discussion group on a topic of your choice and share in the experience and knowledge of your peers.

Join one of the following sessions:

1. New data launch: Demonstrating the new leading Catchment Analyser data product, ASM will show how to drive airlines to better penetrate your airport catchments and discuss how we better understand the pushes and pulls across a market area, to guide airlines to more successfully penetrating your market - with Nigel Mayes
2. What's the future of airport human capital? with Fernando Lopez-Calleja

N.B. These interactive sessions can only be seen live and will not be able to view on demand

### Participants

**Discussion host: Nigel Mayes** - Senior Vice President, ASM World Route Development Consultants

**Discussion host: Fernando Lopez-Calleja** - Partner & Managing Director, Airport QM

## 1-2-1 Networking

8:00am - 8:55am

1-2-1 Networking

Scan the global attendee list to identify, contact and set up meetings with current and future business partners around the world.

## Chairman's opening remarks

8:55am - 9:00am

Americas

## What will it take to make America's airports great again?

9:00am - 9:40am

Americas

- What does world class passenger service look like, particularly mid and post pandemic?
- Adapt to survive: how are airports advancing pre-Covid digitalization and experiential trends and redefining business and revenue models to for the new normal and beyond?
- How can we stakeholder (airport, airline, public and private) work together and align interests to build back better?

### Participants

**Panellist: Bob Aaronson** - Board Member, Connecticut Airport Authority

**Panellist: Amit Rikhy** - President & CEO, CAG Holdings

**Panellist: Stewart Steeves** - Senior Executive & CEO, LaGuardia Gateway Partners, Vantage Airport Group

**Panellist: Seth Lehman** - Senior Director, Global Infrastructure & Project Finance, Fitch Ratings

**Moderator: David Feldman** - Managing Partner, Exambela Consulting

## The FAA regulatory update: strategic priorities to support the industry's return to strength

9:50am - 10:20am

Americas

How have administration programs been amended and funding mechanisms adapted to help airports return to business, re-generate revenues and balance crisis management with long term development plans?

### Participants

**Keynote: Kevin Willis** - Director, Office of Airport Compliance and Management Analysis, Federal Aviation Administration (FAA)

## US Market roundtable discussions

10:20am - 11:00am

Meet the speaker & discuss with industry experts

Join an expert-led discussion group on a topic of your choice and share in the experience and knowledge of your peers.

Join one of the following sessions:

1. New transaction data packs – ASM will demonstrate its new suite of data, from detailed flight tracking, through to schedules, passenger and catchment analysis data, to allow operators and investors a head start in evaluating upcoming airport opportunities. With Lee Lipton
2. The outlook for airport development in the USA with David Narefsky and Robert Hoxie
3. North American Airports facing a stark choice: status quo vs private capital with Curtis Grad, David-Olivier Tarac and Craig Richmond

N.B. These interactive sessions can only be seen live and will not be able to view on demand

### Participants

**Discussion host: Lee Lipton** - Senior Vice President, Aviation Strategy, ASM Global

**Discussion host: David Narefsky** - Partner, Mayer Brown LLP

**Discussion host: Robert Hoxie** - Managing Deputy Commissioner - Chief Development Officer, City of Chicago Department of Aviation

**Discussion host: Curtis Grad** - President & CEO, Modalis Infrastructure Partners

**Discussion host: David-Olivier Tarac** - Deputy CEO, TAV Airports Holding

**Discussion host: Craig Richmond** - Former CEO, Airport Authority

## 1-2-1 Networking

10:20am - 11:00am

1-2-1 Networking

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## Making the economics and finance of small and regional airport businesses work

11:00am - 11:40am  
Americas

- What has been the impact of CARES packages on the health of Airports' finances?
- What alternative sources of finance are available to airports in the new economic climate?
- What is the reality of the commercial opportunity for non-hub airports?
- Structuring investment models that deliver for passengers, public and private investors

### Participants

**Panellist: Fernando Carrandi** - Director, Investments & Airport Operations, Agunsa

**Panellist: Kevin Bumen** - Chief Commercial Officer, San Francisco International Airport

**Panellist: Mark Morehouse** - Managing Director, Oppenheimer & Co.

**Moderator: Andy Wilson** - Aviation Director, Hill International

## Airport management: developing commercial and strategic airport organizations

11:50am - 12:30pm  
Americas

- Examining private operator and management contracts
- What are the challenges for the public sector in developing expertise and prioritizing commercial strategy?
- Evaluating the benefits of risk transfer, efficiencies, economies of scale and standards that can be leveraged by airports operating within a large operator network

### Participants

**Panellist: Manuel Gutierrez** - Chief Commercial Officer, Asur

**Panellist: Patrick Heck** - Vice President, Business Development, Vantage Airport Group

**Panellist: Jorge Roberts** - Chief Executive Officer, AvPorts

**Moderator: Curtis Grad** - President & CEO, Modalis Infrastructure Partners

## Drop-in discussion and networking rooms

12:30pm - 1:30pm  
Meet the speaker & discuss with industry experts

Join an expert-led discussion group on a topic of your choice and share in the experience and knowledge of your peers.

Join one of the following sessions:

1. Managing the future of airport operations - with Mike McElvaney
2. New data launch: Demonstrating the new leading Catchment Analyser data product, ASM will show how to drive airlines to better penetrate your airport catchments and discuss how we better understand the pushes and pulls across a market area, to guide airlines to more successfully penetrating your market. with Lee Lipton
3. Airport planning in post-pandemic world with Peter Bianconi, Chris Van Note, Jonathan Hanna and George Hohlov

N.B. These interactive sessions can only be seen live and will not be able to view on demand

### Participants

**Discussion host: Mike McElvaney** - Director, Jacobs

**Discussion host: Lee Lipton** - Senior Vice President, Aviation Strategy, ASM Global

**Discussion host: Peter Bianconi** - Partner, Canada, Modalis

**Discussion host: Chris Van Note** - President & Senior Airport Consultant, Van Note International

**Discussion host: Jonathan Hanna** - Director, Operations, Lynden Pindling Int'l Airport

**Discussion host: George Hohlov** - Director of Airport Planning, Denver International Airport

## 1-2-1 Networking

12:30pm - 1:30pm  
1-2-1 Networking

Scan the global attendee list to identify, contact and set up meetings with current and future business partners around the world.

## Bringing the Airport into the community; MWBE partnerships and local collaboration

1:30pm - 2:10pm  
Americas

- What has been the experience and how much progress has been made in realizing government goals on MWBE participation in airport projects?
- How is the dynamic of airport management and strategy evolving as a result?
- What are the challenges and opportunities for the industry in building a culture that reflects and supports the communities it serves?

### Participants

**Panellist: Krystal Brumfield** - Board Member, Airport Minority Advisory Council

**Panellist: Henry Cisneros** - Chairman & Co-CIO, American Triple I Partners

**Panellist: Marlon Smith** - Managing Partner, JLC Infrastructure

**Panellist: Hersh Parekh** - Director of Government & community Relations, The Port Authority of New York & New Jersey

**Panellist: Kimberly Hardy** - Director of MWBE Participation, The New Terminal One at JFK, CAG Holdings

## Building sustainability into the airport model

2:20pm - 3:00pm  
Americas

This panel will look at sustainability as a business imperative, against the background of increasing social activism and changing attitudes in financial and investment markets.

- How will your carbon footprint impact airport finances?
- Managing climate risk
- How can airport operators innovate, finding solutions that reduce emissions and optimize costs and efficiencies, to assist in achieving sustainability targets?

### Participants

**Panellist: Arturo Garcia-Alonso** - Operations, AVPORTS

**Panellist: Christine Weydig** - Director of Environmental & Energy Programs, The Port Authority of New York and New Jersey

**Panellist: Adriana Bejarano Carrillo** - Head of Environmental, Health and Safety, Aeris Holding CR, CCR Airports

**Moderator: Carlos Ozores** - Principal, ICF International

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## Getting future-airport ready: considering the impact on future airport infrastructure and strategy

3:10pm - 3:40pm  
Americas

- Market update: how close to a reality are flying cars?
- What will be the role of the airport in a UAM network?
- How is this future being built into airport re-development programmes now?

### Participants

**Panellist: Nirali Shah** - Director, Innovation, Partnerships, Vantage Airport Group

**Panellist: Amy Burr** - Managing Director of Operations & Partnerships, Jetblue Technology Ventures



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10:00AM	10:20am - 1-2-1 Networking		10:20am - US Market roundtable discussions
11:00AM		11:00am - Making the economics and finance of small and regional airport businesses work 11:50am - Airport management: developing commercial and strategic airport organizations	
12:00PM	12:30pm - 1-2-1 Networking		12:30pm - Drop-in discussion and networking rooms
1:00PM		1:30pm - Bringing the Airport into the community; MWBE partnerships and local collaboration	
2:00PM		2:20pm - Building sustainability into the airport model	
3:00PM		3:10pm - Getting future-airport ready: considering the impact on future airport infrastructure and strategy	