

# National Airport Economic Development Conference

October 2 & 3, 2023

The Westin O'Hare Airport  
6100 N River Rd  
Rosemont, IL 60018

## Monday, October 2, 2023

1:00-1:30 p.m.

### Welcome and Introductions

Chris Pollock, A.A.E., NAEDC Conference Chair  
*Senior Manager, Airport Operations*  
Columbus Regional Airport Authority

Angel Ramos, PE, A.A.E., NAEDC Conference Vice Chair  
*Vice President, Planning and Development*  
Cincinnati/Northern Kentucky International Airport

Katie Scherer, A.A.E., Great Lakes Chapter AAAE First Vice President  
*Operations Manager*  
Fort Wayne-Allen County Airport Authority

1:30–2:30 p.m.

### Session #1: The Importance of Stakeholder Relationships in Airport Development and Revenue Generation

*Creating and maintaining relationships are crucial for any airport. Join us to learn about how relationships could affect the outcome of your project and the bottom-line revenue not only for your airport, but for all the stakeholders that have a financial interest in it.*

*Moderator:*

Angel Ramos

*Speaker:*

Jorge Rubio, A.A.E. (City of San Diego) & David Long (Crawford Murphy and Tilly )

2:30-3:00 p.m.

### Refreshment and Networking Break

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3:00-4:00 p.m.

## **Session #2:** CONRAC Panel

*Brief presentations from the panel, then panel discussion and question/answer regarding CONRAC facilities. With focus on ACDBE during negotiations of facilities*

*Moderator:*

Katie Scherer

*Speakers:*

Carter Strothman (Jacobsen Daniels) & Daniel Barton (InterVISTAS)

4:00 p.m.-5:00 p.m.

## **Session #3:** Current global and national economic factors

*How airports and sponsors can plan efforts, allocate resources, and complete projects for community economic benefit*

*Moderator:*

George Sakas

*Speakers:*

Aaron Gruen (Gruen Gruen + Associates) & Len Becker (Village of Wheeling, IL)

## **Tuesday, October 3, 2023**

7:30-8:00 a.m.

## **Continental Breakfast and Networking**

8:00-8:15 a.m.

## **Day 2 Introduction**

8:15-9:15 a.m.

## **Session #4:** Appraisals and Tax Liabilities

Evaluation of airport land, difference of doing business on airports versus doing business elsewhere.

*Moderator:*

Chris Pollock

*Speaker:*

David Brenner (AMCG)

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9:15-9:30 a.m. **Refreshment and Networking Break**

9:30-10:30 a.m. **Session #5: Spokes of Compliance**

*163 Studies, EAS needs, competition plans, title 6, etc*

Moderator: Melissa Cooper, A.A.E.

Speaker: Marc Miller (Jviation, a Woolpert Company)

10:30-11:30 a.m. **Session #6: Community Partnerships**

*What local community partnerships are airports able to work with to capitalize on economic opportunities.*

Moderator: Dave Clawson

Speaker: Alex Gale (Mead & Hunt)

11:30 a.m. -12:00 p.m. **Lunch**

12:00 p.m. – 1:00 p.m. **Keynote Speaker**

Moderator: George Sakas

Speaker: Dan Seals (Intersect Illinois)

1:00p.m. – 1:30 p.m. **Exhibitor/Sponsor Session**

Exhibitors and/or Sponsors  
will have the opportunity to introduce themselves

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1:30 p.m. – 2:30 p.m. **Session #7:** Do You Know Your Community Economic Developer?

*Panel Discussion on utilizing other local economic development teams*

Moderator: Pete Fullerton

Speakers: David Broussard (Alexandria International Airport) & Sarah Speas (Dayton Development Coalition)

2:30-3:30 p.m. **Session #8:** Understanding Landholdings, Property Maps, Easements, etc

Moderator: Dave Clawson

Speaker: Stephanie Ward (Mead & Hunt)

3:30-3:45 p.m. **Refreshment Break and Networking**

3:45 – 4:45 p.m. **Session #9:** Telling Your Economic Development Story: Communicating with Decisionmakers and Elected Officials

*Seeking funding and building partnerships is easier when decisionmakers see your airport as more than just a transportation facility. Strategies to help federal, state, and local elected officials understand economic impact and make them champions for your growth.*

Moderator: Angel Ramos

Speaker: Ally Fields (Crawford, Murphy & Tilly)

4:45-5:00 p.m. **Conference Wrap-up**  
Chris Pollock, Angel Ramos