

## 2026 NAEDC Agenda

FINAL

### **Tuesday 4/14:**

**5:30pm - Welcome Reception at Hotel**

### **Wednesday 4/15:**

**7:30am – Breakfast**

**8:00am – Welcome and Introductions**

**8:10am – 9:00am – AAM Economic Development Benefits and Airport AAM Readiness**

This session will discuss the diverse economic development benefits of emerging from the commercialization of a variety of Advanced Air Mobility use cases and the airport infrastructure requirements to support the associated electric aircraft types. The session will draw from the findings of a recently completed three state (KY, NC, OH) study of AAM Readiness opportunities and requirements. The session includes findings from engagement with local government officials on aviation's current community and economic contributions, and their priorities for the potential benefits of future AAM applications in emergency medical, cargo delivery, public safety, flight instruction, air commerce, and regional transportation. These findings clarify the public purpose rationale for airport "AAM Readiness" improvements.

Speaker(s): Joseph Block – Beta

Moderator: Jana Kayser - Duluth Airport Authority

**9:00am – 10:00am – State of the Airport Food & Beverage, News & Gift Industry**

This session will discuss the airport food & beverage, news & gifts industry. It's current issues as well as a discussion of the various airport concessions operating structures.

Speaker(s): Vantage Group – Steve Ogo, Senior Director, Commercial Performance, The Vantage Group

Moderator: Pete Fullerton - Kansas City Aviation Department

**10:00am – Coffee Break**

**10:15am – 11:15am – The Future of Aviation: Unlocking Growth Through Smarter Parking and Digital Engagement**

This session explores how airports can harness digital platforms, marketing engines, and revenue optimization strategies to drive growth, enhance customer loyalty, and unlock new streams of non-aeronautical revenue. Attendees will gain insight into how reservations is helping airports of all sizes future-proof their operations, elevate customer experience, and position themselves at the forefront of aviation's next chapter. Additionally, the session will discuss electric vehicle (EV) charging stations for your airport. Each airport will leave with a report of the EV adoption rate, Market Share, and Predicted increase for 2027 for their own surrounding area.

Speaker(s): Rory Gettens – General Manager, Hypercharge, Shunt Madanyan – Vice President Revenue Management, Reimagined Parking

Moderator: Liz Connolly - Republic Parking

### **11:15am – 12:15pm – State of the Rental Car Industry, Contracts and Facility Development**

This session will discuss key trends shaping today's rental car landscape. Jacobson Daniels will provide an industry update, followed by Gerald GRR's overview of its Consolidated Rental Car Center (ConRAC) development journey. MVI will close with insights on effective ConRAC management, offering practical takeaways for airports planning or operating rental car facilities.

Speaker(s): Tom Cizauskas - Business Administration Manager, Gerald R. Ford International Airport Authority, Kirt Schwager - Chief Development Officer, Jacobson Daniels, Jennifer Diaz - Executive Director of ConRac Strategy & Operations, MVI

Moderator: Ashley Thorsen - Gerald R. Ford International Airport

### **12:15pm – 1:15pm – Lunch**

### **1:15pm – 2:15pm – Air Cargo as an Economic Engine: What It Takes to Compete**

Air cargo continues to play an increasingly vital role in airport economic development. But what does it take for an airport to successfully grow its cargo business? This panel will bring together perspective from airport owned and operated cargo handling services, a cargo facility developer, and a freight forwarder to discuss operation models, key infrastructure investments, and partnerships that drive cargo success. Panelists will share real-world insights on facility developments, logistic needs, and key factors that make airports build their cargo business case.

This session will discuss recent air cargo facility developments and the processes needed for successful development.

Speaker(s): Jeff Matz – Client Manager, Pond & Company, Nathan Garner, Greenville-Spartanburg International Airport

Moderator: Simon Wood - Director of Passenger & Cargo Development, Cincinnati - Northern Kentucky International Airport

### **2:15pm – 3:15pm – Aviation Real Estate Developer Panel Case Studies**

This session will discuss the airport development process, particularly from the point of view of private developers that have developed airport real estate. Two case studies from Kansas City will be presented. One is a non-aeronautical industrial development and the Kansas City International Airport and the second development which is an aeronautical Hangar development at the Kansas City Downtown Airport.

Speaker(s): Joe Orscheln - CBRE, Inc., Erik Murray & Kyle Eiserer - Airside Innovations

Moderator: David Long, Crawford, Murphy & Tilly

### **3:15pm - 3:30pm – Snack Break**

### **3:30pm – 4:30pm – Aviation Industrial Real Estate Development Case Studies**

This session will discuss the airport development process, particularly from the point of view of the community development perspective. Two case studies will be presented, one from Louisiana and the second from Arkansas.

Speaker(s): David Broussard - England AirPark, LA, Dani Pugsley - North Central Arkansas Economic Alliance

Moderator: Roger Rodriquez - Principal – Commercial Services - The Timmons Group

**4:30pm - First Day Wrap Up & Closing Remarks**

**6:30pm – Reception/Dinner at County Road Ice House (Off-site, walkable)**

**Thursday 4/16:**

**6:30am – Yoga**

**7:30am – 8:00am – Breakfast**

**8:00am – 9:00am – Airport Ground Transportation Fees – Transit, Ride Share, Taxi**

This session will discuss the management of ground transportation airport services with focus on revenue development.

Speaker(s): – Gavin Duncan - InterVistas, Jason Snowden - Omaha International Airport

Moderator: Lisa Leyva – Nashville International Airport

**9:00am – 10:00am – Managing Your Airports Future Towards Financial Sustainability**

This session will discuss controlling your airport's destiny by preparing now to achieve and sustain financial stability through effective planning, a clear understanding of process, and the strategic management of time.

Speaker(s): Bryan Johnson - New Century Air Center, Gardner KS, Jana Kayser - Duluth Airport Authority

Moderator: Blake Roy - Capital Region Airport Authority

**10:00am – 10:15am – Coffee Break**

**10:15am – 11:15am – ACRP Article Preview**

This session will discuss a new ACRP article regarding Small & Medium Airport revenue generation

Speaker(s): Barbie Schalmo - Associate Director, Planning, C&S Companies

Moderator: Kelly Everett - C&S Companies

**11:15am – 12:00pm – Airport Issues Roundtable Discussions**

This closing session is to discuss with conference participants issues that were discussed during conference, items of interest that attendees are dealing with currently not covered at this conference, and discussion of any items that need to be a part of the 2027 conference.

Moderator: Pete Fullerton - Kansas City Aviation Department

**12:00pm – Conference Close**

**1:15pm – (Optional) MCI Airport tour**