

## 2025 NAEDC Agenda

### **Tuesday 4/22:**

5:30 - Welcome Reception at Hotel

### **Wednesday 4/23:**

6:00 – Morning Walk

7:30 – Breakfast

8:00 – Welcome and Introductions

8:20 – “Airport Concessions: Navigating the Changing Market”

Speaker: Mark Fletcher, Director of Business Development, Paradies Lagardere

Moderator: Amanda O’Krongley, VP, Senior Principal Consultant, Aviation Planning, RS&H

8:50 – “Economic Impacts of AAM”

Speaker: Naashom Marx, Program Director, Advanced Air Mobility, Woolpert

Moderator: George Sakas, Director of Economic Development & Administrative Services, PWK

9:45 – Coffee Break

10:00 – “Real Estate Development Updates (163 to 743)”

Speaker: Barbie Schalmo, Associate Director, Planning, C&S Companies

Speaker: Steven Osit, Partner, Kaplan Kirsch

Moderator: Kelly Everett, Business Development Manager, C&S Companies

11:00 – “Localizing your Concession Program: A Case Study”

Speaker: Pete Fullerton, Deputy Director – Properties & Commercial Development, MCI

12:00 – Lunch

1:00 – “Workforce Alternative Benefits”

Speaker: Matthew Heil, Deputy Aviation Director, PHX

Moderator: Chris Pollock

1:45 – “In-housing the FBO”

Speaker: Doug Faour, Director of Aviation, Macon-Bibb Consolidated Government

Speaker: Andrew Holesko, Passero Associates

Moderator: Blake Roy, Operations Manager, Capital Region International Airport

2:45 – Snack Break

3:00 – “Is An Air Show Right for Your Airport?” - Panel

Speaker: Herb Gillen, Herb Gillen Airshows

Speaker: Kevin Walsh, Air Show Air & Ground Operations Specialist

Moderator: Chris Pollock, Columbus Regional Airport Authority

4:00 – “Dynamic Pricing for Parking”

Speaker: Ed Krafcik VP, Partner Strategy & Expansion, SP+ / Metropolis,

Speaker: Rhodi Edwards, President, KMP

Moderator:

5:00 - First Day Wrap Up! Closing Remarks

5:30 - Reception at Casa Rio (Off-site)

**Thursday 4/24:**

6:30 – Yoga

7:30 – Breakfast

8:00 – “Airport Sponsored Frequent Flyer Lounges”

Speaker: Rachel Barth, Director of Air Service Development & Strategic Marketing, LNK

Moderator: Ryan Bauer, Airport Development Manager, FTW

9:00 – Coffee Break

9:30 – “Compatible Use – Rethinking Agricultural Agreements”

Speaker: Danny Adams, Airport Director, St. Louis Regional Airport

Moderator: Pete Fullerton, Deputy Director – Properties & Commercial Development, MCI

10:30 – “Making the Switch: Leaded to Unleaded”

Speaker: Robert Emmett, Vitol

Moderator: Elizabeth Connolly, SP+

11:15 – “Benefits of a Part 91 Operation”

Speaker: Marc Miller, Director of a Part 91 Operation at SAT

Moderator: Blake Roy, Operations Manager, Capital Region International Airport

12:00 – Conference Close

12:30 – (Optional) SP+ ride to the airport, with equipment demo