

AIR CARGO COMMITTEE

2018 Committee Goals and Objectives

1. Air Cargo Committee Long-term Goal

- a. Continue industry outreach to various stakeholders (i.e. airlines, forwarders, shippers, developers, and manufacturers) for airports to better understand market conditions and reposition their business strategy.
- b. Develop the next generation of air cargo managers or educate those interested in improving their air cargo service.

2. Meeting Schedule - Steering Group

- a. January 2018 - December 2018 (one conference call per month on various topics):
 - Review and finalize working group goals and tasks
 - Review working group progress
 - Finalize 2018 conference session topics and speakers and start planning the 2019 conference
 - Review and set conference planning calendar
 - Finalize agenda for distribution
 - Implement marketing and promotion plan for conference participation

3. Meeting Schedule - 2018 AirCargo Conference

- a. Air Cargo Committee Meeting - February 21, 2018 in Austin, TX
 - Discuss committee and industry issues and solicit concerns and feedback
 - Update working group progress
- b. Annual Conference - September 30 - October 2, 2018 in Nashville, TN
 - Same as above

2018 Working Group Goals and Objectives

1. Air Cargo Guide Update

Working Group Chair: Dan Muscatello

The Air Cargo Guide has become the handbook of airport cargo professionals. Like anything else elements become dated and require a reexamination of the narrative to ensure that the thinking reflects modern practice and policy. Volunteers will be asked to examine individual chapters and determine if an update is required and to then proceed with the work. Tasks include:

- a. Identifying chapters which need to be updated
- b. Dividing the responsibilities among Working Group members
- c. Reviewing and publishing the updated chapters

2. Cargo Fees and Revenues

Working Group Chair: Adam Rod

Although cargo operations usually do not play a central role in an airport's financial profile, the trade and business they generate for a metropolitan or regional economy is substantial (especially seen in larger cities). With interest in cargo's present-day bottom line expressed by ACI-NA members, the Cargo Fees & Revenues Working Group is tasked with examining charges and revenues generally associated with air cargo operations to determine best practices and policy recommendations that can improve productivity for most airports. Specific issues to be addressed include:

- Real estate policies and land distribution (first come/serve, RFPs, terms, cooperation)
- Ground rents and revenues (direct vs. ground lease, PSF, %, CAM, premiums)
- Allowing and tracking cargo subleases
- Cargo handler scenarios and fees (airport permit?)
- Equity of passenger vs. cargo landing fees (scale, signatory vs. non-signatory?)
- Fueling fees and procedures
- Cargo ROI model for airports and airlines
- Through-the-fence charges (on- vs. off-airport operations)
- Competition with subsidies (overseas airports)
- Significance of jobs and economic development (public altruism?)

By tackling these and other issues from multiple viewpoints, the Cargo Fees & Revenues Working Group will generate a year-end paper for the Steering Group (suitable for publication) that will summarize pertinent conclusions and advocate key concepts that benefit most airports on this topic.

3. Engaging Next Generation of Air Cargo Professionals – Cross Committee Collaboration

Working Group Chair: Bryan Schreiber

To cultivate the next generation of young air cargo professionals, the Committee will initiate a series of procedures to educate and engage college students. A list of U.S. and Canadian universities (who offer aviation/transportation programs) will be identified; information packages in regards to ACI-NA conferences and Committees will be delivered to these universities periodically. The Committee will also cooperate with the HR Committee to promote the early aviation career development for students. It is hoped that this engagement plan would help airports lessen the current and/or upcoming recruiting burdens.

4. Media Collaboration

Working Group Chairs: Andy Lyall and Dan Muscatello

The Air Cargo Committee will continue to work with Geoffrey Arend, the editor of Flying Typers, to put together a structured way of communicating airport perspectives. Several articles have been produced since 2016 and the Committee is open to accepting more in 2018. The topics include but are not limited to:

- a. Airport air cargo recommended practices, facility and/or regulatory challenges;
- b. Opportunities for logistics parks with 3rd party developers;
- c. Opportunities in niche markets like pharma, perishables or e-commerce.

This initiative helps airports obtain better exposure on issues related to air cargo in the aviation industry.