



## 2018 ACI-NA Business of Airports Conference Agenda (Concessions Track)

June 11-13, 2017 •• Portland, OR

### Monday, June 11, 2018

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|-------------------|--|
| 8:00am – 4:30pm   | <b>Registration</b>  |
| 7:45am – 9:00am   | <b>Networking Breakfast</b>  |
| 9:00am – 10:30am  | <b>Commercial Management Committee Workshop</b><br><i>(Open to all registered attendees)</i>   |
|                   | <b>Welcome and Opening Remarks</b>   |
|                   | <b>ACI-NA Annual Concessions Benchmarking Results Summary</b>                                  |
|                   | <b>Present Your Airport's Upcoming Opportunities</b>   |
| 10:30am – 11:00am | <b>Networking Break</b>  |
| 11:00am – 12:15pm | <b>Joint Meeting with the Commercial Management Committee and Business Diversity Committee</b> |
| 12:15pm – 1:30pm  | <b>Joint Buffet Lunch</b>  |
| 1:30pm – 3:15pm   | <b>Airport-Only Meeting</b>  |
| 4:30pm – 5:00pm   | <b>Open Networking Time</b>  |

5:00pm – 6:30pm      **Networking Lounge Grand Opening and Welcome Reception**

## Tuesday, June 12, 2018

8:00am – 4:30pm      **Registration**

8:00am – 9:00am      **Breakfast in Networking Lounge**

9:15am – 9:30am      **Welcome and Opening Remarks**

9:30am – 10:45am    **General Session: Insight From the Airport C-Suite**

10:45am – 11:15am   **Networking Break**

11:15am – 12:30pm   **Session 1A: The Intersection of Concessions and Technology**

12:30pm – 2:00pm    **Lunch in Networking Lounge**

2:00pm – 3:15pm      **Session 2A: Ground Transportation: Airport Challenges and Opportunities for Evolving Business Models**  
*\*Joint session with Finance Committee*

3:15pm – 3:45pm      **Networking Break**

3:45pm – 5:00pm      **Session 3A: Private-Public Partnership (P3) 101: The Concessions Perspective**

## Wednesday, June 13, 2018

8:00am – 1:00pm      **Registration**

8:00am – 9:00am      **Breakfast in Networking Lounge**

9:00am – 10:00am    **General Session: Keynote Speaker**

10:00am – 10:30am   **Networking Break**

10:30am – 11:30am   **Concessions Roundtable**  
*The roundtables provide a forum to engage in candid discussions with your peers regarding two hot topics in airport concessions.*

**Topic 4A: The New World of Airport Advertising — Updated Thinking Brings Financial Rewards**

**Concessions Roundtable**  
*The roundtables provide a forum to engage in candid discussions with your peers regarding two hot topics in airport concessions.*

11:30am – 12:30pm   **Topic 5A: Pricing Methodology & Menu Flexibility**

12:30pm – 1:30pm    **Lunch in Networking Lounge**

1:30pm-2:45pm **General Session: Roundtable with Airlines**

2:45pm-3:15pm **Networking Break**

3:15pm – 4:30pm **Session 6A: Concession Trends: True Trends or Traps**  
*\*Joint Session with Business Diversity Committee*

5:30pm – 6:00pm **Awards Gala Reception** *(business or cocktail attire suggested)*

6:00pm – 9:00pm **Awards Gala Dinner** *(business or cocktail attire suggested)*