



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

June 11-13, 2018 • Marriott Downtown Waterfront • Portland, OR

Monday, June 11, 2018

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| 8:00am – 4:30pm | Registration |
| 8:00am – 9:00am | Networking Breakfast |
| 8:30am – 4:00pm | Finance Committee Workshop (<i>Open to all registered attendees</i>) |
| 8:30am-8:40am | Welcome and Opening Remarks, |
| 8:40am – 9:30am
<i>1 CPE Credit</i> | Airport/Airline Business Working Group,
<ol style="list-style-type: none">1. Business term survey |
| 9:30am – 10:30am
<i>1 CPE Credit</i> | Accounting and Financing Working Group
<ol style="list-style-type: none">1. General Accounting Update |
| 10:30am – 11:00am | Networking Break |
| 11:00am – 12:15pm
<i>1.5 CPE Credits</i> | Financial Impacts of Federal Policy Working Group
<ol style="list-style-type: none">1. ACI-NA Legislative Update |
| 12:15pm – 1:30pm | Joint Buffet Lunch |
| 1:30pm – 2:45pm
<i>1.5 CPE Credits</i> | Finance Committee Meeting
<ol style="list-style-type: none">1. Welcome and Opening Remarks (5 minutes)2. Capital Market Overview – (20 minutes)3. Canadian Update – Catherine Kloepfer, Senior Vice President /Corporate Services & CFO, Winnipeg Airports Authority Inc. (15 minutes)4. ACI World Economics Committee Update (10 minutes)5. Open Discussion and Announcement of 2018 Event Schedule (remaining time) |
| 2:45pm – 3:10pm | Break |

- 3:10pm – 4:00pm **Strategic Planning and Performance Management Working Group**
1 CPE Credit
- 4:00pm – 5:00pm **Finance Committee Steering Group Meeting**
- 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**
- 9:00am – 9:30am **Welcome and Opening Remarks**
- 9:30am – 10:45am **General Session 1: Insight from the Airport C-Suite**
1.5 CPE Credits
- 10:45am – 11:15am **Networking Break**
- 11:15am – 12:30pm **Session 1C: Alternative Project Delivery Methods**
1.5 CPE Credits
- 12:30pm – 2:00pm **Lunch in Networking Lounge**
- 2:00pm – 3:15pm **Session 2A/2C: Ground Transportation: Airport Challenges and Opportunities for Evolving Business Models**
1.5 CPE Credits
** Joint session with Commercial Management Committee*
- 3:15pm – 3:45pm **Networking Break**
- 3:45pm – 5:00pm **Session 3C: Using Big Data to Drive Increased Revenue**
1.5 CPE Credits
- 3:45pm – 4:45pm **Session 3B: Increasing Diversity in Bond Placement**
1 CPE Credit
Joint Business Diversity Committee & Finance Committee Session

Wednesday, June 13, 2018

- 8:00am – 1:30pm **Registration**
- 8:00am – 9:00am **Breakfast in Networking Lounge**
- 9:00am - 10:00am **General Session 2: Keynote**
1 CPE Credit
- 10:00am – 10:30am **Networking Break**
- 10:30am – 12:30pm **Airport Roundtable by Hub Size**
2 CPE Credits

1. Large Hub Roundtable
2. Medium Hub Airport Roundtable
3. Small/Non Hub Airport Roundtable
4. Canadian Airport Roundtable

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

1:30pm - 2:45pm **General Session 3: Roundtable with Airlines**
1.5 CPE Credits

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

3:15pm – 4:45pm **Session 4A/4B/4C: Concession Trends: True Trends or Traps**
**Joint Session with Commercial Management Committee & 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)

Continuing Professional Education (CPE) Information

Conference workshops are all Group-Live.

Not all of the sessions at this conference are eligible for CPE credits. Please check the individual session you wish to attend to ascertain the number of credits available.

Conference Learning Objectives: Participants will gain an understanding of various airport business practices and learn techniques to monitor and audit various activities. Workshops will focus on tips to improve practices and will discuss approaches used by various airports.

Course Level: The course level is intermediate. Conference workshops are designed for individuals with a basic understanding of airport industry concepts and issues.

Prerequisite: No prerequisites and/or advance preparation is required.

Conference participants are eligible to receive up to 18 hours of Finance CPE credits.



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For more details or questions, please contact Liying Gu at lgu@aci-na.org.