

Real Estate & Commercial Development Workshop

November 16-18 | Fort Worth, TX

**Presented in Partnership with Pape Dawson
Hosted by the City of Fort Worth Aviation Department**

Monday, November 16

5:30 – 7 p.m. **Registration and Welcome Reception**

Tuesday, November 17

8 a.m. – 4 p.m. **Registration**

8 – 9 a.m. **Continental Breakfast**

9 – 9:15 a.m. **Welcome & Opening Remarks**

9:15 – 10:15 a.m. **Land-Use Plans & Development Opportunities**
Learn how to turn airport land-use plans into actionable development strategies. Explore how zoning, entitlements, infrastructure, aviation and nonaviation uses, and compatibility considerations can shape development opportunities—and how airports can position property for its highest and best long-term use.

10:15 – 10:45 a.m. **Networking Break**

10:45 – 11:45 a.m. **FAA Regulations, Land Uses & Land Takebacks**
Navigate the federal requirements that can shape—or constrain—airport real estate decisions. Examine FAA requirements, grant assurances, land-use considerations, property releases, and land takebacks, with a focus on what airports need to consider when pursuing redevelopment or changing the use of airport property.

11:45 a.m. – 12:45 p.m. **Market Rent, Lease Terms & Escalations**
How do you determine the right rent, lease term, and escalation structure for airport property? Examine current market dynamics, comparable leases, valuation approaches, CPI and other escalation methods, and emerging trends to help structure ground leases that remain competitive and financially sustainable over time.

12:45 – 1:45 p.m. **Lunch – Fireside chat with guest speaker**

1:45 – 2:45 p.m.	Lease Components & Business Terms Build stronger airport ground leases by understanding how the major business terms work together. Examine lease length, renewal options, rent structures, development obligations, maintenance responsibilities, insurance, and financing considerations—and how decisions made during negotiation can affect the airport and tenant for years to come.
2:45 – 3:15 p.m.	Networking Break
3:15 – 4:15 p.m.	Legal Issues & Lease Structure Understand the legal provisions that can protect an airport’s interests and help prevent problems over the life of a ground lease. Explore risk allocation, default and termination provisions, assignment rights, regulatory considerations, and other key obligations while identifying provisions that can create opportunities—or unexpected challenges—years after an agreement is signed.
4:15 – 5:15 p.m.	Reversions, Inspections & Activity Monitoring A successful lease requires active management long after the agreement is signed. Explore practical approaches to reversionary rights, inspections and audits, construction and maintenance oversight, activity requirements, compliance monitoring, and rent escalations to help protect airport assets throughout the full life of a lease.
6 – 8 p.m.	Host Airport Event (TBD)

Wednesday, November 18

8 – 9 a.m.	Continental Breakfast
9 – 10 a.m.	The Developer’s Perspective Step into the developer’s seat and learn what makes an airport opportunity worth pursuing. Examine return expectations, development risk, capital investment, financing constraints, flexibility, and the lease terms that can make—or break—a project. Gain insight into how developers evaluate airport opportunities and what airports can do to create more viable deals.
10 – 10:30 a.m.	Networking Break
10:30 – 11:30 a.m.	General Aviation Development Identify opportunities to maximize the value and use of airport property through general aviation development. Examine hangars, FBOs, aircraft parking, aviation-support facilities, and compatible commercial uses while considering how airports can balance market demand, land availability, infrastructure needs, and long-term development objectives.

11:30 a.m. – 12:30 p.m.

Financial Impacts & Funding Mechanisms

Connect lease and development decisions to the airport's bottom line. Examine ground-rent revenue, infrastructure and capital costs, financing considerations, federal, state and local funding opportunities, and public-private partnerships. Compare approaches and consider how today's development decisions can affect airport revenue and financial performance for decades.

12:30 – 1:30 p.m.

Lunch - Fireside chat with guest speaker

1:30 p.m.

Closing Remarks & Workshop Concludes