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. Refinery 714 (24th floor)	**Registration and Welcome Reception**

Tuesday, November 17

7:30 a.m. – 4 p.m.	**Registration**
7:30 – 8:30 a.m.	**Continental Breakfast**
8:30 – 8:45 a.m.	**Welcome & Opening Remarks** Gwen Basaria Vice President, Member Experience and AAAE Foundation AAAE Kyle Herbig Senior Vice President, Airport Solutions AAAE Peter J. Van Pelt, A.A.E. National Aviation Practice Leader Pape-Dawson Paula Jordan-Foster, A.A.E. Aviation Business Practice Leader Pape-Dawson Roger Venables Aviation Director City of Fort Worth Aviation Systems

All sessions will take place in the Centurion Ballroom at the Kimpton Harper Hotel unless noted otherwise.

8:45 – 9:45 a.m. **Land-Use Plans and Development Opportunities**

Moderator: Roger Venables
Aviation Director
City of Fort Worth Aviation Systems

Speaker: Kevin Haas, C.M.
Vice President, Commercial Development
Dallas Fort Worth International Airport

9:45 – 10 a.m. **Networking Break**

10 – 11 a.m. **Airport Leasing Part 1: Legal Issues, Lease Structure & Lease Components**

Moderator: Paula Jordan-Foster, A.A.E.
Aviation Business Practice Leader
Pape-Dawson

Speakers: Margaret Martin
President
Martin Airport Law, LLC

Ryan Leick, C.M., PhD
Associate Professor, Utah Valley University
Ascension Group Partners

11 – 11:15 a.m. **Networking Break**

11:15 a.m. – 12:15 p.m. **Airport Leasing Part 2: Business Terms, Market Rent, Escalations**

Moderator: Paula Jordan-Foster, A.A.E.
Aviation Business Practice Leader
Pape-Dawson

Speakers: Margaret Martin
President
Martin Airport Law, LLC

Ryan Leick, C.M., PhD
Associate Professor, Utah Valley University
Ascension Group Partners

12:15 – 1:30 p.m. **Luncheon and Public Private Partnership Discussion**

Guest Speaker: Bill Burton
Executive Vice President of Marketing & Development
Hillwood

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1:30 – 2:30 p.m. **FAA Regulations, Land Use & Takebacks related to Development**

Moderator: Megan McLellan, C.M., MBAA
Strategic Funding Manager
Garver

Speakers: Bradley C. Kutchins, P.E.
Managing Principal
Kutchins & Groh, L.L.C.

Don V. Green, Jr., A.A.E.
Director, Transportation Services
Abilene Regional Airport

John M. Brookby, A.A.E.
Owner
BAS3, LLC

C. Edward Young
Senior Attorney
Jetlaw, LLC

2:30 – 2:45 p.m. **Networking Break**

2:45 – 3:45 p.m. **Managing Your Leases – What's Important Before & After the Deal (Reversions, Inspections, Activity Monitoring)**

Moderator: Sylvia P. Ambrogio, A.A.E.
Principal
Ambrogio Consulting Services, LLC/Pape-Dawson, LLC

Speakers: Barbara J. Goodwin
Real Property Manager, Aviation
City of Fort Worth Aviation Systems

Kelly L. Campbell, A.A.E.
Executive Director, Aviation
Lubbock Preston Smith International Airport

Scott L. Keith
Assistant Director of Airports
OKC Will Rogers International Airport

3:45 – 4 p.m. **Networking Break**

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4 – 5 p.m. **Airport Real Estate & Commercial Development Roundtable**

Moderator: Rick S. Crider, A.A.E.
Airport Director
Prescott Regional Airport/Ernest A Love Field

6 – 8 p.m. **Host Airport Reception at Del Frisco's Double Eagle Steakhouse**
Sponsored by the City of Fort Worth Aviation Systems

Join our host airport and fellow attendees for an evening of networking, conversation, and refreshments as we reflect on the day's sessions. Enjoy drinks and hors d'oeuvres at Del Frisco's, conveniently located just a three-minute walk from the Kimpton Harper Hotel at 812 Main Street in Fort Worth.

Wednesday, November 18

7:30 a.m. – 12:15 p.m. **Registration**

7:30 – 8:30 a.m. **Continental Breakfast**

8:30 – 9:45 a.m. **The Developer's Perspective**

Moderator: Peter J. Van Pelt, A.A.E.
National Aviation Practice Leader
Pape-Dawson

Speakers: Gary P. Mascaro, C.M., C.A.E.
Vice President - Real Estate & Airport Relations
Jet Aviation

Cary Goldberg
President
Diversified Aviation

Win Perkins
Airport & Aviation Appraisals, Inc.

9:45 – 10:15 a.m. **Networking Break**

10:15 – 11:15 a.m. **Development Opportunities at Your Airport**

Moderator: Michael W. Dmyterko, C.M.
Senior Vice President
Coffman Associates, a Pape-Dawson Company

	Speakers:	Bill Dyer Assistant Airport Director, Real Estate Addison Airport
		Ingrid N. Hairston, A.A.E., PMP Chief Revenue Officer Birmingham Airport Authority
		Gil White, C.M. Real Property Agent King County International Airport – Boeing Field
11:15 a.m. – 12:15 p.m.	**Financial Impacts & Development Funding Strategies**	
	Moderator:	Michael Mallonee Vice President - Aviation Pape-Dawson
	Speakers:	Rebecca L. Hupp, A.A.E. Vice President Austin Commercial, L.P.
		Alan Mathew, J.D. Sr. Manager, Real Estate & Airline Affairs Dallas Love Field Airport
12:15 – 1:15 p.m.	**Luncheon and Hollywood on Air**	
	Guest Speaker:	Aaron M. Barth, A.A.E. Assistant Aviation Director City of Fort Worth Aviation Systems
1:15 – 1:30 p.m.	**Closing Remarks & Workshop Conclusion**	

Special thanks to our Presenting Partner and Host Airport for their invaluable support in making this inaugural event possible!

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