

37<sup>th</sup> ANNUAL AAAE/SOUTHEAST CHAPTER AAAE

# FINANCE & ADMINISTRATION CONFERENCE

AMELIA ISLAND, FLORIDA • FEBRUARY 9–11, 2026



## AGENDA

*(Subject to Change)*

### Monday, February 9

12:30-5:30 p.m. **Conference Registration**

1-1:50 p.m. **AAAE Finance & Administration Committee Meeting**

*Included in CPE credit total*

Tara Summerlin, ACE (AAAE F&A Committee Chair), Assistant Director of Airports,  
City of Oklahoma City

#### **Washington Update**

2-5 p.m. **Airport Finance 101**

*Included in CPE credit total*

**Objective:** to provide participants with a comprehensive overview of finance specific  
to airports.

**Description:** *This session will provide an overview of the regulatory and business  
framework for airport finance, including relevant federal policies; capital program  
funding sources and project eligibility; airport revenue bond financing; airline rates and  
charges methodologies; and airline and other key tenant agreements.*

Speakers: Gisela Shanahan, Managing Director, Frasca & Associates, LLC  
Nora Richardson, Director, Frasca & Associates, LLC  
Matt Townsend, Director, Frasca & Associates, LLC

3-5 p.m. **Southeast Chapter AAAE Board Meeting**

5:30-6:30 p.m. **Welcome Reception**

*Sponsored by Newton and Associates and Savannah International Airport*

### Tuesday, February 10

7 a.m.-5 p.m. **Registration**

7:15-8:15 a.m. **Networking Breakfast**

8:15-8:30 a.m.

## **Welcome and Opening Remarks**

Holly Ackerman, Associate Vice President - Global Operations, AAAE

Cameron Sidor, C.M. A.C.E. (*Conference Committee Chair*), Business Development Manager, Birmingham (Ala.) Airport Authority

JAX Official

8:30-9:45 a.m.

## **General Session 1 - Industry Update**

**Objective:** Equip attendees with actionable knowledge and strategies to navigate emerging challenges and capitalize on opportunities in the evolving aviation industry.

**Description:** *Join us for a session outlining the latest insights from industry experts on critical trends and developments impacting airports. This session will cover key issues shaping the future of the aviation industry.*

9:55-10:45 a.m.

## **General Session 2 - Public Private Partnerships in Airport Development**

**Objective:** Explore the opportunities, challenges, and best practices of leveraging public private partnerships (P3s) to advance airport infrastructure and operations.

**Description:** *Public private partnerships can play a significant role in meeting the growing capital and operational needs of airports. This session will examine how P3 structures are being applied in airport development today, from terminal modernization to concessions and beyond. Industry experts will discuss the financial, legal, and operational considerations that airports must weigh when pursuing P3s, as well as lessons learned from recent projects. Attendees will gain practical insights into when P3s make sense, how to structure successful agreements, and how to maximize value for both airports and their communities.*

10:45-11:15 a.m.

## **Networking Break**

*Sponsored by Florence (S.C.) Regional Airport*

11:15 a.m.-12:30 p.m.

## **Concurrent Sessions**

### **CS 1 - Preparing for External Audits**

**Objective:** Strengthen airport finance leaders' ability to streamline audit preparation, reduce risk, and ensure compliance through practical, repeatable processes they can apply immediately.

**Description:** *External audits are a critical component of maintaining financial integrity and transparency. This session will walk through practical steps for preparing effectively, from organizing documentation and coordinating with auditors to addressing common challenges and findings. Attendees will learn how to build stronger internal processes that not only support a smooth audit but also enhance long-term financial management and accountability.*

### **CS 2 - Strategic Airport Marketing and Public Outreach**

**Objective:** Highlight effective strategies for engaging communities, stakeholders, and travelers through impactful marketing and outreach efforts.

**Description:** *Airports of all sizes face the challenge of strengthening their brand, connecting with their communities, and communicating effectively with the traveling public. This panel will showcase innovative approaches to airport marketing and public outreach from large hubs to GA airports, emphasizing both traditional and digital strategies. Hear from marketing leaders on how to build trust, manage messaging during times of change, and create campaigns that resonate with diverse audiences. Attendees will leave with practical ideas to enhance visibility, promote their airport's value, and foster stronger community support.*

12:30-2 p.m.

**Lunch with Exhibitors**

*Sponsored by Plante Moran*

2-2:50 p.m.

**Concurrent Sessions**

**CS 3 - Unlocking Airport Revenue: Business Development and Real Estate Strategies**

**Objective:** Explore innovative approaches to diversifying and maximizing airport revenue through business development and real estate initiatives.

**Description:** *As airports look beyond traditional aeronautical revenues, opportunities in commercial development, concessions, land use, and real estate partnerships have become increasingly important. This session will examine strategies for identifying and pursuing new revenue streams, structuring successful agreements, and balancing long-term financial goals with community needs. Industry experts will share lessons learned, emerging trends, and practical tools to help airports of all sizes strengthen their business development and real estate portfolios.*

**CS 4 - Best Practices in Airport Budgeting and Forecasting**

**Objective:** Share proven methods and innovative tools for building accurate, flexible, and transparent airport budgets and forecasts.

**Description:** *Effective budgeting and forecasting are critical for navigating uncertainty, aligning resources with strategic priorities, and ensuring long-term financial health. This session will highlight best practices airports are using to improve accuracy, enhance collaboration across departments, and incorporate scenario planning into their financial models. Attendees will gain insights into tools, techniques, and real-world examples that can strengthen their airport's budgeting and forecasting processes, whether managing steady operations or responding to unexpected challenges.*

2:55-3:45 p.m.

**General Session 3 - Airport Capital Planning: Building for the Future**

**Objective:** Provide insights into effective capital planning strategies that balance operational needs, financial realities, and long-term growth.

**Description:** With infrastructure demands increasing and funding sources often constrained, airports must carefully plan and prioritize capital projects to meet both

current and future needs. This session will explore how airports of different sizes approach capital planning, from aligning projects with strategic goals to securing funding and managing stakeholder expectations. Experts will share best practices, lessons learned, and innovative approaches to ensuring that capital planning supports sustainable growth, operational efficiency, and financial stability.

3:45-4:15 p.m.

**Networking Break**

4:15-5:30 p.m.

**General Session 4 - Beyond the Basics: Navigating Today's Bond Market**

**Objective:** Provide airport finance leaders with practical strategies to structure, time, and market bond deals in a shifting environment, so they can manage risk effectively and capture new financing opportunities.

**Description:** *While many airports are experienced in bond issuance, today's environment brings new complexities: rising interest rates, investor expectations, regulatory considerations, and the need to align debt strategies with long-term capital plans. This session goes beyond the fundamentals to examine how airports can structure, time, and market bond deals in 2026 and beyond. A panel of industry experts will discuss emerging trends, innovative financing approaches, and lessons learned from recent transactions. Gain the tools to not only issue bonds successfully but to maximize value and resilience for your airport's future.*

6:30-8:30 p.m.

**Evening Event**

*Sponsored by Jacksonville International Airport*

**Wednesday, February 11**

8-8:30 a.m.

**Breakfast with Exhibitors**

8:30-9:45 a.m.

**General Session 5 - FAA Update**

**Objective:** Provide airports with the most up-to-date information on FAA priorities, funding opportunities, and regulatory initiatives in the context of recent legislative and policy actions in Washington, D.C.

**Description:** *With FAA reauthorization shaping the agency's direction and federal policymakers focused on aviation's future, staying informed has never been more important. In this session, FAA officials will share the latest updates on funding programs, regulatory changes, and key initiatives impacting airports nationwide. Attendees will gain practical insights into how federal decisions in Washington influence local operations, capital planning, and compliance, equipping them to anticipate challenges and leverage opportunities for their airports.*

9:55-10:45 a.m.

**Concurrent Sessions**

**CS 5 – Data Analytics**

**CS 6 – Adapting HR for a Changing Aviation Industry**

**Objective:** Explore how airports can modernize HR practices to address workforce challenges, strengthen organizational culture, and enhance employee engagement.

**Description:** *Airports are navigating a rapidly shifting HR landscape shaped by evolving employee expectations, competitive labor markets, and the integration of new technologies. This session will focus on the broader HR function—examining strategies for attracting and retaining staff, adapting policies to support flexibility, advancing diversity and inclusion, and leveraging technology to streamline workforce management. Attendees will gain actionable insights on how to update HR practices to build a resilient, engaged workforce that supports airport operations and growth.*

10:45-11:15 a.m.      Networking Break with Exhibitors  
*Sponsored by Talbert & Bright*

11:15 a.m.-12:30 p.m.      **General Session 6 - CFO and Airline Roundtable**

**Objective:** Facilitate an open dialogue between airport CFOs and airline financial leaders on the challenges and opportunities shaping the aviation industry's financial future.

**Description:** *Financial leaders from both airports and airlines face complex and interconnected challenges—from managing costs and capital planning to navigating regulatory requirements and evolving market dynamics. This interactive roundtable will bring together CFOs from airports and airlines to share perspectives on key financial issues, explore areas of alignment and tension, and discuss strategies for building sustainable partnerships. Attendees will gain a deeper understanding of how financial decision-makers across the industry are approaching today's pressures and preparing for long-term resilience.*

12:30-2 p.m.      **Luncheon**  
*Sponsored by Richmond International Airport*

2-3:15 p.m.      **CS 7 - Reporting Sustainability: ESG Strategies for Airports**

**Objective:** Help airport leaders understand the role of ESG reporting in advancing sustainability initiatives, meeting stakeholder expectations, and strengthening financial and community trust.

**Description:** *As sustainability becomes a top priority for the aviation industry, airports are increasingly expected to measure, track, and communicate their environmental, social, and governance (ESG) performance. This session will examine how airports are developing ESG frameworks, gathering meaningful data, and reporting progress to regulators, investors, airlines, and local communities. Experts will share lessons learned, highlight emerging standards, and explore how effective ESG reporting can support funding opportunities, operational improvements, and long-term resilience.*

**CS 8 - From Passenger Experience to Airport Profitability**

**Objective:** Equip finance and administration leaders to actively shape operational and customer service decisions in order to protect revenue, retain passengers, and manage risk more effectively.

**Description:** This session will explore the critical connections between day-to-day operational decisions and an airport's financial health. Using real-world examples such as deicing procedures that protect on-time performance and rental car coordination

that supports arriving passengers, speakers will demonstrate how finance and administration professionals can add value by engaging beyond budgets and audits. Attendees will gain practical insights on collaborating with operations and customer service teams to improve reliability, enhance the passenger experience, and support informed budgeting, staffing, and cost–benefit analysis.

3:15-3:45 p.m.

Networking Break with Exhibitors

3:45-4:15 p.m.

**Breakout Discussions -**

**Objective:** Facilitate focused, collaborative discussions among industry professionals to share insights, address challenges, and explore actionable solutions

**Table 1 - Administrative Issues**

*This discussion will focus on key administrative challenges and strategies in airport operations, including staffing, regulatory compliance, and effective management practices.*

**Table 2 - Current Issues**

*This table will explore pressing issues impacting airports today. Topics may include emerging trends, operational challenges, and opportunities for innovation in the aviation industry.*

**Table 3 - Finance and Accounting**

*This conversation will delve into finance and accounting topics, including GASB updates, budgeting, financial reporting, cost management, and best practices for ensuring fiscal responsibility in airport operations.*

4:15-4:30

**Closing Remarks**

Cameron Sidor, C.M., A.C.E. (*Conference Committee Chair*), Business Development Manager, Birmingham (Ala.) Airport Authority