38th ANNUAL AAAE/SOUTHEAST CHAPTER AAAE

FINANCE & ADMINISTRATION CONFERENCE



ST. PETE-CLEARWATER, FLORIDA • JANUARY 24-26, 2027

AGENDA

(Subject to Change)

Audio Visual Sponsor: Alvion
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Sunday, January 24

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

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

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; 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, Savannah/Hilton Head International Airport and Mohsen Design Group

Monday, January 25

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

7:15-8:15 a.m. **Networking Breakfast with Exhibitors**
Sponsored by Greenville-Spartanburg (S.C.) International Airport

8:15 a.m.-5:30 p.m. **All-Day Beverage Bar**
Sponsored by Garver

8:15-8:30 a.m. **Welcome and Opening Remarks**
Holly Ackerman, Associate Vice President, Global Operations, AAAE
Richard Rushing III, Director of Operations, Savannah Airport Commission
PIE Official (TBD)

8:30-9:45 a.m. **General Session 1: State of the Industry: Trends, Challenges & Opportunities Shaping Airports**

Speakers: Tom Cai, Director, Public Finance Investment Banking, BofA Securities, Inc.
Fitch Ratings (Speaker TBD)
Matt Townsend, Director, Frasca & Associates, LLC

9:55-10:45 a.m. **General Session 2: Funding the Future: Innovative Strategies for Airport Capital Development**

Moderator: John Gillen, Managing Director, Unison Consulting

Speakers: Deontae Watson, Deputy Director, Fayetteville Regional Airport

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 I**
CS 1: Airline Economics for Airport Professionals
Objective: To provide airport finance professionals with an understanding of airline economics and how airline business models influence airport financial agreements, negotiations and air service development.
Description: *This three-part track examines how airlines generate revenue, manage costs and make operational and network decisions. Participants will explore the economic differences between airline business models and how those differences shape airport requirements, negotiating priorities and airline agreements. The track will also examine how airport costs, rates and incentives influence air service decisions, equipping participants to better evaluate airline relationships and support airport financial and strategic planning.*

Moderator: James Thomas, Executive Director, Craig Field Airport and Industrial Authority

Speakers: Elliott Black, Director of Finance & Administration, Capital Region Airport Authority
Matt Townsend, Director, Frasca & Associates, LLC

CS 2: From Data to Decisions: Using HR Analytics to Strengthen Airport Operations

12:30-2 p.m. **Lunch with Exhibitors**
Sponsored by Plante Moran, PLLC

2-2:50 p.m.	**Concurrent Sessions II** **CS 3: Beyond Aeronautical Revenue: Maximizing Airport Business Opportunities**
	CS 4: Building the Airport Workforce of Tomorrow: Recruitment, Retention & Succession Planning
2:55-3:45 p.m.	**General Session 3: Managing Opportunity and Risk: AI, Cybersecurity & the Modern Airport**
Moderator:	Eleni S. Elling, A.A.E., IAP, Airport Director| Treasury, Hartsfield-Jackson Atlanta International Airport
Speakers:	Kyle Miller, CISSP, CISA, CDPSE, QSA, Principal/Airport Cyber Practice Leader, Plante Moran Stacey Mansker-Young, PMP, CGCIO, Principal/Airport Cyber Practice Leader, Plante Moran
3:45-4:15 p.m.	**Networking Break** *Sponsored by GoApron, Inc.*
4:15-5:30 p.m.	**General Session 4: Smart Procurement: Delivering Value Through Contracting, Outsourcing & DBE Programs**
6:30-8:30 p.m.	**Evening Event** *Hosted by St. Pete-Clearwater International Airport*

Tuesday, January 26

8-8:30 a.m.	**Breakfast with Exhibitors**
8:30-9:45 a.m.	**General Session 5: FAA Update**
Moderator:	Ja'Monta Smith, Director, Unison Consulting
Speaker:	Jesse Carriger, Manager - Planning and Programming, SW Region, Federal Aviation Administration
9:55-10:45 a.m.	**Concurrent Sessions III** **CS 5: Airport Bonds & Capital Markets: Financing Infrastructure in a Changing Economy**
Moderator:	Eleni S. Elling, A.A.E., IAP, Airport Director| Treasury, Hartsfield-Jackson Atlanta International Airport
Speakers:	Neville Randeria, Assistant General Manager, Capital Finance, Hartsfield-Jackson Atlanta International Airport Kristy Bork, Vice President of Finance, Nashville International Airport Gisela Shanahan, Managing Director, Frasca & Associates, LLC Rona Dicamillo, Principal, DKMG Consulting
	CS 6: Telling Your Airport's Story: Marketing, Community Engagement & Public Trust

10:45-11:15 a.m.	**Networking Break**
11:15 a.m.-12:30 p.m.	**General Session 6: Successful Concession Programs and Their Effect on Passenger Experience** *Sponsored by Paradies Lagardère*
12:30-2 p.m.	**Lunch with Exhibitors**
2-3:15 p.m.	**Concurrent Sessions IV** **CS 7: From Runway to Balance Sheet: Connecting Airport Operations and Financial Decision-Making**
	CS 8: Navigating Compliance: FAA Requirements, AIP Updates & DBE Considerations
3:15-3:25 p.m.	**Closing Remarks and Breakout Group Instructions**
3:25-3:45 p.m.	**Networking Break**
3:45-4:15 p.m.	**General Session 7: Roundtable Discussions** **Table 1: Budgeting Beyond the Spreadsheet: Modern Forecasting Strategies for Airports**
Table Lead:	Elliott Black, Director of Finance & Administration, Capital Region Airport Authority
	Table 2: Keeping ACE Finance Relevant in a Changing Industry
Table Lead:	Doug Joest, Senior Consultant, AMCG
Table Expert:	Jeff Kohlman, Founder and Principal Consultant, AMCG