

38th ANNUAL AAAE/SOUTHEAST CHAPTER AAAE

FINANCE & ADMINISTRATION CONFERENCE

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



DRAFT AGENDA

(Subject to change)

Sunday, January 24

- 12:30-5:30 p.m. **Conference Registration**
- 1-1:50 p.m. AAAE Finance & Administration Committee Meeting
- 2-5 p.m. Airport Finance 101
- 3-5 p.m. Southeast Chapter AAAE Board Meeting
- 5:30-6:30 p.m. Welcome Reception

Monday, January 25

- 7 a.m.-5 pm **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
- Richard Rushings Director of Operations Savannah/ Hilton Head
- PIE Official (TBD)
- 8:30- 9:45 a.m. **General session 1: State of the Industry: Trends, Challenges & Opportunities Shaping Airports**
- 9:55-10:45 a.m. **General Session 2: Funding the Future: Innovative Strategies for Airport Capital Development**
- 10:45-11:15 a.m. **Networking Break with Exhibitors**
- 11:15 a.m.-12:30 p.m. **Concurrent Sessions I**
- CS 1 - **Speaking the Airline's Language: Economics, Negotiations & Air Service Growth**
- CS 2 - **From Data to Decisions: Using HR Analytics to Strngthen Airport Operations**

12:30-2 p.m.	Luncheon
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
3:45-4:15 p.m.	Networking Break with Exhibitor
4:15-5:30 p.m.	General Session 4: Smart Procurement: Delivering Value Through Contracting, Outsourcing and DBE Programs

Tuesday, January 26

8-8:30 a.m.	Breakfast with Exhibitors
8:30-9:45 a.m.	General Session 5: FAA Update
9:55-10:45 a.m.	Concurrent Session III
	CS 5 - Airport Bonds & Capital Markets: Financing Infrastructure in a Changing Economy
	CS 6 - Telling Your Airport's Story: Marketing, Community Engagement & Public Trust
10:45-11:15a.m.	Networking Break with Exhibitors
11:15 a.m.-12:30 p.m.	General Session 6: Successful Concession Programs and Their Effect on Passenger Experience
12:30-2 p.m.	Luncheon
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. **Breakout Sessions**

Table 1 - Budgeting Beyond the Spreadsheet: Modern Forecasting Strategies for Airports

Table 2 - Keeping ACE Finance Relevant in a Changing Industry