

## NCAA 41th ANNUAL CONFERENCE

### "The Business of Aviation"

Pinehurst Resort

Pinehurst, North Carolina



The North Carolina Airports Association would like to invite you to attend the 41st Annual Conference in Pinehurst, NC. This year's conference "The Business of Aviation" will focus on building strong financial and operational foundations, surviving disasters/pandemics and positioning for the future. Sessions are designed to provide practitioners throughout the industry with additional tools to help strengthen the financial and operational components of North Carolina's system of airports. Much like building a terminal; solid financials are the cornerstone of a successful airport and the goal is for all participants to take new and innovative ideas and practices back and be better prepared to weather the storm or seize the opportunity.

#### AGENDA

##### Tuesday, August 10, 2021

8:00am-7:00pm	Registration
9:00 am-9:45 am	Golf Tournament Sign-In
10:00 am	Golf Tournament Shot Gun Start Course #3
6:00pm-7:00pm	Opening Reception w/Exhibitors
7:00pm	Evening on Your Own

##### Wednesday, August 11, 2021

7:30am-8:45am	Breakfast w/Exhibitors
8:00am-5:00pm	Registration
9:00am	Opening Ceremonies
9:30am-10:30am	<b>General Session I</b> <b>"Business &amp; Team Training"</b> <b>Speaker: John Formica (The Ex-Disney Guy)- "If Disney Ran Your Business What Would it Look Like?"</b> <b>—"Secrets to Create a Disney-like Experience and Successful Team Culture in Your Organization Today"</b>
10:30am-10:55am	Coffee Break w/Exhibitors
11:00am-12:15pm	<b>General Session II</b> <b>"Navigating a Pandemic"</b> <b>Panelist: Annie Russo, Senior VP, Government &amp; Political Affairs, Airports Council International-North America</b> <b>Panelist: Jim Hopkins, Senior VP Signature Flight Support</b> <b>Panelist: Michael Landguth, A.A.E., President &amp; CEO, Raleigh-Durham International Airport</b> <b>Moderator: Tina Kinsey, A.A.E., Greater Asheville Regional Airport Authority</b> Come hear industry experts discuss how the COVID-19 pandemic impacted the airport industry and how we will never be the same. Airports had to get creative and flexible to mitigate the crises. Panelists will discuss what lessons were learned from the crisis and how airports can attempt to prepare, survive, and recover from future emergencies. This session will focus on operational impacts to airports.
12:30pm-1:45pm	Luncheon

**Wednesday, August 11, 2021 (Continued)**

**2:00pm-3:00pm**

**General Session III**

**"Attracting Bidders and DBE Participation for Airport Projects"**

**Panelist:** Wilfred Nixon, Ken Weeden & Associates, Inc.

**Panelist:** Joseph Conway, Director Health Equity, Human Experience, & Interpreter Services New Hanover Regional Medical Center, Co-chair AABC

**Panelist:** Mr. Simeon Terry, Director of Diversity Affairs, Austin Industries

**Moderator:** Toney Coleman, PhD, A.A.E., Fayetteville Regional Airport

With growing demand, NC Airports are bidding large capital projects. The panel of experts will share ideas on how to cultivate bidders and drive competition. Also, the topic of attracting DBE participation through networking programs and intentional inclusion will be discussed. After the session you should be ready to bid your next project.

**3:00pm-3:30pm**

Coffee Break w/Exhibitors

**3:45pm-5:00pm**

**General Session IV**

**"Operational Resiliency for Airports – Planning Before the Disaster to Expedite Recovery"**

**Panelist:** Jeff Brooks, Grid Improvement Communications Manager, Duke Energy Carolinas

**Panelist:** J.D. Solomon, PE, J.D. Solomon, Inc.

**Panelist:** Robert J. O'Neil, MBA, VP Underwriting, Preferred Aviation Underwriters

**Moderator:** Julie Wilsey A.A.E., Wilmington International Airport

Is your airport prepared for a disaster such as a power outage, fire, winter storm, hurricane, flood, or other catastrophic event? The panel will give insight on resiliency planning to include identifying key community contacts, asset management, designing projects with resiliency in mind, writing a business continuity plan, understanding property insurance policies, and other important topics airport professionals should know before the disaster arrives.

**5:00pm-5:10pm**

**NCAA and Educational Foundation Annual Meeting**

**6:00pm-7:00pm**

Reception w/Exhibitors

**7:00pm-8:30pm**

Banquet

**8:30pm-9:30pm**

**Entertainment – Morris Morrison -** *"World-class, dynamic entertainment - with a powerful message for all audiences! You want to be sure you are a part of this great event!"*

**Thursday, August 12, 2021**

**7:30am-9:00am**

Breakfast w/Exhibitors

**8:00am-11:45am**

Registration

**9:00am-10:00am**

**General Session V**

**"Surviving Financial Volatility"**

**Panelist:** Cory Czyzewski, Director, Public Finance Banking, BofA Securities, Inc.

**Panelist:** Jeremy Carter, Director, Municipal Financial Advisor, DEC Associates, Inc.

**Panelist:** Dan Daniele, Executive Director, Burlington-Alamance Airport Authority

**Moderator:** Mike Hill, Charlotte Douglas International Airport

The rapid spread of COVID-19 dramatically impacted the finances of the entire aviation industry. In North Carolina alone, thousands of flights were cancelled and hundreds of passenger service aircraft were parked on airfields across the State. General Aviation was not immune as airport and tenants experienced hiring freezes, travel restrictions, furloughs, business closures, and unemployment. North Carolina airports of all sizes must consider the volatility of the industry and how it may impact revenues, expenses, and capital development.

**10:00am-10:45am**

Coffee Break w/Exhibitors

**Thursday, August 12, 2021 (Continued)**

**11:00am-12:00pm**

**General Session VI**

**"Maximizing Revenue, Rate Setting 101 and Good Leases"**

**Panelist: David Brinson, President, Avian Solutions, LLC**

**Panelist: Keith Merritt, Attorney, Hamilton Stephens Steele & Martin**

**Panelist: Hector Ingram, MAI Ingram and Company, Real Estate Appraisers**

**Moderator: Bob Heuts, Raleigh Executive Jetport**

Are our leases compliant and do they protect the Airport? Are we charging them enough or too little? This panel will explore the elements of a good lease, meeting FAA guidelines, maximizing airport lease revenues and treating customers and commercial tenants fairly.

**12:15pm-1:45pm**

**"Luncheon"**

**"Creating a Workplace that Works for Employees and Employers"**

**Speaker: John Formica, (The Ex-Disney Guy)**

**Speaker: Lisa Leath, SHRM-SCP, Leath HR Group**

**Introductions: Julie Wilsey, A.A.E, Wilmington International Airport**

In this interactive presentation, a career HR leader will offer modern ideas on how your airport can adopt best practices to build and invest in a high performing team. Lisa Leath, SHRM-SCP will speak to techniques your

team can deploy to attract the right people and subsequently, intentional practices to keep them engaged and highly productive. John Formica, the Ex-Disney Guy, returns to add his perspective on making the workplace fun and magical so employees will whistle while they work. Everyone will benefit from this high energy session with two dynamic speakers.

**2:00pm-3:30pm**

**General Session VII**

**"The State of Aviation in North Carolina"**

**Speaker: Bobby Walston, Director, NCDOT Division of Aviation**

**Speaker: Dr. Daniel Findley, Senior Research Associate, North Carolina State University Institute for Transportation Research and Education**

North Carolina's airport professionals, in partnership with the NCDOT Division of Aviation, honed their business and management skills, expanded airport infrastructure, planned for the future and contributed significantly to economic growth in their communities during the past year. Bobby Walston will look back at key successes, look ahead to what's on the horizon and update us on initiatives and resources to support NC's airport community's continued growth and impact. Dr. Findley will discuss research efforts to support future airport programs and improved ways at looking at our airports. These improvements include an evaluation of aircraft hangars, measuring aircraft operations, estimating economic impacts, and how to communicate your airport's impact. He will also provide an update of the upcoming 2021 Economic Impact Study - due for release in January 2021.

**3:30pm**

**Conference Adjourns**

**SPECIAL BONUS**

**After the conference, this on-demand session will be available for those who register.**

**"What did I sign?-Grant Assurances De-Mystified"**

**Panelist: Pablo O. Nüesch, General Counsel, Airports Council International-North America**

**Panelist: Steven L. Osit, Attorney at Law, Kaplan Kirsch Rockwell (or partner)**

**Panelist: Leila Lahbabi, Lead Counsel, City Attorney's Office, Charlotte-Douglas Intl Airport T**

**Moderator: Erin Locklear, General Counsel, Raleigh-Durham International Airport**

Federal law requires that FAA obtain certain "assurances" from Airport Improvement Program grant recipients as a condition to its approval of grant applications. Those obligations generally require the airport sponsor to maintain and operate the airport safely and efficiently, and to manage the project for which funds are being provided in accordance with specified conditions. The panel will sort through the various obligations, and will help us understand the type of commitments being made by the airport sponsor (and by the person who signs the grant agreement!), the applicability of those commitments, the length of the obligations, etc. The panel also will discuss how those obligations can be enforced and who can enforce them.