The North Carolina Airports Association would like to invite you to attend the 41st Annual Conference in Wilmington, NC. This year’s conference “The Business of Aviation” will focus on building strong financial and operational foundations, surviving disasters 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 cease the opportunity.

AGENDA

Monday, April 20, 2020
8:00am-7:00pm  Registration
9:00 am-9:45 am  Golf Tournament Sign-In Magnolia Greens
10:00 am  Golf Tournament Shot Gun Start Magnolia Greens
6:00pm-7:00pm  Opening Reception w/Exhibitors
7:00pm  Evening on Your Own

Tuesday, April 21, 2020
7:30am-8:45am  Breakfast w/Exhibitors
8:00am-5:00pm  Registration
9:00am  Opening Ceremonies
9:30am-10:30am  General Session I
   “Business & Team Training”
   Speaker: John Formica (The Ex-Disney Guy)- “If Disney Ran Your Business What Would it Look Like?
   –“Secrets to Create a Disney-like Experience and Successful Team Culture in Your Organization
   Today”
10:30am-10:55am  Coffee Break w/Exhibitors
11:00am-12:00am  General Session II
   “State of Aviation and Legislative Overview” with panel of select legislators and administration officials
   Panelists will include elected officials, industry experts and FAA representative(s)
   Moderator: Tina Kinsey, A.A.E., Greater Asheville Regional Airport Authority
   Come hear state and administration officials discuss airports and aviation issues as they see them
12:15pm-1:30pm  Luncheon
   A special speaker will be announced soon.

1:45pm-2:45pm  Break out Session 1
   “What did I sign?-Grant Assurances De-Mystified”
   Speaker: Pablo O. Nüesch, Partner, Spiegel & McDiarmid, LLP
   Speaker: Steven L. Osit, Attorney at Law, Kaplan Kirsch Rockwell
   Speaker: Leila Lahbabi, Lead Counsel, City Attorney’s Office, Charlotte-Douglas Int’l Airport
   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.
Tuesday, April 21, 2020 (Continued)

1:45pm-2:45pm  
Break out Session II  
“Attracting Bidders and DBE Participation for Airport Projects”  
Speaker: Tracey Newkirk, Chair, Wilmington Chamber of Commerce – African American Business Council  
Speaker: 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.

2:45pm-3:30pm  
Coffee Break w/Exhibitors

3:45pm-5:00pm  
General Session III  
“Operational Resiliency for Airports – Planning Before the Disaster to Expedite Recovery”  
Panelist: John K. Elliott, Director of Government and Community Relations, Duke Energy  
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 – North America’s Most Award-Winning Speaker brought back to you by Popular Demand!  
Steve Gilliland – “Making A Difference”

Wednesday, April 22, 2020

7:30am-9:00am  
Breakfast w/Exhibitors

8:00am-11:45am  
Registration

9:00am-10:00am  
General Session IV  
“Capital Finance and Debt that Works for Your Airport”  
Panelist: Cory Czyzewski, Director, Public Finance Banking, BofA Securities, Inc.  
Panelist: Dr. John Crumpton, County Manager, Lee County, NC  
Panelist: Dan Danieley, Executive Director, Burlington-Alamance Airport Authority  
Moderator: Mike Hill, Charlotte Douglas International Airport  
Following the longest sustained period of economic growth in US History, some experts consider a recessionary downturn inevitable. North Carolina airports of all sizes must consider how the potential future uncertainty may effect capital planning and development. Combined with continued uncertainty regarding a long term authorization of Federal funding and shifting political priorities, North Carolina Airports need to carefully evaluate alternatives to fund critical airport capital development. Industry expert panelists will provide an interactive opportunity to examine strategic financial management best-practices and provide insight into how capital financing can provide a critical source of Airport funding.

10:00am-10:45am  
Coffee Break w/Exhibitors
Wednesday, April 22, 2020 (Continued)

11:00am-12:00pm  Break out Session III  
“Award Winning FBO Secrets”  
Speaker: Howie Franklin, Airport Director, Cape Fear Regional Jetport  
Speaker: Ken Starling – Executive Pilot, Board Member Johnston Regional Airport  
Speaker: Travis Pence, Partner, The Wilson Group Architects  
Speaker: John Formica, (The Ex Disney Guy)  
Moderator: Phil Lanier, Johnston County Regional Airport  
A quality FBO can be key to a prosperous airport. Successful operators, users and guest service experts exchange insights on what make a good FBO - great.

11:00am-12:00pm  Break out Session IV  
“Maximizing Revenue, Rate Setting 101 and Good Leases”  
Speaker: David Brinson, President, Avian Solutions, LLC  
Speaker: Keith Merritt, Attorney, Hamilton Stephens Steele & Martin  
Speaker: 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 IV  
“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 Adjoins