

Commercial Management Committee/Working Group Meeting



November, 2012

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www.aci-na.org

2012 Commercial Management Steering Group

Chair

- James DeCock, SAN

Vice Chair

- Bryant Francis, SHV

Second Vice Chair

- Deanna Zachrisson, SEA

Immediate Past Chair

- Rebecca Ramsey, BNA

Associate Representative

- Marco DiBernardo, Vino Volo,

Large and Medium Airport Representatives

- John Greer , MSP
- Cheryl Nashir , SFO
- Kathy Nelson, MKE
- Laurie Weeks, RNO
- Richard White, MEM

Small/Non-Hub Airport Representative

- Beth Vincent, DAY

Canadian Airport Representative

- Janine Gervais, YYZ
- Myron Keehn, YEG

Associate Representatives

- Kent Vanden Oever, AirProjects Inc.
- Andrew Weddig , Unison Consulting
- Michael Mullaney, Hudson Group
- Jaimini Erskine, SSP America, Inc.

2012 Commercial Management Steering Group Departing Members

- Rebecca Ramsey, Metropolitan Nashville Airport Authority
- Marco DiBernardo, Volo Volo,
- Janine Gervais, Greater Toronto Airports Authority
- Richard White, Memphis-Shelby County Airport Authority

2013 Commercial Management Steering Group

Chair

- Bryant Francis, SHV

Vice Chair

- Deanna Zachrisson, SEA

Second Vice Chair

- Laurie Weeks, RNO

Immediate Past Chair

- James DeCock, SAN

Associate Representative

- Kent Vanden Oever, AirProjects Inc.

Board Liaison

- Lew Bleiweis, AVL

Large and Medium Airport Representatives

- John Greer , MSP
- Cheryl Nashir , SFO
- Kathy Nelson, MKE
- Ken Buchanan, DFW
- Scott Van Horn, LAS
- Bhavesh Patel, TPA

Small/Non-Hub Airport Representative

- Beth Vincent, DAY

Canadian Airport Representative

- Myron Keehn, YEG

Associate Representatives

- Andrew Weddig , Unison Consulting
- Michael Mullaney, Hudson Group
- Jaimini Erskine, SSP America, Inc.
- Tod Dalberg, LS travel retail



Conference Mobile Website

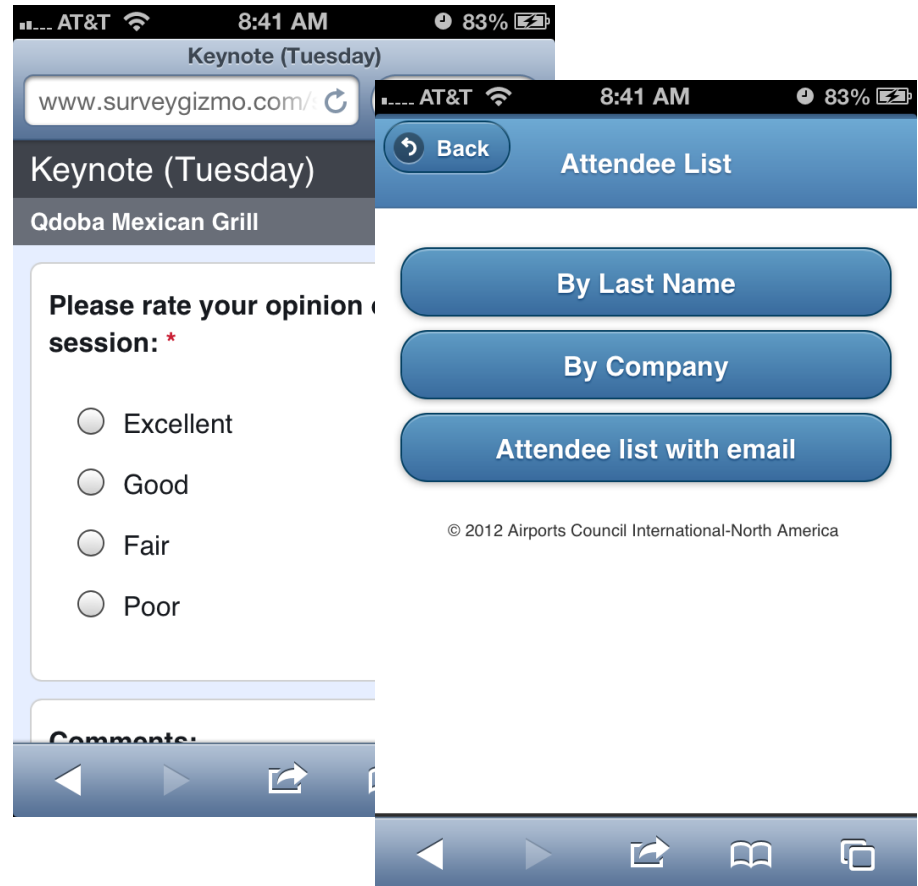
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Conference Mobile Website

2012 ACI-NA Concessions Conference has gone mobile!

www.aci-na.org/den



Sign-up for Speed Dating via the Conference Mobile

Speed Dating

Tuesday, November 13, 2012

4:00pm – 5:30pm

Participate in this exciting networking session where airports, concession operators, and small business owners can meet and exchange contacts for future business relationships. Airports will be able meet with potential tenants and/or service providers.

Qdoba is pleased to sponsor this year's Speed Dating Event. While waiting, stop by and sample some of their signature favorites including hand-smashed Guacamole, flavorful salsas and their famous 3-Cheese Queso.

Note: All airports will have a reserved speed dating table. Interested individuals will line up for meetings.

Sign-up for the Airport Tour via the Conference Mobile

Airport Tour

Thursday, November 15, 2012

7:30am – 10:30am

In order to help the airport arrange logistics and transportation, we encourage you to sign-up in advance, if you haven't already done so.

- 7:30am – 10:30am – Airport Tour – Denver International Airport
- 8:00am – 9:00am – Welcome Continental Breakfast and Flight Check-in
- 9:00am – 9:30am - Denver International Airport Presentation
- 9:30am – 10:30am – Walking Tour of the Concessions Program (Post-security)
(If attending the Airport Tour, please allow plenty of time to arrive at your respective departure gates)

Important Information: If you are not travelling on the day of the airport tour, the airport will need to issue you a badge. Please contact Aneil Patel at apatel@aci-na.org, as additional security information is required. The airport must receive this information by November, 13 to guarantee processing.



Business Diversity Committee Update

Commercial Management Committee Meeting

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Concessions Contest Update

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2012 Concessions Contest



Overview

ACI-NA is pleased to announce the 15th annual ACI-NA Richard A. Griesbach Excellence in Airport Concessions Contest. The mission of this contest is to promote the innovative spirit within the airport concession industry and to recognize excellence in airport concession programs.

The award ceremony will take place on Tuesday, November 13, 2012 at the ACI-NA Concessions Conference in Denver, CO.

Eligibility

Any member of ACI-NA, regardless of whether you work for an airport, concession operator, service provider, or consultancy, may take part in this contest by nominating the concession program, concepts, and/or people that you believe are distinctive and worthy of honor.

New is defined as a concept that has been in operation for two years or less at an airport. There is no minimum time length for a concept or program to be in operation for, as long as they opened before August 24, 2012.

Airports of ALL sizes are encouraged to participate and will only compete against other similarly-sized airports. (i.e., small airports compete only against small airports, etc.)

Submissions and Deadlines

To nominate a program, concepts, and/or person, simply fill out the online **2012 Nomination Form** to submit your nomination(s) no later than **Friday August 24, 2012**. Remember, you can nominate your own airport program or individual concession concept!

Once a program/concept has been nominated, ACI-NA will contact each nominee to inform them of the nomination.

All submissions **MUST** be received by ACI-NA no later than **Monday, September 17, 2012**

Please send all submissions to: **Aneil Patel, ACI-NA 1615 L Street, NW, Suite 300 Washington, DC 20036**

Judges Panel

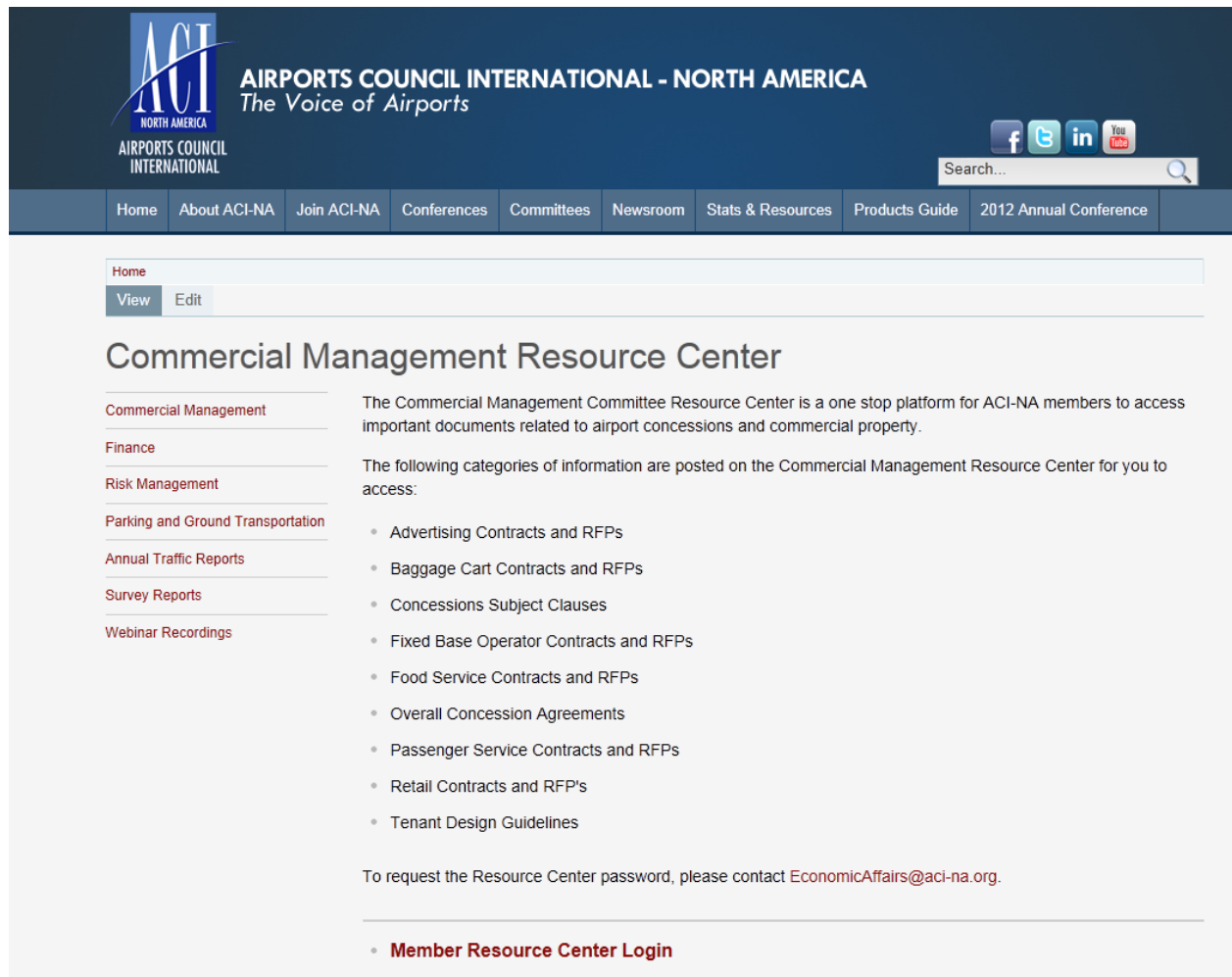
Entries will be judged by an independent panel comprised of high-level professionals representing the various disciplines reflected in this contest (i.e., food and beverage, retail, mall development, consumer groups, architecture, and academic communities). In addition to the independent panel, a minimum of one representative from the previous years' overall winner will be involved in the judging process.



Online Resource Center

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The screenshot shows the ACI-NA website header with the logo and tagline "AIRPORTS COUNCIL INTERNATIONAL - NORTH AMERICA The Voice of Airports". A navigation menu includes Home, About ACI-NA, Join ACI-NA, Conferences, Committees, Newsroom, Stats & Resources, Products Guide, and 2012 Annual Conference. A search bar is located on the right. The main content area is titled "Commercial Management Resource Center" and features a sidebar with links to Commercial Management, Finance, Risk Management, Parking and Ground Transportation, Annual Traffic Reports, Survey Reports, and Webinar Recordings. The main text describes the resource center as a one-stop platform for ACI-NA members to access important documents related to airport concessions and commercial property. It lists various categories of information available, such as Advertising Contracts and RFPs, Baggage Cart Contracts and RFPs, Concessions Subject Clauses, Fixed Base Operator Contracts and RFPs, Food Service Contracts and RFPs, Overall Concession Agreements, Passenger Service Contracts and RFPs, Retail Contracts and RFPs, and Tenant Design Guidelines. A note at the bottom of the main text states: "To request the Resource Center password, please contact EconomicAffairs@aci-na.org." A "Member Resource Center Login" link is provided at the bottom of the page.

Please email EconomicAffairs@aci-na.org to request the member only password.



Commercial Management Working Groups

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Commercial Management Working Groups

The Commercial Management Committee has four active Working Groups:

- Concessions Benchmarking
- Concessions Contracting and Best Practices (Webinar Series)
- Commercial Development/Real Estate
- Concessions Contest Review

All Working Groups are open to any ACI-NA members, and any member can volunteer to participation in one or more of the Commercial Management Working Group.



2012 Concessions Benchmarking Survey

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Concessions Contracting and Best Practices Working Group

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Commercial Development/Real Estate Working Group

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Open Discussion

How can we improve your ACI-NA Membership?

Commercial Management Committee Meeting

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