

# ACI Air Cargo Committee 2018 Agenda

# The 2018 Areas of Focus

- Cargo handling operations
- The impact of e-commerce
- Fees and revenues attributable to cargo operations
- Update of the Air Cargo Guide

# Cargo Handling Operations

- Do airports have a cap on the number of handling operations. If so, how is it determined, what were the difficulties in implementation, and what have been the recognized benefits?
- What flexibility do carriers have in selecting a handling company?
- Do airports have handling companies that do not lease space but nevertheless operate on the airport? Does the airport collect a fee for allowing the operation? How does an airport deal with this circumstance if there is a competing company that does lease space?
- Does an airport treat a carrier that handles other airlines differently than it does a handling company?
- What airports collect a percentage of handling fees as a “cost of doing business” at the airport? How are the fees determined, and how are they audited?
- What are the implications of the new “common use” cargo facilities that give virtual monopolies to a handling company, and how can airports address potential conflicts?

# The Impact of E-Commerce

- What is the definition of e-commerce and who are the main players?
- To what extent do/will commercial carriers play a role?
- What will be the implications for airport infrastructure?
- Will e-commerce focus on larger airports or will other airports emerge under the Amazon model?
- What will be the criteria for selecting an airport?
- Will there be necessary connectivity between on and off airport operations?
- Will e-commerce realistically attract manufacturing or fulfillment operations to an airport or region?

# Fees and Revenues Attributable to Cargo Operations

- Do airports estimate the financial (not economic) impact of air cargo? If so what are the elements that are typically considered and how are they estimated?
- Are there different landing fee calculations for freighters versus passenger aircraft? Is it feasible to allocate a portion of the passenger aircraft landed weight to cargo and estimate a fee?
- Can fuel flowage fees and fuel sales be apportioned to estimated cargo weight?
- How do airports establish ground rents for cargo facilities? Are the numbers kept separately or can they be disaggregated?
- How do airports establish vertical rents for cargo facilities? Are the numbers kept separately or can they be disaggregated?
- Does the airport audit and collect revenues from subleases in the cargo facilities –office and warehouse?
- Does the airport derive any revenues from cargo handling?
- Are there any through the fence fees that the airport collects to offset lost rental revenue in cargo buildings? What are the criteria for establishing such a fee?
- Does a model exist or can one be constructed that would enable an airport to determine the revenue contribution of cargo?

# Methodology

- It is a volunteer effort but must be managed
- The end products will be white papers or potential chapters in the Guide
- Each area will have a designated lead
- The lead will establish a time table and with the Steering Group structure the format and content outline
- Targeted time will be established once the scope of the effort has been determined
- **DON'T volunteer if you can't commit the time and effort.**