

P3 Airport Summit

09.23.20

Winstead is proud to be a silver sponsor this year's P3 Airport Summit. This year's Summit is a truly groundbreaking online event for the airport industry. The program will present a series of keynotes, case studies, panels, and diverse networking opportunities designed for attendees to deepen their understanding on the value proposition of P3s, and the role they can play in the delivery of essential airport infrastructure.

The Summit features a broad range of topics specifically tailored to the needs of airport authorities evaluating P3s. This program will share examples of where P3s can be applicable; and how they can save money and time when dealing with upgrades, repairs, and maintenance. The program will also highlight when P3s do or do not make sense, and what major considerations need to be made once choosing this route, including the first steps.

Wednesday, September 23, 2020

2:45 PM – 3:15 PM EST (1:45 PM - 2:15 PM CST)

Virtual Room 4: Current Trends in Air Cargo

In this session, participants will learn about current trends in air cargo, particularly those influenced by the COVID-19 pandemic, and what those trends may mean for certain airports. This session will be the first of two sessions that will collectively examine how certain trends in air cargo could impact P3 airport projects, including how they may be financed and completed. This “out-of-the-box” session will explore a topic that is not often discussed in this space but may be more relevant in the current environment. By doing so, this session will lay the necessary groundwork for a more direct conversation about P3 airport projects and encourage a more holistic analysis of factors that could impact them.

Moderator: [Brad Levy](#), Shareholder, Winstead PC

Panel:

Tom Foote, Director of Airport Properties, UPS Airlines

Jessica Tyler, President of Cargo and Vice President of Airport Excellence, American Airlines

3:30 PM – 4:00 PM EST (2:30 - 3:00 PM CST)

Virtual Room 4: Impact of Current Trends on Air Cargo Facility Development and Finance

The COVID-19 pandemic has accelerated several trends in air cargo. This session will focus on how those trends, particularly medical supply / cold chain logistics and e-commerce logistics, are impacting air cargo facility finance (including by P3 delivery) and development at small and medium hub airports in the United States. Air cargo facility developers, finance experts, and airport executives will provide unique perspectives and current examples of what they are seeing on the ground and what they expect to see post-pandemic.

Moderator: [David Staas](#), Shareholder, Winstead PC

Panel:

Jeff Matz, Airport Properties Manager, UPS Airlines

Jim Szczesniak, Airport Director, Ted Stevens Anchorage International Airport

Thursday, September 24, 2020

2:45 PM – 3:30 PM EST (1:45 PM - 2:30 PM CST)

Virtual Room 4: How Do I Deliver a Project with the P3 Model?

A P3 procurement model is a combination of design, construction, financing, operations, and maintenance. In this panel we discuss the key issues that public agencies must consider in conducting a project procurement - structuring the agreement, conducting a fair and competitive procurement process, and negotiating a final agreement that is transparent and protects the public interest. Panelists will review best practices and new approaches to procurement in the context of public-private partnerships, and considers how owners can most effectively structure risk transfer in design and construction costs, operational and maintenance challenges, and factors that can impact value for money analysis.

Presenters

Seth Miller Gabriel, Director, BDO

William Gorham, Vice President, Project Development and Partnering, Plenary Group

Mary Scott Nabers, President, Strategic Partnerships, Inc.

[Michelle Rieger](#), Shareholder, Construction Practice Group Chair, Winstead PC