

AGENDA OVERVIEW

2019 Airport Concessions Orientation Symposium

September 19, 2019

Introduction / Welcome

8:30 a.m. Registration / Check-In

9:30 a.m. Welcome Remarks

Rick Cotton, *Executive Director, PANYNJ*

Charles Everett, *Deputy Director, Aviation, PANYNJ*

Melinda Katz, *Borough President, Queens, NY*

Michael G. Massiah, *Chief, Diversity and Inclusion Officer, PANYNJ*

SESSION 1: Panel Discussion on Concessionaire Experiences in the Airport Industry

10:20 a.m. Stories shared by subject matter expert concessionaires about experiences operating in the aviation industry.

Moderator: Carrol Bennett, *Chief of Staff, PANYNJ*

Concessionaire, Nicholas Buford Crews, *Managing Partner/President, Crews*

Food and Beverage ACDBE, Danny Garcia, *CEO, Salsa Caterers*

Duty Free ACDBE, Janus C. Holder, *President and CEO, EJE*

Food and Retail ACDBE, Tarra L. Pressey, *President and CEO, Tarra Enterprises, Inc.*

12:00 p.m. Lunch

SESSION 2: Presentations on Navigating Concessions

1:00 p.m. Sharing information on competencies, knowledge and understanding necessary to operate Concessions successfully.

Airport Concessions Overview, Julia Rozendent, Sr. *Property Rep., Aviation, PANYNJ*

Procurement Process, Ronald J. Gomes, *Vice President, Strategic Alliances*

Design & Buildout of Concessions Space, Robert C. Gaskin AIA, *NOMA, President – CEO, RCGA Architects - Interior Designers*

Financial Investment and Return, Corliss Stone-Littles, *Managing Member, Corliss Stone-Littles, LLC*

Legal Operating Models, Demetrius E. Carney, Esq. *CEO, The Carney Airport Consulting Group, LLC*

Logistics for Operating your Concessions, Mario Scorcia, *Senior Vice President, Hudson Group*

Security Requirements, Kim Dickie, *Manager Airport Security, PANYNJ*

3:15 p.m. Closing Remarks

Networking Session

3:30 p.m. Network with Terminal Developers

5:00 p.m. Program Concludes