

# COVID-19: Survival and Revival YEAR IN REVIEW



*Call-in Forum for Airport Concessions Industry – No. 33*  
**December 16, 2020, 4:00 PM EST**

**About this Session:** *In our final airport concessions industry call this year we'll take a look back on 2020 and the overwhelming impact that the COVID-19 pandemic has had on concessionaires and the aviation industry. We'll review the early responses by all major stakeholders - airports, concessionaires and airlines, and how they have evolved and converged over these turbulent months. Industry representatives will address the current status of passenger traffic and the challenges aviation faces to ensure traveler safety and regain passenger confidence and traffic. As we reflect on ARRA's activities and accomplishments during this challenging period, we'll look to what's ahead in 2021 – the prospect of federal stimulus relief, the vaccine's impact on restoring passenger confidence, and to new approaches to adapt our business models to the economic realities we face.*

For more information about ARRA programs or membership please visit us at [www.arry-airports.com](http://www.arry-airports.com) or contact us at [info@arry-airports.com](mailto:info@arry-airports.com).



**Greg Aretakis**  
*President*  
Midwest Express Airlines

- 40 years in the airline industry, guiding airlines through their evolving top-line strategies, mergers and reorganizations.
- Designed network and revenue strategies for airlines.
- Worked in aviation-focused Private Equity, assisted in raised capital and created business transformation plans.
- Served as a Vice President at Continental Airlines, Shuttle America, Vanguard Airlines, Frontier Airlines and Midwest Airlines.
- Provides advisory services to airlines, airports and the aviation investment community.
- Lead a team working to return the iconic Midwest Express Airlines brand.



**Matt Cornelius**  
*Executive Vice President*  
ACI-NA

- Strengthened ACI-NA's relationship with U.S. Customs and Border Protection.
- Lead efforts to develop new products and services that promote airport best practices and services.
- Oversees ACI-NA's committee system
- Serves as the committee secretary to the U.S. International Air Service Program.
- Previously Airline Affairs Manager with Metropolitan Washington Airports Authority.
- Held roles with Frontier Airlines, Denver International Airport, Port Authority of New York and New Jersey.



**Nicholas B. Crews**  
*President/CEO, Crews Hospitality*

- 12 years' experience in the retail, food and beverage/hospitality airport concessions industry.
- Provides overall leadership by ensuring the Crews mission and vision are implemented and strategic goals are achieved.
- In December 2019 Nick raised capital to purchase majority interest in Crews companies from his father, also the company founder.
- Crews currently operates F&B and Retail in 4 airports (33 locations)



**Andrew Weddig**  
*Principal*  
AWeddigConsulting

- 22 years of experience with concessions planning, development, and management consulting for airports, as well as leading food & beverage development for a major concessionaire.
- Consulted to more than 40 airports throughout North America.
- Areas of expertise include food service and retail concessions space planning, demand analysis, RFP development and evaluation, contract negotiations, financial management and analysis, merchandising, and property management.