

COVID-19: Survival and Revival

Call-in Forum for Airport Concessions Industry – No. 45

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About this Session: Our guest speaker, Eric Smith, Partner, Kaplan Kirsch & Rockwell, LLP, will explore current and future concessions agreements with airports, and discuss how airports have, and may need to further, adjust those agreements in response to the on-going COVID-19 crisis. How will airports balance their travelers' needs and concessions offerings with their own financial challenges, and what may need to be done with respect to required service levels, MAGs and the anticipated excess concessions space that may exist after the pandemic is over, will be some of the topics we'll explore.



Eric T. Smith,

Partner

Kaplan Kirsch & Rockwell, LLP

Eric Smith is a partner in the law firm of Kaplan Kirsch & Rockwell which is the largest law firm in the U.S. that represents airports. He represents airport owners and operators of all sizes across the United States, providing legal and practical counsel on a full spectrum of issues that range from drafting large-scale airline operating agreements, to acquiring federal assistance for obtaining and maintaining air carrier service, to securing federal grants for physical improvements to the airport.

Eric has extensive experience structuring and negotiating complex business arrangements, both in the distressed and non-distressed business contexts. He has acted as lead counsel for U.S. airports in the negotiation of many large-scale concession agreements. Most recently his work for airports has involved including extensive restructuring work related to concession agreements with airports during the COVID-19 crisis. He has particular expertise in representing airport operators and aircraft owners and lessees in airline bankruptcies having been deeply involved in all post-9/11 airline bankruptcy cases and has served as counsel to airports of all sizes in those cases. Eric is an experienced litigator. His practice covers regulatory and litigation matters proceedings before the U.S. Department of Transportation, Federal Aviation Administration, and in cases filed in both the state and federal courts.

Additionally, he is also experienced in labor and employment matters and assists airports in navigating the myriad of issues involving on-airport employment matters, including labor peace agreements, prevailing wage ordinances, and how those issues may impact concessions programs, such as ACDBE programs.