

## COVID-19: Survival and Revival

*Call-in Forum for Airport Concessions Industry – No. 19*

**August 19, 2020, 4:00 PM EST**

**Phone Number 408-418-9388; Access Code 791-700-478#**

**About this Session:** Our featured speakers this week are two accomplished airport concessions industry leaders--Kent Vanden Oever and Andrew Weddig. In our continuing series on *Facing Facts: The Survival and Revival of Airport Shopping and Dining*, they will discuss the emerging problem that every airport and concessionaire will face: too many restaurants and stores to survive due to COVID-19 passenger traffic loss, airline flight and gate changes, and terminal usage adjustments. They will share options and avenues to plan and manage through these critical issues.

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**Kent E. Vanden Oever**

Mr. Vanden Oever is a 32-year veteran of the airport industry. In his 27 years as an airport consultant and five years as a business development executive for a major concessionaire, he has guided and served dozens of airports in the fields of airport business planning, commercial planning and development, financial analysis and forecasting. He employs a customer-centric philosophy in achieving win-win solutions by aligning airport operational needs with evolving marketplace demands. During his career he has worked at nearly 100 airports, including nearly 40 of the top 50 in the United States as well as international markets in Asia, the Caribbean, and South America.



**Andrew Weddig**

Mr. Weddig is a long-time veteran of the airport dining and shopping industry with more than 22 years of experience providing concessions planning, development, and management consulting for airports, as well as leading food & beverage development for a major concessionaire. He led numerous airport consulting projects for more than 30 airports throughout North America, ranging in size from 200,000 to more than 30 million annual enplanements, and diverse topics such as food service and retail concessions space planning, demand analysis, RFP development and evaluation, contract negotiations, financial management and analysis, merchandising, and property management.