

# COVID-19: Survival and Revival

*Call-in Forum for Airport Concessions Industry – No. 39*

**February 17, 2021, 4:00 PM EST**

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

**About this Session:** The business fallout from the pandemic has left a difficult and lengthy financial recovery for the aviation ecosystem. Our guest panelists this week will bring their experience managing and advising airports to offer insights into the economic realities facing airports, and how the COVID-19 crisis is impacting airport financial systems, operating revenues and capital financing capabilities. They will discuss what the dramatic loss and slow recovery of passenger traffic mean in the short and long-term for airports, airlines and concessionaires, and what solutions and new business models airports and their business partners may need to consider a return to financial stability.

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**Steve Martin**

*Chief Commercial Officer, Vantage Airport Group*

With more than 30 years of experience in transportation and commercial development, Steve Martin has delivered innovative solutions and approaches to complex airport projects at numerous airports worldwide. Serving Los Angeles World Airports (LAWA) for over nine years, Steve was most recently LAWA's Chief Development Officer and previously was its Chief Operating Officer. As part of LAWA, Los Angeles International Airport (LAX) processes 75 million passengers annually, making it the 7th largest airport in the world by passenger volume. Prior to joining LAWA, Mr. Martin's career in the business of airports included executive positions at Airports Council International-North America and at Leigh Fisher Associates where he provided strategic, financial and facility planning advice to U.S. airports including Boston, Baltimore, Fort Lauderdale, Denver, Kansas City, Miami, San Francisco, Seattle and those operated by the Port Authority of New York and New Jersey. He also worked with airports in Europe and Asia, and on the privatization of airports in Australia and New Zealand.



**Warren Adams**

*Managing Partner WJAdvisors*

For over 30 years, Warren Adams has been advising executive level management at airports across the United States with a focus on financial, business, and strategic planning of airports for the future. His approach recognizes that airports run as businesses, not only for the benefit of airlines serving an airport but for the passengers and community using the airport. Warren has advised large, medium, and small-hub airports in the United and airports internationally in developing financial and business plans, issuing debt and raising capital, negotiating airline and non-airline leases and agreements, and a multitude of other areas of advisory services to executive level management.