

Needs vs Wants: What do we really want and how do we pay for it?

11:00 AM – 12:15 PM

MODERATOR



Cindy Nichol

Director of Airports
Sacramento County Department of
Airports

SPEAKERS



Lance Lyttle

Senior Director of Finance and
Managing Director
Port of Seattle, Aviation Division



Steve Sisneros

Vice President Airport
Affairs
Southwest Airlines



Dr. Lutz Weisser

Managing Director
Munich Airport
International

Needs vs Wants

CINDY NICHOL



Director
Sacramento County
Department of Airports

- I'm interested in exploring the structural opportunities and challenges before us, and how we can balance:
 - Enhancing delivery of facilities, services and experiences our customers are looking for, with
 - Who takes the upside and downside risk
- How can we work as industry partners to:
 - Enhance sustainability and address environmental activism?
 - Evolve our workforce and workplaces?
 - Be better neighbors to our local communities?
 - Harness technology to help with all the above?
- How can we do all this in an efficient, financially responsible way?

Needs vs Wants

STEVE SISNEROS



Vice President Airport Affairs
Southwest Airlines

- Treat Airlines and Partners, Key Stakeholders
- Airlines Bring Value with Capital Development Experience
- Best Interest in Working Together

Needs vs Wants

LUTZ WEISSER



Managing Director
Munich Airport International

- The full airport environment needs to be run as a for profit business
- US airports need to adapt the European model to increase efficiency and reduce cost
- Airport capacity expansion need to look at quality and pax experience
- Tailormade CPEs - dual till model preferred
- LCC pax can be high yield customers