



22 April 2009, Limerick, Shannon Region

FARE Workshop



*Regulatory and Economic Challenges
to Regional Airports
Facing the Changing Environment*

Event is organised in conjunction with French Connect 2009

FRENCHCONNECT^o
The 6th French Aviation Forum

www.regionalairports.eu



Why to attend FARE Workshop?

- ➔ *Chance to discuss current regulatory and business challenges to regional aviation with the highest level professionals from the European aviation sector, representatives of national authorities and European regulators*
- ➔ *Forum to exchange best practices for successful regional airport management*
- ➔ *Unique opportunity to network with CEO's and top level managers from leading European regional airports, low cost carriers and airport suppliers*

Who should attend FARE Workshop?

- ➔ *Regional airports CEO's, marketing and business development managers*

Time and date

22 April 2009, 13.30-17.00

Place

Strand Limerick Hotel, Ennis Road, Limerick, Ireland

****To register complete the attached FARE booking form and return it to the address provided. **BOOK YOUR PLACE NOW!** ****

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PROGRAMME

Panel 1: Post-Charleroi case scenarios – EC state aid rules in question?

13.30-15.00

The recent decision of the European Court of First Instance has upheld Ryanair's appeal against the European Commission in the infamous Charleroi case. EC Guidelines, which have been in place since 2005, are subject to broad criticism as ineffective and constraining airport development. The Commission will soon have to review existing regulations. To what extent will the recent developments change regulator's approach? Where do we go from here? How can we build a regulatory environment that encourages growth and recognizes the economic importance of regional airports?

Speakers:

- ➔ **Chris Cain** - Project Director at Newquay Cornwall Airport – FARE chairman
- ➔ **Diego Canga Fano** – Deputy Head of Cabinet to Antonio Tajani, EC Transport Commissioner
- ➔ **Annabelle Lepiece** - Senior Associate, CMS DeBacker
- ➔ **Edoardo Vinci** – Lawyer, Legal Consultant of SOGEAAL, Alghero Airport
- ➔ **Klaus Klipp** - Secretary General, Assembly of European Regions

15.00-15.30: Coffee break

Panel 2: Regulatory and business challenges to regional airports– too much to handle?

15.30-17.00

Running a regional airport in a constrained regulatory and business environment is a challenging task. The regulatory burden on regional aviation is widely regarded by the industry as disproportionate and affects the competitiveness of the sector. A 'one-size-fits-all' approach does not reflect the diversity of the regional aviation market. The aggregated costs for regional aviation -national aviation duties, ETS, airport charges – grow larger with every year. Retail business is very important to keep regional airports commercially viable. Can air carriers' policies affect the regional airport business?

Speakers:

- ➔ **Neil Pakey** - Chief Executive Officer, Liverpool John Lennon Airport
- ➔ **David Gering** - Commercial Director Aviation, PR & Communication, Brussels Charleroi Airport
- ➔ **Frank O'Connell** – President, European Travel Retail Council
- ➔ **Ronald Schnitker** – Director of Legal Affairs, Eindhoven Airport
- ➔ **Mike Rutter** – Chief Commercial Officer, Flybe.com

19.30-21.00 – Welcome dinner

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SPEAKERS

Diego Canga Fano



Diego Canga Fano is a **Deputy Head of Cabinet** of Antonio Tajani, EC Transport Commissioner, where he is responsible for aviation transport and state aid. Mr. Canga Fano has a substantial experience in working for European institutions; he has been Community official in Brussels since 1991. Prior to his appointment to Commissioner Tajani's cabinet, Mr. Canga Fano held several high level positions within the European institutions, including Principal Administrator in the Legal Service of the Council and legal advisor in the cabinet of Vice-President Loyola de Palacio in the European Commission. Mr. Canga Fano holds a law degree from the University of Oviedo in Spain, Special Degree in European Affairs from Université Libre de Bruxelles and a Certificate in English Law from Cambridge University.

Chris Cain



Since 2006 Chris Cain holds a position of a **Project Director at Newquay Cornwall Airport**. He is directly responsible for managing the Airport Project Team overseeing the transition of the airport from a military airfield to a civilian one (December 2008), for developing new routes and commercial activities and for long term business, development planning and strategy. Chris has a substantial experience in the aviation sector, from both a governmental and private business perspective. Prior to joining Newquay Airport team Chris has been working for the UK Department of Trade and Government Office for London. He has also held several managerial positions in aviation-focused consultancies.

Annabelle Lepière



Annabelle Lepière is a **Senior Associate** at **CMS DeBacker**, Brussels-based law firm. Annabelle holds a law degree from the University of Brussels (ULB), she has also obtained a post graduate degree in European Law at the Institute of European Studies (ULB). Annabelle specialises in the European Law, mainly Competition law (State aids, mergers and anti-trust rules) and EU Freedoms (Services, Establishment and Capital). She has an extensive experience in providing legal advice and lodging notifications and complaints before the European Commission and the Belgian Competition Council and procedure before the EC Court of Justice. Her field of expertise includes air transport and airport related policies (public financing, handling, air control, etc.). She represents the Walloon Region in the Ryanair case.

Ronald Schnitker



After his studies at the Netherlands Police Academy in Apeldoorn, Mr. Schnitker worked as a Commanding Police Officer at the Aviation Investigation Department of the Dutch National Police Force at Schiphol Airport. Since 1993 he is the **Legal Counsel of Eindhoven Airport**. In 2006 Ronald Schnitker became a Doctor in Law. Mr. Schnitker specialises in aviation law, he is an author of a thesis on the subject 'Enforcement of Aviation Safety in the Netherlands Law System, also in relation to International and European Aviation Legislation'.

Edoardo Vinci



Edoardo Vinci is the founding partner of VINCI & PARTNERS, a law firm based in Rome (Italy). He is the general counsel of Italian and foreign Airline and Airport Handling Companies. Throughout his career, Mr. Vinci has been involved in the numerous consultations on Bilateral Aviation Agreements. Thanks to this, he has been able to establish good relationships with many national Civil Aviation Authorities worldwide. Mr. Vinci was a Member of the Technical Juridical Consulting Committee of ENAC (Italian Civil Aviation Authority) from 2003 until 2007. He currently deals with EC and Italian Antitrust Authorities for aviation state aids matters. In particular, he is currently assisting Sogeaal (the handling company in the Alghero Airport) before the European Commission with the investigation case C37/2007 (alleged State Aids to Ryanair and other airlines).

Frank O'Connell



Frank O'Connell retired as **Director Retail, Dublin Airport Authority** at the end of July 2008 and has taken on the role of **Director European Retail Affairs** on behalf of the **Dublin Airport Authority**. He holds a Masters degree in Business Administration from the University of Stirling and is a graduate of the Marketing Institute of Ireland. Frank has acquired over 15 years of experience in the advertising business while holding several Art and Creative Director positions before joining Aer Rianta in 1979. Mr O'Connell is a member of the Supervisory Board of Flughafen Düsseldorf GmbH. He is President of the Paris based European Travel Retail Council (ETRC) and represents Europe on the Duty Free World Council, is co-author of the book "European Airport Retailing, Growth Strategies for the next Millennium" and has written extensively on airport retailing.

Neil Pakey



Neil Pakey is the **Chief Operating Officer of Peel Airports Limited**, owners and operators of airports including **Liverpool's John Lennon Airport**. Prior to joining Peel Airports, Mr. Pakey held several key roles at Manchester Airport p.l.c. During his career, he has also worked for two leading airlines and the European Commission. Mr. Pakey is presently on the Yorkshire Tourist Board, and was Chair of the Mersey Tourism Board in 2003, during Liverpool's successful bid for the European Capital of Culture in 2008. He has been Chair of the Airport Operators Association (AOA) - the UK trade body representing the airports' sector for the last 3 years.

David Gering



David Gering is currently **Head of Business Development at Brussels-Charleroi Airport**. Prior to joining Charleroi Airport, David worked as Sales and Marketing Manager for Ryanair. During his career, David has also worked for the European Commission and a number of leading European travel operators. Fluent in several European languages, (Dutch, English, French and German) David holds a double degree in Management and Communication, and in Publicity Design.

Klaus Klipp



Mr. Klipp was elected **Secretary General of the Assembly of European Regions** in 2001; he was re-elected to a second 5-year mandate in 2006. Klaus Klipp holds a law degree and he began his career in Regional Government of Hessen, Germany. In 1992 he became Chef de Cabinet for the Deputy Mayor of Finance in the City of Frankfurt, and then Department Director within the Office for Internal Audit, during which he managed a project between European and North African cities on local taxation and finance. Mr. Klipp's successes in such international cooperation projects led to the City appointing him Director of the Office for European Affairs – from 1998 until 2001 he developed and managed numerous cooperation initiatives between the City of Frankfurt and other cities and organizations across Europe.

Mike Rutter



Mike holds a post of a **Chief Commercial Officer** of Flybe.com, one of the fastest growing UK low cost airlines. Mike has been a Marketing & Sales professional for more than 20 years. He has held senior and board level Marketing positions in consumer goods, luxury goods, B2B and aviation sectors. Mike was responsible for the launch of the Flybe.com brand and has been responsible for the transformation of Flybe to become the UK's 3rd largest low cost airline brand, transforming the financial performance of the airline as a result. Mike also oversees Flybe's ancillary revenues which have now become industry leading, and was instrumental in the introduction of baggage charging. The recent acquisition of BA Connect means Flybe is Europe's largest regional low cost airline carrying up to 10m passengers a year across 160 routes.