

OCTOBER 8, 2026



Mayor Andre Dickens & General Manager Ricky Smith Present

SynergyATL Business Networking Event

2026 Conference Program & Agenda

LOUDERMILK CONFERENCE CENTER | 40 COURTLAND STREET NE | ATLANTA, GA 30303



AGENDA AT A GLANCE

Wednesday, October 7

7:00 – 9:00 PM	PRE-EVENT	Exhibitor Setup	2 nd Floor
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Thursday, October 8

6:00 – 7:30 AM	PRE-EVENT	Volunteer & Exhibitor Setup	2 nd Floor
8:00 AM +	OPENING	Registration Open	1 st Lobby
8:00 AM – 6:30 PM	EXHIBIT	Exhibit Hall Open (closed for lunch)	2 nd Floor
8:00 – 8:45 AM	NETWORKING BREAKFAST	Check-In, Registration, & Networking	Ballroom (1 st Floor)
8:45 – 9:05 AM	PLENARY	Welcome Remarks	Ballroom (1 st Floor)
9:05 – 9:50 AM	PLENARY PANEL	How To Do Business with The Airport & Effective Bid Response	Ballroom (1 st Floor)
10:00 – 10:30 AM	PLENARY	Ignite & Elevate: A Journey To Growth & Prosperity	Ballroom (1 st Floor)

10:35 – 11:35 AM

CONCURRENT SESSIONS: Success Stories

SESSION 1	SESSION 2	SESSION 3
Airport Concessions Paul Duke (1 st Floor)	Airport Construction, Architecture & Engineering (A&E) Professional Services Mark C. Pope (1 st Floor)	Airport Other Services (Goods, Parking, Ground Transportation, Maintenance, Non-A&E Professional Services) Childs Young (1 st Floor)

11:50 – 1:20 PM	NETWORKING LUNCH & PLENARY	A Conversation With Leadership & Airport Buyers (<i>Invitation Only</i>)	Ballroom (1 st Floor)
1:30 – 2:15 PM	PLENARY PANEL	Mastering Partnerships: Navigating Joint Ventures & Teaming Strategies	Ballroom (1 st Floor)
2:15 – 2:45 PM	NETWORKING BREAK	Refreshments & Networking	1 st & 2 nd Floor

2:45 – 3:45 PM

CONCURRENT SESSIONS: Business Resources & Requirements

SESSION 4	SESSION 5	SESSION 6
Financial Investment, Capital & Bonding Mark C. Pope (1 st Floor)	Airport Concessions Operations & Management Paul Duke (1 st Floor)	Airport Security Requirements & Innovations Childs Young (1 st Floor)

4:00 – 5:00 PM

CONCURRENT SESSIONS: Airport Program Updates

SESSION 7	SESSION 8
ATLNext Program Updates Paul Duke (1 st Floor)	ATL Office of Revenue Development & Management Updates Mark C. Pope (1 st Floor)

5:00 – 7:30 PM	Circle of Influence Reception Powered by AMAC Atlanta Chapter
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SESSION INFORMATION

Thursday, October 8

8:45 – 9:05 AM

PLENARY

Welcome Remarks

Ballroom
(1st Floor)

Join us as Faith Jessie guides the SynergyATL Business Networking Event as mistress of ceremony, ensuring a dynamic and welcoming experience for all attendees. With her expertise and engaging style, Faith will introduce speakers and keep the program flowing smoothly.

Airport General Manager Ricky Smith will welcome everyone to SynergyATL and share an overview of the economic impact of the airport. Whether you are a seasoned professional or an aspiring entrepreneur, SynergyATL offers a platform to connect and collaborate.



Faith Jessie
News Anchor
11Alive



Ricky Smith
Airport General Manager
Hartsfield-Jackson Atlanta International Airport
City of Atlanta

9:05 – 9:50 AM

PLENARY
PANEL

How To Do Business with The
Airport & Effective Bid Response

Ballroom
(1st Floor)

There are two ways to do business with the airport: directly and indirectly with one of our business partners. This session provides a practical roadmap for engaging with the airport's business opportunities. Learn about the essential steps to become a certified business, navigate the bidding process, and submit competitive proposals. We'll cover key requirements, best practices for responding to solicitations, and strategies for success. Whether you're new to airport contracting or seeking to sharpen your bid response skills, this session will equip you with actionable insights to help your business thrive at ATL.



MODERATOR
Mishaune Sawyer
Senior Regional
Belonging & Marketplace
Engagement Lead
JE Dunn Construction



Tapika Howard
Deputy Chief Procurement
Officer, Dept. of
Procurement
City of Atlanta



John Smith
Program Management
Director, Office of Finance
Dept. of Aviation
City of Atlanta



Rocsean Spencer
Director, Office of Contract
Compliance
City of Atlanta

10:00 – 10:30 AM

PLENARY

Ignite & Elevate: A Journey To
Growth & Prosperity

Ballroom
(1st Floor)

Unlock your entrepreneurial potential with this dynamic keynote. Hear firsthand from a seasoned entrepreneur who has navigated the challenges of building a business from the ground up. Discover how to transform setbacks into opportunities, cultivate resilience, and ignite your passion for innovation. Whether you're dreaming of launching your own venture or seeking fresh motivation to grow your enterprise, this session offers motivational real-world stories. Join us to connect, learn, and leave inspired to take the next bold step in your entrepreneurial journey.



David Moody
Chief Executive Officer
C.D. Moody Construction Company, Inc.

CONCURRENT SESSIONS: Success Stories

SESSION 1

10:35 – 11:35 AM

Airport Concessions Paul Duke (1st Floor)

Discover how small businesses and entrepreneurs have turned airport concessions opportunities into thriving ventures. This session features real success stories, practical strategies, and lessons learned from companies that started small and grew their presence at ATL or other airports. Gain actionable insights on navigating the procurement process, building partnerships, and unlocking new growth in the airport marketplace. Be inspired to transform your business vision into reality and join Atlanta's vibrant community of concessionaires.



MODERATOR
Alicia Ivey
Chief Executive
Officer & President
Goldbergs
Concessions
Corporation



Marlene Coleman
Director of Strategic
Alliances &
Business
Development
Areas USA



Nikki T. Harland
Chief Executive
Officer
Concessions
International



Randy Hazelton
President
H&H Hospitality



Bill Swift
President
Business Traveler
Services

SESSION 2
10:35 – 11:35 AM

Airport Construction, Architecture & Engineering (A&E)
Professional Services
Mark C. Pope (1st Floor)

Hear firsthand how small businesses and entrepreneurs have accessed business opportunities in airport construction and A&E professional services—transforming these prospects into inspiring stories of growth and success. This session will showcase real-world examples of companies that started small and successfully partnered with the airport, highlighting the practical steps, innovative approaches, and lessons learned along the way.



MODERATOR
Shelley Lamar
Assistant Director,
Operational
Readiness,
Activation &
Transition (ORAT)
City of Atlanta, Dept.
of Aviation



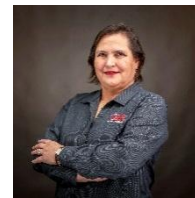
Paul Bryant
Vice President,
External Affairs
H.J. Russell



Christopher Goode
Managing Partner
GVSA



Nathan Hammond
President
Hammond &
Associates



Guiomar Obregon
Chief Executive
Officer
P2K

SESSION 3
10:35 – 11:35 AM

Airport Other Services (Goods, Parking, Ground Transportation, Maintenance, Non-A&E Professional Services) Childs Young (1st Floor)

Hear firsthand how small businesses and entrepreneurs have accessed business opportunities in other airport services—ranging from goods, parking operations to ground transportation, maintenance, and other professional services. This session will showcase real-world examples of companies that started small and successfully partnered with the airport, highlighting the practical steps, innovative approaches, and lessons learned along the way.



MODERATOR
Pamela J. Smith
President & CEO
Smith Real Estate
Services



Darrell Anderson
Owner
A-National
Limousine



Trez Brown
President & CEO
IntelliSpring
Technologies, Inc.



Kim McNair
Owner, CEO
Kim McNair
Productions, LLC

11:50 – 1:20 PM

**NETWORKING
LUNCH &
PLENARY**

**A Conversation With
Leadership & Airport Buyers
(Invitation Only)**

**Ballroom
(1st Floor)**

Be inspired by the vision and leadership of Mayor Andre Dickens and Councilmember Wan as they share their commitment to fostering growth and opportunity for Atlanta's small businesses and emerging entrepreneurs. Their remarks will highlight the city's dedication to inclusive economic development, the importance of local business partnerships, and the pivotal role entrepreneurs play in shaping the future of the airport and the broader community.



HONORABLE
Andre Dickens
Mayor
City of Atlanta



Alexander Wan
Councilmember & Transportation Committee Chair
Atlanta City Council

Discover how your business can plug into one of the nation's most dynamic aviation ecosystems. In this session, airport leaders will demystify the wide range of goods and services procured across the Department of Aviation—from professional services and construction to asset management, technology solutions, and essential equipment purchases. You'll gain a clear understanding of what the world's busiest airport buys, how often, and where your company might fit in.



MODERATOR

Ricky Smith
Airport
General
Hartsfield-
Jackson
Atlanta
International
Airport
City of Atlanta

Dian L. Brown
Deputy General
Manager,
Communications
& Marketing,
Dept. of Aviation
City of Atlanta

Chris Crist
Deputy
General
Manager,
Technology &
Digital
Experience,
Dept. of
Aviation
City of Atlanta

**Augustus
Hudson**
Deputy
General
Manager,
Operations,
Dept. of
Aviation
City of Atlanta

Frank Rucker
Deputy General
Manager,
Infrastructure
Planning &
Development,
Dept. of Aviation
City of Atlanta

Michael Smith
Deputy
General
Manager,
Special
Advisor &
Administration
City of Atlanta

1:30 – 2:15 PM

**PLENARY
PANEL**

Mastering Partnerships: Navigating Joint Ventures & Teaming Strategies

**Ballroom
(1st Floor)**

Unlock the power of collaboration! This session reveals how small businesses and entrepreneurs can leverage joint ventures and teaming strategies to access larger airport contracts, share resources, and build lasting partnerships. Hear success stories, learn practical steps for forming effective alliances, and discover how teaming can accelerate growth at ATL. Gain actionable insights to help your business compete, connect, and thrive in the airport marketplace.



MODERATOR
Shona Dismuke
Senior Compliance Manager
City of Atlanta



Lester Adams
Vice President, Business Development
Hudson by Avolta



Albert Edwards
CEO & President
Corporate Enterprise Risk Management (CERM)



Bobby Flowers
Project Director
JE Dunn Construction



Alicia Ivey
Chief Executive Officer & President
Goldbergs Concessions Corporation



Selina Schulten
President
Barnsley Construction Group

CONCURRENT SESSIONS: Business Resources & Requirements

SESSION 4

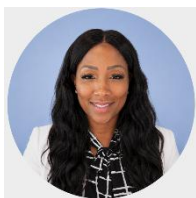
2:45 – 3:45 PM

Financial Investment, Capital & Bonding Mark C. Pope (1st Floor)

This session brings together experts in investment, capital access, and bonding to share practical strategies for overcoming funding barriers, navigating insurance and bonding requirements, and connecting with trusted lending partners. Learn how to secure the capital needed for growth, understand compliance essentials, and build relationships that support your journey from opportunity to contract.



MODERATOR
Farrand Logan
Chief Lending Officer
Citizens Trust Bank



Ebony Francis
Loan Underwriter
Invest Atlanta



Cory Jackson
SVP | Commercial Relationship Manager
United Community Bank



Sachin Shah
VP, Business Engagement Manager
Lendistry

Herman Ross
Chief Operating Officer
National Insurance Consultants Inc

SESSION 5

2:45 – 3:45 PM

Airport Concessions Operations & Management Paul Duke (1st Floor)

Ready to launch your concession at ATL? This session focuses on the fundamentals of airport concessions operations and management. Learn the basics of compliance, licensing, and day-to-day management, plus discover the resources and support available to help your business succeed. Experts will guide you through key requirements, best practices, and partnership opportunities—giving you the foundation to thrive in Atlanta's airport marketplace.



MODERATOR

Robert Crews
Chief Development
Officer/ Managing
Partner
Crews Group, LLC



Antonio Elliott
Assistant Director,
Concessions
Management, Office
of Revenue
Development &
Management, Dept.
of Aviation
City of Atlanta



Tran Nguyen
President
VERGE Group



Meghan Woods
Vice President,
Business
Development
Paradies Lagardere

SESSION 6

2:45 – 3:45 PM

Airport Security Requirements & Innovations Childs Young (1st Floor)

Stay ahead in airport security! This session will equip attendees and airport stakeholders with practical tips to meet ATL's security requirements—whether onboarding new hires or renewing credentials. Learn about recent improvements and successes in airport security, and discover innovations and efficiencies shaping the industry. Receive real-world guidance and learn about new technologies underway.



Tanna Kaminiski
Assistant Director, Aviation Security, Office of Operations, Dept. of Aviation
City of Atlanta

CONCURRENT SESSIONS: Airport Program Updates

SESSION 7

4:00 – 5:00 PM

ATLNext Program Updates

Paul Duke (1st Floor)

Get the latest on ATLNext, Hartsfield-Jackson Atlanta International Airport's capital improvement program, including upcoming projects and business opportunities. Learn how to maximize operational efficiency and respond to unforeseen challenges in the airport environment. Experts will share resources, pro tips, and common pitfalls to avoid, plus highlight innovations and efficiencies shaping the industry. This session provides practical guidance to help your business thrive and stay competitive as ATL continues to grow.



Frank Rucker

Deputy General Manager, Infrastructure Planning & Development, Dept. of Aviation
City of Atlanta

SESSION 8

4:00 – 5:00 PM

ATL Office of Revenue Development & Management Updates Mark C. Pope (1st Floor)

Get an overview of the ATL Office of Revenue Development & Management's business opportunities in concessions, parking operations, rental car center management, and property leasing. Learn how your business can participate in these areas. Discover the capacity-building initiatives like Gateway to Growth. Explore innovations and strategies that are shaping the airport industry—such as ways to boost passenger spending and improve operational efficiency. Find out how your business can leverage these trends to grow and adapt.



MODERATOR

Leticia Caviness
Airport Business
Engagement, Executive
Office, Dept. of Aviation
City of Atlanta



Curtis Bailey
Airport Director, Rental
Car, Office of Revenue
Development &
Management, Dept. of
Aviation
City of Atlanta



Antonio Elliott
Assistant Director,
Concessions
Management, Office of
Revenue Development &
Management, Dept. of
Aviation
City of Atlanta

Hughie Galbreath
Airport Director Senior,
Parking & Ground
Transportation, Office of
Revenue Development &
Management, Dept. of
Aviation
City of Atlanta

EXHIBIT HALL DIRECTORY

Visit the Exhibit Hall to meet ATL business partners (airlines, cargo carriers, prime concessionaires, rental car companies, technology services, prime construction, A&E firms). Learn about small business programs and resources from City of Atlanta officials, non-profits and lender providers.

Company/Entity	Description
<u>Airport Minority Advisory Council (AMAC) Atlanta Chapter</u>	The AMAC Atlanta Chapter is dedicated to advancing minority and women's participation in aviation and aerospace employment and contracting opportunities through leadership, collaboration, and networking.
<u>Airport Minority Advisory Council (AMAC) National</u>	The Airport Minority Advisory Council (AMAC) is the only national, non-profit trade association dedicated to advancing the full participation of minorities and women in employment and contracting opportunities throughout the aviation and aerospace industries.
<u>Areas USA</u>	AREAS USA concessionaires are the owner-operators of the nearly 400 restaurants, travel retail stores, and food & beverage outlets across 27 U.S. airports and 12 travel plazas, delivering high-quality, locally partnered dining and retail experiences to millions of travelers each year.
<u>Atlanta Air Cargo Association</u>	Atlanta Air Cargo Association is a non-profit organization serving ATL Air Cargo community since 1969. We promote the interest of professionals working in air cargo transportation by establishing a strong network of industry contacts.
<u>Avis Car Rental</u>	Avis is a subsidiary of Avis Budget Group, Inc. Avis is a leading global car rental company that operates more than 5,000 locations in over 165 countries.
<u>Citizens Trust Bank</u>	Citizens Trust Bank is a 1921-founded, FDIC-insured, full-service bank and one of the largest African American-owned financial institutions in the U.S., offering personalized banking solutions, community investment, and financial empowerment programs across 49 states.
<u>City of Atlanta - Department of Procurement (DOP)</u>	The City of Atlanta Department of Procurement is responsible for facilitating the procurement of commodities and services for all City Departments, City Council, and the Mayor's Office.
<u>City of Atlanta - Office of Contract Compliance (OCC)</u>	The City of Atlanta Mayor's Office of Contract Compliance (OCC) effectively serves as a liaison, linking Small, Minority, Female and Disadvantaged Businesses with City of Atlanta related business opportunities and encourages equal opportunity for all businesses and individuals in the Atlanta workplace.
<u>Concessions International (CI)</u>	Concessions International is a family- and minority-owned food and beverage operator, founded in 1979, that manages national and regional dining brands in airports and other high-traffic venues, delivering quality food, exceptional service, and inclusive partnerships across the United States and the Virgin Islands.

Company/Entity	Description
<u>Corporate Environmental Risk Management (CERM)</u>	Corporate environmental risk is the potential for negative impacts on a company's operations, finances, or reputation arising from environmental factors, its own activities, or changes in the natural world.
<u>Delta Airlines</u>	Delta Air Lines, Inc. is a major airline in the United States headquartered in Atlanta, Georgia, operating nine hubs, with Hartsfield–Jackson Atlanta International Airport being its largest in terms of total passengers and number of departures.
<u>Enterprise Car Rental</u>	Enterprise is the flagship brand of Enterprise Holdings, which also owns other agencies including Alamo Rent a Car and National Car Rental. Enterprise Rent-A-Car is a leading global car rental company known for its customer-focused service, extensive vehicle fleet, and commitment to community and environmental responsibility.
<u>FedEx Air Cargo</u>	FedEx Corporation is an American multinational logistics and delivery services company, renowned for its integrated air and ground shipping network, serving over 220 countries and territories with express, freight, office, ground, and supply chain solutions worldwide.
<u>Georgia Department of Transportation (GDOT)</u>	The Georgia Department of Transportation (GDOT) is the state agency responsible for planning, designing, constructing, maintaining, and improving Georgia's state and federal roadways, bridges, and other transportation infrastructure, while also supporting multimodal systems such as rail, transit, aviation, and waterways.
<u>Global Environmental Consultants (GEC)</u>	Global Environmental Consultants (GEC) is a general contracting firm based in Fayetteville, Georgia, providing comprehensive construction and environmental services. Our mission is to deliver exceptional, sustainable, and cost-effective solutions that meet the diverse needs of our clients.
<u>GVSA</u>	GVSA is a dynamic, innovative architecture and planning firm founded in 1996 in Atlanta, Georgia, known for delivering award-winning, \$450 million-valued projects across diverse sectors, blending creative design with community impact and sustainable solutions.
<u>Hartsfield-Jackson Atlanta International Airport (ATL)</u> & <u>ATLNEXT</u>	Hartsfield-Jackson Atlanta International Airport is the first airport in history to serve more than 100 million passengers in one year and continues to lead global passenger traffic. The Airport has an annual direct economic impact of \$66 billion in the state and is recognized for leadership in concessions, operations, sustainability, architectural engineering, and construction. The ATLNext initiative is a \$11-billion-dollar capital improvement program at Hartsfield-Jackson Atlanta International Airport designed to modernize aging facilities, expand service capacity, and enhance the overall passenger experience.
<u>Holder-Greenheart, JV (HGJV)</u>	Holder Construction is a nationwide, full-service general contractor founded in 1960 in Atlanta, Georgia, known for delivering high-quality

Company/Entity	Description
	commercial construction projects through a trusted, team-based approach and consistently ranking among the top contractors in the U.S.
<u>IntelliSpring Technologies</u>	Intellispring is a network integrator specializing in voice, data, wireless, and communications network design, implementation, and support services for enterprise and government clients.
<u>Invest Atlanta</u>	Invest Atlanta is the City of Atlanta's official economic development authority, dedicated to strengthening the city's economy, fostering job growth, revitalizing neighborhoods, and advancing inclusive, sustainable development for all residents and businesses.
<u>Lendistry</u>	Lendistry is a Black-led, minority-owned Community Development Financial Institution that provides fair, tech-enabled small business loans and financial education to underserved urban and rural entrepreneurs, with a mission to expand economic opportunities and progressive growth for minority, women, and veteran-owned businesses.
<u>McCarthy Construction</u>	McCarthy Building Companies is a 160-year-old, 100% employee-owned general contractor recognized for delivering complex, high-quality construction projects nationwide with a focus on safety, innovation, and client-centered solutions.
<u>Metro Atlanta Rapid Transit Authority (MARTA)</u>	MARTA is the Metropolitan Atlanta Rapid Transit Authority, the public transportation agency responsible for operating the city's light rail, bus, and commuter rail systems to connect Atlanta and surrounding communities.
<u>Paradies Lagardere</u>	Paradies Lagardère, the North American Division of global company Lagardère Travel Retail, operates more than 720 retail stores and restaurants in airports across the United States and Canada.
<u>Russell Innovation Center of Entrepreneurs (RICE)</u>	Our mission is to equip overlooked and underestimated entrepreneurs with the access, resources, and community they need to grow stronger businesses, create generational wealth, and fuel a more inclusive economy.
<u>Southwest Airlines</u>	Southwest has been in LUV with our Customers from the very beginning. Southwest Purpose: To connect People to what's important in their lives through friendly, reliable, and low-cost air travel.
<u>TBI Airport Management</u>	TBI Airport Management is a leading private U.S. airport operator, part of VINCI Airports, specializing in efficient airport operations, infrastructure maintenance, innovation, and commercial development to enhance passenger experience and operational performance
<u>Turner Construction</u>	We are an integrated building services firm with the scale, resources, and technical expertise to deliver complex projects across diverse markets.

Company/Entity	Description
United Community Bank	At United Community, we believe in providing you with the personal banking services that you really need. With a United account, you're not just getting award-winning solutions. You get personalized services, a banker that's just a phone call away, and an entire team that's dedicated to your success.
UPS	UPS Airlines is a major American cargo airline based in Louisville, Kentucky. One of the largest cargo airlines worldwide in terms of freight volume flown, UPS Airlines flies to 815 destinations worldwide.

SPEAKER DIRECTORY (ALPHABETICAL)

Interested in showing support for your favorite speaker(s)? See the speaker directory.

Speaker	Session title	Time	Location
Lester Adams	Mastering Partnerships: Navigating Joint Ventures & Teaming Strategies	1:30–2:15 PM	Ballroom
Darrell Anderson	Success Stories: Session 3 - Airport Other Services	10:35–11:35 AM	Childs Young
Curtis Bailey	ATL Office of Revenue Development & Management Updates	4-5:00 PM	Mark C. Pope
Dian L. Brown	A Conversation With Leadership & Airport Buyers	11:50 AM–1:20 PM	Ballroom
Trez Brown	Success Stories: Session 3 - Airport Other Services	10:35–11:35 AM	Childs Young
Paul Bryant	Success Stories: Session 2 - Airport Construction, Architecture & Engineering (A&E) Professional Services	10:35–11:35 AM	Mark C. Pope
Marlene Coleman	Success Stories: Session 1 - Airport Concessions	10:35–11:35 AM	Paul Duke
Leticia Caviness	ATL Office of Revenue Development & Management Updates	4-5:00 PM	Mark C. Pope
Robert Crews	Business Resources & Requirements: Session 5 - Airport Concessions Operations & Management	2:45–3:45 PM	Paul Duke
Chris Crist	A Conversation With Leadership & Airport Buyers	11:50 AM–1:20 PM	Ballroom
Andre Dickens	A Conversation With Leadership & Airport Buyers	11:50 AM–1:20 PM	Ballroom
Shona Dismuke	Mastering Partnerships: Navigating Joint Ventures & Teaming Strategies	1:30–2:15 PM	Ballroom
Albert Edwards	Mastering Partnerships: Navigating Joint Ventures & Teaming Strategies	1:30–2:15 PM	Ballroom
Antonio Elliott	Business Resources & Requirements: Session 5 - Airport Concessions Operations & Management	2:45–3:45 PM	Paul Duke
Antonio Elliott	ATL Office of Revenue Development & Management Updates	4-5:00 PM	Mark C. Pope
Bobby Flowers	Mastering Partnerships: Navigating Joint Ventures & Teaming Strategies	1:30–2:15 PM	Ballroom
Ebony Francis	Business Resources & Requirements: Session 4 - Financial Investment, Capital & Bonding	2:45–3:45 PM	Mark C. Pope
Hughie Galbreath	ATL Office of Revenue Development & Management Updates	4-5:00 PM	Mark C. Pope
Christopher Goode	Success Stories: Session 2 - Airport Construction, Architecture & Engineering (A&E) Professional Services	10:35–11:35 AM	Mark C. Pope
Nathan Hammond	Success Stories: Session 2 - Airport Construction, Architecture & Engineering (A&E) Professional Services	10:35–11:35 AM	Mark C. Pope
Nikki T. Harland	Success Stories: Session 1 - Airport Concessions	10:35–11:35 AM	Paul Duke
Randy Hazelton	Success Stories: Session 1 - Airport Concessions	10:35–11:35 AM	Paul Duke
Tapika Howard	How To Do Business with The Airport & Effective Bid Response	9:05–9:50 AM	Ballroom
Augustus Hudson	A Conversation With Leadership & Airport Buyers	11:50 AM–1:20 PM	Ballroom

Speaker	Session title	Time	Location
Alicia Ivey	Success Stories: Session 1 - Airport Concessions	10:35–11:35 AM	Paul Duke
Alicia Ivey	Mastering Partnerships: Navigating Joint Ventures & Teaming Strategies	1:30–2:15 PM	Ballroom
Cory Jackson	Business Resources & Requirements: Session 4 - Financial Investment, Capital & Bonding	2:45–3:45 PM	Mark C. Pope
Faith Jessie	Mistress of Ceremonies	8:45–1:00 PM	Ballroom
Tanna Kaminiski	Business Resources & Requirements: Session 6 - Airport Security Requirements & Innovations	2:45–3:45 PM	Childs Young
Shelley Lamar	Success Stories: Session 2 - Airport Construction, Architecture & Engineering (A&E) Professional Services	10:35–11:35 AM	Mark C. Pope
Farrand Logan	Business Resources & Requirements: Session 4 - Financial Investment, Capital & Bonding	2:45–3:45 PM	Mark C. Pope
Kim McNair	Success Stories: Session 3 - Airport Other Services	10:35–11:35 AM	Childs Young
David Moody	Ignite & Elevate: A Journey To Growth & Prosperity	10:00–10:30 AM	Ballroom
Tran Nguyen	Business Resources & Requirements: Session 5 - Airport Concessions Operations & Management	2:45–3:45 PM	Paul Duke
Guiomar Obregon	Success Stories: Session 2 - Airport Construction, Architecture & Engineering (A&E) Professional Services	10:35–11:35 AM	Mark C. Pope
Herman Ross	Business Resources & Requirements: Session 4 - Financial Investment, Capital & Bonding	2:45–3:45 PM	Mark C. Pope
Frank Rucker	A Conversation With Leadership & Airport Buyers	11:50 AM–1:20 PM	Ballroom
Frank Rucker	ATLNext Program Updates	4:00–5:00 PM	Paul Duke
Mishaune Sawyer	How To Do Business with The Airport & Effective Bid Response	9:05–9:50 AM	Ballroom
Selina Schulten	Mastering Partnerships: Navigating Joint Ventures & Teaming Strategies	1:30–2:15 PM	Ballroom
Sachin Shah	Business Resources & Requirements: Session 4 - Financial Investment, Capital & Bonding	2:45–3:45 PM	Mark C. Pope
Ricky Smith	Welcome Remarks	8:45–9:05 AM	Ballroom
Ricky Smith	A Conversation With Leadership & Airport Buyers	11:50 AM–1:20 PM	Ballroom
John Smith	How To Do Business with The Airport & Effective Bid Response	9:05–9:50 AM	Ballroom
Michael Smith	A Conversation With Leadership & Airport Buyers	11:50 AM–1:20 PM	Ballroom
Pamela J. Smith	Success Stories: Session 3 - Airport Other Services	10:35–11:35 AM	Childs Young
Rocsean Spencer	How To Do Business with The Airport & Effective Bid Response	9:05–9:50 AM	Ballroom
Bill Swift	Success Stories: Session 1 - Airport Concessions	10:35–11:35 AM	Paul Duke
Alexander Wan	A Conversation With Leadership & Airport Buyers	11:50 AM–1:20 PM	Ballroom
Meghan Woods	Business Resources & Requirements: Session 5 - Airport Concessions Operations & Management	2:45–3:45 PM	Paul Duke

HOW TO DO BUSINESS WITH THE AIRPORT

1. Overview

- a. The Department of Aviation within the City of Atlanta, manages the airport. The Department of Aviation strives to achieve and exceed the subcontractor participation goals.
- b. Each year, the airport relies on hundreds of Small, Disadvantaged, Female, and Minority owned businesses throughout Atlanta to deliver critical services and products. These efforts fuel the world's busiest airport and the largest economic engine in the American Southeast. ATLNext is a multi-billion dollar Capital Improvement Program (CIP) focused on capital investments as well as pioneering advancements in technology and service.
- c. The Airport Business Engagement team leads comprehensive airport-wide business engagement initiatives that drive economic development throughout the region via partnerships with internal and external stakeholders.

2. Register as Vendor

- a. The first step for any business is to register as a vendor on ATL Suppliers. This system allows vendors to manage a company profile for conducting business with the City of Atlanta. You must register as a vendor within ATL Suppliers to be eligible for business opportunities with the City of Atlanta's Department of Aviation. To register as a vendor:
 - i. **Go to the ATL Suppliers portal – follow this link:** <https://www.atlsuppliers.com/> **Check the existing registration** to ensure your business is not already registered in ATLSuppliers.com.
 - ii. **Register As New Supplier:** If your existing registration search shows you are not already registered, you will have the opportunity to register as a new supplier. Follow step by step instructions.
 - iii. **Confirm Email Address:** Your company's primary email contact will receive a code that expires in 15 minutes.
 - iv. **Enter company details:** Provide your business contact information, address, business classifications, certifications (if any), banking information (to receive electronic payments), and relevant codes for products/services (Asset Management-AM, Construction-CN, Information Technology-IT, or Professional Services-PS).
 - v. **Update your profile**, as needed.
 - vi. If you have any issues with registration, please email the Supplier Support team at APSupplierSupport@atlantaga.gov.

3. Apply for Certification

- a. The City of Atlanta has Ordinances for Equal Business Opportunity (EBO) and Small Business Opportunity (SBO). The [Office of Contract Compliance](#) oversees and administers the City of Atlanta's supplier diversity programs across all City departments, including the Department of Aviation, through the Equal Business Opportunity (EBO) and Small Business Opportunity (SBO) programs. OCC also

administers the City's Minority Business Enterprise (MBE), Female Business Enterprise (FBE), and Small Business Enterprise (SBE) certification programs, helping ensure qualified businesses have equitable access to contracting opportunities throughout the City.

- b. Our programs support businesses in accessing The City of Atlanta's Department of Aviation contracting opportunities and participating in a wide range of business activities. To take part, firms must first obtain certification with the City of Atlanta's EBO or SBO program or the Georgia Unified Certification Program administered by Georgia Department of Transportation or MARTA:
 - i. Apply for EBO/SBO Certification here: <https://atlantaga.gob2g.com/>
 - ii. Apply for DBE/ACDBE Certification here:
 - 1. GDOT - <https://www.dot.ga.gov/GDOT/pages/DBE.aspx> or
 - 2. MARTA - <https://itsmarta.com/dbe-program.aspx>

4. Build Capacity

- a. The Department of Aviation wants to help your business grow, not just compete for contract work. The Department of Aviation has contracted or partnered with several internal/ external stakeholders that provide technical assistance to your business. Creating compelling products and services requires assessing your firm's needs, evaluating program performance, improving business processes, and determining strategic priorities.
 - i. **Gateway to Growth (G2G)** equips experienced small business owners with training on procurement process for navigating ATL's concessions landscape. To learn more, visit: <https://www.atl.com/gateway-to-growth/>
 - ii. **SynergyATL** is a day-long conference that aims to provide information and guidance to small-to-medium sized businesses seeking to do business with the world's busiest airport and its partners in the immediate, short or long-term timeframe. To learn more, visit: atl.com/synergyATL
 - iii. **Contractors Roundtables** provide a forum for airport leadership to meet with prime contractors and subcontractors to learn what's working well and where we need to focus our energy.
 - iv. **Industry Day** is a day-long conference with updates on ATLNext projects, information on how to do business with the airport, and guidance on turning networking opportunities into potential business ventures. To learn stay engaged with ATLNext Business Engagement, sign up [here](#).
 - v. **Behind the Scenes** are informational sessions that teach firms how to do business with the airport. Subject matter experts lead discussions on bonding and insurance, safety/security requirements, joint ventures and more.
 - vi. **Prepare for Take-Off** are meet and greet sessions for contractors to introduce their companies, services and qualifications.

- vii. **Partnering with a Purpose** is a networking event that allows ATL contractors to present upcoming business opportunities as well as construction-related services and trades they need in the next 30-120 days.
- viii. **Quantum Performance Development Program** provides Construction + Architecture & Engineering (A&E) businesses with technical assistance and teach firms how to leverage technology such as Artificial Intelligence into their day-to-day business operations.

5. Bid and/or Propose

- a. The Department of Procurement is committed to delivering strategic, ethical, and forward-thinking sourcing solutions that support the City of Atlanta's priorities. Through dedicated teams and streamlined processes, we enhance efficiency, strengthen accountability, and ensure responsible, transparent procurement practices that deliver exceptional value to residents, stakeholders, and the communities we serve. For more information visit <https://www.atlsuppliers.com/>.
- b. The Department of Aviation's Office of Revenue Development & Management sets the guidelines for the concession program. For information on the Concessions Compliance Standards, [click here](#).

WHO IS ATTENDING SYNERGYATL?

500+ Expected Attendees | 50+ Speakers

The attendee profile demonstrates strong interest from businesses seeking to learn about and pursue opportunities with Hartsfield-Jackson Atlanta International Airport and its partners. The inaugural SynergyATL Business Networking Event draws participants from construction, architecture and engineering, food and beverage, goods and services, professional services, technology, and retail.

The SynergyATL registration snapshot shows both established firms and prospective new airport partners.

- **67%** represent private-sector businesses
- **24%** identify as aspiring entrepreneurs
- **6%** government
- **2%** non-profit
- **1%** academia

SynergyATL registrants work across various business industries.

- 16% Construction
- 13% Architecture/Engineering Professional Services
- 13% Food and Beverage
- 13% Goods and Services
- 12% Non-A&E Professional Services
- 11% Technology Services
- 6% Retail
- 2% Car Rental
- 14% Other

SynergyATL registrants have a variety of years of experience.

- **58%** of businesses have 8+ years of experience
- **14%** of businesses have 5-7 years of experience
- **13%** of businesses have 2-4 years of experience
- **15%** of business have <2 years of experience

SynergyATL connects established firms with businesses seeking to compete for their first airport business opportunity.

- **80%** do not currently hold an airport contract
- **82%** have not previously worked with the airport
- **82%** of businesses are certified as either MBE, FBE, SBE, DBE, or ACDBE