ACI Global Training
Instructor Biography

Dr. Luigi G. (Joe) Sulmona
Course: *Non-Aeronautical Revenues*

Dr. Luigi G. (Joe) Sulmona is a senior professional in transportation planning and urban development. In this capacity, Joe routinely leads multi-disciplinary teams to develop integrated solutions for private and public sector clients. From developing sophisticated new concepts to managing project implementation, Dr. Sulmona has had considerable success in serving client interests. As such, Joe has expertise in strategic advocacy, capital and land-use planning, public policy, project management, public consultation, marketing, and commercial development.

In recognizing that client success requires stakeholder acceptance, Joe uses his wide experience in a collaborative manner. For example, from 2000 to 2004, Joe was responsible for urban and transportation system planning for the City of Coquitlam, one of Canada's fastest growing urban centers. In this role, Joe also led development of the City's first integrated Transportation Strategic Plan, which incorporated road, bus transit, cycling, and rapid transit investments to support sustainable development objectives. In particular, Dr. Sulmona led the City's response to the Metro Vancouver initiative to implement a rapid transit system (now named the Evergreen Line) to ensure this +billion dollar expenditure served the City's long-term urban development goals.

Of late, Joe has delivered senior management training for both the Airports Council International (ACI) and the International Air Transport Association (IATA) in the field of airports, civil aviation, and integrated transportation planning. Joe has delivered courses in more than 30 countries in a variety of strategic management related subjects. Dr. Sulmona has also recently provided strategic advice in support of aviation community interests at London Heathrow, London Gatwick, and Aeroporti Di Roma.

EMPLOYMENT AND SELECT PROJECT HIGHLIGHTS

Sky Blue Sea Enterprises: 2005-present

Principal consultant providing strategic management, training, and urban development services for clients:

- **London Gatwick Airport Limited (GAL) Master Plan Review** – leading project to assess the process, benchmark comparisons, and technical review with the airline community for the new airport owner GAL
- **London Heathrow Airline Consultative Committee Master Plan Review** – led project which successfully concluded with general airline community support for Master Plan prepared by BAA
- **London Heathrow Airline Consultative Committee High Speed Rail Review** – leading project to identify preferred investment profile for UK government sponsored high-speed rail implementation program
- **Aeroporti Di Roma Third Airport Master Plan** – led international planning team to develop Master Plan for replacement airport design arising from pending closing of commercial services at inner-city airport
- **International Air Transport Association Training (IATA) and Development Institute** – led senior management-level training for in areas of airports, civil aviation, and integrated transportation planning
- **Airport Council International World** - led senior management-level training in strategic fields
- **Blue Mountain Vistas®** – leading development planning for large scale multi-family residential project

InterVISTAS Consulting: 2005-present Associate Consultant providing border, transportation security and physical planning of facilities for clients:

- **Shannon International Airport US Pre-clearance Feasibility Study** – led project which successfully concluded with approvals by US and Irish authorities for implementation of USPC services
- **Province of British Columbia Gateway Scoping Project** – led project to identify multi-year capital investment in support of provincial government initiatives to facilitate success of Pacific Gateway Strategy
- **City of Port Coquitlam Interchange Project Multiple Account Evaluation** – led project team to assess major overpass project in order to build case for provincial investment

City of Coquitlam: 2000-2004 Principal manager responsible for urban and transportation planning in one of Canada's fastest growing cities:

- **Citywide Official Community Plan** - directed completion of first integrated plan in the City's 120 year history
- **Strategic Transportation Plan** - directed completion of first plan with $300 mil. capital funding scheme
- **Rapid Transit Project Plan Review** - led city's strategic response to the Metro Vancouver regional initiative to implement Evergreen Line to ensure long-term urban development goals can be achieved
- **Major River Crossings Approval** - directed planning, environmental approvals, and financial package for two bridges necessary for enabling 8,000 unit residential housing developments
- **Strategic Planning Initiatives** - led numerous City Council directed strategic project including a seven city transportation project plan and an award winning City Heritage Community Outreach program

- **Public Consultation** - Managed numerous high-profile development proposals through public forum

InterVISTAS Consulting Inc.: 1998-1999 Strategic Planning Director, providing business and transportation planning advice for clients:

- **Expedited Passenger Processing System Project** – led project for Canadian Airport Council in developing biometric enabled border-crossing and airport commercial development program
- **Air Logistics Plan** – led business plan for private-public partnership at Santiago (Chile) International Airport

Transportation Financing Authority, Government of British Columbia: 1996-1997 Transportation Strategy and Planning Director, responsible for development of integrated multi-modal plans:

- **Greater Vancouver High-Occupancy Vehicle Strategy** – co-led multi-agency integrated strategy for planning, financing, and implementation of alternative road prioritization scheme
- **Pacific Gateway Expansion Scoping Study** - led initial project study for development of multi-billion inter-provincial highway and bridge expansion project currently under construction in Metro Vancouver

Vancouver International Airport Authority: 1992-1996 Strategy and Planning Director, responsible for development of integrated corporate plans:

- **1995-2015 YVR Master Plan** – led preparation of long-term airport planning strategy and facility plan
- **CANPass** Business Development Program - led initial business feasibility study for implementation of Canada-wide biometric automated border crossing program together with Canadian border agencies

Ministry of Transportation, Government of Canada: 1986-1992 Responsible for airport planning, marketing and strategy in support of federal government objectives:

- **Initial Vancouver Airport Authority Business Plan** – led market analysis and facility planning components of initial Business Plan leading to successful transfer of airport in 1992

EDUCATION

- **Doctor of Philosophy**, University of British Columbia
- Strategic Airport Planning, Massachusetts Institute of Technology
- **Master of Arts**, Geography (Transportation), University of British Columbia
- **Bachelor of Arts**, Urban and Economic Geography, University of British Columbia
- Diploma of Applied Technology, Aviation Studies, Selkirk College

SELECT MEMBERSHIPS AND PROFESSIONAL QUALIFICATIONS

- Canadian Association of Geographers – Member
- Vancouver Board of Trade – Regional Transportation Task Force
- Commercial Instrument Rated Pilot's Licence, Canada and U.S.A.