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Canada's Halifax International Airport Authority Hires Albany Consultants To Optimize Their Award-Winning Concessions Program

ALBANY, NY (February 18, 2014) Steven Baldwin Associates, LLC (“SBA”)—a nationally recognized airport management consulting firm—announced today that Halifax International Airport Authority (“HIAA”) located in Halifax, Nova Scotia has hired the firm to help expand and enhance offerings from the airport’s already award-winning terminal concessions program, focusing on the evolving needs of passengers and visitors. The contract is the firm’s first with a Canadian airport.

Jo-Anne McLean, Director, Corporate Marketing & Business Development for HIAA, states, “Following a competitive process we were pleased to award this initiative to Steven Baldwin Associates given their years of combined aviation experience. SBA will be responsible to deliver a comprehensive Air Terminal Building lease optimization plan. This plan will serve as an important contributor to our overall non-aeronautical revenue strategic plan.”

HIAA oversees Halifax Stanfield International Airport, one of the most highly-recognized airports in North America, which has won dozens of awards from the Airports Council International in categories such as customer service, concessions, and overall operations.

CEO and founder of SBA, Steve Baldwin, stated, “We are delighted that Halifax International Airport Authority has selected us to work with them. This is an airport at the top of its class, and they could have chosen any consulting firm in North America to work with; we are honoured that they reached out to our firm with our expertise in aviation concessions and airport management.”

Baldwin noted that he has assigned the firm’s associate, Alex Hopson, an airport concessions expert, to work with HIAA. Work has already begun on the project. All work is scheduled to be completed by the end of the second quarter of 2014.

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About Steven Baldwin Associates, LLC

Steven Baldwin Associates, LLC focuses solely on airport management consulting for airport operators, owners, and policy makers. As a leader in developing best practices in contemporary airport management, the principal and associates at SBA have decades of hands-on experience running airports and consulting for them. *For more information, contact us at info@baldwinllc.com or visit our website: <http://www.baldwinllc.com>.*