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CEANS 2008 – Purpose & Goals

- Learn from experiences of commercialization/privatization
- Assess future challenges
- Bring cooperation to another level
- Achieve consensus on ways to optimize efficiency and cost-effectiveness

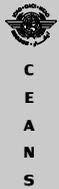

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CEANS 2008 – Agenda

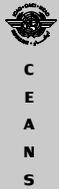
1. Issues involving interaction between states, providers and users
2. Specific issues related to airport economics and management
3. Specific issues related to air navigation services economics and management
4. Implementation of ICAO's Policies on Charges



Agenda Item 1

1. Economic oversight
2. Economic performance (and minimum reporting requirements)
3. Consultation with users





**CEANS Recommendations:
Economic Oversight**

- Responsibility of States:
 - minimize anticompetitive risk
 - ensure non-discrimination and transparency
 - ensure investments
 - protect users
 - ensure consultation and performance management
- States to select appropriate form





**CEANS Recommendations:
Economic Performance**

- Service providers to establish performance management systems
- Key Performance Areas (KPAs)
 - Safety
 - Quality of service
 - Productivity
 - Efficiency





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**CEANS Recommendations:
Consultation with Users**

- Clearly defined, regular consultation process with users by airports and ANSPs
- Consultations on charges as well as on infrastructure development and investments



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**CEANS Recommendations:
Agenda Items 2 & 3**

- Application of best practices of good corporate governance
- More flexibility in setting airport charges (aggregation of cost bases)
- Return on assets
- Access to infrastructure
- International cooperation for implementation of global ATM concept



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**CEANS Recommendations:
Agenda Item 4**

- States to adhere to the policies and ensure their providers observe them
- ICAO to promote the policies, in cooperation with the industry
- Main principles (non-discrimination, cost-relatedness, transparency and consultation) included in national legislation, regulations or policies, and air services agreements



CEANS – Actions

Four types of actions by:

1. Contracting States
2. Council (Amendments to Doc 9082)
3. Secretariat (Guidance material)
4. Others

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Actions: 1

State letter drawing attention to the outcome of the Conference and highlighting actions required by States:

- economic oversight
- economic performance
- consultation with users
- implementation of ICAO's policies on charges

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Actions: 2

10 recommendations concerning amendments to Doc 9082:

- economic oversight
- economic performance
- consultation
- separation of regulation and provision
- aggregation of cost bases
- differential charges

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Actions: 3

Revision and expansion of guidance material:

- governance/ownership/control
- rate of return
- categorization of services
- aircraft weight
- economic aspects of global ATM concept

(work to be done with assistance of the two economics panels)



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Actions: 4

- 1) ICAO/Regional Organizations dialogue on economic performance
- 2) Promotion of ICAO's policies on charges, in cooperation with the industry
- 3) ICAO Council to take appropriate action on issues related to slot allocation and night curfews



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Approval and Next Steps

- ICAO Council (14 November 2008) endorsed the recommendations of CEANS and approved the Eight Edition of Doc 9082
- Airport Economics Panel and Air Navigation Services Economics Panel to review: 1) Doc 9082 (improve structure/readability); and 2) the two economics manuals



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Exercises

“Consultation with Users”

See Doc 9082 (paragraphs 23 – 26)

EXERCISES ON AGENDA ITEM 1

INDIVIDUAL

Please read paragraphs 23 to 26 of Doc 9082, and answer the following questions.

- Q1.** Which of the following statements on consultations between providers and users is **not appropriate**?
- (a) The goal of consultation is to reach consensus wherever possible.
 - (b) All interested parties should be given the opportunities to present their views.
 - (c) There is no single procedure accepted worldwide for provider/user consultation.
 - (d) It is not necessary for an airport/ANSP to consult with its users when changes are only planned for the charges structure and not for charges levels.
- Q2.** There are many ways to resolve disputes during consultations and negotiations. Which **approach does ICAO recommend**?
- (a) If parties cannot resolve a dispute themselves, ask for the help of a local neutral party before it is brought into the international arena.
 - (b) Submit the dispute to the ICAO Assembly for review and recommended action.
 - (c) Notify the other party in writing that you withdraw from any further discussion and will take legal action.
 - (d) Bring the dispute to a regional mechanism for mediation and conciliation.

OPEN/GROUP

- Q3.** How are consultations arranged at airports and the ANSP in your State? Can it be improved?