

CONTACT

Gina Miller

Director of Marketing and Communications

(312) 988-3360

ginamiller@unison-ucg.com

News Release

FOR IMMEDIATE RELEASE

Unison Consulting Welcomes Bhavesh Patel to Concessions Team Airport Executive joins a distinguished team of Concessions Planning and Management leaders

CHICAGO, Ill. (May 23, 2017) – Unison Consulting today announced the appointment of Bhavesh Patel to lead the firm’s Concession Planning and Management consulting team. Mr. Patel is an airport industry veteran, with over 20 years of experience leading strategic initiatives and capital development programs for industry-acclaimed U.S. airports.

Prior to joining Unison, Mr. Patel served as Chief Revenue Officer at Denver International Airport, and as Director of Airport Concessions at Tampa International Airport. Those posts followed executive positions managing concessions programs at the San Diego and Dallas Fort Worth International Airports.

As Vice President of Concessions Planning and Management, Patel joins a talented force of airport concessions leaders at Unison. Mr. Patel noted, “I’m excited to join a team with deep expertise in all aspects of contemporary retail concessions planning and operations. They are the team best suited to developing the most innovative programs of the future.”

Airports seeking to elevate the concessions guest experience, as well as drive notable increases in revenue, will find that Unison’s concessions management team is best suited to the task. With deep expertise in retail consulting, airport management, private retail development and complex financial deal structuring, Unison brings sound quantitative and qualitative skills to each assignment. The team is directed by Patel, as well as Firelli Pitters, Kenneth Buckner, Kathleen Verret and Joseph Crump.

Ms. Firelli Pitters recently celebrated her 21st year with Unison. Over this period, Ms. Pitters has assisted almost 50 airport clients in planning and implementing successful concessions programs. She has expertise in all aspect of planning and development and specializes in market research, identifying revenue opportunities, operations improvement, and enhancing the overall customer experience. Ms. Pitters is very adept at balancing the needs and expectations of consumers with airport needs and objectives.

Mr. Kenneth Buckner leverages 10 years of retail, marketing and concessions management experience to serve Unison clients. Mr. Buckner previously served as Senior Marketing Director for Westfield Concession Management's airport portfolio, and—more recently—as Assistant General Manager for Westfield at Ronald Reagan Washington National Airport, managing over 42K of retail and food & beverage concessions space. Mr. Buckner has proven to be an innovator across concessions strategy, planning and development for Unison's clients.

Ms. Kathleen Verret is a 20-year industry veteran who previously served at Reagan National Airport, Dulles International, Lambert St. Louis International Airport, and at Louis Armstrong New Orleans International Airport. Her experience includes concession planning, real estate management, and legal advisory services. She has established a record for driving increases in revenue and in customer service scores for Unison clients.

Mr. Joseph Crump brings over 20 years of experience in finance and concessions management. He offers specific expertise in commercial finance, deal structuring / negotiations and inventory control management, and has distinguished himself in the development of concession request for proposals (RFPs) and deal structuring.

"Non-aeronautical revenue has increased dramatically at many airports in recent years. In response, our clients are enthusiastically embracing the opportunity to optimize operations, leverage data, and create more exciting, experiential and satisfying concessions experiences. With this team's blend of retail, mall, and concessions development and management expertise, our clients have an innovative and solution-focused partner with which to create the airports of the future," said Yovette Drake, President of Unison Consulting.

About Unison Consulting, Inc.

Unison Consulting, Inc. (www.unison-ucg.com) is a leading aviation consulting firm focused on assisting airports in the areas of retail concessions planning and management, finance and economics, information technology, and program management. Since its founding in 1989, the firm's consultants have served more than 100 airports, government entities and aviation authorities. Unison Consulting is headquartered in Chicago with offices in Orange County, CA and St. Louis, MO. Unison Consulting is a privately-held, certified minority and disadvantaged business enterprise (M/DBE).