



# AIR SERVICE DEVELOPMENT ROUNDTABLE 2026

Beyond the runway: Shaping the  
next generation of air service  
and route development

**LAUNCESTON (LST)**  
**TASMANIA**

**10-12 JUNE**

**REGISTER NOW**

[airportroundtable.com/lst/](https://airportroundtable.com/lst/)

This event is proudly supported by



**LAUNCESTON**  
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## — Guest Speakers



The Roundtable brings together airport and tourism professionals to exchange ideas and explore strategies for destination marketing and Air Service Development.

Participants engage directly with industry peers and airline representatives in a collaborative roundtable environment designed to spark deeper conversation and meaningful insights.

From proven best practices to emerging challenges, every topic is open for discussion. Each participant has the opportunity to contribute, ask questions and receive feedback. Active participation and group input is strongly encouraged.

## AIR SERVICE DEVELOPMENT ROUNDTABLE

# Stay Welcome to Launceston, Tasmania

We recommend the Peppers Silo Hotel for your stay, as a unique experience in a fantastic central location:

### Peppers Silo Hotel Launceston

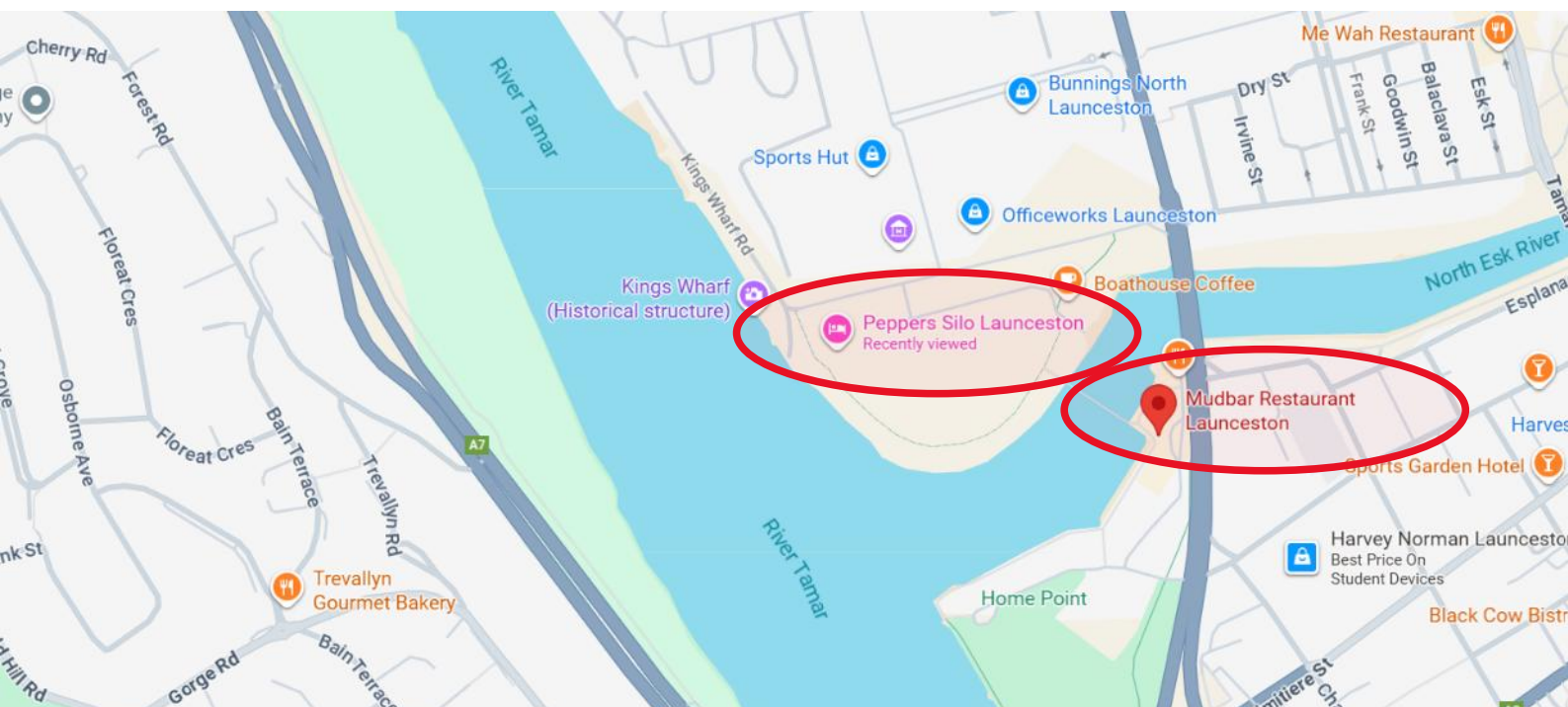
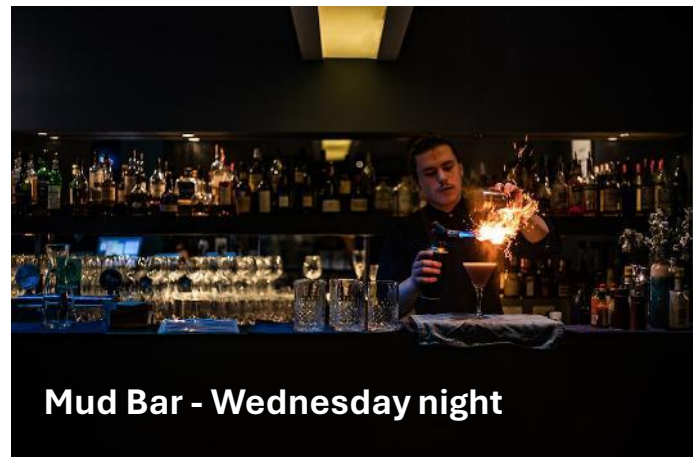
[Aviation Round Table Conference June 2026 - Accommodation Rate \(click this link\)](#)

For bookings 10–12 June inclusive, rates start at AUD235 per night

Please use the code **SCP4579509** in the **business client contract box**, and in the access code box enter: **AI917AU584** when booking

Conveniently located near the Welcome Reception at the **Mud Bar Restaurant** (a short walk over the footbridge across the North Esk river)

<https://www.mudbar.com.au/>



# AIR SERVICE DEVELOPMENT ROUNDTABLE

## — Wednesday

### Air Service Development: Foundations Workshop

**10 June 2026, 9am-4pm**  
**Peppers Silo Hotel**

#### Synopsis

The Air Service Development: Foundations Workshop will cover key concepts and activities to assist an airport, government or marketing agency with securing a new air service.

#### Topics to cover:

- The role & objectives of aviation business development teams, including partnerships
- Market development and seasonality
- How charter, seasonal or year-round services differ
- Policy challenges & opportunities (including bilateral agreements)
- Schedule forecasts and budgeting
- Fleet types and future orders
- Codeshares and alliances

### Air Service Development Foundations Workshop:

- ✈ Incentives, marketing support and what airlines really value in de-risking a service
- ✈ Air freight adding value for airlines, local industries and property investment
- ✈ Business case development, what to include (or not) to be a compelling case
- ✈ Stakeholder engagement, information sharing, destination marketing, city pair support & investment
- ✈ Team structure & roles to support air service development



## AIR SERVICE DEVELOPMENT ROUNDTABLE



# Welcome Evening Event

**Wednesday 10 June**  
**5.30pm – 8.00pm**

## Venue

**Mudbar Restaurant**  
**28 Seaport Blvd**  
**Launceston**

(access via the footbridge across the river from Peppers Silo Hotel)

<https://mudbar.com.au/>

### A Culinary Gem on the Launceston Waterfront

Discover **Mudbar**, a premier waterfront dining destination where culinary excellence meets stunning views. Indulge in a diverse menu crafted with fresh, locally sourced Tasmanian ingredients, and savour the flavours while taking in breathtaking waterfront vistas.

### Seasonal Delights and Dietary Options

With vegetarian, vegan, and gluten-free options available, there's something to delight every palate.

### Culinary Mastery and Exceptional Service

With over four decades of culinary expertise, our owner, Don Cameron, ensures you receive a fusion of Asian-European flavours that promises an unforgettable evening. From the ambiance to the attentive service, every detail is designed to elevate your experience.

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# AIR SERVICE DEVELOPMENT ROUNDTABLE

## Thursday

### Day 1

11 June 2026

#### Agenda

8:30 to 9:00 AM

Welcome & introductions. What can participants expect?



9:00 to 9:30 AM

Keynote Host Presentation 1  
*Sarah Kingston Clark, CEO*



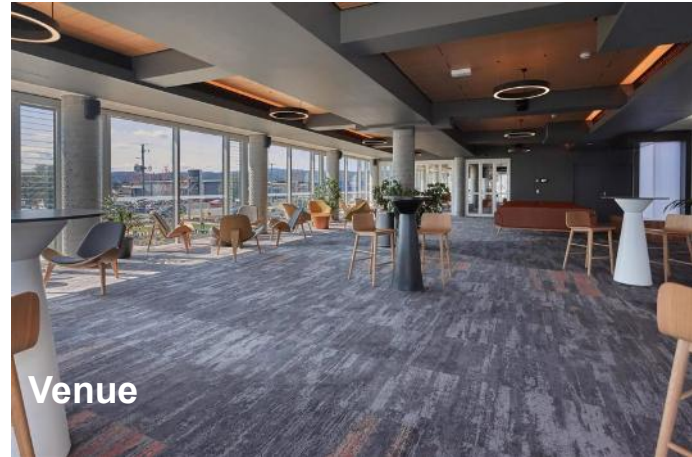
9:30 to 10:00 AM

Keynote Host Presentation 2  
*Katie Cooper, CEO*



10:00 to 10:15 AM

Morning Tea



Coffee & tea, morning tea, lunch and afternoon tea provided at our venue.

# Thursday

## Day 1

### Agenda

10:15 to 11:00 AM

Presentation 1

Industry insights & round-table discussion about the latest industry trends, challenges and opportunities



11:00 to 11:45 AM

Presentation 2

*Chenlu Qian*

*Manager, Network Strategy*



11:45 to 12:30 PM

Presentation 3

*Jeff Boyd*

*Manager Network Strategy and Development*



12:30 to 13:30 PM

Lunch

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13:30 to 14:45 PM

Presentation 4

*Roneel Prakesh, Manager Strategic Planning*  
*Raylesh Prasad, Manager Capacity Planning*



14:45 to 15:30 PM

Presentation 5

*Kim Rasmussen*

*Chief Executive Officer*



15:30 to 15:45 PM

Afternoon Tea

15:45 to 16:30 PM

Presentation 6

*Matthew Findlay*

*Chief Executive Officer*



16:30 to 16:45 PM

*Recap and Close Day 1*

## AIR SERVICE DEVELOPMENT ROUNDTABLE



# Destination Showcase Event

**7pm – 10pm**  
**Thursday 11 June**

## Venue

Evenfall Winery &  
Restaurant  
2 Upper McEwans Road  
Legana

<https://evenfallwinery.com/>

‘**Evenfall**’ is the old-fashioned word for twilight, or more specifically, that passage of the day when the sun begins to fade until it has finally set.

As you stand on the western ridge at the top of the vineyard, you are framed by tall gums and even taller skies. You look across a steep, almost terraced vineyard that runs down to a quaint, brick-built chapel, scanning the imposing practicality of the Bellebonne winery on the way, and then onto a sharp, contemporary restaurant, sympathetically designed with weatherboard and large expansive windows, and flanked by a generous wooden deck.

The whole scene is then folded into a long, lazy bend in the Tamar River, which looks across to mountains, and then stretches out to sea.

It is a place of tides, cool mint-crisp air, and soft natural beauty. It is at its best at Evenfall.

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# AIR SERVICE DEVELOPMENT ROUNDTABLE

## — Friday Day 2

12 June 2026

### Agenda

9:00 to 9:15 AM

Welcome & what we can expect on Day 2

9:15 to 10:00 AM

Presentation 7

*Trent Banfield*

*Aviation Development*



10:00 to 10:45 AM

Presentation 8

*Alan Milne*

*Chief Executive Officer*



10:45 to 11:00 AM

Morning Tea

11:00 to 11:45 AM

Presentation 9 (virtual)

*Maisie Natrass*

*Network Planning Manager (Short Haul) |  
Strategy & Networks*



11:45 to 12:30 PM

Presentation 10

*Julian Barry*

*General Manager Commercial*



12:30 to 13:30 PM

Lunch

13:30 to 14:15 PM

Presentation 11

*Bennet Stephens*

*Area Manager - Australia, New Zealand,  
SWP*



14:15 to 15:00 PM

Presentation 14

*Malcolm Sharp, CEO*



15:00 - 15:30 PM

2027 HOST & DESTINATION REVEAL

CLOSE OF DAY 2 AND THE ROUNDTABLE FOR 2026

FOLLOWED BY A LOCAL TOUR & NETWORKING

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## AIR SERVICE DEVELOPMENT ROUNDTABLE



# Local Tour & Networking

**4:30pm – 6:30pm**  
**Friday 12 June**

### Venue

The Range  
Country Club Avenue  
Prospect Vale

Country Club Tasmania's all-new driving range and social playground is where golf, tech, and good times come together.

Featuring state-of-the-art ball tracking, sleek design and a good-times vibe, The Range is perfect for golf lovers, newbies and fun-seekers alike.

Swing big, sip something delicious, and get in the game. It all happens here at The Range.

**Hospitality Tasmania Award – Best Outdoor Hospitality Experience 2025**

<https://countryclubtasmania.com.au/the-range/>

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