



Daniel B. Muscatello **Director - Cargo Services**

SPS

Overview

Mr. Muscatello is SPS's expert in the areas of Cargo and Logistics strategy and planning. He is a forward-thinking airport and air cargo executive with more than 30 years of experience, in both the public and private sectors. He has been a development strategist for both the business and physical facility planning of air cargo complexes, and the integration of ancillary and supporting logistics services that make them operationally and financially feasible.

Air Cargo Planning

His expertise assists airport clients in evaluating and responding to impacts of the air cargo industry on airports, and ensuring that this critical business element is appropriately evaluated and included in a comprehensive approach to airport planning, development, management, and revenue optimization. He also coordinates the integration of air cargo activities with land use planning and economic development activities. This includes logistics-related and other collateral development. Some of his most recent work, prior to joining SPS, includes the development of the industry's most comprehensive strategic development plan for JFK, and analysis of the cargo capacity and facility utilization of airports in the State of California. While with L&B, he worked on the cargo element of Master Plans or developed numerous Air Cargo Master Plans to include international gateways - JFK International, Los Angeles, Chicago O'Hare, Atlanta, Shanghai, Guangzhou, Dubai, Mumbai, and Abu Dhabi.

Cargo Facility Development

From 2000 to 2004, Mr. Muscatello was a Managing Consultant for the John F. Brown Company where he led their air cargo practice. He was heavily involved in the creation of new forecast models, the development of a methodology to evaluate cargo facility utilization and allocation, and the coordination of third party development for new cargo facilities to include comparative cost analyses between private and public sector development efforts.

Air Cargo Operations and Management

From 1997 to 2000, Mr. Muscatello was responsible for market feasibility determinations for DAMG Worldwide, a private developer, including business development, site planning, integration of business components, marketing for air cargo projects on a global basis, and the marketing of the firm. Projects ranged from a single building to the privatization and development of an entire airport, with costs varying from several million to more than one billion dollars. In this capacity he was one of the principals that planned and developed the facilities in the WorldPort at DIA.

Prior to that, as Manager of Air Cargo Programs for the Port Authority of New York and New Jersey—the largest air cargo operation in the world—his responsibilities included long-term strategy, planning, land use, capital improvements, and marketing programs. Dan developed one of the industry's most comprehensive air cargo business plans and led the overall master planning effort for Kennedy, Newark, and LaGuardia Airports and the development of a regional plan for aviation management for the Port Authority.

He oversaw the development of more than one million square feet of new air cargo facilities, implemented demand and capacity analyses for long-term planning; utilizing planning triggers linked to both airport and individual carrier growth and shrinkage, and introduced intermodal design concepts to air cargo facility planning.

Representative Projects

- [Al Maktoum International Airport](#)
 - Air Cargo Master Plan
- [Abu Dhabi International Airport](#)
 - Air Cargo Master Plan
- [Aeroterm \(Private Developer\)](#)
 - Air Cargo Fuel Demand Analysis
- [Aeroterm \(Private Developer\)](#)
 - Air Cargo Industry Trend Analysis
- [Airis \(Private Developer\)](#)
 - Air Cargo Industry Trend Analysis
- [Atlanta International Airport](#)
 - Air Cargo Master Plan
- [AMBAC](#)
 - Air Cargo Market Analysis for Financing
- [Baltimore/Washington International Airport](#)
 - Airport Land Use Plan
- [Calgary International Airport](#)
 - Air Cargo Business Case Analysis
- [California Department of Transportation](#)
 - Statewide Air Cargo Capacity Analysis
- [Chicago O'Hare International Airport](#)
 - Air Cargo Development Plan
- [Chicago O'Hare International Airport](#)
 - Freight Forwarder Market Analysis
- [Cincinnati/Northern Kentucky International Airport](#)
 - Air Cargo Market Assessment
- [Edmonton International Airport](#)
 - Air Cargo Marketing Plan and Marketing
- [Ensenada Mexico](#)
 - Market Analysis for Potential New Airport
- [El Dorado International Airport \(Bogota\)](#)
 - Air Cargo Market Assessment
- [Fresno Yosemite International Airport](#)
 - Air Cargo Due Diligence and Targeted Marketing
- [Gary/Chicago International Airport](#)
 - Strategic Development Plan
- [Grupo OMA](#)
 - Northern Mexico Air Cargo Market Assessment
- [Hawaii Department of Transportation](#)
 - Air Cargo Customs and Operations Facility Planning
- [Indianapolis International Airport](#)
 - Airport Land Use Planning
- [John F. Kennedy International Airport](#)
 - Air Cargo Strategic Plan
- [King County International Airport \(Boeing Field\)](#)
 - Strategic Land Development Plan
- [King Abdul-Aziz International Airport \(Jeddah\)](#)
 - Air Cargo Strategic Analysis
- [Kunming International Airport](#)
 - Market Assessment and Economic Development
- [Los Angeles International Airport](#)
 - Cargo Facility Utilization and Allocation Study
 - Industry Analysis and Staff Workshop
- [Miami International Airport](#)
 - Analysis of Landing Fee Changes on Air Cargo Traffic
- [Mumbai Chhatrapati Shivaji International Airport](#)
 - Air Cargo Facility Development Plan
- [NASA](#)
 - Market Assessment for Moffett Field
- [New River Valley Airport](#)
 - Market Assessment
- [Norman Y. Mineta San Jose International Airport](#)
 - Air Cargo Master Plan
- [Northwest Florida Beaches International Airport](#) (formerly known as: Panama City-Bay County Airport)
 - Market Assessment
- [Ontario International Airport](#)
 - Cargo Development
- [Opa-locka Executive Airport](#)
 - Facility Planning & Market Assessment
- [Orlando International Airport](#)
 - Air Cargo Market Assessment, Marketing and Business Development
- [Palmdale Airport](#)
 - (Los Angeles World Airports) Air Cargo Market Assessment
- [Port Authority of New York and New Jersey](#)
 - Air Cargo and Airport Master Plans
- [Prince George Airport \(Transport Canada\)\(British Columbia\)](#)
 - Air Cargo Feasibility, Marketing Plan Development and Marketing
- [Portland International Airport](#)
 - Northside Airport Land Use Analysis
- [Puget Sound Regional Council](#)
 - Regional Air Cargo Development Plan
- [Renton Municipal Airport](#)
 - FBO RFP Development
- [Rochester International Airport](#)
 - Airport Land Use Plan
- [St. Louis International Airport](#)
 - Freight Forwarder Market Analysis
- [San Diego Air Commerce Center](#)
 - Planning and Developing an All-Cargo Airport
- [San Francisco International Airport](#)
 - Cargo Development
- [Savannah/Hilton Head International Airport](#)
 - Air Cargo Due Diligence
- [Shanghai Pudong International Airport](#)
 - Air Cargo Development
- [Shenzhen International Airport](#)
 - Air Cargo Marketing
- [Spokane Regional Transportation Council](#)
 - Investment Priority Plan for an Inland Pacific Transportation Hub
- [State of Ohio DOT](#)
 - Air Cargo Component of the State Freight Plan
- [State of Georgia DOT](#)
 - Air Cargo Component of the State Freight Plan
- [Stockton Metropolitan Airport](#)
 - Air Cargo Market Analysis
- [Transportation Research Board](#)
 - Economic Impact of Air Cargo
- [Transportation Security Administration](#)
 - The Impact of Security Requirements on Facility Planning
- [Wilmington Airport \(Ohio\)](#)
 - Airport Strategic Development Plan
- [Winnipeg International Airport](#)
 - Air Cargo Marketing Plan
- [WorldPort at Denver International Airport](#)
 - Planning and developing a cargo complex
- [Zhuhai International Airport](#)
 - Air Cargo Marketing and Business Development
 -

Related Activities:

- Former Chair of the Air Cargo Committee of the Airports Council International-North America (ACI-NA) and currently Member, Emeritus
- Developed the Security Chapter of ACI-NA's Air Cargo Guide, delineating cargo security practices for North American Airports and incorporating TSA guidelines
- Developed the Alternative Land Use Chapter of ACI-NA's Air Cargo Guide
- Editor of the ACI-NA Air Cargo Guide
- Former aviation expert on New York City's Metropolitan Transportation Planning Committee
- Port Authority's aviation expert on both the Inter-modal Surface Transportation Efficiency Act (ISTEA), and statewide goods movement issues
- At the request of the Argentine government, led a special consulting assignment on privatizing the Argentina's air cargo industry

Education

- Masters of Business Administration, Executive Management – Pace University
- Bachelor of Arts, English and Public Speaking – New York University