

Thomas Stalnaker
Managing Partner

Tom Stalnaker, a founding partner of Eclat Consulting, specializes in economic and financial analysis in support of airport, airline and labor clients. His strategic counsel has helped communities across the country attract new air service and build collaborative relationships between airports and airlines.

Tom brings analytical expertise to Eclat's strategic planning team, with a focus on airline network and revenue analysis and route planning, hub analysis and alliance issues. Well-versed in both international and domestic aviation issues, he has performed traffic and revenue forecasts for both passenger and cargo services, including forecasts to support major infrastructure development and investment around the world. His influential analysis has been sought out by investors, regulators, government officials and airline executives around the globe.

Representative Projects

Air Service Development

- Leads the team assisting Phoenix Sky Harbor International Airport in efforts to develop new air service, including a new Lufthansa route offering nonstop flights to Frankfurt and cargo routes between Phoenix and Asia.
- Assisted the San Diego International Airport in its successful efforts to persuade British Airways to convert its one-stop service to a nonstop.
- Led the analytical team working to attract new passenger and cargo service on behalf of Manchester Airport, UK.
- Served as lead economic analyst to the Metropolitan Washington Airports Authority in its efforts to attract new airline service to Dulles International Airport. This initiative included successful presentations to Virgin Atlantic and Korean Air.

Business Plan Evaluation / Network Analysis / Forecasting

- Led Eclat team retained by a U.S.-based investor to conduct due-diligence relating to the purchase of a privately held U.S. airline. The analysis included stress testing passenger demand, revenue, and cost assumptions. In addition, the assignment required the evaluation of the revenue synergies that could be derived under multiple airline strategic partner scenarios.
- Led Eclat efforts on behalf of a U.S.-based investment company to evaluate the business plan of multiple U.S. airlines in order to determine the viability of a potential investment.

- Created a business plan and investor information, including route analyses and financial projections, for a regional carrier exploring European markets.
- Conducted a strategic business plan for the Beijing Capital International Airport (BCIA), including a market review, facilities review, bilateral review and systems review.
- Analyzed new hub structures in Beijing for Air China and advised the airline on schedules, service patterns and data analysis as part of strategic planning.
- Assisted Air China in the evaluation of potential alliance partners, including a comparison of financial and network benefits.

Expert Witness

- On behalf of the IAM – February 2003. Economic/network expert in TWU/IAM seniority integration resulting from American Airlines' purchase of TWA LLC.

Airport Forecasting and Infrastructure

- Helped develop a pricing analysis for the privatization of the international arrivals building at JFK, and provided traffic forecast and other analytical research to Schiphol USA/LCOR in the development of the JFK feasibility analysis.
- For the Commonwealth Bank of Australia and Schiphol, prepared passenger forecasts of the Brisbane and Perth air service markets to develop feasibility studies for the privatization of the two airports.

Airline Industry Restructuring

- Worked closely with the financial advisors to various labor groups evaluating proposed business plans relating to both in and out of court restructuring
- Advised the Transport Workers in concessionary negotiations at American Airlines, including a review of the company's finances and business plan, the design of several financial return instruments and road show presentations to help the membership understand the financial circumstances surrounding the negotiation.

Education

Tom holds a BS in Economics from George Mason University.