



# 2017 Aviation Business Conference

**June 6-8, 2017 | Washington, DC**

To register or for more information, please visit [www.nata.aero/abc](http://www.nata.aero/abc).

## **Industry Stakeholders' Perspective on FAA Reauthorization and ATC Reform**

Congress will soon develop FAA reauthorization legislation, renewing the air traffic control corporatization debate. Last year's House proposal created an airline dominated air traffic control corporation funded in part by user fees on charter operators. General aviation industry stakeholders will share perspectives on the corporatization proposal, their respective legislative "asks," and how general aviation can move forward together towards FAA legislation that benefits all users. This panel is an important scene-setter in advance of the NATA Congressional Fly-In immediately following the session.

## **Best Management Practices in Business Aviation**

As a professional aviation manager, you make decisions every day that impact the future of your company, employees and customers. Making the best decisions means learning from the mistakes and successes of others. Known as best practices, these techniques evolve over time as new or improved methods are identified. The session will focus on management functions, resources and styles — while examining decision-making as an aviation services professional.

## **Insurance, Liability, and Risk: Part 145 Repair Stations vs. Independent Maintenance Technicians**

Owners and operators consider several factors when selecting aircraft maintenance services, including cost, convenience and efficiency. The choice between an FAA-certificated Part 145 repair station and independent technicians may affect the operator's insurance, liability, and risk. This session will explore the considerations for maintenance providers, aircraft owners, and operators, when choosing between a Part 145 repair station or independent maintenance technician.

## **Evaluating Charter Business Models**

Air charter operators routinely receive trip requests from brokers, membership groups, per-seat services, aggregators and public charter organizers. How can operators evaluate the legitimacy of these entities? What risks do they face when accepting such trips? Attendees will learn how to evaluate the latest methods for selling charter to make informed and legally compliant business choices.

## **Leveraging Data to Improve Ground Handling Safety**

Aircraft operators have improved their safety record through programs such as ASAP and ASIAs — however, there are no such programs for FBOs and other general aviation ground handlers. This session will explore how individual FBOs can leverage their own data to improve the safety of their operation and how the industry can work toward developing long-term data sharing solutions.

## **The Importance of Knowing Your Local Government and Airport Authority**

The economic success of an aviation business depends in part on its relationships with the surrounding community, local government, airport authority and other on-field aviation businesses. Healthy partnerships and a desire to mutually succeed can bring specific projects and funding to fruition, elevating the value, benefits, and contribution of the airport and their general aviation businesses to the community. This session will offer insight on establishing and improving relationships between aviation businesses and other stakeholders.

## **Impact of Technology on General Aviation Businesses**

The general aviation community is an integral part of a sophisticated system operated for public benefit. A panel of industry experts will share insights on the current challenges and impact of new technologies on general aviation — including NextGen and UAS. Panelists will offer business and regulatory perspectives on managing GA operations, maintenance and certification in a growing market, while keeping pace with technological developments.



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## **Introduction to TSA's Standard Security Programs for General Aviation (Open Session)**

This session will cover the Twelve-Five, Private Charter and DCA Standard Security Programs. Attendees will learn the value of these programs, how to integrate them into their operations, as well as the respective roles of the Company Executive, Principle Security Inspector, Aircraft Operator Security Coordinator and Authorized Representatives. Speakers will offer insight on current trends as well as air charter and general aviation community case studies.

## **Closed Session with TSA TFSSP OSO Representatives**

In this private session for registered Twelve-Five Standard Security Program (TFSSP) Providers, program representatives will lead a discussion on the Homeland Security Information Network (HSIN), how to navigate and access relevant materials pertaining to your Twelve-Five Standard Security Program — including, AOSC duties, Authorized Representatives, Watch Lists, CHRCs, Prohibited Items Lists, Contingency Plan, and NTAS Quick Reference. Speakers will examine current trends and systematic issues identified during inspections.

## **FAA SAS Oversight and Regulatory Issues**

The FAA's Safety Assurance System (SAS) is a risk-based, data-supported system meant to standardize the procedures Aviation Safety Inspectors (ASI) use to oversee certificate holders. This session will provide an SAS overview and attendees will receive an update on the system's progress.

## **How to Raise Operational Safety and Visibility**

Safety is an important factor when choosing a destination facility, but the assumption is that most FBOs are following basic safe ground handling practices. How can FBOs take further steps to set their operation apart by highlighting their deep commitment to safety? How can airports ensure their tenants are providing safe ground handling services? This session will explore the roles Safety 1<sup>st</sup> and IS-BAH play in improving safety for FBOs and airports and how these programs can create visibility for their safety investment.

## **GA Customs Requirements, Procedures and Processes: A Conversation with CBP**

The U.S. Customs & Border Protection Service (CBP) is responsible for the protection of the nation's borders and enforcement of laws, regulations, and requirements pertaining to the movement of legitimate trade and travel. CBP General Aviation Program Managers, Eric Rodriguez and Dianna Sullivan, will discuss general aviation customs regulations, requirements, and policies. This session will also address the roles and responsibilities of Part 135/91/91K operators, FBOs and airports in the processing of general aviation aircraft and travelers.

**For questions regarding registration, sponsorship or exhibitor opportunities, please contact Karissa Uko, Manager of Events & Communications at (202) 774-1513 or [kuko@nata.aero](mailto:kuko@nata.aero).**