

2018 NATA Annual Meeting and Aviation Business Conference Agenda June 12-14 | Grand Hyatt Washington

Tuesday, June 12

4:00 p.m. – 7:00 p.m.

Registration and Exhibits | Cabinet Room and Foyer

5:30 p.m. – 7:00 p.m.

Welcome Reception | Cabinet Room and Foyer

Wednesday, June 13

7:00 a.m. – 7:30 p.m.

Registration and Exhibits

Constitution E Foyer and Constitution Corridor C

7:30 a.m. – 8:00 a.m.

Breakfast Served | Constitution B and B Corridor

8:00 a.m. – 9:00 a.m.

Breakfast Keynote | Constitution B and B Corridor

Conversation with FAA Associate Administrator for Aviation Safety Ali Bahrami

Attendees will hear Administrator Bahrami's insights and perspectives on the FAA's safety programs and initiatives.

Speaker:

Ali Bahrami, Associate Administrator for Aviation Safety | Federal Aviation Administration



Long-time aviation executive Ali Bahrami became the FAA's Associate Administrator for Aviation Safety on July 10, 2017. Previously, he was Vice President for Civil Aviation at Aerospace Industries Association, a Washington, D.C.-based trade association that represents the nation's leading aerospace and defense manufacturers and suppliers.

As Associate Administrator, Bahrami leads the organization responsible for setting safety standards and overseeing all parts of the aviation industry — airlines, manufacturers, repair stations, pilots, mechanics, air traffic controllers, flight attendants, and any person or product that operates in aviation. These programs have a direct impact on every facet of domestic and international civil aviation safety. The Aviation Safety Organization's programs are carried out by 7,400 employees located in Washington headquarters, regional and directorate offices, and 125 field offices throughout the world. The organization's annual budget is more than \$1.4 billion.

Bahrami first joined the FAA as an engineer in 1989, and from 2004-2013 served as manager of the Transport Airplane Directorate. In that capacity, he was involved in decision making regarding appropriate safety actions

Please note the schedule is subject to change

For more information or to register, please visit

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To encourage the next generation of aviation leaders to join in the conversations, NATA is offering half-off the conference registration fee for young aviation business professionals.

If you are under the age of 40 or you'd like to sponsor registration for a young aviation professional, please contact Karissa Uko at kuko@nata.aero or (202) 774-1513.

for the existing fleet and the development of recommendations aimed at improving the design standards for the future aircraft models. He holds B.S. and M.S. degrees in engineering from the University of Michigan.

Moderator:

John McGraw, Director of Regulatory Affairs | National Air Transportation Association



John W. McGraw is NATA's Director of Regulatory Affairs and is the Founder and Principal of John McGraw Aerospace Consulting, LLC.

Prior to forming the company, McGraw served as Deputy Director of the Federal Aviation Administration's (FAA) Flight Standards Service from November 2008 until March 2012.

As Deputy Director, McGraw oversaw the Flight Standards divisions that produce policy and work instructions for aviation safety inspectors and guidance for the aviation industry. Previous assignments in the FAA include Manager of Flight Standards' Flight Technologies and Procedures Division, AFS-400, where McGraw was responsible for the implementation of new technologies into a performance-based national airspace system.

Before joining Flight Standards, McGraw worked in the Aircraft Certification Service as Acting Assistant Manager, Aircraft Engineering Division, AIR-100; Acting Manager, Transport Airplane Directorate Standards Staff; and, Manager, Airplane and Flight Crew Interface Branch in the Transport Airplane Directorate. McGraw's first assignment in the FAA in 1995 was as a Senior Systems Engineer in the Atlanta Aircraft Certification Office.

McGraw has over 30 years of aviation experience, including 13 years' flight test experience. McGraw served 24 years in the U.S. Army, active duty, Guard, and Reserve. McGraw holds a Commercial Rotorcraft-Helicopter Certificate with an Instrument rating, has over 4,000 hours of flight time, and is a U.S. Army Master Aviator. In 1984, McGraw graduated Cum Laude from Embry-Riddle Aeronautical University with a Bachelor of Professional Aeronautics degree, and in 1987, McGraw graduated with high honors from Auburn University with a Bachelor of Aerospace Engineering degree.

General Session

9:05 a.m. – 9:55 a.m. | Constitution CDE

Perspectives from GA Leaders on Long-Term FAA Reauthorization and Industry Issues

Congress will soon develop long-term FAA reauthorization legislation. General aviation industry stakeholders will share perspectives on 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.

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For more information or to register, please visit

www.nata.aero/abc

Moderator:

Marty Hiller, President | National Air Transportation Association



Marty Hiller is the current Chief Executive Officer of Hiller Carbon, a leading supplier of carbon to steel mills and foundries and was named President of the National Air Transportation Association (NATA) in August 2016. NATA represents aeronautical service providers at over 2,300 locations in the U.S. and beyond. NATA's members own, operate and service general aviation, commercial and military aircraft. Hiller leads a highly skilled group of professionals that provide advocacy on legislative and regulatory issues before federal, state and local governments. NATA also provides an array of member services including the highly renowned Safety 1st Program, viewed as the "Gold Standard" for training professional line service personnel and other staff.

Entrepreneur Marty Hiller is a principal in North Shore Holdings, LLC, with interests in aviation, carbon, and minerals. Primary aviation activities include the ownership of fixed-base operations, including Marathon Jet Center and Marathon General Aviation, in Marathon, Florida. Hiller Carbon, a North Shore Holdings subsidiary, provides carbon and specialty minerals to steel, rubber, and plastics industries. He is most known in aviation for the ownership of The Hiller Group, a leading supplier of branded fuel to over 600 airports in North America. The Hiller Group, Inc. was acquired by World Fuel Services [NYSE:int] in December 2010.

[Read more.](#)

Speakers:

Joel Bacon, EVP, Government & Public Affairs | American Association of Airport Executives



Joel Bacon serves as Executive Vice President of Government and Public Affairs for AAAE. In his current role, Joel lead's the Association's advocacy and public affairs operations with oversight of legislative and regulatory affairs, transportation security policy, communications, press, public relations, and Airport Magazine. Joel joined AAAE in 2000 and played a key role for well more than a decade in the development and implementation of the Association's legislative program, focusing on security, budget, and appropriations issues. Prior to joining AAAE, he served as senior manager of legislative affairs with the National Business Aviation Association.

Joel began his professional career in the office of Kansas Senator Nancy Landon Kassebaum where he held positions as legislative assistant and press secretary. He also worked for the Senate Labor and Human Resources Committee during Senator Kassebaum's term as Chairman. Joel served as the first district director for then-Representative Jerry Moran, who now serves in the United States Senate. [Read more.](#)

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Mark Baker, President & CEO | Aircraft Owners and Pilots Association



Supply Hardware.

Mark Baker has been flying for more than 35 years, using airplanes for fun, commuting, and business. With more than 10,000 hours in the left seat and a commercial pilot certificate with single and multiengine land and seaplane ratings, rotorcraft rating, and type ratings in the Cessna Citation 500 and 525s, Mark's favorite plane is a Piper Super Cub he's owned for more than 25 years. Before taking the helm at AOPA, Mark had a distinguished career in top leadership positions at companies including The Home Depot, Gander Mountain, and Orchard

Steve Brown, COO | National Business Aviation Association



administrative personnel who are responsible for the day-to-day operation of the nation's airspace systems.

Steven Brown, chief operating officer for the National Business Aviation Association (NBAA), oversees all of the Association's activities relating to aircraft operations and flight department management issues, as well as the administrative, financial and human resources functions. Prior to joining NBAA on October 4, 2004, Brown served as a top official with the Federal Aviation Administration (FAA) as vice president of operations planning. Brown also has previously served as associate administrator for air traffic services, managing the 35,000 air traffic controllers, maintenance and software technicians, flight inspection pilots and

Brown is a graduate of the executive management programs at the Pennsylvania State University and the University of Virginia and is a qualified aviation accident investigator certified by the University of Southern California. He holds a bachelor's degree in business management and a master's degree in industrial education. [Read more.](#)

Pete Bunce, President & CEO | General Aviation Manufacturers Association



In April 2005, Peter (Pete) Bunce became President and CEO of GAMA, which has North American headquarters in Washington, D.C. and European/Middle East headquarters in Brussels, Belgium. He and the GAMA staff travel worldwide engaging regulators, policymakers, and elected officials to promote general aviation and advance the interests of GAMA's international membership of more than 90 airframe, avionics, engine, and component manufacturers, as well as the world's leading business aviation maintenance, repair, and overall companies.

Pete retired from the United States Air Force in March 2005, with his last assignment as the Director of the Air Force Congressional Budget and Appropriations Liaison. During his 26-year Air Force career, Pete flew F-15s and A-10s, while commanding several large operational fighter units. A Wisconsin native, Pete learned to fly as a teenager in the skies over southern Wisconsin. He entered the Air Force in 1979 as an honor graduate of the United States Air Force Academy. He received his master's degree in International Affairs from Troy University in 1988 and was an International Affairs Fellow at Harvard University in 1996-97. [Read more.](#)

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Matt Zuccaro, President & CEO | Helicopter Association International



Matt Zuccaro assumed the office of HAI President on November 1, 2005. Prior to joining HAI, he served as President of the international consulting firm Zuccaro Industries, LLC, and Zuccaro Aviation which provided commercial helicopter services.

His almost 50-year aviation career has included several field and executive level positions with corporate, commercial, airline, public and maintenance service operations. [Read more.](#)

10:00 a.m. – 12:00 p.m.

Capitol Hill Meetings | Offsite - Capitol Hill

Attendees who RSVP will have the opportunity to meet with Members of Congress and discuss critical issues impacting aviation businesses, including the FAA reauthorization and workforce challenges. [Click here to RSVP.](#)

12:15 p.m. – 1:30 p.m. | Constitution B and B Corridor

Annual Meeting and Awards Presentation Luncheon

- NATA William A. "Bill" Ong Memorial Award - Larry R. Flynn, former President, Gulfstream Aerospace
- NATA Distinguished Service Award - Randall (Randy) D. Berg, A.A.E., Partner, Aeroplex/Aerolease Group and former Director of Aviation, King County International Airport/Boeing Field
- NATA Distinguished Public Service Award - Dr. Gerald Dillingham, former U.S. Government Accountability Office (GAO) Director of Civil Aviation Issues
- 2017 Industry Excellence Awards - George Terry, VP Director of Maintenance Operations at Corporate Eagle; Juan Rivera, Airport Director at Manassas Regional Airport; Janine Schwahn, Chief Instructor at Summit Aviation; and Henry Graves, Line Technician at APP Jet Center – Manassas
- 2018 NATA AMT Employer Awards

General Session

1:45 p.m. – 2:45 p.m. | Constitution CDE

The Importance of Ethics Standards and the Consequences of Unethical Behavior to Aviation Businesses

There is a vital need for all aviation businesses to adopt and adhere to a code of ethics that enforces company values, promotes fair business practices and deters wrongdoing. The heart of NATA's mission is to empower general aviation businesses to act safely and with integrity. These attributes have historically played a key role in the success of general aviation businesses, but even a few bad actors could cast the whole industry in a negative light. Hear from a panel comprised of industry lawyers, and FBO and maintenance executives who will discuss how the benefits of adopting a code of ethics begins with your leadership and staff, then flows through your operation and out into the community. Conversely, they will also discuss how the potential consequences of unethical business practices extend to your operation and beyond.

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Moderator:

Gregory Schmidt, President and CEO | Pentastar Aviation



As President & Chief Executive Officer, Mr. Schmidt is responsible for the overall performance, strategic direction, and long-term growth of Pentastar Aviation. He also currently serves as the Chairman of the Board of Directors for the National Air Transportation Association (NATA) after having served two years as Treasurer.

Previously, he served as Pentastar's Senior Vice President & Chief Financial Officer, responsible for the company's financial affairs and the legal, risk management, IT, purchasing and contract management functions. In the decade prior to joining Pentastar Aviation, Mr. Schmidt held numerous leadership roles with Pulte Homes, Inc. During his tenure with Pulte, he served as the President of Pulte Homes of Ohio and also as Manager on the Corporate Asset Management Committee, overseeing capital investments across the U.S. Mr. Schmidt also served as the founding Secretary & Treasurer on the Board of Directors for the Center for Success Network, a non-profit organization he helped establish, which focuses on providing educational support and life-skills training to children in the cities of Pontiac and Detroit, Michigan and Marion, Indiana.

Speakers:

Gary Dempsey, Vice President Sales Americas | Jet Aviation



Gary Dempsey Gary Dempsey is retiring as Vice President of Sales Americas a position he has held the last two years. "I really enjoyed forming and leading the best aviation sales team in the industry."

Prior to this appointment, Gary Dempsey was appointed President of Jet Aviation Holdings USA, Inc., in July 2006. Based in Teterboro, New Jersey, Gary previously led the network of high-quality fueling bases, its aircraft management services, satellite line maintenance centers, air carrier charter division, South and Central American operations and the aviation staffing company Jet Professionals. Gary's first position at Jet Aviation was Senior Vice President, Aircraft Maintenance & OEM development in 2003 where he was responsible for Worldwide OEM Relations in the aircraft maintenance business.

Before joining Jet Aviation, Gary was Vice President of Service Center Operations for Gulfstream Savannah and General Dynamics Aviation Services. Prior to Gulfstream, he led top-rated FBOs and service centers for Raytheon Aviation Services and Beechcraft in the U.S. and dedicated to serving the general aviation transportation industry.

Gary holds a bachelor's degree in aviation management from Wilmington University. Additionally, Gary is an FAA licensed pilot with multi-engine and instrument ratings, and he is also an A&P technician with FAA inspection authorization. Gary was the past Chair and currently serves on the NATA Board of Directors. He is a former member of the NBAA Associate Member Advisory Council; he is a Wings Club member, and he

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supports the Boys and Girls Club of Palm Beach County, Florida. Gary was inducted into the Delaware Aviation Hall of Fame in 2015 for his contributions in the field of business aviation.

Shelley Ewalt, Partner | McBreen & Kopko



Shelley A. Ewalt is a Partner for McBreen & Kopko and is based in Princeton, NJ. Ms. Ewalt's practice focuses on aviation and airport law with a focus on business transactions and contracts, corporate matters, and regulatory compliance. She has represented clients ranging from scheduled and charter air carriers, private flight departments, FBOs, repair stations, completion centers, airport operators, terminal and concession operators, and aviation service support providers. Ms. Ewalt's work in aviation spans 25 years, ranging from operational and management to legal roles.

Ms. Ewalt frequently advises clients on airport leases, aircraft transactions, grant assurances, DOT and FAA formal and informal proceedings, licensing, regulatory requirements and compliance.

Her undergraduate degree was from the University of Illinois at Urbana-Champaign and her law degree was from The Pennsylvania State Dickinson School of Law where she was an editor on the Penn State International Law Review. She is licensed to practice law in New Jersey, Pennsylvania, and the District of Columbia. She is an active general aviation pilot with a commercial pilot's license with multi-engine and instrument ratings.

Shelley can be reached directly at 703-399-6078 or via e mail at sewalt@mklawny.com.

Steve Gade, Vice President, Marketing & New Business Development | Duncan Aviation



As Vice President of Marketing and New Business Development, Steve Gade provides leadership to Duncan Aviation's marketing and communications team as well as the aircraft sales team. He is also responsible for new business development and oversight of the domestic and international Customer Advisory Boards.

Steve started with Duncan Aviation in 1992 as Vice President. Prior to Duncan Aviation, he held positions with IBM and the Federal Bureau of Investigation.

Steve graduated from the University of Nebraska Lincoln with a Bachelors degree and is a licensed private pilot. Steve enjoys helping team members succeed and building long term customer relationships with customers, vendors and team members. Steve has served on the Board of Directors for the local independent film theater and Chairman of the National Aircraft Resale Association.

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Tim Obitts, Executive Vice President of Operations and General Counsel | National Air Transportation Association



Timothy R. Obitts serves as the Executive Vice President of Operations and Business, General Counsel, for the National Air Transportation Association (NATA). In this role Mr. Obitts oversees the day-to-day operation of NATA and also serves as its general counsel.

Prior to joining NATA in November 2014, Obitts served as the managing partner of Gammon & Grange, P.C., a national practice law firm specializing in nonprofit and communications law, and also co-chaired its litigation practice. During Obitts' 18 years at Gammon & Grange, he served as corporate counsel and general counsel for many nonprofits and trade associations, handling a wide array of issues that affect their day-to-day activities and also lobbied Capitol Hill and federal agencies.

Obitts earned a Juris Doctorate, cum laude, from California Western School of Law and a Bachelor's Degree, double major Philosophy and History, from Gordon College, where he also was named All-New England in Tennis, NAIA. Obitts is licensed to practice law in California, Colorado, the District of Columbia, and Virginia, as well as numerous federal and appellate courts, and the U.S Supreme Court. Obitts co-founded several nonprofit organizations and serves on several nonprofit boards. Obitts and his wife of 19 years, Krista, have five children, ranging in age from five to fifteen.

**Brian Proctor, Founder, President and CEO | Mente Group
Chairman | National Aircraft Resale Association**



Brian Proctor is founder, President and CEO of Mente Group, LLC, as well as the Chairman of NARA (National Aircraft Resale Association), and has been serving private aviation clients for over 17 years. Having been involved in over \$7 billion in aircraft transactions and over \$6 billion in aviation business planning, Brian's experience is sought by corporations and individuals, worldwide.

After serving for six years in the US Army as an infantry Ranger and intelligence officer, Brian left the military to pursue a career in the private sector. After working at Transamerica Corporation, Mr. Proctor served as consultant, COO and President of the world's second largest consultancy and broker/dealer. Brian serves on several industry boards, including the National Aircraft Resale Association, and is involved with the Frontiers of Flight Museum in Dallas. He holds a BA degree in International Studies in Politics and Diplomacy from the University of Richmond and an MBA from Southern Methodist University.

General Session

2:45 p.m. – 3:45 p.m. | Constitution CDE

TSA and GA Security: A Discussion with Administrator David Pekoske

Attendees will hear the new TSA Administrator's insights and perspectives on proactive safety initiatives, industry partnerships and other agency priorities.

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Speaker:

David Pekoske, Administrator | Transportation Security Administration



David Pekoske was confirmed by the U.S. Senate as the Transportation Security Administration's seventh administrator in August 2017. He leads a workforce of approximately 60,000 employees, including the Federal Air Marshal Service, and is responsible for security operations at nearly 450 airports throughout the United States and shared security for highways, railroads, ports, mass transit systems and pipelines. Under his leadership, TSA is working continuously to raise the security baseline for both aviation and surface transportation through close partnerships and alliances, and a robust homeland security network.

Before joining TSA, Pekoske was an executive in the government services industry where he led teams that provided counterterrorism, security and intelligence support services to government agencies. Most notably, Pekoske served as the 26th Vice Commandant of the U.S. Coast Guard culminating a Coast Guard career that included extensive operational and command experience. As the Vice Commandant, Pekoske was second in command, also serving as Chief Operating Officer and Component Acquisition Executive of the U.S. Coast Guard. He is a recognized expert in crisis management, strategic planning, innovation and port and maritime security.

Pekoske holds a Master of Public Administration degree from Columbia University and a Master of Business Administration degree from the Massachusetts Institute of Technology. He earned his Bachelor of Science degree in ocean engineering from the U.S. Coast Guard Academy. His awards include the Homeland Security Distinguished Service Medal, Coast Guard Distinguished Service Medal, the Meritorious Service Medal, Coast Guard Commendation and Achievement Medals.

Moderator:

Marty Hiller, President | National Air Transportation Association



Concurrent Sessions

4:00 p.m. – 4:50 p.m. | Cabin John and Arlington

The FBO Leadership Gap

Student pilot starts are down by 29% in the last 10 years alone. The average age of an FAA licensed mechanic is 51, with about 27% age 64 and above. Baby Boomers are retiring at a rate of 10,000 each day. The pilot and mechanic shortage, coupled with a wave of Baby Boomer retirements has created a perfect storm for the FBO

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community. Fewer and fewer young people are entering the aviation industry as a whole, and with seasoned veterans retiring, the knowledge gap of the next generation of FBO leaders is widening.

In this session, FBO Partners President Douglas Wilson will detail “The FBO Leadership Gap,” and discuss employee mentorship and management development with a focus on developing the next generation of General Managers.

Speaker:

Doug Wilson, President and Founder | FBO Partners



Doug Wilson is the President and Founder of FBO Partners, LLC, an aviation consulting firm to Fixed Base Operations.

Prior to forming FBO Partners, Wilson was the Director of Business Development and Marketing at Galvin Flying Services. Though his role included the management of one of the largest independent FBOs in the country, his strengths in leasing, and related contract negotiation led to managing Galvin’s then 150,000 square feet of hangars to effective capacity through both the turbulent recession and a major hangar construction project in 2012. In short, his departments comprised sales in excess of \$25M annually- some two-thirds of all revenue generated by Galvin’s total business.

Prior to joining Galvin in 2006, Wilson worked for Signature Flight Support, the world’s largest network of Fixed Base Operations. During his seven years with Signature, Mr. Wilson held various positions including Corporate Training Manager, in which he was responsible for the development, implementation and delivery of training curriculum for the company at all US and European FBO locations. He also held roles as the Operations Manager for Milwaukee, WI, Corporate Customer Relations Manager, and a Regional Service Trainer, to name a few.

Prior to joining Signature Flight Support, Wilson worked for the Williamsburg-Jamestown Airport for more than seven years- a small privately owned public use airport in Virginia. Mr. Wilson is an active pilot with airplane, seaplane, glider and helicopter ratings. In addition, he is a freelance aviation writer for various publications, and an aviation consultant to local news outlets, providing technical understanding of various aviation issues to reporters.

4:00 p.m. – 4:50 p.m. | Latrobe

The Tax Status of Aircraft Management Services

Last year’s tax reform law included language to ensure that the IRS doesn’t impose commercial transportation taxes on aircraft management services. The provisions clearly direct that services provided to aircraft owners are not subject to excise tax assessment. This panel will examine the changes in more detail, discuss possible additional guidance from the IRS, review challenges aircraft owners and lessors face, and highlight issues that remain unresolved.

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Moderator:

Jacque Rosser, Owner | Jacqueline Rosser Consulting, LLC (NATA Committee Liaison)



Jacqueline (Jacque) Rosser has extensive experience representing the general aviation industry before Congress and the federal agencies. She founded Jacqueline Rosser Consulting in 2013 to offer industry leaders her insight and analysis on regulatory issues, provide educational information to operators and serve as a liaison to government officials to ensure that concerns of aviation business are addressed.

Jacque attended Southern Illinois University at Carbondale where she obtained commercial pilot and certificated flight instructor certificates. She holds degrees in Aviation Management and Aviation Flight.

Jacque joined the National Air Transportation Association as Specialist, Government & Industry Affairs and progressed through the organization serving as Director of Regulatory Affairs until her departure and the founding of her consulting business. While with NATA she served as the primary staff liaison for the Air Charter Committee and was an integral part of the association's efforts to represent the interests of the Part 135 on-demand air charter community.

She works directly with officials of the Departments of Transportation, the Federal Aviation Administration, the Transportation Security Administration and other agencies impacting air transportation.

Jacque's substantial experience with the air charter community has led to her participation on several government and industry working groups, including committees tackling fractional ownership regulations, pilot flight, duty and rest requirements, the Part 135/Part 125 Aviation Rulemaking Committee and serving as industry co-chair of the Flightcrew Member Training Hours Requirement Review Aviation Rulemaking Committee.

Speakers:

Jorge Castro, Founder and Principal | Castro Strategies



Jorge Castro is Founder and Principal of Castro Strategies, LLC, a tax consulting and lobbying firm in Washington, DC. Jorge has a decade of high-level government experience working on domestic and international tax issues at the Internal Revenue Service (IRS) and Congress.

Until 2013, Jorge served as Counselor to the IRS Commissioner, where he was a senior advisor and collaborated with the U.S. Treasury Department on a variety of priority guidance projects. He also led the IRS's international tax efforts at the Organization for Economic Cooperation and Development (OECD).

Before the IRS, Jorge served as Senior Counsel to Senator John D. Rockefeller IV and Congresswoman Stephanie Tubbs Jones, advising them on tax policy issues before the Senate Finance Committee and the House Ways and Means Committee. In November 2008, Jorge was appointed to President Barack Obama's Presidential Transition Team, where he was a member of the Economic and International Agency Review Working Group.

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Before working in Congress, Jorge practiced tax law at a leading law firm. A native of Lima, Peru, he received his BA from The George Washington University and his JD from the University of Wisconsin Law School.

Jorge is currently an Adjunct Professor at the Catholic University Columbus School of Law, where he teaches a course in the Law and Public Policy Program.

Nel Stubbs, Vice President | Conklin & de Decker Associates, a JSSI Company



Nel Stubbs is a Vice President of Conklin & de Decker, which is one of the world's foremost leaders in aviation research, consulting and education.

Nel has been in the business aviation industry for more than thirty years. She has consulted with numerous Fortune 500 companies and high net worth individuals on aviation tax related matters at both the federal and state levels and she is considered one of the foremost tax experts in the industry. Nel also has extensive experience in the areas of tax planning, cost and financial analysis, budgeting, aircraft ownership, operating structures and tax audits.

Over the course of the last twenty-eight years, Nel has worked with the Internal Revenue Service and various state departments of revenue and taxation regarding tax issues associated with general aviation aircraft and she is also an active participant in industry related tax activities. She is a frequent speaker at seminars and industry forums and is widely published in the aviation trade press.

Nel is a member in good standing of the National Business Aviation Association's (NBAA) Tax Committee, the National Air Transportation Association's (NATA) Air Charter Committee and the Helicopter Association International's (HAI) Finance & Leasing Committee. She has also served on the NBAA Associate Membership Advisory Council, the National Aircraft Finance Association (NAFA) Board of Directors and Arizona Business Aviation Associations (AZBAA) Board of Directors where she also served as President.

Prior to joining Conklin & de Decker, Nel was with the NBAA from 1987 to 1999 where she was instrumental in developing the NBAA's tax program. She was also very instrumental in developing the NBAA's first comprehensive aircraft cost comparison program.

Nel Stubbs has a Bachelor of Arts in Mathematics from California State University, San Bernardino and a Master's in Aeronautical Science/Aircraft Operations from Embry-Riddle Aeronautical University. She currently works out of Conklin de Decker's Prescott, Arizona office.

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Concurrent Sessions

5:00 p.m. – 5:50 p.m. | Latrobe

Combating Workforce Challenges: Attract and Retain Future General Aviation Professionals

Workforce issues are affecting the bottom-line of aviation businesses and challenging the continued success of the industry. The impact of the workforce shortage will only worsen if we are not diligent in inspiring and developing new pilots, technicians and other aviation professionals. What can businesses do to encourage and empower the next generation of general aviation leaders? This panel will provide guidance on addressing workforce challenges and lead an audience discussion on hiring trends to attract and retain personnel.

5:00 p.m. – 5:50 p.m. | Cabin John and Arlington

The ROI of SMS

Return on investment is increasingly a part of the discussion of safety, and rightfully so. While making safety decisions based solely on whether they help the bottom line isn't helpful, neither is implementation of safety strategy without some means of validating effectiveness. There's a tired axiom that safety isn't a cost, it's an investment. The problem isn't that sentiment – it's that the conversation often stops there, short of any meaningful support for just how safety helps the organization. This session examines the many ways that thoughtful safety investment adds value to an organization, and participants will leave with a better sense of how to quantify the positive impact of safety on business.

Speaker:

Benjamin Goodheart, Ph.D., Managing Director | Versant



Dr. Benjamin Goodheart is the Managing Director of Versant, an international safety and risk management firm based in Colorado. Benjamin has extensive experience in aviation safety management, planning, and accident investigation. He is an ATP-rated pilot and flight instructor, and he holds a Ph.D. with a research focus on general aviation safety.

6:15 p.m. – 7:30 p.m. | Declaration AB

Networking Reception Featuring Sustainable Alternative Jet Fuel Presentation

Thursday, June 14

7:30 a.m. – 12:30 p.m. | Constitution E Foyer and Constitution Corridor C

Registration and Exhibits

7:30 a.m. – 8:00 a.m.

Breakfast Served | Constitution CDE

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General Session

8:00 a.m. – 8:55 a.m. | Constitution CDE

The Future of Environmental Responsibility in GA

Sustainability of aviation businesses, corporate social responsibility and reducing the industry's carbon footprint have been long-time priorities of our industry. Many organizations now include environmental initiatives as integral components to the future of their companies. During this session, panelists will discuss the environmental initiatives undertaken by the industry and how this responsibility blends with the other traditional business functions. The session will address also the future of sustainable alternative jet fuel and carbon offset credits.

Moderator:

Michael France, Managing Director of Safety and Training | National Air Transportation Association



Michael France joined the National Air Transportation Association (NATA) in March 2009 as the association's Director of Regulatory Affairs. In 2012, Mr. France transitioned roles within NATA to become the Director, Safety & Training. He has since moved up to the Managing Director, Safety & Training, where he oversees the association's Safety 1st programs — including the industry-leading Professional Line Service Training Program. Prior to joining NATA, Mr. France worked with Volo Aviation in Manassas, VA, as a Quality Control and Training Coordinator. During his tenure at Volo Aviation, he was responsible for training, regulatory compliance issues and fuel quality assurance issues. Mr. France studied chemistry at Ball State University, received Bachelor's degree in education from Liberty University and is currently pursuing his MBA.

Speakers:

Keith Sawyer, Manager of Alternative Fuels | Avfuel

Larry Jorash, Senior Vice President, Operations | Signature Flight Support

Jonathan Lee, Business Development Manager | Air Bp

David Newman, Vice President | World Fuel Services

Concurrent Sessions

9:00 a.m. – 9:50 a.m. | Latrobe

Maintenance Hot Topics

This session will discuss the challenges that face aircraft owners, operators and maintainers regarding the import of aircraft and aircraft conformity. The panel will also discuss the actions that the NATA Maintenance and Systems Technology Committee is taking to address inconsistencies that occur when adding aircraft to an

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operating certificate and importing aircraft. Specifically, the session will provide an update for the Part 135 operator checklist that the Committee developed in cooperation with the FAA.

Moderator:

Shelley Ewalt, Partner | McBreen & Kopko



Speakers:

Chris Poliak, SVP, Aircraft Maintenance | Executive Jet Management



Having held a variety of key roles throughout his tenure at EJM including maintenance technician, chief inspector, and vice president of maintenance, Chris currently leads the teams responsible for planning and executing all functions of aircraft maintenance and airworthiness.

He also establishes and implements safety rules and procedures to ensure full compliance with EJM's standards, the government's directives, and aircraft manufacturers' recommendations.

Chris has a degree in aviation science and technology from Vincennes University, and is a graduate of the Viterbi School of Engineering Aviation and Safety and Security program. He also has the FAA Airframe and Powerplant Inspectors Authorization and is Lean and Six Sigma Blue Belt trained.

His professional qualifications include being a member of the Gulfstream Advanced Technology Customer Advisory Team (ATCAT), Gulfstream Large Aircraft Customer Advisory Board (CAB), NATA Maintenance Committee Member, and the Ohio Aircraft Technicians Society (OATS).

Jay Kitchens, Branch Manager, Aviation Safety | Federal Aviation Administration

Prior to joining the FAA, Jay began his flying career in 1983 in Alaska. He worked as a pilot for several operators in Alaska. He also became a certificated mechanic and owned a repair shop located on Merrill Field in Anchorage. Jay spent 7 years as a helicopter pilot for the US Army serving as a Warrant officer flying the Kiowa Warrior, OH-58D. Jay joined the FAA in Alaska serving as an aviation safety inspector from 1998-2003. Since 2003, Jay has focused his career on designees first serving as an instructor training designee then writing designee policy. Currently, the Delegation Program Branch is responsible for managing, directing, and evaluating national standards, policies, and procedures relating to representatives of the Administrators (designees) for Flight Standards.

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Rolandos Lazaris, Executive Officer, Aircraft Maintenance Division | Federal Aviation Administration



Rolandos C. Lazaris joined the Federal Aviation Administration (FAA) as an aviation safety inspector at the Washington Flight Standards District Office (FSDO) in September 2000. By January 2006, he had emerged as a leader in the 40-person office, and was appointed as the assistant manager of the FSDO as well as a team supervisor. The office had oversight of aviation safety for the civil aircraft within its jurisdiction, which included the Washington (D.C.) metropolitan area in addition to nearby regions in Maryland and Virginia.

In December 2008, Mr. Lazaris was named manager of the Charlotte (N.C.) FSDO. His staff of 35 employees was dedicated to ensuring the aviation safety of civil aircraft in the FSDO's geographic area that included both Asheville Regional and Charlotte Douglas International Airport. From September 2012 to February 2013, while manager of the Charlotte FSDO, Mr. Lazaris served on a detail as branch manager of AEA-230 in New York.

In July 2013, Mr. Lazaris was named manager of the Washington FSDO, a busy district that includes Reagan National Airport, Washington Dulles International Airport, and the Washington metropolitan area.

Before his appointment as manager, Mr. Lazaris held positions at the Washington FSDO as a geographic inspector, conducting accident, incident as well as a variety of other investigations and enforcements. Mr. Lazaris served on the certificate management teams of Atlantic Coast, Independence Air, Gemini Air Cargo, World Airways, and Omega Airways.

An energetic leader, Mr. Lazaris is an FAA Academy instructor with the Flight Standards Training Division, teaching management and leadership skills to front-line and mid-level managers. He has attended the Federal Executive Institute and is recognized as a faithful champion of aviation safety.

Prior to his joining the FAA, Mr. Lazaris held a variety of positions with air carriers, corporate and general aviation operations. He has received a number of industry and FAA awards.

On June of 2016, Mr. Lazaris was named Deputy Assistant Division Manager of the Aircraft Maintenance Division in Flight Standards service in Washington DC.

In October of 2017, Mr. Lazaris was named Executive officer of the Aircraft Maintenance Division.

A holder of an FAA certificate with an Airframe and Powerplant rating, Mr. Lazaris studied statistics at the Economic School of Greece. He also holds a degree in Specialized Aviation Technology from the Pittsburgh Institute of Aeronautics.

9:00 a.m. – 9:50 a.m. | Burnham

Airport Lease Agreements – The DOs and DONTs I Wish I Knew

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How well do you know and understand your airport lease agreement? In this session Jeff Kohlman, Managing Principal with Aviation Management Consulting Group will focus on those “do’s” that each lessee must undertake to maintain lease compliance and maximize the value the lease contributes to the underlying aviation business. In addition, Jeff will cover the “don’ts” that could place the lease in non-compliance and result in termination of the lease, and also review important “I wish I knew that” points around the topics of reversion, minimum standards, lease term, and compliance with airport sponsor assurances.

Speaker:

Jeff Kohlman, Managing Principal and Co-Founder | Aviation Management Consulting Group



Jeff Kohlman, Managing Principal and co-founder of Aviation Management Consulting Group, has over 30 years of aviation, planning, development, operations, and management experience and has been promoting general aviation management excellence through the provision of trusted aviation management consulting services, support, and resources for over 25 years to aviation businesses, airports, aviation associations, and governmental agencies. He has an undergraduate degree in Aviation Business Administration with an emphasis in accounting and finance from Embry-Riddle Aeronautical University. Jeff has instructed (on a part time basis) at Metropolitan State University of Denver (Aerospace Science Department) where he taught senior-level aviation management courses. He is an instrument rated private pilot, aircraft owner, published author, and regular speaker on the aviation conference circuit.

[Concurrent Sessions](#)

10:00 a.m. – 10:50 a.m. | Burnham

Reducing Hangar Rash

10:00 a.m. – 10:50 a.m. | Latrobe

Changes to Pilot Training

Join us for a discussion about recent and upcoming dramatic changes in the Part 135 training world. Attendees will hear in depth perspectives and insights from the FAA, a Part 135 operator and Part 142 training provider.

Moderator:

John McGraw, Director of Regulatory Affairs | National Air Transportation Association

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Speakers:

Mark J. Valette, Aviation Safety Inspector, Air Transportation Division | Federal Aviation Administration



Valette is currently employed as an Aviation Safety Inspector with the FAA Flight Standards Air Transportation Division, Air Carrier Training Systems and Voluntary Safety Program Branch, AFS-280 in Washington, DC. He joined the FAA as an Aviation Safety Inspector in Albany, NY in 1998. Mark previously served as a, Geographic Inspector, Principal Operations Inspector and Training Center Program Manager while in Albany, NY.

In 2002, Valette became the Training Center Program Manager of the Albany Flight Standards District Office. In Albany his responsibilities included the Bombardier and FlightSafety 142 Training Centers in Montreal, Canada as well as the Principle Inspector for several Canadian Part 129 Foreign Air Carriers. He worked closely with headquarters during the initial deployment of HUD and Enhance Visions Systems training for Global Express at the Bombardier Training Center. In 2009, Mark transferred to the Air Carrier Training Branch and moved to the Washington, DC area with responsibilities focused on the Designee Management Systems development, Flight Deck Automation Work Group and Air Carrier Contract Training work group. In addition, Valette has had duties associated with rulemaking and training associated with Part 135 operations, as well as training conducted by Part 142 training centers.

He began flying in the 1970s in Fulton, New York. In 1989 received a Bachelor of Science in Aviation Technology in Avionics and Flight from Embry Riddle Aeronautical University. Mark has worked as an instructor pilot, CRM Program Manager, line pilot and check airman while at US Air Express and Northwest Air-link during his 6 years in industry.

Mark holds an Airline Transport Pilot Certificate, with type ratings for the Canadair Regional Jet, Global Express and Beech 1900.

Dennis Fox, Vice President, Safety | Executive Jet Management



Dennis Fox has been with Executive Jet Management (EJM) for 18 years and currently serves as Vice President, Safety. Previous positions served at EJM include 12 years as the Director of Training and 10 years concurrently as the Senior Vice President of Flight Operations. Dennis is a member of the NATA Board of Directors, a member of the NATA Air Charter Committee, and is currently the Chairman of the Air Charter Safety Foundation (ACSF). Prior to EJM, Dennis served in the US

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Army for 15 years flying Attack and Aeroscout helicopters. Dennis holds commercial, instrument, multi-engine fixed wing certifications.

Steve Hall, Director of Regulatory Affairs | FlightSafety International



Steve Hall is the Director of Regulatory Affairs at FlightSafety. His responsibilities include obtaining aviation regulatory agency approvals and to ensure they are implemented throughout FlightSafety's worldwide network of Learning Centers. This includes training programs for pilots, maintenance technicians and cabin crews who operate and support a wide variety of business, commercial, military and government aircraft.

Steve joined FlightSafety in 2014 as Assistant Director, Regulatory Affairs. His responsibilities included FAR Part 142 regulatory compliance, document approval, and the single certificate under which FlightSafety provides FAA training around the world.

Steve had 14 years of Part 142 Training Center experience prior to joining FlightSafety. Steve held a variety of positions including Head of FAR Part 61/142 Regulatory Affairs, Senior Manager of Regulatory Compliance, JAA Head of Training, Manager Advanced Programs, Instructor Development/Quality Assurance as well as a simulator and ground instructor. He previously served as a First Officer and Flight Engineer with American Airlines and as a part 141 instructor and then Part 135 Captain with Tradewinds Aviation.

Steve earned a Bachelor of Science degree in Flight Technology from Western Michigan University. He is a Certified Flight Instructor with multi-engine and instrument ratings, holds a Flight Engineer Turbo jet certificate, and is type rated in Boeing 757/767 and Cessna Citation CE-500 and CE-525S aircraft.

General Session

11:00 a.m. – 12:00 p.m. | Constitution CDE

Working with the CBP: GA Customs Requirements, Procedures and Processes

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. The session 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.

Moderator:

Megan Eisenstein, Senior Manager, Regulatory Affairs | NATA



Speaker:

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Eric Rodriguez, Program Manager, General Aviation Office of Field Operations | Customs and Border Protection



Eric Rodriguez is the CBP Program Manager for General Aviation. Eric has worked for CBP Headquarters 13 of his 19 years with CBP. For the last 9 years, he has served as the lead CBP Program Manager for General Aviation and is committed to national security, win-win solutions, and a “reasonable and responsible” partnership with industry.

Together with Dianna Sullivan, their office covers General Aviation Processing (Unscheduled Commercial Operators and Private Aircraft Pilots) for the nation. Working as policy managers for CBP field offices, ports, and officers, as well as liaisons for industry, their office has worked to implement APIS programs for commercial and private GA operators, Preclearance Operations in Shannon, Ireland, and Oranjestad, Aruba, relaxation of the APU restrictions for GA aircraft, a more reasonable approach to Overflight Exemption processing, and many other GA initiatives.

In 2014, Eric was appointed to the NBAA Order of the Silk Scarf for his “diligence, industry, and persistence in nurturing, improving, and enjoying aviation.”

In 2015, he was chosen to chair the newly formed CBP General Aviation Working Group; a group comprised of CBP and industry personnel. The group focuses on balancing the agency’s dual responsibilities of the enforcement of laws, regulations, and requirements with the facilitation of legitimate trade, and travel in a reasonable, responsible and professional manner. During calendar years 2016 and 2017, the Group has worked to increase CBP efficiency and streamline procedures for general aviation operators. The Group is working to identify best practices in outreach, training, and technology efforts and implementing “reasonable and responsible” approaches to CBP processing, regulations, requirements, and penalty case enforcement. These efforts will make our country safer and also work to facilitate the efficient processing of legitimate trade and travel.

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