



2015 Aviation Business Conference

Air Charter Summit + Aviation Business & Legislative Conference

June 15-18, 2015

Hyatt Regency Washington on Capitol Hill



Sponsored by:



Schedule of Events:

MONDAY, JUNE 15

5:00 p.m. - 6:00 p.m.

Welcome Reception (Capitol B)

TUESDAY, JUNE 16

8:00 a.m. - 8:45 a.m.

Continental Breakfast (Columbia B)

8:45 a.m. - 9:45 a.m.

CEO Industry Panel (Columbia B)

Moderator: Tom Hendricks, NATA

Speakers: Mark Baker, AOPA; Ed Bolen, NBAA; Pete Bunce, GAMA; Kevin Burke, ACI-NA; Todd Hauptli, AAAE; and Matt Zuccaro, HAI

The 2015 FAA reauthorization legislation promises to be one of the most consequential in decades. The CEO's of Washington's leading general aviation and airport association's will discuss their respective legislative "asks" and share their perspectives on how events on Capitol Hill may unfold for the balance of the year. This is an important scene-setter in advance of the NATA Congressional Fly-In.

10:30 a.m. - 11:30 a.m.

Congressional Fly-In (Capitol Visitor Center, Room HVC-200)

Attendees will meet Members of Congress and discover the direction for General Aviation in this Congressional Session.

12:00 p.m. - 1:15 p.m.

NATA's Annual Meeting and Networking Luncheon (Thornton Room)

Sponsored by Priester Aviation



1:30 p.m. - 2:20 p.m.

A Systems Approach to Aviation Emergency Preparedness (Regency C/D)

Moderator: Michael France, NATA

Speaker: Don Chupp, Fireside Partners LLC

This presentation introduces a new method of conceptualizing, developing and practicing aviation emergency response plans and preparedness. The core competencies of the industry best practices will be presented and reviewed, along with real-world examples of implementation and results. Participants will leave with a clear understanding of an effective emergency response program, and an effective road map for immediate implementation.

2:30 p.m. - 3:20 p.m.

Insider Threats - Identify, Quantify, Respond (Regency C/D)

Moderator: Michael Sundheim, NATACS

Speakers: Ron Phifer, TSA; Joe Dalton, NetJets; Bob Ruffli, Landmark Aviation; Shirley Negri, NATACS

Safety and Security are a 24/7 responsibility. Threats come from a variety of sources, but the ones that originate from within your own organization - Insider Threats - may be some of the most difficult to recognize and combat. An issue affecting aviation businesses of all sizes, insider threats involve fraud, carelessness, process breakdown, property damage, theft of valuable information or sabotage of systems (intentional or unintentional) by employees, contractors, subcontractors, former employees, vendors, data managers, etc. which are critical to the health and future of your business. Our panelists will discuss concepts and practices to identify, report, track and respond to insider threats. Takeaways from this session include a framework for developing protocol and reporting mechanisms, an understanding of how to quantify the issue and how to respond as well as best practices in handling and averting potential threats.

3:30 p.m. - 4:30 p.m.

Buying and Selling Aviation Service Businesses (Regency C/D)

Moderator: Amy Koranda, Amy B. Koranda Consulting, LLC

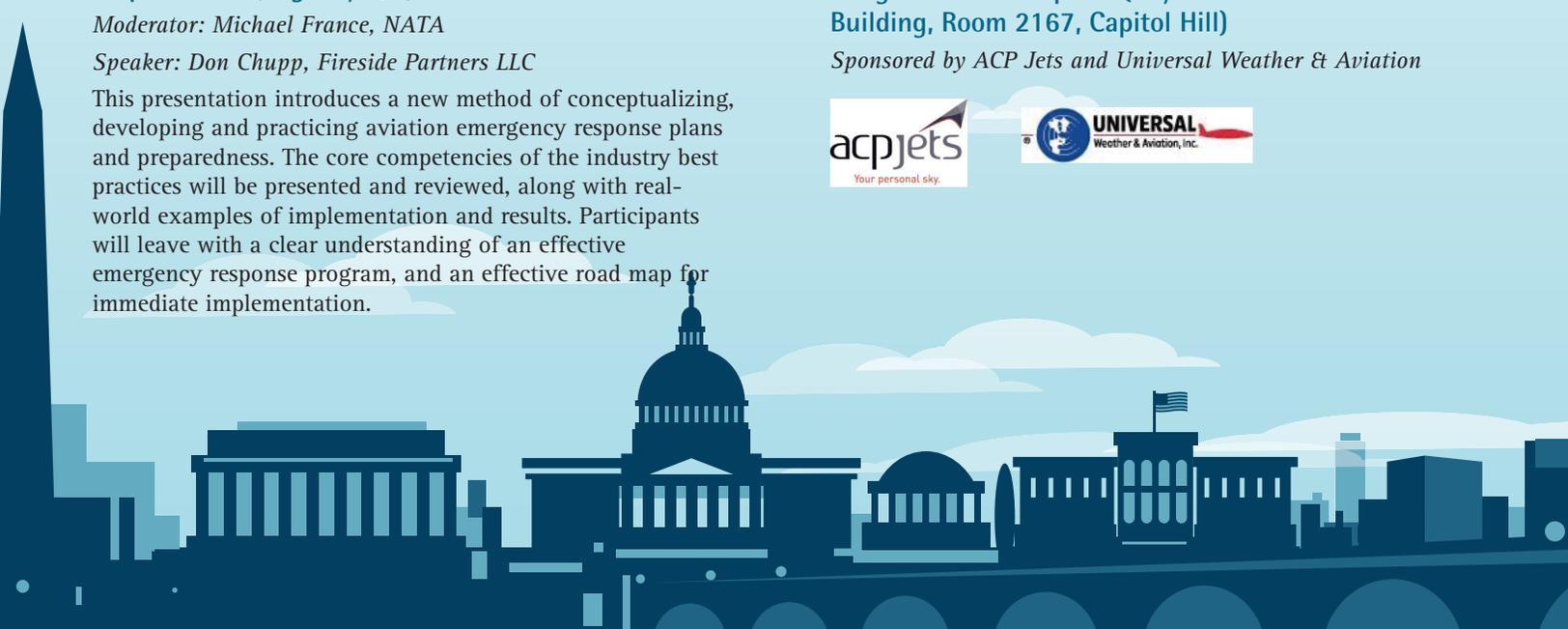
Speaker: Mark Chambers, Aviation Resource Group International

This session reviews how the industry has been reshaped over the years by shifting demand for aviation support services, FBO consolidation and emerging competition. Recent activity by buyers and sellers will be discussed, along with implications for future transactions. The valuation dynamic involving earnings, assets, growth and business value will be explained and demystified.

5:15 p.m. - 6:45 p.m. Transportation Provided

Congressional Reception (Rayburn House Office Building, Room 2167, Capitol Hill)

Sponsored by ACP Jets and Universal Weather & Aviation



WEDNESDAY, JUNE 17

8:00 a.m. - 9:00 a.m.

Continental Breakfast (Congressional A)

9:00 a.m. - 9:50 a.m.

The State of Affairs at Airports (Capitol Room)

Sponsored by Air Charter Guide

Moderator: Tom Hendricks, NATA

Speaker: Eduardo Angeles, FAA



Airports are the life blood of aviation business. Join the FAA's Associate Administrator for Airports as he discusses the challenges the agency faces in the management of its \$3.5 billion annual Federal airport grants program. Topics will include minimum standards, the agency's perspective on airport-tenant relations and what the upcoming FAA reauthorization may portend for airport investment.

10:00 a.m. - 10:50 a.m.

Improving Relationships Between Airports and Airport Businesses (Capitol Room)

Moderators: Tom Hendricks, NATA; Eduardo Angeles, FAA

Speakers: Justin Towles, AAAE; Curt Castagna, Aerolease Group; Clive Lowe, Atlantic Aviation; Scott McMahon, Morristown Municipal Airport; Jess Romo, Van Nuys Airport; Christian Sasfai, TAC Air

Good tenant landlord relations are at the heart of a successful airport. A key to that success can be airports and tenants understanding each other's perspectives on critical issues including minimum standards, leases and government competition. NATA President Tom Hendricks will lead an important discussion with panelists to probe both sides of this vital relationship.

11:00 a.m. - 11:50 a.m.

The Fractional World of Aviation (Capitol Room)

Moderator: Jacque Rosser, Jacqueline Rosser Consulting

Speakers: Chuck Suma, NetJets; David Kaufman, Wheels Up; Megan Wolf, Flight Options

The ways to access and utilize private aircraft continue to become more diverse. Gain insight from industry leaders on these changes, their vision of how the marketplace will continue to evolve and how you can position your business for the future.

12:00 p.m. - 2:00 p.m.

NATA Industry Excellence Awards Presentation Luncheon (Thornton Room)

Sponsored by Duncan Aviation



2:15 p.m. - 3:05 p.m.

CONCURRENT BUSINESS SESSIONS



Sponsored by FltPlan

Meet the Regulators - Part 135 Operations (Capitol A)

Moderator: John McGraw, NATA

Speakers: Mark Valette, FAA; Richard Prosek, FAA; Leisha Bell, FAA; Les Smith, FAA

This session provides updates on significant topics affecting our industry focusing on Part 135, Part 142, Flight Training and other regulatory and policy issues. Senior FAA officials from the Flight Standards offices will speak about current regulatory initiatives, details on the status of the industry and upcoming actions the FAA has planned that will affect your business.

Federal and State Tax Review (Capitol B)

Moderator: Bill Deere, NATA

Speakers: Jorge Castro, Castro Strategies; Nel Stubbs, Conklin & de Decker

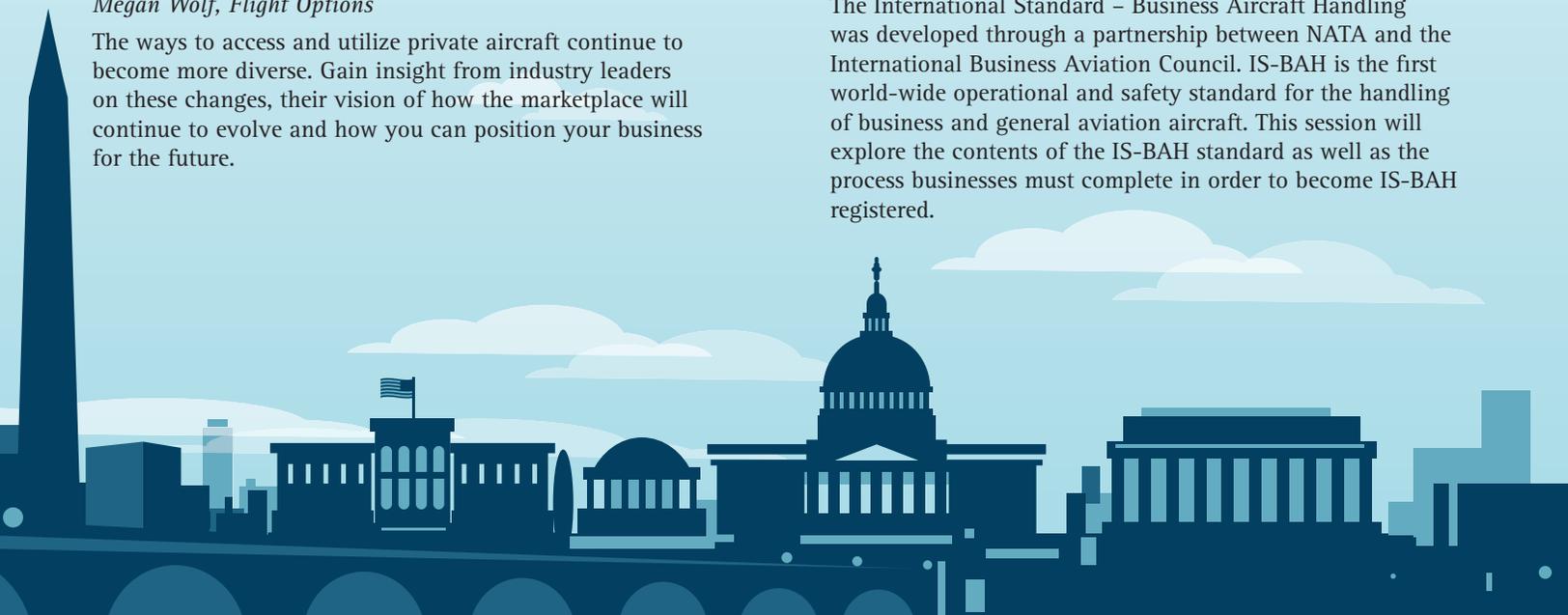
The ownership and use of aircraft generate unique tax situations that seem to constantly evolve and change. Failing to stay abreast of tax law and policy changes can lead to serious economic consequences. Hear from tax professionals about the prospects for federal tax reform, the progress to clarify the application of commercial air transportation taxes, and a review of state tax initiatives that will impact aviation businesses.

IS-BAH and Your Business (Congressional B)

Moderator: Megan Eisenstein, NATA

Speakers: Michael France, NATA; John Enticknap, Aviation Business Strategies Group and Benjamin J. Goodheart, Ph.D., AirSure Limited

The International Standard - Business Aircraft Handling was developed through a partnership between NATA and the International Business Aviation Council. IS-BAH is the first world-wide operational and safety standard for the handling of business and general aviation aircraft. This session will explore the contents of the IS-BAH standard as well as the process businesses must complete in order to become IS-BAH registered.



3:15 p.m. - 4:05 p.m.

CONCURRENT BUSINESS SESSIONS



Sponsored by FltPlan

Avoiding Employment Pitfalls: PRIA and Beyond (Capitol A)

Moderator: Tim Obitts, NATA

Speaker: Paul Lange, Law Offices of Paul A. Lange

This session covers employment issues specific to aviation businesses. Get details on the risks these issues present to your business and strategies to mitigate them.

Measuring Safety Performance: Lessons from the C-Suite (Capitol B)

Moderator: Russ Lawton, ACSF

Speaker: Benjamin J. Goodheart, Ph.D., AirSure Limited

The key to successful safety systems is that they are effectively managed, yet even in an ever-maturing industry, safety metrics are often backward-looking. This session uses case studies and interviews with senior managers and corporate executives to highlight meaningful safety performance measurements and tie them to current research. Using established and accepted business management tools as a guide, this session presents a clearer perspective on measuring and articulating safety performance across all areas of business.

Exploring the Safety 1st Digital Emergency Response System (Congressional B)

Speaker: Michael France, NATA

Is your emergency response plan still on paper? Join the NATA Safety 1st team for this interactive look at the new Safety 1st Digital ERS, a cloud-based emergency response solution that puts the information and tools you need at your fingertips during an emergency. Attendees will get a first-hand look at how the Digital ERS allows your team to respond more effectively to emergency situations.

4:15 p.m. - 5:15 p.m.

CONCURRENT BUSINESS SESSIONS



Sponsored by FltPlan

Industry Consolidation (Capitol A)

Moderator: Tom Hendricks, NATA

Speakers: John Enticknap, Aviation Business Strategies Group LLC; Jim Hopkins, Landmark Aviation; Clive Lowe, Atlantic Aviation

Aviation trade publications are seemingly replete these days with news of aviation business consolidations. What is the

scale of consolidations? Is it as widespread as it appears? NATA President Tom Hendricks discusses with aviation business leaders the motivations behind acquisitions and thoughts on best practices for those interested in preparing for possible sale or, conversely, maintaining continued independence.

Meet the Regulators: Aircraft Maintenance and Airports (Capitol B)

Moderator: John McGraw, NATA

Speakers: Steve Douglas, FAA; Randy Fiertz, FAA

This session provides updates on significant topics affecting our industry, focusing on aircraft maintenance, airports and other regulatory and policy issues. Senior FAA officials will speak about current regulatory initiatives, details on the status of the industry and upcoming actions the FAA has planned that will affect your business.

Charter Compliance Checkup (Congressional B)

Moderator: Jacque Rosser, Jacqueline Rosser Consulting

Speakers: Lindsey McFarren, McFarren Aviation Consulting; Paul Lange, The Law Offices of Paul A. Lange

This session presents some trending compliance concerns for Part 135 on-demand charter operators, discusses potential ramifications of non-compliance and provides operators with practical solutions. Topics will include: pilot training and evaluations, drug and alcohol testing requirements and Pilot Records Improvement Act requirements.

5:45 p.m. - 6:30 p.m.

Reception (Thornton Room)

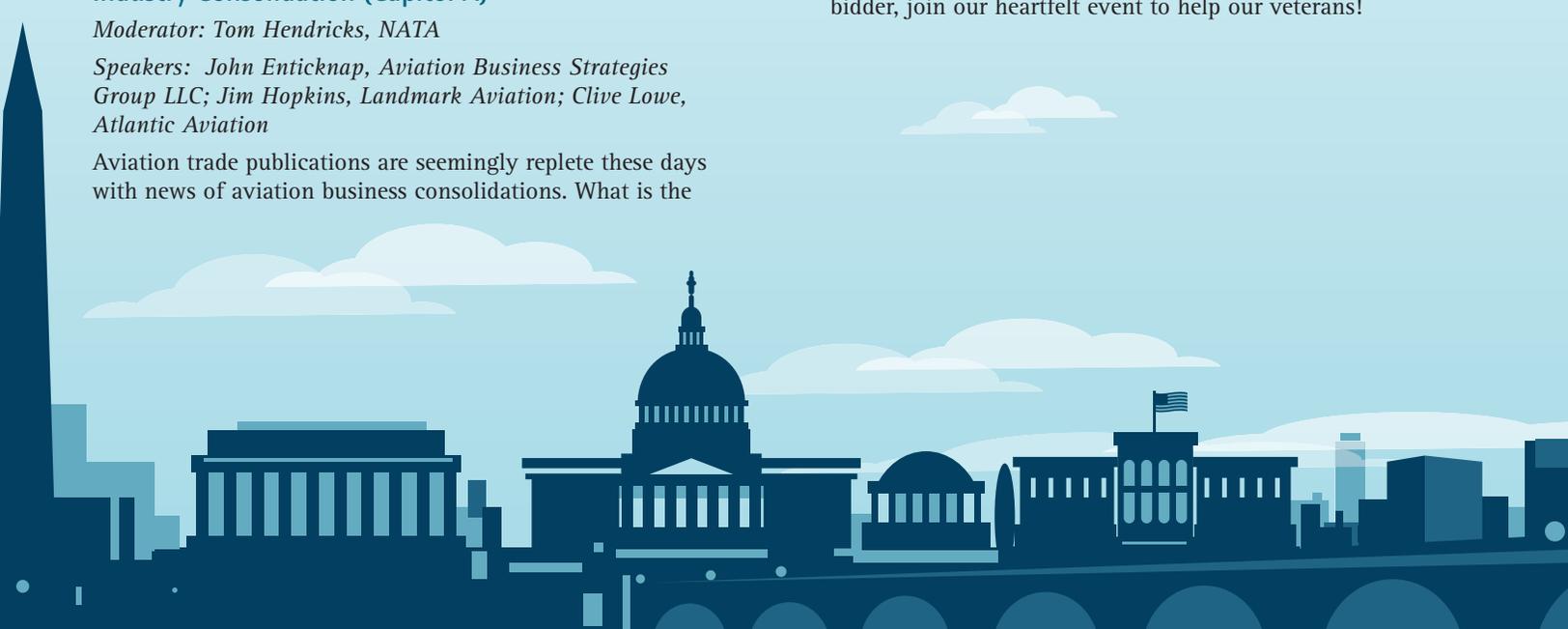
6:30 p.m. - 9:00 p.m.

Veterans Airlift Command (VAC) Fundraiser Dinner (Capitol Room)



Sponsored by Castle Aviation

NATA partners with the Veterans Airlift Command (VAC) to raise funds for the combat wounded. The VAC is a charitable organization that provides free air transportation to wounded warriors, veterans and their families for medical and other compassionate purposes. NATA will once again hold a raffle and an auction in support of the VAC. Whether you choose to participate in the raffle or come prepared to be the highest bidder, join our heartfelt event to help our veterans!



NATA thanks the following donors for supplying VAC raffle and auction items:



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NATA supports VAC:

NATA is proud to support the work of the Veterans Airlift Command to raise funds for wounded warriors.

Visit www.nata.aero/abc for more information.



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THURSDAY, JUNE 18

8:00 a.m. - 8:30 a.m.

Grab 'n Go Breakfast (Thornton Lounge)

8:30 a.m. - 9:50 a.m.

NextGen Flight Operations (Thornton Room)

Moderator: John McGraw, NATA

Speakers: Bruce DeCleene, FAA; Tim Shaver, FAA; Joe Morra, FAA

What is happening in the world of NextGen? Hear the latest from senior FAA representatives and also find out how the FAA is planning to manage the challenge of an ever increasing fleet of Unmanned Aerial Systems in the U.S. NAS.

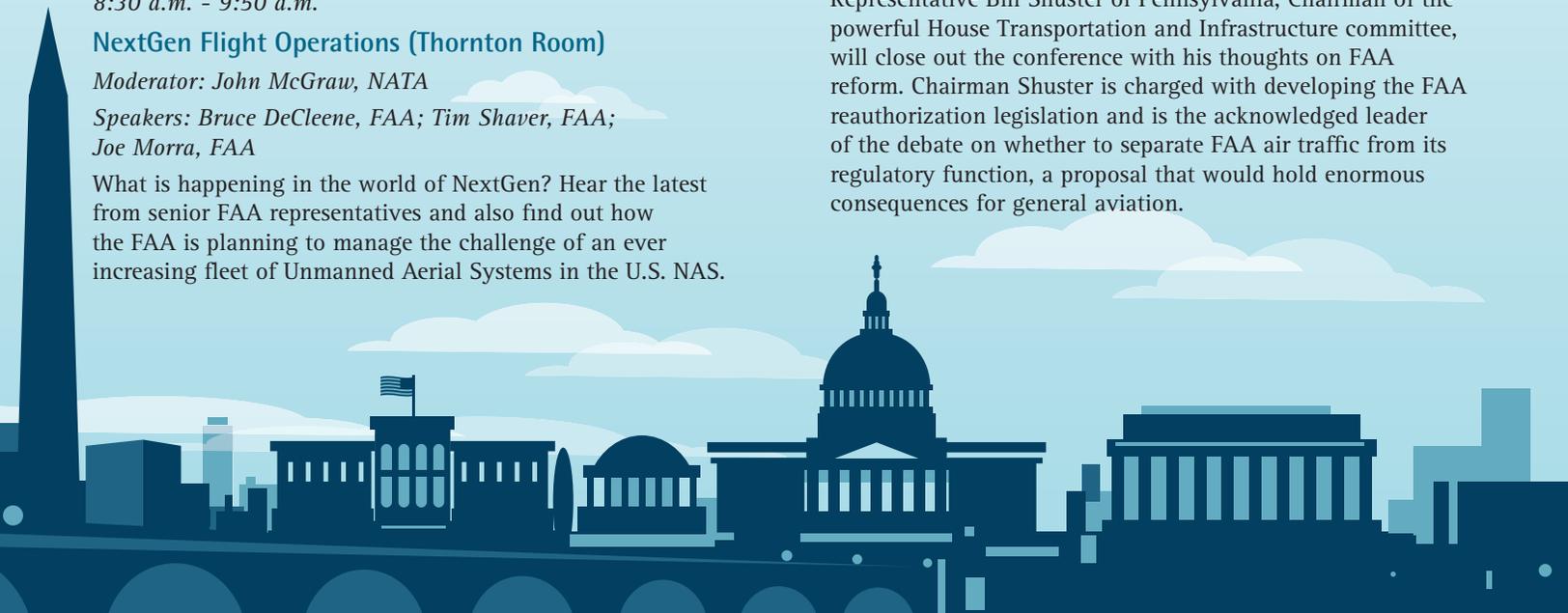
10:00 a.m. - 11:00 a.m.

FAA Reform and General Aviation (Thornton Room)

Moderator: Tom Hendricks, NATA

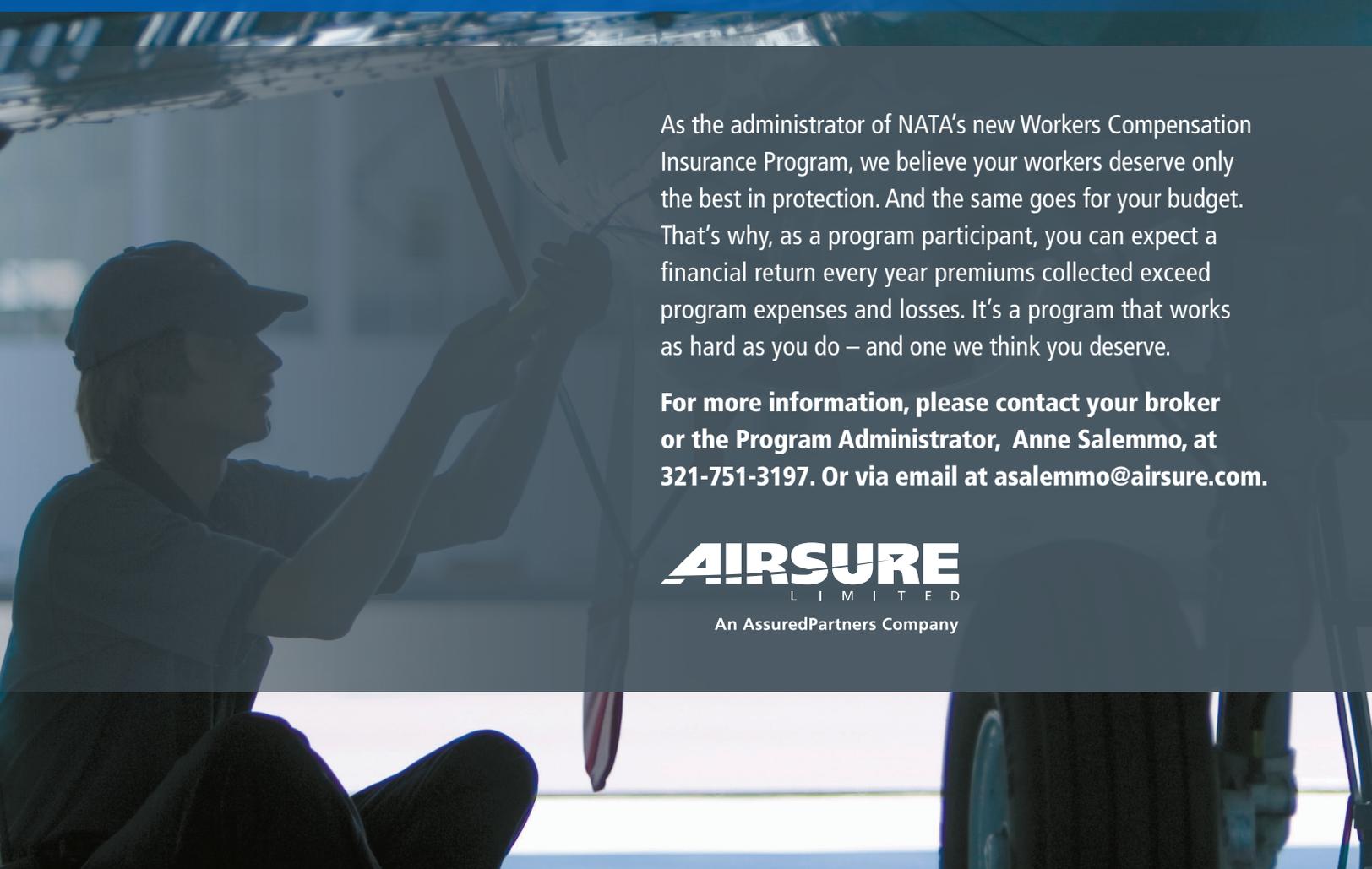
Speaker: Chairman Bill Shuster

Representative Bill Shuster of Pennsylvania, Chairman of the powerful House Transportation and Infrastructure committee, will close out the conference with his thoughts on FAA reform. Chairman Shuster is charged with developing the FAA reauthorization legislation and is the acknowledged leader of the debate on whether to separate FAA air traffic from its regulatory function, a proposal that would hold enormous consequences for general aviation.





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Aviation Information



The Voice of Aviation Business

COMMERCIAL OPERATORS TAX SEMINAR

July 14-15, 2015
Westfields Marriott
Chantilly, Virginia

*Conklin & de Decker Associates, Inc. and NATA
have come together again to offer
the ONLY tax seminar for commercial operators.*

This Seminar covers taxes that commercial operators face every day in their operations, such as Federal Excise Taxes, Fuel Taxes, Sales & Use Taxes, Personal Property Taxes, Depreciation, Income Taxes, International Fees and more.

This seminar is a must-attend for those involved with aircraft charter, whether you are an owner, operator, management company, charter broker, insurance broker, consultant or attorney.

This year's "Back to Basics Seminar" will cover the following subjects:

- Flight department company aka "illegal air charter"
- Understanding management agreements
- Overview & review of federal excise taxes
- Federal excise taxes & management companies
- DOT & IRS position on brokering of charter flights
- Understanding international fees
- Application of taxes & fees to charter quotes
- Benefits of using a management company
- Insurance
- State tax planning & state tax audits

Sponsored by:



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STATE TAX GUIDE - 2015

The State Tax Guide is a must-have reference tool for helicopter and fixed-wing aircraft operators, accountants, dealers, brokers, aviation law professionals, and others. Get the State Tax Guide and stay current on the latest taxes and fees imposed on general aviation in all fifty states as well as the sales and use taxes applicable to aircraft sales, ownership, leases, parts, and labor. The State Tax Guide provides subscribers continuous updates throughout the year by simply downloading the latest changes, as they occur, from the Conklin & de Decker website.

TAX CONSULTING/PLANNING

Take advantage of our extensive experience working with management and charter management companies on IRS Federal Excise Tax and State Tax audits. Count on us for the most comprehensive knowledge regarding aircraft taxes for both commercial and non-commercial operations. The experts at Conklin & de Decker will work with you and your owners to determine how to minimize tax exposure, while at the same time optimize your operation.



COMMERCIAL OPERATORS TAX SEMINAR

This is the only seminar designed for the commercial operator and focuses on numerous tax issues affecting aircraft charter and management companies. Learn how to survive an IRS or state tax audit in light of all the attention being given to commercial operators. Expert instructors deliver the necessary information and tools that enable aircraft operators to determine where taxes and fees apply and how to best manage tax compliance.

Join us in Chantilly, Virginia on July 14-15, 2015.



CONTACT: Nel Stubbs
928-443-8676
Nel@conklindd.com