

# 2011 Air Charter Summit

**National Air Transportation Association** 



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On-Site



Program

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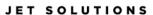
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### NATA Summit To Raise Funds For Wounded Warriors:

NATA has partnered with the Veterans Airlift Command (VAC) to raise funds for wounded warriors. 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 and VAC have established a special fund, NATA Wings for Warriors, for NATA members and friends to contribute to the organization.

Go to www.nata.aero/acs to read the NATA/VAC press release.

What can you do to help?

- Make a personal or corporate contribution to the NATA Wings for Warriors fund by visiting http://www.veteransairlift.org/m/donate.aspx?campaign=NATAWFW2011
- Share the VAC mission with fractional share owners and card program members. Ask them to donate unused flight hours to the VAC.
- Give a corporate gift of flight hours to the VAC.
- Visit the VAC display at the Air Charter Summit to learn more about the organization.



Help raise awareness of the VAC with your aircraft owner and pilot friends and colleagues.

## General Information

Marriott Westfields Washington Dulles 14750 Conference Center Drive Chantilly, VA 20151

Main Phone (703) 818-0300 Guest Fax (703) 818-3655 Checkout is by 12:00 noon.

The hotel provides shuttle service to Washington Dulles Intl. Airport (IAD) at \$25 per person one-way by BBC Transportation, located on property. Please make reservations in advance through the hotel transportation department. Cab fare is approximately \$25 one-way to IAD.

### **NATA Information Desk**

Monday: Noon – 7:00 p.m.

Tuesday: 7:30 a.m. - 6:00 p.m.

Wednesday: 7:30 a.m. - Noon

### **NATA Contact Information**

Main Phone (800) 808-NATA (6282)

Web site: www.nata.aero

Twitter: www.twitter.com/nataaero

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Diane Gleason
Director Meetings
& Conferences
dgleason@nata.aero

# Monday, June 6

Noon – 7:00 p.m. **Registration Opens** 

Delegate items sponsored by the following companies:

Badge Lanyards – McFarren Aviation Consulting Conference Banner – Avfuel Corporation

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Mouse Pads - NATA Compliance Services

Travel Mugs - Crowell & Moring

5:00 p.m. – 7:00 p.m. Welcome Reception

Sponsored by JSL Aviation Insurance, Key Air & LOFT

Location: Foyer, Main Level

# Tuesday, June 7

All sessions will be held in the ballroom

7:30 a.m. Continental Breakfast

Sponsored by Million Air-Salt Lake City

Location: Foyer, Main Level

8:00 a.m. Welcome

James K. Coyne, President

**National Air Transportation Association** 

8:15 a.m. **Keynote Address** 

Patrick Arata, Assistant Special Agent in Charge, Aviation Division, DEA

Sponsored by TWC Aviation

9:00 a.m. **Refreshment Break** 

9:15 a.m. **FAA Regulatory Review** 

Sponsored by Jet Solutions, LLC

Guest Speaker:

John Allen, Director, Flight Standards Service, FAA

At this session, you will be provided with updates on current initiatives, including flight and duty time requirements, actions to publish the Part 135 ARC proposals, safety management system implementation and much more.

10:30 a.m. Refreshment Break

Sponsored by Jackson & Wade, LLC

10:45 a.m. Most Frequently Issued FAA Part 135

**Violations** 

Sponsored by TWC Aviation

Speakers:

Joseph Conte, Office of the Chief Counsel, Enforcement Division, FAA

Paul Lange, Law Offices of Paul A. Lange

Common violations involving Part 135 operations will be addressed.

12:15 p.m. – **Networking Luncheon** 

1:30 p.m. Sponsored by Bridgeford Flying Services

1:45 p.m. Forum With The FAA Part 135 Branch

Panelists:

Timothy Beglau, Aviation Safety Inspector, Part 135 Operations Division, FAA

John S. Duncan, Manager, Air Transportation Division, Flight Standards, FAA

Steve Kane, Manager, 135 Air Carrier Operations Division, FAA

FAA staff members directly responsible for the management of Part 135 issues within the FAA will let you know about current projects that will impact your operations, provide you with the information you need, and take questions.

2:45 p.m. **Refreshment Break** 

Sponsored by ServiceElements

3:00 p.m. Bankruptcy Has Its Clawbacks

Speaker:

Ronald L. Daugherty, Esq., Salmon, Ricchezza, Singer & Turchi LLP

How can you protect your business if a customer's business fails and you're asked to give back tens of thousands of dollars? Can you fight a clawback? What are your rights during these proceedings? Find out the answers to these questions and more during this informative briefing.

3:45 p.m. **Refreshment Break** 

Sponsored by Law Offices of Paul A. Lange LLC

4:00 p.m. Twelve-Five Standard Security Program Session (TFSSP Operators Only)

TSA TFSSP Principal Security Supervisors will review the latest program updates and address operator questions.

6:00 p.m. Summit Reception

Location: Foyer of Ballroom, Main Level

7:00 p.m. Summit Dinner with
Special Guest Speaker
David Feherty, CBS Sports Broadcaster

Sponsored by the NATA
Sustaining Member Companies

David Feherty, one of the most charismatic players in golf, joined CBS Sports full time in 1997 after having

served as analyst for the CBS Television Network's coverage of several 1996 events, including the PGA Championship, Presidents Cup and Doral-Ryder Open. He serves as an on-course reporter for the majority of CBS's golf tournaments and as an analyst for the Masters and the PGA Championship. He and Gary McCord host CBS Sports' offbeat, critically acclaimed late-night highlight shows for early-round coverage of several PGA TOUR events.

Feherty is a regular contributor to GOLF Magazine with his popular "Sidespin" column. He is also *The New York Times* and Booksense bestselling author of three

books, A Nasty Bit of Rough, Somewhere in Ireland a Village Is Missing an Idiot, and David Feherty's Totally Subjective History of the Ryder Cup.

# Wednesday, June 8

7:30 a.m. Continental Breakfast

Sponsored by SkyBOOKS

8:00 a.m. Alleviating Part 135 Audit Confusion

Moderator:

James C. Christiansen, Vice President, Sales, U. S. Central Region, Hawker Beechcraft Corporation

Panelists:

Dennis Keith, President & Owner, Jet Solutions, LLC

Joseph J. Moeggenberg, President & CEO,

ARGUS International, Inc.

Brent Moldowan, Managing Director, Wyvern Ltd

As the Part 135 community becomes saturated with a variety of audits for operators, learn more about the various audit standards from industry experts and what the future holds for the on-demand air charter industry.

9:00 a.m. Refreshment Break

Sponsored by Alpha Flying, Inc. PlaneSense

9:15 a.m. **Transportation Security Administration Update** 

Speaker:

Douglas Hofsass, Deputy Assistant Administrator, Transportation Sector Network Management, TSA

The TSA representatives responsible for general aviation security, including the Twelve-Five Standard Security Program, will provide information on the latest security developments affecting the charter community, including an update on the Large Aircraft Security Program proposed rule.

10:15 a.m. Refreshment Break/Checkout

Sponsored by Air Charter Guide

10:45 a.m. Charter Broker Guidance Session

Sponsored by ExcelAire

Panelists:

Dayton Lehman, Principal Deputy Assistant General Counsel, Office of Aviation Enforcement & Proceedings, U.S. DOT

Kent S. Jackson, Partner, Jackson & Wade, LLC

Love them or hate them, brokers are part of nearly every air charter operator's business. In this session, you'll hear about recent Department of Transportation enforcement actions and possible new regulations that could impact both operators and brokers. You will also learn practical steps to take when working with brokers to help protect your business.

Noon Adjourn

# NATA Air Charter Summit Displays

### AIR CHARTER SAFETY FOUNDATION

4226 King Street, Alexandria, VA 22302 Tel # 888-723-3135

Web site: www.acsf.aero

Bryan Burns, Executive Director Direct Tel # 703-647-6401 Email: bburns@acsf.aero

Through research, collaboration and education, the Air Charter Safety Foundation advances charter and shared aircraft ownership industry standards and best practices; promulgates safety, security and service benchmarks; and promotes the universal acceptance of safety management systems.

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Fax # 703-845-0396

Web site: www.nata.aero/plst

Amy Koranda, Director of Safety and Traiining

Email: akoranda@nata.aero

Kim Letcher

Email: kletcher@nata.aero

Elizabeth Nicholson

Email: enicholson@nata.aero

Louis Soares

Email: Isoares@nata.aero

Safety practices on the ground and safety precautions in the air are uppermost in pilots' minds. NATA's online Professional Line Service Training (PLST) program sets the standard for safe fueling and ground handling training. NATA also now offers Flight Crew Briefings.

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Direct Tel # 972-314-3624

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### **VETERANS AIRLIFT COMMAND**

5775 Wayzata Blvd., Suite 700, St. Louis Park, MN 55416 Tel # 952-582-2911

Web site: www.veteransairlift.org info@veteransairlift.org

Walt Fricke, Founder

Email: walt.fricke@veteransairlift.org

The VAC provides free air transportation to wounded veterans and their families for medical and other compassionate purposes, through a national network of volunteer aircraft owners and pilots.

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# Speaker Bios

James K. Coyne
President
National Air Transportation Association



Born in Farmville, Virginia, and raised in suburban Philadelphia, James K. Coyne holds a B.S. degree from Yale and an M.B.A. from Harvard. During the 1970s he was a faculty member at the Wharton School (University of Pa.) and the CEO of a family business in Philadelphia (Coyne Chemical Company). He defeated an entrenched incumbent Congressman in 1980, and was then chosen to serve in the White

House as a Special Assistant to President Ronald Reagan and Director of the Office of Private Sector Initiatives. Since leaving the White House in 1985, he has been an author, consultant, and association executive.

The National Air Transportation Association, representing nearly 2000 large and small aviation businesses, selected James K. Coyne as its president in April 1994.

He has been the president of the American Consulting Engineers Council, founder and president of the American Tort Reform Association, founder and president of Americans to Limit Congressional Terms, and the author of two books on Congressional reform. He has also been a director of numerous private and public corporations, including the Association of Former Members of Congress.

His love for and commitment to aviation has been an important facet of his professional and private life. Two business airplanes helped him to expand his business significantly in the 1970s. He also regularly flew from Washington to Pennsylvania during his term in Congress. As NATA President, Mr. Coyne has visited over 300 FBOs and aviation service businesses across the country. He also regularly presents the viewpoint of our industry before Congressional committees, the FAA, and other federal agencies. For the past 25 years, he has been an active pilot with instrument and multi-engine ratings.

John M. Allen
Director, Flight Standards Service
Federal Aviation Administration



John Allen joined the Federal Aviation Administration in November 1991 and was appointed as the Director, Flight Standards Service in December 2008. He leads an organization of more than 4800 aviation professionals responsible for promoting the safety of Flight for civil aircraft by setting regulations and standards for air carriers, air agencies, general aviation, airmen, and

designees. Flight Standards also is responsible for the certification, inspection, surveillance, investigation, and enforcement of aviation regulations. The organization manages the aircraft and airmen official registry system.

Before his appointment as the Director, Mr. Allen served as the Deputy Director beginning in March 2003, and as Assistant Manager, Flight Standards Certification and Surveillance Division (AFS-900) at Dulles International Airport, beginning in December 1998. In his capacity as Assistant Division Manager, he assisted the Division Manager with leading 150 employees in the system safety-based certification and oversight of air carrier certificate holders. AFS-900 was responsible for the management of the Air Transportation Oversight System (ATOS), the Certification, Standardization, and Evaluation Team (CSET) and the Flight Standards Safety Analysis Information Center (FSAIC).

Prior to AFS-900, Mr. Allen served in the Advanced Qualification Program Branch (AFS-230) as an Aviation Safety Inspector (Operations). As an AQP ASI, he assisted the Certificate Management Offices (CMO) and flight training departments of Northwest Airlines, US Airways, Trans World Airways, Delta Airlines and other airlines with the initiation of "Single-Visit" training and their Advanced Qualification Programs

Mr. Allen retired as a Brigadier General from the Air Force Reserves in 2009. He held various command positions during his 31-year active duty and reserve military career, to include vice wing commander and squadron commander.

He has over 4,800 flying hours; most of it obtained as an instructor and examiner pilot on the military C-141 for 20 years and as an Air Force instructor pilot in the T-37. He has an Air Transport Pilot (ATP) certificate with ratings in the A-320 and L-300 (C-141).

Mr. Allen received his Bachelor of Science degree in computer and information sciences from the University of Florida. He also received a Master of Science degree in aeronautical technology from Arizona State University.

# Joseph Conte Office of the Chief Counsel, Enforcement Division Federal Aviation Administration



Joseph Conte is the Manager of the Operations Law Branch (AGC-220) in the Office of the Chief Counsel, Federal Aviation Administration. He's held that position since December 1992. Among other things, the attorneys in the Operations Law Branch are responsible for interpreting the operational rules in parts 91, 119, 121, 125, 135, 133, and 137 of the Federal Aviation Regulations

as well as assisting FAA technical experts to develop Notices of Proposed Rulemaking, Final Rules and Exemptions. They are also responsible for interpreting and applying several provisions of the United States Code, including provisions dealing with public aircraft operations and air carrier operations. Mr. Conte assisted the FAA's Flight Standards Service in developing the "Operational Control" operations specification for the Part 135 industry as well as FAA guidance material on operational control.

Between the autumn of 2001 and March 2005, Mr. Conte was also the Manager of the Air Traffic Law Branch. In that position, Mr. Conte was responsible for helping Air Traffic in its dealings with DOD and DHS regarding airspace security issues. He was also responsible for reviewing many of the post 9/11-related NOTAMs. Mr. Conte continues to assist the Air Traffic Organization in regard to airspace security issues.

Between September 1987 and November 1992, Mr. Conte was a staff attorney in the FAA's Enforcement Proceedings Branch. In that position, he wrote legal briefs on behalf of the agency to the NTSB and to various US courts of appeals. He also litigated 23 pilot medical cases before the NTSB. Under delegation from the Department of Justice, he's presented oral argument 12 times, including arguments before the US Court of Appeals for the DC Circuit and the US Courts of Appeals for the First, Fourth, Sixth, Ninth and Tenth Circuits.

He has participated on the DOD-led team in meetings in Omaha, Nebraska and Bergen, Norway with US allies concerning anti-proliferation efforts by the Government and the aviation industry. After the fall of the Soviet Union, he represented the FAA in meetings in Moscow, Russia to assist the Russians in developing a civil aviation authority and commercial aviation system.

Paul A. Lange LLC Law Offices of Paul A. Lange



With more than 20 years experience litigating aviation related cases through trial and appeal, Paul A. Lange focuses his practice primarily on aviation, litigation, insurance and related transactional matters. Paul remains current as a pilot. Among his more noteworthy matters, Paul obtained the equivalent of an injunction against the United States Army staying the sale of Army property

adjacent to a Connecticut airport which, if sold as contracted, would have had disastrous consequences for businesses located on the Airport. Paul

was also retained to represent a helicopter tour operator in connection with the 2009 Hudson River Midair collision.

Paul maintains a Martindale Hubbell rating of AV, the highest rating achievable. He has been widely published on a variety of aviation and insurance related legal topics and has spoken to numerous audiences nationwide and internationally on these subjects as well. Paul has also testified before the Connecticut Legislature on matters impacting aviation within the State of Connecticut. He presently serves on the National Business Aviation Association's Regulatory Issues Advisory Group and leads an industry coalition advocating for reform of the NTSB Rules of Practice in FAA Emergency Proceedings. Paul serves on the Board of Directors of the New England Air Museum and the Long Island Business Aviation Association. He is Chair of the Connecticut Business Aviation Group and is the New England Region Vice President of the NTSB Bar Association.

### **EDUCATION**

Long Island University, C.W. Post Campus, Bachelor's of Arts, Magna Cum Laude 1982

University of Bridgeport School of Law, J.D., 1986 Long Island University, C.W. Post Campus, M.B.A., 1988

John S. Duncan Manager, Air Transportation Division, Flight Standards Federal Aviation Administration

John Duncan is the manager of the FAA Flight Standards Air Transportation Division. John joined the FAA as an Aviation Safety Inspector in Cincinnati, Ohio in 1986. John served as a Principal Operations Inspector and Unit Supervisor in Cincinnati.

In 1992 John became the Manager of the Houston Flight Standards District Office. In Houston his responsibilities included the Continental Airlines and Continental Express air carrier certificates as well as a wide range of general aviation activities. John served as the Assistant Flight Standards Division Manager for the Central Region in 1997. From 1998 to 2007 John was the Alaskan Region Flight Standards Division Manager. In January, 2007 John became the manager of the General Aviation and Commercial Division moving to the Air Transportation Division Manager position in December, 2008.

John began flying in 1964 at Titusville, Florida. He worked as a flight instructor, chief pilot, chief flight instructor, corporate pilot, and air carrier pilot during his 20-year industry career. John holds an Airline Transport Pilot Certificate with commercial privileges in seaplanes and gliders, and is a Certified Flight Instructor.

# Ronald L. Daugherty, Esq. Salmon, Ricchezza, Singer & Turchi LLP

Ronald Daugherty represents clients from real estate developers to industrial manufacturers on a wide range of issues—including banking and financial services litigation, creditor's rights, product liability, securities litigation, shareholder's rights, Uniform Commercial Code matters and warranty litigation.

He handles both litigation and transactional matters including the sale and purchase of businesses, real estate and other assets, and offers special expertise in secured lending and finance issues. A strong litigator in both the jury and bench trial environment, he has achieved successful outcomes in contract disputes, unfair trade practice matters, partnership disputes in state and federal courts, and preference and fraudulent conveyance actions in the bankruptcy courts.

Prior to joining the firm, Mr. Daugherty gained seven years experience in the area of commercial litigation with two firms in Philadelphia.

James C. Christiansen
Vice President, Sales, U.S. Central Region
Hawker Beechcraft Corporation



James Christiansen currently serves as chairman of the Air Charter Safety Foundation, an organization devoted to raising safety awareness among Part 135 charter operators and the traveling public.

Some of his achievements from the late 80s to early 90s include managing a fleet of approximately 70 aircraft for

Jet Aviation Business Jets as president of the company and joining Executive Jet Aviation of Columbus, Ohio as president. He was then recruited by the Rockefeller family to be president of its aircraft management company, Wayfarer Ketch, located in White Plains, New York.

While at Wayfarer, Christiansen and his team started a new fractional aviation company called StarShares. The company was eventually sold to TAG, where a 50/50 partnership with Cessna was formed that created CitationShares. Christiansen was a member of the board of directors of CitationShares.

In 2001, Christiansen re-joined Executive Jet, now known as NetJets Inc., to undertake the project of bringing the NetJets fractional aircraft ownership product to existing corporate flight departments for supplemental lift. He was promoted to president of NetJets Aviation in January 2007.

In March 2010, Christiansen was appointed vice president of sales, Central U.S. at Hawker Beechcraft, where he manages a sales team responsible for the sale of Hawker jets in the central U.S.

Christiansen has been very active in the aviation community. In 2002, he finished his tenure as chairman of the National Air Transportation Association, a Washington-based advocacy group representing fixed base operators, air charter operators, flight schools and other general aviation businesses. He was also chairman of the Fractional Ownership Aviation Rulemaking Committee that developed the new FAR Part 91K to regulate fractional operators.

Dennis Keith President & Owner Jet Solutions, LLC



President and Owner of Jet Solutions, L.L.C., a Part 135 Air Carrier operating over 100 business jets in the charter market. Prior to Jet Solutions, Mr. Keith was with the Bombardier Aerospace Corporation's Flexjet division for seven years and served as President for five years managing a work force of more than 900 people. Prior to Flexjet he was with the Frito Lay corporate flight depart-

ment for 26 years, where he served as a pilot/mechanic, Chief Pilot, and Director before joining Bombardier Aerospace. Mr. Keith is the founder of Keith Products and co-founder of Heads up Technologies where he helped design and develop multiple aircraft systems, which were certified through the supplemental type certificate process, and then sold to the aviation market. Mr. Keith is a past member of the Board of Directors of the National Business Aviation Association (NBAA) and the NBAA Associate Member Advisory Council. Mr. Keith is the former Chairman of the National Air Transportation Association (NATA) and a member of the Board of Governors for the Air Charter Safety Foundation. Mr. Keith served in the USAF for six years, providing maintenance services for military aircraft. In addition, he has worked with the FAA in rule-making activities and has served as an expert witness in aviation litigation. He is an A&P mechanic, airline transport pilot with multiple type ratings and over 8,500 hours of flight time, and co-author of the book Federal Aviation Regulations Explained Parts 1, 21, 43, 65, 145 and 147.

# Speaker Bios

Joseph Moeggenberg President & CEO ARGUS International. Inc.



Joseph Moeggenberg has over 30 years experience in the aviation industry and is a commercial rated pilot with over 4,000 hours of flight experience. He started his career as a salesman and demo pilot for the Cessna Aircraft dealer organization. In 1977 Mr. Moeggenberg founded American Air Services which was acquired by NetJets in 1987 and renamed Executive Jet Management

(EJM). Mr. Moeggenberg remained president and CEO of EJM. In 1992 Mr. Moeggenberg assumed additional responsibilities as president of NetJets. After leaving NetJets in 1995, he went onto form a new company, ARGUS International (ARGUS). Under Mr. Moeggenberg's leadership, ARGUS is now relied upon by companies that manufacture, finance, operate, use, maintain and market business aircraft.

Brent Moldowan Managing Director Wyvern LTD.



Brent Moldowan started as a private pilot in 1992 and got involved with part 135 operations in 1994 with Mayo Aviation in Denver. He eventually held positions with Mayo as Flight Control and Charter Manager as well as VP, Operations. In 1999 he started working for TAG Aviation USA in their aircraft management program and subsequently held positions as Director, Flight Coordination

and VP, Client Services through the Sentient/Jet Direct acquisition of TAG. He has worked in a consulting role for several private equity firms raising money for aviation ventures. He started as MD of Wyvern in November, 2010 responsible for the day-to-day operations as well as the company's business development and strategic planning activities.

### **Douglas Hofsass**

### **Deputy Assistant Administrator, TSNM, TSA**

Douglas Hofsass has 15 years of experience in transportation operations and security. He began his career in private industry with United Airlines and joined TSA in 2002. Hofsass currently serves as TSA's Deputy Assistant Administrator for the Transportation Sector Network Management (TSNM) office at TSA Headquarters. He is responsible for ensuring that key transportation security information is shared with each mode, among modal partners, and with other components of TSA. He is charged with building and maintaining strong security networks and working collaboratively with industry stakeholders to develop efficient and effective security policies, programs, and practices. Hofsass previously served as TSNM's General Manager for Commercial Aviation, where he oversaw the creation of airport and airline policy, aviation security programs, and strategic planning. He was responsible for building strong security networks within the commercial aviation domain nationwide and served as TSA's principle executive liaison for airports, airlines, and commercial aviation associations.

Prior to his role as General Manager, Hofsass served as a Federal Security Director (FSD) in New York City from Jan 06 – Mar 08. His oversight included LaGuardia (LGA), Long Island (ISP), and White Plains (HPN) airports, as well as the Federalized Heliports in Manhattan. He was charged with overseeing screening operations, regulatory inspections, airport law enforcement activities, stakeholder communications, and interagency coordination. He was responsible for leading and supervising 1200 TSA personnel, including front line officers, compliance inspectors, law enforcement agents, and a large management staff.

Before going to New York in Jan 06, Hofsass was TSA's Senior Advisor for

Aviation Operations. In that position, he was responsible for advising the Assistant Administrator for Security Operations on nationwide field operations, headquarters initiatives, and program strategies. Additionally, he was charged with leading the daily senior leadership operations briefing. Hofsass served as the principle field liaison at TSA headquarters for Area Directors and FSD's. Before arriving at TSA HQ in 2004, Hofsass was part of TSA's FSD staff at Washington Dulles (IAD) as the Deputy for Screening Operations. Hofsass joined IAD TSA in 2002 and was part of the TSA Washington "Roll Out Team." Hofsass helped lead the 800-person screening workforce at IAD and was responsible for implementing the electronic baggage screening program.

### **Dayton Lehman**

Principal Deputy Assistant General Counsel, Office of Aviation Enforcement & Proceedings

**U.S. Department of Transportation** 

Dayton Lehman is a graduate of the National Law Center at George Washington University in Washington DC and has over 30 years experience with the Federal Government, all of it involving aviation economic enforcement and licensing.

With the Office of Aviation Enforcement and Proceedings, Dayton supervises a staff of 35 attorneys, transportation industry analysts, and support staff. The Enforcement Office monitors compliance with and investigates violations of DOT's aviation economic requirements, such as consumer protection, civil rights, and unauthorized operations issues involving U.S. and foreign carriers, and provides the legal review for the licensing of new airlines.

Dayton represented the Office of the Secretary on the FAA's Part 135/125 Aviation Rulemaking Committee, a government/industry committee established to recommend improvements to Parts 135 and 125. He also represented OST on the FAA's Fractional Ownership Aviation Rulemaking Committee, which provided recommendations to the FAA that culminated in the adoption of Subpart K to 14 CFR Part 91, governing fractional aviation ownership operations.

Kent S. Jackson
Partner
Jackson & Wade, LLC



Kent S. Jackson is founder and managing partner in the law firm of Jackson & Wade, L.L.C. His practice focuses on structuring aircraft transactions and a broad range of aviation regulatory advice. He assists clients in establishing appropriate operating structures for Part 91, Part 135, Part 375, Part 380 and complex hybrid operations. He has assisted clients in obtaining Part 135, Part 125 and Part

380 authority. He has represented companies and individuals in DOT, CBP and FAA enforcement proceedings and IRS excise tax audits. Jackson's clients include corporate jet owners, lessors, investment banks, manufacturers and government agencies.

Jackson is admitted to practice law in the District of Columbia, Kansas, Missouri and New York. He frequently speaks on behalf of the National Business Aviation Association, the National Air Transportation Association, Jeppesen and other aviation groups. Jackson is past Chairman of the National Business Aviation Association's Tax Committee. He was a principal participant on the FAA's Fractional Ownership Aviation Rulemaking Committee and the Part 125/135 Aviation Rulemaking Committee. Jackson is a type-rated airline transport pilot, flight instructor and repairman with flight experience in Part 91 and 135 operations. Kent Jackson received his B.A. with Distinction and Departmental Honors in English from the University of Kansas in 1985 and his J.D. from the University of Kansas in 1988.

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# **Aircraft Cost Evaluator**

The perfect tool for benchmarking variable & fixed costs, performance and specification data for more than 500 aircraft.

# Life Cycle Cost

A budgeting and financial analysis tool to understand the true cost of owning and operating an aircraft.



# Conklin & de Decker Aviation Information





The Voice of Aviation Business

# COMMERCIAL OPERATORS TAX SEMINAR

Hyatt Regency Pier 66 Ft. Lauderdale, FL

August 23-24, 2011

Conklin & de Decker Associates, Inc. and NATA have come together again to offer the <u>ONLY</u> 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, Income Taxes, International Fees and more.

A comprehensive review of the FARs and what a charter/management and management agreements should contain is included. Also covered is the impact on costs when placing an aircraft on a 135 certificate and Like Kind Exchanges.

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.

www.nata.aero/taxseminar



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