



The Voice of Aviation Business

2008 Aviation Business Roundtable



November 10-11, 2008



Dear Aviation Business Leaders:

Change. Can we stand any more?

In the past twelve months since our last Roundtable, the world's economy has been turned upside down. Some call it a crash. Others see opportunity. Whatever the future holds, our skills as business executives in a cyclical industry will be tested as never before.

In just the past ten weeks, credit markets have collapsed, equity indices have experienced unprecedented volatility, and even the most optimistic economists are forecasting a deep recession. At the same time, politicians have been wandering across the ideological landscape seemingly without any tethers to their most fundamental economic, social, and philosophical principles. Next year's legislative agenda looks more like a roll of the dice than the result of analysis, experience, or planning. And who knows how the federal government will get out of the bottomless fiscal hole into which it is digging itself? We hear talk of big tax hikes and spending freezes, but trillion-dollar deficits seem inevitable in the midst of all this political and economic chaos.

Needless to say, this is a critical time for every aviation business. Whether we're selling fuel, providing charter, managing aircraft, training pilots, servicing the airlines, or supporting operators with MRO and completion services, our business plans are changing every day. Hopefully, the discussions we have over the next two days, among ourselves and with the policy-makers, politicians, economists, and industry experts who will be our guests, will help you make the decisions your company needs to survive, perhaps even thrive, in the months ahead.

NATA knows, like each of you, that the "Wisdom of Washington" is an oxymoron. But we need to be heard in this town as new plans and policies are proposed, vetted, and enacted by the new President and Congress. That's why it's so important that you're here helping us define our industry's programs and policies for the coming year. This may be a time for change, but it is no time to be silent.

We've tried to put together a program that will get you thinking and help you create your own kind of change. I truly hope you enjoy the Roundtable and this unique opportunity for the leaders of our industry to set our collective course in these turbulent times. Through it all, one thing doesn't change: NATA is a force for effective industry leadership. We are the Voice of Aviation Business — and we aren't afraid of change.

With best regards,

James K. Coyne
President
National Air Transportation Association

2008 Aviation Business Roundtable, Washington, DC

Schedule of Events

Monday, November 10

- 12:00 Noon** **Economic Roundtable and Luncheon**
State of the American Economy
 Paul A. Volcker, Economic Advisor to President Elect Barack Obama & Former Chairman,
 U.S. Federal Reserve Board of Governors
- 2:00 p.m.** **White House Roundtable**
Aviation Security Update
- 4:00 p.m.** **FAA Leadership Roundtable**
General Aviation Regulatory Update
 Nicholas A. Sabatini, Associate Administrator, Aviation Safety, FAA
 James J. Ballough, Director, Flight Standards Service, FAA
- 6:30 p.m.** **Roundtable Reception and Dinner**
Entertainment: The Capitol Steps



Tuesday, November 11

- 7:30 a.m.** **General Aviation Forecast Roundtable and Breakfast**
2008 & Beyond
 Brian Foley, President
 Brian Foley Associates
- 8:30 a.m.** **General Aviation Industry Roundtable**
State of the General Aviation Industry
 Phil Boyer, President
 Aircraft Owners and Pilots Association
- 9:30 a.m.** **Aviation Security Roundtable**
Large Aircraft Security Rule
 Robert Rottman, Deputy Director, Transportation & Infrastructure
 U.S. Department of Homeland Security
- 10:30 a.m.** **FAA Aviation Safety Roundtable**
Reviewing The FAA's Approach to Safety
 The Hon. Edward W. Stimpson, Chairman, Flight Safety Foundation &
 Former U.S. Ambassador, ICAO
- 12:00 Noon** **Political Roundtable and Luncheon**
2008 Election Analysis
 The Hon. Jack Kemp, Founder & Chairman
 Kemp Partners

Paul A. Volcker

*Economic Advisor to President Elect Barack Obama
and Former Chairman of the U.S. Federal Reserve*



In January 2008, Paul Volcker endorsed Democratic Presidential Candidate Barack Obama for President.

October 2006, he is the current Chairman of the Board of Trustees of the influential Washington-based financial advisory body, the Group of Thirty, and is a member of the Trilateral Commission. He has had a long association with the Rockefeller family, not only with his positions at Chase Bank and the Trilateral Commission, but also through membership of the Trust Committee of Rockefeller Group, Inc. (RGI), which he joined in 1987. That entity managed, at one time, the Rockefeller Center on behalf of the numerous members of the Rockefeller clan. He currently serves as Chairman of the Board of Trustees of the International House in Manhattan, NY. He was a founding member of the Trilateral Commission.

In April 2004, the United Nations assigned Volcker to research possible corruption in the Iraqi Oil for Food program. In the report summarizing its research, Volcker criticized Kofi Annan, son of UN Secretary-General Kofi Annan, and the Swiss company Cotecna Inspection SA, Kofi's employer, for trying to conceal their relationship. He concluded in his March 2005 report that "there is no evidence that the selection of Cotecna in 1998 was subject to improper influence of the Secretary General in the bidding or selection process." However, while Volcker did not implicate the Secretary General in the selection process, he did cast serious doubt on Kofi Annan, whose "management performance...fell short of the standards that the United Nations Organization should strive to maintain." Volcker was a director of the United Nations Association of the United States of America between 2000 and 2004, prior to his being appointed to the Independent Inquiry by Kofi Annan.

Paul Volcker, a Democrat, was appointed Chairman of the Federal Reserve in August 1979 by President Jimmy Carter and reappointed in 1983 by President Ronald Reagan. Volcker's Fed is widely credited with ending the United States' stagflation crisis of the 1970s by limiting the growth of the money supply, abandoning the previous policy of targeting interest rates. Inflation, which peaked at 13.5% in 1981, was successfully lowered to 3.2% by 1983.

However, the change in policy contributed to the significant recession the U.S. economy experienced in the early 1980s, which included the highest unemployment levels since the Great Depression, and Volcker's Fed also elicited the strongest political attacks and most wide-spread protests in the history of the Federal Reserve (unlike any protests experienced since 1922), due to the effects of the high interest rates on the construction and farming sectors, culminating in indebted farmers driving their tractors onto C Street NW and blockading the Eccles Building.

In 1975, he had become a senior fellow in the Woodrow Wilson School of Public and International Affairs at Princeton University. After leaving the Federal Reserve in 1987, he became chairman of the prominent New York investment banking firm, J. Rothschild, Wolfensohn & Co., a corporate advisory and investment firm in New York, run by James D. Wolfensohn, who was later to become president of the World Bank.

From 1969 to 1974, Volcker served as under-secretary of the Treasury for international monetary affairs. He played an important role in the decisions surrounding the U.S. decision to suspend gold convertibility in 1971, which resulted in the collapse of the Bretton Woods system. In general, he acted as a moderating influence on policy, advocating the pursuit of an international solution to monetary problems. After leaving the U.S. Treasury, he became president of the Federal Reserve Bank of New York from 1975 to 1979, leaving to take up the chairmanship of the Federal Reserve in August 1979.

In 1952, he joined the staff of the Federal Reserve Bank of New York as a full-time economist. He left that position in 1957 to become a financial economist with the Chase Manhattan Bank. In 1962, he joined the U.S. Treasury Department as director of financial analysis, and in 1963 he became deputy under-secretary for monetary affairs. He returned to Chase Manhattan Bank as vice president and director of planning in 1965.

He has received honorary degrees from several educational institutions including: University of Notre Dame, Princeton University, Dartmouth College, New York University, Fairleigh Dickinson University, Bryant College, Adelphi University, Lamar University, Bates College (1989), Fairfield University (1994), Northwestern University (2004), Rensselaer Polytechnic Institute (2005), Brown University (2006), and Georgetown University (2007).

Volcker's undergraduate education was at Princeton University; he graduated in 1949. He earned his M.A. in political economy from Harvard University in 1951 and then attended the London School of Economics from 1951 to 1952 as a Rotary Foundation Ambassadorial Fellow.

Nicholas A. Sabatini

*Associate Administrator, Aviation Safety
Federal Aviation Administration*

Nicholas Sabatini is responsible for the certification, production approval, and continued airworthiness of aircraft; certification of pilots, mechanics, and others in safety-related positions. He is also responsible for certification of all operational and maintenance enterprises in domestic civil aviation; development of regulations; civil flight operations; and the certification and safety oversight of some 7,300 U.S. commercial airlines and air operators. Sabatini oversees some 6,800 employees in FAA Washington Headquarters, nine regional offices, and more than 125 field offices throughout the world. The FAA's annual aviation safety budget is over \$1 billion.

At the time of his appointment, Sabatini was director of FAA's Flight Standards Service. From 1990 until May 2001, he was manager of the Flight Standards Division for FAA's Eastern Region. From 1979 to 1990, he served in a variety of aviation operations and management positions in the agency's Eastern Region, as a principal operations inspector; aviation safety inspector; manager of the Flight Standards Division Operations Branch, and assistant manager of the Flight Standards Division. Prior to joining the FAA in 1979, Sabatini was a pilot for the U.S. Customs Service in New York. From 1958 to 1976, he was a police officer and helicopter pilot for the New York City Police Department. He served in the U.S. Army from 1956 to 1958.

Sabatini holds an airline transport pilot certificate and the following ratings: airplane multi-engine land, rotorcraft-helicopter; DC-9, CE-500, BH206, EMB110, commercial privileges, airplane single-engine land, as well as flight and ground instructor certificates. He attended the John Jay College of Criminal Justice; the Kellogg School, Northwestern University; and the Fletcher School of Law and Diplomacy, Tufts University.

Sabatini was recognized in 2002 with the Aviation Week & Space Technology magazine's Laurels Award for his vision and actions that expedited the publication of the landmark document, "Criteria for Approval of Category I and Category II Weather Minima for Approach." In 2003, the Air Transport Association's Engineering, Manufacturing and Materiel Committee awarded him its "Nuts and Bolts" award for outstanding contributions to the airline industry. In 2006, the Aircraft Electronics Association recognized Sabatini with its Industry Partnership Award. In 2007, Aviation Week & Space Technology nominated Sabatini for a Laureate Award for his leadership in FAA's Aviation Safety organization achieving ISO 9001:2000 registration. This made Aviation Safety the largest government entity to operate under a single Quality Management System. In 2007, Sabatini was elected a Fellow of the Royal Aeronautical Society.

Sabatini is a member of the Auburn University Aviation Management Advisory Board. The Board provides guidance in support of the University's aviation management program's instruction, research, and outreach.



James J. Ballough

*Director, Flight Standards Service
Federal Aviation Administration*



Jim Ballough joined the Federal Aviation Administration in August 1986 and was appointed as the Director, Flight Standards Service in December 2001. His organization of 4800 employees is 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 the Federal Aviation Regulations. In addition, the organization manages the aircraft and airmen official registry system.

Before his appointment as the Director, Ballough served as the Acting Manager, Continuous Maintenance Division, at the FAA Washington headquarters. Prior to coming to headquarters, Ballough served in Flight Standards Eastern Region positions including the Regional Division Manager, Assistant Division Manager, and Technical Branch Manager. His duties included overall responsibility for 14 field offices, 4 international offices, and 45 regional employees.

Ballough also held the position of Supervisory Principal Maintenance Inspector assigned to the Pittsburgh Flight Standards District Office and was responsible for supervising 22 aviation safety inspectors. As the Principal Maintenance Inspector, he was assigned oversight responsibilities for a major FAR part 121 air carrier. During his tenure at the Pittsburgh office, he served on a number of national committees and was an advocate of Human Factors and the role they play in aircraft maintenance.

Prior to his joining the FAA, Ballough held a variety of airworthiness positions with a major air carrier. Previously, Ballough served in the United States Army with an Honorable Discharge in 1973.

Ballough is the holder of a FAA mechanic certificate with an Airframe and Powerplant rating. He has studied at Embry-Riddle Aeronautical University, Harvard University — Kennedy School of Government, Florida Atlantic University, and the Pittsburgh Institute of Aeronautics.

Brian Foley

*President
Brian Foley Associates*



A consultancy that helps investors analyze opportunities in the business aviation sector and provides aerospace companies with marketing and management guidance. Previously, Brian Foley spent 20 years as Marketing Director at Dassault Falcon Jet, a major business jet manufacturer where he reported directly to the President and CEO.

Through his affiliation with the investment banking firm Loofbourrow, Inc., Foley also helps aviation companies find buyers or outside capital for their businesses.

Sample consulting engagements have included assisting an investor with market due diligence in the bid for Raytheon Aircraft Corporation, writing a marketing plan for an aircraft lending institution and providing the parent of an aircraft OEM with business jet market insight. He also identifies companies in the business aviation industry that are for sale or seeking outside investment, and matches them to interested investors.

Foley has participated with the National Aircraft Finance Association (NAFA), the National Aircraft Resale Association (NARA), and is a member of the National Business Aviation Association (NBAA). On the Transportation Research Board (TRB) his opinions on business jet production rates including the Very Light Jet (VLJ) market are used by the FAA for traffic forecasts. He is a regular speaker at numerous business aviation conferences, and provides updates of the business jet industry to stock analysts and investors. Foley is a full member of The Wings Club.

His career began at the Boeing Company in both engineering and marketing capacities for the commercial aircraft division. Foley holds a dual degree in mechanical and aerospace engineering from Syracuse University, as well as an MBA in Marketing from Seattle University. He is an instrument rated pilot, Series 7 Registered Securities Representative and Toastmasters International Competent Communicator.

Phil Boyer

President

Aircraft Owners and Pilots Association

Phil Boyer became president of the Aircraft Owners and Pilots Association (AOPA) on January 1, 1991, capping an outstanding career as a senior-level broadcasting executive and general aviation (GA) advocate. He is a 7,000-hour-plus, instrument- and multiengine-rated pilot who has been flying for more than 30 years, 15 as an aircraft owner.



As AOPA president, Boyer leads the largest and one of the most influential civil aviation organizations in the world. During his presidency, AOPA membership has grown by more than 33 percent — to 415,000 members — more than two thirds of all certificated pilots in the United States.

Under Boyer's leadership, AOPA played a major role in the long struggle to bring balance and reason into the unbridled tort law process that nearly killed the piston-engine aircraft industry in the 1980s. Liability suits targeted manufacturers — presumably the deepest pockets — on flimsy evidence, driving many out of business. Hence AOPA's strong advocacy, which proved vital to congressional passage, in 1994, of the General Aviation Revitalization Act. The act's 18-year statute of limitations and other provisions served to reinvigorate general aviation.

Boyer's vision and leadership placed AOPA at the forefront of another long and successful campaign. In persuading the Federal Aviation Administration that the satellite-based Global Positioning System — GPS — should be endorsed, developed, and certified for use in general aviation flight operations, AOPA helped to significantly advance the safety of GA. As a result, GPS is now a principal element in advanced air navigation. AOPA is now working on the next generation of technology, ADS-B, an approach that brings real-time weather, traffic, and terrain information into the cockpit.

AOPA demonstrates Boyer's lifelong advocacy of applied advanced technology in its state-of-the-art Web site. This 40,000-plus-page resource is a treasure trove of valuable information and services that can enable a pilot to obtain — all in real-time — complete weather information, plan a flight, and check for airspace restrictions. AOPA's Web-based TurboMedical program greatly simplifies a daunting biannual task, the pilot's medical examination, by coaching pilots through a maze of questions that, if not answered properly, could create a maze of red tape. Additionally, AOPA ePilot is a weekly newsletter that is e-mailed to 300,000 members who want to receive up-to-the-minute information on GA news, airspace restrictions, and other critical input.

After the tragedy of 9/11, Boyer helped calm and educate the GA community and general public by working with the country's GA pilots while bringing clarity and reason to the government agencies that regulate them. In the aftermath, AOPA has been the industry leader in the constant struggle to maintain open and accessible skies while recognizing the need for increased security. The landmark Airport Watch program — modeled after the successful neighborhood watch concept and developed with the TSA and FAA — is but one example of this work. The Airport Watch program, which included mailings to every pilot and most flight schools in the country, operates on a 24/7 basis to effectively increase vigilance and security at the nation's 19,000 landing facilities.

On December 15, 2003, President Bush signed the FAA's four-year reauthorization bill into law, setting spending priorities and limits for the agency. AOPA's efforts helped make the following provisions come to law: a third-party review before the TSA can revoke an airman's certificate for security reasons, offering protection to pilots from the "pilot insecurity rule"; the "Meigs Legacy" amendment that prohibits closure of an airport without sufficient notice; and more than \$14 billion for airport construction, much of that earmarked for general aviation airports. The bill also included short-term protection against privatizing air traffic control.

Boyer's management expertise, honed by over two decades in major corporate executive positions, has enabled AOPA to keep member dues at a modest \$39 per year for the past 10 years. During Boyer's tenure, AOPA has earned the distinction of being among the top 100 U.S. associations.

Before taking the left seat at AOPA, Boyer was senior vice president/Development for Capital Cities/ABC Video Enterprises, Inc., where he explored new business opportunities in communications technologies and coordinated ABC's international business activities. He also created ABC's "Wide World of Flying," a quarterly subscription-based video magazine.

During his career at ABC, Boyer held vice president and general manager positions at flagship ABC television stations WABC-TV/New York and WLS-TV/Chicago.



Robert Rottman

*Deputy Director, Transportation & Infrastructure
U.S. Department of Homeland Security*

Robert Rottman currently serves as the Deputy Director for Transportation and Infrastructure Policy in the Department of Homeland Security. He has previously served as General Manager for Charter, Air Cargo, and General Aviation, Director of Airports, and Director for General Aviation with the Transportation Security Administration. In these positions he has the responsibility for developing policy, programs and initiatives to address all aspects of security for aviation and surface modes of transportation as well as critical infrastructure protection.

Rottman has 15 years of transportation experience mainly focused in the aviation industry. During his tenure with both TSA and DHS headquarters he has been responsible for creating DHS's General Aviation presence. As such he led the development of security regimes for corporate, charter, and air taxi operators, airports, cargo operations, flight training, international flight operations, and other non-airline aviation related activities. Prior to joining DHS, Rottman worked in the aviation consulting field where he oversaw the creation of several new airlines and developed Federal Aviation Administration flight operation policies and procedures. Before this, he served as a representative with the Aircraft Owners and Pilots Association.

Rottman is a cum laude graduate of the Florida Institute of Technology. He has a B.S. in Aviation Management and is a licensed FAA pilot. He has also attended the Federal Executive Institute and is a certified member of the US government's Senior Executive Service.

The Honorable Edward W. Stimpson

*Chairman, Flight Safety Foundation &
Former U.S. Ambassador, ICAO*

Ambassador Edward W. Stimpson was appointed by President Clinton in July 1999 as the Representative of the United States of America on the Council of the International Civil Aviation Organization (ICAO) and assumed his duties there on October 18, 1999 after confirmation by the United States Senate. He retired in December, 2004.

ICAO, a specialized agency of the United Nations, is the internationally recognized forum of 188 States charged with ensuring the highest possible degree of safety, security and efficiency of international civil aviation. After 9/11, Ambassador Stimpson was highly involved in the expansion of ICAO's aviation security program. In addition to representing the United States on the 36 member Council, Ambassador Stimpson led U.S. Delegations to a number of important international meetings including three ICAO Assemblies. At the most recent Assembly in September 2004, he was elected First Vice President of the Assembly.

For 25 years, Stimpson was President of the General Aviation Manufacturers Association (GAMA), representing more than 50 companies involved in the manufacture of aircraft and component parts. During this time, he was instrumental in the passage of the General Aviation Revitalization Act, which alleviated the huge product liability costs that had depressed the industry. In 1996 he became Vice Chairman of GAMA and headed the "Be A Pilot" program, the largest effort ever undertaken to encourage more individuals to learn to fly.

Prior to joining GAMA in 1970, Stimpson served as an Assistant Administrator of Congressional Relations in the Federal Aviation Administration. He has served on numerous government and industry advisory boards. He was on the policy boards of RTCA and Co-chaired the RTCA Task Force 4 Report on Certification. He chaired NASA's Task Force on General Aviation Technology. He served on the aviation advisory board of the Mitre Corporation and the FAA Research and Development Advisory Committee.

For more than twenty years, he was on the Board of Embry Riddle Aeronautical University and served as Chairman for seven years. He played an active role in the university's growth and the international expansion of aviation education. He is a private pilot.

He has received the FAA's Extraordinary Service Award and was the 1998 recipient of the Wright Brothers Memorial Trophy, one of aviation's most prestigious awards.



The Honorable Jack Kemp

Founder and Chairman

Kemp Partners



Jack Kemp is Founder and Chairman of Kemp Partners, a strategic consulting firm which seeks to provide clients with strategic counsel, relationship development, and marketing advice in helping them accomplish business and policy objectives.

In March 2005, Kemp was asked to co-chair the Council on Foreign Relations' Russia Task Force with Senator John Edwards. He has also served on Speaker Hastert's Saving America's Cities Working Group since early 2005.

From January 1993 until July 2004, he was co-director of Empower America, a Washington, D.C.-based public policy and advocacy organization he co-founded with William Bennett and Ambassador Jeane Kirkpatrick.

In September 2001, Kemp helped form a new non-partisan, non-profit think tank, the Foundation for the Defense of Democracies to counter the terrorist propaganda efforts, and he has been writing a weekly syndicated column for the Copley News Service nationwide since February of 2000.

Kemp received the Republican Party's nomination for Vice President in August of 1996 and since then has campaigned nationally for reform of taxation, Social Security and education.

In 1995, Kemp served as chairman of the National Commission on Economic Growth and Tax Reform, which promoted major reform and simplification on our tax code in order to unleash the American entrepreneurial spirit, increase economic growth and expand access to capital for all people.

Prior to founding Empower America, Kemp served for four years as Secretary of Housing and Urban Development. He was the author of the Enterprise Zones legislation to encourage entrepreneurship and job creation in urban America and continues to advocate the expansion of home ownership among the poor through resident management and ownership of public and subsidized housing.

Before his appointment to the Cabinet, Kemp represented the Buffalo area and western New York for 18 years in the United States House of Representatives from 1971-1989. He served for seven years in the Republican Leadership as Chairman of the House Republican Conference.

Before his election to Congress in 1970, Kemp played 13 years as a professional football quarterback. He was captain of the San Diego Chargers from 1960-1962. He was also the captain of the Buffalo Bills, the team he quarterbacked to the American Football League Championship in 1964 and 1965, when he was named the league's most valuable player. He co-founded the American Football League Players Association and was five times elected president of that Association. In 2006, Kemp was named as one of the NCAA's "100 Most Influential Student-Athletes." He was also recognized by Sporting News as one of the Top 50 Quarterbacks of All Time in 2005.

2008 Aviation Business Roundtable Participants

Michael W. Delk

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Air BP Aviation Services
Salem, OR

Michael G. Mooney

Vice President
Air BP Aviation Services
Salem, OR

Barry Eccleston

President and CEO
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Herndon, VA

Dana Carr

Vice President, Director of Operations
Air Trek, Inc.
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Darren Fuller

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David Newman

Vice President
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Mark Haynes

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Joel Hirst

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Ann Arbor, MI

Craig R. Sincock

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James Haynes

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The Aviation Group
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Mark Chambers

Managing Partner
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Michael O'Keeffe

Senior Vice President
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Fort Lauderdale, FL

Michael H. Grossmann

President
Castle Aviation Inc.
Akron, OH

Gordon Vieth

Vice President, Citation Domestic Sales
Cessna Aircraft Company
Wichita, KS

Keith R. Sawyer

General Manager, General Aviation
Chevron Global Aviation
Houston, TX

Clark Earick

Senior Director of Business Development
Delta AirElite Business Jets, Inc.
Cincinnati, OH

Todd Duncan

Chairman
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Lincoln, NE

Mike Allen

Vice President, National Sales Manager
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New Bern, NC

Robert L. Stallings, III

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2008 Aviation Business Roundtable Participants

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James P. Miller

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Cleveland, OH

Thomas Miller

CEO
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Stratford, CT

Brett Greenberg

Executive Vice President
Galaxy Aviation/Boca Aviation
Boca Raton, FL

Pete Bunce

President and CEO
General Aviation Manufacturers Association
Washington, DC

David W. Dupree

CEO and Managing Editor
The Halifax Group
Washington, DC

Guy Hill, Jr.

CEO
Hill Aircraft and Leasing Corp.
Atlanta, GA

Neil Harvey

Executive Aviation Manager
Hunt & Palmer PLC
Crawley, England

Mark Van Tine

President and CEO
Jeppesen
Englewood, CO

Robert A. Seidel

Senior Vice President and General Manager
Jet Aviation Business Jets
Teterboro, NJ

Gary Dempsey

President Flight Services, The Americas
Jet Aviation Flight Services
Teterboro, NJ

Richard Van Gemert

Senior Vice President
Jet Aviation Holdings USA, Inc.
Teterboro, NJ

Dennis Keith

President
Jet Solutions, LLC
Richardson, TX

Brian Overvig

President
JetChoice
Saint Paul, MN

Daniel Kilkeary

Sales Director
L.J. Aviation
Latrobe, PA

Dan Bucaro

CEO
Landmark Aviation
Houston, TX

Ray Fitzgerald

Member, Board of Directors
Landmark Aviation
Wilmington, DE

James T. Hopkins, III

Vice President, Logistics
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Paul A. Lange

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Charles Cox
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Northern Jet Management
Grand Rapids, MI

Randall DeAngelis
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Kristie Mayle
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Richard A. Duste
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Phillips 66 Aviation – ConocoPhillips
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Tim A. Elmore
Chain Relations Manager
Phillips 66 Aviation – ConocoPhillips
Alpharetta, GA

Rod Palmer
Manager, General Aviation
Phillips 66 Aviation – ConocoPhillips
Bartlesville, OK

Keith Reneau
Director, Supply and Unbranded
Phillips 66 Aviation – ConocoPhillips
Bartlesville, OK

Greg Still
Director Branded Sales, General Aviation
Phillips 66 Aviation – ConocoPhillips
Cypress, TX

Andrew Priester
President and COO
Priester Aviation, LLC
Wheeling, IL

Charles Priester
Chairman and CEO
Priester Aviation, LLC
Wheeling, IL

Douglas Crowther
Executive Vice President and COO
Quantem FBO Services, LLC
Orlando, FL

2008 Aviation Business Roundtable Participants

George Schuler
Chairman
Red River Turbines
McKinney, TX

Scott Powell
President
Sacramento Jet Center
Sacramento, CA

Stephen W. Lee
President, North America
Signature Flight Support
Orlando, FL

Dan Capen
President
Stuart Jet Center
Stuart, FL

Reed Pigman, Jr.
President
Texas Jet, Inc.
Fort Worth, TX

Greg Arnold
President and CEO
Truman Arnold Companies
Texarkana, TX

Michael L. Sweeney
Chairman and CEO
United States Aviation Underwriters, Inc.
New York, NY

Greg Evans
Chairman of the Board
Universal Weather & Aviation, Inc.
Houston, TX

Kevin Tipton
Director, Worldwide Marketing
Universal Weather & Aviation, Inc.
Houston, TX

Ralph Vasami
President and CEO
Universal Weather & Aviation, Inc.
Houston, TX

Thom W. Harrow
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Volo Aviation, LLC
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Jeanette Quay
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NATA Staff

James K. Coyne
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Alan Darrow
Vice President and CFO

Eric R. Byer
Vice President of Government and Industry Affairs

Kristen Moore
Director, Legislative Affairs

Russ Lawton
Director, Safety and Security

Amy Koranda
Director, Safety Management

Diane Gleason
Director, Meetings and Conventions

Deborah Gabriel
Executive Assistant, Vice President

Rebecca Mulholland
Executive Assistant, President

2009 Aviation Issues

Large Aircraft Security Program

The Transportation Security Administration (TSA) released a Notice of Proposed Rulemaking (NPRM) that will, for the first time, impose security program requirements on privately owned and operated aircraft. The Large Aircraft Security Program (LASP) NPRM seeks to require security actions, including a formal security program, for any aircraft with a maximum takeoff weight of more than 12,500 pounds. The program requirements will apply regardless of whether the aircraft is owner-piloted, piloted by professional crew, operated by an individual or corporation, or part of a fractionally-managed fleet. The NPRM states that affected aircraft owners will need to complete background checks for all pilots (includes FBI criminal records check and a Security Threat Assessment); submit passenger name information for comparison to terrorist watch lists for all flights; submit to a biannual compliance audit (at the owner's expense); and implement the LASP (to be provided by the TSA).

FAA Reauthorization

The Federal Aviation Administration (FAA) is operating under its fourth short-term extension since the Vision 100 authorization law expired one year ago. The current six-month extension of the FAA spending authority and the taxes that finance the Airport and Airway Trust Fund expires on March 31, 2009. The short-term extension included \$1.95 billion in contract authority, which will enable airports to move forward with important safety and capacity projects. With the upcoming changes to a new presidential administration and a new administrator of the FAA, it is unclear whether significant changes will be made to FAA Reauthorization legislation in March 2009. NATA remains committed to ensuring that user fees aren't included in the legislation and that key provisions such as repealing the fuel fraud provision remain.

FAA Standardization

Varying interpretation of FAA regulations is one of the biggest burdens confronting the general aviation industry. The agency's Regional, Aircraft Certification and Flight Standards District Offices each issue approvals on a wide range of maintenance and operational requests made by regulated entities, including Part 135 on-demand charter operators, Part 145 repair stations, and Part 161 and 41 flight training facilities. These varying interpretations of how to achieve or demonstrate compliance with FAA regulations are estimated to cost general aviation businesses hundreds of millions of dollars annually when previously approved actions are subject to "re-interpretation." Inconsistent interpretations also demonstrate a shortcoming in the FAA's ability to coordinate its workforce and ensure that the decision-making abilities vested in inspectors are respected across all divisions of the agency, impairing efforts to achieve a uniform safety standard nationwide. NATA surveyed its membership and found that 89% of aviation businesses have suffered due to inconsistent regulations, in the following areas: aircraft (30%), operations (35%) and approval of manuals (35%). Additionally, 81% stated that lack of standardization is the result of FAA's reluctance to accept prior approval. The report showed that 7% of NATA members waited at least 30 days to resolve a discrepancy with an FAA regional office; 20% 30-60 days; 19% 61-120 days and 51% 121 days or longer. Based on a request by NATA, Congress asked that the Government Accountability Office conduct a thorough review of how inconsistent regulatory interpretations are costing the FAA and the aviation industry hundreds of millions of dollars in resources and raising serious concerns about unified safety standards.

Expediting Employee Access Badges at Commercial Airports

Airline services providers continue to encounter inefficiencies for airport employees seeking to obtain proper identification and clearance for access to the secure area of commercial airports. Eliminating the bureaucracy and redundancy when applying for and obtaining identification cards is vital to airline services providers. There is no process in place that allows employees approved at one airport to access secure areas at another airport, which is costly in terms of time and money for both the service provider and the airport. It is imperative that the TSA implement a comprehensive, national policy governing the screening and credentialing of airport employees to complement these initiatives. A streamlined process for screening and badging airport employees will benefit all stakeholders in the aviation industry, and will ultimately move us closer to our goal of a seamless airport security operation.

Spill Prevention Control and Countermeasures (SPCC) Compliance

NATA encourages its member companies to meet proper environmental compliance standards, including a Spill Prevention Control and Countermeasure (SPCC) plan. An SPCC program was established to assist fixed base operations in complying with Environmental Protection Agency (EPA) rules for aboveground tank systems (ASTs) and oil pollution prevention. Each facility that owns or operates ASTs (including refueling trucks) that contain an aggregate storage capacity of 1,320 gallons or higher must prepare a SPCC Plan. The plan includes requirements for secondary containment, loading/unloading of fuel and oil, discharge of accumulated rainwater, inspections, training, updates to the plan, and other miscellaneous items. The purpose of the EPA's SPCC Rule is to prevent spills of fuel and oil into the navigable waters of the United States. The regulations are in place to encourage facilities to build structures and perform actions that will prevent spills from occurring. If a spill occurs, systems are required to contain the spill such as secondary containment systems and, thus, prevent potential spills from advancing into the navigable waters.



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