



**5<sup>th</sup> USCAS**

# **US Corporate Aviation Summit**

Thursday 29th June 2017

Washington, DC, USA

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## USCAS AGENDA

USCAS Chairman: Mike Chase, Principal, Chase & Associates

8.30 Registration & Networking Coffee

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9.00 Welcome Remarks

*Panagiotis Panagopoulos, CEO & Founder, Aeropodium*

*Mike Chase, Principal, Chase & Associates*

9.10 **OPENING ADDRESS**

**ATC Privatization**

*David Heffernan, Member, Cozen O'Connor*

### SESSION I

9.30 **The impact of government policy on business aviation**

*Jack Olcott, Editorial Director, AvBuyer*

10.00 **The per seat on demand market in the US: The operator's perspective**

*William Herp, CEO, Linear Air*

10.30 **A vision for the future of air taxis in the US**

*Ben Hamilton, CEO, ImagineAir*

11.00 Networking Coffee Break

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### SESSION II

11.20 **Aircraft management and maintenance: How to achieve cost-efficiency, safety and profitability**

*Don Haloburdo, Vice President and General Manager, Jet Aviation*

11.50 **International transactions and corporate aircraft sales**

*Jay Faria, President and Commercial Director, Airtrade Aviation*

12.20 **Benefits of fractional ownership and jet cards**

*Thomas Chapman, Senior VP Corporate Aircraft, C&L Aerospace*

12.50 **Corporate aircraft taxation and accounting**

*Glenn J. Hediger, President, Aviation Financial Consulting*

13.20 Networking Lunch

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### SESSION III

**14.20 Converting business aircraft to a higher economic use**

*E. Terry Jaramillo, President & CEO, vonJet Aviation Group*

**14.50 Current market drivers affecting aircraft values**

*Anthony Kioussis, President, Asset Insight*

**15.20 Insurance for business aviation: Enjoy today but prepare for tomorrow**

*Don Kenny, Senior Vice President, Falcon Insurance Agency*

15.50 Networking Coffee Break

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### SESSION IV

**16.10 Advanced technology and the future of business aviation**

*Ken Elliott, Technical Director - Avionics, Jetcraft*

**16.40 MRO IT systems: Meeting the requirements of Corporate Aviation**

*Nick Godwin, Managing Director, Commsoft*

**17.10 Business aircraft repossession: Is your invoice overdue?**

*Claire Sandbrook, CEO, Shergroup*

17.40 Concluding Remarks and End of USCAS 2017

## SPEAKERS

### **Mike Chase, Principal, Chase & Associates**

Over thirty years with extensive global managerial experiences in marketing/sales, operations, and finance working in several distinct sectors of the aerospace industry - corporate, commercial, airline, and supplier. Currently he is the founder and president of Chase and Associates, an aerospace consulting firm headquartered in Dallas, Texas that specializes in industry product and market research primarily in the General Aviation sector. Additionally, for the past four years he has written over 50 business aircraft articles, one of which is the feature monthly industry article for the World Aircraft Sales magazine (U.K. based) on Aircraft Comparative Analysis.

As the Vice President of Sales and Marketing for DPI Labs Inc., a small private company supplier of aircraft cabin management and in-flight entertainment products, my responsibilities included worldwide sales, quoting, contracts, repair goods, customer relations, and all marketing activities. Customers include OEM's such as Boeing, Gulfstream, and Bombardier plus aircraft completion and modification centers worldwide. As the Director Market Research for Gulfstream Aerospace, he led the market

research staff in sales research, product research that included feasibility and viability studies for market expansion, competitive intelligence, various industry surveys, forecasts, and market outlook studies. As the Director Marketing/Sales for a new startup venture, Scheduling Systems Incorporated, he sold state-of-the-art airline scheduling software to the airline industry. As a Senior Manager, Market Analysis and Planning at McDonnell Douglas Corporation, he managed a team of over 15 market development analysts and traveled extensively throughout North America, Europe, the Middle East/Africa, Pacific/Asia and China to present marketing, fleet planning, and industry analysis studies to 50+ of the world's largest airlines over a ten year period that included 4 around-the-world trips. His finance experience came while at Western Airlines where he was Manager, General Accounting – Corporate Statistics for over five years with responsibilities for gathering and reporting externally and internally passenger and cargo traffic to the various regulatory agencies. He is an accomplished industry spokesperson at numerous industry conferences – Air Transportation Research International Forum (ATRIF), FAA/Transportation Research Board (TRB) subcommittee on Business Aviation, SpeedNews, and IATA. He possesses a Bachelor of Arts in Business Administration with a major in Transportation Economics from the University of Washington. He was a Guest Lecturer for four years at Massachusetts Institute of Technology (MIT) in a graduate course on Airline Management Issues and Industry Analysis. He attended the prestigious Royal Aeronautical Society Air Transport Course at Oxford University, Oxford, England. He is a current member of the executive committee of the TRB which oversees regional and business jets as well as helicopters. He regularly attends the meetings of the subcommittee on Business Aviation in Washington D.C. and was a previous member of the Pacific Asia Travel Association (PATA) research board.

#### **Ken Elliott, Technical Director - Avionics, Jetcraft**

An employee of Jetcraft Corporation, Ken has over 40 years of experience in avionics and related fields. Expanding upon that he has assembled several reports on international and domestic operational needs for business aircraft in support of Jetcraft's core business of aircraft trading.

Beginning in 1967 Ken joined the Royal Navy Fleet Air Arm, continuing with aviation in the Middle East, Oxford UK, Nairobi and Johannesburg, Africa, arriving in Ohio 1990 and finally ending up with Jetcraft. Based in Augusta GA, he supports Jetcraft in a number of areas and primarily manages a program for Enhanced Flight Vision Systems.

Since 2010 Ken has been active on the RTCA NextGen Advisory Council subcommittee eventually leading a 40 member task group. This group provided a final report in September on recommendations for monitoring fuel use in the National Airspace. He is an active member of the NBAA, AEA and other trade organizations, while writing avionics and operations articles for trade publications such as World Aircraft Sales. Other current activity he undertakes is chair of the SAE G20 on airport approach lighting, involvement with RTCA SC213 low visibility operations and the development of Jetcraft Range Maps, a public and internal complex range map tool with winds for use on many models of business jet.

Ken has a passion for aviation and particularly new technology. He believes in sharing knowledge and promotes information transfer through articles, presentations and serving on various aviation committees.

#### **Jay Faria, President and Commercial Director, Airtrade Aviation**

Juarez (Jay) Faria holds a Bachelor's Degree in Aeronautical Engineering and has completed several courses in aviation management and business administration. A short career as a college professor also led him to become a contributor writer for articles published by major aviation magazines.

He started his career at Embraer and later became the General Manager for Lider Aviação in Brazil, one of the largest air-charter companies in the world.

In 1991 he created Airtrade Aviation Corp, a Delaware-based company. Jay wears many hats at Airtrade from negotiator to inspector to strategist to chief-mechanic as a practitioner of the craft of aircraft acquisitions. In this endeavour, he has travelled to more than 50 countries in search of higher-value aircraft purchases on behalf of his world-wide clients. Jay has successfully completed the purchase and sale of over 200 hundred aircraft.

He is married to Andrea Faria, and they have a daughter and a son, Taciana and Arthur. Jay is an avid reader and an aircraft and helicopter pilot.



### **Nick Godwin, Managing Director, Commsoft**

Nick Godwin graduated from Southampton University with a degree in Mechanical Engineering. His career started in 1980 with British Aerospace, where he worked for 23 years. During these years, Nick was heavily involved in leading the worldwide marketing of BAE Systems Regional Aircraft products and services, including the Jetstream and ATP families of turboprop aircraft and the Avro RJ/BAe146 jet airliners.

Nick was part of the team that helped create Aero International Regional (AI(R)), a Joint Venture with the Franco-Italian turboprop airliner manufacturer, ATR based in Toulouse. Nick also served for 9 years as an elected Board Member of the European Regions Airline Association. In 2004 Nick became Marketing Director at Civil Aviation for Data Systems and Solutions ("DS&S"), a subsidiary of Rolls Royce.

Nick joined Commsoft as Business Development Director in May 2008 and was responsible for winning new customer business, growing the existing customer base and securing relationships. In November 2011, Nick was appointed Managing Director of Commsoft.

### **Don Haloburdo, Vice President and General Manager, Jet Aviation**

Don Haloburdo, 34-year aviation veteran and former U.S. Naval Aviator, was appointed vice president and general manager of Jet Aviation's U.S. aircraft management and charter services in 2011. Prior to his current role, Haloburdo held various managerial positions within the organization serving as Gulfstream captain, chief pilot and vice president of flight operations.

Haloburdo has more than 7,100 hours of flight time and has flown more than 2,000 incident/accident free hours as captain in Gulfstream aircraft. He holds a Bachelor of Science in Aerospace Engineering from Boston University and serves on the National Air Transportation Association Air Charter Committee.

Under Haloburdo's leadership, a team of close to 600 employees helped him significantly grow Jet Aviation's U.S. aircraft management and charter fleet from 71 to 150 aircraft over the past 6 years.

### **William Herp, CEO, Linear Air**

Bill Herp is a serial entrepreneur and founder of three uniquely different startups during his career. He is currently founder and CEO of Linear Air, a company on a mission to revolutionize private air travel by making affordable air taxi service a reality.

Bill Herp founded Linear Air in 2004, spurred on by his passion for aviation as a private pilot. Initially conceived as an air charter business that would leverage a new class of low-cost "very light jets" (VLJs), his goal was to create a more affordable alternative for regional private jet travel. Along the way, the VLJ manufacturing model failed, and Bill was forced to re-invent his business. He re-launched Linear Air as the first "air taxi" marketplace, connecting small charter airplane operators throughout the U.S., Canada, and the Caribbean with regional travelers and giving them direct access to thousands of airports throughout North America. Now, in partnership with internet travel search sites such as Kayak and Hipmunk, Linear Air is making affordable private air travel a reality for more people than ever before. In addition to leading the business side of Linear Air, Bill continues to feed his flying passion as an ATP certificated pilot.

Bill received a BA from the University of Notre Dame and an MBA from Harvard Business School.

### **Don Kenny, Senior Vice President, Falcon Insurance Agency**

Mr. Kenny is a senior specialist in the field of Aviation & Aerospace Insurance.

His long aviation insurance career began with 15 years as an aviation underwriter for a major US insurance company followed by 20 years as an aviation insurance broker.

His responsibilities have spanned negotiating the successful retrieval/repair of the Westar IV satellite by shuttle astronauts in November 1984 to serving major international clients such as Aviall, American Airlines, US Air, El Al, Falcon Jet, General Dynamics, Gulfstream Aerospace, Israeli Aircraft Industries, Mc Donnell Douglas, Northrop Grumman and TIMCO. He has also served major aviation financial institutions such as Babcock & Brown, BCI and Aurora Aviation Services.

Presently Don is employed by Falcon Insurance, arguably the largest Aviation-Only insurance brokerage firm in the US.



He has authored a number of papers impacting the aviation insurance sector and has been called upon by the US Congress and the Central Intelligence Agency to provide expert testimony dealing with aerospace insurance.

He holds a Bachelor of Science degree from La Salle University, Philadelphia, PA. He is an avid chess player and sport car enthusiast. He resides in Toms River, NJ with his wife Rita.

#### **Anthony Kioussis, President, Asset Insight**

Mr. Anthony (“Tony”) Kioussis is President of Asset Insight, Inc. The company has developed a proprietary Asset Grading System Process (Patent Pending) that provides a uniform methodology for evaluating and grading an aircraft’s maintenance condition.

Prior to Asset Insight, he served as VP, Strategic Marketing with GE Capital’s Corporate Aircraft Finance group, joining GE after serving as VP – Aircraft Sales for Jet Aviation Business Jets, Inc.

Following a ten-year tenure with British Aerospace, Inc., where he became VP – Sales, for JSX Capital, the company’s aircraft remarketing subsidiary, Tony founded The K Group, Ltd., providing Marketing, Sales, and Financial Services consulting to companies headquartered in the Americas and Europe.

He later joined Jet Support Services, Inc., as Sales Director – Airframe Programs, and developed “Tip-to-Tail”, JSSI’s Airframe Hourly Cost Maintenance Program.

Tony is a published author and active industry association member, serving as Board Secretary for the National Aircraft Finance Association (NAFA); Vice Chairman on the Associate Member Board of the National Aircraft Resale Association (NARA); and, as a Member of the Transportation Research Board’s (TRB) Business Aviation Subcommittee.

He holds a Bachelor of Science Degree from Florida Institute of Technology’s College of Aeronautics, has completed graduate studies at New York’s Pace University toward a MBA in Finance, and is a licensed pilot.

#### **Jack Olcott, Editorial Director, AvBuyer**

Educated as an Aeronautical Engineer and businessman, John W. (Jack) Olcott earned BSE and MSE degrees from Princeton University and an MBA from Rutgers. His flying credentials include an Airline Transport Pilot (ALTP) certificate, four type ratings in turbine equipment, and about 8,500 total flight hours. Early in his career Olcott was employed as an aero engineer specializing in the handling qualities of general aviation aircraft. While retaining his involvement in engineering through his chairmanship of several National Aeronautics and Space Administration (NASA) advisory committees related to General and Business Aviation, he transitioned to aviation journalism with FLYING and eventually with Business & Commercial Aviation (B/CA) magazines, serving the latter publication initially as Editor and eventually as Editorial Director and Publisher. From B/CA he was recruited to be President of the National Business Aviation Association (NBAA), a position he held for nearly a dozen years. Upon retiring from NBAA, Olcott formed General Aero Company where he continues to advocate the advantage of Business Aviation as an essential enabler of economic development and job growth.

#### **Claire Sandbrook, CEO, Shergroup**

Claire Sandbrook is a practising UK attorney of 26 years. She has been involved with the enforcement of court judgments all her working life which extends to 35 years in and around enforcement professionals.

She began work for Burchell & Ruston (the 6th oldest recorded law firm in London) in 1980 and progressed to partner by 1989 having completed her professional training with the support of her mentor, Alastair Black, CBE, DL who was the Under Sheriff of London.

Under his wing, she learnt the strategies and procedures which have made her corporate group one of the leading enforcement teams in the UK.

On Alastair's desk was a model aircraft which he had seized in 1977 and which had belonged to East African Airways. He was the first person in the UK to seize a commercial aircraft to compel payment of an order of the High Court in London.

Building on all this experience, and turning the law firm into a corporate brand, Shergroup, Claire has built up a formidable reputation as an authorised High Court Enforcement Officer, who will impound and then leverage payment from a variety of assets



She has written two volumes of Halsbury's Laws of England along with six other leading texts on the subject of enforcement and debt recovery and lectures and speaks about her experiences to instill confidence in people using the UK courts to enforce their judgments. She is now building the Shergroup brand in the US and further afield in its related security division.