



Aircraft Leasing: A Guide to Successful Negotiations

Friday 13th April 2018
Dublin, Ireland



SEMINAR AGENDA

9.00 Registration

9.30 Welcome & Introductions
Introduction to the Seminar Materials

9.40 **Lease Contract Formation and Enforcement**
Principles of Contract Law relevant to an Aircraft Lease Agreement

- Assent / Assignment / Delegation / Breach / Discharge / Remedies

10.00 **Aircraft Operating Leases**
Negotiating Issues

- Security Deposit and Rent
- Representations and Warranties
- Delivery
- General Maintenance Issues
- Redelivery
- Indemnities, Events of Default, Governing Law

11.15 Networking Coffee Break

11.30 **Aircraft Operating Leases (Con't)**

12.00 **Cape Town Convention**

12.30 Networking Lunch

14.00 **Technical Language in an Aircraft Operating Lease**

- Technical Lease Language
- Maintenance Programs
- Asset Management
- Regulatory Compliance
- Maintenance Reserves
- Return Conditions

15.30 **Aviation Insurance**

16.00 Networking Coffee Break

16.15 **Aviation Insurance (Con't)**

16.45 **ACMI Leases**
Negotiation Issues

- Deposit and Block-Hour Rate
- Minimum Guaranteed Hours
- Hour / Cycle Ratio
- Control
- Operator ("lessor") Responsibilities

- User (“lessee”) Responsibilities
- General Terms and Conditions

17.45 Concluding Remarks

18.00 End of Seminar

SPEAKER

Jamie Baldwin, Adjunct Professor, University of Maryland University College and Visiting Lecturer, University of Westminster (London, UK)

James Patrick (Jamie) Baldwin is an author, speaker and consultant in air transportation. He teaches Business Law as an Adjunct Associate Professor at the University of Maryland University College (UMUC) and is a Visiting Lecturer at the University of Westminster, London, United Kingdom and Emirates Aviation University. He is also a Contributing Editor to Airways Magazine. Previously, he was an Adjunct Professor at the College of Business, Embry-Riddle Aeronautical University (Daytona Beach Campus).

As a consultant he specializes in start-up airline strategies, regulatory compliance, licensing, aircraft sourcing, strategic planning, contracts, marketing and preparing business plans.

An avid golfer, Mr Baldwin is an occasional golf correspondent for the Dorchester Banner.

Previously Mr Baldwin served as Deputy General Manager for Legal and Regulatory Affairs of Star Airways, a small Turkish cargo airline of which he was a founder, and prior to that, the US Representative of Tajik Air, the international airline of the Republic of Tajikistan. In the latter capacity, he represented the airline’s interests before the US government, multilateral development banks and private US and international business interests. He also coordinated and prepared on behalf of the government of Tajikistan a request for a grant from the US Trade and Development Agency for a feasibility study on its air transport sector.

Mr Baldwin served as an officer in the US Navy (1974-1978) and the active US Naval Reserve (1978-1994). Assignments included Naval Liaison Officer on tanker convoys during the Iran/Iraq War, Officer in Charge of military officers boarding, inspecting and briefing masters of merchant ships delivering military cargo during the first Gulf War and Commanding Officer of a US Naval Reserve unit. He is now retired with the rank of Commander.

Mr Baldwin is the author of Pan American World Airways – Images of a Great Airline (BluewaterPress, 2011), and with Jeff Kriendler, former Vice President, Corporate Communications at Pan Am, Pan American World Airways – Aviation History through the Words of its People (BluewaterPress, 2011). His website is www.jpbttransconsulting.com.

Mr Baldwin obtained an A.B. (Bachelor’s) Degree in International Relations from the University of Southern California (Los Angeles) and a J.D. (Juris Doctor) Degree from the American University Washington College of Law (Washington, DC). He is a member of the U.S. Naval Institute, the U. S. Golf Association and Sigma Alpha Epsilon. He has traveled widely and includes among his interests, golf, hill walking, distance running, sailing, model railroading, spectator sports, classical music and writing.

He is married and resides in Maryland.