



Aircraft Leasing: Commercial, Legal and Technical Issues

Friday 14th June 2019
Washington, DC, USA

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SEMINAR AGENDA

9.00 Registration & Networking Coffee

9.30 Welcome & Introductions
Introduction to the Seminar Materials

9.40 Commercial Issues

- **Airline Sector (Lessee)**
 - Aircraft Acquisition
 - Buy or Lease?
 - Sale/Leaseback
 - Outlook

- **Leasing Company Sector (Lessor)**
 - Lessor Priorities and Interests
 - Outlook

11.00 – 11.30 Networking Coffee Break

- **Business Aircraft Sector**
 - Business Aviation
 - Ownership/Operator Schemes
 - Operations
 - Non-Commercial vs. Commercial
 - Aircraft Management Contracts
 - Outlook
 - Supersonic Air Transport!

- Into the 21st Century
- Au Revoir, A380
- Insight into the Boeing 737 MAX 8 Regulatory Process: Wrong, Right and Brilliant
- The Role of “The Broker” in International Aviation Transactions

12.30 Networking Lunch

13.30 Legal Aspects

- **Overview of Major Legal Issues of a Typical Lease Agreement**
- Summary of Transaction
- Parties/Property
- Definitions
- Representations and Warranties
- Conditions Precedent
- Lease Term
- Payments
- Security Deposit/Lockout
- Rent/Net Lease
- Covenants
- Operation of Aircraft

- Insurance
- Record keeping and Logs
- Events of Default
- Indemnities
- Subleasing
- Quiet Enjoyment
- Cape Town Convention
- Sovereign Immunity
- Confidentiality
- Governing Law and Jurisdiction

15.00 Technical Issues

- Overview of Technical Components of a Typical Lease Agreement
- Delivery Conditions
- Airworthiness Directives/Service Bulletins
- Maintenance Program
- Records
- Maintenance Reserves
- Return Conditions

16.00 Concluding Remarks

SPEAKERS

Mark Atwood, Member, Cozen O'Connor

Mark Atwood is a member of Cozen O'Connor, focusing on legal issues affecting the aviation and aeronautics industries. He represents a variety of clients, including U.S. and foreign airlines, airports, leasing companies, brokers, aerospace manufacturers, repair stations, and airline investors before the courts, regulatory agencies, and Congress. He also counsels U.S. clients in their regulatory affairs before foreign governments, advises airlines in financial structuring, and represents parties to aircraft acquisition transactions.

Mark joined Cozen O'Connor in 2010 from Sher & Blackwell, where he developed their aviation practice. He has been involved in a variety of developments in the aviation industry, from airline mergers and formation of new air carriers to development of federal rules and policies on aircraft safety, security, and airport security. Mark has participated as a member of the U.S. delegation in the negotiation of a number of international air transport agreements advised a number of clients doing business in China and the former Soviet Union, lectured representatives of the Chinese government, airline industry, and airport management on regulation of aviation, and advised foreign governments on civil aviation matters. Recently, he assisted in the reorganization and management of a U.S. airline in chapter 11 bankruptcy, in the organization and certification of several new U.S. and foreign airlines and has obtained authorization for most of the U.S. aircraft flights into North Korea.

Mr. Atwood is a frequent speaker on aviation environmental issues and industry trends, frequently lectures in Latin America on legal practice issues, and annually judges the International Rounds of the Jessup International Moot Court Competition.

Mark began his career with the U.S. Civil Aeronautics Board (CAB) in 1978 – two weeks before the signing of the Airline Deregulation Act. At the CAB, he advised the board on environmental, regulatory, and antitrust matters affecting U.S. and foreign airlines.

Education

Univ. of Southern California, J.D., 1978

Loyola College in Maryland, A.B., 1974

Professional Affiliations

American Bar Association



American Bar Foundation
Inter-American Bar Association
International Aviation Club
Organization of American States
Bar Admissions
California
District of Columbia

Jamie Baldwin, J.D., Adjunct Professor, University of Maryland University College (UMUC) and Visiting Lecturer, University of Westminster (London, UK) and Emirates Aviation University (Dubai)

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.jpbrtransconsulting.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 travelled 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.

J.E. Murdock III, Legal Adviser and Blog Editor, JDA Aviation Technology Solutions

Counselor, Lecturer & Editor, June, 2010-present, JDA Aviation Technology Solutions, Inc.

President & CEO, Aviation Integrated Regulatory Resources, Inc. ("AIRR")

Adjunct Professor, August, 2008-January, 2009, George Mason University, School of Public Policy

Senior Vice President Administration & General Counsel, 2004-2007, National Business Aviation Association

Partner (1994 – 2004), Shaw Pittman Potts & Trowbridge (Now Pillsbury Winthrop Shaw Pittman)

Chief Counsel (1981-1985), Acting Deputy Administrator (1984-1985), Federal Aviation Administration (FAA)

General Attorney, Antitrust Counsel and Strategic Planning, United Airlines

Academic History:

MBA, Northwestern University



JD, Columbia Law School
BA, History, Princeton University

James O’Shea, CEO, Seefin Aviation

James O’Shea, Founder and CEO of Seefin Aviation, has fostered and developed a sound knowledge of the key aspects of aviation leasing and finance in order to maximise the inherent talent and interest in this field globally.

Seefin Aviation (www.SeefinAviation.com) assist and facilitate the buying and selling of Aircraft, working closing with Airlines, Investors, Aircraft owners, Lessor’s, Lessee’s in commercial Aircraft transactions.

Seefin Aviation has access and networks to the top 50 Global Leasing Aviation Companies/Banks/Equity Funds for your financing and leasing requirements.

Seefin Aviation is based in Ireland the hub of the global Aircraft leasing industry and has unrivalled partners available for technical, maintenance and management strategy support to Airlines/Owners.

Seefin Aviation is a family run business and has the honour of having Mr. Bertie Ahern, Ex-Prime Minister of Ireland for over 11 years as its Non-executive Chairman.

James O’Shea is also Shareholder and financial executive for Seefin Data Management (www.SeefinDM.com), a data management company with core concentrations in the Aviation sector.

James O’Shea is also Managing Director of Avgen Direct – An online Insurance company for all your Aviation and Aircraft cover (www.AvgenDirect.com).