



7th USCAS
US Corporate Aviation Summit

Thursday 9th May 2019
Fort Lauderdale, FL, USA

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USCAS AGENDA

USCAS Moderator: Russell McCaffery, Dean, Transportation Programs, Broward College

9.00 Registration & Networking Coffee

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9.30 Welcome Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

Russell McCaffery, Dean, Transportation Programs, Broward College

9.40 **PANEL DISCUSSION**

An overview of corporate aviation in the US

- New FAA regulations
- Tax regulations
- International Standards for Business Aircraft Operations (ISBAO)
- Part 91 and Part 135 operations
- Safety and security
- Drone legislation
- Purchasing an existing aviation company 135/141/145 instead of starting one from scratch

Thomas A. Alston, President and CEO, Aero & Marine Tax Professionals

Mike Kahmann, Principal, Kahmann Consulting

Dean Kantis, CEO/Founder, TheJetNetwork

11.00 Networking Break

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11.30 **PANEL DISCUSSION**

Financing and leasing business jets

- Technical pitfalls for leased aircraft
- Financing and leasing business aircraft
- Asset management
- Aircraft valuation and appraisal
- Aircraft registrations and offshore registries

David Hernandez, Shareholder, Vedder Price

Anthony Kioussis, President & CEO, Asset Insight

Chris Miller, Managing Partner, Shearwater Aero Capital

Forrest Owens, Principal, Aviation Legal Counsel

Christopher Zarnik, Program Director - MENA, Corporate Concepts International

Joseph Zulueta, ASA, Managing Partner, Aeronautical Systems

12.30 PANEL DISCUSSION

Purchase and sale of business jets in the US

- Practical aspects of buying and selling business aircraft
- Legal matters for aircraft owners
- How to complete an aircraft transaction successfully
- Fractional ownership and jet cards

Tom Chapman, Senior Vice President - Corporate Aircraft, C&L Aviation Group

Jay Faria, President and Commercial Director, Airtrade Aviation

J. C. Ferrer, Partner, Holland & Knight

Jeff Ramsden, Owner, Ramjet Aviation

13.30 Networking Lunch Break

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14.30 PANEL DISCUSSION

The operators' panel

Fabian Bello, CEO, Journey Aviation

Leonard Goldberg, Owner/President, Gold Aviation Services

Capt. Sakeer C. Sheik, Managing Director, Titan Aviation Group

Bob Seidel, CEO, Alerion Aviation

15.30 Networking Coffee Break

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16.00 PANEL DISCUSSION

Aircraft management, maintenance and operations

- The air taxi market
- Converting business aircraft to a higher economic use
- Selecting an aircraft management company
- Maintenance support
- The hidden costs of aircraft management and operation
- FBO facilities
- How to achieve cost efficiency and profitability
- Aircraft conversions
- The online marketplace for private jet charters and a vision for the future
- Insurance for business aviation
- Pilots training and shortage

Bryan Cunningham, Managing Director, Airfleet Acquisition Group

Nick Godwin, Managing Director, Commsoft

William Herp, Founder and CEO, Linear Air

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

Bruce Miller, Worldwide Business Development, 110 Airparts

Matthew Winer, President, AVX Litigation Support

17.30 Concluding Remarks and End of USCAS 2019



SPEAKERS

Thomas A. Alston, President and CEO, Aero&Marine Tax Professionals

Mr. Alston is the CEO of AERO&MARINE Tax Professionals. Previously, he spent 6 years as Division President of a professional sales and use tax consulting firm where Mr. Alston's passion for research and thinking outside the box led to the creation of the Aircraft and Vessel Division. He was personally involved in the preparation and filing of hundreds of tax returns with a 100% success rate. His division rose from an idea to the reality of producing over fifty percent of the total volume of the firm.

Mr. Alston's management and marketing experience are the foundation and guiding hand for all of AERO&MARINE Tax Professionals' activities. He was trained in the Hubbard Management Technology by International Executive Technology in Sacramento, California. His four decades of running companies, creating new services, public speaking experience, communications skills and the ability to select and train great people have resulted in AERO&MARINE Tax Professionals being the premier California sales and use tax consulting firm specializing in the area of Mobile Transportation Equipment (aircraft, vessels and vehicles).

Additionally, he has written many California Sales and Use Tax articles for the following publications: The Successful Accountant, Inflight USA, The Log, San Diego Business and Aviation Journal, Van Nuys Business and Aviation Journal, Orange County Business and Aviation Journal, Sacramento Business Journal, Latitude 38, and other legal and professional journals. He is the publisher/editor of a publication called TAX MATTERS which is dedicated to keeping California owners of aircraft and vessels informed about taxes.

Tom and his family live in Elk Grove, California, a suburb of Sacramento, where he has spent three decades as a high school baseball coach. He continues to coach varsity baseball. He co-wrote, "A Baseball Coaches Survival Guide", which is available at Amazon.com and for the last three decades has also published a column titled, "The Winning Pitch", for a national sports publication titled, "Collegiate Baseball."

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 Líder 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.

David Hernandez, Shareholder, Vedder Price

David M. Hernandez is a Shareholder at Vedder Price, a member of the firm's Global Transportation Finance team, and Co-Chair of the Business Aircraft Practice Group. Mr. Hernandez has considerable experience assisting clients with aircraft transactions and operational issues, regulatory matters. He is also member of the National Business Aviation Association Tax Committee Planning Group. Mr. Hernandez frequently advises clients on aircraft purchase and sale agreements, management agreements, aircraft registration, aircraft use policies, cross-border transactions, personal use of company aircraft and aircraft use agreements. He represents a wide variety of clients, including Fortune 500 companies, banks, private equity firms, high-net-worth individuals, corporate flight departments, and charter operators. Year to date, Mr. Hernandez represented clients with nearly \$700 million of new and pre-owned aircraft transactions.

Mr. Hernandez earned a B.S. degree from the United States Air Force Academy (1988), an M.B.A. from Monmouth University (1991) and Juris Doctorate from Northwestern University School of Law (1996). His prior experience includes: Captain in the United States Air Force, United States Department of Transportation Honors Attorney, a former Federal Aviation Administration Enforcement Attorney/Prosecutor, and he worked as an Associate Counsel to the President during the Clinton Administration.

Vedder Price is a law firm of 300 attorneys with offices in Chicago, New York, Washington, DC, London, San Francisco and Los Angeles.

Vedder Price enjoys a strong worldwide reputation for legal services related to global transportation finance. We serve a broad base of clients across all transportation sectors, including the aviation, aerospace, railroad and marine industries, and are positioned to serve both U.S.-based and international clients who execute deals under New York and English law.

You can expect to work with creative, experienced attorneys who have both deep practical experience and broad transportation industry perspectives—insight that can support you in matters ranging from simple to highly complex. With one of the largest and most experienced Business Aircraft Finance practices in the world, Vedder Price is able to provide counsel in all aspects of business aircraft financing transactions, particularly large jet aircraft but also small jets, turboprop aircraft and helicopters.

You can expect to work with attorneys who are recognized for their legal acumen and business aircraft industry knowledge and who are also able to leverage the full resources of Vedder Price to provide sophisticated regulatory, operational, tax and other practical guidance and assistance, including synchronizing these considerations with finance and leasing transactions.

Broad client base. Attorneys within the Business Aircraft Finance group represent bank-affiliated and large independent aircraft financing providers in all aspects of business aircraft financing transactions. Our clients also include lessees, borrowers and other financing customers, including many of the largest publicly and privately held domestic and foreign companies and many high-net-worth individuals around the world.

In-depth experience. Our broad-ranging, extensive and varied experience includes both typical and exotic deal structures—ranging from true/tax leases, off-balance-sheet financings and sale-leasebacks to financings involving international treaties and local law issues to a variety of third-party arrangements and fractional-share and pay-card programs.

William Herp, Founder and 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.

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

E. Terry Jaramillo is the founder, President & CEO of vonJet® Aviation Group, a company focused on mid- and end-of-life transport category aircraft engine leasing. Spanning nearly five decades, Mr. Jaramillo's involvement in aviation began in 1966, when he received his Private Pilot License through Tursair Flight School at Opa Locka Airport. In 1967 he received his instrument and multi-engine ratings, and in 1968 his Commercial Pilot License. In 1969 he formed Crown Aviation Corp. and Aero Service Associates, Inc., an FAA Part 135 Charter Operator, as well as earning a Douglas DC-3 type rating. In 1969, he earned his Airline Transport Pilot License, and was told by the FAA examiner that he was probably the youngest ATP on record, since he was six months shy of his 23rd birthday - all of this while attending the University of South Carolina and Miami-Dade College, and later FIU. He became Chief Pilot for Kentucky Fried Chicken of Florida, Inc., and later formed (owning 20%) Jareck Leasing & Financial Corp., a division of KFC of Florida, which he operated until he sold it to Southeast Bank in 1975. He was immediately hired by Southeast First Leasing to develop, among others, aviation leasing services. In 1968, Citicorp Leasing, Inc. recruited him, and later sent him to Citibank's CAU (Credit Analysis Unit) in New York. There, he obtained his credit initial and went on to manage large relationships for Citibank, e.g., Ryder System, Southeast Bank, etc. In 1973, he was recruited by Hugh McColl, then President of NCNB, later known as NationsBank and Bank of America, to become their first Corporate Lending Group Head in their first Miami office located in One Biscayne Tower. He continued in his banking career after being recruited by Ensign Bank, a bank owned by Ted Arison (founder of Carnival Cruise Lines) and by Pacific National Bank, a bank owned by Banco del Pacifico in Ecuador (where he lived as a child).

After commercial banking, he moved into investment banking, where his entrepreneurial instincts could be better put to use, and the rewards substantially higher, without the inherent conflict of interest of being a bank credit officer approving deals. During that period, he became involved in many transactions overseas, including Chile, Brazil, Venezuela, Guatemala, France, Greece, Switzerland, Germany, Morocco, Poland, Hungary, Finland, Kazakhstan and Russia, all of which gave him a greatly broadened perspective on business. In 1999, he formed Capital Interfunding, Inc. to act as an Internet portal for various types of financing transactions. He put together a group and raised the financing to acquire a B737 "glider" from the estate of George E. Batchelor (Aerospace Finance Corp.) and re-engined it with "baby" JT8-Ds. After a number of other aviation-related financing assignments, in 2003, he formed Jet Aero Holdings, Inc. and Jet Aerospares, LLC together with very knowledgeable industry partners and began acquiring end-of-life aircraft (B747s / B767s) located at the Evergreen Air Center in Marana, Arizona with a view towards harvesting the engines (including APUs) and parting out the airframes. Engines were either sold or leased under "green time" leases, later parting them out, as well. All landing gear, components, control surfaces, etc. were placed on consignment with various parts houses. In 2007, he formed vonJet Advisors, Inc. and in 2008, vonJet Aviation Partners, Inc., which was intended to become an engine leasing fund. Due to the worldwide financial collapse in 2008, followed by the Great Recession, the fund concept was shelved. However, various transactions were completed with both internal and outside investor capital.

Additionally, vonJet acted as aviation advisor to various individuals, companies and banks.

Mr. Jaramillo was a speaker in 2014 US-Africa Air Transport Summit on the subject of Funding Options, Investment Opportunities and the Role of Air Cargo in the Development of US-Africa Air Commerce and Trade.

In 2015, Mr. Jaramillo was a speaker at an AeroPodium conference on U.S. Aircraft Financing and Leasing, where he spoke on the subject of repossessing aircraft in default situations.

In 2016, Mr. Jaramillo was a speaker at an Everest Events Seminar on Aircraft Records & Asset Management.

Mr. Jaramillo was a speaker and is published in the American University International Law Review, Volume 13 | Issue 4, on the subject of Financing Sources for Trade & Investment in Latin America.



Mike Kahmann, Principal, Kahmann Consulting

Mike Kahmann has spent over 20 years leading teams that originate, underwrite, and service high yield structured debt transactions and equipment leases. Kahmann's functional expertise spans sales and marketing, risk/underwriting, pricing/structuring, and operations. He has financed a broad variety of equipment types including business and commercial aircraft, railcars, trucks, trailers, and manufacturing equipment.

Kahmann Consulting (www.KahmannConsulting.com) is a consulting practice that helps high yield investors make more intelligent and informed structured debt decisions. Areas of expertise include business model diagnostics, growth strategy evaluation and improvement, sales force recruiting and training, and process/policy documentation.

Kahmann started his career in finance and accounting, and his formal roles have been in new business development for banks and finance companies including CIT Group, GE Capital, and Emigrant Bank. From 2011 to 2017, Kahmann was Group Head of CIT's Business Aircraft Finance Division. During that time, Kahmann's

team was able to successfully re-focus what had previously been a fractional jet share financier into a world-leading whole aircraft funding source. Offices were opened, and investment origination capabilities were developed around the globe: in Europe, Asia, and Latin America as well as throughout the United States. Highyield, low-loss secured loan assets were generated as the portfolio grew at a 19% CAGR.

From 2010 to 2011 Kahmann was the Group Head of CIT's Financial Institutions Group, where his team was responsible for obtaining bank and Export Credit Agency funding for CIT's commercial aircraft lease portfolio and its OEM order book. Additionally, the FIG team was responsible for both secondary market commercial aircraft lease origination as well harvesting gains from CIT's aircraft lease portfolio. This mission included constructing the analytical framework needed to make portfolio aircraft lease "hold vs. sell" decisions, then conducting competitive bid processes to realize optimal value.

Before his time at CIT, Kahmann started de novo Emigrant Bank's business credit group, where he hired and trained a full team consisting of origination, risk/ underwriting, legal, and operations professionals. The group invests in high yield equipment leases as well as asset-based revolving loans. Kahmann has held origination as well as financial accounting and analysis positions at GE Capital and has also been the COO/CFO of a start-up company in crisis/turnaround mode.

Kahmann has a BA from Claremont McKenna College and an MBA from NYU's Stern School of Business.

Dean Kantis, CEO/Founder, TheJetNetwork

Dean Andrew Kantis, is the Founder/CEO of TheJetNetwork, www.TheJetNetwork.com, previously known as MicroJetPositions, which was founded in 2007 to match buyers/sellers of "VLJ/Micro Jets secure early jet position deliveries for specifically Eclipse 500 Jets, Citation Mustang Jets, and Embraer Phenom 100s specifically. Since, Kantis has personally sold over 65 VLJ/Micro Jet aircraft. Post VLJ/MicroJet/DayJet era, 2014 to present, TJN specializes in aviation consulting for private, executive, regional, cargo, and commercial airliner aircraft, and are considered the number one aviation consultant(s) here in the United States for their tenure and success for specifically part 135 charter transactions. With experience also covering aviation businesses such as Part 121/AOC's, Part 61 and Part 141 Flight Schools, and Part 145 MRO (Maintenance/Repair/Overhaul) entities, TJN has compiled many exclusive listings for a wide variety of aviation related businesses and has successfully consulted over (25) aviation business closings. Owing so much to "Connections That Fly," TJN has become an international aviation consulting & brokerage firm that has clients around the globe. Having closed over \$275,000,000 million in aviation transactions, chances are you have either flown in a plane sold by TJN or have seen a plane sold by TJN. Kantis hails from St. Louis, MO to later on move to Atlanta, GA to attend the University of Georgia (Go Dawgs!), majoring in International Business Studies. Later moving to Ft. Lauderdale, FL in 1988, attending Broward College receiving an Associate Degree (AA) in Business Management. Finished studies at FAU Boca Raton, FL, majoring in International Business & Marketing. Currently, TJN is on track to helping their buyers/sellers complete over 10 Part 135 entity closings in 2019 and is well versed in the important and crucial process of how existing 135 transactions follow a transitional timeline to ensure they aren't suspended, revoked or receive any disciplinary



actions by the FAA FSDO personnel. Since the 2013 FAA government sequestration, and now recently the government shutdown, more than ever there is a reason to utilize the expertise of TJN staff to help find, negotiate, and transition through the purchase of an existing Part 135 Entity/Certificate, versus starting the long laboriously-arduous process of standing in the back of the line at the FAA FSDO and waiting possibly 3+ years until being able to fly charter for profit. Kantis has written numerous articles on a wide variety of aviation topics, some of which have been picked up and reported by Universal Weather: <http://www.universalweather.com/blog/author/deankantis/> . Dean enjoys dining, tennis, jogging, gym, and traveling the globe with his wife, Nikki, and son, Preston (16), who is finishing up his Junior/Senior years at Saint Thomas Aquinas High School in Ft. Lauderdale, FL/USA.

Anthony Kioussis, President & CEO, Asset Insight

Mr. Anthony (“Tony”) Kioussis is President and CEO of Asset Insight, LLC. The company provides valuations, audits, analytics, and consulting services to the aviation industry, and has developed a proprietary Asset Grading System Process resulting in 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 the current Board Secretary for the National Aircraft Finance Association (NAFA), past Chairman of the Products and Services Member Council for the National Aircraft Resale Association (NARA), and as a current 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.

Russell McCaffery, Dean, Transportation Programs, Broward College

Russell N. McCaffery is the Dean of Industry, Manufacturing, Construction, and Transportation at Broward College. In this role he oversees the college’s Aviation, Supply Chain Management, Automotive, Marine, Building Construction, and Manufacturing programs. He has worked in transportation-related positions for well over 20 years. Mr. McCaffery has consulted on seaport projects for the Organization of American States and was previously the Deputy Federal Security Director at the Transportation Security Administration in Northern New Jersey where he oversaw a staff of 1,400 Transportation Security Officers and support staff. He has also worked in various management positions at the Federal Aviation Administration, and at United Airlines. In his current role, he oversaw a \$24.5M Department of Labor grant to develop industry certifications for entry-level positions in the supply chain management field in partnership with the Council of Supply Chain Management Professionals and has introduced the subject of slavery within the supply chain to his students in an effort to raise awareness of issues they may encounter in their professional careers.

Dean McCaffery holds a Master of Aeronautical Science degree from Embry-Riddle Aeronautical University and a Bachelor of Science Degree in Aviation Operations from San Jose State University. He is a member of the American Association of Airport Executives, the American Society for Industrial Security, and a member of the National Academy of Sciences’ Transportation Research Board Aviation Security and Emergency Management Committee.

Bruce Miller, Worldwide Business Development, 110 Airparts

Bruce Miller has worked in aviation for 22 years in the highly-competitive South Florida market of aerospace sales and repairs. Beginning his aviation career with an entry-level position in customer service, he has grown into increasingly-responsible positions that include Inside Sales Manager, Repair Marketing Manager, Director of Sales, VP of Sales & Marketing and running his own consultancy. His expertise includes instrumentation & avionics, hydraulic, pneumatic and electromechanical accessories,



power generation, windows, and flight control surfaces. A recent project was sourcing end-of-life planes for teardown.

Mr. Miller has trained and mentored dozens of successful aviation professionals and was featured in a 2018 “Interview with Bruce Miller” as part of Dylan Larson’s “Influencer” series. His professional motto is “Everybody works in Sales”.

A perennial fixture at aviation trade shows, Miller credits aviation with showing him the world via a score of trips to Europe and he has visited 42 of the 50 United States.

Widely connected on LinkedIn, Miller has published several well-received articles and posts. In an industry that can be highly technical, he is adept at cutting through the jargon to restate the message in clear-cut, easy-to-understand terms. Subjects include an explanation of ATA chapters, aviation trivia, and “What is ADS-B Out...and why should I care?”.

Chris Miller, Managing Director, Shearwater Aero Capital

Shearwater is a private finance company offering asset-based financing on business jet aircraft for clients across the globe. Shearwater is a direct lender with funds coming from private investors. In the past 24 months Shearwater has funded nearly \$100 million for clients in Asia, Africa the USA and the Middle East.

Prior to Shearwater, Mr. Miller oversaw Guggenheim Partners’ Business Aircraft Investment (BAI) Group. The BAI Group provided capital solutions to the business aviation industry, specifically asset-based lending on medium to large sized business aircraft.

Prior to Guggenheim, Mr. Miller ran the US Division of a UK based performance management consultancy that worked with management teams of both small and large organizations on the execution of their strategies. Notable projects include working with a private equity group to form a venture to fly cargo into geopolitically unstable regions of the world as well as working with large defense contractors to help fulfill urgent need requests from US military forces based in Iraq and Afghanistan.

Before entering the business world, Mr. Miller served in the United States Marine Corps, as an F/A-18 pilot, Aircraft Maintenance Officer and Aviation Safety Officer. He is a graduate of the U.S. Navy & Marine Corps School of Aviation Safety and currently holds a commercial pilot rating. He is an accredited “Senior Aircraft Appraiser” with the American Society of Appraisers (ASA) and serves on its Investment Committee. He is also the former President of the National Aircraft Finance Association (NAFA). Mr. Miller received a BA from Denison University and an MBA from Columbia University.

Forrest Owens, Principal, Aviation Legal Counsel

Forrest Owens spent his formative years in Indiana. Mr. Owens attended Vincennes University where he focused his studies on aviation technology and obtained Federal Aviation Administration (FAA) Airframe and Powerplant (A&P) as well as private pilot licenses, graduating with an A.S. in 1998. Mr. Owens subsequently attended Indiana University Kelley School of Business where he majored in Finance with a minor in Economics, completing a B.S. in 2001. During undergraduate study, Mr. Owens worked full-time for a leading aircraft turbine engine manufacturer based in Indianapolis as well as a regional airline and an internationally recognized aviation centered freight company. Mr. Owens attended law school at Valparaiso University where he graduated with a J.D. in 2005.

Before forming Aviation Legal Counsel, Mr. Owens spent over twelve years focused on aviation related legal matters with boutique practice groups. Mr. Owens has acted as counsel in the purchase and sale of hundreds of aircraft transactions ranging from experimental home-built aircraft to Gulfstream 550 aircraft. Mr. Owens has worked with every major manufacturer of turbine powered corporate aircraft. Mr. Owens has also been involved in the merger and acquisition of many aviation related businesses.

Mr. Owens practice concentrates on aircraft and aviation related transactions, cross-border transactions, airman defense before the FAA and Department of Transportation, airport real estate and land use, and civil litigation. Mr. Owens has practiced as the principal of L. Forrest Owens, P.A. dba Aviation Legal Counsel (www.aviationlegalcounsel.com) since 2017. Mr. Owner is also of counsel to the firms of Saavedra|Goodwin and the Luxury Law Group.

Education

Vincennes University – Aviation Technology (A.S. 1998) (Technology Department Outstanding Alumni Award recipient 2005)

Indiana University Kelly School of Business (B.S. 2001)



Valparaiso University School of Law (J.D. 2005)
State Admissions
Indiana (Inactive), 2006
Illinois, 2008
Florida, 2007 (Board Certificated in Aviation Law 2017)
Aviation Industry Involvement
National Business Aviation Association
National Business Aviation Association – Regulatory Issues Advisory Group
South Florida Business Aviation Association, Treasurer
Florida Bar – Standing Member of the Aviation Law Committee
Aircraft Owners and Pilot Association – Panel Attorney
National Aircraft Finance Association
Florida Aircraft Business Association

Bob Seidel, CEO, Alerion Aviation

Bob Seidel is the chief executive officer and managing partner of Alerion Aviation, an aviation services company providing aircraft management, charter, maintenance and FBO services to owners and operators of private jet aircraft. With bases in Long Beach CA, Farmingdale, NY and Palm Beach, FL, Alerion operates fourteen business jets. The company is a licensed Part 135 air carrier and Part 145 repair station and holds the highest safety ratings from ARG/US (Platinum) and Wyvern (Wingman). The company is certified to stage three of the International Standards for Business Aviation Operations. Prior to joining Alerion Seidel was senior vice president and general manager of Jet Aviation Flight Services with responsibility for the Americas. In this role he oversaw the operation of over 70 aircraft, employing over 225 pilots, 65 maintenance technicians and 35 cabin service representatives. Jet Aviation is a General Dynamics company with approximately 4,500 employees and facilities in Europe, Asia, the Mideast and North and South America.

Seidel joined Jet Aviation after four years as a sales director for Gulfstream Aerospace. Based in Chicago, with responsibility for a five state region, Seidel sold large cabin, super midsize and midsize jets for the company.

Seidel served in the U.S. Navy as a naval flight officer prosecuting enemy submarines with the P-3C Orion aircraft. During his career he served in the Indian and Pacific Ocean theaters. He retired as a lieutenant commander.

Seidel earned a Bachelor of Science degree from the United States Naval Academy and a Masters of Management degree from the Kellogg School of Northwestern University.

Seidel is a private pilot. He and his wife reside in south Florida. They have three children.

Christopher Zarnik, Program Director - MENA, Corporate Concepts International

Mr. Zarnik has comprehensive corporate, airline and military jet operational experience complemented with extensive aircraft finance, sales, acquisition, leasing, aircraft management, operational auditing, interior completion management, expert witness and appraisal experience. With over 30 years in the aviation industry, he has been serving a diverse client base to achieve their corporate and commercial airline sales and acquisition objectives as well as managing their boutique aviation projects.

Since 2011, Mr. Zarnik has worked as Program Manager for CCI in the US, Western and Eastern Europe, MENA and ASIAN regions. Mr. Zarnik brings fresh expertise as he serves corporate, individual and institutional clients. Mr. Zarnik works closely with several corporate jet Maintenance, Repair and Overhaul (MRO) Facilities managing complex customer pre-purchase inspections, interior completion projects and scheduled maintenance events/upgrades. Boutique project management experience examples include sales/acquisitions of corporate and commercial, domestic and international, MRO facilities. Additional project management examples include the acquisition, sales, appraisal and disposal of corporate and commercial aircraft engine portfolios and appraisals of commercial and corporate aircraft portfolios. Further, interacting with debt and equity financing sources in project analysis and assisting in structuring transactions. Mr. Zarnik's additional duties and expertise also includes contract structuring with focus on identifying and managing risks and mitigants in complex acquisition and progress payment financing structures, exposure to current maintenance condition, analysis of maintenance due status and return conditions. Mr. Zarnik also works

with the FAA on customer registration/deregistration, conformance and ferrying of aircraft for maintenance purposes.

Joseph Zulueta, ASA, Managing Partner, Aeronautical Systems

Joseph T. (Joe) Zulueta, ASA, is an accredited senior aircraft appraiser designated by the American Society of Appraisers (ASA) and has been an independent aircraft appraiser, surveyor, and auditor specializing in corporate jet and turboprop aircraft for over 25 years. A U.S. licensed pilot, graduate of Trinity International University with a B.A., in Business Administration and has completed numerous post-graduate courses within the aviation and appraisal disciplines.

He is a Managing Partner of Aeronautical Systems, headquartered in Miami Lakes, Florida, serving the aviation industry worldwide since 1986. The firm specializes in aircraft consulting; prospective, current and prospective appraisals; damage event and diminution of value assessments; expert witness testimony to include pre-trial consulting through post-trial support; fractional aircraft ownership redemption consultation; major asset and portfolio management; and acquisition services on a diverse range of aircraft. The firm has appraised thousands of aircraft with an aggregate value totalling well over one billion dollars.

He is a guest lecturer and speaks on a broad range of aviation topics. First and foremost, he is a skilled aircraft appraiser. More broadly, he is a well-established expert witness in the assessment of diminution of value for damage aircraft events. He also has leadership responsibilities over aircraft asset and fleet portfolio management along with new and pre-owned acquisition services.

Mr. Zulueta analyzes and designs intra-company workflow processes, digital valuation tools, software integration models specific to the appraisal field and strives every day to produce and publish accurate, transparent and common-sense appraisal reports that the recipient will clearly understand.

SPONSORS



Drawing on its extensive experience in both the aviation and IT industries, Communications Software (Airline Systems) Ltd ('Commsoft') supports aircraft maintenance organisations with high quality, affordable MRO IT systems which increase efficiency and reduce costs in many key areas. The company's flagship product is the Open Aviation Strategic Engineering System (OASES). Utilising the latest technologies and an industry-leading database, OASES can be deployed easily and efficiently in any maintenance environment.

Headquartered in Tiptree, Essex, Commsoft has regional offices in Derby and Norwich and another close to Gatwick Airport as well as an office in Australia and support partners in India and Singapore.

OASES

OASES is a market-leading product which is used by over 50 airlines and maintenance organisations internationally, supporting over 80 aviation operations. An easy to use, functionally sophisticated system, OASES has been proven worldwide in a variety of live maintenance environments, from large LINUX systems to PC networks, and has formed the basis for maintenance and inventory processes that have received FAA, EASA and other local airworthiness authority approvals.

OASES has been designed in a modular fashion meaning that whilst any module can be used on a standalone basis, they can all talk to each other where necessary and form an integrated solution when used together. This integration means that data is only entered once and is made available to the other modules as necessary throughout the system. Individual modules can be implemented over project timescales, gradually adding functionality from each additional module to the whole project solution. This process gradually leads the client to a fully integrated OASES system and therefore a powerful, value-generating solution.



The flexibility of OASES means that Commsoft can offer excellent support to all organisations large or small, demonstrated by the fact that current customer fleets range from one to over fifty aircraft of all types.

In order to drive the development of the OASES programme, an OASES User Group meeting is held each year at which customer priorities are reviewed and discussed and representatives from our growing international client base are encouraged to offer feedback.

Commsoft services

Implementation: Commsoft believes that the key to any system is a professionally planned implementation that engages all key stakeholders, including local users.

Training: Flexibility is at the heart of Commsoft's training ethos. All organisations have differing needs, so Commsoft works to adapt to the client's particular learning requirements. In addition to formal training, there is an extensive on-line library of help-text available to all users via a single click of the mouse.

Support: Support and maintenance packages can be tailored to individual client requirements including provision of 24/7 assistance. As standard, Commsoft support packages include dedicated Help Desk support, remote analysis and fault finding, and a system modification release service.



Titan Aviation is an industry specialist, offering a wide array of services, including aircraft management, chartering, sales, leasing, and aviation human resources. Built on a strong business ethos of trust, value and service, Titan stands out for its responsiveness and transparent business practices, distinctively offering highly skilled and professional service at a very competitive cost. Its team consists of aviation professionals, covering all categories of the industry, including general, corporate and commercial aviation. Titan's unique aircraft management program ensures total freedom for the owners and offers them a convenient one-stop-shop solution. The company takes care of all aspects related to the aircraft acquisition process, including purchase agreement review, registration formalities, crew selection, and maintenance centre appointment, etc. Titan's technical team is experienced and qualified to inspect and take delivery of various types of aircraft and has been providing exceptional service to many owners over the last few years. For more information, visit www.titanaviation.aero