



**8<sup>th</sup> USCAS**  
**US Corporate Aviation Summit**

Friday 8th May 2020  
Fort Lauderdale, FL, USA

*Hosted & Sponsored by*

*Emil Buehler*  
**AVIATION INSTITUTE**  
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## USCAS AGENDA

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

9.00 Registration & Networking Coffee Sponsored by

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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

*Jonathon Freye, Vice President, Government and Public Affairs, National Air Transportation Association*

*Michael L. Kohner, Principal in Charge, HBK CPAs & Consultants*

*David T. Norton, Partner and Head of Aviation Practice, Shackelford, Bowen, McKinley & Norton*

11.00 Networking Coffee Break Sponsored by

*Emil Buehler*  
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11.30 **PANEL DISCUSSION**

### **Financing and leasing business aircraft in the US**

- Technical pitfalls for leased aircraft
- Asset management
- Aircraft valuation and appraisal
- Aircraft registration and offshore registries

*Bob Wilke, ASA, Managing Director, Advanced Aviation Research*

*Chris Zarnik, Program Director - MENA, Corporate Concepts International*

12.30 **PANEL DISCUSSION**

### **Purchase and sale of business aircraft in the US**

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

*Tom Chapman, Chief Operating Officer, Aerospace Instrument Support*

*Derek Bloom, Partner, Atlantic Aviation Legal Services*

*Jonathan A. Ewing, Esq., Lead Counsel, Aero Law Center*

*Jay Faria, President, Airtrade Aviation*

13.30 Networking Lunch Break Sponsored by

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14.30 **PANEL DISCUSSION**

**The operators' panel**

- Corporate aviation in the US: A vision for the future
- Achieving cost efficiency and safety
- Pilots' training and shortage
- Environmental concerns

*Stephane Cottrell, Assistant Director of Operations, National Jets*

*Leonard Goldberg, Owner/President, Gold Aviation Services*

*Other Speakers to be confirmed*

15.30 Networking Coffee Break Sponsored by

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16.00 **PANEL DISCUSSION**

**Aircraft management, maintenance and operations**

- The air taxi market
- Selecting an aircraft management company
- Maintenance support
- The hidden costs of aircraft management and operation
- Rogue aircraft parts and the importance of proper trace
- How to achieve cost efficiency and profitability
- The online marketplace for private jet charters
- Insurance for corporate aviation
- Pilots' recruitment, training and shortage
- Electrifying Aviation: Reducing costs and improving economics of short-haul and regional air travel with hydrogen

*Bryan Cunningham, Managing Director, Airfleet Acquisition Group*

*Matthew Delamere, Managing Director, Eyelevel*

*Neil Engerran, Senior Account Manager, Jet Aviation Staffing*

*William Herp, Founder and CEO, Linear Air*

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

*Val Miftakhov, Founder & CEO, ZeroAvia*

17.30 Concluding Remarks and End of USCAS 2020

**SPEAKERS**

**Derek Bloom, Partner, Atlantic Aviation Legal Services**

Derek worked in Russia for approximately 20 years, working on a wide variety of foreign direct investment projects, with a growing focus on business aviation transactions. Derek also worked for 5 years in two business aviation law firms in the U.S. and is experienced in planning for the full range of issues that arise in the purchase, sale, lease, financing, import, export, and tax planning for the ownership of aircraft. While based in Russia, Derek was a leading proponent of the Russian government taking steps to stimulate the development of business aviation in Russia, advocating for several initiatives that are reflected in Russian government action in 2019 that should facilitate the development of aviation in Russia in coming years. Derek holds a Master's Degree in Tax Law from Georgetown University, Washington, D.C. and is a frequent writer and speaker on Russian aviation law matters.

**Stephane Cottrell, Assistant Director of Operations, National Jets**

Mr. Stephane Cottrell has more than 25 years of professional experience in the aviation industry. Stephane is a graduate of Louisiana Tech University, where he received a BS in Professional Aviation. Stephane is employed by National Jets (JKIA235F) in Fort Lauderdale, Florida where he currently serves as the Assistant Director of Operations, overseeing the Company's Safety Management System, 14 CFR Part 135 Training Program, and assisting the Director of Operations with the day to day operations. Stephane began his aviation career in 1994 as a flight instructor and worked for various charter operators prior to joining Walmart Stores Inc. where he worked for 15 years. While at Walmart, he established the flight department in Costa Rica, was directly involved in establishing and documenting the operations international processes and was instrumental in developing the Pilot Mentor Program. From November 2013 to July 2016, Stephane was Vice President of Flight Operations for NEXUS Flight Operations Services, where he was responsible for safe and efficient flight operations, development and implementation of flight operation policies, liaising with local civil aviation authorities, maintaining standard operating procedures, and crew support. He developed and implemented flight operations objectives to reach organizational targets effectively, apart from supervising all fleet lines. In 2016 Stephane joined Wyvern LTD as a Director of Regulatory Compliance, Technical Writer and Auditor. He is accredited from IBAC as an IS-BAO operations auditor and has completed a number of audits for Air Operator Certificate holders (AOC), Operator Certificate holder (OC), Department of Defense operators, and other various international DGACs. In April 2018, Stephane was hired by National Jets Inc. as the Director of Training. He rapidly established himself and was named Director of Safety in June 2018. As Director of Safety, he established a safety-minded Culture, not just with the pilots, but throughout the organization including National Jets' FBO and Maintenance Teams. As part of his Director of Safety duties, Stephane is currently preparing National Jets for the IS-BAO audit process and reviewing all company documented processes and procedures to ensure compliance with IS-BAO Stage Three Protocols. During his career, Stephane has held the positions of a flight instructor, charter pilot, corporate pilot, Director of Safety, Director of Training, Chief Pilot, and Vice President of Operations. His experience in the areas of customer relations, scheduling, maintenance planning, coordination of services, SMS management, IS-BAO compliances, aircraft organization, and international flight planning has been key to organizational success.

**Matthew Delamere, Managing Director, Eyelevel**

Matthew Delamere is the CEO of Eyelevel Jet Interiors that was founded 10 years ago.

Eyelevel Jet Interiors specialise in supplying private jets and luxury VIP airlines with beautiful products that enhance the passenger experience.

All areas of the cabin are catered for including dinner services, fine crystal glasses, silver tableware, cashmere blankets, bedding, table linen, exclusive bathroom amenities and luxury wash bags.

Products are sourced from leading brands such as Christofle, Baccarat, Hermes, Bvlgari, L'Occitane, Jo Malone, Waterford.

**Jay Faria, President, 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.

### **Jonathon Freye, Vice President, Government and Public Affairs, National Air Transportation Association**

Jonathon Freye is NATA's Vice President, Government & Public Affairs. Freye has served as Senior Policy Advisor to Congressman Dan Lipinski (IL-03), a member of the House Transportation and Infrastructure's aviation subcommittee, since 2016. He has drafted and negotiated inclusion of the Congressman's initiatives during multiple reauthorization bills before the committee, including the FAA Reauthorization Act of 2018, and oversaw the implementation of the Congressman's previous legislative victories.

Prior to working for Rep. Lipinski, he was the Federal Government Affairs Representative for the Metropolitan Washington Airports Authority where he advanced the authority's policy priorities before Congress and the federal agencies. He also spent a year as a legislative fellow in the office of Senator Maria Cantwell, then-Chair of the Senate aviation subcommittee.

Freye began his career as a flight instructor at his alma mater, Western Michigan University, and served at the appointment of Governor Jennifer Granholm as a Michigan Aeronautics Commissioner. He holds a commercial pilot's license (ASEL/AMEL), is a certified flight instructor (CFI/CFII/AGI) and also holds a merchant mariner's credential.

### **Leonard Goldberg, Owner/President, Gold Aviation Services**

Leonard has over 30 years of Aviation Experience. He founded Gold Aviation Services in 1995 and acquired a Part 135 Charter Operator, Dolphin Atlantic, in 1997 becoming one of the industries most respected Aircraft Management and Charter Companies.

The companies operate a fleet of Next Generation aircraft inclusive of Embraer Phenom 300. Through their approved vendor network Gold Aviation accommodates all customer flight needs from prop aircraft to the Bahamas to large cabin class jets worldwide.

Leonard is a graduate of Embry Riddle Aeronautical University with a Bachelor of Science degree in Aviation Business Administration, holds a Commercial Pilot's License with Flight Instructor privileges attended a vocational program in high school for aircraft maintenance. In addition to Sharing the love of flight at his companies he is Chairman of the Board for Gilda's Club South Florida <http://gildasclubsouthflorida.org>, active in Entrepreneurs' Organization (EO), National Business Aircraft Association (NBAA), Board Member of Experience Aviation and mentor to Captain Barrington Irving <http://www.experienceaviation.org>. Leonard can regularly be seen as a primary character on Selling Jets viewed on A Wealth of Entertainment (AWE) network <http://www.awetv.com/sellingjets/>. Leonard is featured in Embraer's Quarterly volume 3 Advantage magazine and was on Embraer's industry event panel. He can be seen as a speaker at business and industry events.

### **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, Amadeus and SABRE, 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.

#### **Val Miftakhov, Founder & CEO, ZeroAvia**

Val Miftakhov is the Founder & CEO of ZeroAvia, a Silicon-Valley-based startup developing the world's first practical zero-emission aviation powertrain. Val is a serial entrepreneur in EV space - his previous company eMotorWerks developed a leading platform for EV battery aggregation to provide grid services, which was acquired in 2017 by Enel. Prior to that, Val held a number of senior business and product positions at Google and McKinsey & Company. He also served as a nuclear researcher at Stanford Linear Accelerator. Val holds a Ph.D. in Physics from Princeton University and a Master's Degree in Physics from Moscow Institute of Physics and Technology and was a two-time winner of Russian Nationwide Physics competitions. In his spare time, Val makes good use of his airplane and helicopter pilot licenses.

#### **David T. Norton, Partner and Head of Aviation Practice, Shackelford Bowen McKinley & Norton**

David Norton received his B.A. from the USAF Academy, his M.B.A. from Louisiana Tech University, and his J.D., cum laude, from Southern Methodist University, where he was Editor-in-Chief of the Journal of Air Law & Commerce, published by the SMU Law Review Association. Mr. Norton's practice focuses solely on aviation law, which encompasses a broad range of business aviation regulatory, risk management, transactional, tax, and commercial dispute resolution matters. He actively participates in many business aviation industry-related committees and groups, including previously serving as Industry Co-Chair of the joint FAA/Industry RVSM LOA Process Enhancement Team of the Performance based Advisory Rule Marketing Committee and the subsequent related efforts to re-write AC 91-85; a member of the Applicability Working Group of the Federal Aviation Administration's Part 135/125 Advisory Rulemaking Committee; and as the founding Chair of the National Business Aviation Association's Domestic Operations Committee. He currently serves as a member of the American Bar Association's General Aviation Committee; the National Air Transportation Association's President's Council, Air Charter Committee and Illegal Charter Task Force; the NBAA's Tax Committee and Regulatory Issues Advisory Group and as Chair of the NBAA's Operational Excellence Strategic Focus Team. He is a past Chair of the Aviation Section of the State Bar of Texas, and is an advisory board member for the Journal of Air Law & Commerce, published by the Law Review Association of the Southern Methodist University Dedman School of Law. Mr. Norton was a regular commissioned officer in the U.S. Air Force from 1984 to 1993, serving primarily as a KC-10A pilot and aircraft commander. Before becoming a pilot, he also briefly served as a KC-135A navigator. Mr. Norton currently holds many civil certificates issued by the Federal Aviation Administration. He is an airline transport pilot (multi-engine land) with a DC-10 type rating, and a commercial pilot (single-engine land). He also maintains certification as a certified flight instructor, instrument and multi-engine, as well as an advanced ground and instrument instructor.

#### **Bob Wilke, ASA, Managing Director, Advanced Aviation Research**

Bob Wilke is Managing Director for Advanced Aviation Research, LLC, a woman-owned minority consulting firm that provides business aviation lenders with a range of technical and operational support services. Mr. Wilke has been engaged in aviation finance, aircraft maintenance programs and consulting for more than 30 years. In addition to his own consulting practice, Bob was Vice President of Business Development for Jet Support Services Inc (JSSI) for North, Central and South America, the Caribbean, Africa, the Middle East and Asia.

Bob held Vice President or Director-level positions with Boeing Capital Corporation, Bombardier Aerospace, GMAC, CMI Corporation and Michigan National Leasing Corporation. Areas of expertise include Sales and Sales Management, Asset and Portfolio Management, Credit Analysis, Contract Negotiation, Transaction Structure and Pricing, Transaction Review, Status Monitoring and Syndications, Account Collection and Aircraft Repossession and Remarketing.

Bob holds a Senior Aircraft Appraiser designation from the American Society of Appraisers. He earned a BS Degree in Accountancy at Western Michigan University and a MBA in Finance from the



University of Detroit. Bob is a Guest Lecturer at Embry-Riddle Aeronautical University, the University of Detroit and Michigan State University, and an Instructor of Corporate Finance for Davenport University. He works from offices in Detroit, Michigan and Ormond Beach, Florida servicing a base of domestic and international clients.