



6th USCAS
US Corporate Aviation Summit

Thursday 6th September 2018
Fort Lauderdale, FL, USA

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USCAS AGENDA

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

9.00 Registration & Networking Breakfast

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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
- ADSB – Next Gen avionics
- Tax regulations
- International Standards for Business Aircraft Operations (ISBAO)
- Monetization of data in Part 91 and Part 135 operations
- Florida drone law

Mike Kahmann, Principal, Kahmann Consulting

Cory Little, Global Aftermarket Sales Manager, Honeywell Aerospace

Michael McConnell, Managing Director, Jet Capital

David Reinikainen, New York Life

Bennet Walsh, IS-BAO Programme Director, International Business Aviation Council (IBAC)

11.00 Networking Break

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11.30 PANEL DISCUSSION

Financing and leasing business jets

- Operators and financed aircraft
- Technical pitfalls for leased aircraft
- Financing and leasing business aircraft
- Financial interactions on aircraft transactions
- Asset based financing for business jets

- Asset management
- Aircraft valuation
- Aircraft registrations and offshore registries

Forrest Owens, Principal, Aviation Legal Counsel

Richard Smith, Director-General, Civil Aviation Authority of the Cayman Islands

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
- Aircraft registration: Recognition of ICAO standards and oversight
- Corporate aircraft taxation
- What's next for fractional ownership and jet cards?

Tom Carroll, FAA Designated Airworthiness Representative – Maintenance

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

Jay Faria, President and Commercial Director, Airtrade Aviation

13.30 Networking Lunch Break

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14.30 PANEL DISCUSSION

The operators' panel

Mark Binko, Vice President – COO, National Jets

William Herp, CEO, Linear Air

15.30 Networking Break

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16.00 Pilots training and shortage

- The future high demand for qualified pilots
- Training facilities
- How can the shortage of pilots be resolved?

Emanuel Farias, President and Founder, Aviation Internationale Regalia

16.30 PANEL DISCUSSION

Aircraft management, maintenance and operation: Achieving efficiency, safety and security

- Selecting an aircraft management company
- Maintenance support
- The benefit of maintenance programs for business aircraft engines and airframes
- The hidden costs of aircraft management and operation
- FBO facilities
- How to achieve cost efficiency and profitability
- Safety and security
- Aircraft conversions
- The online marketplace for private jet charters and a vision for the future
- Enjoy today but prepare for tomorrow: Insurance for business aviation
- Are you ready for ADS-B Out? The foundation of the FAA's NextGen
- Part 135 entities/outlook forecast - Buying an existing 135 shell/entity or starting one from scratch

Art Bossler, Senior Vice President, Falcon Insurance Agency

Mike Chase, Principal, Chase & Associates

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

Dean Kantis, CEO/Founder, TheJetNetwork

Per Marthinsson, EVP - Americas, Co-Founder, Avinode

Bob Mraz, VP Sales & Marketing, TW Metals

Claire Sandbrook, CEO, Shergroup

Geoff Villano, SVP of Sales & Operations, PrivateFly

18.00 Concluding Remarks and End of USCAS 2018



SPEAKERS

Art Bossler, Senior Vice President, Falcon Insurance Agency

Hershey Jr. College - Degree - Mechanical Engineering
Pennsylvania State University- Various Aeronautical Engineering Courses
Temple University - Business Major Courses
University of Pennsylvania – Liberal Arts Major Courses
Completed Various Insurance Charter Property & Casualty Underwriting Courses
Property & Casualty Insurance Licensed Broker - Florida, Pennsylvania & Texas
Aviation Insurance Brokerage: 50Years
Senior Vice President – Falcon Insurance Agency Florida 1999 to current
Vice President- Sedgwick Insurance – Florida 1996-1999
Owner: Benchmark Insurance Services – New Jersey 1987-1996
Senior VP -Reed Stenhouse New York (Formerly Schiff Terhune) 1976-1987
Senior VP – J S Frelingheusen Corp. 1968-1976
Insurance Company of North America – Aviation Safety & Loss Prevention Dept.
Activities:
Lutheran Church of Resurrection -Yardley, Pa. – Treasurer Approx. 12 Years
St. Paul's Lutheran Church – Albrightsville Pa. - Church Council & Endowment Committee 4 Years
Boy Scouts of America – Scoutmaster

Tom Carroll, FAA Designated Airworthiness Representative - Maintenance

Tom Carroll an FAA Designated Airworthiness Representative-Maintenance and has been for the past 22 years. As a DAR he imports and exports aircraft, so he does have a sense of what's going on in our industry.

He is a recent recipient of the FAA Charles Taylor Master Mechanic Award with over 55 years in the aviation industry.

The majority of his work experience came as an FAA Aviation Safety Inspector and served as a Principal Maintenance for several Air Carriers, FAA Headquarters Reliability Program Manager, Front Line Manager and retired as a FSDO Office Manager in 1996.

After leaving the FAA, he worked for Volvo Aero Services, Airline Spares America, Air Carrier Accessories Services, GECAS, Embraer and The AGES Group.

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 OEMs 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 start-up 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 travelled 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.

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.

Emanuel Farias, President and Founder, Aviation Internationale Regalia

Experienced pilot, flight instructor, advisor and author, Captain Emanuel Farias has excelled in virtually all areas of the aviation industry. Working with discerning clients around the globe, he has built a reputation of providing the highest quality experiences and results. He obtained his college degree in fixed wing aircraft with commercial, multi-engine and IFR ratings in 1996. With more than 20 years experience, he is an ATPL holder of FAA and Canadian licenses in addition to license validations from jurisdictions in Europe and the Caribbean. He is currently rated on Bombardier Challengers CL-30 300/350, CL-600 600/601, CL-604 604/605 and BBD-700 Global Express series aircraft.

The ability to master new concepts and facilitate those ideas with others enabled him to excel in training; practical, regulatory, theoretical, as well as systems knowledge. He instructed at FlightSafety for almost ten years. He rapidly progressed through different roles as ground and simulator instructor as well as Training Center Examiner (TCE) for the FAA and is a former EASA TCE/TCII instructor. During his tenure he authored and co-authored several courses, including pilot and aircraft maintenance engineer training manuals.

His current role as Founder and President of Aviation Internationale Regalia leverages those abilities as he has been consulted by numerous high net worth principals, operators, pilots as well as OEMs in addition to flying and training crew from all parts of the world. This extensive knowledge and extended network has made him uniquely positioned to understand the areas of resources recruitment, training and retention.

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.

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 NCB, 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 Aero Spares, 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 CEO/Founder 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/Micro Jet/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 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. 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 \$250,000,000 million in aviation transactions, chances are you have either flown in a plane sold by TJN or have seen a plane sold by TJN. Dean launched another aviation business model in 2017, www.CharterMyJet.com, which solves the problems that many Part 135 Charter Operators have, "bringing other owner's aircraft over to trustworthy Part 135 operators who will take over

operational control of their aircraft.” This way, a win/win scenario and D085 aircraft is added to their existing fleet and a “fine-tuned version” of the usual 85/15 charter revenue split is written into the charter management agreement. 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 BCC University 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 20 Part 135 entity closings 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. 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/>. Kantis 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.

Cory Little, Global Aftermarket Sales Manager, Honeywell Aerospace

Cory Little earned a Bachelor of Science in Aerospace Engineering from Arizona State University and has spent his entire 25-year professional career working in the aviation industry. His aviation career spans a broad range of disciplines and experiences. He has worked in manufacturing, engineering, engine integration, customer support, technical sales, business management, and sales. His experiences range from working for a UAV start-up company after graduating from college, supporting flight test activities for military fixed-wing and helicopter programs, leading aircraft charter management and shared ownership for a FBO, managing a foreign military continuous improvement program for a fast-attack aircraft, and responsibility of all aftermarket spares and repair activities at one of the largest US military bases. He lives with his family in Scottsdale, Az and active in the local aviation community. He is Vice Chair of the City of Scottsdale Airport Commission and a board member of a non-profit organization dedicated to honoring the legacy of the Scottsdale Airport (KSDL). He is also an advisory board member for an aircraft valuation publication.

Michael McConnell, Managing Director, Jet Capital

Michael McConnell is a Managing Director at JetCapital focused on investment, operations, corporate strategy and flight operations for business and general aviation companies.

His executive background in aerospace includes the vice president of Strategic Planning at Mooney Aircraft, vice president of Customer & Product Support at Eclipse Aviation, vice president of Sales & Marketing at Eclipse and then moving into the President & General Manager of the Customer Division at Eclipse Aviation.

After Eclipse, he became president of Raisbeck Engineering and then started his third company in 14 years, AeroVoodoo LLC, a hardware and software aerospace engineering company.

These experiences of leadership allowed him to become a spokesperson for the aerospace industry and ultimately, positions him well to provide a molecular understanding of how aerospace companies design airplanes, certify airplanes, bring airplanes to market, and build relationships with their customers.

Prior to the aviation industry, McConnell spent 12 years as an early employee at Dell Computer, formerly PC's Limited, riding and contributing to the hyper-growth trajectory of an embryonic computer industry.

McConnell attended the University of Texas at Austin and is a FAA rated pilot. He has owned and flown 6 different aircraft and aspires to race at the Reno Air Races one day. He and his family live in Austin, Texas.

Bob Mraz, VP Sales & Marketing, TW Metals

Bob Mraz began his career in as a regional salesman for the Carborundum Company in the Bonded Abrasive Division. Several years later he entered the US Army serving a tour in South Vietnam.

Upon completion of active duty Mr. Mraz entered Monroe Community College where he graduated valedictorian, completing his degree in psychology at Keene University in New Jersey where he graduated Suma Cum laude. In 1997 he entered the University of Rochester Graduate School to obtain a Marketing MBA. In 1999 Mr. Mraz was promoted and transferred to the Philadelphia area where he



completed his degree Suma Cum Laude at UOP receiving recognition as the top male graduate and commencement speaker.

Mr. Mraz is currently employed as the Vice President of Sales & Marketing by TW Metals with corporate headquarters in Exton, PA. TW Metals is a global aerospace distributor of specialty metals with over 30 locations worldwide. Prior to assuming his current position, Mr. Mraz was National Sales Manager, Regional General Manager, Branch Manager and held numerous other leadership positions in sales & marketing.

Current responsibilities include the strategic planning and deployment of global sales & marketing programs that drive profitable growth consistent with company objectives. In this role Mr. Mraz has responsibility for the Marketing Services Department, product development, globalization and integration of aerospace supply chain initiatives, Government sales and aerospace fabrications. With over 200 Account Managers, several business units and integrated call centers reporting to Mr. Mraz he oversees strategic deployment of programs designed to provide superior customer satisfaction and responsiveness.

Mr. Mraz is active in numerous trade organizations including the Metal Service Center Industry (MSCI), Aerospace Industry Association (AIA), National Defense Industrial Association (NDIA), Experimental Aircraft Association (EAA) and past Vice President & board member of the Suppliers Excellence Alliance (SEA). A recent finalist for the prestigious Stevie Award® sponsored by SellingPower Magazine Mr. Mraz was named as one of the top three Global Sales Leaders for 2006. As a contributing author for Aspatore Books, *Managing The Marketing Team* (2006), frequent speaker at industry events and contributor to many magazine and periodicals Mr. Mraz is acknowledged as industry leader in the specialty metals market.

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

David Reinikainen, New York Life

In August 2018, David Reinikainen, JD LLM joined New York Life in South Florida as a Senior Wealth/Estate Planning Financial Professional. Prior to joining New York Life, David's 15-year professional experience includes: sophisticated tax structuring/planning for private clients and corporate clients, estate planning including asset protection trusts, private equity/real estate funds, and charitable planning.

David received his BA in Mandarin Chinese and Area Studies from Rutgers University, his JD from University of Iowa and his Tax LLM from the University of Florida. David is also a CPA candidate. David has lived in both China and Europe, and traveled extensively throughout Asia, South America, Europe, the Caribbean, and Mexico. David is also fluent in Spanish and is proficient in Mandarin Chinese.

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 instil 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.

Richard Smith, Director-General, Civil Aviation Authority of the Cayman Islands

Paul Henry 'Richard' Smith has over 36 years in the aviation industry, with experience in both the private and public sectors of the industry; he is a venerable veteran who is well known through the Caribbean region and internationally. His career has been spent working with Civil Aviation Authority (CAACI) of the Cayman Islands with attachments and secondments to international training organizations and a stint with the national flag carrier - Cayman Airways, Ltd., as a pilot.

The following is a history of his training and qualifications to date:

- Joined the Cayman Islands Civil Aviation Department July 1976 as trainee Air Traffic Controller. Attended the Air Traffic Control Training Centre in Curacao, Netherlands Antilles and qualified as an Air Traffic Controller in 1977.
- Appointed as Operations Officer in February 1982.
- Attended FAA Academy, Oklahoma, USA in February 1983 and received certification in Airport Systems and Airport Master Planning.
- Obtained FAA Private Pilot Licence, July 1983 from Sowell Aviation, Panama City, Florida.
- Attended Cranfield College of Aeronautics in 1987 and received certification in Aircraft Accident Investigation Course.
- Obtained FAA Commercial Pilot Licence, July 1988 from Flight Safety International, Vero Beach, Florida.

- Attended Transport Canada Training Institute in 1989 and received certification in Aviation Inspector and Enforcement.
 - Attended the International Aviation Management Training Institute, Montreal, Canada in 1990 and received certification in Advanced Airport Management.
 - Qualified as First Officer on the B737-200 aircraft in 1993 and flew with Cayman Airways until 1996.
 - Appointed Director of Civil Aviation in October 1995.
 - February 2003 appointed to the Board of Directors of Air Safety Support International (subsidiary of the UK CAA).
 - December 14, 2004 inducted to the Royal Aeronautical Society as 'Fellow' with the designation FRAeS.
 - Jan 2005 he received the Queens Certificate and Badge of Honour for his tireless efforts during and after Hurricane Ivan.
 - June 2008 he was named as a recipient of the Member of the British Empire (MBE) award by His Excellency the Governor, Mr. Stuart Jack at the Queen's Birthday celebrations.
- He actively participates and is involved in board meetings. In addition, he was nominated to the Board of Directors of the Air Safety Support Inc (ASSI) in February 2003 and served until 2009. ASSI is a subsidiary company created by the UK Civil Aviation Authority (UK CAA) to facilitate the UK Government's obligations to the International Civil Aviation Organization (ICAO) regarding the safety oversight of civil aviation in the UK's Overseas Territories (OT's). Mr. Smith is the country's foremost aviation official with authority delegated by Her Excellency the Governor.

Bennet Walsh, IS-BAO Programme Director, International Business Aviation Council (IBAC)

He has served other esteemed organizations in such capacities including Senior Vice President of Operations and Safety, Director of Safety, Internal Auditor, Simulator Instructor, Check Airman, and Proficiency Check Pilot. Additionally, Mr. Walsh delved into aviation management and safety systems while conducting both Business Aviation (IS-BAO) audits and Airline (IOSA) audits worldwide. Bennet is a third-generation Aviator with three decades of aviation experience, holds an Airline Transport Pilot Certificate, and Type Ratings in six different aircraft. He has a Bachelor's Degree in Aviation Resource Management.

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 totaling 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.