



6<sup>th</sup> 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 Coffee

9.30 Welcome Remarks

9.40 **KEYNOTE ADDRESS**

*Speaker to be confirmed*

10.00 **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)

*Jens C. Hennig, VP, Operations, General Aviation Manufacturers Association (GAMA)*

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

*Other Speakers to be confirmed*

11.00 Networking Coffee Break

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

*Christopher Miller, Managing Partner, Shearwater Aero Capital*

*Forrest Owens, Principal, Aviation Legal Counsel*

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

*Joseph Zulueta, ASA, Managing-Partner, Aeronautical Systems*

*Senior Representative of JSSI*

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?

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

*Jay Faria, President and Commercial Director, Airtrade Aviation*

*Jeff Ramsden, ASA Senior Appraiser and President, Ramjet Aviation*

13.30 Networking Lunch

**14.30 PANEL DISCUSSION**

**The operators' panel**

- The future of on-demand transportation

*William Herp, CEO, Linear Air*

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

*Other Speakers to be confirmed*

15.30 Networking Coffee Break

**16.00 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
- MRO IT technology
- 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

*Mike Chase, Principal, Chase & Associates*

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

*Dean Kantis, CEO/Founder, TheJetNetwork*

*Don Kenny, Senior Vice President, Falcon Insurance Agency*

*Bob Mraz, VP Sales & Marketing, TW Metals*

*Claire Sandbrook, CEO, Shergroup*

*Geoff Villano, SVP of Sales & Operations, PrivateFly*

**17.30 PANEL DISCUSSION**

**Pilots training and shortage**

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

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

*Other Speakers to be confirmed*

18.00 Concluding Remarks and End of USCAS 2018



## SPEAKERS

### **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 OEM's 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.

### **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 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 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.

### **Dean Kantis, CEO/Founder, TheJetNetwork**

Dean Andrew Kantis, is the CEO/Founder of TheJetNetwork, [www.TheJetNetwork.com](http://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](http://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.

### **Don Kenny, Senior Vice President, Falcon Insurance Agency**

Mr. Kenny is a senior specialist in the field of Aviation & Aerospace Insurance.

His long aviation insurance career began with 15 years as an aviation underwriter for a major US insurance company followed by 20 years as an aviation insurance broker.

His responsibilities have spanned negotiating the successful retrieval/repair of the Westar IV satellite by shuttle astronauts in November 1984 to serving major international clients such as Aviall, American Airlines, US Air, El Al, Falcon Jet, General Dynamics, Gulfstream Aerospace, Israeli Aircraft Industries, Mc Donnell Douglas, Northrop Grumman and TIMCO. He has also served major aviation financial institutions such as Babcock & Brown, BCI and Aurora Aviation Services.

Presently Don is employed by Falcon Insurance, arguably the largest Aviation-Only insurance brokerage firm in the US.



He has authored a number of papers impacting the aviation insurance sector and has been called upon by the US Congress and the Central Intelligence Agency to provide expert testimony dealing with aerospace insurance.

He holds a Bachelor of Science degree from La Salle University, Philadelphia, PA. He is an avid chess player and sport car enthusiast. He resides in Toms River, NJ with his wife Rita.

#### **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](http://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

#### **Jeff Ramsden, Accredited Senior Appraiser (ASA), Ramjet Aviation**

Jeff Ramsden is currently the President and Co-Owner of Ramjet Aviation, Inc. He has dealt with all facets of the aviation industry, from sales to charter to maintenance. Entering the aviation industry in 1998, he has gathered numerous areas of expertise, most notably in aircraft sales, acquisitions, & appraisals. Since Ramjet's inception, Jeff has completed over one hundred aircraft transactions throughout the world.

Prior to creating Ramjet Aviation in 2002, Mr. Ramsden served as Director of Aircraft Sales at Universal Jet Aviation, Inc. While at UJA he gained invaluable experience leading the Aircraft Sales division and by providing support in both charter operations and aircraft management. Throughout his time there he established significant relationships with numerous aircraft dealers – relationships that still endure today. Jeff worked for Corporate Fleet Services prior to his time at UJA as an aircraft sales assistant and researcher, where he developed his abilities in market analysis and research methods. His immersion in the aviation marketplace at Corporate Fleet Services served as the foundation for his wealth of knowledge in the corporate aviation industry.

Mr. Ramsden has a Bachelors of Arts from Davidson College, is a member of the National Business Aviation Association (NBAA), and has been the President of the South Florida Business Aviation Association (SFBA) since 2007. His leadership of the SFBA has grown the organization into one of the largest regional general aviation groups in the country, now boasting a membership of more than 400 members representing over 200 corporate aircraft owners and companies. In 2009 Jeff became part of the NBAA Access Committee, which oversees local issues throughout the country, acting as a liaison between the NBAA and the numerous aviation regional groups. He also became Chair of the Network of Regional Business Aviation Associations in 2010, and sat on the board for NBAA Local and Regional Aviation Groups from 2010 to 2017.

During his extensive volunteer work Jeff led a coalition of Florida aviation groups in a successful three year campaign to change Florida state tax laws for aircraft ownership. He also has been commissioned for several speaking engagements throughout Florida and takes pride in bringing future aviators into the industry. In 2012 Jeff was awarded the "Silk Scarf Award" from NBAA, recognizing his dedication and contributions to the business aviation community.

Most recently in August 2016, Mr. Ramsden gained the title of Accredited Senior Aircraft Appraiser by the American Society of Appraisers. Jeff has performed hundreds of appraisals over his career and has been qualified as an expert witness through testimony in multiple court cases.

#### **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.