



12th USCAS US Corporate Aviation Summit

Friday 24th January 2025
Fort Lauderdale, FL, USA

Navigating Aviation Horizons

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USCAS AGENDA

Moderator: To be confirmed

8.30 Registration

9.00 Welcome Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

9.10 Investing in Business Aviation and New Challenges for 2025

Ryan Waguespack, Partner North America, JetQuity

9.40 Purchasing, Selling and Leasing Business Aircraft in the US

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

10.10 The Outlook for Fractional Ownership in 2025 and Beyond

Tom Chapman, Vice President, Aircraft Management Sales, Elevate Jet

10.40 Networking Coffee Break

11.10 Multi-Owner Structures: From Co-Owned to Fractional

John Copley, Partner, Garofalo Goerlich Hainbach

11.40 Lessons that May be Learned from Failed Transactions and a Proposal for Owners of Aircraft and Yachts on the OFAC SDN List

Derek Bloom, Partner, Atlantic Aviation Legal Services

12.10 Augment your Part 135 Revenue Stream

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

12.40 Soaring Responsibly

Ricardo Carvalho, Director, Sales Engineering, Embraer Executive Jets

13.10 Networking Lunch Break

14.30 Things you Might not Know about International Operations

Craig (C.A.) Southerland, Chairman, Premium Aviation

15.00 Business Aviation and the IRS Examination Campaign

Tom Wagner, Senior Director, Alvarez & Marsal Tax

15.30 The Importance of Maintenance Records

Larry Hinebaugh, Executive Director, Foundation for Business Aircraft Records Excellence

16.00 Topic TBC

Joe Zulueta, ASA, President, Aeronautical Systems

16.30 The Talent Acquisition Landscape in Business Aviation Today

Neil Engerran, Senior Aviation Recruitment Consultant

17.00 100% Electric Cold Jet Propulsion: Enabling Long-Range eVTOL and Fixed-Wing Aviation Solutions

Saul Tarazona, Co-Founder & CEO, eJet Aerospace

17.30 Concluding Remarks

SPEAKERS

Tom Chapman, Vice President, Aircraft Management Sales, Elevate Jet

Tom Chapman's career in aviation includes more than 30 years of leadership experience involving proven business transformation and go-to-market strategies. During 12 years at Gulfstream Aerospace Corporation, Tom progressed through a variety of roles including new aircraft sales, and later, led marketing support, aircraft cabin completion sales and interior design for the company.

In his Gulfstream leadership role, Tom oversaw teams responsible for more than \$350 Million in annual revenue and successfully led a high-visibility project to reduce aircraft completion delays by focusing on major process improvement in aircraft sales, interior design, completion engineering, and production. He also served on Gulfstream's M&A executive team.

Later, Tom was recruited to Bombardier Aerospace's Flexjet division where he worked with ultra-high net worth individuals and C-level executives in the northeastern U.S. and Canada to structure solutions involving fractional ownership shares, jet cards, memberships, charter, and aircraft management. Tom has successfully worked with companies during their early growth stage by establishing their brands and products, including XOJET, and as Executive Vice President involved in the recent launch of Volato's HondaJet fractional ownership program.

Collectively, Tom has sold and participated in over \$1 Billion worth of aircraft transactions involving global corporations, private companies and government agencies in more than 20 countries.

Today, Tom is Vice President of Aircraft Management at Elevate Jet, a nationwide aircraft charter operator and aircraft sales team, that is a division of Miami-based Elevate Aviation Group, which includes charter broker Private Jet Services (PJS) and maintenance and AOG support by Elevate MRO.

Tom earned a Bachelor of Science degree in aviation administration from Embry-Riddle Aeronautical University in Daytona Beach, Florida, and continued graduate studies at both Embry-Riddle and Marymount University where he studied organizational management. He has also attended Harvard Business School's Young Presidents' Organization (YPO) Executive Program. Tom is a licensed pilot and trained at FlightSafety International for Hawker and Gulfstream business jets.

John Copley, Partner, Garofalo Goerlich Hainbach

John Copley is a principal in the firm of Garofalo Goerlich Hainbach PC (GGH). He specializes in both domestic and international aviation commercial transactions and regulatory processes and proceedings. John represents aircraft leasing companies, investment funds, aircraft owners, unmanned aerial vehicle owners and operators, on-demand air taxis, government contractors, public aircraft operators, aircraft management companies, fractional ownership program managers, aviation financiers, pilot schools and training centers, aircraft and parts manufacturers and repair stations. His practice is focused on sale, lease and acquisition transactions for both aircraft and aviation assets such as air carriers, parts manufacturers, and repair stations. In addition, John regularly provides regulatory advice for aircraft operations

and compliance with regulatory licensing and citizenship requirements, including the operation of public, state, and civil aircraft.

John has published various articles covering aviation topics such as FAA jurisdiction over the operation of unmanned aerial vehicles, implication of regulatory changes regarding the operation of foreign civil aircraft, pre-purchase inspection liability, contractual consideration for repair stations, use of aircraft for charitable purposes, and simplified FAR Part 135 operations. He regularly lectures on topics related to aviation regulations and transactional issues at regional and national forums including those sponsored by the National Business Aviation Association, Aeropodium, the Strategic Research Institute, and ALM.

John is a member of the tax committee of the National Business Aviation Association. He has also received recognition within the legal industry being named by ALM as one of Washington DC & Baltimore's Top Rated Lawyers

Prior to joining GGH, John worked as an attorney for the firm of Jackson & Jessup, PC. He earned a B.A., magna cum laude, from Wake Forest University. He received a DuPont Fellowship and his M.A. in Foreign Affairs and Government from the University of Virginia and his J.D. from the University of Virginia School of Law. John is admitted to the District of Columbia Bar and is an associate member of the Virginia State Bar. He is fluent in English and Spanish.

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.

Joseph Zulueta, ASA, President, Aeronautical Systems

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

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

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

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