

Corporate Aircraft Symposium & Exhibition
July 17-18, 2008, Westin New York at Times Square, New York, NY
www.aircraftsymposium.com

Day One, Thursday, July 17

7:15 a.m. – 8:00 a.m. Registration and Continental Breakfast

8:15 a.m. – 8:30 a.m.

Co-Chairperson's Welcome Address & Conference Overview

Joseph Dini, Senior Vice President, **Sovereign Bank**

Preston G. (Gil) II Gaddis, Director, **Crowe & Dunlevy, LLP**

8:30 a.m. – 9:15 a.m.

Current State, Recent Trends & Prospects for Business Aviation

An overview of the current state of the industry including recent trends and prospects for the future.

Jens C. Hennig, Vice President of Operations, **General Aviation Manufacturers Association**

9:15 a.m. - 10:00 a.m.

The Regulatory Framework: Staying up To Date on Federal Regulations for Business Aviation

This panel will address various ownership structures permitted by the FAA as well as a number of leasing and operational issues including FAA regulations dealing with charter operations, operational control, time-sharing agreements and executives' personal use of company aircraft.

Moderator: David Norton, Partner, **Shackleford Melton & McKinley**

Panel Members:

Mick Pittard, President, **Aviation Charter Services**

H. Lee Rohde, III, President, **Aviation Management Systems, Inc.**

10:00 a.m. – 10:30 a.m. Networking Break

10:30 a.m - 11:30 a.m.

Safety, Security & Compliance

Moderator: Joseph Dini, Senior Vice President, **Sovereign Bank**

Panel Members:

Matthew A. Boyle, Sr. Vice President & General Counsel, **Dassault Falcon Jet Corp.**

Jens C. Hennig, Vice President of Operations, **General Aviation Manufacturers Association**

Andrea Vara, Office of General Aviation, **Transportation Security Administration**

11:30 a.m. – 12:15 p.m.

Jet Ownership vs. Fractional Ownership, Card Programs and Operating Leases

Moderator: Erin M. Van Laanen, Shareholder, **McAfee & Taft**

Panel Members:

Megan Wolf, Director of Corporate Affairs, **Flight Options**

Rollie Vincent, Director, Strategy & Business Development, **Bombardier Flexjet**

12:15 p.m. – 1:45 p.m. Networking Luncheon & Keynote Address: **Washington D.C. Updates**

Mike Nichols, VP, Operations, Education & Economics

National Business Aviation Association

For sponsorship or speaking opportunities inquiry regarding future aircraft events, contact: Cristin Singson at Tel. 925-825-8738 or email: csingson@aircraftsymposium.com

Lunch Sponsored by Bombardier Flexjet

1:45 p.m. – 2:30 p.m.

Cross Border Transactions & International Operation

The era of dominance of the corporate jet market by U.S. buyers and sellers is coming to a close. Last year, the three aircraft manufacturers of the largest cabin-class business jet aircraft - Bombardier, Gulfstream and Dassault - have all reported a steep increase in sales of aircraft to non-U.S. buyers. Additionally, services reporting trends in used aircraft transactions are consistently showing greater and greater numbers of business jet aircraft for sale being exported overseas

Moderator: David Hernandez, Shareholder, **Vedder Price**

Panel Members:

Bradford L. von Weise, SVP-Global Aircraft Finance,, **Citi Global Wealth Advisory Services, Citibank, N.A.**

John Thomas, National VP Key Accounts, **Jet Aviation Business Jets**

2:30 p.m. - 3:30 p.m.

Key considerations for buying and selling an aircraft

Once a decision has been made to buy or sell an aircraft you then need to be able to evaluate the multitude of options available to you in today's market. On the buy side the panel will discuss a variety of issues from selecting the most appropriate aircraft type, to examining the market, negotiating the deal and making certain the aircraft you buy is the right one for you. On the sell side the panel will explore topics like how to effectively identify where your aircraft fits within the framework of the market, establishing an effective pricing strategy, managing the sales and marketing process and making certain you are protected during the pre-purchase.

Moderator: William J. Quinn, Jr., Director Aircraft Sales & Acquisitions, **Cerretani Aviation LLC**

Panel Members:

Andrew Toy, Chief Executive Officer, **Axiom Aviation, Inc.**

Mike Ellis, President, **Mike Ellis & Associates**

Matt Hartnett, Vice President, **Gulfstream Aerospace**

3:30 p.m. – 4:00 p.m. Networking Break

4:00 p.m. – 4:45 p.m

Pre-Owned Aircraft Market Values: How Long Can It Last?

Pre-owned aircraft have been selling at premiums of their original cost even though they are a few years old. Manufacturers continue to have a strong backlog and hence newer pre-owned aircraft are selling well. This latest cycle is approaching 5 years and as cycles go, so the question everyone is asking, are we due for a correction soon? How long can it last? What models are surprisingly weak in a very strong market? How should a lender, lessor and owner/operator protect their residual exposure should the cycle go down? The panelists will discuss the realities of the market and offer suggestions for maximizing aircraft value.

Moderator: Susan L. Sheets, President, **National Aircraft Resale Association (NARA)**

Panel Members:

Scott Ashton, Vice President, Aircraft Sales and Acquisition, **GAMA Aviation Inc.**

Barbara Spoor, Vice President and Accredited Senior Appraiser, **SAI Valuations, Inc.**

Rich Newton, SVP / Manager Asset Management, **Chase Equipment Leasing**

For sponsorship or speaking opportunities inquiry regarding future aircraft events, contact: Cristin Singson at Tel. 925-825-8738 or email: csingson@aircraftsymposium.com

4:45 p.m. – 5:30 p.m.

VLJ and Air Taxi Reality Check

- The emerging VLJ and air taxi industries have had a very volatile beginning. The panel will discuss the impact of recent events and how things could play out in the future.
- What effect has shaky VLJ manufacturer finances had on the industry?
- Is there still financing out there for VLJ/Air Taxi concepts?
- Per seat versus per aircraft air taxi business models: Is one better?
- How might emerging technologies shape the industry?
- The impact of NextGen capabilities
- Is international air taxi learning from US experience?
- Are manufacturers overexposed in the air taxi segment?
- Why the interest from Russia and other foreign nations in VLJ investment? Will they be successful?

Moderator: Brian Foley, President, **Brian Foley Associates**

Panel Members:

William Herp, President, **LinearAir**

John Loofbourrow, President, **John W. Loofbourrow Associates**

Jack Olcott, President, **General Aero Company**

5:30 p.m. – 7:00 p.m.

Networking Cocktail Reception

Cocktail Reception is sponsored by Vedder Price

Day Two, Friday, July 18

8:00 a.m. – 8:30 a.m. Registration and Continental Breakfast

8:30 a.m. – 8:45 am Co-Chairperson's Recap of Day One and Intro to Day Two

Joseph Dini, Senior Vice President, **Sovereign Bank**

Preston G. (Gil) II Gaddis, Director, **Crowe & Dunlevy**

8:45 am – 10:00 am

Financing Trends & Alternatives

A variety of financial alternatives are available in the marketplace. This panel will discuss some of the most popular financing structures, including secured loans, “tax” or accounting motivated lease structures, program payment financings, “green aircraft” financings, non-domestic financings, fractional financings, manufacturer financing and credit support. This discussion will also include current and (anticipated) future trends from the perspective of some of the most active participants in general aviation financing.

Moderator: Edward Gross, Shareholder, **Vedder Price**

Panel Members:

Michael T. Amalfitano, MD, Executive Head of Corporate Aircraft Finance

Banc of America Leasing; Ex-Officio, National Aircraft Finance Association (NAFA)

Joseph Dini, Senior Vice President, **Sovereign Bank**

Bradford L. von Weise, Senior Vice President-Global Aircraft Finance

Citi Global Wealth Advisory Services, Citibank, N.A.

David A. Davis, Senior Vice President and General Manager, **CIT Aerospace-Business Aircraft**

Richard Ramsden, Vice President, **Wells Fargo Equipment Finance, Inc.**

10:00 a.m. – 10:20a.m. Networking Break

For sponsorship or speaking opportunities inquiry regarding future aircraft events, contact: Cristin Singson at Tel. 925-825-8738 or email: csingson@aircraftsymposium.com

10:20 a.m. – 11:20 p.m.

Closing Aircraft Purchases and Financings

The process of buying and financing a new or used aircraft requires considerable planning, negotiating, documenting and coordinating among the parties, their counsel and advisors. Structural, regulatory and circumstantial issues must be considered and addressed throughout the process, and timely attention to these considerations is essential to maximizing efficiencies and limiting stress when closing these transactions. This panel will discuss all of the above, along with the impact of the Cape Town Treaty to business aircraft.

Moderator: Preston G. (Gil) II Gaddis, Director, **Crowe & Dunlevy, LLP**

Panel Members:

Edward Gross, Shareholder, **Vedder Price**

C. Scott Nielsen, Vice President, **Bank of Utah**

Caryl C. Ben Basat, Shareholder, **Vedder Price**

11:20 – 12:00 p.m.

Energy Efficiency and Corporate Aviation

Eric A. Wunderlich, Director - Environmental Affairs & Corporate Responsibility, **NetJets Inc.**

Nancy Bsales, Private Aviation Consultant, **TerraPass**

12:00 p.m. - 1:30 p.m. Networking Lunch and Keynote Address:

High Fuel and Financial Market Turmoil - What Awaits the Corporate Aviation Sector?

C. Stephen Tusa, Jr., CFA, Electrical Equipment & Multi-Industry Equity Research

J.P. Morgan Securities Inc.

1:30 p.m. - 2:15 p.m.

Best Practices in Insurance and Risk Management Strategies

This panel will explore the best practices related to insurance coverage for business aircraft, including risk management strategies.

- How do you evaluate what coverage you need? How much is enough?
- Policy “traps” for the unwary (am I really covered; and can I lose my coverage?)
- Relying on the manager’s coverage.
- Title insurance – is it worth it? When do you need it?

Moderator: Steve Johns, President, **LL Johns & Associates, Inc.**

Panel Members:

Tracey L. Cheek, Vice President, **Aircraft Title Insurance Agency, Inc.**

Donald G. Kenny, Senior Vice President, **Falcon Insurance Services**

2:15 p.m. – 3:00 p.m.

Understanding the Federal and State Tax Implications in Business Aviation

This panel will discuss the tax implications of business aircraft ownership, with special attention to the new bonus depreciation rules, passive loss issues arising from recent tightening of FAA regulations, pending changes to IRS regulations regarding entertainment use, and federal excise tax issues triggered by recent changes in disregarded entity regulations.

Alan Goldstein, CFO, **Citigroup Executive Services**

John B. Hoover, Attorney at Law, **Dow Lohnes PLC**

3:00p.m. – 3:15 p.m. Concluding Comments

For sponsorship or speaking opportunities inquiry regarding future aircraft events, contact: Cristin Singson at Tel. 925-825-8738 or email: csingson@aircraftsymposium.com