



USCAS AGENDA

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

9.00 Registration & Networking Coffee

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Emil Buehler

AVIATION INSTITUTE
BROWARD COLLEGE

9.30 Welcome Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

Russell McCaffery, Dean, Transportation Programs, Broward College

9.40 **PANEL DISCUSSION**

An overview of corporate aviation in the US

- New FAA regulations
- Tax regulations
- International Standards for Business Aircraft Operations (ISBAO)
- Part 91 and Part 135 operations
- Safety and security
- Purchasing an existing aviation company 135/141/145 instead of starting one from scratch

Thomas A. Alston, President and CEO, Aero & Marine Tax Professionals

Tony Ciaravino, Vice President of Marketing & Client Services, Journey Aviation

Mike Kahmann, Principal, Kahmann Consulting

Dean Kantis, CEO/Founder, TheJetNetwork

11.00 Networking Break

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11.30 **PANEL DISCUSSION**

Financing and leasing business jets

- Technical pitfalls for leased aircraft
- Financing and leasing business aircraft
- Asset management
- Aircraft valuation and appraisal
- Aircraft registrations and offshore registries

David Hernandez, Shareholder, Vedder Price

Anthony Kioussis, President & CEO, Asset Insight

Chris Miller, Managing Partner, Shearwater Aero Capital

Forrest Owens, Principal, Aviation Legal Counsel

Christopher Zarnik, Program Director - MENA, Corporate Concepts International

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
- Fractional ownership and jet cards

Tom Chapman, Senior Vice President - Corporate Aircraft, C&L Aviation Group

Jay Faria, President and Commercial Director, Airtrade Aviation

J. C. Ferrer, Partner, Holland & Knight

Jeff Ramsden, Owner, Ramjet Aviation

13.30 Networking Lunch Break

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14.30 PANEL DISCUSSION

The operators' panel

Fabian Bello, CEO, Journey Aviation

Stephane Cottrell, Director of Training, National Jets

Leonard Goldberg, Owner/President, Gold Aviation Services

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

Bob Seidel, CEO, Alerion Aviation

15.30 Networking Coffee Break

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16.00 PANEL DISCUSSION

Aircraft management, maintenance and operations

- The air taxi market
- Converting business aircraft to a higher economic use
- Selecting an aircraft management company
- Maintenance support
- The hidden costs of aircraft management and operation
- FBO facilities
- How to achieve cost efficiency and profitability
- Aircraft conversions
- The online marketplace for private jet charters and a vision for the future
- Insurance for business aviation
- Pilots training and shortage

Bryan Cunningham, Managing Director, Airfleet Acquisition Group

Nick Godwin, Managing Director, Commsoft

William Herp, Founder and CEO, Linear Air

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

Bruce Miller, Worldwide Business Development, 110 Airparts

Matthew Winer, President, AVX Litigation Support



17.30 Concluding Remarks and End of USCAS 2019