Domestic Operations Committee

Subcommittees

• Small Flight Departments
• Part 135
• Corporate Shuttle / Part 125
Panel

Lee Blake  Jim Lara  Jason Herman  Matt Grunenwald  David Keys
Topics

- Communicating with the principal (Jim Lara)
- Compliance (Jason Herman)
- Budgeting (Matt Grunenwald)
- Mentoring (David Keys)
Roundtable Discussions

- Part 91 and Small Flight Department Issues
- Part 135 Issues
- Corporate Shuttle and Part 125 Issues
How to Talk to Your Boss

Oct. 10 – 10:30 a.m to noon

Presented by: Jim Lara
Principal, Gray Stone Advisors
GRAB ATTENTION
Be impactful
Create bumper sticker messages
Briefly recap the objective
Start with the solution
NEGOTIATION 101

Budget
Focus on the bottom line
Define your OpEx assumptions
Identify fixed vs. variable costs
NEGOTIATION 201

Headcount
Quantify historic travel
Clarify training, development and HR policies
Compare net labor supply to anticipated travel demand
Consider the scheduling match between labor supply and demand
Questions?
Elevating Your Operation: Regulatory Compliance

Tuesday, October 10, 2017
NBAA Domestic Operations Committee

Presented by: Jason E. Herman, CAM
Chairman, NBAA Part 135 Subcommittee
Keeping Up With Regulatory Changes

How to Stay Informed

- Today’s regulatory environment is constantly changing, both through proposed (NPRM) and final rulemaking as well as “non-regulatory” FAA guidance via Advisory Circulars, InFOs, SAFOs, and FSIMS (FAA Order 8900.1)

- It is much easier to stay on top of compliance if you know what is coming down the pike

- Ultimately, the operator is responsible for ensuring compliance with the applicable operating regulations, not the Principal Operations Inspector (POI)

- Timely receipt of FAA guidance material and advanced notice of changing rules will help your operation plan more effectively and efficiently for the future

- Proposed rules and guidance changes are often visible (although not always easy to find) well in advance of their publishing
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- Did you know you can subscribe to the following updates via email with the FAA?
  - Aeronautical Charting Forum Updates
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  - New and Revised Final Advisory Circulars (ACs)
  - Series 8000 Orders & Notices
  - AFS Regulations and Policy Clarification
  - Flight Standards Service (AFS) Draft Documents Open for Comment
  - New Flight Standardization Board (FSB) Reports
  - Information for Operators (InFOs)
  - Safety Alerts for Operators (SAFOs)
  - Recently Published Rulemaking Documents
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  ☑ FAA Safety Briefing
  ☑ Flight Standards Service (AFS) Draft Documents Open for Comment
  ☐ National Simulator Program (NSP)
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Federal Aviation Administration
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To: Jason Herman,
Reply-To: usa FAA@public.govdelivery.com

Orders & Notices Update Notification
You are subscribed to the FAA Orders & Notices update notification service. The following order/notice has recently been added/updated.

- 8900.432 - Regulatory Requirement to Provide Enough Flight Instructors and Check Pilots/Check Flight Engineers

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U.S. Federal Aviation Administration AFS Draft Advisory Circulars (AC) Open for Comment Update
To: Jason Herman,
Reply-To: usafaa@public.govdelivery.com

You are subscribed to AFS Draft Advisory Circulars (AC) Open for Comment for U.S. Federal Aviation Administration. AC 91-85B, Authorization of Aircraft and Operators for Flight in Reduced Vertical Separation Minimum (RVSM) Airspace has been added, and is now available at http://www.faa.gov/aircraft/draft_docs/afs_ac.

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Flight Standards Information Management System

8900.1 Contents:

- Change History
- Volume 1. General Inspector Guidance and Information
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- Volume 3. General Technical Administration
  - Chapter 1. The General Process for Approval or Acceptance of Air Operator Applications
  - Chapter 2. Exemptions, Deviations, Waivers, and Authorizations
  - Chapter 3. Issue or Renew a Certificate of Waiver—14 CFR Section 91.311 (Banner Towing)
  - Chapter 4. Issue a Certificate of Waiver for Restricted Category Civil Aircraft
  - Chapter 5. Issue a Certificate of Waiver or Authorization for an Aerobatic Practice Area or an Aerobatic Contest Box
  - Chapter 6. Issue a Certificate of Waiver or Authorization for an Aviation Event
  - Chapter 7. Issue a Certificate of Waiver or Authorization: § 91.119(o) and/or (c) (Minimum Safe Altitudes)
  - Chapter 8. Issue a Certificate of Waiver for Motion Picture and Television Filming
  - Chapter 9. Reserved
  - Chapter 10. Operational Emphasis Items
  - Chapter 11. Use of Airplanes Issued Experimental/Exhibition Airworthiness Certificates in Flight Instruction for Compensation or Hire
  - Chapter 12. Introduction to 14 CFR Part 91 Related Tasks
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  - Chapter 14. Public Aircraft
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  - Chapter 17. Evaluate Foreign-Registered Aircraft Operated by 14 CFR Part 121 or 135 Certificate Holders
  - Chapter 18. Operations Specifications
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    - Section 2. Automated Operations Safety System
    - Section 3. Part A Operations Specifications — General
    - Section 4. Part B Operations Specifications — En Route Authorizations and Limitations
    - Section 5. Part C Operations Specifications — Airplane Terminal Instrument Procedures and Airport Authorizations and Limitations
# Flight Standards Information Management System (FSIMS)

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FAA guidance on datalink
About 126 results (0.46 seconds)

Appendix F. Sample LOA A056, Data Link ... - FSIMS - FAA
fsims.faa.gov/wdocs/notice/n8900_297.htm — May 7, 2015 - OpSpec/MSpec/LOA A056, Data Link Communications ... Operators can find this notice on the FAA's Web site at http://fsims.faa.gov ... Data Link Communication (CPDLC)/Automatic Dependent Surveillance-Contract (ADS-C) ...

N 8900.297 OpSpec/MSpec/LOA A056, Data Link ... - FAA
Related articles
May 7, 2015 - http://fsims.aws.faa.gov. Operators can find this notice on the FAA's Web site at ... Part 91 operators do not require authorization to operate CPDLC-DCL. ... Appendix A. Sample OpSpec A056, Data Link Communications: 14 ...

FSIMS Document Viewer - Federal Aviation Administration
fsims.faa.gov/PICTDetail.aspx?docid=8900.1,Vol.3,Ch18,Sec3 — Aug 4, 2017 - 3) Government and industry have agreed on the importance of ... and taking advantage of email and postings at FAA public Web sites. ... This issuance of paragraph A056 grants approval to use data link communications in operations. ... Controller Pilot Data Link Communications (CPDLC) application ...

[PDF] CPDLC-DCL - FSIMS - FAA
fsims.faa.gov/Wdocs/OSGW/Data%20Link%20Communications.ppt — Mark Patterson, FAA, AFS-470, 18 March 2015. ... AC 120-70C; 8900.0 A056 Notice and A056 templates; Upcoming work. 2 ... Started in 2012 @ KMEM; Two locations: ... CPDLC – Controller Pilot Data Link Communication, Federal Aviation.
Part A Operations Specifications—General

OPSPEC/MSPEC/LOA A056—DATA LINK COMMUNICATIONS.

NOTE: NextGen Tracking. Applications for approvals for this paragraph must be entered in the Regional NextGen Tracker as indicated in the General Procedures Section (Volume 3, Chapter 1, Section 1).

A. General. Template A056 contains specific operational limitations and provisions for granting authorization to operators of aircraft under part 91, 121, 125, 135, or 91 subpart K to conduct data link communications using aircraft systems that are certificated for air–ground air traffic services (ATS).

1) Parts 91, 121, 125, and 135 operators, and part 91K program managers conducting flight operations in oceanic and remote airspace may use data link communications systems (i.e., Future Air Navigation System (FANS) (FANS-1/A or equivalent)). Operations using data link communications within domestic airspace require very-high frequency (VHF) radios called very-high frequency digital link Mode 2 (VDL–2), compatible with ATS.

2) Data link may be used as a supplement to voice communications with ATS. Voice communications must be continually monitored because aircraft still must be equipped with operating VHF voice and, when required, high frequency (HF) voice radios along the entire flight route.

3) All data link operations in domestic airspace are limited to the en route phase of flight where radar or an equivalent surveillance system such as Automatic Dependence Surveillance-Broadcast (ADS–B) is available for surveillance services.

4) All aircraft used to conduct data link operations in domestic airspace must be equipped with an FAA-certified collision avoidance system that is on and operating. (Reference part 91, § 91.221; part 121, § 121.356; part 125, § 125.224; part 129, § 129.18; and part 135, § 135.180.)

5) An exception to the requirement for data link communication systems is the FANS-1/A system in oceanic or remote airspace. The FANS-1/A communications system can only be approved for data link operations in oceanic and remote area airspace. FANS-1/A systems are not interoperable with the VDL-2 infrastructure for domestic data link communications.

B. Data Link Training. Part 121 and 135 air carriers, and part 91K program managers must have an approved data link training program for their maintenance and flightcrew personnel, as outlined in FAA AC 120–70, Operational Authorization Process for use of Data Link Communication System, current edition.

C. Authorization for Data Link Use. For part 91, 121, 125, and 135 operators and part 91K program managers, the POI will coordinate with the principal avionics and PMIs on the following matters:
NBAA’s Long-Sought RVSM Rule Changes Take Effect
As of Aug. 19, business aircraft operators seeking authorization to fly in reduced vertical separation minimum (RVSM) airspace will no longer be required to develop a separate maintenance program for RVSM equipment, thanks to a rule change driven by NBAA’s ongoing collaboration with the FAA to simplify RVSM-approval compliance for the industry. The revision streamlines the approvals process by recognizing that maintenance of RVSM-related avionics and equipment is already covered by existing FAA requirements. “We’re pleased to see the FAA issue this final rule, which is the latest in a number of NBAA’s ongoing efforts to address operational concerns facing our members,” said Mark Larsen, NBAA senior manager of safety and flight operations. Read more about the RVSM-related rule change.
STANDING COMMITTEES

Made up of committed, talented and knowledgeable volunteers, NBAA's Standing Committees work together on behalf of NBAA Members to promote business aviation access, operational excellence, professional development, safety and technical standards, and security.

Follow the links below to learn more about the Association's Standing Committees and their work on behalf of the business aviation industry.

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Apply to Participate on an NBAA Standing Committee

Only employees of NBAA Member Companies are eligible to participate on NBAA Standing Committees. If your organization is not yet a Member, visit the online NBAA Membership Application to join today.
Use of Automatic Dependent Surveillance-Broadcast (ADS-B) Out in Support of Reduced Vertical Separation Minimum (RVSM) Operations
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Legal Interpretations and the Chief Counsel's opinions are now available at this site. Please note that not all interpretations or Chief Counsel's opinions are available at this time. This database consists of legal interpretations issued from 1990 to the present and will be updated on a regular basis.

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<th>AC 91.21-1D, Use of Portable Electronic Devices Aboard Aircraft</th>
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<td>Summary:</td>
<td>This advisory circular (AC) provides aircraft owners, operators, and the public with information and guidance to comply with Title 14 of the Code of Federal Regulations (14 CFR) part 91, § 91.21, which permits the use of specified portable electronic devices (PED).</td>
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<td>• AC 20-164, Designing and Demonstrating Aircraft Tolerance to Portable Electronic Devices</td>
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Flight Standards Service (AFS)
Draft Documents Open for Comment
Master Minimum Equipment List (MMEL)

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<th>Document Title:</th>
<th>MMEL DA-7X Rev 11, Dassault Aviation, Falcon 7X/8X</th>
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<td><strong>Summary:</strong></td>
<td>Outlines the Master Minimum Equipment List (MMEL) requirements and procedures for the Dassault Aviation Falcon 7X and 8X aircraft. Provides lists/tables and resources for use by inspectors, pilots, technicians, and others in the field and public sector.</td>
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**Regulations:**
- Regulation: 135.247
  - Type: 14 CFR (FAR Section)

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- Docket

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- **FARs:** [https://www.ecfr.gov/](https://www.ecfr.gov/) (Title 14)
- **FAA Exemptions Database:** [http://aes.faa.gov](http://aes.faa.gov)
- **Federal Register:** [http://federalregister.gov/agencies/federal-aviation-administration](http://federalregister.gov/agencies/federal-aviation-administration)
- **FAA Legal Interpretations:** [https://www.faa.gov/about/office_org/headquarters_offices/agc/pol_adjudication/agc200/Interpretations](https://www.faa.gov/about/office_org/headquarters_offices/agc/pol_adjudication/agc200/Interpretations)
- **NBAA Update:** [https://www.nbaa.org/news/update/](https://www.nbaa.org/news/update/)
- **NBAA Standing Committees:** [https://www.nbaa.org/about/leadership/committees/](https://www.nbaa.org/about/leadership/committees/)
Elevating Your Operation: Financial Overview

Matthew D. Grunenwald, PhD Candidate
Embry-Riddle Aeronautical University

• It is *incumbent upon the aviation department to help company management realize the worth and full potential* of the aviation department’s service.

• To achieve this goal, the aviation department must understand the needs of the company, and the only way for the aviation department to do this is to ask the customer – the user of the aircraft.

• *The aviation department cannot define its own role; this information has to come from aircraft users.*
An aircraft is a valuable asset…

• Tangible benefits include:
  – personnel time savings
  – enhanced productivity
  – improved operational flexibility
  – product marketing
  – carriage of critical material

• Intangible benefits derived from the use:
  – enhanced potential for entrepreneurship
  – increased community service capability.
Methods of Financial Analysis

• Break even – alternative cost analyses
• Net Present Value
• Real options analysis
• Discrete choice analysis
• Agent-based modeling
• Simulation analysis/Monte Carlo


# Operational Cost Categories

<table>
<thead>
<tr>
<th>Category</th>
<th>Defined as</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Operating Costs</td>
<td>Costs that change as the level of flying increases or decreases. Should be pooled by aircraft type or location and allocated based on flight hours or departures/landings. For example, fuel would be allocated on flight hours and landing fees would be allocated based on departure/landings.</td>
</tr>
<tr>
<td>Fixed Aircraft Ownership Costs</td>
<td>Expenses associated with owning an aircraft and making it available for use. Fixed maintenance expenses, flight crew salaries, and aircraft lease costs are example. These costs are pooled by aircraft type and allocated based on Flight Hours.</td>
</tr>
<tr>
<td>Program Overhead</td>
<td>Costs that benefit and support the overall network. These costs are allocated based on available seat miles (ASM's) to equitably charge based on duration of flight and capacity supported.</td>
</tr>
<tr>
<td>Non-Aircraft Fixed Costs</td>
<td>These are costs necessary to support general operations and passenger transportation. These costs are pooled at the station level and allocated based on available seat miles (ASM's) to equitably charge based on duration of flight and capacity supported.</td>
</tr>
<tr>
<td>Passenger Variable Costs</td>
<td>Costs that change as the number of passengers increases or decreases. Should be pooled by location and allocated based on passenger boardings.</td>
</tr>
</tbody>
</table>
Professional Mentoring Network

October 10, 2017 10:30 AM

Small Flight Department Committee – David Keys, Chairman
Talent Shortage

- Over the next two decades, 87 new pilots will need to be trained and ready to fly a commercial airliner every day in order to meet demand.
- Passenger and cargo airlines, worldwide, are expected to buy 41,000 new airliners between 2017 and 2036.
- Boeing estimates there will be a need for 637,000 new pilots, and 679,000 maintenance technicians.
- More than 42% of active U.S. airline pilots will retire over the next 10 years, about 22,000 according to a report by Cowen & Company.
We’re looking for qualified industry veterans and rising stars to be a part of the initial class of mentors and mentees that will help foster a collaborative environment for professional growth. Participants will be matched based on location, industry objectives and other factors to provide an engaging and fulfilling experience.
BENEFITS OF BEING A MENTOR

DEVELOP YOUR LEADERSHIP SKILLS.

Becoming a mentor can help you improve on ways to motivate, inspire, and encourage others which will in turn help you become a better manager and team member.
LEARN NEW PERSPECTIVES.

Learn from your mentee’s experience and expectations. By working with future leaders, you can gain a new perspective of the business aviation industry that you may not be able to get anywhere else.
BENEFITS OF BEING A MENTOR

GAIN PERSONAL SATISFACTION.

This is the perfect opportunity to give back to the business aviation industry. Through NBAA’s Professional Mentoring Network, you’ll be able to help shape a young professionals journey into business aviation. There’s no better feeling than knowing your direct influence helped shape someone’s career.
LEARN MORE: www.nbaa.org/mentoring