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ACHIEVE ITS HIGHEST GOALS.



Attendee Brochure

BUSINESS AIRCRAFT FINANCE, REGISTRATION & LEGAL CONFERENCE

March 5 – 7, 2017 | Bonita Springs, FL

www.nbaa.org/frlc/2017

INDUSTRY LEADERS TO COVER KEY TOPICS



FORD VON WEISE

**Global Head of Aircraft Finance,
Citi Private Bank**

Moderates a panel that analyzes the emergence of “non-bank” lenders.



EDDIE GROSS

Shareholder, Vedder Price

Moderates a panel that discusses trends in aircraft lending at the banks and continued changes in the regulatory landscape.



ROLLIE VINCENT

JETNET iQ Creator/Director

Analyzes the latest JETNET iQ data to make sense of the business aircraft market and shares his exclusive insights on activities at the OEMs.



BRUCE PARRY

Manager of Environmental Affairs, EBAA

Co-Present a session analyzing emissions trading requirements for business aviation.



CAMERON PRELL

Counsel, Crowell & Moring



Analyze the Business Aircraft Market, Understand Regulatory and Tax Changes

Conference chairs Eileen Gleimer (Crowell & Moring LLP), Frank Polk (McAfee & Taft) and Ford von Weise (Citi Private Bank) invite you to the 2017 Business Aircraft Finance, Registration & Legal Conference, featuring education and networking from March 5 to 7 at the Hyatt Regency Coconut Point Resort in Bonita Springs, FL.

The conference begins with an opening reception on Sunday, March 5, and two full days of education continue on Monday and Tuesday. Additional networking opportunities, including lunches and a reception on Monday evening, provide an ideal venue for collaboration between attendees and speakers.

This year brings opportunities and challenges for business aviation, from “non-bank” lenders playing a larger role in business aircraft financing, to global aircraft emissions standards and evolving tax issues. The Business Aircraft Finance, Registration & Legal Conference will cover the most talked about industry topics.

2016 Conference Highlights



Attendees



Companies

REGISTER BY FEB. 10, 2017

FOR THE EARLY-BIRD MEMBER PRICE OF \$1,465

NON-MEMBER PRICE AFTER FEB. 10 IS \$2,015

Registration is available online: www.nbaa.org/frlc/2017



CONFERENCE AGENDA

SUNDAY, MARCH 5

5:30 – 7:30 p.m. **Registration and Opening Reception**

MONDAY, MARCH 6

8:15 – 9:00 a.m. **Breakfast and Registration**

9:00 – 9:15 a.m. **Welcome and Introduction**

9:15 – 9:45 a.m. **Market Intelligence:
Making Sense of the Data Points**
Rollie Vincent, *JETNET*

With certain segments of the business aircraft market experiencing growth while others are still searching for stability, how do you make sense of the often conflicting data points? Using JETNET iQ's forecast and industry survey data, understand the specific trends and industry outlook that both the new and pre-owned aircraft markets are expected to experience in 2017 and beyond.



9:45 – 10:30 a.m.

New Opportunities in Aircraft Financing

Ford von Weise, *Citi Private Bank* (moderator);
Michael Amalfitano, *Stonebriar Commercial Finance*;
Dave Labrozzi, *Global Jet Capital*;
Tim Wilson, *SinglePoint*

Over the last several years a number of “non-bank” lenders have entered the market with new sources of capital and product offerings such as operating leases. How will these new entrants impact the global financing market, and will they provide a source of financing for aircraft transactions that might not be possible using a “traditional” bank lender?

10:30 – 11:00 a.m.

Morning Break

11:00 a.m. – 12:00 p.m.

Aircraft Financing Trends at the Banks

Eddie Gross, *Vedder Price* (moderator);
Sam Harris, *JetLease Capital*,
Jim Simpson, *First Republic Bank*;
Wayne Starling, *PNC Aviation Finance*;
Ford von Weise, *Citi Private Bank*

While banks are actively financing a variety of aircraft, the rules have changed dramatically and regulatory/compliance requirements continue to evolve. Learn where large global banks and smaller regionally focused institutions fit in the aircraft lending picture, and strategies for involving a lender in the aircraft transaction process.

12:00 – 1:00 p.m.

Lunch

1:00 – 1:30 p.m.

Keynote Speaker

Reggie Govan, *Former FAA Chief Counsel*



1:30 – 2:30 p.m.

BREAKOUT SESSIONS

Option A:

Federal Tax Issues for Non-Tax Attorneys

E.J. Mitchell, *Deloitte*

Federal tax planning is a critical element of any aircraft acquisition and having an understanding of the most common challenges and planning strategies will help you avoid pitfalls. Review the available tax depreciation schedules for business aircraft and specific usage tests required. Through scenarios understand how common structures, such as related party leasing, can trigger passive activity losses and other tax challenges.

Option B:

Direct from Oklahoma City: FAA Registry Update

Frank Polk, *McAfee & Taft (moderator)*;

Jack Gilchrist, *DeBee Gilchrist*;

Scott McCreary, *McAfee & Taft*

Complying with FAA registration requirements is a key part of many aircraft transactions, and there are specific timelines and procedures that must be followed for a smooth closing. Obtain best practices for common registry transactions and discuss pitfalls that can lead to stressful or delayed closings. Also learn how new initiatives such as the acceptance of digital signatures are modernizing registry functions.

2:30 – 3:00 p.m. Afternoon Break

**3:00 – 4:00 p.m. Regulatory Planning for Challenging Ownership/
Operating Structures**

Eileen Gleimer, *Crowell & Moring (moderator)*;
Lee Rohde, *Essex Aviation*;
Chris Younger, *GKG Law*

To create a successful aircraft ownership and operating structure, tax, regulatory and risk management goals must all be balanced. For example, while a special purpose entity owning and operating the aircraft might meet risk management goals, that same structure could violate FAA regulations. Discuss common planning goals, and using scenarios, understand how to develop a compliant structure that best balances competing priorities.

4:00 – 4:30 p.m. Legislative Update for Business Aviation

Christa Lucas & Scott O'Brien, *NBAA*

Debate over the future funding and structure of the FAA air traffic control system continues in Congress. Understand the significant threat that privatization of our nation's ATC system poses to business aviation and how you can take action. Also learn about federal and state tax policy work that NBAA is performing on behalf of the industry.

6:00 – 7:30 p.m. Evening Reception

TUESDAY, MARCH 7

9:00 – 9:10 a.m. Welcome and Day Two Introduction

9:10 – 10:10 a.m. Unmanned Aircraft System (UAS) Update

Greg Cirillo, *HCH Legal, LLC*

The FAA has issued regulations for commercial use of small UAS which allows many businesses to take advantage of the technology. However, there are significant limitations to the rules which must be understood. What are the next steps for UAS operations and how are business aircraft operators integrating these technologies? Learn about both the regulatory landscape and business opportunities so you can be prepared for client and customer questions.

10:10 – 10:30 a.m. Morning Break

10:30 – 11:15 a.m.

**Environmental Issues Update
for Business Aviation**

Bruce Parry, *European Business Aviation Association*;
Cameron Prell, *Crowell & Moring*

With the recent agreement by the International Civil Aviation Organization (ICAO) on international aviation carbon emissions, a global framework including market based measures will be put in place by 2020. Understand what these measures are likely to mean for business aviation, how the emissions trading market will work in practice and the impact ICAO action has on existing emissions regulations in the European Union.

11:15 a.m. – 12:15 p.m. International Registry Update

Frank Polk, *McAfee & Taft (moderator)*;
Rob Cowan, *Aviareto Limited*;
Marie O'Brien, *A&L Goodbody*

The Cape Town International Registry has now been ratified by 73 countries and regional economic organizations meaning that it plays a key role in many aircraft transactions. Review recent court cases dealing with the registry and jurisdictional issues. Also learn about new policies dealing with non-consensual liens and how the registry “closing room” functions.

12:15 – 1:15 p.m.

Lunch

1:15 – 2:15 p.m.

Best Practices for Export/Import Transactions

Stewart Lapayowker, *Lapayowker Jet Counsel*;
James Meyer, *Harper Meyer*

With the globalization of business aviation there are significant opportunities around the world and many transactions now involve either the export or import of an aircraft. Create a checklist for international transactions and review the normal flow of a deal, including often challenging customs and registration issues. Prepare for doing business in more “challenging” jurisdictions that are beginning to emerge as potential markets.

2:15 – 2:30 p.m.

Afternoon Break

2:30 – 3:30 p.m.

Does My Aviation Insurance Policy Cover That?

Melissa Harder, *Willis Towers Watson*;
Ellyn Slow, *Ellyn Slow Consulting*

Business aircraft owners never plan to use their aviation insurance policy, but claims do occur and having a detailed understanding of coverage and policy terms is critical. Examine denial of coverage scenarios to understand where owners/operators might think there is coverage, but were in fact mistaken. When evaluating insurance policies, make sure to ask the right questions so coverage is in place when you most need it.

3:30 – 4:00 p.m.

Moderated Q&A with Selected Speakers



HOTEL & TRAVEL INFORMATION

Located overlooking Estero Bay and the Gulf of Mexico, the Hyatt Regency Coconut Point features a championship 18-hole golf course, innovative restaurants and a semi-private island and beach. The resort also offers three pools, the Stillwater spa, and is conveniently located near Naples.

The Southwest Florida International Airport (RSW) is located 13 miles from the hotel and direct flights are available from a wide variety of cities.

Hyatt Regency Coconut Point Resort and Spa

5001 Coconut Road

Bonita Springs, Florida, USA, 34134

Tel: +1 239 444 1234

CUT-OFF FOR PREFERRED RATES: FEBRUARY 1, 2017

(or until rooms at preferred rate are sold out)

RATE: \$319/night (plus taxes)

To make reservations visit: www.nbaa.org/frlc/hotel.

CONTINUING EDUCATION CREDIT



CPE CREDIT

Attending this NBAA conference provides a maximum of 12.5 hours of recommended continuing education (CPE) credits. In accordance with the standards of the National Registry of CPE Sponsors, CPE credits have been granted based on a 50-minute hour.

NBAA is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.learningmarket.org.

Course Level: Basic

Prerequisite: None

Preparation: None required

Delivery Method: Group-Live

Level of Knowledge: Overview

Maximum CPE Credit: 12.5 hours

Fields of Study: Business Law (10.0 hours maximum CPE recommended)
Taxes (2.5 hours maximum CPE recommended)

CPE Complaint Resolution Policy: For more information regarding administrative policies such as complaint and refund, please contact the National Business Aviation Association at (202) 783-9000.

For details on Conference learning objectives, visit: www.nbaa.org/frlc/cpe

CLE CREDIT

NBAA has not submitted this course for approval to any state CLE provider and will provide attorneys with an attendance confirmation letter to support their application CLE credit in their respective states. Based on a 50-minute hour, the conference may eligible for a maximum of 12.5 CLE credits for the full course.

THANK YOU TO OUR SPONSORS

NBAA thanks its generous sponsors for supporting the 2017 Business Aircraft Finance, Registration & Legal Conference.

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Additional sponsorship opportunities are available at a variety of price points. Contact NBAA's **Scott O'Brien** at sobrien@nbaa.org.



National Business Aviation Association
1200 G Street NW, Suite 1100
Washington, DC 20005

SAVE THE DATES

NBAA hosts other events valuable for those with an interest in aviation tax, operational and regulatory issues. Check www.nbaa.org/events for agendas and registration information, available within the months preceding the events:

Business Aviation Taxes Seminar

May 4 – 5, 2017 | Marina del Rey, CA

Tax, Regulatory & Risk Management Conference

October 8 – 9, 2017 | Las Vegas, NV