

# 2011 AVIATION BUSINESS ROUNDTABLE

The Industry's Premier Event Assembling Top Business Leaders



OCTOBER 24 – 25

THE RITZ-CARLTON HOTEL, ARLINGTON, VA





**Dear Roundtable Attendee:**

Normally, those of us who work in Washington are proud to welcome our industry colleagues to the nation's capital, but this year is different. Washington no longer represents what our founding fathers once imagined. It has become a symbol of confusion, dysfunction, and waste.

The leaders of American aviation businesses now look at the White House and wonder if anyone there cares about the thousands of businesses and hundreds of thousands of hard-working professionals who support the fragile national air transportation system that is so essential to our economy. They look at the Congress and can't understand why normally routine legislative actions are hopelessly deadlocked. Then, they listen to the shrill class-warfare rhetoric and wonder how one of America's greatest achievements has become little more than a political football.

Still, it is essential that you are here. First, you will benefit from this year's Roundtable program. We have assembled panels and presenters who can help us understand the most critical issues that our industry faces, from the changing landscape at many airports to the uncertain prospects for regulatory and fiscal reform in Congress and within the administration. The discussions that unfold around our symbolic 'roundtable' will help all of us design our collective response to the chaos and complexity that is modern day Washington.

Second, your presence sends a message to the policymakers you'll meet at the Roundtable over the next two days. It helps us express our anger at radical new user fee proposals. It demonstrates our commitment to stand with others in the aviation community against misguided attacks against our industry and especially against our customers – people who want nothing more than the finest private air transportation. And it declares that jobs in aviation are no less important than those in more politically favored but much less essential industries (like high speed rail).

As you know, change is in the wind. A year from now, national elections may turn Washington in a very different direction. Your role as an NATA member, but more importantly as a leader in your local community, can help define that new direction for our country and our industry. Your presence here will help us create a more fertile landscape for a stronger aviation industry in the years ahead.

But most of all, aviation is about connecting people – helping them make the face-to-face interactions that drive our ingenuity, innovation, and industry. Similarly, the Aviation Business Roundtable provides a unique "connection" for you with the other leaders who, collectively, provide the finest air transportation system in the world. While you're here, confounded perhaps by a city where our government seems unconnected with the real America, take the time to make your own connections with friends and colleagues who share your passion. As we've shown in times past, working together we can change even Washington.

So, with a bit of trepidation, NATA and I welcome you again to our annual Aviation Business Roundtable. Your presence here reflects your confidence in our industry, in our collective capabilities, and in our future. Hopefully, we will all leave prepared for a year of new challenges, further achievement, renewed growth, and constant change.

Sincerely,



James K. Coyne

## SCHEDULE OF EVENTS

### MONDAY, OCTOBER 24, 2011

- 12:00 noon     FAA Roundtable and Luncheon  
*J. Randolph Babbitt, Administrator, Federal Aviation Administration*
- 2:00 p.m.     OEM Industry Roundtable  
*Joe Lombardo, Executive Vice President, Aerospace Group,  
General Dynamics*  
*John G. Rosanvallon, President & CEO,  
Dassault Falcon Jet Corporation*  
*Pete Bunce, President & CEO,  
General Aviation Manufacturers Association*
- 3:30 p.m.     Aviation Industry Roundtable  
*Marion C. Blakey, President & CEO,  
Aerospace Industries Association*  
*Todd Hauptli, Senior Executive Vice President,  
American Association of Airport Executives*  
*Edward M. Bolen, President & CEO,  
National Business Aviation Association*
- 6:00 p.m.     Roundtable Reception
- 6:45 p.m.     Roundtable Dinner
- 7:30 p.m.     Optional Private VIP Reception with Herman Cain  
(\$2,000/person, RSVP to Eric Byer in person or via email  
at ebyer@nata.aero)
- 8:00 p.m.     Keynote Speaker  
*2012 Presidential Election Perspective*  
*Herman Cain, Republican Presidential Candidate*

### TUESDAY, OCTOBER 25, 2011

- 7:30 a.m.     Congressional Aviation Legislative Outlook and Breakfast  
*The Honorable John Mica (R-FL), Chairman,  
House Committee on Transportation & Infrastructure*
- 8:45 a.m.     Navigating The Minefields: Industry Forecast  
*Michael Boyd, President, Boyd Group International, Inc.*
- 10:00 a.m.     General Aviation Infrastructure & Investment Coalition Update  
*Michael Scheeringa, President, Signature Flight Support*  
*Greg Arnold, President & CEO, Truman Arnold Companies*  
*Clive Lowe, Vice President, Business Development,  
Atlantic Aviation*  
*Jim Hopkins, Vice President, Sales & Charter, Landmark Aviation*
- 11:45 a.m.     Business Perspective Luncheon  
*Ted Leonsis, Washington Sports Teams Owner*

## J. RANDOLPH BABBITT

Administrator, Federal Aviation Administration



**R**andy Babbitt was sworn in as the FAA's sixteenth administrator on June 1, 2009. Babbitt comes to the FAA from Oliver Wyman, an international management consulting firm where he served as partner.

A veteran pilot and internationally recognized expert in aviation and labor relations, Babbitt is no stranger to the FAA. He has been a member of the agency's Management Advisory Council since 2001. In that capacity, he provided guidance to the

FAA administrator on a variety of topics, ranging from air traffic modernization to regulatory policy. He was chairman of the council from 2004 to 2006.

He also was appointed by Department of Transportation Secretary Mary Peters to be a member of a special internal review team to assess safety oversight within the airline industry and the FAA.

Babbitt was the founding partner of Eclat Consulting, a highly successful aviation firm, in 2001 and was the president and CEO until Eclat was acquired by Oliver Wyman in 2007.

Babbitt began his aviation career as a pilot, flying 25 years for Eastern Airlines. A skilled negotiator, he served as president and CEO for US ALPA, the world's largest professional organization of airline pilots. While at ALPA, he championed the "One Level of Safety" initiative implemented in 1995 to improve safety standards across the industry. He also promoted the international expansion of ALPA through a merger with the Canadian Air Line Pilots Association in 1997.

He was recognized by *Aviation Week & Space Technology* magazine with the Laurels Award for outstanding achievement in Commercial Air Transport.

## JOE LOMBARDO

Executive Vice President, Aerospace Group,  
General Dynamics



Joe Lombardo, who served as president of Gulfstream Aerospace from 2007 until 2011, is the executive vice president of the Aerospace Group for General Dynamics Corp. The group consists of Gulfstream Aerospace Corp. and Jet Aviation. Lombardo has served as executive vice president since 2007.

Prior to his appointment in 2007, Lombardo was chief operating officer for Gulfstream. Since October 2001 he also served as a vice president of General Dynamics Corp.

After starting his aerospace career in 1975 at Douglas Aircraft, Lombardo held leadership roles in production and material control, planning and manufacturing. Before joining Gulfstream, Lombardo was general manager of production for twin-jets at Douglas Aircraft Company, a division of McDonnell Douglas Corp.

Lombardo joined Gulfstream in 1996 as vice president of co-production. He was responsible for the successful ramp-up and dual production of the Gulfstream IV-SP and Gulfstream V. As chief operating officer, he was responsible for the cost, quality and schedule of Gulfstream's manufactured products.

Lombardo earned a bachelor's degree in sociology from San Diego State University in 1971 and a master's degree in business administration from Long Beach State University in 1984. He is a recipient of the National Management Association's Silver Knight award.

## JOHN G. ROSANVALLON

President and CEO, Dassault Falcon Jet Corporation



John G. Rosanvallon graduated from France's prestigious business school, *Hautes Études Commerciales* in 1974.

In 1975, he was recruited by Dassault Aviation to coordinate the company's Falcon business jet programs between its Paris headquarters and its U.S. subsidiary, then called Falcon Jet Corporation, based in Teterboro, New Jersey. At that time, Falcon Jet Corporation was a joint venture between

Pan-American World Airways and Dassault Aviation.

In 1979, Rosanvallon came to the United States as assistant to the president of Falcon Jet Corporation, and was later promoted to vice president, finance. In 1984, he returned to Paris as executive vice president of Sogitec, another Dassault subsidiary. He retained close ties to the Falcon business, which he rejoined in 1989 as vice president of marketing, based in Paris.

Returning to the U.S. in 1994 as senior vice president, sales and marketing, Rosanvallon was responsible for consolidating the worldwide sales and marketing of Falcon business jets. He was named president in November 1996, and also serves on the company's Board of Directors. In October 2003, he was appointed president and chief executive officer of Dassault Falcon Jet and executive vice president, civil aircraft of Dassault Aviation.

He is a recipient of the French Legion of Honor and the National Order of Merit, awarded by the president of France.

He is also chairman of the General Aviation Manufacturers Association, member of the NBAA Associate Member Advisory Council and a recipient of the "Eagle of Aviation" award from Embry-Riddle Aeronautical University.

## PETE BUNCE

President and CEO  
General Aviation Manufacturers Association



In April 2005, Bunce became president and CEO of the General Aviation Manufacturers Association (GAMA). He and the GAMA staff travel worldwide engaging regulators, policy makers and elected officials to promote general aviation and serve GAMA's international membership.

Bunce entered the Air Force in 1979 as a graduate of the United States Air Force Academy. He retired from the Air Force in March 2005, with his last assignment as director of the Air Force Congressional Budget and Appropriations Liaison. In his 26-year Air Force career, he flew F-15s and A-10s, while commanding several large operational fighter units.

Bunce is an active pilot with more than 5,500 hours in military fighter and training aircraft as well as civil piston, turboprop and business jet aircraft. He holds FAA multi-engine, seaplane and instrument ratings and serves on the board of directors of Mercy Medical Airlift, Veterans Airlift Command, the International Council of Airshows, and Build a Plane. He was named the 2007 Aviation Industry Leader of the Year by the Living Legends of Aviation.

## MARION C. BLAKEY

President and CEO, Aerospace Industries Association



Marion C. Blakey is president and chief executive officer of the Aerospace Industries Association. AIA is the most authoritative and influential voice of the aerospace and defense industry, representing nearly 150 leading manufacturers, along with a supplier base of nearly 200 associate members – the largest membership in AIA’s 91-year history.

Blakey became the eighth full-time chief executive of the association in 2007. Before that, she served a five-year term as administrator of the Federal Aviation Administration.

As FAA administrator, Blakey regulated the nation’s airways as well as operated the world’s largest air traffic control system managing 44,000 employees and a \$14 billion budget. During her tenure, the traveling public experienced the safest period for air travel in the United States’ history. She also was a tireless safety advocate internationally. Under her leadership, the agency launched NextGen — the shift to a satellite-based system that will modernize air transportation and decrease delays.

Prior to being named FAA administrator, Blakey served as chairman of the National Transportation Safety Board. Blakey improved the board’s accident reporting process and strengthened its advocacy and outreach programs to promote safer travel throughout all modes of transportation.

Including her service at the FAA and NTSB, Blakey has held six presidential appointments, four of which required Senate confirmation. From 1992 to 1993, Blakey served as administrator of the Department of Transportation’s National Highway Traffic Safety Administration, which regulates the automobile industry.

## TODD HAUPTLI

Senior Executive Vice President, American Association of Airport Executives



Todd Hauptli is senior executive vice president of the American Association of Airport Executives (AAAE) and its Airport Legislative Alliance. He is responsible for managing the organizations' interactions with the Congress and the executive branch agencies.

Recognized as a leading transportation advocate in Washington DC, he has helped guide nearly \$60 billion in infrastructure investments to airports and has been involved in transportation policy for over two decades. He has been profiled in such publications as National Journal, Legal Times, Influence, Washington Times, and The Hill.

Prior to joining AAAE in 1991, Hauptli served as a Congressional Relations Officer handling aviation issues at the Department of Transportation.

Before his service at the Department of Transportation, Hauptli served on the White House staff of President Ronald Reagan as associate director of cabinet affairs. He also worked at the Department of Commerce, first in the Congressional Affairs office, then directly for the Secretary of Commerce.

He began his career on Capitol Hill working on the staff of the House Republican Research Committee.

## EDWARD M. BOLEN

President and CEO,  
National Business Aviation Association



Edward Bolen became the president and CEO of the National Business Aviation Association (NBAA) in Washington, DC, on September 7, 2004.

Prior to joining NBAA, Bolen was president and CEO of the General Aviation Manufacturers Association (GAMA) for eight years. Bolen joined GAMA in 1995 as senior vice president and general counsel. GAMA's board of directors elected him president and CEO in November 1996.

Bolen was nominated by President Bush to serve as a member of the Commission on the Future of the U.S. Aerospace Industry. Bolen was nominated by President Clinton and confirmed by the U.S. Senate to serve as a member of the Management Advisory Council (MAC) to the FAA. He chaired the MAC from 2000 to 2004.

Bolen is the immediate past chairman of RTCA, Inc., a not-for-profit corporation that functions as a Federal Advisory Committee to the FAA on matters related to communications, surveillance, navigation and air traffic management. He also serves on the Aviation Advisory Board of the Mitre Corporation, a federally funded research and development corporation.

He is a member of the Flight Safety Foundation Board of Governors and the National Aeronautic Association Board of Directors. He also serves on the Aeronautics and Space Engineering Board of The National Academies.

Bolen received his Bachelor of Arts in economics from the University of Kansas. He is a graduate of the Tulane University School of Law and holds a Master of Laws degree from Georgetown University Law Center.

## HERMAN CAIN

### Republican Presidential Candidate



**H**erman Cain is an American businessman, syndicated columnist, and radio host from Georgia. He is the former chairman and CEO of Godfather's Pizza and a former chairman (Omaha Branch board 1989–91), deputy chairman (1992–94) and chairman (1995–96) of the board of directors of the Federal Reserve Bank of Kansas City.

In 1994, as head of the National Restaurant Association, he had the opportunity to speak with President Clinton during a nationally televised town hall meeting. Here, Herman challenged the President regarding the impact on businesses if his health care overhaul proposal were passed. President Clinton attempted to assure him and the millions of viewers watching at home that his legislation would not harm American business owners and their employees.

Herman was skeptical. "Quite honestly Mr. President, your calculations are incorrect," he said. "In the competitive marketplace, it simply doesn't work that way." His words echoed across America, and Newsweek named Herman Cain the primary saboteur of Hillarycare.

Before his business career he worked as a mathematician in ballistics as a civilian employee of the United States Navy. He lives in the Atlanta suburbs, where he also serves as an associate minister at Antioch Baptist Church North.

In January 2011, Cain announced he had formed an exploratory committee for a potential campaign for the Republican Presidential nomination in 2012 and on May 21 Cain officially announced his candidacy. Although Cain had not held elective office before and remained well back of former Massachusetts Governor Mitt Romney and, later, Texas Governor Rick Perry during summer polling, in mid-October 2011 Cain was leading.

## THE HONORABLE JOHN MICA (R-FL)

Chairman of the House Committee on  
Transportation & Infrastructure



John L. Mica was first elected to the United States Congress on November 3, 1992, to represent the 7th Congressional District of Florida. He is currently serving his tenth term in the 112th Congress, which began January 5, 2011.

In the 112th Congress, Mica was elected by his peers in the House of Representatives to serve as the chairman of the House Committee on Transportation and Infrastructure. As the committee chairman, Mica serves on all six Committee on Transportation and Infrastructure subcommittees.

As a recognized national transportation leader, Mica was named chairman of the Subcommittee on Aviation in 2001 and served through 2006. After the September 11 terrorist attacks, he led the effort in Congress to restore stability to the aviation industry and co-authored the Aviation and Transportation Security Law.

As the chairman of the Committee on Transportation and Infrastructure, Mica's top priorities are creating jobs and improving our nation's infrastructure and economy. A strong advocate of rebuilding and improving our highways, airports, rail systems, waterways and maritime transportation systems and other infrastructure in a cost effective manner that responsibly expands employment opportunities. To achieve these goals, Chairman Mica is strongly committed to enacting a long-term reauthorization of federal surface transportation programs. Mica is also a senior member on the House Committee on Oversight and Government Reform and former chairman of two of its subcommittees.

From 1999-2001, Mica served as chairman of the Subcommittee on Criminal Justice, Drug Policy and Human Resources, and became a national principal leader in the development of our nation's counter-narcotics policy.

Prior to his election to Congress, Mica established several successful business ventures including real estate, communications, international trade consulting and governmental affairs firms.

## MICHAEL BOYD

President, Boyd Group International



Mike is well known as an expert in futurist aviation issues, and is often called upon by the national media to provide input regarding events and trends affecting airlines, airports, and aircraft manufacturers.

Since co-founding the company in 1984, he has directed hundreds of projects for clients ranging from small airports to global companies such as General Electric, Delta Airlines, Continental Airlines, Aerostructures, and Embraer Aircraft. Mike started his career with American Airlines in 1971. He joined Braniff International in 1977, attaining the position of Regional Director, and was responsible for opening the carrier's Far Eastern operations. In 1982 he moved to Bar Harbor Airlines as Vice President of Marketing and Planning.

In 1984, he co-founded what is today Boyd Group International. Seeking advice from respected leaders in the aviation consulting industry, it was recommended that the firm be based in New York or Washington, in order to have proximity to headquarters and key branch offices of airlines and to government offices. Underscoring the firm's strong sense of independence from "ambient" thinking, the firm was established in a small town high in the Rocky Mountains west of Denver. It was only the start of the company's dedication to seeking fresh and higher (in this case, literally) perspectives from the stale norms accepted in aviation. Even then, Mike and the staff recognized that electronic proximity was the future, and that integrity, research, and cutting-edge expertise would trump any benefits of an office on Connecticut Avenue.

In the past 25 years, this philosophy has resulted in Boyd Group International evolving into one of the most respected firms in the industry.

Mike holds a degree in Social Science from Michigan State University, with a minor in Chinese language.

## MICHAEL SCHEERINGA

President, Signature Flight Support



As president of Signature Flight Support worldwide, Scheeringa is responsible for Signature Flight Support's more than 100 fixed base operations. His background includes commercial and general aviation.

Before joining Signature, Scheeringa was chief executive officer of Flight Options, which was the world's second largest operator of business jets.

Prior to that, he spent 13 years at US Airways, held officer-level positions and had the oversight of several of the company's wholly-owned subsidiaries.

Scheeringa earned a degree in transportation and logistics management from Arizona State University.

## GREG ARNOLD

President and CEO, Truman Arnold Companies



Greg Arnold is president and CEO of Truman Arnold Companies (TAC), a privately owned national petroleum marketing and aviation fixed base operation company, started by his father, Truman Arnold, in 1964. Arnold was appointed president and CEO in 2003. Arnold has provided the vision for the exponential growth that TAC has seen over the last six years. Active in both industry and civic activities, Arnold continually achieves a winning balance among the many different TAC divisions and business interests. His passionate management style empowers and inspires the team he has built that currently achieves annual sales in excess of \$3 billion. He strives for habitual success in all areas of the company and accepts nothing less than excellence from himself and his associates.

## CLIVE LOWE

Vice President of Business Development,  
Atlantic Aviation



Clive Lowe is vice president of business development at Atlantic Aviation. His responsibilities include portfolio development, commercial airline business, and Government Affairs. He has over 25 years of experience in real estate development, mergers and acquisitions, and operations management, primarily in the airport and aviation services sector. He has managed an FBO chain, and has held senior and board level positions with Macquarie Airports North America, Avports, American Port Services and BAA. He has been involved with airport-related public-private partnerships throughout the Americas and the UK, and sits on the Americas board of an international professional standards and public interest real estate and construction body.

## JIM HOPKINS

Vice President of Sales & Charter, Landmark Aviation



Jim Hopkins has 25 years of financial and operations experience in the aviation industry, all with Landmark Aviation. During his tenure at the company, he has held various roles, each with full profit and loss responsibility, from flying aircraft to overseeing the fixed base operation (FBO) network.

Hopkins has experienced several mergers and acquisitions. He is often called on because of his history with the company and experience in finding solutions that are satisfactory to both parties.

Hopkins's professional history at Landmark includes being a Flight Instructor for a year in 1986, Director of Flight Operations in 1987, and General Manager in Roanoke, VA, from 1988 to 1993 and then he moved to Norfolk, VA, as General Manager until 1999. In 2000, he was Vice President of Charter until 2004, when he was promoted to Vice President of Large Fleet & Government Contracts. In 2006, he was Vice President of Operations until 2008, when he served for one year as Vice President of Logistics. In 2009, he was promoted to Vice President of Sales & Charter and still serves in this position.

He is a graduate of Virginia Polytechnic Institute and State University, with a major in management and marketing. He is a commercial pilot and has over 4,000 hours of flight time.



## TED LEONSIS

Washington Sports Teams Owner and Business Leader



**T**ed Leonsis is the founder, chairman, majority owner and CEO of Monumental Sports & Entertainment, which owns and operates the Washington Capitals (NHL), Washington Wizards (NBA), Washington Mystics (WNBA) and Verizon Center in downtown Washington, D.C. The partnership also operates Kettler Capitals Iceplex (the Washington Capitals' training facility and front office headquarters) and the George Mason University Patriot Center. Leonsis has owned the

Washington Capitals since the spring of 1999 and serves on the board of governors for the NBA and NHL as well as the executive committee of the NHL.

During his almost 14-year career at AOL, Leonsis served as president of American Online Services Company, president of AOL Studios, president of AOL Web Properties, vice chairman and president of AOL Core Services, vice chairman and president of AOL Audience Business and vice chairman emeritus. The company recorded its greatest levels of innovation and growth under his leadership, and in May 2010 AOL named a central office tower The Leonsis Creative Center in his honor. Leonsis retired from active management of AOL in 2006. Leonsis is now a partner in the newly created "speed-up capital" Revolution Growth Fund II.

He created and produced the award-winning film "Nanking." The film premiered at the 2007 Sundance Film Festival, awarded the Documentary Editors Award, and went on to win the Peabody Award and the Emmy Award. Mr. Leonsis also produced the documentary film "Kicking It," which premiered at the 2008 Sundance Film Festival and aired on ESPN, and "A Fighting Chance," which aired on ESPN in 2010.

Leonsis has authored numerous books, including *Blue Magic: The People, Power and Politics Behind the IBM Personal Computer* and *The Business of Happiness: 6 Secrets to Extraordinary Success in Work and Life*.

## 2011 AVIATION BUSINESS ROUNDTABLE PARTICIPANTS

Marion Blakey  
President and  
Chief Executive Officer  
**Aerospace Industries  
Association**  
Arlington, VA

Todd Hauptli  
Senior Executive Vice President  
**American Association of  
Airport Executives**  
Alexandria, VA

Darren Fuller  
Vice President of Business  
Development  
**Ascent Aviation Group, Inc.**  
Parish, NY

David Newman  
Vice President  
**Ascent Aviation Group, Inc.**  
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Clive Lowe  
Vice President of Business  
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Joel Hirst  
Vice President of Sales-East  
**Avfuel Corporation**  
Ann Arbor, MI

Craig Sincock  
President  
**Avfuel Corporation**  
Ann Harbor, MI

Steve Loyd  
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**Bakersfield Jet Center**  
Bakersfield, CA

Don Campion  
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**Banyan Air Service**  
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President and Chief Executive  
Officer  
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Bill Koch  
Chairman  
**Hawthorne Global Aviation  
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Charleston, SC

Steven Levesque  
President and Chief Executive  
Officer  
**Hawthorne Global Aviation  
Services**  
Charleston, SC

Christopher Hill  
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**Heritage Aviation**  
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Manager  
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Teterboro, NJ

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Officer  
**Key Air**  
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Ted Hamilton  
Vice President of Operations  
**Landmark Aviation**  
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Al Peterson  
Airport Manager  
**Nantucket Memorial Airport**  
Nantucket, MA

Mark Willey  
Chief Executive Officer and  
General Manager  
**Napa Jet Center**  
Napa, CA

Michael Sundheim  
Chief Executive Officer  
**NATA Compliance Services**  
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Officer  
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Associate General Counsel  
**NetJets Inc.**  
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James Miller  
President  
**Nextant Aerospace**  
Cleveland, OH

Mike Delk  
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**Paragon Aviation Group**  
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Andy Priester  
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Officer  
**Priester Aviation**  
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Mary Miller  
Vice President of Government and  
Industry Affairs  
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Maria Sastre  
Chief Operating Officer  
**Signature Flight Support**  
Orlando, FL

Michael Scheeringa  
President  
**Signature Flight Support**  
Orlando, FL

Dan Capen  
President  
**Stuart Jet Center**  
Stuart, FL

Greg Arnold  
President and Chief Executive  
Officer  
**Truman Arnold Companies**  
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Greg Cox  
Senior Vice President  
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Lex Den Herder  
Vice President of Government and  
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Michael Sweeney  
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Officer  
**United States Aviation  
Underwriters, Inc.**  
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Marty Hiller  
Vice President of Business  
Aviation  
**World Fuel Services**  
Tampa, FL

## NATA STAFF

James K. Coyne  
President and Chief Executive Officer

Timothy J. Heck  
Vice President, Financial Operations

Eric R. Byer  
Vice President, Government and Industry Affairs

# A CAPITAL WEEK FOR AVIATION BUSINESS

March 28-30, 2012 at the Hyatt Regency on Capitol Hill, Washington, DC



## FBO LEADERSHIP CONFERENCE

*11:00 a.m. March 28 to 11:30 a.m. March 29*

Developed for the leading executives and managers of fixed base operations, the annual FBO Leadership Conference features nationally recognized experts who provide the latest intelligence, tactics and strategies to maximize success.

*Member - \$325 Non-member - \$425*

Contact Diane Gleason to purchase table-top display and sponsorships (703-575-2050/ DGleason@nata.aero).

## NATA INDUSTRY EXCELLENCE AWARDS DINNER

*7:00 p.m. March 28*

NATA annually recognizes individuals, offices, and organizations demonstrating excellence in their field and the highest level of customer service. NATA's Industry Excellence Awards are given to exceptional individuals and organizations that have helped improve the general aviation community.

## DAY ON THE HILL LUNCHEON AND CONGRESSIONAL APPOINTMENTS

*12:00 noon to 5:00 p.m. March 29*

NATA's 16th Annual Day on the Hill purpose is to garner support on Capitol Hill for the important issues facing general aviation businesses. You'll be joined by NATA members from across the country to meet with representatives of the U.S. House of Representatives and the U.S. Senate, along with their legislative staff, to discuss first-hand the legislative issues affecting your aviation business.

## COMMITTEE MEETINGS

*8:00 a.m. – 3:00 p.m., March 30*

The NATA committees will meet to discuss and propose solutions to hot topics in all segments of GA. Committees to meet include Airports, Air Charter, Aircraft Maintenance and Systems Technology, Business Management, and Safety and Security.

## Location for All Events:

Hyatt Regency on Capitol Hill,  
Washington, DC

## Hotel Reservations:

Discounted hotel reservations at the rate of \$240++ per night can be made through the Hyatt Regency on Capitol Hill, Washington, DC. Cut-off date for reservations is March 2, 2012.

## Registration and Pricing:

Register today on-line at  
[www.nata.aero/events](http://www.nata.aero/events)

CONTACT DIANE GLEASON FOR SPONSORSHIP OPPORTUNITIES (703-575-2050/DGLEASON@NATA.AERO).