



**AIR CHARTER SUMMIT**  
**NATA 2013**

**Leading  
Air  
Charter  
Event!**

**Monday, June 17 - Wednesday, June 19**



**The Voice of Aviation Business**

**[www.nata.aero/acs](http://www.nata.aero/acs)**

# 2013 Air Charter Summit

The 2013 Air Charter Summit provides an important opportunity to learn about the Part 135 regulatory landscape straight from industry experts and government officials. Attendees will gain new solutions to current business and economic challenges, and have a chance to network one-on-one with their peers.

## Who Should Attend?

- Chief Pilots
- Directors of Operations
- Directors of Maintenance
- Directors of Safety
- Executives - Owners, Presidents, Vice Presidents, Senior Management
- Regulatory Compliance Executives/Managers
- Senior Executives and Managers of Charter Sales
- Chief Commercial Officers
- General Managers
- Flight Department Managers

## EVENT LOCATION and ACCOMMODATIONS:

Online reservations are available at [www.nata.aero/acs](http://www.nata.aero/acs)

Washington Dulles Airport Marriott  
45020 Aviation Drive  
Dulles, VA 20166  
Convenient to Washington Dulles Airport (IAD)

Phone: (703) 471-9500  
Toll Free: (800) 228-9290

Discounted room rate: \$199 per night for single or double occupancy.  
The cutoff date to receive the discounted room rate is Friday, May 31, 2013. Part of the room rate goes to offset the association's costs.

## REGISTRATION

Online registration available at [www.nata.aero/acs](http://www.nata.aero/acs)

NATA Members - \$620 (includes all meals)

Non-Members - \$825 (includes all meals)

One Day Pass - \$375 (includes reception & BBQ)

### Cancellation Policy:

Refund requests must be sent in writing to NATA prior to May 27, 2013. An administrative fee of \$50 will be charged for any cancellation on/before May 27. No refunds will be made for cancellations postmarked after that date. Substitutions are permitted at any time.

## Sponsorship Opportunities

**Sponsorship opportunities** at the Summit offer your company high visibility focused directly at the air charter community.

Please review the list of sponsorship opportunities and prices at [www.nata.aero/acs](http://www.nata.aero/acs).

Exhibit displays are available for the three days at \$2,000. Price includes one complimentary registration, electricity and Internet access.

Contact Diane Gleason at [dgleason@nata.aero](mailto:dgleason@nata.aero) or (703) 575-2050 for information about sponsorship opportunities and exhibiting.

## 2013 Exhibitors and Sponsors:



**For answers to questions regarding housing, registration or sponsorships, please contact Diane Gleason, Director of Meetings and Conferences, at [dgleason@nata.aero](mailto:dgleason@nata.aero) or (703) 575-2050.**

# Schedule of Events

## Preliminary Session Topics Include:

- Corporate Policies For Electronic Communications
- Application of FET to Aircraft Management Services – Issue Update
- Application of FET to Aircraft Management Services – Working With Owners
- FAA Regulatory Update
- Regulatory Adventures from the Field
- NATA Safety 1<sup>st</sup> Ground Audit Standard – A First Hand View
- ASAP – It Means More Than “As Soon As Possible”
- The Future of Air Charter and Training Center Relationships

## Monday, June 17

3:00 p.m. – 7:00 p.m.

### Registration

5:00 p.m. – 7:00 p.m.

### Welcome Reception & Exhibits

## Tuesday, June 18

7:00 a.m. – 8:00 a.m.

### Continental Breakfast & Exhibits

8:00 a.m. – 12:00 noon

### Sessions

12:00 noon – 1:00 p.m.

### Networking Lunch

1:15 p.m. – 4:30 p.m.

### Sessions

5:00 p.m. – 6:00 p.m.

### Reception



6:00 p.m. – 9:00 p.m.

### Summit BBQ

Including special raffle to support VAC

### BBQ Sponsored by NATA Sustaining Members

Air BP  
Atlantic Aviation  
Avfuel Corporation  
Beacon Aviation Insurance Services  
EPIC  
FltPlan.com  
Jet Aviation  
Landmark Aviation  
NetJets  
Phillips 66 Company  
Signature Flight Support  
Universal Weather & Aviation  
World Fuel Services

## Wednesday, June 19

8:00 a.m. – 9:00 a.m.

### Continental Breakfast

9:00 a.m. – 11:45 a.m.

### Sessions



## NATA and VAC Raise Funds for Combat Wounded

NATA has partnered with the Veterans Airlift Command (VAC) to raise funds for wounded warriors. The VAC is a charitable organization that provides free air transportation to wounded warriors, veterans, and their families for medical and other compassionate purposes. NATA and VAC have established a special fund, NATA Wings for Warriors, for NATA members and friends to contribute to the organization.

### What can you do to help?

- Make a monetary donation toward an item for the NATA VAC Raffle.
- Donate an item to the NATA VAC Raffle.

Contact Diane Gleason at [dgleason@nata.aero](mailto:dgleason@nata.aero) to donate raffle items.

- Make a personal or corporate contribution to the NATA Wings for Warriors fund by visiting [www.veteransairlift.org](http://www.veteransairlift.org).
- Share the VAC mission with aircraft owners, fractional share owners and card program members. Ask them to donate flight hours to the VAC.
- Give a corporate gift of flight hours to the VAC.

Visit [www.nata.aero/acs](http://www.nata.aero/acs) for a link to donate to VAC.

[www.nata.aero/acs](http://www.nata.aero/acs)

# Session Descriptions

## Corporate Policies For Electronic Communications

Your employees' use of social media and smart phones can put the safety of your customers and the future of your business at risk. The increasing availability of in-flight Internet access has created new concerns about pilots using their smart phones and tablets during flight. How can you proactively work to prevent pilots from texting, and the distraction it causes, during key pre-flight activities and in-flight? Many employers also struggle to achieve a balance between employee rights and protecting their brand on social media outlets. This session will highlight practical and legal concerns about social media policies and the importance of having a clear policy addressing the limitations on electronic device usage while working.

## Application of FET to Aircraft Management Services – Issue Update

Beginning in 2012 the IRS took the public position that it believed commercial federal excise tax (FET) is applicable to aircraft management service fees. Subsequently industry audits have increasingly focused on this issue. NATA has led a strong effort not only to persuade the IRS that their position is mistaken, but also to convince them of the need to develop, in conjunction with industry, clear and precise guidance on how the commercial taxes apply. Join key participants in this effort for an overview of the issue and a progress update.

## Application of FET to Aircraft Management Services – Working With Owners

Following the IRS' issuance of an opinion that commercial FET is applicable to fees paid by aircraft owners for management services, many air charter operators are implementing changes to their contracts, billing and pilot employment arrangements in an effort to head off future tax problems. Learn what issues are and what changes you should, or shouldn't, make to protect your business and clients until definitive guidance is available from the IRS.

## FAA Regulatory Update

FAA representatives responsible for safety oversight will provide attendees updates on current regulatory initiatives, details on the status of the industry, and upcoming actions the FAA has planned for Part 135 operations.

## Regulatory Adventures from the Field

Sometimes the volume of regulations applicable to an air charter operator can lead to a mind-boggling maze of overlapping timelines, deadlines and misunderstandings that can ensnare even the most diligent operators in a non-compliant situation. Learn from the mistakes of others so that you can head off similar problems.

## NATA Safety 1<sup>st</sup> Ground Audit Standard – A First Hand View

You have taken care of your passengers, the aircraft is secured, and your pilots are headed to their hotel rooms for the evening. Are you confident of the fuel and services, such as towing and hangaring, your aircraft receives in your absence? The NATA Safety 1<sup>st</sup> Ground Audit registry provides a pathway to knowing the FBO handling your aircraft works as hard on safety as you do. During this session, you will hear first hand from an FBO operator about what goes into completing the audit and becoming listed on the Safety 1<sup>st</sup> Ground Audit Standard Registry. The NATA Safety 1<sup>st</sup> Ground Audit Standard was designed with the safety of your aircraft in mind. Don't miss this opportunity to understand how Safety 1<sup>st</sup> Ground Audit Registered facilities can help keep your aircraft safe.

## ASAP – It Means More Than “As Soon As Possible”

In the aviation world, ASAP stands for Aviation Safety Action Plan. Many operators have heard about these programs at airlines, but few Part 135 on-demand operators have been able to participate. That has changed. Learn what an ASAP is, how it can improve the safety of your operations and the business case for participating in the new, nationally based ASAP specifically for Part 135 operators.

## The Future of Air Charter and Training Center Relationships

Recent FAA policy changes related to check airmen and instructors at Part 142 training centers, in addition to the elimination of previously approved programs that included the ability to transfer prior pilot training to a new operator, have left many operators wondering what the future holds as it becomes increasingly difficult for them to manage their relationships with FAA inspectors, training centers and the FAA inspectors that oversee those centers. Hear from training center staff and operators on the latest FAA guidance and NATA's efforts to address concerns.