



2012 Air Charter Summit

National Air Transportation Association

June 11-13, 2012

Westfields Marriott Washington Dulles
Chantilly, VA



www.nata.aero/acs

2012 Air Charter Summit

NATA's Air Charter Summit brings the air charter community together for a series of sessions on working within the Part 135 regulatory landscape and other pressing business issues as well as provides unique networking and educational opportunities. Please note, only confirmed speakers, as of the printing of this advance program, are listed. Additional speakers will be announced on our Web site and in event emails.

Monday, June 11

12:00 noon – 5:00 p.m.

Optional Event: National Air and Space Museum's Steven F. Udvar-Hazy Center Excursion

No trip to the Dulles, Virginia area would be complete without a visit to the National Air and Space Museum's Steven F. Udvar-Hazy Center. Featured aviation artifacts on the tour include the Lockheed SR-71 Blackbird, the Boeing Dash 80, the Boeing B-29 Superfortress Enola Gay, and much more. (\$25 fee includes transportation from and return to Westfields Marriott.)

1:00 p.m. – 7:00 p.m.

Registration

Delegate Item Sponsors:

Conklin & deDecker – Program Jackson & Wade, LLC – Lanyards
NATA Compliance Services – Bottle Wraps
Short Hills Aviation – Flash Drives SkyBOOKS – Program

5:00 p.m. – 7:00 p.m.

Welcome Reception & Displays

Display Companies:

CharterNation Century CRM SkyBOOKS

Tuesday, June 12

7:30 a.m. – 8:00 a.m.

Continental Breakfast & Displays

8:00 a.m. – 8:45 a.m.

Welcome and Keynote Address

Mr. James K. Coyne, President and CEO, NATA

Keynote speaker to address the industry's future and provide information on the valuable contributions of the Veterans Airlift Command.

8:45 a.m. – 9:45 a.m.

FAA Regulatory Review

Mr. John Duncan, Manager, Air Transportation Division, Flight Standards, FAA

Mr. Timothy Beglau, Aviation Safety Inspector, Part 135 Air Carrier Operations Branch, FAA

FAA representatives responsible for Part 135 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.

9:45 a.m. – 10:00 a.m.

Refreshment Break & Displays

10:00 a.m. -11:00 a.m.

Is It Legal?

Sponsored by Napa Jet Center

Mr. Kent Jackson, Managing Partner, Jackson & Wade, LLC

Mr. Paul Lange, Law Offices of Paul A. Lange, LLC

This informative and interactive session will answer common legal questions posed by operators. Can you really sell charter by the seat? Are pilots permitted to perform tire pressure checks? May a passenger bring his own medical oxygen on-board? Find out answers to these questions and more!

11:00 a.m. – 11:15 a.m.

Refreshment Break & Displays

11:15 a.m. – 12:00 noon

NATA Special Announcement For Air Charter Operators

Ms. Amy Koranda, Director, Safety and Training, NATA

Ms. Jacqueline Rosser, Director, Regulatory Affairs, NATA

Join NATA for the launch of a new training product designed specifically for the air charter industry.

12:00 noon – 1:00 p.m.

Networking Lunch

1:15 p.m. – 2:45 p.m.

Addressing Part 135 Training Program Concerns

Ms. Lindsey McFarren, Owner, McFarren Aviation Consulting

Mr. Suran Wijayawardana, President, ACP Jets

Mr. Damon Danneker, Director of Operations, JetFlite International

Operators have been struggling to cope with changes in FAA guidance related to their training programs, particularly the training required for newly hired pilots. Draft FAA guidance will result in changes for nearly all operators. This session will tackle how operators are handling new hires today, what they anticipate for the future and what other issues related to training programs you should be addressing.

Event Location And Accommodations:

Online reservations are available at www.nata.aero/acs.

Westfields Marriott Washington Dulles

14750 Conference Center Drive

Chantilly, VA 20151

Convenient to Washington Dulles Airport (IAD)

Phone: (703) 818-0300 • Toll Free: (800) 266-9432

Discounted room rate: \$199 per night.* The cut off date to receive the discounted room rate is Friday, May 11, 2012.

* Rate excludes taxes and is for single or double occupancy.

A portion of the room rate offsets association costs.

2:45 p.m. – 3:15 p.m.

Refreshment Break & Displays

Sponsored by ServiceElements

3:15 p.m. – 4:15 p.m.

Developing Emergency Response and Family Assistance Plans

Mr. Donald J. Chupp, President, Fireside Partners

Mr. Dave Hewitt, President, Hewitt and Company

Having a solid plan in place to manage the unexpected is critical for every operator. Crafting a plan to ensure your employees properly respond to an event and to provide victims and their families with compassion and support can appear daunting, but with the right guidance any operator can develop an emergency response plan tailored for their business. Our expert presenters will give you the guidance you need to begin to craft or update your plan.

5:30 p.m. – 9:00 p.m.

Summit BBQ

NATA is partnering with the Veterans Airlift Command (VAC) to shake things up by having a fun, social dinner that will include a special raffle to benefit the VAC. You could win a brand new 3rd generation iPad or other great prizes!



Summit BBQ Sponsored by NATA Sustaining Members

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| Atlantic Aviation | Nextant Aerospace |
| Avfuel Corporation | Phillips 66 Aviation |
| EPIC Aviation | Shell Aviation |
| FitPlan.com | Signature Flight Support |
| Flight Options | USAIG |
| Jet Aviation | Universal Weather & Aviation |
| Landmark Aviation | World Fuel Services |
| NetJets | |

Wednesday, June 13

7:30 a.m. – 8:00 a.m.

Summit Breakfast

8:00 a.m. – 9:30 a.m.

Expansion of Excise Taxes to Aircraft Management Fees

Mr. Kent Jackson, Managing Partner, Jackson & Wade, LLC

The IRS has been pursuing application of commercial excise taxes to aircraft management fees during many audits over the last few years. Recently, the IRS increased the pressure on those providing aircraft management services in an internal agency memorandum that found taxes were due even when an aircraft was always operated by the owner. Kent Jackson has extensive experience helping operators survive IRS audits and will share his perspective on the IRS actions, how you can best prepare for an audit, and what you should do if an auditor wants you to apply the taxes to your aircraft management fees.

9:30 a.m. - 9:45 a.m.

Refreshment Break & Displays

Sponsored by McFarren Aviation Consulting

9:45 a.m. - 10:45 a.m.

Confronting Credit Card Challenges

Nearly every air charter operator accepts credit cards for deposits and payments. Are you aware of your obligation to secure your customer's data? Can you charge a different price for cash and credit payments? What are the dangers in charging a credit card number that was held for deposit when the customer fails to pay the trip invoice on time? Get answers to these common concerns related to credit card usage.

10:45 a.m. – 11:15 a.m.

Refreshment Break and Hotel Check Out

11:15 a.m. – 12:00 noon

International Operations – Questions and Resources

There are many issues facing international carriers – EU ETS, UK passenger duty, and the Italian Luxury tax to name a few. How can you keep on top of emerging issues and provide top notch service? What are the resources you need to have in place for successful operations?

Summit Concludes

Online registration is available at www.nata.aero/acs.



Pricing:

NATA Members - \$620, includes meals

Non-Members - \$825, includes meals

One-Day Registration - \$200, includes meals for that day.

Optional Event: National Air and Space Museum, Steven F. Udvar-Hazy Center - \$25

Monday, June 11, 12:00 noon – 5:00 p.m.

Fee includes transportation from and return to Westfields Marriott.

Cancellation Policy:

Refund requests must be sent in writing to NATA prior to May 28, 2012. An administrative fee of \$50 will be charged for any cancellation on/before May 28th. No refunds will be made for cancellations postmarked after that date. Substitutions are permitted at any time.

Questions regarding housing, registration, raffle or sponsorships please contact Diane Gleason, Director of Meetings and Conferences at (703) 575-2050 or dgleason@nata.aero.

NATA and VAC Raise Funds for Combat Wounded

NATA has partnered with the Veterans Airlift Command (VAC) to raise funds for combat wounded. 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?

- Participate in the Summit BBQ raffle. Special items will be raffled at the Summit BBQ Tuesday night, including a brand new 3rd generation iPad! Raffle tickets will be available for purchase on-site during the Summit.
- Make a personal or corporate contribution to the NATA Wings for Warriors fund by visiting <http://www.veteransairlift.org/m/donate.aspx?campaign=NATAFW2012>.
- Share the VAC mission with aircraft owners, fractional share owners and card program members. Ask them to donate flight hours to the VAC.



www.nata.aero/acs

Sponsorship, Raffle and Display Opportunities

Sponsorship opportunities at the Summit offer your company high visibility focused directly at the Part 135 charter community.

Please review the list of sponsorship opportunities and prices at www.nata.aero/acs.

Display spaces are available for the three-day event at \$2,000. Price includes one complimentary registration, electrical connection and Internet access.

Contact Diane Gleason by email at dgleason@nata.aero or phone (800) 808-6282/direct line (703) 575-2050 for information about sponsorship opportunities and displays.

2012 Exhibitors and Sponsors:

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SESSION SPONSOR

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DELEGATE ITEMS

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| <p>BOTTLE WRAPS</p> <p>NATA COMPLIANCE SERVICES</p> | <p>FLASH DRIVES</p> <p>SHORT HILLS AVIATION SERVICES</p> |
| <p>PROGRAM</p> <p>skyBOOKS AVIATION MANAGEMENT SOLUTIONS</p> | |

DISPLAY COMPANIES

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| <p>CHARTER NATION</p> | <p>CENTURY SMARTER. STRONGER. SAFER. FOR EVERY AIRPORT.</p> |
| <p>skyBOOKS AVIATION MANAGEMENT SOLUTIONS</p> | |

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