DAY ONE: Tuesday, December 5, 2017

8:15 – 8:30 Opening Remarks & Introductions

8:30 – 9:00 Aircraft Ownership Options
What factors determine whether you should own an aircraft and if so how much of an aircraft? Charter, card programs, joint ownership, co-ownership, whole ownership are all options that should be considered. The pros and cons of the various modes of transportation will be discussed.

_Nel Stubbs, Conklin & de Decker_

9:00 – 9:45 How to Determine the Right Aircraft for the Mission
How do you differentiate between “required” and “desired” criteria? How do you define and quantify a key mission? How many aircraft do you really need to perform the required missions? Learn how to set up quantitative analyses for evaluating candidate aircraft. Put it all together with solid analysis and rank aircraft based on measurable, unbiased criteria. The _Conklin & de Decker Aircraft Performance Comparator_ software will be used to illustrate the comparisons.

_David Wyndham, Conklin & de Decker_

9:45 – 10:30 Choosing the Right Aircraft
Once you know the aircraft to suit your mission, how do you choose the right aircraft to buy? What do you look for? Should you buy a newer aircraft or an older aircraft? Should you do a pre-buy inspection?

_Bill Quinn, Aviation Management Systems_

10:30 – 11:00 BREAK

11:00 – 12:00 Financial Analysis
After selecting a number of mission capable aircraft, you need to know how much each one will cost during its life cycle. A complete financial analysis takes into account depreciation, income taxes and something called Net Present Value. Learn why the “lowest cost” alternative isn’t always the one with the best value. The costs of new versus used aircraft will also be covered. The _Conklin & de Decker Life Cycle Cost_ software will be used to demonstrate various aircraft and travel analyses.

_Bill de Decker, Conklin & de Decker_

12:00 – 1:00 LUNCH
1:00 – 2:15  Alternatives for Ownership & Operation of Aircraft
This Session will provide a discussion of various ownership and leasing options within the Federal Aviation Regulations. In addition, a look at whole, joint, co- and fractional ownership programs using specific flight department scenarios. How does the FAA view wet and dry leases? What you should know about a “flight department company?” How does the FAA’s interest in operational control impact your agreements? These and other questions will be discussed.
Eileen Gleimer, Crowell & Moring

2:15 – 2:45  BREAK

2:45 – 3:45  Like Kind Exchange
How can you minimize the capital gains on the sale of an aircraft? How does a Like Kind exchange work? What about a Reverse Exchange? When does doing a like-kind exchange make sense and not make sense? These questions and more will be discussed.
Tobias Kleitman, Time Value Property Exchange

3:45 – 4:45  Aircraft/Asset Management
When acquiring an aircraft, whether for the first time or not, there is always the decision to be made of whether to employ the crew directly and have an “In-House” flight department or to go with an “Aircraft Services Company” or both. What about placing your aircraft on a 135 certificate? What the benefits? These topics will be discussed.
Andy Priester, Priester Aviation

5:00 – 6:00  Conklin & de Decker Product Demo- Optional
This optional Session will provide attendees the opportunity to ask questions and see demonstrations of the Conklin & de Decker products. (Aircraft Cost Evaluator, Aircraft Performance Comparator, Life Cycle Cost, Maintenance Manager and the State Tax Guide for General Aviation)

6:00 – 8:00  NETWORKING RECEPTION
DAY TWO: Wednesday, December 6, 2017

8:30 – 8:35  Opening Remarks

8:30 – 9:30  State Tax Planning
This Session covers how the State sales & use taxes apply to business aircraft ownership and leasing operations. The review will cover not only, the basics of aircraft registration fees and personal property taxes but also how they apply to business aircraft. What are some of the common exemptions and misconceptions regarding these taxes? These and other issues will be discussed and analyzed. The Conklin & de Decker State Tax Guide for General Aviation will be used to show how the states compare.

Nel Stubbs, Conklin & de Decker

9:30 – 10:15  What You Should Know About Aircraft Financing
Financing is more than just getting a good interest rate. How do you evaluate a lender? Should you lease instead? Operating leases, capital leases, synthetic leases, what are they? Each has its own advantages and disadvantages. Hear more about how general aviation aircraft financing is impacted by the current economy.

Jim Simpson, First Republic Bank

10:15 – 10:45  BREAK

10:45 – 11:30  Aircraft Registration
In the past, aircraft registrations were filed at the FAA at the time of change of ownership. You would not need to “touch it” again unless there was a change of address or a change in ownership. The rules have changed! Now, FAA aircraft registrations are expire-able and the aircraft must be re-registered at certain intervals. If you miss your re-registration window, your registration may expire and your airworthiness certificate would be considered ineffective!

Suzanne Pruitt, AIC Title Service, LLC

11:30 – 12:30  Properly Insuring Your Investment & Risk Management
Are you properly insured? Do you really have all the insurance that the management company is providing, or is it shared? How much is enough insurance? How can you lower your insurance premiums? Who should carry worker’s compensation? What kind of insurance is appropriate for an operation? How can you manage your risks? How would having a Safety Management System in place manage your risk? This Session will answer these questions and more to assist in making the best decisions regarding your insurance coverage.

Ryan Horst, NFP Property & Casualty, Inc.
James van Meter, Allianz Global Corporate & Specialty

12:30 – 1:30  LUNCH

1:30 – 2:45  Operating Costs: A Significant Element of Aircraft Operations
The acquisition of an aircraft, and all the steps involved to make a proper selection, is an important process. However, just as important but often overlooked is an understanding of the costs, especially maintenance costs, associated with operating an aircraft. The session will examine four areas as it relates to operating costs, the significance of operating costs and some of their unusual attributes, discussion of the
issues and opportunities associated with guaranteed maintenance programs, methods for organizing operating costs and converting data into useful information, and factors to consider when building an aircraft budget. The Conklin & de Decker Aircraft Cost Evaluator software will be used to demonstrate how you can benchmark your costs.

Brandon Battles, Conklin & de Decker

2:45 – 3:15 BREAK

3:15 – 4:30 Federal Taxes

1. Application of Federal Excise Taxes to Part 91 Operation & Closing Comments
   Can Part 91 operations be subject to the commercial Federal Excise Tax? What are the Federal Excise Taxes? These questions and many more will be discussed and analyzed in this Session.

2. Basics of Personal & Entertainment Use of Aircraft
   How should personal use/non-business use of the aircraft be handled? What is the SIFL Rule? The Jobs Creation Act of 2005 made some changes as to how deductions for personal use should be handled. What do you need to know about how to handle these deductions?

   Nel Stubbs, Conklin & de Decker

4:30 Q&A and CLOSING REMARKS