



Symposium Agenda
March 16-18, 2016
The Ritz-Carlton, Pentagon City,
Arlington, Virginia

Legislative Day: Wednesday, March 16, 2016

- 7:30 a.m. **Registration and Continental Breakfast**
- 8:00 a.m.-8:15 a.m. **Welcome, Introductions and Legislative Leadership Award Presentation**
Christian A. Klein, Executive Vice President, ARSA
- 8:15 a.m.-8:45 a.m. **A View from the Hill**
Hear from a senior staffer on political engagement and proposed legislation that would provide due process protections to all FAA-certificate holders.
- 8:45 a.m.–9:15 a.m. **It's All About You**
Your association's legislative agenda for the coming year.
Daniel Fisher, Vice President of Legislative Affairs, ARSA
Christian A. Klein, Executive Vice President, ARSA
- 9:30 a.m. Bus Departs for Capitol Hill
- 10:00 a.m.–4:00 p.m. **Congressional Meetings**
- 12:00 p.m. –1:00 p.m. **Congressional Briefing & Luncheon**
Join ARSA for the unveiling of the 2016 Global Maintenance, Repair, & Overhaul Industry Economic Assessment.
Daniel Fisher, Vice President of Legislative Affairs, ARSA
Christian A. Klein, Executive Vice President, ARSA
David Marcontell, Vice President, CAVOK
- 4:00 p.m.-5:30 p.m. **Registration**
- 5:30 p.m.-7:30 p.m. **Ice Breaker Reception**



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Symposium: Thursday, March 17, 2016

- 7:30 a.m. **Registration and Continental Breakfast**—Ballroom Foyer
- 8:00 a.m.-8:15 a.m. **Welcome and Introductory Remarks**—Grand Ballroom
Sarah MacLeod, Executive Director, ARSA
- 8:15 a.m.-8:45 a.m. **Keynote Address**
- 8:45 a.m.-9:15 a.m. **Session 1: What We Have Done Lately**
The association’s regulatory, legislative and communications initiatives have set the agenda. Hear about what the association is doing through and for our members.
Christian A. Klein, Executive Vice President, ARSA
Sarah MacLeod, Executive Director, ARSA
David Marcontell, Vice President, CAVOK
- 9:15 a.m.- 9:30 a.m. Break
- 9:30 a.m.-10:45 a.m. **Session 2: Opening Salvo—Maintenance**
Regulators provide and discuss updates on the regulations, policies and procedures governing the maintenance industry.
Moderator: Crystal Maguire, Vice President of Operations, ARSA
- 10:45 a.m.-11:00 a.m. Break
- 11:00 a.m.-12:15 p.m. **Session 3: Opening Salvo—Certification**
Regulators provide and discuss updates on the regulations, policies and procedures that govern the design and production of civil aviation articles.
Moderator: Marshall S. Filler, Managing Director & General Counsel, ARSA
- 12:15 p.m.-12:30 p.m. Break
- 12:30 p.m.-2:00 p.m. **Lunch**
- 2:00 p.m.-3:15 p.m. **Session 4: Customer Collaboration**
Discuss customer “hot issues” with industry group leaders. What issues stifle business? What regulatory issues can be resolved together? What expectations are unrealistic or unnecessary for regulatory compliance?
Moderator: Sarah MacLeod, Executive Director, ARSA
- 3:15 p.m.- 3:30 p.m. Break



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3:30 p.m.-4:30 p.m.

Session 5: Workforce Development

The vast majority of ARSA members report difficulty finding qualified technicians to fill vacancies. With looming retirements and growing demand for technically-skilled workers, an aviation workforce crisis looms. It will be felt industry-wide, from the cockpit to the control tower to the maintenance line. What can be done? Panelists will address the global, national and practical facets of building and maintaining the aviation workforce of the future.

Moderator: Brett Levanto, Vice President of Communications, ARSA

6:00 p.m.-8:00 p.m.

Silent Auction & Dinner

Network with industry colleagues and support the Northup Rice Foundation scholarship program through participation in the first-ever ARSA silent auction.

Friday, March 18, 2016

8:00 a.m.-9:30 a.m.

Breakfast and Annual Report

Following the annual membership meeting, the FAA administrator gives an overview of the agency's goals and priorities for the coming year.

Gary Hudhall, General Manager, Jet Center Medford & President, ARSA

9:30 a.m.- 10:00 a.m.

Break

10:00 a.m.-12:00 p.m.

Breakout Session 1: Reporting Maintenance Errors

Hear an update on the AVDEX program and take the opportunity to provide industry feedback.

Moderator: Daniel Fisher, Vice President of Legislative Affairs, ARSA

Breakout Session 2: Preferred Providers

ARSA uses the collective influence of its membership, as well as its long experience, to select vendors and service providers that meet the needs of the aviation maintenance industry. For members, these relationships produce favorable contracts, special products and other benefits. Hear more about the association's current relationships and take the opportunity to provide feedback on potential opportunities.

Moderator: Brett Levanto, Vice President of Communications, ARSA

Breakout Session 3: International Certification

Aviation maintenance is a global industry; but to compete internationally companies must deal with various national aviation authorities. Hear from regulators around the globe about certification requirements and how to navigate the tangled web.

Moderator: Marshall S. Filler, Managing Director & General Counsel, ARSA



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Breakout Session 4: How to Sell a Repair Station—Big or Small

Whether you are planning on retirement, divesting, monetizing your investment, or outright ready to sell your business, learn the elements from start to finish: preparing for a sale, valuing your business, going to market with a teaser and confidential information memorandum, finding the right buyer, setting up a data room, and evaluating, negotiating and closing with acceptable risks for both sides.

[Al Givray](#), Law Partner, Davis Graham & Stubbs, LLP & General Counsel, The NORDAM Group, Inc.

Moderator: Sarah MacLeod, Executive Director, ARSA