

# NorCal Business Aviation Newsletter: March 2013

Greetings Everyone,

I want to thank everyone for attending our March meeting. **Aero Law Group** was our sponsor and they talked about Business Aircraft Tax and FAA Issues. I also want to thank Kevin Austin and Nate Pietila, two very-experienced aviation attorneys representing Aero Law Group and speaking to us about this complex and important subject. It was great to see everyone there and several of us stayed for the in-depth discussion after the formal meeting. There was a lot of information presented at this meeting and we're going to try to get some of their slides up on NCBAA webpage soon. When you have some time, take a look and become enlightened on this subject. If you need to contact Aero Law Group directly, here's a link to their website. <http://aerolawgroup.com/content/>

## April 2013

**Our next meeting is scheduled for April 9<sup>th</sup> at 11:30 a.m. and will be held at Michaels in Mountain View and sponsored by Aero & Marine Tax Professionals.** Our speaker will be Mr. Tom Alston, CEO of Aero & Marine Tax Professionals. Tom will talk to us about two major areas regarding California sales tax. Tom has written several California Sales and Use Tax articles for many publications. Mr. Alston's new book titled "**Legally Avoiding Tax on Your Next Purchase of an Aircraft or Vessel**" will be available this spring. Aero & Marine Tax Professionals works in the highly specialized area of California Sales Tax Law. That is all they do and they provide a professional, highly specialized focus on this one aspect of law. For more information on Aero & Marine Tax Professionals, a Sacramento-area company, please refer to their website for more details and contact information. <http://www.aeromarinetaxpros.com/>

The format for the April meeting will be a two-part discussion similar to the March meeting. The first part will conclude with the formal meeting and the second part will be more detailed and interactive and will start 10 minutes after the end of the formal meeting.

## May 2013 Safety Day

Please be sure to mark your calendars and join us **May 2<sup>nd</sup>** for our NCBAA Safety Day. Once again, we are teaming up with our friends at **Global Aerospace** as our primary sponsor to provide a fantastic day of learning for everyone. Our other generous co-sponsors are **CAE Simuflite** and **Snap-On Tools**. I want to thank **Global Aerospace, CAE** and **Snap-On Tools** for sponsoring our 2013 Safety Day.

Dr Tony Kern is our speaker for the day and we are sure to have a sellout crowd. Tony is a sought after aviation speaker and is captivating and WILL challenge your ideas on what a professional truly looks like. From Tony: "Why is it, I wondered, that so many of us never achieve our full potential? Why are we not as prepared for the inevitable opportunities and challenges more inherent in our industry than in any other? Why do so many of us settle for the status quo? Are we, as individual professionals, being shaped by corporate cultures of malaise and indifference; or are we, in fact, the creators of those cultures? These questions are every bit as important as other high priority issues in our industry, such as safety management systems and technological advances. I maintain that the greatest untapped resource in our industry today is the gap between our current level of performance and our level of capability."

You can hear a teaser from Tony Kern's message to the 2012 Bombardier Safety Standdown here: [http://www.youtube.com/embed/TLtxl2j\\_XVv?rel=0](http://www.youtube.com/embed/TLtxl2j_XVv?rel=0)

We also plan to award our **2013 NCBAA scholarship** to a deserving candidate during the Safety Day. Please join us in recognizing our scholarship winner!

### **Safety Day Registration**

We are now accepting registrations for the Safety Day event. Registration cost is \$85 for members and \$120 for non-members. If you have not yet joined the NCBAA, now would be a great time as it's only a few dollars above the cost of the non-member registration fee. NCBAA Membership and registration for the Safety Day are both available on our website at: <http://norcalbaa.org/>

### **Safety Day Hotel**

The Sainte Claire is one of California's genuine grand hotels with an old world charm. Located in the heart of downtown San Jose, the Sainte Claire is convenient to many restaurants and public transportation. If you would like to stay at the Hotel Sainte Claire for the conference, we have a negotiated rate of \$149 per night for the night before and after the conference. Call the hotel directly at 408-295-2000 and ask for the NCBAA Safety Day rate. This rate is valid until April 12<sup>th</sup> so make your reservations early.

### **Parking for the Safety Day**

Parking is available at the hotel for \$15/car for the day. We are looking into other options for those wanting to reduce the cost of parking at the hotel. Stay tuned.

## **NCBAA Advocacy**

Congratulations to Seth Van Nuys for being accepted into a Maintenance Internship position with the Falcon 2000Easy. Thank you Russ Saunders for making this opportunity available to a maintenance student from Gavilan College.

**Silent Auction for May 2<sup>nd</sup>.** Here is an opportunity to promote your aviation business and yet provide scholarship opportunities to college students and military personnel interested in pursuing careers in business aviation. Please contact Victoria Collom ( [vcollom@twcaviation.com](mailto:vcollom@twcaviation.com) ) with your product or service that you wish to donate. Your company will be highlighted on our May 2<sup>nd</sup> Safety day in appreciation for your donation.

**Paid Internships and opportunities are available.** Go the [www.norcalbaa.org](http://www.norcalbaa.org) Mentoring Committee website for a further information.

1. Cessna Sales Associate position – Bay Area
2. NCBAA Website and Membership internship – support our continuing NCBAA growth

See you at the next meeting!

Brian Adamcik  
Vice President  
NCBAA