• Jeroen Depraetere - organizer

• Koen Staut

• Moses Koyabe

• Hal Adams

• Lee Carlson

• Forrest Colliver

1. Engagement:
	1. Getting the hangar full of narrow body aircraft
2. Commercial Arrangement
	1. Eager to share in success
3. Resources
	1. Moses is in place
	2. In negotiating with big potential customers
	3. Permanent staffing? Open to discuss
4. NA Business startup
	1. 2 narrow body at a time
	2. 2 on ramp
	3. Airport approval for up to 50 aircraft on taxiway. Airport will charge
5. Priority
	1. in US market
	2. Alaska “fly to Mesa and tow the aircraft to the hangar”
	3. Focus on decisionmaker – Airline is the decisionmaker “they decide if they continue to fly”. Airline can buy out the lease.
	4. Now a shared decision with lessor and airline
	5. US is “50/50 – lease/own”
	6. Green arguments could engage airline
	7. Establish relationship with major customer. Small operator could require repeating the rationale every time
6. Business plan on a google drive
	1. Moses will finalize approve and make available
	2. Initial business plan
	3. Circular in “aerocirc”
	4. Europe is focused on scarcity of resources and recycling
7. Chase and capture plan
	1. Risk that European philosophy might not resonate with North American customer
	2. Develop a non-European viewpoint

Hal’s pitch

1. Nextgen 737 in operation until a determination of 737 Max
2. Look at narrow body census
3. Look at southwest 737 nextgen aircraft
4. MD-80 aircraft
5. A320 non-neo