



AVIATION > PARTNERS

## AVIATION>PARTNERS

Following the concept of a Multi-Family Office, Aviation>Partners is an asset management firm providing sophisticated solutions to corporate and high net-worth clients with capital investments in commercial and business aviation.

Strategically based at Miami-Opa locka Executive Airport (KOPF), Aviation>Partners offers integral and tailor-made aircraft investment, corporate, fiduciary, management and aeronautical operation services in a worldwide basis.

# PORTFOLIO OF SERVICES.

Aircraft Ownership, Corporate/Tax Structuring and Estate Planning.

FAA Aircraft Trustee and Registration.

Fleet Planning, Valuation and Comparative Analysis.

Aviation Investments, Acquisition, Sale, Negotiation Pre-Purchase and Due Diligence.

Aviation Financing and Insurance.

Aircraft Import, Export and Ferry.

Aircraft Part 91 and Part 135 Operations.

Leasing and Charter Management.

Maintenance, Repair & Overhaul Network.

Repossessions and Remarketing.

Airport, FBO and MRO Investments.

Air Carrier Certifications.

Federal and State Agency Compliance (DOT, FAA, TSA, CBP, State and Airport Authorities).

**KEY PERSON: GUSTAVO MORALES, LL.M.**

**DIRECTOR, INVESTMENTS & ASSET MANAGEMENT.**



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## **DIRECTOR, INVESTMENTS & ASSET MANAGEMENT.**

### **ACADEMICS & LICENSES**

#### **University of Miami School of Law**

*Master of Laws in Comparative Law (LL.M.)*

- Studies: International Tax & Corporate Law.
- Senator, Student Bar Association Fall 2005-Spring 2006.

**Coral Gables, Florida.**

**2005/2006**

#### **Universidad Católica Andrés Bello, School of Law**

*Attorney at Law / Abogado*

- Juris Doctor.
- President, Student Bar Association 1998/2001.
- Member of the Law Faculty Counsel.

**Caracas, Venezuela.**

**1997/2002**

#### **U.S. Federal Aviation Administration, Private Pilot.**

**Opa-locka, Florida.**

## **AVIATION INVESTMENTS & FIDUCIARY EXPERIENCE**

- Registration and ownership of commercial and business aircraft before the U.S. Federal Aviation Administration (FAA) and foreign Civil Aviation Authorities.
- Drafting, negotiation and execution of aircraft marketing, brokerage, sale, trust, operating, lease and NDA contracts and agreements; aircraft document management including but not limited to bill of sale, registration/airworthiness application and certificates, flight permits and licenses, insurance, radio, customs and ground handling.
- Provision of aircraft ownership and operating structures, entity set-up and incorporation, (SPVs) and multi-jurisdictional registered agent services;
- Engagement of aviation legal counsel, accountants and financiers, both national and internationally, for the provision of advice during aircraft transactions carried on behalf of clients.
- Engagement and supervision of title and escrow agents during aircraft negotiation, pre-buy and closing.
- Client representation before OEMs, dealers and independent brokers, including but not limited to Boeing, Gulfstream, Embraer, Textron (Cessna/Beechcraft/Hawker), Bombardier, Dassault Falcon.
- Coordination, document execution, transfer and payments of airframe and engine insurance programs such as Rolls Royce Corporate Care, GE On Point, Honeywell MSP and HAPP, Pratt & Whitney ESP, Bombardier Smart Parts, Falcon Care, Cesscom, JSSI, Gulfstream PlaneParts, among others.
- Provision of compliance services to FAR Part 121, Part 135 and Part 91 operators before DOT, FAA, CBP, TSA and Airport Authorities.
- Legal representation, management, operation and charter of mid-size and large-cabin business aircraft based in the United States, Mexico, Central and South America.
- Coordination and management of aircraft/fleet insurance policies with brokers and underwriters in the U.S., U.K., Indian and Russian markets.
- Creation, coordination and management of aircraft fuel programs, scheduling and dispatching with companies such as World Fuel, Universal Weather, Jetex, Avfuel.
- Exportation and importation of aircraft before the FAA and U.S. Customs.
- Coordination and performance of ferry flights, and engagement of aircraft pilots on behalf of clients.
- Coordination and supervision of airworthiness inspections with MROs, A&P Mechanics and FAA Designated Airworthiness Representatives (DAR).
- Coordination and engagement of legal counsel for litigation actions and procedures before U.S. Courts and AAA;
- Compilation of Know-Your-Customer (KYC) documents for compliance with Anti-Money Laundering, Anti-Terrorist Financing and FCPA laws and regulations.

## **CORPORATE & WEALTH PLANNING EXPERIENCE**

- Provision of independent corporate/fiduciary products and services, as well as banking relationships with third party financial institutions worldwide.
- Products and services delivered to high net-worth individuals, public and private companies, and financial institutions, either directly or indirectly through business feeders such as international banks, family offices, attorneys, accountants, independent asset managers and other advisors.
- Expert structuring and administration of trusts, private foundations, investment funds, corporations, partnerships and limited liability companies under both common and civil laws for purposes of: [i] private equity investments; [ii] tax planning (use of structures under double taxation treaties); [iii] estate planning (communication with co-trustees, beneficiaries, protectors and bankers in coordination with investment strategies, gifting techniques, income, transfer, and generation skipping); [iv] international commerce (transfer pricing); [v] asset protection (management of expropriation risks through the use of bilateral investment treaties); and [vi] private banking (confidentiality issues).
- Solid understanding and experience with bank account opening-maintenance-closure procedures, portfolio management and wealth planning, including but not limited to investment analysis, recommendations, credit, deposits and other financial transactions.
- Close work with compliance officers for the provision of documents and opinions regarding Anti-Money Laundering, Anti-Terrorist Financing, and FCPA laws, regulations, policies and internal procedures. Use of screening databases and AML software.
- Directed and coordinated marketing meetings, business trips and client facing time with HNWIs and business feeders in order to understand their needs and advice them in the set up and improvement of financial relationships and fiduciary structures.

## **LITIGATION EXPERIENCE**

- Prepared and delivered litigation discovery on behalf of Fortune 500 Companies in situations involving government probes, securities fraud, antitrust and anticompetitive practices, merger and acquisitions, bankruptcies, tax controversies, insurance claims, and regulatory issues.
- Provided investigation of fraudulent activity and other wrongdoing, as well as compliance with ethics standards and codes of conducts involving employees, management, and third parties. Assisted risk management departments in a wide variety of forensic accounting investigations, including defalcation, embezzlement, misappropriation, financial reporting, FCPA and BSA/Anti-Money Laundering (AML) compliance investigations.
- Coordinated with auditors the assessment of business processes, accounting books, records, transactions, systems, and asset movements.
- Performed analysis necessary to follow the trail of financial asset movement and recovery.

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