

**Minutes of the ACP meeting held on Sept.18, 2009, at**  
**IACC , Room No 403, PHD House, August Kranti Marg**  
**New Delhi - 110016**

**Time: 1700 – 1800 hrs.**

1. Agenda

- ACP Projects Review
- ACP Projects Status
  - Technical Training for Aerospace Industry
  - Helicopter Aviation Safety Technical Assistance
  - DGCA Human Resource Development – Oversight
- New Proposed Projects
- Special Attention: Update on Indian ATC and AFTM
- ACP Magazine
- ACP Membership Update
- Upcoming Events
- Other

2. Attendees

A. The following members attended the meeting in person:

- |                            |           |  |
|----------------------------|-----------|--|
| ▪ Mr. Larry Coughlin       | Boeing    | MD BCA Ops, Co-Chair Industry ACP        |
| ▪ Dr. Arjun Singh          | ACP       | Program Director                         |
| ▪ Mr. Dan Hanlon           | FAA       | Senior Rep Asia Pacific Region           |
| ▪ Mr. Dan Smiley           | FAA       | Senior Advisor for NEXTGEN Planning      |
| ▪ Mr. Aaron E. Wilkins III | FAA       | Senior representative (South Asia)       |
| ▪ Mr. Ajay Kumar           | FAA       | Civil Aviation Specialist for South Asia |
| ▪ Mr. Chuck Kohli          | PAS       | Advisor                                  |
| ▪ Mr. Nakul Gupta          | Boeing    | Dir, Strategy & Business Development     |
| ▪ Mr. Arijit Ghosh         | Honeywell | Dir, Strategy & Business Development.    |
| ▪ Mr. Ronald J. Smith      | ITT       | Vice President / Director- India         |
| ▪ Mr. Parmit Chadha        | SDG       | Managing Director                        |
| ▪ Mr. Abhilash Singh       | SDG       | Manager                                  |
| ▪ Ms Mimi Dobbs            | MITRE     | Program Director-India                   |

B. The following members attended the meeting via Teleconference:

- |                        |                 |                                    |
|------------------------|-----------------|------------------------------------|
| ▪ Mr. Venkat Raman     | HEICO           | VP & Country Manager               |
| ▪ Mr. Howard Nesbitt   | Hi Tec          | Advisor                            |
| ▪ Mr. Mike Tetreault   | Pratt & Whitney | GM, Commercial Engines & Services, |
| ▪ Dr. Kalapna Jain     | Vaughn College  | Vice President                     |
| ▪ Ms. Linda Sollars    | Vaughn College  | Professor                          |
| ▪ Ms. Linda Schuessler | WCG             | US-India ACP Program Manager       |
| ▪ Mr. David A. Downey  | Bell Helicopter | VP Flight Safety                   |
| ▪ Mr. Shawn Kinder     | Ricondo         | Vice President                     |
| ▪ Mr. Daniel J. Magoon | Lockheed Martin | Business Development               |

### 3. Meeting Details

Meeting commenced at 1700 hours on September 18, 2009 at IACC, Room No. 403, PHD House, August Kranti Marg , New Delhi 110016. Coughlin kicked-off the ACP meeting.

### 4. ACP Projects Review

Coughlin reviewed the overall ACP Project / Proposal Summary. ACP projects are going well and gaining traction. We are hopeful that FAA will complete the final report of the ATMTTP soon which will free us up on the ATM Processes and Procedures Implementation. Items below the line are held up due various reasons, but we foresee the ability to get them moving in one form or another in the next few months:

- GBAS Assessment at Major Airport(s) aside from Delhi & Mumbai
- Study on Next-Gen/SESAR Technology Requirement for Indian aviation Sector
- Safety Program and Safety Management System Readiness Assessment and Development Plan

### 5. Project Status

See attached meeting presentation.

**[Note: the Human Resources Development – Oversight project has been renamed to the Regulatory/Technical Capacity Expansion program.]**

### 6. New proposed Projects

Over the last month, the AAI and DGCA have approached the ACP regarding our ability to execute projects for them, on a funded basis. Both important stakeholders and customers are now willing to pay for ACP services is a testament to the ACP's reputation and progress in India. Clearly this is a mile-stone in the Indian aviation sector! The requested projects are summarized below in two categories, those on which we need to focus in the near-term (Q4) designated as "primary" and focus on mid-term designated as "secondary".

#### A. Primary (Immediate Focus)

##### (1) AAI Long-Term Manpower Assessment [AAI cost share]

Given the thematic closeness to the project we aborted last year called the "ATCO and CNS Engineer Capacity Assessment" for AAI, this new funded project has been allotted to WCG. In the next month WCG will meet with AAI and develop a proposal accordingly. Objective is to commence this project in January 2010.

##### (2) ADS-B Seminar [Sponsored by AAI in partnership with ACP]

Event is anticipated in November; however, if this timeframe is not supportable by the FAA and/or ACP companies, then a later time will be selected. FAA will provide subject matter expertise, and ACP members are also requested to provide experts of their own to support this event. Members were requested to reply as soon as possible.

##### (3) SMS Project [DGCA cost share]

The ACP will gather further information on this project's scope and potential from DGCA.

#### B. Secondary

- (1) **ATM Processes and Procedures Implementation**  
Same as existing proposed project, held for the ATMTTP final report.
- (2) **CNS Engineers Staffing Requirements Assessment [AAI cost share]**  
It will be a follow-on from 6.A.(1): AAI Long-Term Manpower Assessment.
- (3) **GBAS/SBAS Seminar [Sponsored by AAI in partnership with ACP]**  
It will be conducted in spring 2010; may replace the current GBAS Assessment at Major Airport(s) aside from Delhi & Mumbai
- (4) **Airport Financing and Regulatory Best Practices Seminar**  
Project team will be PAS (lead), SDG, and another prospective ACP member company.

To best support future ACP projects, either funded by the USTDA or by Government of India (GoI) customers directly, Mr. Coughlin suggested ACP-restructuring on the line of ACP-China and details of it available as Annexure-I. A subgroup of ACP companies will vet appropriate structures to best meet the needs of the ACP going forward.

## 7. Special Attention

FAA Team briefed about their observation on status of the FAA's Air Traffic Flow Management requirements contract with the AAI and the overall status of ATFM adoption in India. Comment was made that the Indians should be ready to release an RFP for something to do with ATFM in about a year from now. However, at this point, it is hard to know the content of the RFP.

## 8. ACP Magazine- 1<sup>st</sup> Issue

The ACP secretariat will draft and disseminate a bi-annual (twice yearly) ACP magazine. The magazine will have as its objective to enlighten the Indian civil aviation stakeholders (GoI, USG, Indian industry and US industry) regarding the ACP's mission, direction, and progress.

The ACP members are requested to send their company brief with mission in India (500 words) and advertising materials, to expedite the consolidation of the ACP magazine material at the earliest.

The details of the ACP magazine, i.e. contents, distribution, layout, company advertising and time-line, was been presented on 18<sup>th</sup> Sept ACP meeting.

## 9. ACP membership

- A. At present twenty one paid ACP members and few previous years member not renewed their membership. Kindly pay the membership fees at the earliest
- B. ACP membership drive is **ON** to meet the projected target (i.e. 25-30) by ACP Board.

## 10. Upcoming Events

- A. **Air Transport Symposium:** "*India-Asia: Civil Aviation Cooperation*," 16-17 Sept 2009, New Delhi. ACP has advertisement in the "Commemorative Souvenir" of Air transport

Symposium. This symposium was fully sponsored by Ministry of Civil Aviation (MCA). ACP was well represented in MCA program. Thanks to **“FAST”**

B. US-India Partnership Aviation Summit, 7-9 Dec 2009, Washington DC

ACP partner companies are requested to respond to solicitations from Spencer Dickerson, AAAE, for tours and speaking opportunities.

C. India Aviation 2010, 3-7 March 2010, Hyderabad

11. Next ACP meeting will be held on **23<sup>rd</sup> October 2009** and Time & venue will be intimated separately.

Meeting ended with thanks.

(Dr. Arjun Singh)  
Program Director-ACP

(Larry Coughlin)  
Co-Chair Industry

(Aaron E. Wilkins III)  
Co-Chair US Govt.

## ACP Restructuring Proposal

1. During our most recent ACP meeting on September 18th, I mentioned that it may make sense that we (the ACP) re-think our structure in order to better support in future projects.
2. Our current structure is designed to facilitate our startup as shown in illustration no.1 and has served us well. It is generally summarized by:
  - A. Organization: The ACP-India organization which consists of member companies (i.e. US Industry) and US government organizations (principally the FAA, USTDA, and FCS). These members determine ACP projects, participate in ACP activities, and make general decisions regarding the constitution and governance of the ACP.
  - B. Projects: Individual ACP projects executed by a "lead" ACP company that enters into a contract with the customer (AAI or DGCA) and the USTDA; these contracts are supplemented by the USTDA-Customer Grant Agreement. The lead ACP Company acts as a prime contractor in cases where more than one company is involved in a project, other than as an in-kind contributor.

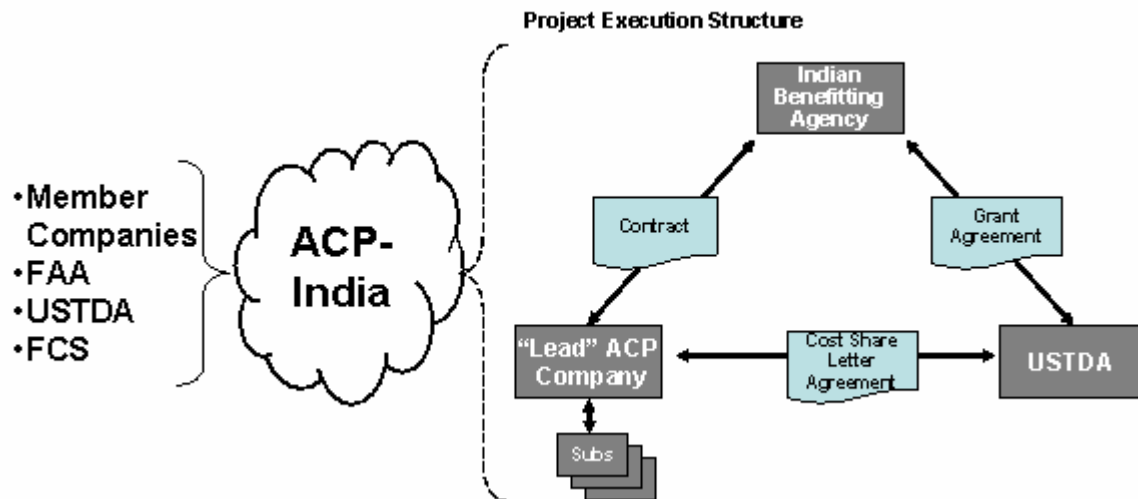


Illustration No.-1

3. While this structure is mostly effective, but it falls a short in two ways.
  - A. In instances where there may be multiple companies that want to participate in a USTDA backed project, having one company as the prime contractor may result in an equity challenge.
  - B. In instances where the Indian customer wants to contract with the \*ACP\* for a project, and pay for the work performed, there is no actual incorporated ACP entity for the customer to enter into a contract. The customer could contract directly with

an ACP member company, but this course of action would not be the equivalent to contracting with \*the\* ACP. Currently, we are using the USTDA process and contractual paper to address the sole instance of this situation, but in deference to our USTDA partners, this approach is complicated.

4. A structure worth exploring is similar to the one used by the US-China ACP as shown in illustration No.2 and is as follows:
  - A. Organization: Like our current structure, the ACP-India organization would consist of member companies (US Industry) and US government organizations with the same roles and responsibilities as they currently have.
  - B. US Incorporated Entity: A US incorporated entity (for purposes of discussion called the ACP-US) would be established
  - C. Projects: Individual ACP projects would still be executed by ACP member companies, but the companies would work under contract with the ACP-US company.
    - (i) For USTDA sponsored projects, the ACP-US company would hold the contract with the customer (AAI or DGCA) and the USTDA.
    - (ii) For projects paid for directly by the customer, the ACP-US company would hold the contract with the customer.

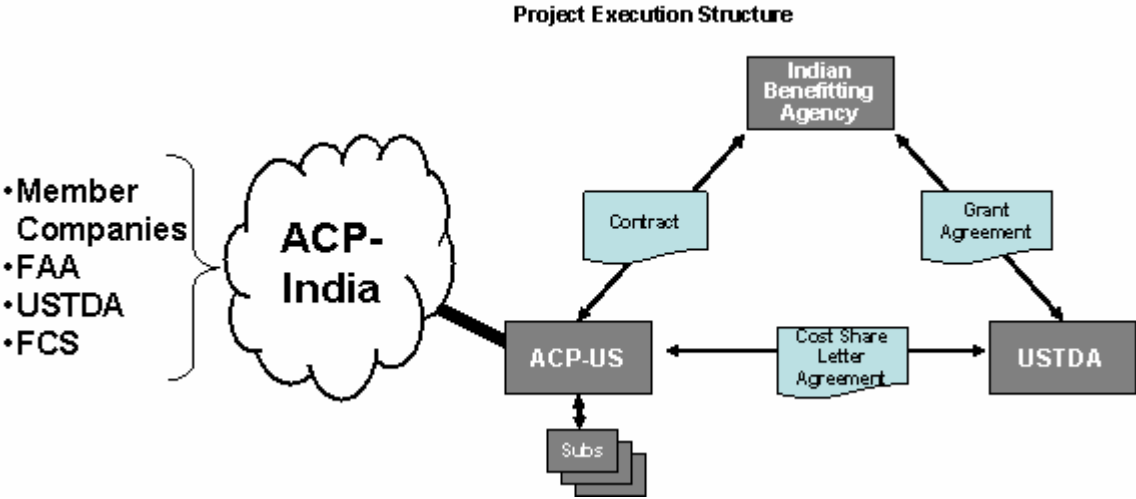


Illustration No. 2

5. I would like to form a small team to help think through this matter. Ideally, I would like company volunteers that can access their law and development teams to provide sound advice and, if we choose a path forward, help us implement it. Perhaps some of our bigger OEMs can help?