



Welcome to
ubgaa[®]

MEMBER OF



Council of European
Business Aviation

Dear Member,

Welcome to the Irish Business & General Aviation Association [IBGAA](#).

As a member of [IBGAA](#), you are joining a passionate and likeminded community of aviators, aviation professionals and industry change-makers, who share a collective ambition to shape Ireland's business and general aviation landscape for the better.

On behalf of Josh Stewart (Founding Chairman), Dave Scully (Founding Vice-Chairman) and Joe Buckley (Founding Executive Director), we would like to extend our sincere gratitude to you for supporting the establishment of [IBGAA](#) and taking a vital step in the right direction for the future of our industry.

You can rest assured that [IBGAA](#) has been created by the community, for the community. We are an association that values the input, experience and expertise of all members. Above all, we are dedicated to always putting the best interests of our members and our industry first.

At a time when the Irish economy is facing major adversity, we aim to create a platform to help serve as a driver of economic growth and development for the business and general aviation industry.

We are also focused on supporting and driving ancillary sectors such as tourism and hospitality, across the island of Ireland. Moreover, we will continue to strengthen existing relationships at government and regulatory board levels, as well as developing new and lasting connections, through our powerful collaborative platform.

[IBGAA](#) is committed to the long haul and determined to ensure our proactive approach, collaborative spirit, and clear collective vision lay the foundations for the sustainable, long-term success of our members, our industry, and the island of Ireland.

Enclosed in this introduction pack, you will find some information to prepare you for membership take-off:

IBGAA Overview, including Mission, Vision & Values
Membership Application Form
Member Questionnaire & Feedback Form

We look forward to working with you to build a successful future for Irish business and general aviation.

Best regards,



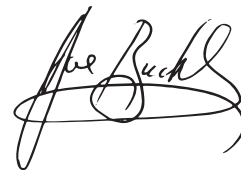
Josh Stewart

Founding Chairman



Dave Scully

Founding Vice-Chairman



Joe Buckley

Founding Executive Director

The Irish Business & General Aviation Association (IBGAA)

Working together to get Irish Business and General Aviation flying high.

Mission Statement

The Irish Business & General Aviation Association (IBGAA) is committed to shaping a successful and sustainable future for business and general aviation in Ireland, while facilitating the growth and development of our members' businesses and every sector of the industry.



Carrying on Irish Aviation's Rich Legacy

Our vision is inspired by the monumental achievements of the Irish aviators, entrepreneurs and pioneers of the past. Ireland has been a transformative force in global aviation for over a century.

This dates back to John Alcock and Arthur Whitten Brown's crash landing in a bog in Galway, after completing the first non-stop transatlantic flight, from North America to Europe, in 1919 – a feat equalled by Commandant James Fitzmaurice and his crew, who took off from Baldonnel Aerodrome and completed the first transatlantic flight from Europe to North America in 1928.

Even the creation of the first Irish Coffee is rooted in Irish aviation's rich history. Joe Sheridan introduced the iconic drink to the world when he served it to an American passenger at Foynes, a flying boat base on the River Shannon in County Limerick, in 1943.

Irish aviation's impressive momentum continued to build, and, in 1947, the world's first Duty Free shop was opened at Shannon Airport. What began as a small kiosk staffed by one woman has since grown into the multi-billion-dollar worldwide retail industry it is today.

Tony Ryan founded Guinness Peat Aviation (GPA) in 1975 which went on to become the largest aircraft leasing business in the world and firmly placed Ireland on the centre stage of global aviation.

Global business and general aviation has also benefitted from Ireland's continuous innovation and collaborative work with international agencies and governments. A lasting impact of such progressive collaboration can be found at Shannon Airport, where the world's first U.S. Customs & Border Protection Preclearance Facility was established in 2010. The facility has evolved significantly over the past decade to provide significant time saving and efficiency benefits for the wider industry.

Today, among its many other success stories, Ireland has cemented its position as a global leader and top destination for aviation leasing and finance, as well as business and general aviation. This achievement can be attributed to the vast and invaluable experience that has come from more than 100 years involvement in the aviation industry.

Playing an Integral Role in Ireland's Growth

It is our responsibility to honour Ireland's aviation milestones and many more like them, as we add new chapters to this island's storied aviation history and carry the torch forward for Irish business and general aviation. We are fully committed to bringing Ireland's business and general aviation industry together as members of one inclusive platform, while encouraging more youth, more entrepreneurs and more of the wider community to enter and grow this sector. Together, we can play a key role in promoting Ireland and building our industry's reputation across the world.



Vision

At [IBGAA](#), we are driven by a collective commitment to supporting industry growth, encouraging innovation and achieving standards of excellence for business and general aviation in Ireland. By actively supporting, advocating for and promoting our members – we aim to create opportunities, establish long-term strategic partnerships, and enhance the global reputations of their businesses and the industry as a whole.

Through our ever-evolving, far-reaching network of aviation experts, professionals and enthusiasts, we are establishing a culture of knowledge sharing, collaboration and regular dialogue at government and regulatory board level, while contributing to the long-term growth, success and sustainability of the entire business aviation ecosystem in Ireland.

Attracting and nurturing the best young talent is an essential component in shaping a successful future for Irish business and general aviation. To do so, we must educate the country's youth on the extensive career prospects provided by our industry. This involves proactive engagement with second and third-level education institutions throughout the region, in order to showcase the diverse range of career options we can offer.

[IBGAA](#) continues to strive to position ourselves at the forefront of technical and operational best practices, consistently promoting Ireland as a global destination for business and an attractive hub for international business aviation opportunities.

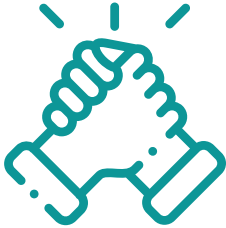
Moreover, we are seeking to drive growth and development in the tourism and hospitality industries, along with various other ancillary sectors. With a host of major sporting and cultural events set to take place across the country over the next decade, including the Ryder Cup – [IBGAA](#) is ideally positioned to connect the rest of the world to Ireland.

In doing so, we endeavour to not only empower stakeholders at every level of the business and general aviation sector, but also positively impact the wider aviation industry and, in turn, help to serve as a key driver for economic growth.



Values

As a non-profit association and member of the European Business Aviation Association (EBAA) the IBGAA is guided by the following values:



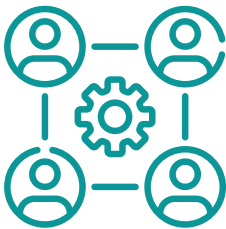
TRANSPARENCY

We believe that a transparent association is a stronger association. This means that we adhere to the highest standards of transparency, ethics and best practices, ensuring our members and the wider business aviation community believe in IBGAA's vision and trust that we have the industry's best interests at heart.



RESPONSIBILITY

IBGAA was created by the community for the community. We are an association that fully understands and takes pride in the responsibility of representing our members, our industry and the country of Ireland with integrity on a global scale.



TEAMWORK

At our core, we are a team of passionate aviation professionals, united by our shared vision to shape a better future for Irish business aviation. We believe in the value of teamwork, collaboration and community.



INNOVATION

We are members of a rapidly evolving industry, and it is our responsibility to constantly nurture, facilitate and promote innovation at every level of our sector, from the improvement of safety standards, to the enhancement of operations, to the development of new technologies.

Josh Stewart

Founding Chairman, IBGAA

Josh Stewart is the Founding Chairman of the Irish Business & General Aviation Association (IBGAA), Founder & CEO of Robusto Capital, Founder & CEO of XJet, Director & Investor in Belize Natural Energy (BNE), and Board Member of the Middle East & North Africa Business Aviation Association (MEBAA).

A Belfast native and former RAF (ULAS) pilot, Josh has been a passionate aviator since a young age and worked as a bush pilot in Africa during the early stages of his career. This involved providing humanitarian air support for many NGOs, including the United Nations World Food Programme and International Red Cross. He has since accumulated over 5,000 flight hours as a rated Airline Transport Pilot (ATP) and commercially rated helicopter pilot.

In 2003, Josh attended a seminar in the Bahamas, where he was introduced to the Educo Model and immediately knew it was the answer. It was on this seminar, that he developed his invincible vision for a new type of private aviation company, and XJet was born.

XJet disrupted the status quo by implementing a revolutionary business model and placing world class facilities, seven-star service and transparent economics at its core. This was achieved from its state-of-the-art flagship facility, which was built in 2006 from the ground up with a clean-sheet design, in Denver, Colorado – setting a new benchmark for private aviation.

In 2014, XJet took over the largest private

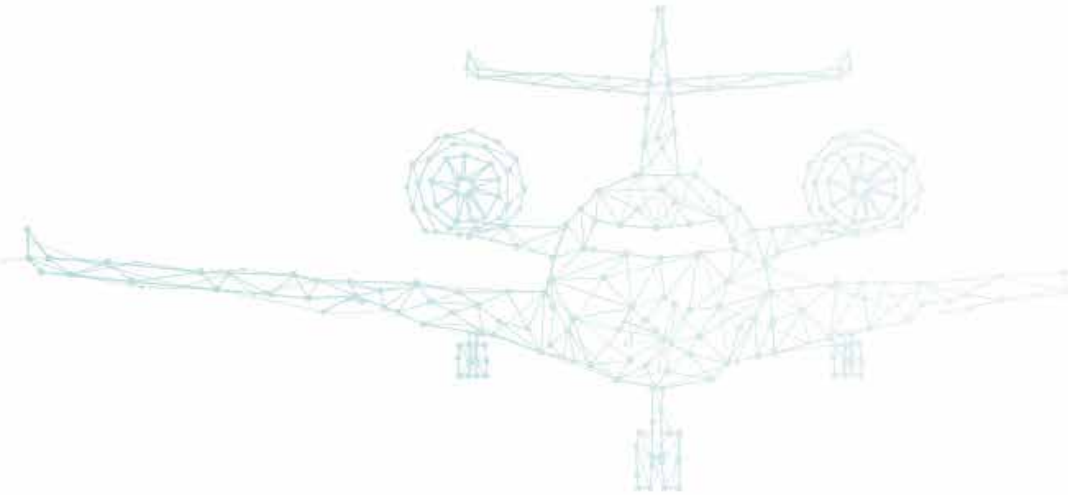
hangar in Europe, at London-Stansted Airport, and carried out a comprehensive upgrade to cater for heads of state and the VVIP market. Under Josh's leadership, XJet rapidly rose from industry start-up to challenger brand to the world's number-one-ranked private aviation company. Following the acquisition of the flagship Denver facility by Tiger Infrastructure Partners in 2018, the UK facility was sold to Diamond Hangar Limited in 2019. The company also relocated its global headquarters to Dubai, securing a new license for its award-winning club and continuing to seek new opportunities.

Outside of aviation, Josh is a Director and investor in Belize Natural Energy (BNE), having joined the company in 2008. BNE was founded in 2005 by a group of Irish investors, trained in the Educo Model, who came together and discovered the first oil in Belize. BNE is powered by a 97% Belizean team and has consistently been the number one revenue generator and employer in Belize, contributing more than US\$240 million in government revenues.

Upon joining BNE, Josh's role was to position the company to secure additional investment and opportunities. He began by leading high-level government delegations between the United Arab Emirates (UAE) and Belize, as no formal links had existed between the two countries previously. He was subsequently responsible for the establishment of formal bilateral relationships between the UAE and Belize, resulting in the signing of bilateral trade agreements at the United Nations Headquarters in 2015.

This was followed by the signing of a bilateral economic cooperation agreement at the UAE Ministry of Economy in 2019. As a result of these agreements, investment has flowed from the UAE into Belize from both the government and private sector, as the county-to-county alliance continues to strengthen and develop.

After successfully raising and deploying investments of over US\$100 million through his entrepreneurial endeavours, Josh launched his own investment and acceleration company, Robusto Capital, in 2019 in the Abu Dhabi Global Market (ADGM), thus unifying his business portfolio under one banner. As Founder & CEO of the company, he sees significant potential to build upon his experience at both government and private sector levels to develop more 'win-win' country-to-country collaborations, in addition to strategic business partnerships and investments.



Dave Scully

Dave Scully is the Founding Vice-Chairman of the Irish Business & General Aviation Association (IBGAA) and Managing Director & Accountable Manager at Private Sky, the Shannon based leading corporate aircraft management company.

A stalwart of Irish business and general aviation, Dave has close to two decades of experience in aviation operations at senior management level. He previously held the position of Director of Operations at Dublin-Weston Executive Airport and was also the founder of AEM Limited Aviation Consultancy.

Over the years, he has been the driving force for many business aviation special events. In addition to being the Founder of the Bray International Air Show, Dave organised Ireland's first helicopter exhibition, the Irish Heli Expo, in 2007. He has also overseen such VVIP helicopter operations as the Dalai Lama's visit to Ireland.

In his role as Managing Director & Accountable Manager, which he has held since 2017, Dave leads Private Sky, a trading name of Airlink Airways Ltd., in its delivery of a luxurious and effortless private aviation service. From the Private Sky headquarters in Shannon, he guides his team in striving to ensure the hassles of regular jet air travel are removed, so that passengers can fly whenever and wherever they want in comfort, privacy and safety.

The company specialises in aircraft management, purchasing, completion oversight, CAMO,

Founding Vice-Chairman, IBGAA

Part NCC, sales and charter, and is in operation in Ireland for more than 28 years – operating its fleet of business jets from bases in Dublin, Belfast, London and Moscow.

Equipped with a diverse and invaluable set of specialities, including aviation management and consultancy, airport management and development, airport operations management, and VVIP Handling – Dave has established himself as a leading industry figure and innovator.

Moreover, his proven track record of managing several key aviation projects from concept to execution, along with his comprehensive expertise of EU-OPS and ICAO Legislation, the helicopter and corporate jet market, FBO management, business development, and marketing, has made him an invaluable asset to Irish business and general aviation as a whole.

A widely respected advocate for the development and growth of business aviation in Ireland, Dave has an in-depth knowledge and experience of aviation regulatory requirements, as well as an extensive understanding of both national and international aviation business.

Over the course of his career, he has striven to bring aviation safety professionals together to exchange concepts and ideas, while facilitating the review and discussion of safety records and mechanisms, with the aim of promoting continuous improvement of industry standards and best practices.

Joe Buckley

Joe Buckley is the Founding Executive Director of the Irish Business & General Aviation Association [IBGAA](#). An aviation industry veteran, with over 40 years of extensive experience working for Shannon Airport – Joe has held several executive roles within airport operations and business development.

Since the early 80s, Joe has been involved at a national and international level on a number of issues of strategic importance to Shannon Airport, having served as a Director on several Shannon Airport and Shannon Group boards.

In 2007, Joe took on a new role with Shannon Airport and assumed responsibility for technical traffic development. He went on to successfully position Shannon as the number one Airport on the North Atlantic for technical stops by business jets. He also actively promoted the development of a Centre of Excellence for Business Aviation in Shannon.

An early advocate of extending US preclearance to business aviation, Joe played a key role in the subsequent opening of the world's first US preclearance facility in Shannon. The facility allows passengers on business jets to preclear US Immigration & Customs at Shannon and fly directly to more than 200 US airports. He also contributed significantly to a compliant catering trial, which would enable business jets to fly to any airport in the US from Shannon.

The pivotal part he played in developing preclearance for business aviation gained inter-

Founding Executive Director, IBGAA

national recognition and he was the first Irish person to be named one of the 'Top European Business Aviation Leaders for 2013' by the prestigious Aviation Week magazine.

Through his work with numerous US non-scheduled carriers, Joe has generated new business and secured the use of Shannon for those carriers as their main European base for technical stops on the North Atlantic.

He has collaborated with both political and commercial VIP's to develop relationships of long-term business and strategic benefit to Shannon Airport, as well as serving as a representative for Shannon in several international aviation industry associations. These include the NBAA, NACA, and EBAA. He is also a member of the EBAA's Advocacy Committee.

Since availing of early retirement in September 2020, Joe continues to provide strategic support on several aviation-related projects at both Board and Executive level. In his role as Founding Executive Director of the [IBGAA](#), he contributes expert advocacy support and promotes the growth of general aviation traffic at Irish airports, with the aim of facilitating FDI, tourism and technical traffic stops.

IBGAA Membership Application

CONFIDENTIAL

Name of Company/Organization	Parent Company (if appropriate)
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Address:	Telephone:
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	E-mail:
	<hr/>
	Web:
	<hr/>
Nature of Business	<hr/>
Contact Person:	<hr/>
Number of employees engaged in general/business aviation activities:	<hr/>
Number of aircraft (if appropriate):	<hr/>
Annual Subscription Rates:	<hr/>

Membership Costs €500 for 2021

We apply to become a member of the Irish Business and General Aviation Association and undertake to remit the subscription indicated above within 14 days of this application being accepted.

We agree to the Membership Category annotated above in accordance with this application as being appropriate for our organization.

Authorized Signatory:	<hr/>
Name in Capitals:	<hr/>
Date of Signing:	<hr/>
IBGAA: Bank Details:	<hr/>
Bank of Ireland	<hr/>

Please list the top three issues that you are currently facing.

How would you like to see the IBGAA support your business development, in a national and international context?

How do you think the IBGAA can raise the profile of business and general aviation so that its value to Ireland is recognised, understood and supported by the government?

In light of the current economic crisis brought about by the Covid-19 pandemic, what types of supportive measures should be put in place by the Irish government to develop and assist business and general aviation?

What USPs do you believe set Ireland apart on the global stage? e.g. US Preclearance and the Irish Business Jet Registry

What further steps can be taken to promote Ireland as an international centre of excellence for business and general aviation?

Are there any new policy, regulatory or legislative changes that you believe could be put in place to support the development of business and general aviation in Ireland?

Horizontal lines for providing answers to the questions.



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