

Randy Joseph Africano

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Professional Experience

- Founder/President - AAM Consulting, Minocqua, WI – 1983 - Present
Company provides aviation asset management and business consulting services to the helicopter emergency medical services industry.

Aviation-Related Experience

- Airline Transport Pilot Certificate, C-500 Type
- 10,900 hours, 2,100 turbine, 8,400 multi
- 40 years continuous flying experience
- Aircraft acquisition, completion, management, ownership & operating experience with over 70 different fixed & rotary-wing aircraft
- Professional aviation Part 135 operations & management

Business-Related Experience

- Advanced experience in areas of conceptual development, economic feasibility, competitive analysis, management protocol design and implementation, finance, quality assurance systems (Six Sigma, LEAN, SPC & TQM), inventory control systems, MIS, accounting, budgeting, forecasting, bid specification development, contract negotiation, and strategic planning
- Proficient in Microsoft Excel, Word, PowerPoint, QuickBooks Pro, Adobe Photoshop, and various web design applications

Professional Associations & Affiliations

- Member – National Business Aircraft Association
- Member – Experimental Aircraft Association
- Member – Aircraft Owners & Pilots Association
- Member – Association of Air Medical Services
- Member – Helicopter Association International
- Member – Patient First Air Ambulance Alliance
- Board Member - American Bonanza Society – 08 / 10
- Appointment – FAA Part 135 Aviation Rulemaking Committee – 03 / 04
- Appointment – State of Illinois Airport Planning Committee - 1987
- Board Member - Lifeline Pilots – 88 / 92

Education / Published Work / Awards

- Bradley University - Chemistry & Electrical Engineering – 1973 – 1976
- Contributing Author – “ Improving Organ Procurement Travel Practices in the United States: Proceedings from the Michigan Donor Travel Forum”
- Presenter – American Society of Transplant Surgeons – 2010: A Conceptual Network for Organ Transport

Personal Information

- Age: 56
- Married - Diane Africano – 28 years
- Two children: Nicholas, 24 and Haley, 21
- Hobbies – Aircraft restoration, photography, travel and boating

Areas of Professional Expertise

• Aircraft Evaluation

Aircraft Comparative Analysis & Review

Life Cycle Cost / Value Analysis

AD / SB Compliance Analysis

Operating Budget Development

Market Analysis & Projection

Exit Strategy Development

• Aviation Risk Management

Risk Tolerance Analysis

Risk Management Strategic Planning

Vendor Selection

Contract Review & Negotiation

Contract Coordination & Oversight

LLC Development Strategies

PBH Program Review & Selection

• Aircraft Acquisitions

Aircraft Financing Evaluation

Pre-buy Inspection Selection & Oversight

Escrow & Oversight

IROMA (International Registry of Mobile Assets) Compliance & Oversight

FAA Documentation Oversight & Compliance

Sales Tax Minimization – 1031 Equipment Exchange

Aircraft Delivery & Acceptance

- **Aircraft Completions**

- Vendor Evaluation & Selection
 - Cost Minimization Review
 - Completion Bid Specification Development
 - Completion Contract Negotiation
 - Completion Contract Management & Oversight

- **HEMS (Helicopter EMS) Program Management**

- EMS Program Review & Evaluation
 - Strategic Logistics & Deployment Planning
 - EMS Services Vendor Review & Selection
 - Vendor Contract Development & Negotiation
 - Vendor Contract Oversight
 - Flight Operations Management Systems Implementation
 - Flight Dispatch Systems Implementation Management
 - CAMTS Accreditation & Compliance

- **Aviation Operations Services**

- Parts Cost Minimization Strategies
 - Vendor Development
 - Inventory Management Strategies
 - FAA Part 135 Certificate Procurement
 - FAA Part 135 Certificate Compliance Management
 - Flight Operations Management Systems Implementation

- **Aircraft Brokering & Disposition**

- Market Insertion Analysis
 - Pre-Sale Readiness Inspection

Purchase Agreement Development
Marketing & Advertising Coordination
Direct Mail Marketing
Sale Oversight & Representation
FAA Documentation Compliance
Escrow & Oversight

• **Facility Related Services**

GPS Instrument Approach Procedure Management & Implementation
Aircraft Hangar Design & Development
Flight Planning Systems Design & Implementation
Aircraft Fuel Systems Design & Implementation
Helipad Development, Compliance & Implementation

• **Avionics Systems**

Aircraft Panel Modifications Design & Management
Avionics Systems Upgrade Management
Avionics Equipment Specification
Avionics Procurement

• **Aviation Safety**

Safety Management Systems Design & Implementation
Hazard Identification & Tracking Systems (HITS) Implementation
Flight Department Safety Audit Compliance & Management
Hazardous Materials Management & Compliance