

The Aerospace & Defense Forum



Facilitating Business Communication, Collaboration, & Commerce

“Aero Markets: The Road Back”

Presenter:

Richard Aboulafia
Managing Director
AeroDynamic Advisory

Ventura County Chapter Meeting

Friady, February 18, 2021

Webinar: 8:00-9:00 am pacific time

[Click here to register](#)

Both members and non-members must register to attend.

ACCESS INFORMATION will be provided to registrants at the bottom of the registration confirmation email from Eventbrite. A reminder email with the access information will be sent to registrants the day before the event.



“Aero Markets: The Road Back”

Registration Fees

Free - A&D Forum member &
Corporate Members
\$25 - Non-member

Please register as an A&D Forum member ONLY if you have a currently active membership. Claimed memberships will be verified before the meeting and erroneous registrations will be cancelled.

[Click here](#) to become a member.

The event will be recorded and made available for download by A&D Forum members.

You will receive multiple invitations, regardless of whether you have already registered. Please do not register more than once!

February 18, 2022 Meeting

- **Access information** may be found near the bottom of the confirmation email you will receive from Eventbrite after registering.
- There will also be an email sent to all registrants the day before the event.
- Please ensure your mike is muted and your video is off - icons on the lower left of your window.
- Questions will be welcomed via the Chat function.
- During registration you will be asked whether you want your contact information distributed to other

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As the COVID-19 pandemic begins to wear off (hopefully) the world of aviation is expected to return to a level of normalcy. Some segments have suffered more than others, but none have been untouched by the social restrictions and the resulting economic slowdown. As we begin to shift our thinking to the future and an understanding what business will look like as we come out of COVID-19, there is no better source than Richard Aboulafia, Managing Director at AeroDynamic Advisory (formerly with the Teal Group) to get a broad understanding of how the aviation and defense markets will recover.

Richard will join us for a discussion of how key aviation market segments are still being affected by the pandemic and by the economic downturn, and the way different sectors are inching towards a 'new normal'. We will look at key indicators to watch, including the big variables that could impact the shape of the long-term recovery. There will also be a discussion of key programs, and winners and losers in the context of a changing market.

AeroDynamic Advisory is a boutique aerospace consulting firm specializing in aerospace strategy & growth, MRO, transaction support, customer satisfaction, and economic development.

AeroDynamic Advisory works with the world's leading aviation and aerospace companies— from the very largest to small and mid-cap companies. They are considered “part of the industry,” not “outside consultants.” AeroDynamic Advisory brings independent and objective perspective, a thorough understanding of the aviation and aerospace industries, and contributes to the collective market understanding through conference

attendees. This is a replacement for copying and distributing business cards at chapter meetings.

- For this meeting, we will not be doing individual elevator speech introductions.

Feel free to pass this invitation on to others you think would be interested.

Ventura County Chapter Steering Committee

- **Gerardo Broussi** (Chapter Chair), Managing Director, Brainspark Consulting
- **Michael Spuzzillo**, Sr. Project Engineer, Parker Hannifin
- **David Conrad**, Vice President Business Development, PTI Technologies
- **Brian Barker**, President & CEO, Hummingbird Aero
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- **Michael Boyle**, President, BOBsearch

presentations, focused surveys, and white papers.

Presenter



Since 1988, **Richard Aboulafia** has tracked aircraft programs, markets, and companies as an analyst and consultant. He manages consulting projects in the commercial and military aviation field and analyzes

broader defense and aerospace market and industry trends. He has advised numerous aerospace companies, including most prime and many second- and third-tier contractors in the US, Europe and Asia. He also advises numerous financial institutions on aerospace market conditions.

Richard is a Managing Director at AeroDynamic Advisory, a boutique aerospace and defense management consultancy headquartered in Ann Arbor, Michigan. Prior to joining AeroDynamic in January 2022, he was Vice President of Analysis at Teal Group. There, in addition to his consulting role, he wrote and edited Teal Group's World Military and Civil Aircraft Briefing, a forecasting and analysis tool covering over 135 aircraft programs and markets. He is a Fellow of the Royal Aeronautical Society.

He also writes publicly about aviation and defense, with regular columns in Aviation Week & Space Technology and at Forbes.com. His articles have also appeared in Foreign Policy, Royal Aeronautical Society's Aerospace magazine, the Wall Street Journal, Slate, AIAA's Aerospace America, the Financial Times, Professional Pilot, and other publications.

- **Paul Weisbrich**, Managing Director, D.A. Davidson & Co.
- **Robert Jacobson**, Desert Sky Holdings & Co-Founder, The A&D Forum
- **Ivan Rosenberg**, Managing Partner, InVista Associates, & Co-Founder and Executive Director, The A&D Forum

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The Aerospace & Defense Forum

is a global aerospace and defense leadership 9-chapter community of over 2400, providing opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

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Frequently cited as an aviation industry authority by trade and news publications, Richard has appeared on numerous television news and radio programs including ABC, BBC, Bloomberg, Reuters, CBS, CNN, NBC, NPR and PBS. He has spoken at numerous conferences, including Speednews, ATRIF, NAFA, IADA, AeroMontreal, the Ontario Aerospace Council, and PNAA. Since 2012 he has served on the National Aeronautic Association Collier Trophy Selection Committee. He has testified before Congress. He also presents a yearly lecture to the National Defense University/Industrial College of the Armed Forces and has served as an expert witness in aerospace markets.

Before he joined Teal Group in 1990, Richard analyzed the jet engine market at Jane's Information Group, served as an aerospace industry consultant for an international trade advisory company and supported research projects at the Brookings Institution. He has a Masters degree in War Studies from King's College, University of London and a Bachelors degree from George Washington University. He lives in Washington, DC.
