

Mr. Francis Chao and the Development of China's GA Industry





Mr. Francis Chao

Uniworld, LLC General Manager

Publisher of China Civil Aviation Report

In over 20 years as the founder and CEO of Uniworld, LLC, Francis Chao has helped countless international aviation companies successfully expand into the China market by offering consultation and marketing services. Over his decades of experience, Francis has developed a profound understanding of the Chinese and international aviation markets, as well as their regulations and management. Because of this, Francis has developed a clear reputation as an expert in the Chinese aviation industry.

In order to help the international aviation community better understand China's extensive efforts for developing its own aviation industry and to satisfy worldwide demand for information on this development, Uniworld LLC began publishing China Civil Aviation Report with the support of the Civil Aviation Administration of China. First published in 1999, China Civil Aviation Report has been the only bilingual English-Chinese publication detailing news and developments in China's civil aviation industry for over 17 years, both online and in print. This position has made it a widely recognized envoy for the Chinese aviation industry to the rest of the world. In many ways, China Civil Aviation Report is a groundbreaking publication, not least because of its use of English translations to bring Chinese news to the international stage. Not only has the publication continued uninterrupted for 17 years, but it has also been supplemented by partnerships between Francis Chao and other international aviation magazines. For example, the Chao Report is a unique platform for sharing the accomplishments of China's aviation industry with other publications, who then spread the news to the world.

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In 1998, Francis Chao began working as a contractor for the American Federal Aviation Administration and defense department, acting as a translator and an advisor during Chinese-American aviation exchanges. This valuable experience gave him unique knowledge of the American civil aviation infrastructure and procedures. This experience, compounded with over 20 years of experience in the Chinese market studying its systems, procedures, regulations, and business culture, has allowed Francis Chao to act as an important bridge between the aviation industries of the two nations.





In March 2003, Mr. Chao organized China's first international forum focusing on general aviation. This annual meeting has attracted hundreds of Chinese and international GA operators, suppliers, advisors, and government officials to together discuss and research the direction of the Chinese GA industry and the challenges it faces. For 11 years, Mr. Chao personally managed and hosted this bilingual event, further building his own expertise in Sino-American aviation business and establishing effective trade channels between the two countries.



The GA Forum used an innovative round-table discussion platform to encourage its participants to freely move and engage with their peers, creating a true commercial exchange in its most fundamental form. The GA forum also saw the foundation of the "self-discipline" movement, which called for the GA industry to increase safety by holding itself accountable to regulations. The Forum began by giving its members an opportunity to introduce themselves, followed by a "free flight" segment, where attendees were free to interact with speakers and other attendees. The forum also recognized outstanding contributors to the development of the Chinese GA industry, and special prize raffles were held throughout the event. These activities allowed each China GA Forum to regularly retain over 70% attendance rates throughout each meeting.

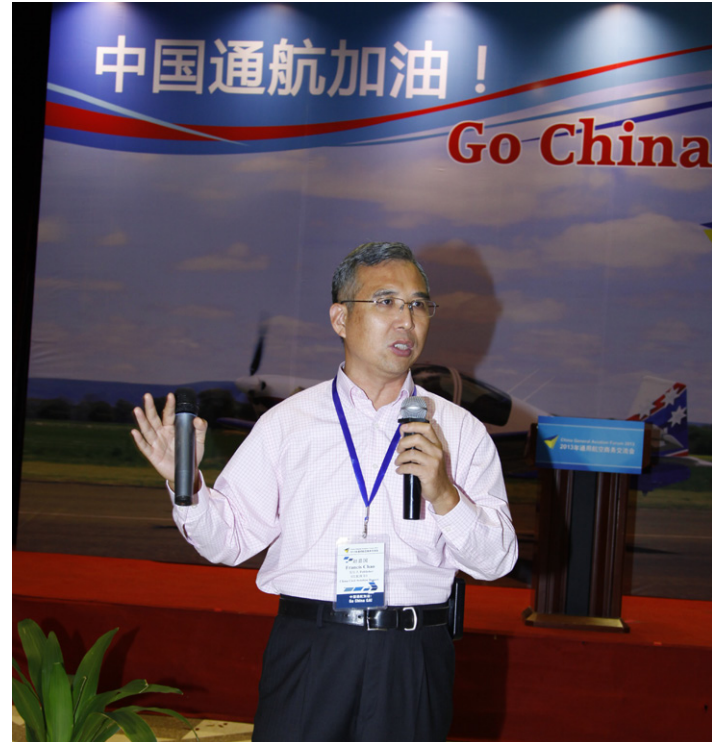
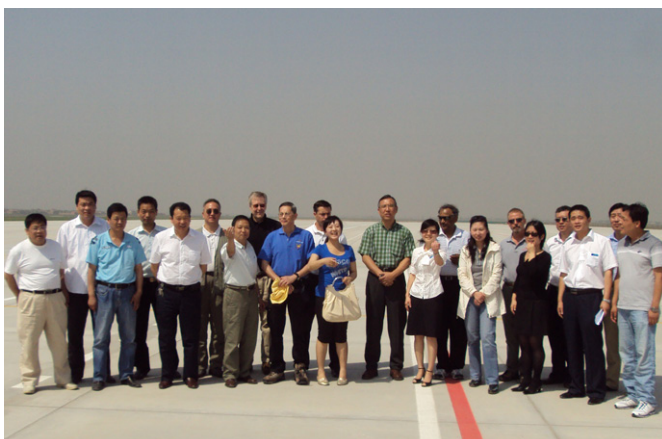


Over the course of 11 years, the China GA Forums covered a total of 20 special topics, with presentations by over 100 distinguished guest speakers. In total, over 2,500 representatives from over 300 Chinese and international companies and agencies have taken part in the GA Forums. Since the forums began, nearly every milestone in China's GA industry has reflected the efforts and support of the GA forum. One noteworthy example is the participation of Mr. Zhao Qijiang, CEO of Beijing's Capital Jet Company, in the 2005 forum where he led a discussion on the effective management of business jet traffic into China for the 2008 Summer Olympics. In the following two years, he returned to the forum having invited several well-known international experts with experience in this very situation. This allowed his company to learn from their example and effectively plan for the event. Thus, over the course of the Olympics Capital Jet Company Limited performed excellently in managing the huge influx of business jet traffic and established itself as the leading business aviation FBO in China. This is just one of many examples of the effects of Uniworld's China GA Forum and Francis Chao's abundant industry knowledge, as well as his facilitation of bilingual networking and exchange opportunities, both on and off the forum stage. Francis Chao's efforts have allowed countless companies to increase their industry knowledge and more easily face the challenges that may present themselves in the China market.



Participants in the GA Forum included Chinese aviation managers, aviation academies, and scientific research organizations, as well as domestic and international GA manufacturers, international GA service providers, international GA pilots, domestic GA operators, domestic companies that make use of private aircraft, private jet charter companies, local governments, aviation industrial parks, and GA hobbyists. No two forums were exactly alike, as each meeting saw unique discussions as a result of the ever-changing dynamics and developments of the Chinese GA industry.





Over 11 years, recognition of the GA Forum has grown among both the Chinese and international GA industries as it has helped foster cooperation in many projects, and in many cases has influenced local governments to invest in general aviation. It has also provided an excellent business platform for the domestic and international GA industries. Over these 11 years, the GA forum has invited countless GA managers and operators to meet face-to-face and explore ways to assist the central government and the CAAC to better understand international GA standards, regulations, and operational methods and help them develop and implement regulations that are beneficial to the industry. The forum also assisted regulatory research by offering valuable insight and information to policymakers.

In the years after it was founded, subsequent GA Forums have been witness to the establishment of many new GA regulations in China. In mid-2007, the CAAC implemented the "Regulations on the Management of GA Operational Permits." In 2010, the State Council and Central Military Commission of the PRC released the "Viewpoints Concerning the Opening of Low Altitude Airspace in China." In 2013, the national government issued special regulations outlining its investment in GA enterprises. In October 2014, Prime Minister Li Keqiang clearly outlined his plans for the delegation of authority for authorizing new GA airports to local governments. We have reason to believe that the GA Forums have left a lasting impression on the development of China's GA industry, and that they have played a critical role in its promotion.

Previous Forums' Group Photos



In order to solidify the importance of the GA's expansion and popularization to the Chinese population, particularly those in various levels of government, Uniworld LLC under Francis Chao published "What is General Aviation?", the first publication in China to be centered upon educating the public about general aviation. This publication outlines the nature of GA, its functions, benefits, developments, and importance to the national economy. It also includes many pictures and diagrams to define GA to the public and clarify its purpose. Ten thousand copies of the publication were distributed free of charge to both central and local government offices, state-run and private companies, aviation-related organizations and individuals, and businesspeople and aviation hobbyists alike. 5 editions of the publication were issued over 7 years, with over 50,000 copies printed and distributed for free.





Starting in 2011, Francis Chao has organized and hosted the China Pavilion at EAA AirVenture and at the NBAA business aviation convention. The China Pavilion is the first entity to represent the Chinese GA industry at the world's most important aviation conventions. The China Pavilion not only allows Chinese visitors to learn from their international counterparts in the aviation industry, but also provides the international public a fair and accurate window to learn about business opportunities and developments in the Chinese GA industry. The China Pavilion's mission is to fulfill the commercial and individual demands of China's local governments, GA industrial parks, GA companies, and aviation hobbyists by allowing them to participate in the conventions and learn about the United States' GA industry, all while fostering positive interactions and mutual understanding between the two nations.

Francis Chao's unique role in the development of China's GA industry and his assistance in international aviation exchanges have earned him widespread recognition. This role featured prominently in well-known American Author James Fellow's book *China Airborne*, published in May 2012. The book outlines the recent history of China's journey toward developing and growing its own aviation industry.



List of Major Programs Organized or Assisted by Francis Chao

2000

Assisted the Chairman of Capital Jet Company Limited and its president Mr. Zhao Qijiang on a visit to the GA branch of San Jose International Airport.

Assisted in organizing a high-level summit between the FAA and Chinese aviation authorities.

Coordinated training for the ATC branch of the CAAC in the operation of Cubic Company's Wireless Spectrum Directional Management equipment.

2001

Advised representatives from the American government during Chinese-American civil and military aviation exchanges.

Accompanied the Deputy Chief of Staff of the US Air Force on a visit to China

Helped broker a contract between the US Government's AVCARD aviation fuel charge card and Beijing Capital Airport

During the aviation exchanges, assisted the American government during the Chinese delegation's visit to the FAA.

Helped American Radar Companies participate in the Zhuhai Airshow.

Assisted the American AVCARD aviation fuel charge card in securing a contract with Chinese fuel companies and allow it to be recognized throughout China.

2002

Provided support to exchanges between the FAA and its Chinese civilian and military counterparts.

Assisted in exchanges between the CAAC representatives and the American NBAA.

Participated in civil/military aviation exchanges between the US and Chinese governments.

Helped organize a visit to China by the Robert Smith Walker, Chairman of the Commission on the Future of the US Aerospace Industry.

2004

Organized a meeting between Ricondo, an American airport design company, and General Manager of Capital Jet Company Limited Zhao Qijiang.

Organized a meeting between Ricondo and the Yao Yabo, CEO of the Civil Airport Construction Company of China.

Organized a meeting between Ricondo and Mao Shunping, secretary of the Civil Air Traffic Control Administration.

Organized a meeting between Ricondo and CAAC Airport Division director Tan Zhanggao.

Hosted the GA and Aviation Business Exchange Forum.





Travelled to Dublin, Ireland at the invitation of the Irish Trade Development Council to introduce officials to the Chinese aviation market



Joined Jet Magazine in a series of lectures on business aviation prospects organized by the Changsha Yuanda group



Invited to meet with trade representatives from the Department of Commerce to discuss the Chinese market.

2005

Organized the China GA Forum.

Consulted with CAAC Safety Director Yang Yingbao.

Travelled to Dublin, Ireland at the invitation of the Irish Trade Development Council to introduce officials to the Chinese aviation market.

2006

Delivered a course on firefighting and emergency response training at Beijing Capital Airport.

Assisted the American Department of Commerce in high-level talks with Chinese civil aviation authorities.

Assisted the American Department of Commerce in engaging in aviation exchange activities with China.

Assisted in high-level talks between the FAA and CAAC.

Accompanied the Director-General of LEKTRO, an aircraft tow company, to high-level Chinese aviation exchanges.

Worked with the CAAC Radar Laboratory to expand radar coverage to all of China.

Assisted in high-level talks between the Trade Commission of the US Department of Commerce and the CAAC.

Accompanied officials from the firefighting branches of Beijing Capital Airport to the Nevada Firefighting Academy to undergo hands-on firefighting training.

Held the China GA Forum in Shanghai.

Joined Jet Magazine in a series of lectures on business aviation prospects organized by the Changsha Yuanda group.

2007

Advised the government of Jilin City on strategies for drafting GA legislation.

Represented Beijing Capital Airport at the Asian Business Aviation Show.

Hosted the China GA Forum.

2008

Accompanied the Chairman of LEKTRO business aircraft tugs to an equipment exhibition at Beijing Capital Airport.

Invited to meet with trade representatives from the Department of Commerce to discuss the Chinese market.

Invited to take part in the groundbreaking ceremony for Shanghai Hongqiao International Airport's business aviation base.

Introduced a Chinese delegation to general aviation activities at San Jose Airport, California.

Hosted the China GA Forum.

Invited to participate in the Hong Kong Business Aviation Exhibition.

Participated in the NBAA Business Aviation Convention in the USA.

Invited to the Zhuhai Airshow to report on the Airbus A380's first Chinese visit.

2009

Led international GA representatives to inspect the establishment of General Aviation in Weinan City.
Led an introduction to GA programs given to the Weinan government by international GA representatives.
Headed a delegation of international GA representatives to the Xi'an GA convention.

2010

Invited to an official examination of the GA industry in the Jinzhou district of Dalian.
Helped broker a manufacturing deal between Indus Aircraft Company and Weinan city to manufacture light sport aircraft.
Accompanied representatives from TRACE Aircraft Engines to the Zhuzhou National Innovation Park.
Invited to Beihang University to give a presentation introducing the development of China's civil aviation industry.
Invited to host the Weinan GA Forum.
Invited by the Dalian City Government to create a report detailing the development of its GA industry
Assisted Indus Aircraft in the production of light sport aircraft in Weinan
Announced the establishment of Indus Aircraft Company's manufacturing project in Weinan at the EAA Airventure Press Conference.
Invited to manage the contract signing ceremony for the Weinan GA Project.
Invited to participate in the Weinan GA Project's opening ceremony.

2011

Represented Belgian radar company Intersoft Electronics at the Beijing Radar Show, introducing the newest radar testing tools and technology.
Participated in the NBAA West Coast Exhibition in cooperation with Business Air Magazine.
NBAA's annual convention and the China Pavilion teamed up with CEO of Capital Jet Company Limited Zhao Qijiang to organize a press conference about the development of China's business aviation industry.
The China Pavilion introduced the development of Chinese civil aviation to international aviation companies at EAA Airventure.
Invited by Germany's Flight Design Aircraft Company to attend their CAAC Certification Ceremony.



Invited by the Dalian City Government to create a report detailing the development of its GA industry



Participated in the NBAA West Coast Exhibition in cooperation with Business Air Magazine.

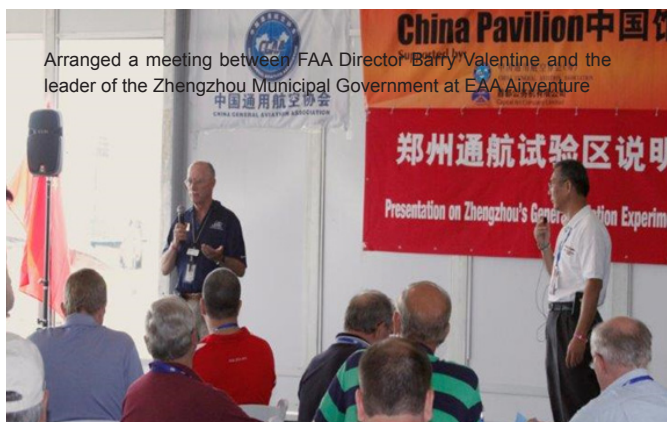


NBAA's annual convention and the China Pavilion teamed up with CEO of Capital Jet Company Limited Zhao Qijiang to organize a press conference about the development of China's business aviation industry.



Accompanied the director-general of the Lektro Aircraft Tugs at the Shanghai ABACE Business Aviation Show.
 Hosted the China GA Forum.
 Hosted the China Pavilion in cooperation with Capital Jet Company Limited at the NBAA convention and introduced the development of China's business aviation industry to the world.
 Led a discussion at EAA Airventure with LSA manufacturers about how to promote discovery flights in China.

2012



Arranged a meeting between FAA Director Barry Valentine and the leader of the Zhengzhou Municipal Government at EAA Airventure

Hosted the China Pavilion at the NBAA Annual Business Aviation Show and arranged a meeting between the mayor of Zhengzhou city and NBAA Chairman Ed Bolen.
 Began publishing "The Chao Report" as part of Business Air Magazine to spread information about China's aviation industry to the world.
 Consulted with the head of Kestrel Aircraft Company.
 Managed an official delegation from the Zhengzhou City Government at the NBAA convention.
 Hosted the China Pavilion at EAA Airventure and introduced developments in the Chinese aviation industry to the world.
 Arranged a meeting between FAA Director Barry Valentine and the leader of the Zhengzhou Municipal Government at EAA Airventure.
 Participated in the Chico Air Show and interviewed an owner of the Chinese-built Nanchang CJ-6.
 Worked with the Experimental Aircraft Association to discuss plans for the China Pavilion.



Invited to deliver a lecture on the popularization of GA to the Yangjiang city government

2013



Held a press conference at EAA Airventure

Hosted the NBAA China Pavilion and managed Chinese GA Delegations.
 Held a conference on the general aviation industry at the EAA Airventure China Pavilion.
 Interviewed Captain Judy Rice, major figure in global aviation education at EAA Airventure.
 Hosted a delegation of Beihang University professors at the EAA Airventure China Pavilion.
 Arranged for Jin Yongfa, chief engineer of Capital Jet Company Limited, to tour the Sonex kit-plane exhibitions at EAA Airventure.
 Invited to deliver a presentation on the state of the Chinese aviation industry at the National Aircraft Maintenance Management Conference.

Participated in Sun n' Fun Airshow activities
 Invited to deliver a lecture on the popularization of GA to the Yangjiang city government.
 Managed the China Pavilion at the annual NBAA trade show, while hosting an official delegation from Yangjiang city.
 Hosted the China Pavilion at EAA Airventure, introducing the world to the development of the Chinese aviation industry.
 Introduced the chairman of the Henan Meijing Group at the EAA Airventure China Pavilion.
 Received a delegation of chairmen from Hubei Sky Blue Flight School at the EAA China Pavilion.
 Held a press conference at EAA Airventure.
 Accompanied co-host of the NBAA China Pavilion, Capital Jet Chief Engineer Jin Yongfa, on a visit with the organizer of the Sun n' Fun Airshow to be briefed on the plans for the next show and prepare a presentation.
 Invited to participate in the International Aircraft Maintenance Competition and introduce the status of China's civil aviation development.
 Invited to visit Central Florida Aerospace Academy and inspect its simulator education program.

2014

Took part in the Helicopter Association International Exhibition and forum on Aviation Communities.
 Exhibited Lektro Aircraft Tugs at the Macau Business Aviation Show.
 Invited to introduce low-altitude airspace reforms and other laws relating to GA at a forum on military and law affairs.
 Delivered a lecture on the popularization of general aviation at the Macau Business Aviation Show.
 Accompanied Chen Yongqiang, chairman of the Pu Ren Group, as well as a team of aviation experts to Lübeck Airport in Germany to assist with the company's acquisition of the airport.
 Accompanied Pu Ren Group Chairman Chen Yongqiang and the team of aviation experts to various aviation maintenance and flight training institutions throughout Europe.
 Helped exhibit the American flight simulator manufacturer Precision Flight Control's products as the Macau Business Aviation Show.



Helped exhibit the American flight simulator manufacturer Precision Flight Control's products as the Macau Business Aviation Show



Invited to visit Central Florida Aerospace Academy and inspect its simulator education program



Managed the China Pavilion at the annual NBAA trade show, while hosting an official delegation from Yangjiang city



Invited to introduce low-altitude airspace reforms and other laws relating to GA at a forum on military and law affairs



Accompanied Pu Ren Group Chairman Chen Yongqiang and the team of aviation experts to various aviation maintenance and flight training institutions throughout Europe.

2015

Assisted with Captain Judy Rice's round-the-world Think Global Flight to promote aviation and scientific education by hosting her and Apollo 11 astronaut Buzz Aldrin during their stop in China.

Hosted the China Pavilion at EAA Airventure

Published the 5th Edition of "What is General Aviation?"

Cooperated with Business Air, the world's largest business aviation classifieds publisher to publish China Civil Aviation Report outside of China under the name "The Chao Report."



