



## Howard L. Wu

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"When dealing with multi-million dollar transactions, you rely on building strong, collaborative relationships. After all, it is a very small world. Not only will you repeatedly come across people with whom you have negotiated transactions in the past, but it is not at all unusual for the person on the other side of the table one day to end up on your side of the table another day, and vice versa. That is why one's reputation for integrity, professionalism and competence is incredibly important."

Howard has over 35 years of general corporate, finance, securities, equipment leasing and commercial law experience, including over 30 years in the aviation industry. He has represented Fortune 500 companies and privately-held companies, start-ups, airlines, airframe manufacturers, equipment leasing companies and private equity firms, both as in-house and outside counsel. In addition, he has held the non-legal positions of General Manager/Regional Vice President of Aircraft Trading Contracts and PRC Contracts Groups, respectively, and Director of the Airline Finance Group of McDonnell Douglas. Prior to joining Fafinski Mark & Johnson, P.A., Howard was Managing Director and Associate General Counsel of US Airways. As the chief transaction attorney for US Airways from August 1997 to April 2005, he was responsible for corporate finance, securities, aircraft acquisitions, financing and dispositions, mergers and acquisitions, debt and lease restructurings and workouts, and played a leading role in both US Airways' bankruptcies.

### Education:

Antioch College (BA 1970)  
Boalt Hall School of Law, University of California at Berkeley (1973)

### State Bar Admissions:

State Bar of California (1973)

### Federal Bar Admissions:

US District Court, Northern District of California (1973)  
US Court of Appeals, Ninth Circuit (1973)

### Professional Memberships:

American Bar Association

### Presentations:

"*Restructuring Airline EETCs*," 18th International AirFinance Legal Conference, Washington, D.C., November 6 -7, 2003

"*Leasing Arrangements*," California Corporate Practice Practical Problems Seminar, Business Law Section of The State Bar of California, Los Angeles, May 10, 1980

Power of the Big.  
Spirit of the Small.

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**Practice Areas:**

General Corporate and Business  
Corporate Finance, Securities and Business Transactions  
Mergers and Acquisitions  
Commercial Aviation

**Practice Philosophy:**

"I consider myself to be a businessperson's lawyer. My goal is to develop personal relationships with my clients and to be their partner in achieving their overall goals and objectives. I help my clients to evaluate both business and legal risks and to find practical solutions to their problems."

**The Rest of the Story:**

Howard and his wife, Hollister, live in Medina, Washington, on the east side of Lake Washington. They enjoy skiing in Colorado, bicycling, traveling and good food and wine. Howard is a diehard San Francisco sports fan and has hopes that there are better days ahead for the 'Niners, Warriors and Giants.

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