



June 21, 2017

KEEPING IN TOUCH

FSANA TV Commercial Now Available

To help flight schools market their business models, FSANA has created a 30 second TV spot to help promote and attract new customers. Click <http://www.fsana.com/fsana-learn-fly-commercial> to view the ad.

FSANA members will pay \$1,250 for the ad which includes 10 seconds of audio along with individual branding for each school. Non members can gain access to the TV spot with a \$2,500 payment.

FSANA membership starts at \$150 and the value proposition for membership is greatly enhanced. The TV ad is another member benefit that FSANA is pleased to bring forward for the flight training industry.

The cost to produce a 30 second TV spot runs between \$10K-\$20K. FSANA recognizes that many schools simply do not have a large enough marketing budget to handle this type of media.

Flight schools interested in securing their TV spot can call FSANA to begin the process. The turn around time is between 1-2 weeks.

Call 610-791-4359 to get your flight school TV spot arranged.



[Click the Image to see an Example of the Video](#)



Training News

FSANA Joins Industry Associations in Letter Supporting House Flight Act

General aviation airports are critical to our national airspace system, and specifically, to many of the members of FSANA as the locations that their businesses operate and build the next generation of pilots.

The House has recently proposed the Flight Act, and FSANA along with other industry partners recently submitted a letter of support for the effort.

Senator Imhoffe noted about the bill that, "The Flight Act allows GA airports more FAA funding flexibility, expedites the environmental review process and incentivizes public private partnerships. This legislation builds upon past Congressional efforts to support GA airports and

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will ultimately grow the positive impact GA airports have on the larger airport ecosystem."

FSANA supports efforts that will enhance the viability and vitality of general aviation airports and is hopeful that the industry support this bill will help its continued movement in the House.

[Click here](#) or the graphic to the right to see the letter.



June 16, 2017
The Honorable Greg Chertoff
U.S. House of Representatives
1115 Longworth House Office Building
Washington, DC 20515
The Honorable Cliff Bentz
U.S. House of Representatives
1009 Longworth House Office Building
Washington, DC 20515
Dear Congressman Chertoff and Congressman Bentz:
We are writing to express our strong support for H.R. 2076, the Personal Locking Investment in GA, Heliport, and Terminal (PILIGHT) Act of 2017.
The bipartisan PILIGHT Act addresses the growing needs of our nation's system of airports by providing for FAA's with long overdue flexibility, without creating budget increases, to fund airport support infrastructure projects at general aviation and small airports for their: infrastructure and upgrading, emergency, airways, and aviation, and funding the seed for new airports, to help keep them separate and the communities that rely on them vibrant and competitive.
Overall aviation is an important American industry that generates \$219 billion in total economic output in the United States and creates 2.3 million jobs and the network of some 2,570 non-primary airports an essential engine that provides vital access to many communities and helps support local economies.
Unfortunately for a number of reasons, our non-primary airports have not been able to fully utilize their federal airport grants to meet airport facilities, enhance aviation safety and build necessary infrastructure projects. The PILIGHT Act addresses these concerns in a timely and necessary way by providing the fastest release period for one year and ensuring that non-primary airport grant revenues be placed in a FAA fund primarily used for the construction of these facilities as authorized for high priority non-primary airport projects.



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Training News

Jessica Cox Speaks to Crowd at Mid Island Air Service in Ronkonkoma

FSANA Ambassador, Jessica Cox, took the time to speak with a crowd at Mid Island Air Service recently. Her dedication and perseverance are an inspiration to all and she showcased that as she spoke.

For more about the event, visit the article from the South Shore Press by [clicking here](#).



[Click for information about advertising in this publication](#)

TRAINING NEWS LINKS

[Boeing Studies Pilotless Planes as it Ponders Next Jetliner](#)

[Dayton Airline and Purdue Launch Training Partnership](#)

[\[AOPA\] Flight Training Survey Opens](#)

[Air Force Announces Significant Changes to Aviation Bonus Program](#)

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[Lufthansa's Flight Training School in Phoenix to Update its Fleet](#)

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Training News

FAA ACS for Instrument and Private Pilot Updated - New Commercial ACS Effective June 12, 2017

All parties involved with receiving and/or providing training and administrating FAA practical tests should review these documents to be prepared for their implementation on that date. Students and instructors should note that examiners must apply these new and updated standards on the effective date for any subsequent testing.

The implementation of the Commercial ACS continues the FAA/Industry work to bring all training and testing efforts into the new paradigm of Airman Certification Standards, improving and expanding on the historically applied Practical Test Standards (PTS).

Updates to the Private Pilot and Instrument ACS included minimal corrections and changes, some streamlining of some tasks, and standardization of phraseology in consideration of regulatory changes over the past year since they were initially published. Of note, the Commercial Pilot ACS do include similar changes to slow flight procedures as were implemented initially last year when the Private Pilot ACS were released and put into effect.

The new versions of these standards can be found at http://www.faa.gov/training_testing/testing/acs/.

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Industry News

ADS-B Rebate Brochures - Copies Available

The FAA has approximately 1,500 copies of the ADS-B Rebate brochure available for distribution. If you would like to request some of these for distribution at your airport, simply place a request on the FAA provided Google Form. The form will be available until all copies are gone.

Keep in mind that the rebate program ends September 18, 2017 or after all rebates are claimed. As of today, there were 14,267 rebates remaining. You can check on remaining rebates at <http://www.faa.gov/nextgen/equipadsb/rebate/>.



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FSANA ENGAGEMENT

Be Recognized as a FSANA Supporting Partner

FSANA is a dynamic trade association that represents the interests of flight training providers. Our members are motivated and successful business operators that provide flight training in the United States and foreign countries. Your company, or a company you know, is encouraged to support FSANA in its achievements by becoming a "Partner."

FSANA's core platforms include:

- Helping flight training businesses operate successfully and profitably;
- Increasing the pilot population;
- Working with other aviation and aerospace industry associations and companies to promote quality flight training pipeline development;
- Providing programs and services that will assist FSANA members to better serve their customers and local communities;
- Promoting best practices in the flight training community;
- Reducing the general aviation incident and accident rates;
- Engaging both youth and adults to explore aviation and aerospace.

For their part, FSANA Partners receive year-round brand exposure in both print and electronic platforms in multiple channels and a host of other benefits. To learn more, please contact **Debbie Sparks**, vice president, at dsparks@fsana.com or **561-767-6826**.



CFI Training Center
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FLIGHT SCHOOL BUSINESS EXCHANGE

Central Florida Airport Seeks Flight School

Private airport 2FA6 with 4,170 ft. long improved turf runway seeks flight school to locate onsite to provide flight instruction to local demand. New hangars being built, can buy or rent new hangar to operate. 2 miles from Florida Turnpike and 5 miles from I-75 near Wildwood.

Airport one mile from growing area near The Villages adding 200 homes per month - great location for kids AeroCamp, many affluent grand parents to sponsor their grand kids.

For details please contact: Frank B. Arenas, 1511 Taylor Ave. Coleman, FL 33521-0600 - freeflight@cfl.rr.com (352) 748-6629/FAX 748-3681 www.freeflightairport.com

FEEDBACK

We want feedback from the readers of this newsletter! Tell us what is important to you as a school owner, manager or chief flight instructor. We will share comments received in an upcoming edition of **Flight Schools News eMonthly**. Send your thoughts to info@fsana.com.

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The above organizations are annual supporters of the FSANA mission and work of the association and its members. The follow organizations join our Partners in supporting our 2017 Flight School Operators Conference.

CONFERENCE SPONSORS





Established in 2009, the Flight School Association of North America (FSANA) is the first and only association of its kind dedicated solely to the flight training industry. FSANA represents flight schools, firms that provide products and services to the flight training or aviation industry, and other supporting partners.

FSANA MISSION: The Mission of the Flight School Association is to work in alliance with the aviation and aerospace industry; to serve and foster the flight training industry; to provide programs and services that will enhance the ability of flight schools to serve their customers and communities; and to promote best business practices which will help flight schools and their industry thrive and increase the pilot population.

fsana.com | 610-791-4359 | bob@fsana.com

Flight School Association of North America, 3111 Arcadia Avenue, Allentown, PA 18103

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