



17TH ANNUAL INTERNATIONAL
**FLIGHT SCHOOL OPERATORS
CONFERENCE & TRADE SHOW
2026**

WED-FRI
FEBRUARY 25-27, 2026
CORONADO CA
[SAN DIEGO]

INVITATION TO EXHIBIT

Your invitation to participate in this one-of-a-kind conference
and trade show focused on the business of flight training

FOCUSED ON THE BUSINESS OF FLIGHT TRAINING

“Ever since we began our journey to support FSANA, we have experienced business growth which has exceeded our expectations. Being an annual supporting Partner and exhibiting at the annual trade show has been great. We also get to meet many of the finest flight training providers in the world.”

– **TIM VARGA** General Manager, **AIRCRAFT ENGINE SPECIALISTS**

“FSANA has been a big part of Right Rudder Marketing. From our infancy days just starting up to current, we have been dedicated FSANA Annual Partners. Our partnership has allowed us to connect with leaders in the flight training industry which helped grow our business. In doing so, we’ve helped bring in multiple seven figures of revenue to our flight schools and helped train thousands of student pilots in the USA. We would not have been able to achieve such great success without our partnership with FSANA. I recommend anyone thinking of joining or partnering with FSANA to take a leap of faith and get connected with the aviation community.”

– **TIM JEDREK** Founder, **RIGHT RUDDER MARKETING**

THE BIG PRINT



- 1. **Exhibit space** sold out for our 2025 event and without question will sell out again in 2026.
- 2. FSANA Annual Partners who plan to exhibit **are required to submit an exhibitor form.**
- 3. FSANA assigns booth locations based on the **level of FSANA Annual Partnership.**

CONFERENCE SOLICITATION POLICY

FSANA does not allow any firm, person, or organization not registered as an exhibitor and/or as an annual “Partner” to solicit business within the trade show area, nor in any public spaces controlled by FSANA except as permitted in the next to last sentence below. For example, except as permitted in the next to last sentence below, no such person may canvass, solicit, hold conferences, or distribute literature or other promotional devices or material including but not limited to business cards, flyers, websites or brochures during the Conference. Registered exhibitors and annual

Partners may conduct customer solicitation activities but only within the Exhibitors’ space. Registered attendees who are not exhibitors or annual Partners may exchange business cards and other business to business communications with paid vendors, exhibitors or with each other but such cards and other communications shall relate only to the business that registered for the Conference and may not include information on any other business or activity in which an attendee participates. Any questions regarding what is or is not permitted under this Policy should be directed to: info@fsana.com.

Dear Friends and Supply Chain Associates,

FSANA invites you to participate in our 17th Annual International Flight School Operators Conference & Trade Show at Loews Coronado Bay Resort located on its own peninsula outside San Diego, California.

Our conference & trade show is designed to provide all attendees with current industry information that will help them to better manage and shape their business models for enhanced safety, profitability and growth.

The FSANA Conference & Trade Show has become the One-Stop Supply Chain event for the flight training community.

The training community appreciates the value that the supply chain brings to the conference and is eager to meet with the supply chain in an environment that maximizes brand awareness and customer education. Attendees include:

- Flight school owners
- Flight school managers
- Chief flight instructors
- Flight instructors
- Future school owners
- Flight school investors
- Maintenance staff

The exhibit hall remains open throughout the event except when lunch is being served.

We again offer two Workshops. These popular sessions allow attendees to increase their onsite collaboration with colleagues and suppliers from the flight training industry. **Exhibitors are encouraged to participate in either or both Workshops.** Often times, it is a supply-chain participant who has the solution to a question that arises during a Workshop.

As the flight training industry in America experiences change, attendees will be looking for answers to help them navigate the myriad of new issues they face each day. We are honored to play this vital role in the flight training industry which has gone through many changes since FSANA's inception in 2009.

Please contact us with any questions and we look forward to seeing you in February. Email info@fsana.com or call 610-791-4359.

Glen Pace
Chairman, FSANA

Robert Rockmaker
President & CEO, FSANA

With a maximum of 60 spaces available, be aware that exhibit space may sell out quickly. Last year there wasn't a single space remaining. Space will be confirmed only after registration with payment has been received.

WHAT IT COSTS

Fee covers 8 x 10-ft classic booth and conference registration for ONE person, which includes reception, 1 dinner, 2 lunches, and coffee breaks. Each additional attendee registration is \$570. If currently you are not a FSANA member, join now to **save \$400** off the regular rate.

Regular	\$3,195
FSANA Member	\$2,795

HAVE YOUR FEE WAIVED

Become a FSANA Annual Partner and ignore the exhibit fee altogether. Most of the supply chain elect to become annual FSANA Partners due to the many added benefits that come with the program. See "Partner Benefits" chart next page. For the few extra dollars invested, you receive all these benefits along with helping FSANA meet its goals.

SPECIAL NOTE: All Partner levels include 4 or more FSANA annual memberships.

EXHIBIT SETUP PROVISIONS

- 6-ft table, two chairs, and waste basket are provided.
- Additional furniture and accessory items are available to rent from Innovative Expo. To rent or for information on items available contact Doreen Dekens at doreen@innovativeexpo.com.
- 5-amp electric hookup is available for \$350. Add amount to Exhibitor Registration Form.
- For Wi-Fi service in exhibit area order from eventnow.encoreglobal.com
Enter event name: 2026 Annual Flight School Conference & Trade Show
Do not order electric hookup from Event Now.
If you have Wi-Fi service questions or require AV equipment, contact Kyle Hinton at kyle.hinton@encoreglobal.com
- The exhibit hall is accessible via freight elevator by prior arrangement. Contact the FSANA office at 610-791-4359 if you require use of a freight elevator.

CHOOSE A SIZE

Classic booth included with exhibit fee.
Double-size booth add \$2,100.

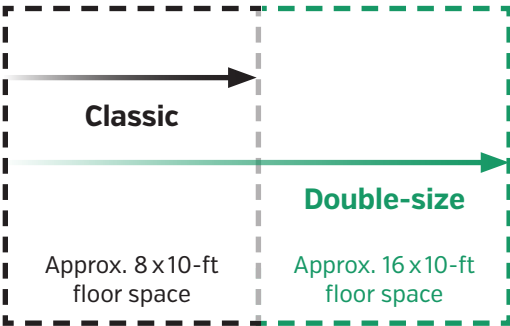


EXHIBIT HALL SCHEDULE

Wednesday, February 25

1:00 – 5:30 pm	Exhibit setup
5:30 – 8:30 pm	Conference opening reception and dinner; exhibit hall open

Thursday, February 26

8:30 am–5:00 pm Exhibit hall open
Exhibit hall is closed during lunch, Thursday and Friday.

Friday, February 27

8:30 am–2:00 pm	Exhibit hall open
2:00 pm	Exhibit teardown

For hotel-related questions, contact Anna Tran, director of Meetings & Events, at anna.tran@loewshotels.com

SHIPPING INSTRUCTIONS

Inbound freight: Shipments should arrive at the hotel no earlier than 5 business days prior to guest's arrival. Storage fees may apply for items arriving sooner.

Guest name and company name
c/o Flight School Association
Loews Coronado Bay Resort & Spa
4000 Loews Coronado Bay Road
Coronado Bay, CA 92118
___ of ___ [e.g. 1 of 8]

Outbound freight: Shipments can be handled at Coronado Bay's front desk. UPS and FedEx have daily pick-ups from the hotel Monday–Friday. FedEx Ground and UPS pick-ups must be pre-arranged by the shipper directly with the carrier.



EVENT LOCATION

LOEWS CORONADO BAY RESORT

4000 Coronado Bay Road
Coronado, CA 92118
General phone [non-reservation] 619-424-4000
www.loewshotels.com/coronado-bay-resort

FSANA is excited to host its 2026 Conference & Trade Show at Loews Coronado Bay Resort. Perched on a 15-acre peninsula surrounded by the Pacific Ocean and Coronado Bay, the resort is a waterfront oasis located within minutes of downtown San Diego and just 12 miles from San Diego International Airport [SAN].

Home to perfect golf weather year-round, San Diego features magnificent golf courses, surfing, hiking, and so much more. People converge here from all over the world for the beaches, nightlife, culture, Spanish-influenced architecture, and authentic Cal-Mex cuisine.

From Loews Resort you can explore the best San Diego has to offer such as Coronado Ferry Landing, Balboa Park, Old Town San Diego, SeaWorld, San Diego Zoo/Safari Park, Legoland California, and Living Coast Discovery Center.

- Wide-ranging accessibility features
- Complimentary Wi-Fi in public spaces and every guestroom
- Four distinct restaurant options and coffee shop
- Three heated pools including an adults-only pool and hot tub
- 24-hour business center

- 24-hour state-of-the-art fitness center
- Full-service Sea Spa
- 10-minute walk to beautiful white-sand beach
- On-site car rental
- Resort concierges

ROOM RESERVATIONS

Book by Monday, January 26, 2026, for a special rate of \$279 single/double plus fees and taxes. After that date, rates may be higher and/or rooms may not be available.

- Nightly Resort Charge waved for registered FSANA guests only

Book online: <https://www.loewshotels.com/coronado-bay-resort/group-2026-international-flight-school-operators-conference>

Or book by phone: **1-800-815-6397**

Group name:

Intl Flight School Operators Conference

HOTEL PARKING

Self parking and valet parking are available.

TRANSPORTATION FROM AIRPORT TO HOTEL

San Diego International Airport [SAN] is approximately a 12-mile drive from the hotel. Taxi, Uber and rental car services are available.

Registration form on page 8.



CONTACT US

by phone: 610-791-4359 | by email: info@fsana.com

The **Flight School Association of North America** is a membership-oriented association with a mission of increasing the pilot population by engaging passion-driven people at an early age. Its membership includes flight schools, firms that provide products or services to the flight training or aviation industry, and supporting partners and individuals. Its inventive aero programs are just one of many ways FSANA helps both new and existing flight schools grow their business. New members welcome; application at fsana.com.



Serving the flight training industry since 2009 | fsana.com



Name _____
First _____ Last _____

Title/Position _____

Organization _____
Your organization's name will appear this way.

Address _____

City _____ State/Province _____

Zip/Postal Code _____ Country _____

Telephone (_____) _____ Fax (_____) _____

Email _____

Product or service _____

Make copies of this form and complete STEP 1 for each person attending, including guests. Send all forms together. This form is e-fillable. For multiple persons simply use "save as." It is OK to resave and return entire brochure.

by phone: 610-791-4359
by email: info@fsana.com

In order that we may reproduce your logo, please attach a vector or high resolution version of your color logo (PDF, JPEG, PNG, or EPS file types) in an email to: **info@fsana.com**. Include your URL in the email for linking your logo in our eNews and website.

No other commitment required. Up for grabs on a first-come basis. Inquire about 50/50 sponsorships. Call 610-791-4359 to confirm availability and reserve functions prior to submitting payment.

1. Name badge lanyards		\$2,000
2. Attendee bags		\$2,000
3. WiFi sponsorship		\$3,000
4. Water sponsorship		\$3,000
5. Opening Reception*	Wed	\$10,000
6. Dinner	Wed	\$10,000
7. AM Break	Thu	\$2,000
8. Lunch	Thu	\$5,000
9. PM Break	Thu	\$2,000
10. AM Break	Fri	\$2,000
11. Lunch	Fri	\$5,000

*Reception Sponsorship includes an exclusive bar token promotion. For details call 610-791-4359.

Depending on your Partner level, you are comped one or more attendee registrations. The fee applies to additional attendees beyond your comp limit:

Visionary—6 comps
Developer—4 comps
Builder—2 comps
Leader—1 comp

PARTNER We are pleased to become a FSANA Partner or renew at the following level:

- ☐ **VISIONARY \$25,000** ☐ **BUILDER \$6,000**
☐ **DEVELOPER \$12,000** ☐ **LEADER \$4,000**
☐ Will exhibit (complimentary all levels) ☐ Will not exhibit

Partner amount (Current paid-up Annual Partners, put "0").....\$

Regular: \$3,195
 FSANA Member: \$2,795
 FSANA Annual Partner: \$0 for current FSANA Annual Partner

> \$ _____

- ☐ Yes, upgrade us to a double-size booth (add **\$2,100**).....\$ _____
- ☐ Yes, we require electric hookup (add **\$350**).....\$ _____

My choice(s) from list at left are #

- ☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ 6 ☐ 7 ☐ 8 ☐ 9 ☐ 10 ☐ 11
☐ Yes, I have reserved my event(s) choices by phone (610-791-4359). **Required.**

***Exhibitor:** One attendee registration is included with your exhibit fee.
Partner: See info at lower-left.

☐ Check enclosed payable in U.S. dollars to: **FSANA**



Name as it appears on card

Expiration date / Card security code #

Fax form(s) to: **610-797-8238**

Email to: **info@fsana.com** c

Mail form(s) and remittance to: **FSANA / 3111 ARCADIA AVE / ALLENTOWN PA 18103**