



Gillespie Pilots Association

Saturday April 3, 2021


1



Gillespie Pilots Association Virtual Meetings open to GPA Members Only

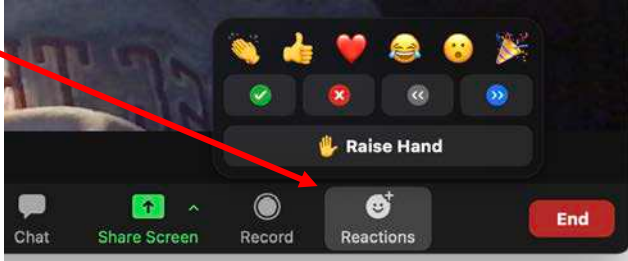
Saturday April 3, 2021

2






Rules of Engagement...

- All participants will be **muted** initially.
- Look for the symbol that allows you to wave your hand to ask a question.
- The host will recognize you and ask you to unmute.
- You will be re-muted when your conversation is complete
- Have fun and enjoy – we hope to be able to meet in person soon!



3

Rules of Engagement...

- **Activate and Use CHAT** feature to communicate
 - Questions
 - Nominations and motions
 - Seconding nominations and motions

4

Use Chat mode addressed to “everyone” to respond or ask a question...

- Use Chat mode
- To Everyone...

Click on the CHAT button here:

Select “To: and type your message here:”

The image shows a Zoom meeting interface. On the left, a dark control bar contains icons for Chat, Share Screen, Record, and Reactions. A red arrow points from a yellow callout box to the Chat icon. On the right, a chat window is open, showing a message addressed to 'Me to Everyone' and a text input field with 'To: Everyone' selected. A red arrow points from another yellow callout box to the 'To: Everyone' text.

5

Future GPA in-person meetings... When, oh when???

Starting April 1st, the County (including Airports) will be open for **counter service** M-F 8-11, **by appointment**.

- These services are to facilitate one-on-one transactional services (bill pay, contract signing, etc.);
- Meetings, such as the *GFDC*, will continue to be held *virtually*.
- Facial coverings and social distancing will be required.
- Appointments can be scheduled via this number: 619.956.4800 or via our website at this link: <https://www.sandiegocounty.gov/content/sdc/dpw/airports/CounterService.html>

The screenshot shows the San Diego County Department of Public Works website. The page title is 'Counter Service Appointment Request'. It features a navigation menu with options like 'MENU', 'I WANT TO...', 'ROADS', 'ENGINEERING', 'ENVIRONMENT', and 'DEVELOPMENT'. Below the title, there are several small images representing different services. The main content area includes the text: 'Starting April 1, 2021. Currently, due to COVID-19, in person appointment timeslots are limited. Please allow 1 business day for a scheduler to respond to your request. Before your visit please pre-screen yourself for the following COVID-19 symptoms here. If you have any of them or have been exposed to someone who has COVID-19, please reschedule. During your visit please remember to wear your face mask. Please fill out the appropriate form to request an appointment for counter service.'

6

Future GPA in-person meetings... When, oh when???

- County Airports will follow the same State Guidelines as everyone else,
- Currently County of San Diego is in the 2nd Tier or Red Tier, which is “Substantial” non-essential business operations are closed.
- With these guidelines currently County Airports is performing as much business as possible virtually through teams or Webex
- So the answer is: **We don't know!**



7

Join GPA today - \$10 annual membership dues



Pay online at Gillespie Pilots Association website

<https://www.gillespiepilotsassociation.org/gpa-membership/options>

8

GPA Meeting Agenda Saturday



- **General Announcements**
 - Membership and dues due
- **GPA Annual Fiscal Report**
- **Dog Attack at “squatters’ corner”**
- **Airport Manager report**
 - Security at KSEE
 - CAC construction progress Phase III
- **GCA’s at Miramar – Update**
- **GFDC and Board of Supervisor’s report**
 - Airport Enterprise Fund over-view
 - Amazon proposal for airport property
- **Classic Aircraft Display**
 - Raffle for I-hour in Redbird FMX simulator
- **State of Flight Training Survey results**

April 2021

Wk	Sun	Mon	Tue	Wed	Thu	Fri	Sat
13					1	2	3
14	4 <small>Easter Sunday</small>	5 <small>Easter Monday</small>	6	7	8	9	10
15	11	12	13	14	15 <small>Ten Day</small>	16	17
16	18	19	20	21	22	23	24
17	25	26	27	28	29	30	

9



Monday March 29 - National Vietnam War Veterans Day

GPA joins the rest of the nation in honoring the service and sacrifice of all Veterans who served in the Armed Forces from 1955 to 1975

- 8.7 million military personnel served on active duty during the Vietnam era from 1964 to 1975
- More than 58,000 paid the ultimate price
- 153,000 were wounded over the course of the conflict war...
- 1,585 service members remain unaccounted for as a result of the conflict

10

GPA Meeting Schedule

- **Next MEETING**
May, 1 2021
- **Maybe live maybe zoom... stay tuned**



May 2021

Wk	Sun	Mon	Tue	Wed	Thu	Fri	Sat
17							1
18	2	3	4	5 <small>Cinco de Mayo</small>	6	7	8
19	9 <small>Mother's Day</small>	10	11	12	13	14	15
20	16	17	18	19	20	21	22
21	23	24	25	26	27	28	29
22	30	31 <small>Memorial Day</small>					

11

GPA is a volunteer organization...

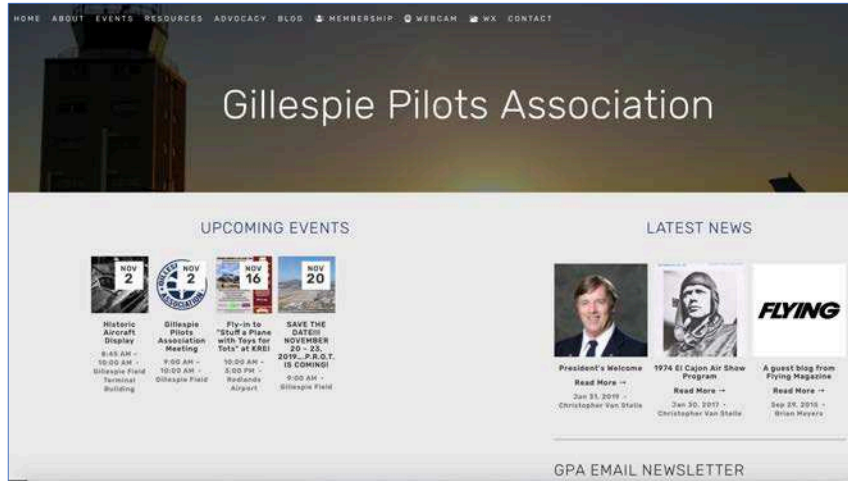


Virtual coffee & donuts today

“eat ‘em if ya got ‘em...”

12

Gillespie Pilots Association - website



Thanks to [Chris Van Stelle](#) for keeping the website current with great information....

13

GPA WEBCAM Wednesday January 27

"most viewed graphic on our website"




Pending software update

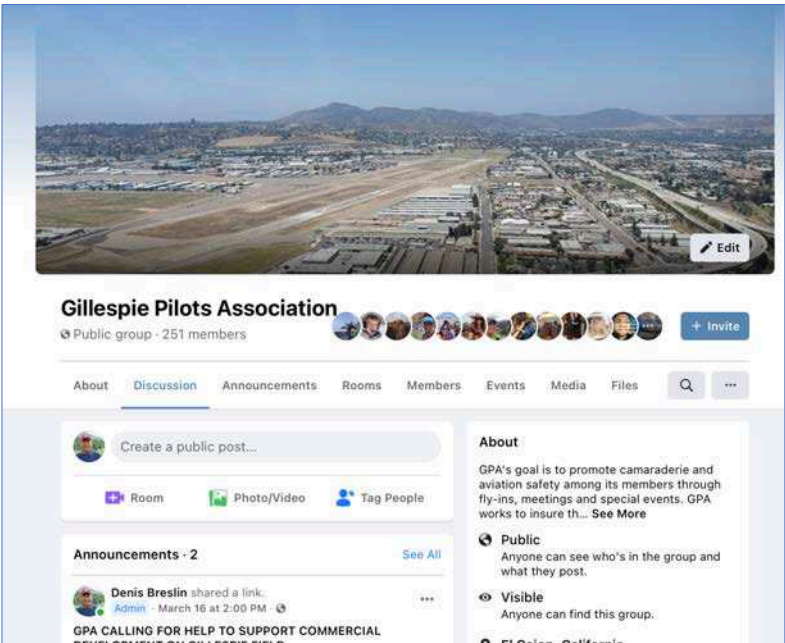
14

facebook

GPA on facebook


- Pictures
- Dialog
- Announcements
- Sharing






15


www.SocialFlight.com




SOCIALFLIGHT




MAP




VIDEOS




HANGAR



REWARDS




CHALLENGE



Gillespie Pilots Association Virtual Meeting

San Diego/El Ca, CA

09:00 AM - 10:00 AM



Online Event

We exist on these platforms – but they are useless unless WE participate in them!

16

2021 GPA Officers and Board Members

Denny Breslin	President
Leslie Day	Vice President
Wes Morris	Secretary
Doug Ferry	Treasurer
Rick Fordem	Immediate Past President
Steve Geary	GPA Board
Tom D'Amico	GPA Board
Chris Van Stelle	GPA Board/Webmaster

17

V.P. Leslie Day – *on her “day off...”*



18

GPA Bylaws – Annual Fiscal Report



GPA Treasurer Doug Ferry

SECTION 5. FISCAL

A. All funds of the Association shall be deposited in an account in the name of the Gillespie Pilots Association and may be withdrawn only by draft bearing the signature of the president (for amounts up to and including \$200) or the signatures of any two of the president, secretary, or treasurer (for amounts over \$200).

B. The fiscal year of the Association shall be from January 1 to December 31.

C. An annual report to the members shall be made **within 120 days of the close of the fiscal year.**

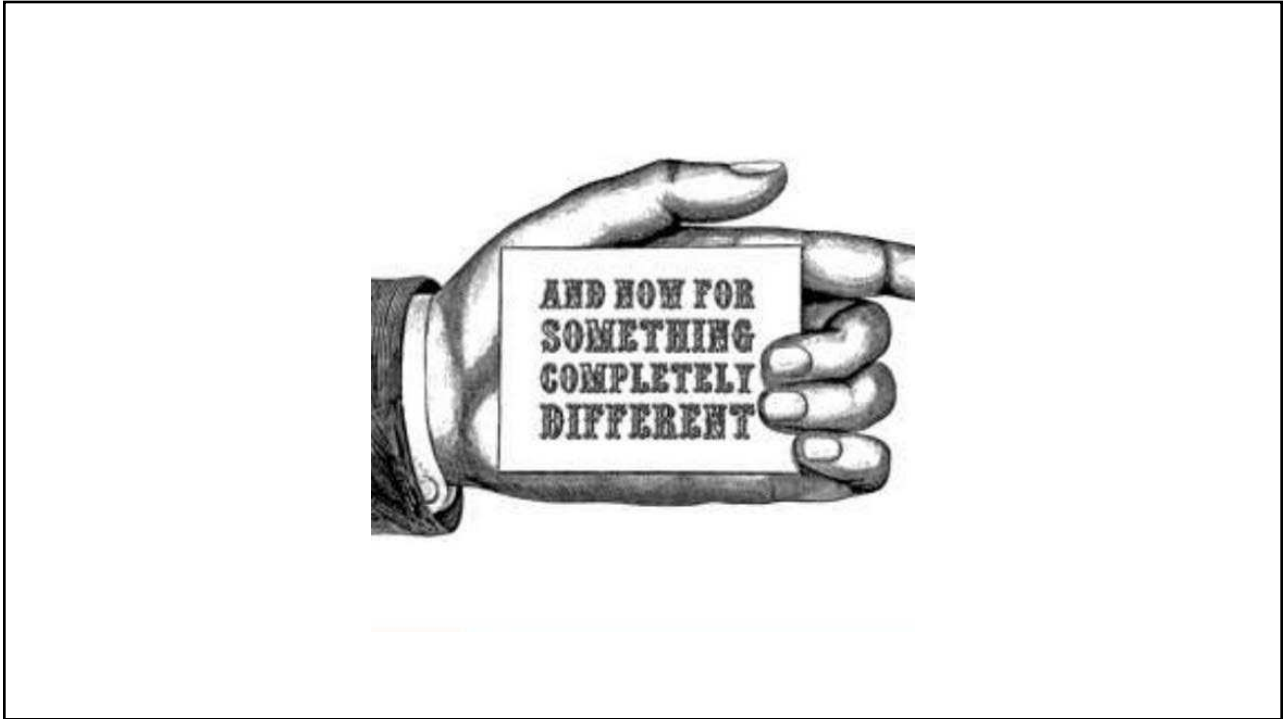
GPA Treasurer Doug Ferry

Income & Expense 2020



Report Given by

GPA Treasurer Doug Ferry



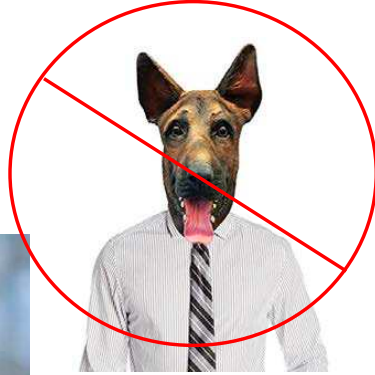
22

Which one of these vicious dogs is a *threat* to *pilots and customers* at KSEE?

A collage of four images arranged in a 2x2 grid. Top-left: A close-up of a dog's head, likely a pit bull mix, with its mouth wide open in a bark. Top-right: A ginger tabby cat sitting and holding a black and orange assault rifle. Bottom-left: A dog's head with a German Shepherd's face, wearing a white dress shirt and a striped tie, with its tongue hanging out. Bottom-right: A close-up of a puppy's face, looking over a wooden fence.

23

Which one of these vicious dogs is a *threat to pilots and customers at KSEE?*



24

Sunday March 21


- Homeless squatter in van along fence
- Pit bull escapes van
- Attacks victim walking to **High Performance** to pick up his airplane
- Serious injuries to arm requiring transport to ER for multiple wounds
- Animal control picked up dog
- We don't know about the owner
 - Were charges filed?
 - Will dog be euthanized?
- Dog currently in 10-day rabies quarantine
- Report available when finalized

Question

- Who is responsible for keeping patrons and pilots safe from homeless squatters and their dogs?




25



KSEE Airport Administration News

Cathe Johnson: Airport Manager



- “... [the] tragic Bulldog attack, the proper protocols were followed in that all leaseholds are to call 911 in the event of an emergency.
- *El Cajon PD* then called in *Animal Emergency Services*.
- Although, the leasehold did not [immediately] follow-up with the secondary protocol of *notifying Airport Operations* or *Security* – the team most certainly would have responded although we would have no jurisdiction as the attack was off airport property.
- *County Airport Operations* and *Security* reported the encampment off of *Floyd Smith* dating back to *October 2020*.
- Since that time, *County Staff* has followed up with *El Cajon* multiple times, staff have on at least two occasions prior to the attack viewed *El Cajon PD* talking to the exact van in question.”

26



KSEE Airport Administration News

Cathe Johnson: Airport Manager



- “Our team was able to link the dog attack to our *prior illegal lodging requests* for *Floyd Smith* [street].”
- “...the status has been left on “*received*” - since *October 2020* due to *COVID* guidelines for *El Cajon PD* and *illegal lodging encampments*.
- “The status has now changed to, “*received with enforcement action planned.*”
- Thank you for notifying me of the attack, so I could track down the report and link it to our pending requests.
- Please add *Airport Operations* to your secondary emergency protocol, after calling 911, *if the emergency is on or near the airport, please give us a call as well so we can follow up with a report and provide assistance as needed. It is so important that we all work together to ensure enforcement of the areas surrounding our airport. Thanks for following up with the information I needed, it is one more step towards keeping our aviation community safe.*”

27

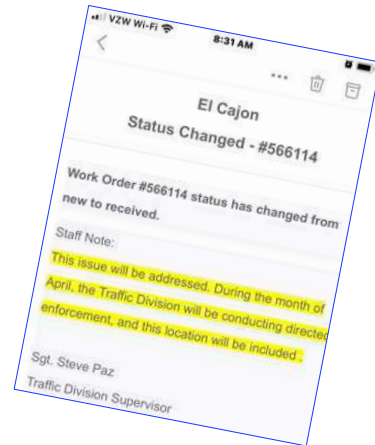


KSEE Airport Administration News

Cathe Johnson: Airport Manager



*“... When High Performance reported the attack to us on Monday the 22nd, I started working with both **El Cajon PD** and **Animal Control** at the **Humane Society** to link the attack to the airport so I could include it with our **Illegal Lodging** request. It took the whole week, and multiple follow ups, but it was well worth the effort as we received the attached status update to our pending illegal lodging requests:*



28



KSEE Airport Administration News

Cathe Johnson: Airport Manager



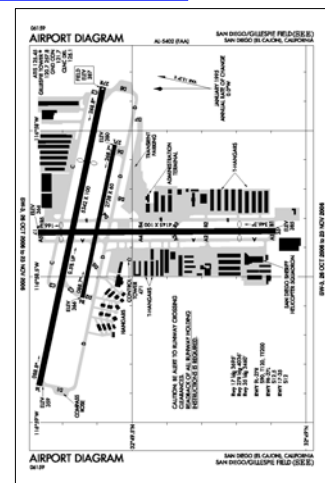
What you can do as a tenant for perimeter security:

- Ensure entrance and exit gates close fully and properly lock to prevent unauthorized access.
- Wait after proceeding through a gate to ensure it closes completely behind you.


If you “see-something, say-something” - numbers to call:

- **Emergency call: 911**
- **Non-Emergencies: 619-579-3311**
- **On-Airport Reportable Incidents and Accidents: 619-956-4826 [after-hours] - 858-565-5255**
- **TSA – Suspicious activity: 877-456-8722**
- **FAA FSDO: 858-502-9882**

Always notify your FBO or landlord




29




KSEE Airport Administration News


Cathe Johnson: Airport Manager



- **County Airports** includes all master leaseholds in the security plan
 - Activated emergency notification chain - June 2020 with notification of protesters near the vicinity of the airport.
 - *That incident was a perfect example of emergency protocols working well.*
- It is responsibility of each master leasehold to provide security for tenants and their facilities, each master leaseholder is part of our **emergency communication plan**.
- **County Airports** communicates directly to the master leaseholds who roll out their individual emergency plans.
- **Airport Security** is provided for **county assets** and **perimeter fencing security**.
- **Master leaseholds** provide security for their **individual assets** as per their lease agreement;
 - Some have onsite security as is encouraged by County Airports.




30



KSEE Airport Administration News

Cathe Johnson: Airport Manager





- **Gillespie Field Airport Security** and **Airport Operations** makes rounds throughout the airport and perimeter fencing as well as County Assets on a regular basis
 - For security- to safety - to stormwater and compliance.
- [Airport Manager] also takes the additional step of filing an ***Illegal Lodging and Enforcement Letter (647e)*** on behalf of all addresses on Gillespie Field
- [Airport Manager] tasked night security to call El Cajon [PD] and report incidents of illegal lodging
 - **Unfortunately - El Cajon PD cannot enforce the illegal lodging with current COVID guidance. [See change of status above]**


31

Cajon Air Center: Schedule for completion of Phase III

Request for Proposals Aviation/Hangar Development Timeline Estimates

- | | |
|--|---------------------------|
| ○ Establish Criteria | Spring 2021 |
| ○ Draft Request for Proposals (RFP) to GFDC | Summer 2021 |
| ○ Publish RFP* | Fall 2021 |
| ○ Deadline for Submittals | Spring 2022 |
| ○ Select Developer Semi-finalists | Summer 2022 |
| ○ Second Submittal | Fall 2022 |
| ○ Select Developers** | Late 2022 |
| ○ Prepare Leases / CEQA findings for Board | Spring 2023 |
| ○ GFDC Recommendation | Spring 2023 |
| ○ Board Approval of Leases | Summer 2023 |
| ○ Lessees get building permits, other entitlements | Summer 2023 – Summer 2024 |
| ○ Private Construction starts 1 st two lots | Summer 2023 |
| ○ Private Construction starts 2 nd two lots | Summer 2024 |

32



ABOUT THE PROJECT

Phase III

Phase I - constructed an underground stormwater detention basin in the northwest corner of the lot. [\[Completed Aug 2017\]](#)

Phase II - constructed stormwater conveyance from the stormwater detention basin and enhanced safety in Runway Safety Area (RSA) and Runway Object Free Areas (ROFA) by removing an open stormwater trench and replacing it with an underground conveyance system, grading the surface flat. [\[Completed Aug 2020\]](#)

Phase III - aircraft parking apron and taxi lane connecting the lots of Cajon Air Center to runway and taxiway infrastructure. Includes lighting, fencing, building a cul-de-sac and utility work. Once Phase III is complete, proposals will be accepted for development of available lots. [\[Started Fall 2020\]](#)

Phase IV* - Taxiway & 2 buildable lots Fall 2022
Phase V* - Taxiway & 2 buildable lots Fall 2023

33


Airport Management: (619) 956-4800
Shawn Raysin
Cathe Johnson

Airport Operations: (619) 956-4826
Mike O'Neal
Haval Bedihi



34

Tiedown anchor placement



East ramp



35

Precision Approach Radar and MCAS Miramar

LtCol Brad Butler Ops Officer/Plus One CFI

Status of GCA's at Miramar

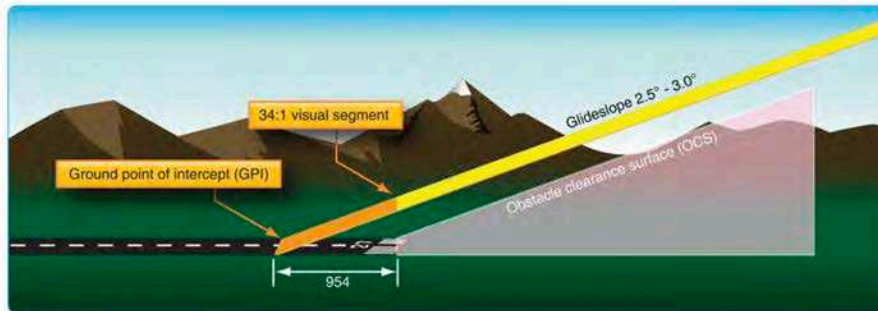


Figure 4-57. PAR final approach area criteria.

38

Precision Approach Radar and MCAS Miramar

LtCol Brad Butler Ops Officer/Plus One CFI

- First weekend – **15** approaches
- Second weekend – **1** approach
- Since then - **0** approaches
- **Say what? - Reasons** – *weather and mis-communication*
 - Wind and runway combination
 - Runway construction
 - Runway switch to Rwy 06
 - Confusion over whether they were allowing them or not
 - Newness wore off...

39

Precision Approach Radar and MCAS Miramar LtCol Brad Butler *Ops Officer/Plus One CFI*

What to expect in the future

- Check **AF/D** for published hours on weekends: 1400-1800
- Check NOTAMs for potential modified hours
 - Marine squadron activity (local support)
 - Drill weekend
- *As long as they are open* – call SoCal Tracon and ask for PAR
- No issues so far – things working well
- Will probably eliminate NOTAMs eventually
- Hoping GCA's will be the 'rule' - not the exception

40

Department of Public Works

HOME MENU I WANT TO ... ROADS ENGINEERING ENVIRONMENT DEVELOPMENT

Gillespie Field Development Council

Next Gillespie Field Development Council (GFDC) meeting will be held **virtually....** *Or for those in Jamul - "online"*

- **6 p.m. Wednesday, May 19, 2020**
- ~~El Cajon City Council Chambers~~
- ~~200 Civic Center Way, El Cajon~~

We encourage ALL GPA members to attend these important meetings!

May 2021

Wk	Sun	Mon	Tue	Wed	Thu	Fri	Sat
"							1
"	2	3	4	5	6	7	8
"	9	10	11	12	13	14	15
"	16	17	18	19	20	21	22
"	23	24	25	26	27	28	29
"	30	31					

41

Gillespie Field Development Council GFDC Members

- **Chairman: Bob Davison**

- term expires 1/31/2023
- **Barry Bardack** - term expires 6/25/2024
- **James Sly** - term expires 8/6/2023
- **Duane Barto** - term expires 3/19//2023
- **Phyllis Trombi** - term expires 12/7/2021
- Each serves 4-year term
- GFDC meets every other month
- Terms are staggered to insure rotation consistency

42

GFDC uses “WebEx” as virtual platform

GFDC VIRTUAL MEETING INFORMATION

The next meeting of the Gillespie Field Development Council will be held virtually at 6:00 p.m. on Wednesday, March 17, 2021. Below are instructions on how to join and participate through WebEx.

1. Using web browser or a mobile device, open the WebEx link below:

<https://sdcountyca.webex.com/sdcountyca/onstage/g.php?MTID=e02bca38c5daf9cd722cad9c57ee50ad>

GPA Website: “Advocacy” has GFDC meeting announcements and instructions for accessing WebEX

- Please don't let frustrations from Zoom or WebEx be the reason for not joining the meetings
- Check instructions out in advance – you can practice!

43

Airport Enterprise Fund 13 -Year History



44

AEF History: Fiscal years 2008 thru 2011

Airport Enterprise Fund FY 07-08 - FY17-18				
	FY 07-08	FY 08-09	FY 09-10	FY 10-11
Starting Cash	15,383,000	15,325,000	4,894,000	3,607,000
Operations (loss)	7,520,000	(1,011,000)	(2,882,000)	(1,424,000)
Adjustments & Amortizaion	(2,150,000)	(2,555,000)	1,401,000	3,101,000
Grants & Investments	(5,428,000)	(6,865,000)	194,000	2,130,000
Ending Cash	15,325,000	4,894,000	3,607,000	7,414,000
Change	(58,000)	(10,431,000)	(1,287,000)	3,807,000

45

AEF History: Fiscal years 2012 thru 2015

Airport Enterprise Fund FY 07-08 - FY17-18				
	FY11-12	FY 12-13	FY13-14	FY 14-15
Starting Cash	7,414,000	10,993,000	10,518,000	13,798,000
Operations (loss)	(868,000)	(2,836,000)	(1,217,000)	(2,503,000)
Adjustments & Amortizaion	4,499,000	3,987,000	2,207,000	3,666,000
Grants & Investments	(52,000)	(1,626,000)	2,290,000	(632,000)
Ending Cash	10,993,000	10,518,000	13,798,000	14,329,000
Change	3,579,000	(475,000)	3,280,000	531,000

46

AEF History: Fiscal years 2016 thru 2018

Airport Enterprise Fund FY 07-08 - FY17-18				
	FY 15-16	FY 16-17	FY 17-18	Average gain (loss)
Starting Cash	14,329,000	14,990,000	16,561,000	
Operations (loss)	(2,332,000)	(311,000)	(4,557,000)	
Adjustments & Amortizaion	4,223,000	3,597,000	5,641,000	
Grants & Investments	(1,230,000)	(1,715,000)	1,088,000	-6,516,000
Ending Cash	14,990,000	16,561,000	18,733,000	11,923,818
Change	661,000	1,571,000	2,172,000	304,545

47

AEF History: Fiscal years 2018 thru 2020

Airport Enterprise Fund FY 17-18 - FY21-22			
	FY 18-19	FY 19-20	Average gain (loss)
Starting Cash	18,733,000	21,815,000	17,824,533
Operations (loss)	-806,000	945,000	(566,933)
Adjustments & Amortizaion	3,869,000	3,628,000	3,677,667
Grants & Investments	666,000	4,730,000	1,604,467
Ending Cash	21,815,000	17,796,000	17,883,400
Change	3,082,000	(4,019,000)	58,867

48

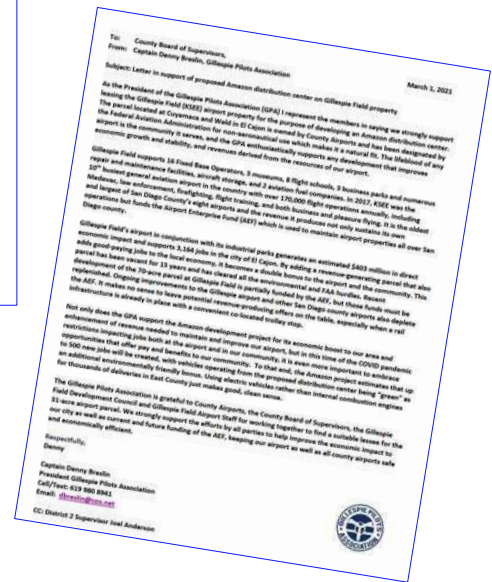
GFDC Meeting Unanswered Questions

- **FY 2007 thru 2009, FY 2011 thru 2013, FY 2014 thru 2017:**
- **Negative Grants &/or Investments**
- *How do you get a **Negative Grant &/or Investment?***
 - *Will continue to seek answers...*

49

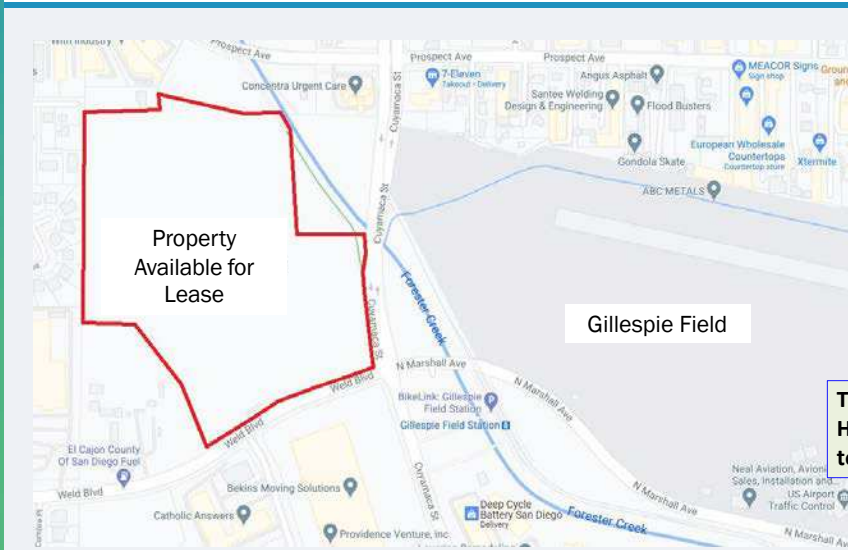
GPA supports the Amazon development

- Efficiently utilizes vacant airport property
- Pumps \$420,000 per year into AEF
- Up to 500 good-paying jobs
- “Green” delivery trucks
 - Reduces carbon impact on East County
 - Reduces overall “Amazon” traffic
- May result in more aviation jobs over time
- Trolley center across the street
- Economic benefit to El Cajon and Santee



50

PROPERTY VICINITY MAP



Corner of Weld
and Cuyamaca,
El Cajon, CA

Thanks to Director of Airports Cam
Humphres for use of his presentation
to Board of Supervisors

5
1

51

PROPERTY VIEWS



Thanks to Director of Airports Cam Humphres for use of his presentation to Board of Supervisors

52

PROJECT NEXT STEPS



Thanks to Director of Airports Cam Humphres for use of his presentation to Board of Supervisors

53

53

PROPOSED LEASE TERMS

- Size: +/- 29.5 acres
- Term: 50 years
- Start: Occupancy or Jan 1, 2023
- Rent: \$420,000/year
- Investment: \$20 million

Thanks to Director of Airports Cam Humphres for use of his presentation to Board of Supervisors

Lease results: 400+ jobs and additional AEF revenues

54

54

PROPOSED LEASE STAKEHOLDER REVIEW

Gillespie Field
Development
Council



East County
Economic
Development
Council

Thanks to Director of Airports Cam Humphres for use of his presentation to Board of Supervisors

55

PROPOSED DISTRIBUTION CENTER



56

ANDERSON

ALERT

Updates from Supervisor Joel Anderson

This Week's Board Meetings Highlights

From Supervisor Anderson...

Dear Friends,

This past week, the Board of Supervisors met for our regularly scheduled board meetings. We covered a number of agenda items, including voting on **a long-term lease at Gillespie Field, which passed unanimously.**

Our team is proud of the work we accomplished this week. I am personally grateful to my board colleagues for working with me on several measures. Through this lease approval, we hope to bring hundreds of jobs to East County!

57

Weld Project – unanimous pass!

- **GPA** encouraged members and board members to call in to board of supervisors meeting – emails sent
- Talking points provided
- **Only 3 of us called...**
- **Phyllis Trombi** – as a resident
- **Darren Miller** – from **GALA**
- **Myself** – president of **GPA**
 - Primarily on jobs and “crash zone”
- **We need to do a better job of advocating!**



We can do better!

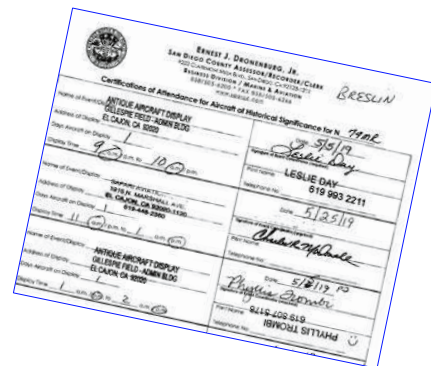
58

GPA Calendar April

Historic Aircraft Display

- **2021 display conditions**

Phyllis Trombi - Leslie Day
Gillespie Pilots Association



Same rules as last year – under COVID restrictions, **Credit will be given to those who have previously displayed** at the San Diego County Display at the Terminal Building on the first Saturday of each month from 9:00-10:00 AM.

59

The State of Flight Training 2021

Welcome to Redbird's comprehensive resource on the current state of the flight training industry. This report is designed to take the pulse of the industry and become your go-to resource for strategic data. This is our first edition of this report, but it won't be our last.

Despite the unprecedented year we just faced, the flight training industry is thriving, and the future looks brighter than it has in decades. Redbird's goal is to provide the benchmarks and insights to help the industry grow and its customers succeed.

Join the **Migration**.



© 2021 Redbird Flight Simulations, Inc.

60

60

Interesting factoids from the new survey show that:

- **CFIs do 13 hours of unbilled administrative work each week.**
- **54% of lapsed pilots plan to get current in 2021.**
- **60% of large Flight Training Organizations use a custom curriculum.**
- **Most student pilots rate their instructors higher than their flight school.**

61

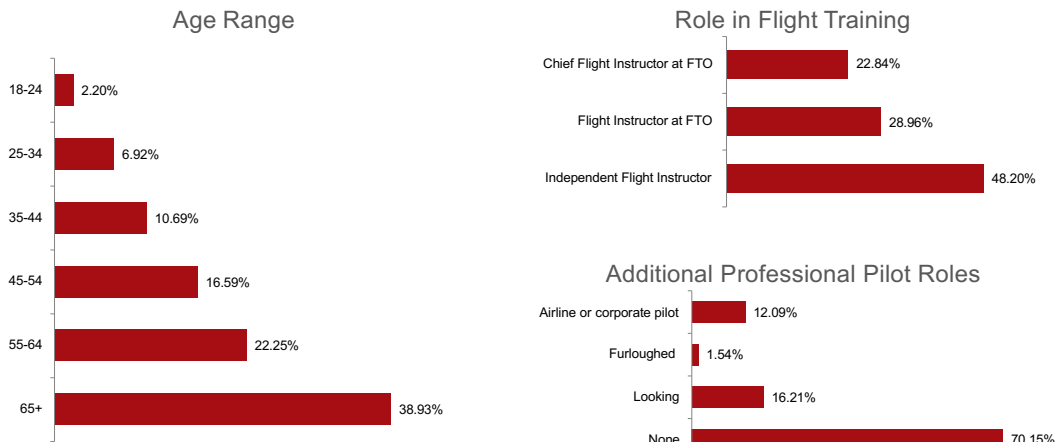
Methodology

We collected the data used to generate this report via two surveys.

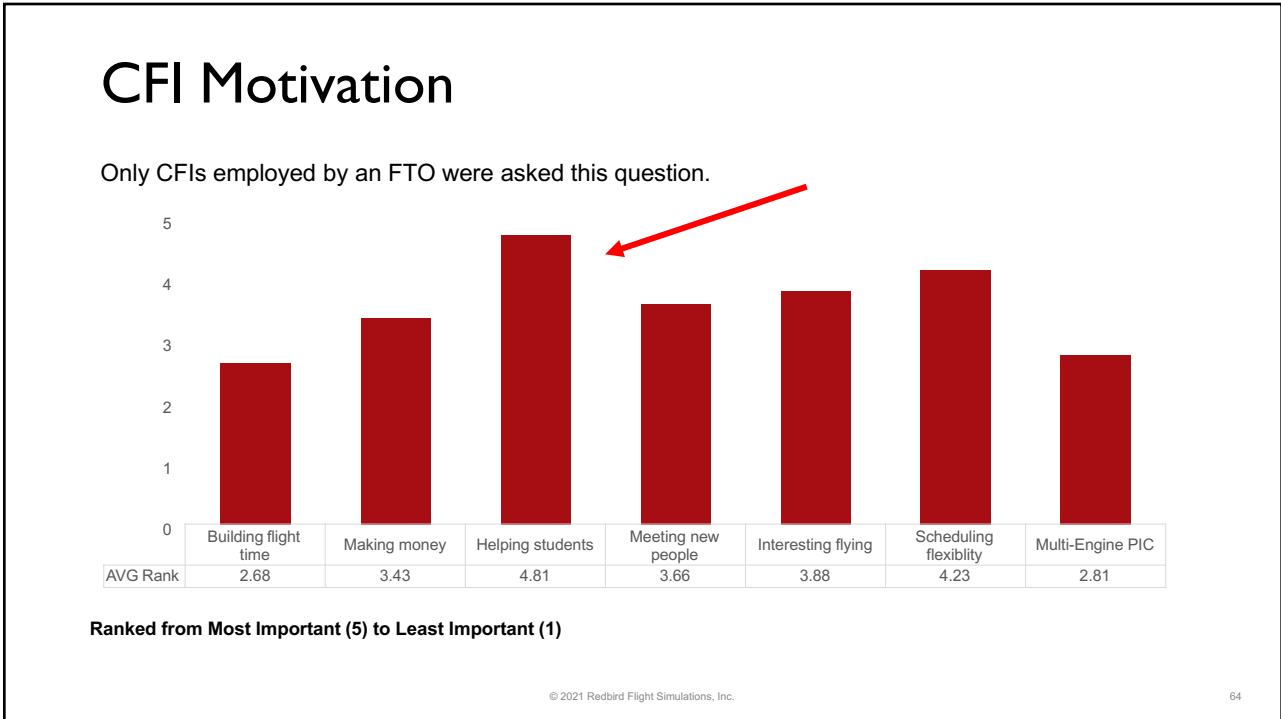
1. A survey of industry participants in which respondents were asked to select their role in the industry and then asked different questions based on their response.
2. A survey of the US general public via Google Surveys that we used to gauge interest in aviation for the wider population.

We learned a lot from these surveys, both from the data we collected and from the improvements we can make to conducting them in 2022.

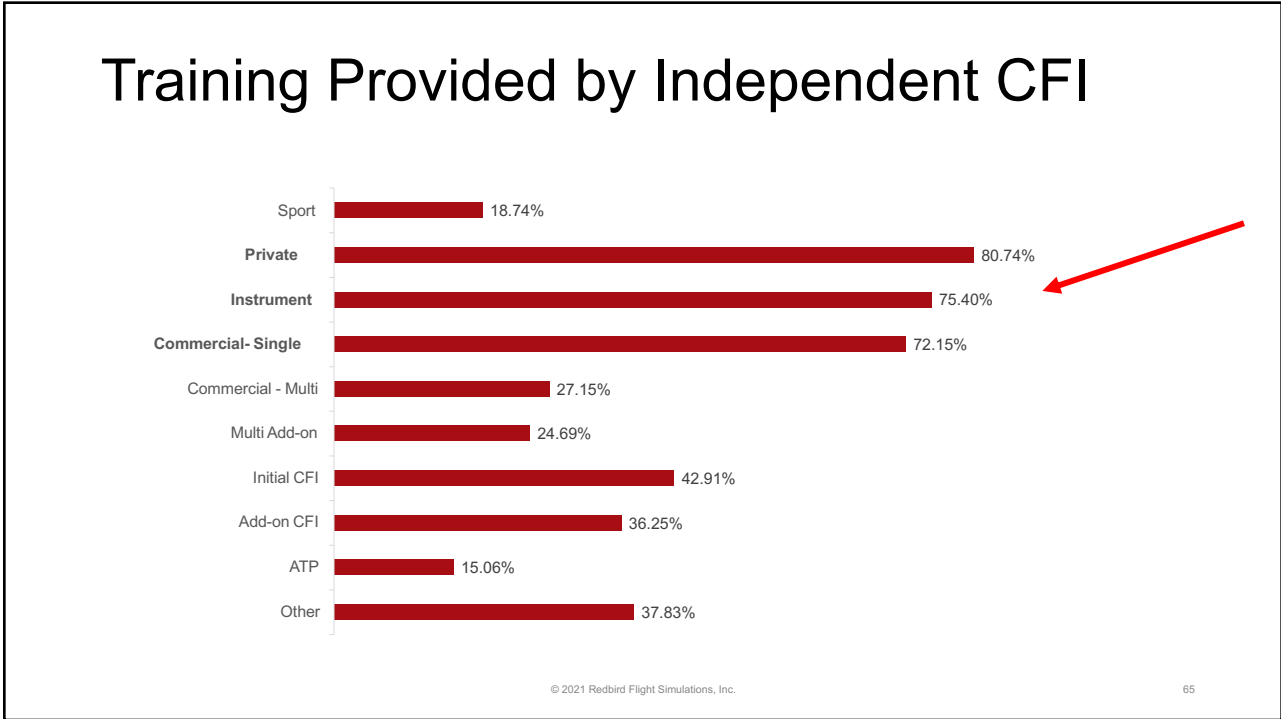
CFI Profiles: All Roles



Note: Avg age of all FAA Pilot Certificate holders is 44.2 (Source: FAA)

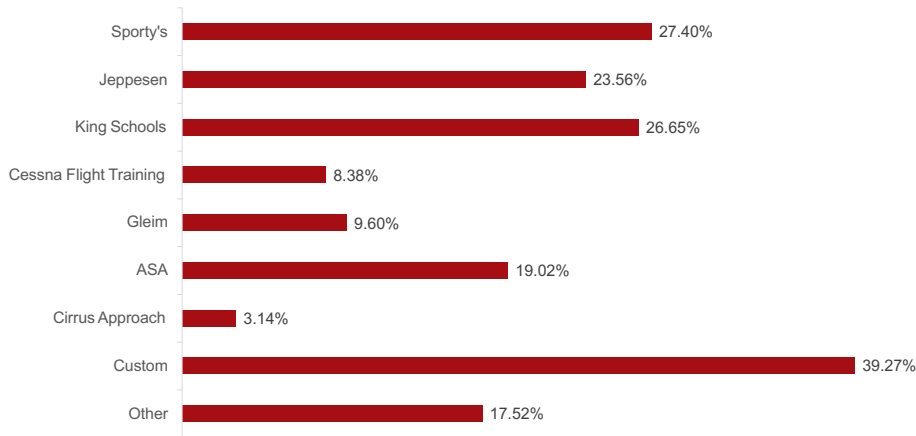


64



65

Training Curriculums Used by CFI



© 2021 Redbird Flight Simulations, Inc.

66

66

Redbird **PPL** Syllabus available to CFI's – Also: Sporty's, ASA, Gleim, & Jepp

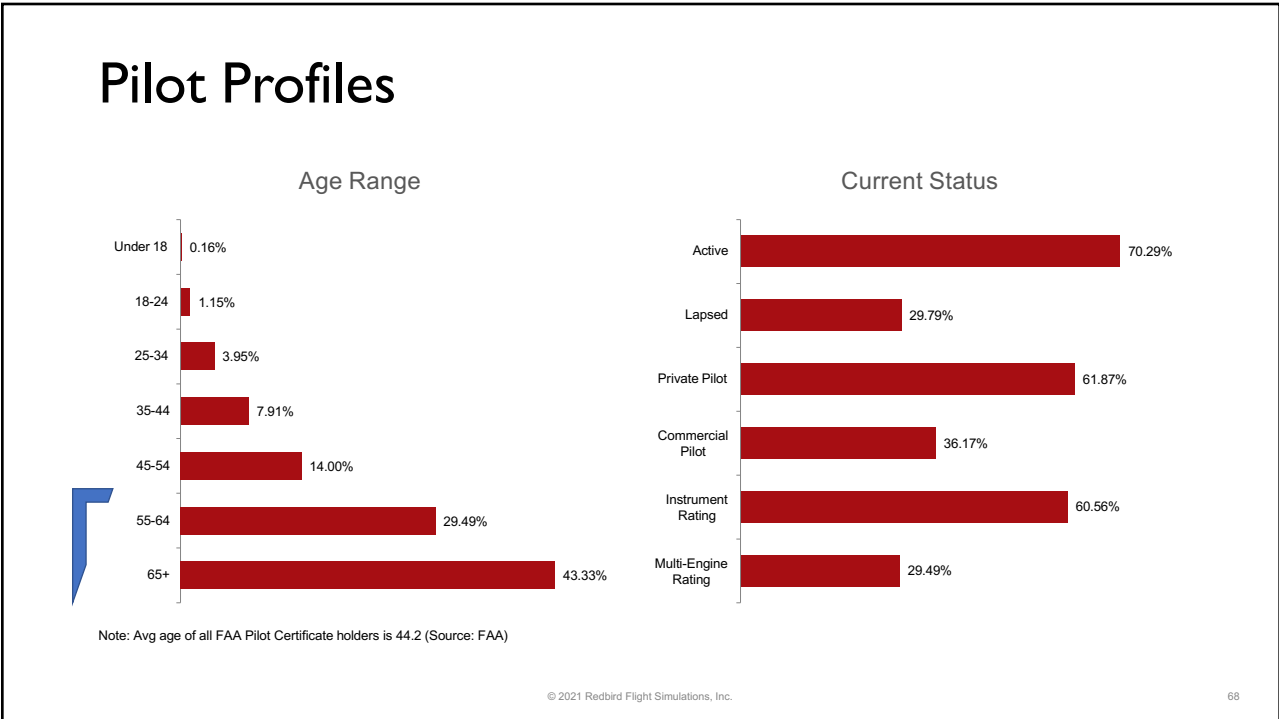
– also integrate GIFT modules

Teaching syllabus using AATD to reduce time and cost of training

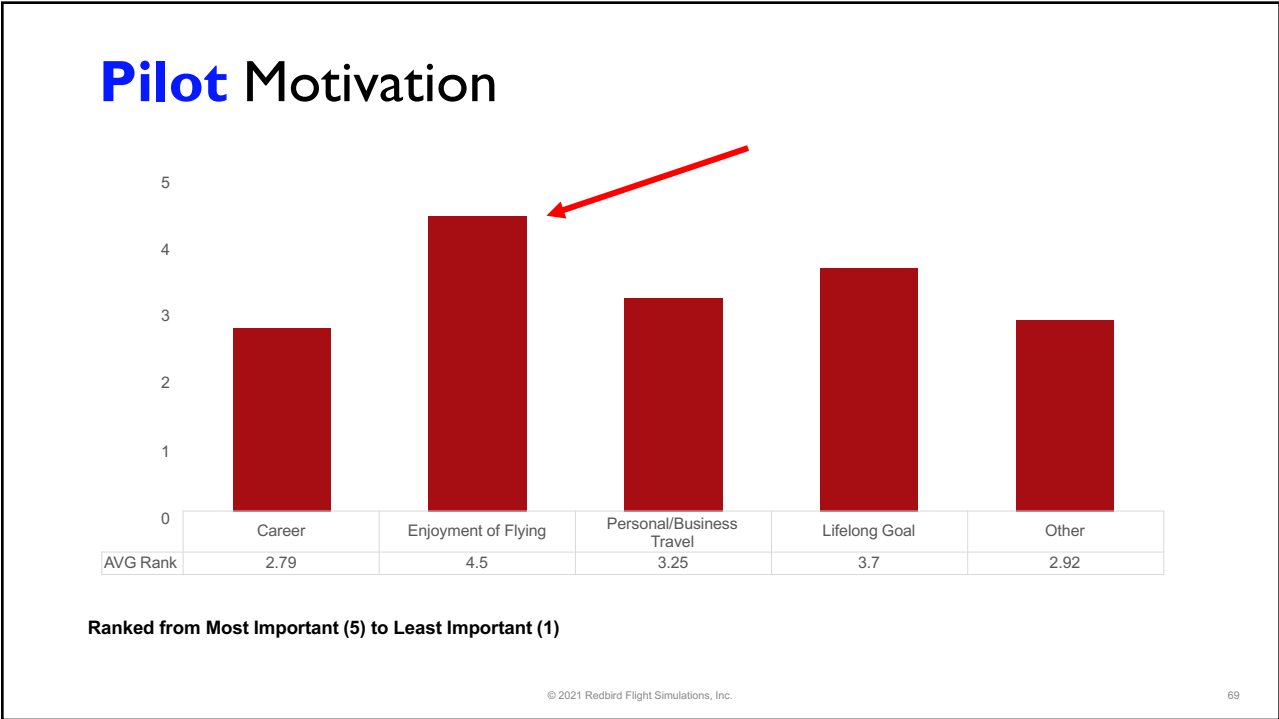
Redbird's syllabi incorporate simulator time with airplane time to decrease total training time and increase quality of training – particularly maneuvers and realistic emergency procedures...

Stage	Lesson	Student Lesson Name	ACS Areas of Operation	Simulator	Airplane	Ground
1	1	Getting to know your airplane.	Introduction and Familiarization			
	2	Flying the airplane.	Fundamental Flight Maneuvers & Normal Takeoffs	0.5	1.0	1.0
	3	Flying Slow, Radios, and Your Local Area	Intro to Slow Flight, Radio Communications, and Basic Navigation	1.0	1.0	1.0
Stage 1 Progress Check - SIMULATOR				0.5	1.5	1.0
2	4	How to Fly When the Wind Blows	Ground Reference Maneuvers			0.5
	5	Keeping Smooth Air Over Your Wings	Slow Flight, Stalls, and Spin Awareness	1.0	1.5	1.0
	6	Entering and Exiting the Airport Environment	Traffic Pattern Operations & Normal Landings	1.0	1.5	1.0
	7	Using Instruments to Fly and Navigate	VOR Use & Radial Tracking, Basic Instrument Flight	0.5	2.0	1.0
	8	Practicing for the "What ifs"	Emergency Procedures	1.0	1.0	1.0
	9	Perfecting Your Landings	Takeoffs and Landings	0.5	1.5	1.0
Stage 2 Progress Check - AIRPLANE					1.5	1.0

67

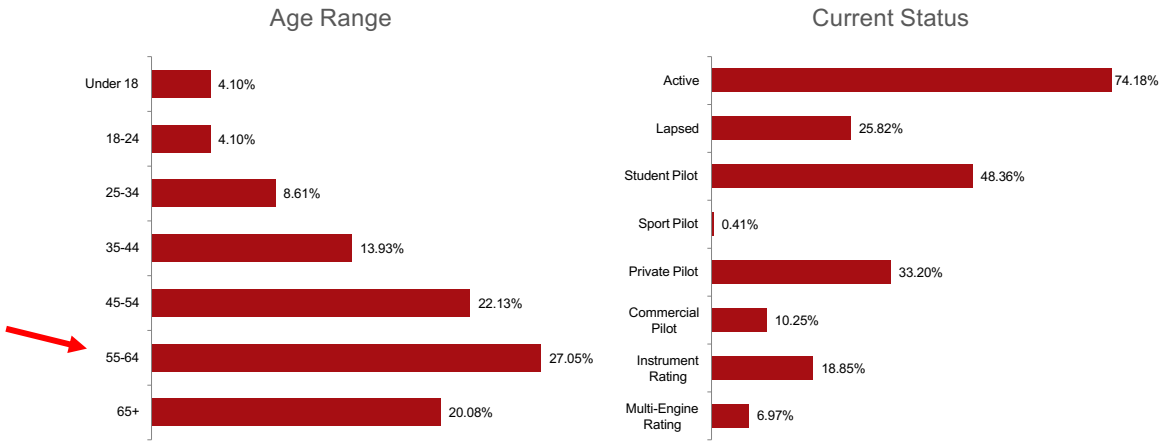


68



69

Student Profiles



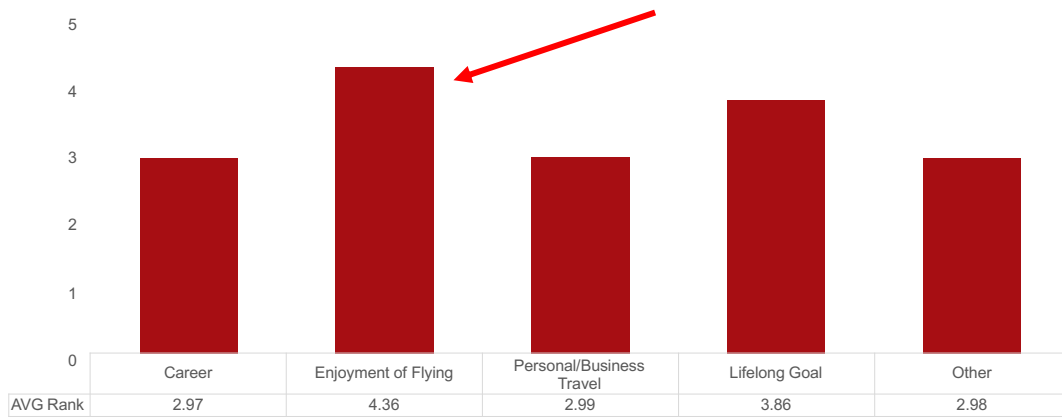
Note: Avg age of all FAA Pilot Certificate holders is 44.2 (Source: FAA)

© 2021 Redbird Flight Simulations, Inc.

70

70

Student Motivation



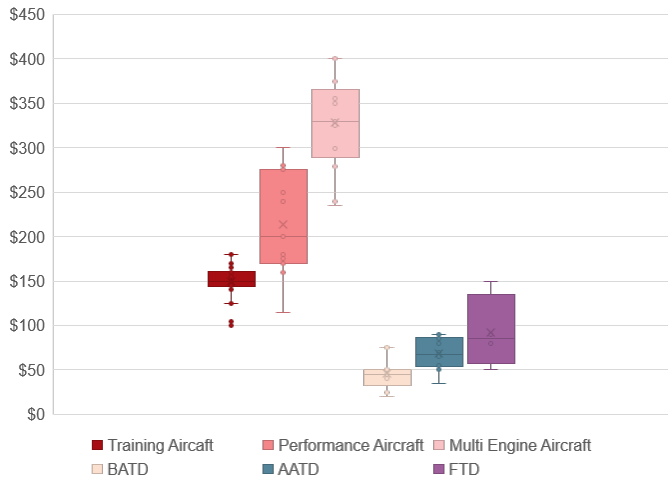
Ranked from Most Important (5) to Least Important (1)

© 2021 Redbird Flight Simulations, Inc.

71

71

Equipment Rates per Hour



Type	Q1	MED	Q3
Training Aircraft	\$145	\$150	\$160
Performance Aircraft	\$172	\$299	\$262
Multi-Engine Aircraft	\$299	\$330	\$355
BATD	\$40	\$45	\$50
AATD	\$57	\$67	\$84
FTD	\$73	\$85	\$105

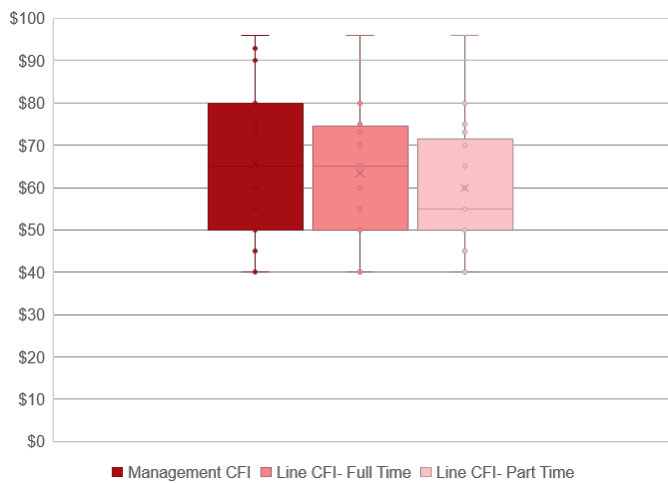


© 2021 Redbird Flight Simulations, Inc.

72

72

Instructor Rates per Hour



Type	Q1	MED	Q3
Management CFI	\$50	\$65	\$80
Line CFI- Full Time	\$50	\$65	\$74
Line CFI- Part Time	\$50	\$55	\$70

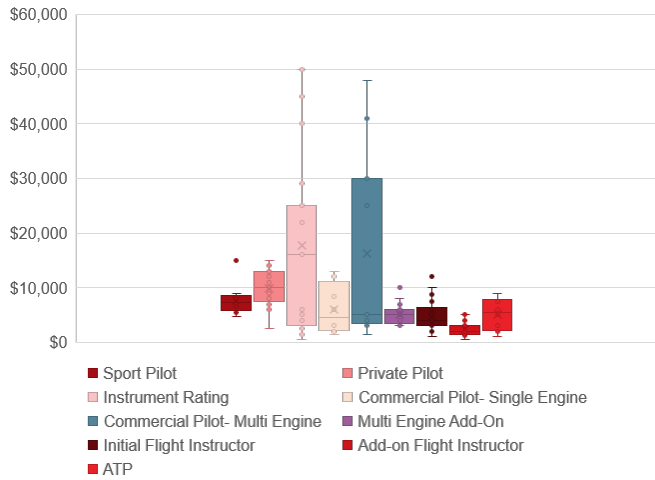


© 2021 Redbird Flight Simulations, Inc.

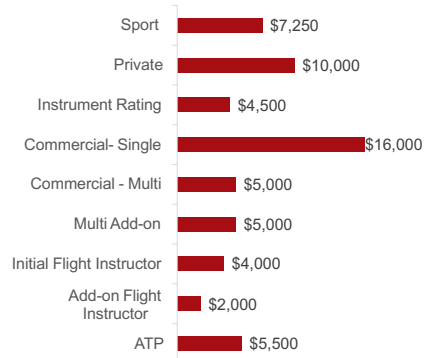
73

73

Cost to Complete Training



Median Cost to Complete by Course

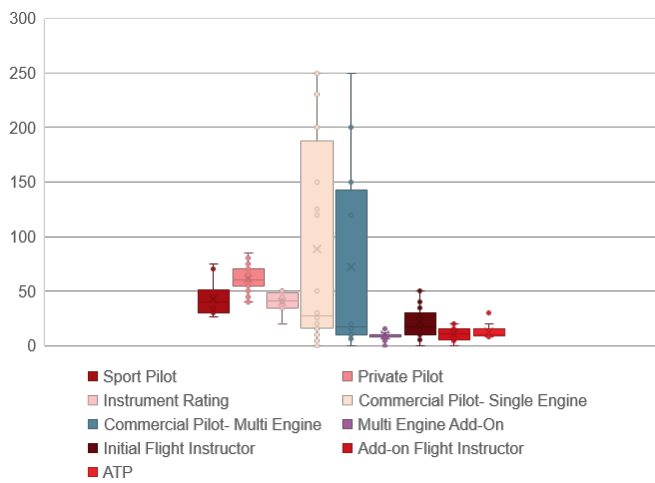


© 2021 Redbird Flight Simulations, Inc.

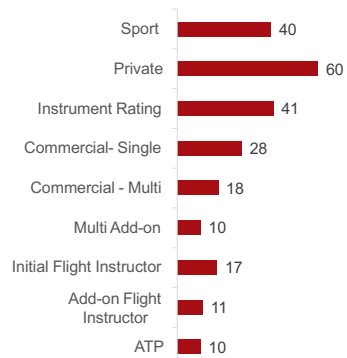
74

74

Flight Time to Complete Training



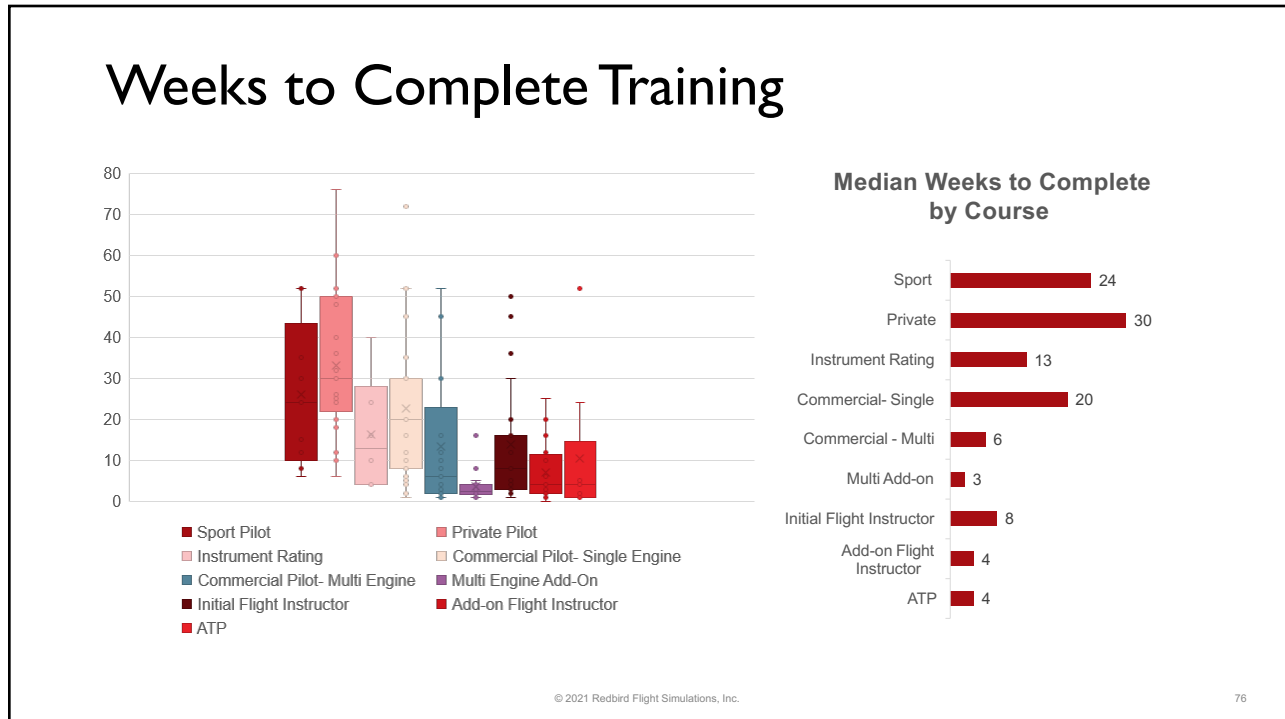
Median Flight Time to Complete by Course



© 2021 Redbird Flight Simulations, Inc.

75

75



76

Trend 2

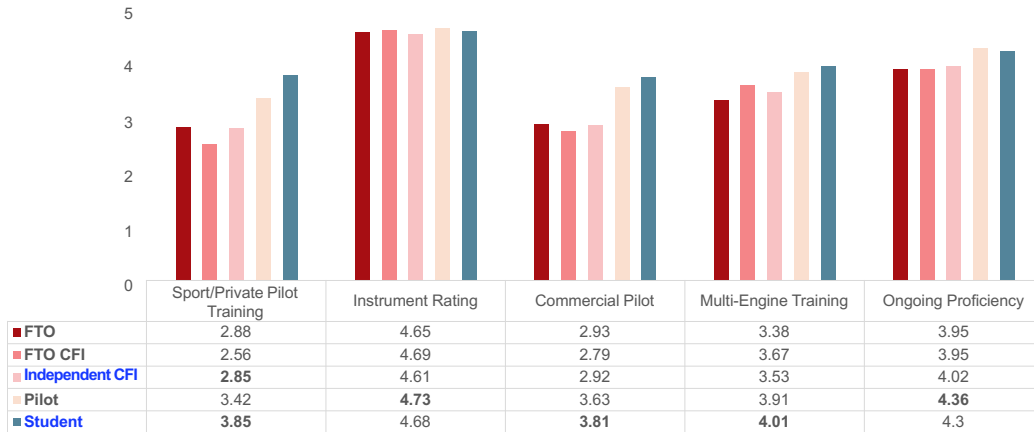
Students and Instructors Disagree About the Value of Simulation

There is a common line of thinking you hear in flight instructor circles: *“This sim is great and all, but people just want to get in the airplane. It’s why they are learning to fly.”* This idea makes some sense at face value, and instructors reference it frequently to justify lower simulator utilization rates. However, the truth is likely more nuanced. Based on the data from this year’s survey, **Students and Pilots tend to value training time in a simulator more than instructors.**

77

77

Perception of Simulator by Training Type



Ranked from Most Important (5) to Least Important (1)

© 2021 Redbird Flight Simulations, Inc.

70

78

Simulator Value Disagreement

- Students and Pilots who are actively training are not spending their time and money for pleasure flights; they are working to achieve a goal.
- They innately recognize the value of simulation and appreciate its potential to lower the cost and decrease the time to achieve their goal.
- Most Students and Pilots rate “*Enjoyment of Flight*” as their primary motivating factor for being a pilot, but their motivation during training is not “to just get in the airplane.”
- They want to achieve their goal, and they are willing to use tools to help them do it as quickly and efficiently as possible.

71

79

Simulator Value Disagreement

- Perhaps flight instructors who doubt the value of simulation or their students' willingness to use it should reevaluate their reasoning and remember that the goal of flight training is not to fly.
- The goal is to earn a certificate, rating, or endorsement and become a better pilot.

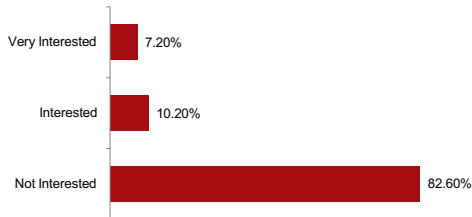


80

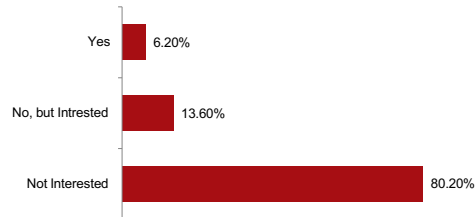
80

Not Everyone Wants to Be a Pilot

If cost was not a factor, how interested would you be in becoming a pilot?



Have you ever considered becoming a professional pilot?



© 2021 Redbird Flight Simulations, Inc.

81

81

Not Everyone Wants to Be a Pilot

- This statistic is significant for a few reasons. First, it defines the total addressable market size of our industry. At first glance, this limit may seem like a negative, but the data show a total addressable market of over 40,000,000 eligible and interested potential pilots. That is 60 times the current number of pilots in the US. The industry has a lot of room to grow before it hits a market limit.

82

82

Not Everyone Wants to Be a Pilot

Next, the industry needs to recognize that its customers have influential people in their lives who just don't get it. *These people have no interest in aviation and cannot understand why their spouse, child, or friend wastes time and money flying around in small, unsafe airplanes.* Training providers and instructors need to provide support and materials to help customers justify and explain the benefits, costs, and safety of general aviation.

- The recent domination of the single-engine piston market by Cirrus is in no small part due to the company's innovative CAPS parachute and the soothing effects it has on spouses.
- The flight training industry needs to reduce the friction its customers face at home by putting more energy into similar efforts.

83

83

New Business?

- **Comments?**
- **Suggestions?**
- **Stories (25 words or less...)**
- **Thanks for zooming along with us this odd pandemic year!**

93

New Business?

- **Comments?**
- **Suggestions?**
- **Stories (5 words or less...)**
- **Thanks for zooming along with us this odd pandemic year!**
- *Motion to adjourn*
- **ADIOS!**

94

GPA Raffle – Free today!



Winner needs to contact me to schedule the simulator!

99

Mastering the Redbird FMX

Winner of FMX Raffle MUST take sim ride in the month it is won!

**Opening the Redbird Full Motion Simulator (FMX) to GPA members by appt
Contact me...**



100

So long, farewell – see you next month...



101