



2017 ANNUAL REPORT

Contents

<u>Section</u>	<u>Title</u>	<u>Page</u>
1	AvSport Overview	2
2	Vision and Mission Statements	3
3	Facilities	4
4	Aircraft	5
5	Remote Pilot Training	6
6	Curriculum	7
7	Students	8
8	Staff	9
9	Events	11
10	Maintenance	12
11	Financials	13
12	Congratulations!	17
13	In Memoriam	19
14	Resources	21
15	Four Quadrant Briefing Charts	22

LEARN TO FLY AT
AvSPORT
OF LOCK HAVEN

353 Proctor St., Hangar One fly@AvSport.org
Piper Memorial Airport http://AvSport.org
Lock Haven PA ofc/fax (570) 748-3725
17745 USA cellphone (570) 419-1229

Revised 6 January 2018



2017 ANNUAL REPORT

1. AvSport Overview

TOUCH THE SKY
 AT AVSPORT OF LOCK HAVEN, YOUR SPORT FLYING HEADQUARTERS ON THE PIPER MEMORIAL AIRPORT



AVSPORT OF LOCK HAVEN IS A FULL SERVICE FAR PART 61 FLIGHT SCHOOL, REGISTERED WITH THE TSA AS AN APPROVED ALIEN FLIGHT STUDENT PROGRAM PARTICIPANT.



AS AN FAA SAFETY TEAM APPROVED TRAINING PROVIDER, AVSPORT OF LOCK HAVEN OFFERS COURSES, SEMINARS, AND WEBINARS PROVIDING WINDS AND AWT AWARD CREDIT.



COME FLY OUR REDBIRD JAY FLIGHT SIMULATOR. ENJOY UNLIMITED USE WITH OUR AFFORDABLE ANNUAL AND LIFE SIMULATOR CLUB MEMBERSHIPS.



AVSPORT IS PROUD TO BE ONE OF THE FIRST FLIGHT SCHOOLS IN THE COUNTRY TO OFFER COMMERCIAL DRONE OPERATOR TRAINING.



CALL (570) 748-3725, OR VISIT US ON THE NORTH SIDE OF THE AIRPORT





FACEBOOK.COM/SPORTFLYING







2017 ANNUAL REPORT







2. Vision and Mission Statements

Our Vision:

AvSport envisions a General Aviation renaissance, facilitated by quality training of Sport Pilots and the availability of modern Light Sport Aircraft.

Our Mission:

AvSport enhances aviation safety and enjoyment, by offering:

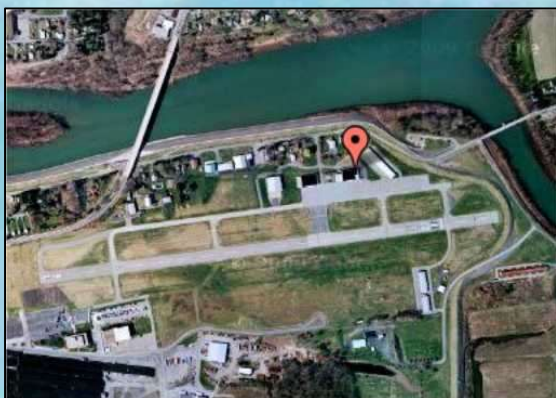
-  a rigorous, though flexible, flight training curriculum
-  experienced, professional Certified Flight Instructors
-  well maintained advanced Light Sport Aircraft
-  modern and accessible instructional materials
-  individualized instruction
-  an affordable aviation experience



2017 ANNUAL REPORT

3. Facilities

The General Aviation Terminal, located in Hangar One at the Piper Memorial Airport (KLHV) in scenic Central PA, houses our flight school office, restrooms, conference room, weather briefing room, flight simulator, and pilot's lounge. Ideally suited to Sport Pilot training, Lock Haven is a non-towered general aviation airport with a 3800 by 75 foot paved runway, and a parallel 2200 by 100 foot turf strip. The paved runway is equipped with pilot controlled lighting for night operations, as well as runway end identifier lights and a two-light visual approach slope indicator at each end. Aircraft storage and maintenance activities are housed in T-hangar North 7, directly across the parking lot from the Pilot's Lounge. A camping trailer on the field is available for the use of students from outside the local area wishing to stay overnight. A nearby B&B also offers visitors pleasant accommodations with a flight school discount.



2017 ANNUAL REPORT

4. Aircraft

Available for both flight instruction and rental by qualified pilots, AvSport of Lock Haven provides modern, well equipped Light Sport aircraft, manufactured to exacting ASTM International standards. Our current primary trainer is an Evektor SportStar Max (our second of this make and model) purchased in July 2015. Manufactured in the Czech Republic, it is licensed by the Federal Aviation Administration as a Special Light Sport Aircraft (S-LSA), and equipped with the latest “dual glass cockpit” redundant electronic flight and engine instruments. Its advanced avionics package and fully coupled autopilot make this aircraft suitable not just for Sport Pilot training, but for our more advanced students, including Private and Instrument Pilot candidates. During 2017, AvSport further increased safety by upgrading our transponder to year 2020 requirements, and implementing full ADS-B In and Out capability, satisfying upcoming FAA NextGen radar requirements. We expect our rigorous preventive maintenance and inspection program to provide optimum engine operation through the factory-authorized maximum of 2000 flight hours.



2017 ANNUAL REPORT

5. Drone Pilot Training

Commercial operation of Unmanned Aircraft Systems (commonly called Drones) has emerged just recently as a major growth segment of the aviation industry. In late June of 2016, the Federal Aviation Administration published rules for licensing of commercial drone pilots, a process which began on 29 August. AvSport immediately began developing curriculum, and the week the new rules went into effect, became the first flight school in the nation to train and graduate Remote Pilots with a Small Unmanned Aircraft System rating.

According to FAA Administrator Michael Huerta, the new FAA rating is expected to generate more than \$82 Billion in economic activity, and generate over 100,000 new jobs, over the next ten years. "Whereas the early 20th Century ushered in the Air Age," notes Prof. H. Paul Shuch, the flight school's founder and Chief Flight Instructor, "and the mid 20th Century represented the start of the Space Age, one could call the early 21st Century the beginning of the Drone Age. The unmanned aerial systems industry is currently in its infancy, with commercial interests just beginning to discover the wealth of applications which can be fulfilled with these small, inexpensive, and very capable remotely piloted vehicles."

To date, AvSport has graduated commercial drone pilots who have used their Unmanned Aircraft Systems for law enforcement, accident investigation, commercial photography, research and development, and site surveys in support of broadband wireless telecommunications.

Anthony Foxx, former U.S. Secretary of Transportation, said "we are part of a new era in aviation, and the potential for unmanned aircraft will make it safer and easier to do certain jobs, gather information, and deploy disaster relief." The FAA states "the rule's provisions are designed to minimize risks to other aircraft and people and property on the ground."

AvSport is proud to offer potential commercial drone operators an opportunity to get involved on the ground floor of what promises to be aviation's next Great Frontier. Our quarterly Remote Pilot courses are now scheduled through the end of the 2018 calendar year.





2017 ANNUAL REPORT

6. Curriculum

Developed by a retired college professor with 45 years of experience in higher education, AvSport's rigorous though flexible flight training curriculum allows students to obtain the new Sport Pilot license in half the time, and at half the cost, of the traditional Private Pilot rating, without compromising skills or safety. Students can choose between an accelerated five-week training program, and a less intensive program of conveniently scheduled lessons. We are an FAR Part 61 flight school and TSA-approved Alien Flight Student Program provider, nominated by our students for the AOPA Flight Training Excellence Award. Flight training and individualized ground instruction are integrated, and are supplemented by reading assignments, practice tests, and online PowerPoint lessons to allow each student to progress at his or her own pace.

To date, more than 80% of AvSport's students accomplishing their first solo flight have gone on to become licensed pilots, half of our graduates are now aircraft owners, and 25% of our licensed Sport Pilot have continued their studies, earning their Private Pilot ratings.

AvSport's ten standard training packages now include:

- ✦ "Taste of Freedom," a half-hour Discovery Flight
- ✦ "Gateway to the Sky" Introductory Lesson (one hour each of flight and ground training)
- ✦ "Simulator Club," unlimited use of our Redbird Jay flight simulator for a flat annual fee
- ✦ "Flight FUNdamentals," a four-lesson, minimal-commitment sport flying experience
- ✦ "Five Weeks, Rain or Shine," zero hours to solo flight in an intensive pre-solo module
- ✦ "Five More Weeks of Heaven," first solo to license in an intensive post-solo module
- ✦ "Airspace Ace." Earn all 3 Sport Pilot controlled airspace endorsements in just 4 days
- ✦ "Pilot Downsizer," a 4-day Light Sport Aircraft transition for licensed Private Pilots
- ✦ "The Next Step Up," a 5-week Private Pilot add-on module for licensed Sport Pilots
- ✦ "Remote Pilot In Command," a 3-day Commercial Drone Operator certification course

2017 ANNUAL REPORT

7. Students

During 2017, one new AvSport student accomplished his first solo flight, and two completed training for, and obtained, their Sport Pilot certificates. Our instructors conducted 7 Introductory Lessons. One of our Sport Pilot graduates completed his Private Pilot upgrade, and we gave 4 licensed pilots their 24-month flight reviews. Our students, who range in age from 16 to 80, have come to Lock Haven for training from as far away as New York, Connecticut, New Jersey, Ohio, Maryland, Massachusetts, Georgia, California, Florida, Canada, Saudi Arabia, India, Denmark, and Sweden. They represent a wide range of professional and educational backgrounds.

As students graduate from our Sport Pilot training program, many have chosen to become renter pilots, who continue to enjoy the recreational use of our aircraft. Others have continued on to earn higher ratings, and exercise additional pilot privileges, and several have bought their own airplanes, or joined flying partnerships.

AvSport promotes a sense of community among our students, instructors, prospects, and graduates, by sponsoring Safety Seminars, graduation parties, and (sadly) memorial gatherings, as well as hosting movie nights complete with popcorn and aviation films, and monthly Hangar Flying sessions featuring coffee, donuts, education, singing, conversation, and fellowship. Though run as a viable business entity, AvSport strives to foster an old-time flying club atmosphere.





2017 ANNUAL REPORT

8. Staff

Early in 2017 AvSport conducted its annual TSA-mandated Security Awareness Training course for eight area flight instructors. AvSport remains a TSA-approved Alien Flight Student Provider, subject to periodic audits conducted by both the Department of Homeland Security and the Pennsylvania Department of Transportation's division of aeronautics. In his capacity as the volunteer FAA Safety Team Lead Representative for Lock Haven, in 2017 our Chief Flight Instructor offered ten free safety seminars in Lock Haven PA, Baltimore MD, and Sebring FL, and six nationwide presentations through his EAA Webinar series. Overall, our small staff boasts over 100 years of combined aviation experience.



At Sport Aviation Expo in Sebring FL every January, Prof. Shuch presents four separate FAA Safety Team Wings Seminars to pilots, instructors, and mechanics.

2017 ANNUAL REPORT

9. Events



The premiere aviation event at Piper Memorial Airport is the annual Sentimental Journey to Cub Haven fly-in. Each summer, AvSport participates by providing Discovery Flights, safety seminars, and aircraft for static display. Here, our first SportStar trainer attracts the attention of some of our Amish neighbors.

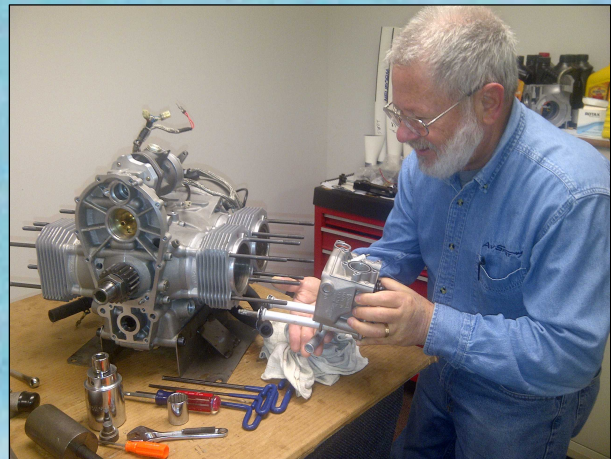


AvSport students, instructors, graduates, and friends gather in the pilot's lounge, Hangar One at KLHV, once each month for free coffee, dounts, and hangar flying.

2017 ANNUAL REPORT

10. Maintenance

In 2017, AvSport continued to upgrade its modern, fully equipped maintenance shop in T-hangar 7 North at Piper Memorial Airport, conveniently located directly across the parking lot from the Pilot's Lounge and our flight school office in Hangar One. We perform condition inspections, preventive maintenance, major and minor repairs, and alterations to our own fleet, as well as customers' Special and Experimental Light Sport Aircraft. We are the sole Rotax Engines designated Independent Repair Centre for Western PA. During the year, our Director of Maintenance renewed his Rotax service, maintenance, and heavy maintenance certificates, and remains rated by the FAA to perform inspections on Light Sport Airplanes, Powered Parachutes, Gliders, and Weight Shift Control Aircraft.



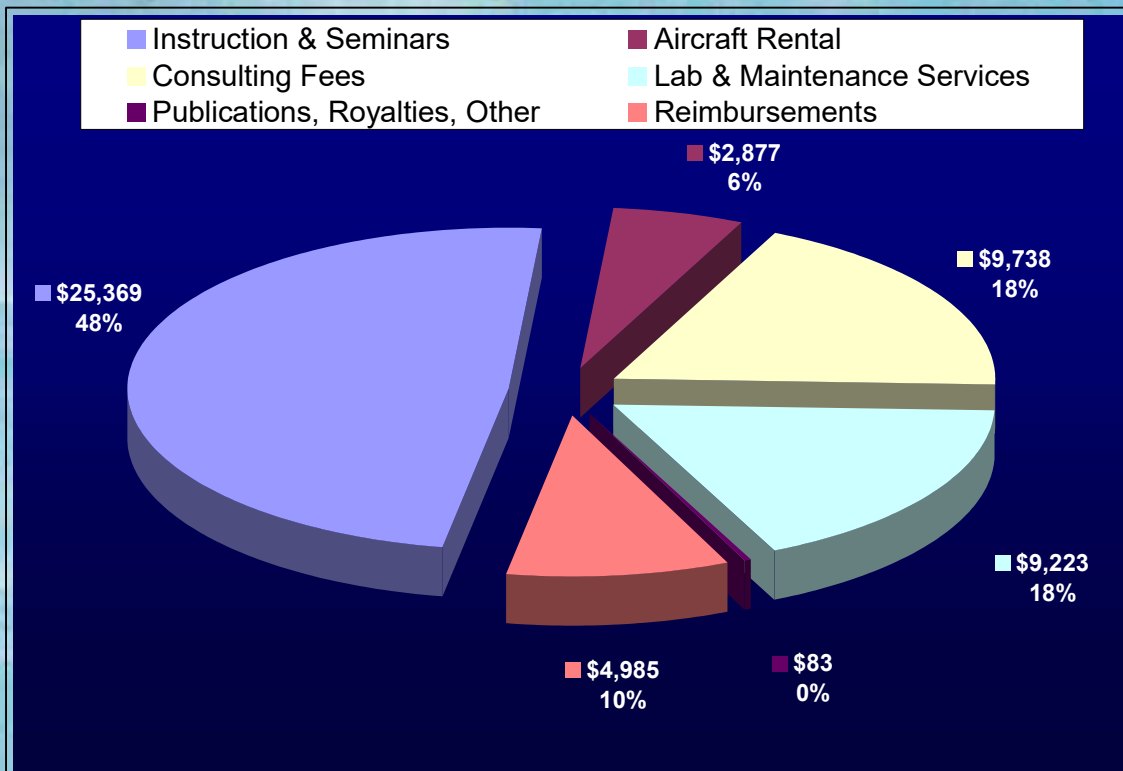


2017 ANNUAL REPORT

11. Financials

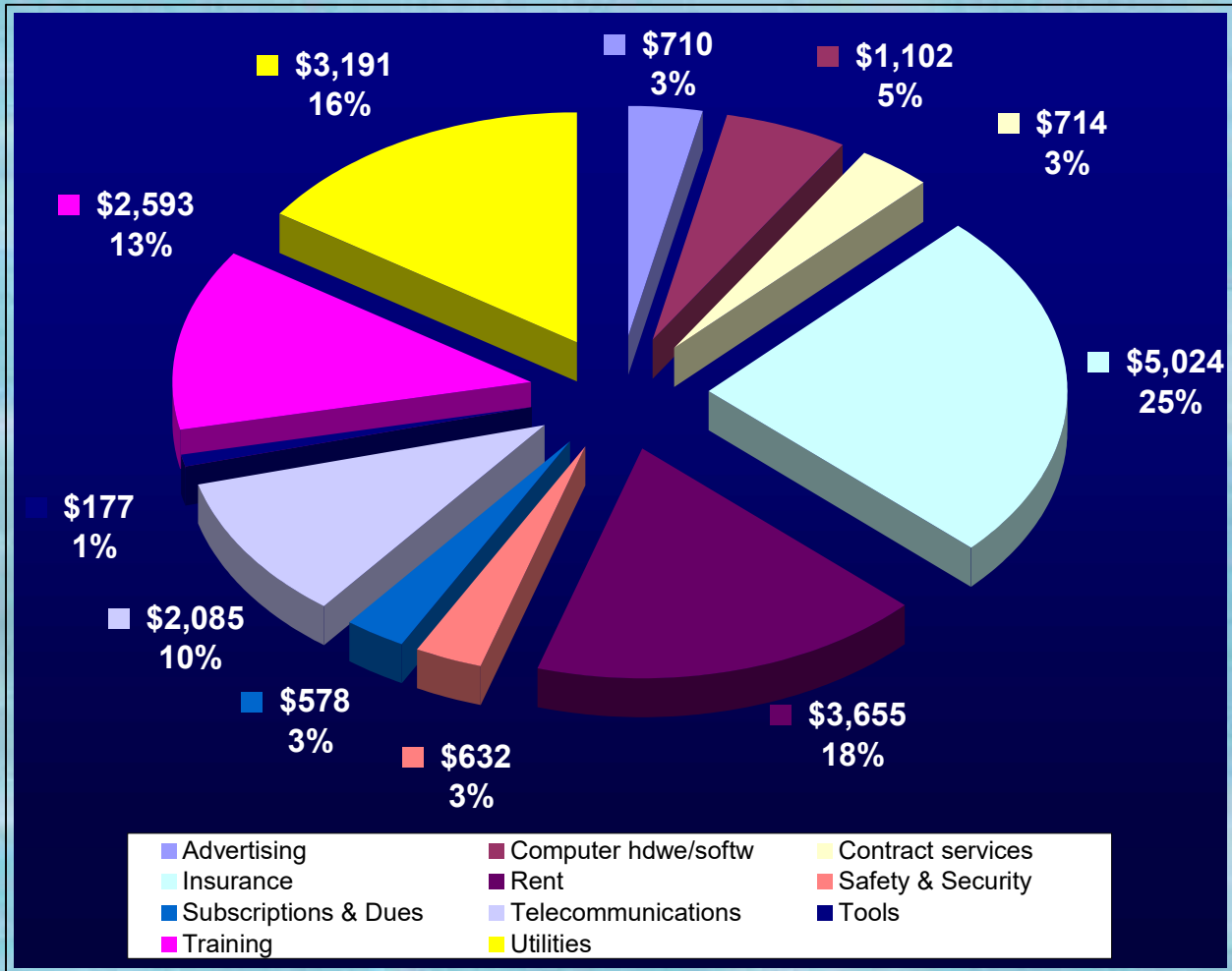
Sport flying being a recreational activity, AvSport’s financial position is both highly seasonal, and dependent upon the local community’s aggregate discretionary income. Because of marginal weather leading to fewer flight hours, our 2017 revenues decreased slightly, as compared to the previous year. However, our operating expenses also decreased, due to a reduction in ongoing aircraft maintenance costs resulting from decreased flight hours. AvSport continues to generate a modest positive return on investment, making 2017 our second most profitable year. We have succeeded in generating a positive return on investment in seven out of our eight years of operation. The charts below detail our operating revenues and expenses for the year just ended, exclusive of amortization of capital investment.

2017 Revenues



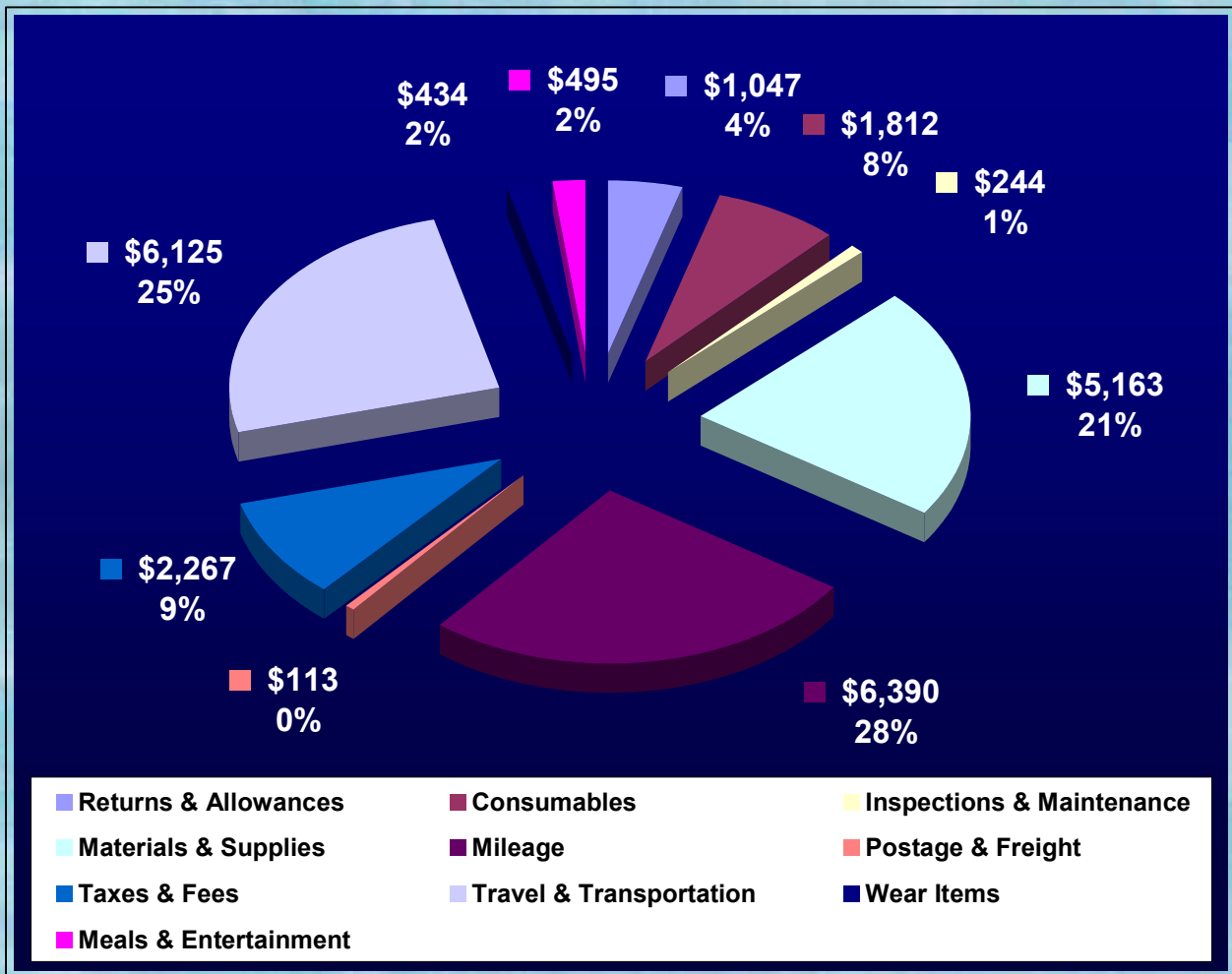
2017 ANNUAL REPORT

2017 Fixed Expenses



2017 ANNUAL REPORT

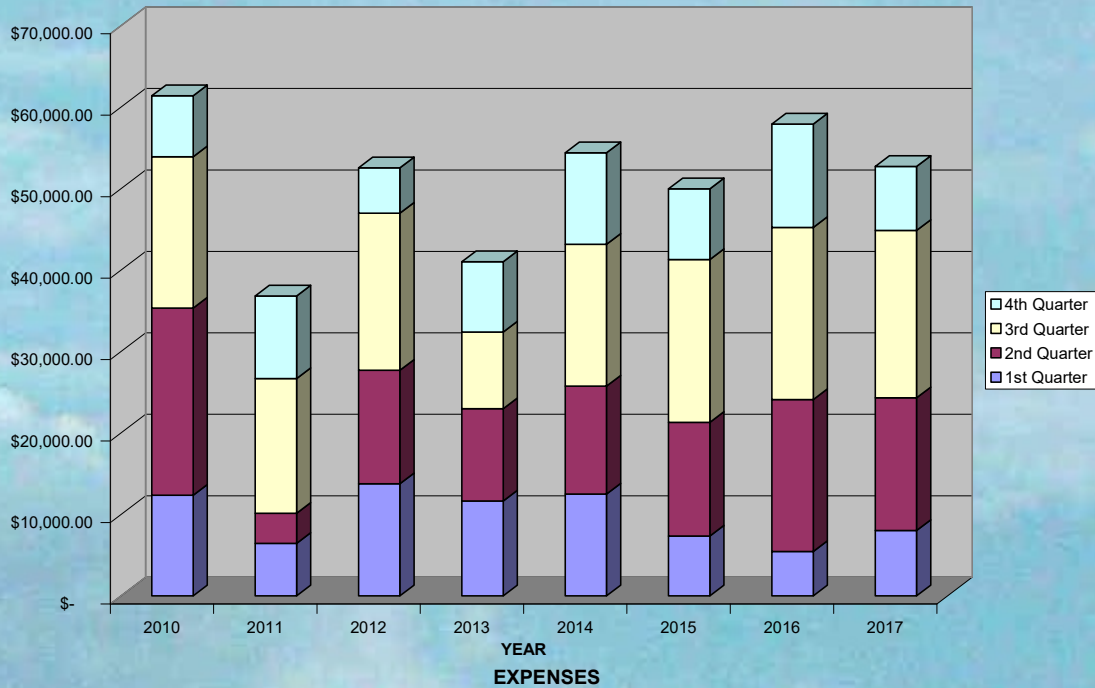
2017 Variable Expenses



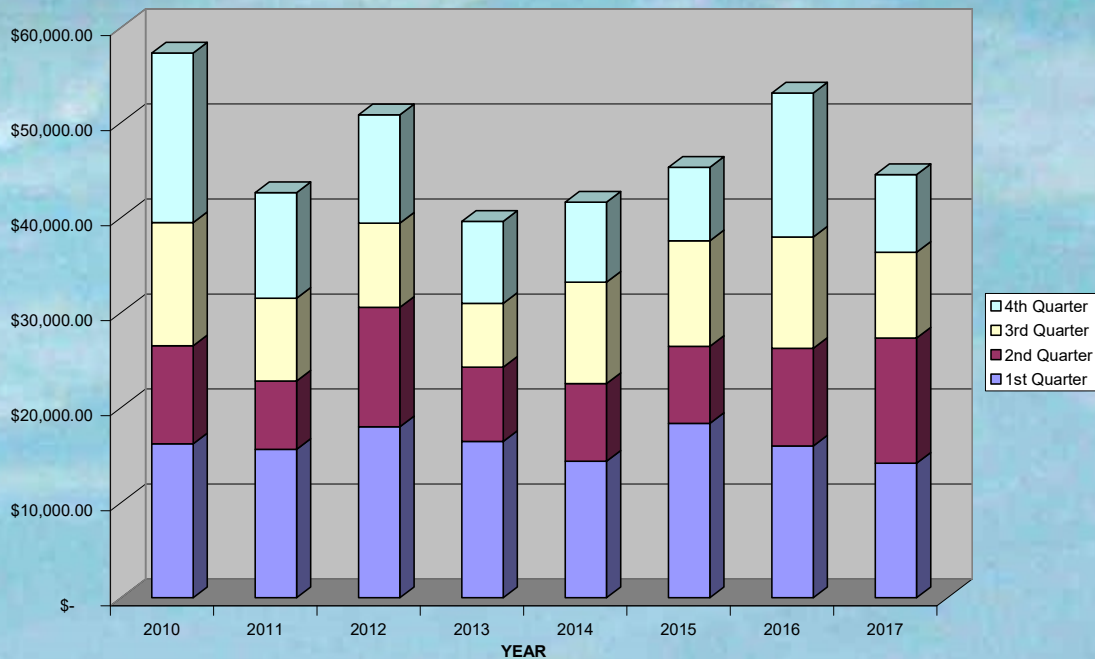
2017 ANNUAL REPORT

Cumulative Revenue and Expense History

REVENUES



EXPENSES





2017 ANNUAL REPORT

Return on Investment (exclusive of capital acquisitions and amortization)

<u>Year</u>	<u>Revenues</u>			<u>Expenses</u>			<u>Profit(Loss)</u>
	<u>Training</u>	<u>Services</u>	<u>Total</u>	<u>Fixed</u>	<u>Variable</u>	<u>Total</u>	
2010	45,871	17,843	63,714	27,379	30,087	57,466	6,248
2011	21,562	15,252	36,815	18,738	23,897	42,635	(5,820)
2012	29,687	22,863	52,551	20,835	29,985	50,820	1,730
2013	20,821	20,218	41,040	17,774	21,835	39,610	1,430
2014	26,646	27,759	54,405	15,871	25,768	41,639	12,766
2015	30,157	19,825	49,982	22,617	22,681	45,298	4,684
2016	34,438	23,483	57,921	28,630	24,489	53,119	4,802
2017	25,819	27,034	52,852	20,461	24,089	44,550	8,302

2017 ANNUAL REPORT

12. Congratulations!



To David Mauck (left) and Rajendra Dave (right), who in April earned their Sport Pilot certificates with FAA Designated Pilot Examiner John Smith (center).

...and again to Rajendra Dave, who then went on to earn his Private Pilot rating in his own plane, with examiner Todd Aungst.



2017 ANNUAL REPORT

AvSport congratulates student pilot William Knauth, who flew his first solo flight in October, after having won the Flying Musicians Association Solo Scholarship (and on passing his Sport Pilot knowledge test immediately afterward).



We also congratulate student pilot George Snedeker on his acquisition of this beautiful Jabiru 3300 powered Zenith 601XL, now housed in Hangar One at Lock Haven, awaiting warmer weather...

... as well as student pilot Mark Smart, who also purchased a Zenith 601 (this one Corvair powered), and is in the process of installing a new engine. He hopes to begin flying it in the Spring.



2017 ANNUAL REPORT

13. In Memoriam

Dennis Scalise

March 5th, 1950 - July 11th, 2017

Remembered by H. Paul Shuch

Dennis Scalise came to AvSport for flight training two years ago, and he very quickly became far more than just a student. As I got to know him, I realized that Denny and I shared a wide variety of interests, including electronic reconnaissance, education, computers, classic automobiles, and, of course, aviation.

I knew from the start that Denny was fighting a potentially serious medical condition, but he wanted to fly as long as his health permitted, and I was honored to help him check off what (sadly) turned out to be a bucket list item. Katie Garvin, Denny's wife of 41 years, encouraged his passion for aviation, often accompanying him to the airport for his flight lessons.



After graduating from High School in Riverside New Jersey in 1968, Denny enlisted in the United States Navy. He served there as a communications technician from 1968 until 1972 in Adak Alaska, San Miguel Philippines, and Winter Harbor, Maine. Denny was in charge of the Data Analyzing Department at Fort Apache, Philippines and received A Meritorious Citation for Intelligence Surveillance and Communication during the Vietnam War.

After four and half years of military service, Denny moved to State College, PA, where he was employed as a Computer Systems Analyst by HRB Singer (Raytheon) until 1998. Thereafter, until his retirement in 2011, he worked at Stanford Research Institute (SRI) in State College. He was a dedicated professional and was awarded a Letter of Commendation from the National Reconnaissance Office (NRO) in 2005 for his work during the Cold War on the Poppy Electronic Satellite Reconnaissance Program, commonly known as the Siss Zulu Operation.

2017 ANNUAL REPORT

An engineer at heart, Denny was always eager to acquire new skills and knowledge. The photo below shows him helping me to service a Rotax engine. He always envisioned himself as far more than just an airplane driver. You can see from his expression in the photo that he took his work very seriously.

Denny's illness progressed to the point that, six months into his pilot training, he chose to ground himself. Ever generous, he donated the balance of his flight school account credit to a fellow student who was lacking in financial resources. He also contributed, anonymously, to a flight training scholarship program. (He would not have wanted me to tell you this, which further testifies to Denny's generosity and humility.)

Denny and I stayed in touch, on and off, for the following year. When his condition became terminal, and I told Denny I wanted to visit with him, he demurred, saying he wanted me to remember him not as he was now, but as he had been during healthier times. And, I always shall.





2017 ANNUAL REPORT

14. Resources

For additional information about AvSport of Lock Haven, its aircraft, instructors, training materials, curriculum, and the new Sport Pilot license, please see the following pages of the AvSport web site:

✈ Main Page	http://AvSport.org
✈ Main Menu	http://AvSport.org/menu.htm
✈ General Information	http://AvSport.org/about
✈ Press Kit	http://AvSport.org/press
✈ Photo Gallery	http://AvSport.org/photos
✈ Video Gallery	http://AvSport.org/press/video.htm
✈ Flight Instruction	http://AvSport.org/cfi
✈ Light Sport Aircraft	http://AvSport.org/acft
✈ Simulator Club	http://AvSport.org/simulator
✈ Maintenance Services	http://AvSport.org/maint
✈ Remote Pilot Instruction	http://drone-training.org
✈ Upcoming Events	http://AvSport.org/events
✈ Contact Information	http://AvSport.org/contact
✈ Search Engine	http://AvSport.org/search

or, stop by Hangar One at the Piper Memorial Airport, and pay us a visit.



2017 ANNUAL REPORT

15. Four Quadrant Briefing Charts:



URL: <http://www.AvSport.org>

Sport Pilot Flight Training Curriculum Development

Chief Flight Instructor: Professor H. Paul Shuch, CFII



The Problem:
The completion rate of persons pursuing flight training in the US is below 20%, an all-time low. This is generally attributed to the increasing complexity of airspace, the introduction of advanced aircraft and avionics systems, and the high cost of aircraft ownership, rental, and operation. However, despite significant advances in both aeronautical technology and educational methodology, pilot training curricula have remained virtually unchanged since prior to the Second World War.

The Proposal:
The introduction by ASTM of the Light Sport Aircraft certification category, along with the establishment by FAA of the Sport Pilot License, presents an opportunity for a significant modernization of the flight training curriculum.



Vision Statement:
AvSport envisions a General Aviation renaissance, facilitated by quality training of Sport Pilots and the availability of modern Light Sport Aircraft.

Mission Statement:
AvSport enhances aviation safety and enjoyment, by offering:

- a rigorous flight training curriculum
- experienced, professional Certified Flight Instructors
- well maintained advanced Light Sport Aircraft
- modern and accessible instructional materials
- individualized instruction
- an affordable aviation experience

Schedule Milestone and Accomplishments:

- September 2009 (Technology Readiness Level 1)
- Establish AvSport as an FAR Part 61 flight school; activate website (Technology Readiness Level 2)
- December 2009 • Purchase of Evezor SportStar Light Sport Aircraft trainer (Technology Readiness Level 2)
- January 2010 (Technology Readiness Level 3)
- Present business plan to Look Haven City Council, lease facilities
- February 2010 (Technology Readiness Level 4)
- Introduce "Three Weeks, Rain or Shine" Pre-Solo intensive course
- April 2010 (Technology Readiness Level 5)
- Solo first primary student
- May 2010 (Technology Readiness Level 6)
- Introduce "Three More Weeks of Heaven" Post-Solo intensive course
- June 2010 (Technology Readiness Level 7)
- Graduate first licensed Sport Pilot
- November 2010 (Technology Readiness Level 8)
- Complete FAA mechanics training; establish maintenance shop
- March 2011 (Technology Readiness Level 9)
- Introduce "Pilot Downsize" LSA transition course curriculum

Rev. 16 November 2011

TRL = 9

Keywords: Flight Instruction, General Aviation, Flight School, Sport Pilot, Light Sport Aircraft, LSA, ASTM, FAA



URL: <http://www.Drone-Training.org>

Remote Pilot Training Curriculum Development

Chief Flight Instructor: Professor H. Paul Shuch, CFII

The Opportunity:
Commercial unmanned aircraft systems (commonly known as drones) represent the next major growth area for General Aviation. Whereas the early 20th Century ushered in the Air Age, and the mid 20th Century represented the start of the Space Age, one could call the early 21st Century the beginning of the Drone Age. The unmanned aircraft system industry is currently in its infancy, with commercial interests just beginning to discover the wealth of applications which can be fulfilled with these small, inexpensive, and very capable remotely piloted vehicles.

The Proposal:
Building on its success as an FAA Part 61 Flight School, AvSport seeks to develop a comprehensive drone training program, whereby our students can be among the first in the nation to earn an FAA Remote Pilot certificate with a small UAS rating.



Vision Statement:
AvSport envisions a renaissance in commercial Unmanned Aircraft System (drone) operation, supporting a variety of industries, facilitated by quality training of Remote Pilots that emphasizes airmanship, awareness, and crew resource management.

Mission Statement:
AvSport enhances commercial drone safety, by offering:

- a rigorous ground and flight training curriculum
- experienced, professional Certified Flight Instructors
- well maintained advanced Unmanned Aircraft Systems
- modern, computerized instructional materials
- small classes emphasizing hands-on instruction
- an affordable and accessible Remote Pilot training program

Schedule Milestone and Accomplishments:

- December 2015 (Technology Readiness Level 1)
- FAA first requires registration of small Unmanned Aircraft Systems
- January 2016 (Technology Readiness Level 2)
- AvSport creates Drone-Training.org website, begins curriculum development
- June 2016 (Technology Readiness Level 3)
- FAA publishes FAR Part 107 rules for commercial drone operation, licensing
- June 2016 (Technology Readiness Level 4)
- AvSport purchases its first quad-copter trainer, publishes curriculum
- July 2016 (Technology Readiness Level 5)
- AvSport chief flight instructor completes online FAASTeam drone course
- August 2016 (Technology Readiness Level 6)
- FAA implements FAR Part 107 rules for commercial drone operation
- August 2016 (Technology Readiness Level 7)
- AvSport chief flight instructor becomes first Remote Pilot licensed in US
- September 2016 (Technology Readiness Level 8)
- AvSport conducts its first Remote Pilot course
- September 2016 (Technology Readiness Level 9)
- FAA issues Remote Pilot certificates to first AvSport graduates

TRL = 9

Rev. 1 January 2017

Keywords: Remote Pilot, Unmanned Aircraft Systems, Remotely Piloted Vehicles, Flight Training, Drone Safety