



2014 ANNUAL REPORT

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AvSPORT
OF LOCK HAVEN

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Revised 1 January 2015

AvSPORT

OF LOCK HAVEN



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1. AvSport Overview



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

 AS AN FAA SAFETY TEAM APPROVED TRAINING PROVIDER, AVSPORT OF LOCK HAVEN OFFERS COURSES ELIGIBLE FOR BOTH WINGS AND AMT AWARD CREDIT.

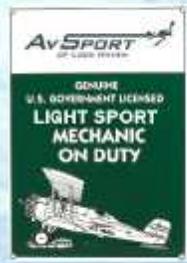
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2. Vision and Mission Statements

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

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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.





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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. We took delivery of our Evektor SportStar Max primary trainer in January 2010. 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 “glass cockpit” electronic flight instruments. Its avionics package makes this aircraft suitable not just for Sport Pilot training, but for more advanced students, including Private and Instrument Pilot candidates. During 2014, AvSport increased safety by installing a new digital Emergency Locator Transmitter, compatible with the latest generation of Search and Rescue Satellites. We also improved reliability by completing full overhauls of the aircraft's propeller gearbox and carburetors. These, along with meticulous routine maintenance and inspections, will afford extended engine life as we approach the factory-authorized maximum of 2000 flight hours.





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5. Curriculum

Developed by a retired college professor with four decades 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, 90% of AvSport's students accomplishing their first solo flight have gone on to become licensed pilots, 40% of our graduates are now aircraft owners, and 30% of our licensed Sport Pilots have continued their studies, earning their Private Pilot ratings.

AvSport's eight 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," solo flight 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

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6. Students

In 2014, AvSport flight instructors conducted 11 Discovery Flights and 8 Introductory Lessons, helped 5 pilots transition to our Light Sport Aircraft, soloed 2 Student Pilots, saw one complete his Sport Pilot rating and one upgrade to Private Pilot, and gave 4 licensed pilots their 24-month flight review.

Our students, who range in age from 16 to 80, have come to Lock Haven for training from as far away as New York, New Jersey, Ohio, Illinois, Massachusetts, Maryland, Georgia, California, Canada, 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 and graduation parties, 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.



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7. Staff

Early in 2014 AvSport conducted its annual TSA-mandated Security Awareness Training course for area flight instructors. AvSport remains a TSA-approved Alien Flight Student Provider, subject to annual 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 2014 our Chief Flight Instructor offered free safety seminars in Lock Haven PA and Sebring FL, and nationwide through his EAA Webinar series. Overall, our small staff boasts over 100 years of combined aviation experience.

8. 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 SportStar trainer attracts the attention of some of our neighbors.

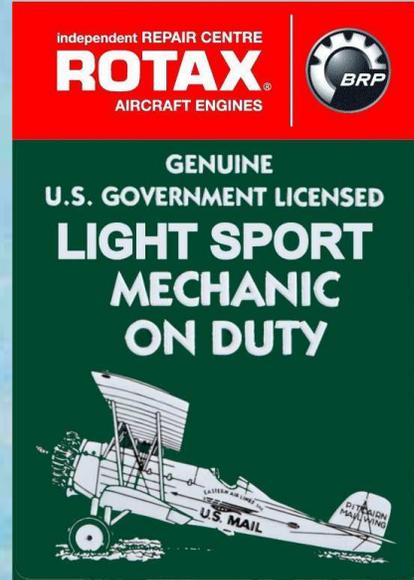
In cooperation with airport management and the Sentimental Journey team, AvSport continues as a regular participant in the Experimental Aircraft Association's annual International Learn to Fly Day. During the 2014 event, we conducted an FAA Wings safety seminar, and coordinated a fly-in/LSA display, complete with refreshments and discovery flights.



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9. Maintenance

In 2014, AvSport relocated its modern, fully equipped maintenance shop to T-hangar North 7 at Piper Memorial Airport, conveniently located directly across the parking lot from the Pilot's Lounge and our 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. This year we were named the factory authorized Rotax Independent Repair Centre for Central PA. Our Director of Maintenance is rated by the FAA to perform maintenance and inspections on Light Sport Airplanes, Powered Parachutes, Gliders, and Weight Shift Control Aircraft. He is also a factory authorized independent Rotax engine technician at the Heavy Maintenance level.



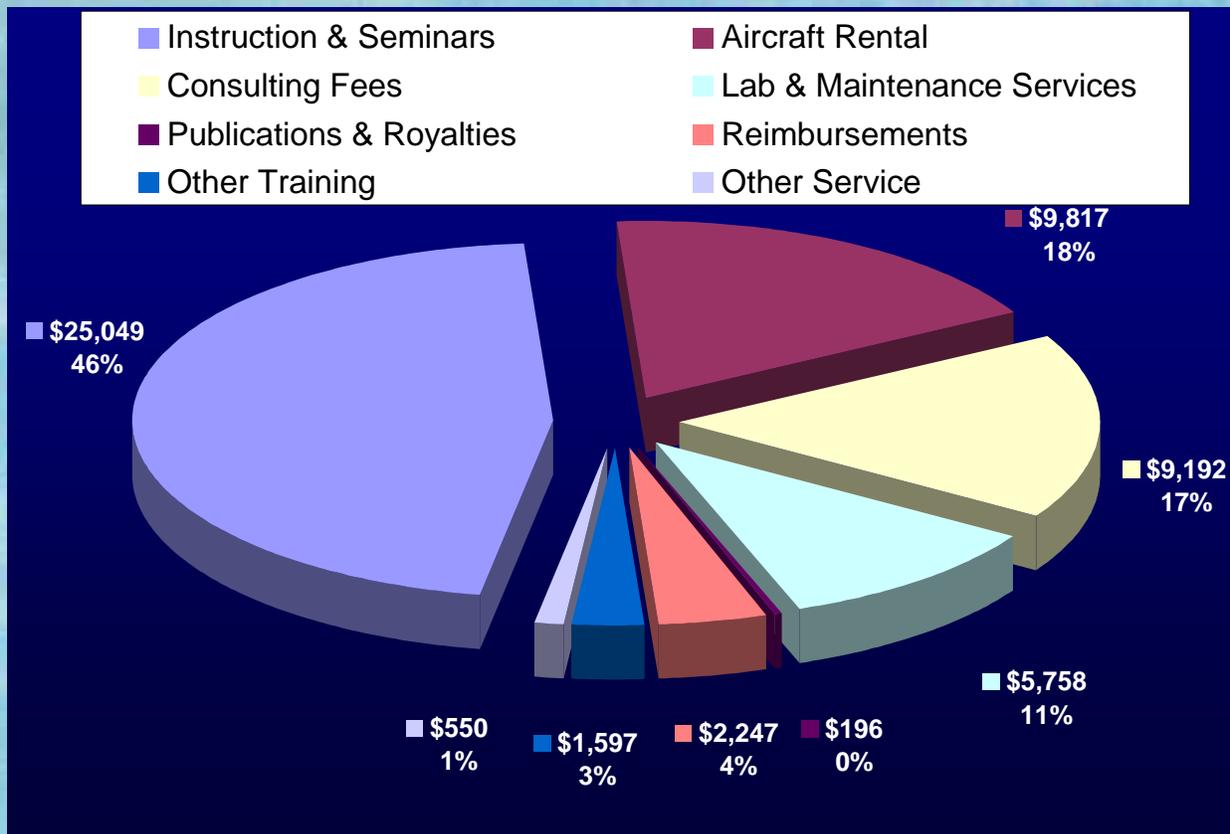


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10. Financials

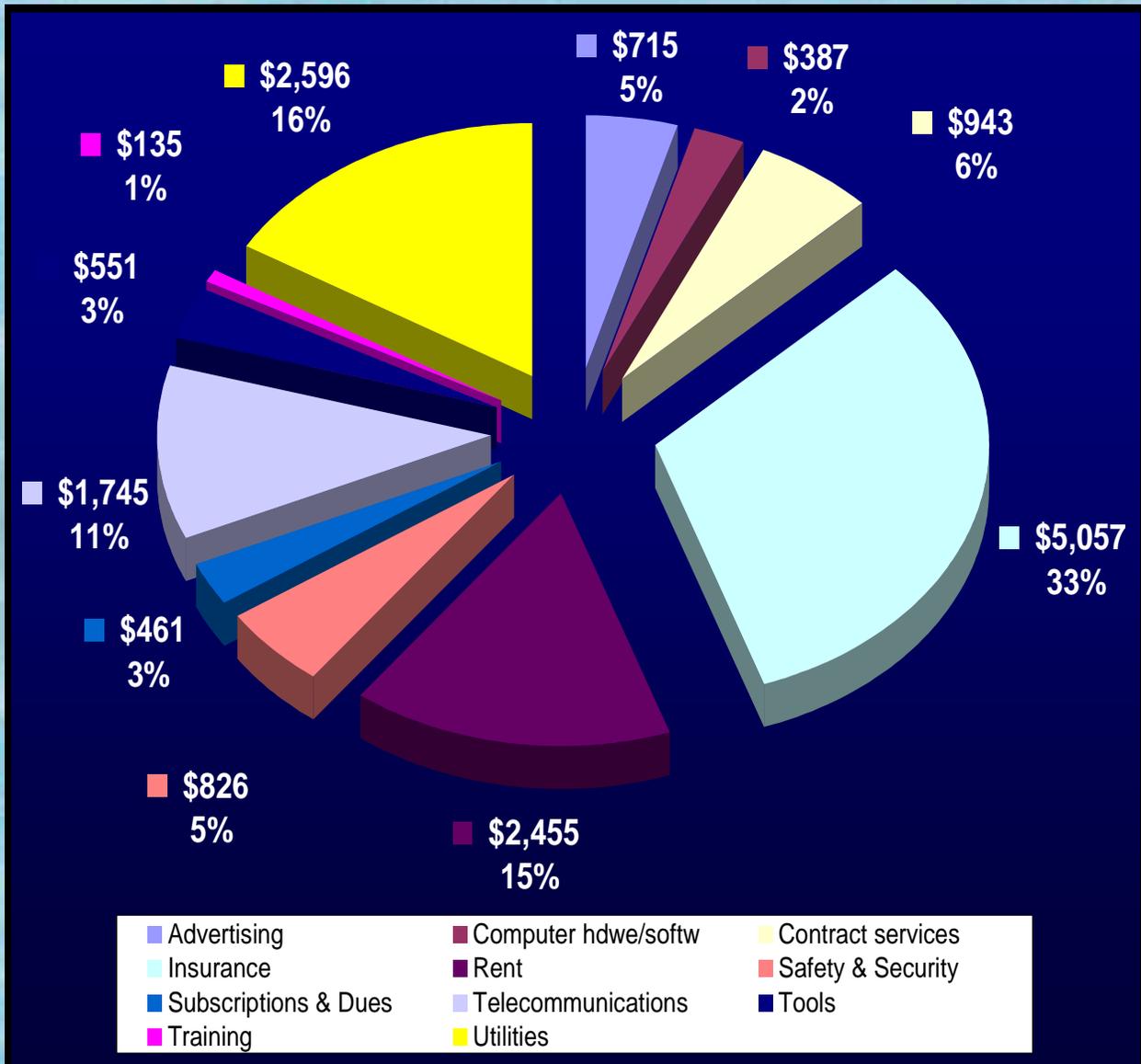
Sport flying being a recreational activity, AvSport’s financial position is both highly seasonal, and dependent upon the local community’s aggregate discretionary income. Despite continued marginal conditions in the local economy, our 2014 revenues increased slightly, as compared to the previous year. Operating expenses remain flat, aided by a reduction in aircraft operating costs facilitated by our own maintenance department. AvSport has generated a positive return on investment in four out of its first five years, and in fact in 2014 achieved our highest annual profits to date. As has been our custom, these profits are being reinvested into the business, in the form of tool and equipment acquisition, and ongoing staff training. The charts below detail our operating revenues and expenses for the year just ended, exclusive of amortization of capital investment.

2014 Revenues



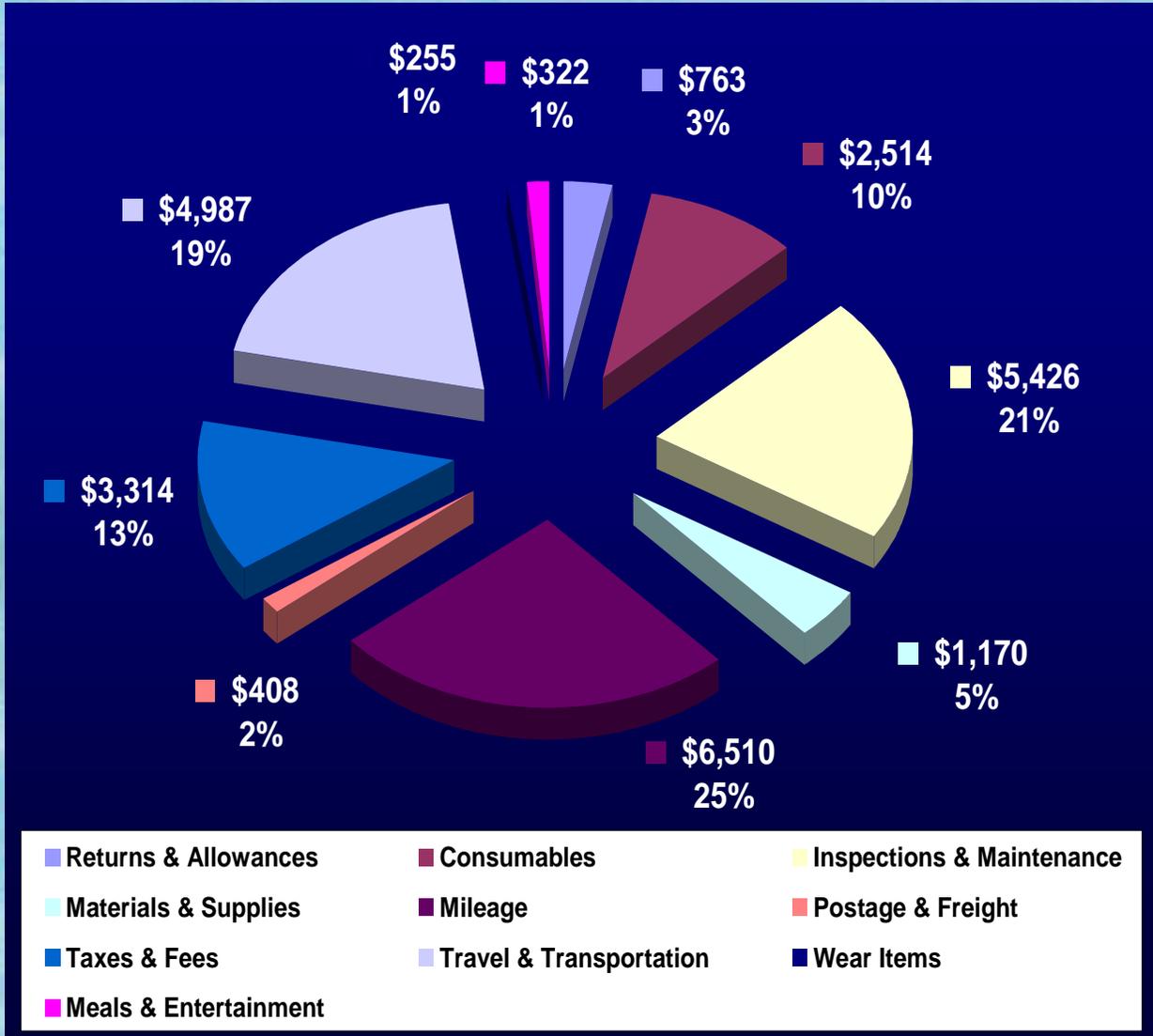
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2014 Fixed Expenses



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2014 Variable Expenses





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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

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11. Awards



Prof. H. Paul Shuch, the Federal Aviation Administration's volunteer Safety Team Lead Representative for Piper Memorial Airport, has been named FAA Safety Team Representative of the Year by the FAA Harrisburg district office. The award was announced in a surprise presentation by Larry Dieffenbach, volunteer FAA Safety Team representative for Williamsport, at the October 2014 meeting of the Williamsport Regional Pilot's Association.

The General Aviation Award program, a cooperative effort between the FAA and aviation industry sponsors, recognizes outstanding individuals serving the FAASTeam as representatives. The awards highlight the important roles these individuals play in promoting aviation safety, education, and professionalism.

"Professor H. Paul Shuch is currently serving as the chief flight instructor for AvSport of Lock Haven," states the award citation. "His contributions to the safety program earned him the FAA Safety Team Representative of the Year in the Harrisburg Flight Standards District. He has developed and delivered safety seminars in Williamsport PA, Lock Haven PA, Wellsboro PA, Lancaster PA, and Sebring FL. He has also presented online EAA (Experimental Aircraft Association) Webinars. In addition to his many qualifications, he is qualified as a light sport repairman, Rotax certified engine technician, and flight instructor."

AvSport of Lock Haven was founded by Prof. Shuch in January 2010 as a Sport Aviation flight school and maintenance shop. Shuch is an Air Force veteran and retired aeronautical engineering professor who started flying in 1961, and has been a flight instructor for more than thirty years. "This unexpected award is a tribute not just to me," he says, "but to the fine pilots at Piper Memorial Airport, and their exceptional commitment to aviation safety."

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12. Congratulations!



AvSport students, instructors, pilots, and staff gathered in the Pilot's Lounge in September, to honor our Summer Term graduates, Solo Pilot John and Private Pilot Bob, with coffee and cake.

Also in September at the Piper Aviation Museum on the field, PA State Rep. Mike Hanna (left) presented Museum president John Bryerton with a proclamation signed by the Governor, designating the Piper J3 Cub as the state's official airplane.



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13. In Memoriam

Sue Arter, a friendly and familiar face around the Piper Memorial Airport for many years, passed away in Lakeland, FL on 24 January 2014, shortly after suffering a stroke. She was 68.

The wife of Sentimental Journey Fly-In president Calvin Arter, and mother to AvSport Adjunct Flight Instructor John Spencer, Sue was an international flight attendant for Capital International Airlines for several years, most recently as Assistant Director of Flight Attendants.

Sue attended Lock Haven University, and was a dedicated volunteer for Sentimental Journey, as well as the Piper Aviation Museum, traveling throughout the United States helping to raise funding for the new Piper Aviation Museum located in Lock Haven. AvSport extends our deepest sympathy to her family and many friends.



Local pilot Ed Chatterton, a retired Professor of Economics at Lock Haven University, died at the age of 68 on 29 December 2014, shortly after being diagnosed with pancreatic cancer.

Ed had owned several different Piper aircraft (most recently a beautifully equipped and impeccably maintained Cherokee Arrow), but is best remembered for his Stemme S-10 motorglider (in which he's seen here). Ed would frequently give visitors glider rides around the Susquehanna River Valley. The Stemme was kept in the corner hangar now occupied by AvSport of Lock Haven.

A US Army veteran who commanded a signal company in Vietnam, Ed enjoyed flying and playing tennis, poker, and chess. He and AvSport's founder H. Paul Shuch first met through their membership in Central PA Mensa. Ed lived and died frustrated at his inability to understand reality, but his sense of awe of that reality gave him much pleasure throughout his life.



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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
 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.

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15. Four Quadrant Briefing Chart

 <p>Sport Pilot Flight Training Curriculum Development</p> <p>URL: http://www.AvSport.org</p> <p>Chief Flight Instructor: Professor H. Paul Shuch, CFII</p> 	 <p>The Problem:</p> <p>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.</p> <p>The Proposal:</p> <p>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.</p>	<p>Vision Statement:</p> <p>AvSport envisions a General Aviation renaissance, facilitated by quality training of Sport Pilots and the availability of modern Light Sport Aircraft.</p> <p>Mission Statement:</p> <p>AvSport enhances aviation safety and enjoyment, by offering:</p> <ul style="list-style-type: none"> - 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 	<p>Schedule Milestone and Accomplishments:</p> <ul style="list-style-type: none"> September 2009 (Technology Readiness Level 1) Establish AvSport as an FAR Part 61 flight school; activate website (Technology Readiness Level 2) December 2009 (Technology Readiness Level 2) Purchase of Evektor SportStar Light Sport Aircraft trainer (Technology Readiness Level 3) January 2010 (Technology Readiness Level 3) Present business plan to Look Haven City Council; lease facilities (Technology Readiness Level 4) February 2010 (Technology Readiness Level 4) Introduce "Three Weeks, Rain or Shine" Pre-Solo intensive course (Technology Readiness Level 5) April 2010 (Technology Readiness Level 5) Solo first primary student (Technology Readiness Level 6) May 2010 (Technology Readiness Level 6) Introduce "Three More Weeks of Heaven" Post-Solo intensive course (Technology Readiness Level 7) June 2010 (Technology Readiness Level 7) Graduate first licensed Sport Pilot (Technology Readiness Level 8) November 2010 (Technology Readiness Level 8) Complete FAA mechanics training; establish maintenance shop (Technology Readiness Level 9) March 2011 (Technology Readiness Level 9) Introduce "Pilot Downsize" LSA transition course curriculum (Technology Readiness Level 9) <p>Rev. 16 November 2011</p>
<p>TRL = 9</p>			
<p>Keywords: Flight Instruction, General Aviation, Flight School, Sport Pilot, Light Sport Aircraft, LSA, ASTM, FAA</p>			