



2015 ANNUAL REPORT

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AvSPORT
OF LOCK HAVEN



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Revised 1 January 2016

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 TSA 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.



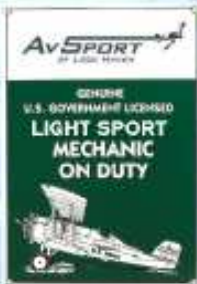
AVSPORT IS PROUD TO HAVE BEEN NOMINATED BY OUR STUDENTS FOR THE ADPA FLIGHT TRAINING EXCELLENCE AWARD.



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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 with a flight school discount.



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5. 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 a new Evektor SportStar Max primary trainer 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 makes this aircraft suitable not just for Sport Pilot training, but for our more advanced students, including Private and Instrument Pilot candidates. During 2015, AvSport further increased safety by upgrading our avionics and autopilot software. We also improved reliability by completing the Rotax-required replacement of all rubber hoses, sockets, engine mounts, and diaphragms. These, along with meticulous routine maintenance and inspections, can be expected to provide optimum engine operation through the factory-authorized maximum of 2000 flight hours.





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6. 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, 50% of our graduates are now aircraft owners, and 20% of our licensed Sport Pilot have continued their studies, earning their Private Pilot ratings.

AvSport's nine 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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7. Students

During 2015, AvSport flight instructors graduated two new Sport Pilots, conducted 14 Discovery Flights and nine Introductory Lessons, helped one Private Pilot transition to Light Sport Aircraft, prepared one licensed Sport Pilot for a proficiency check with an FAA Safety Inspector, and gave three 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, Canada, Saudi Arabia, 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.





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8. Staff

Early in 2015 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 2015 our Chief Flight Instructor offered nine free safety seminars in Lock Haven PA, Cherry Hill NJ, 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 last January, Prof. Shuch presented four separate FAA Safety Team Wings Seminars to pilots, instructors, and mechanics.

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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.

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 2015 event, we conducted an FAA Wings safety seminar, and coordinated a fly-in/LSA display, complete with refreshments and discovery flights.

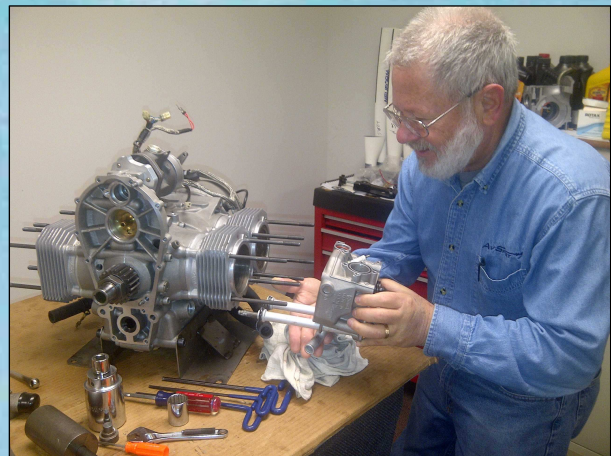


AvSport students, instructors, graduates, and friends gather in the pilot's lounge once each month for coffee, donuts, and hangar flying.

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10. Maintenance

In 2015, AvSport continued to upgrade its modern, fully equipped maintenance shop in 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. We remain the Rotax Engines designated Independent Repair Centre for Central PA. During the year, our Director of Maintenance took additional Rotax engine training, and is rated by the FAA to perform maintenance and inspections on Light Sport Airplanes, Powered Parachutes, Gliders, and Weight Shift Control Aircraft. He is a factory authorized independent Rotax engine technician at the Heavy Maintenance level.



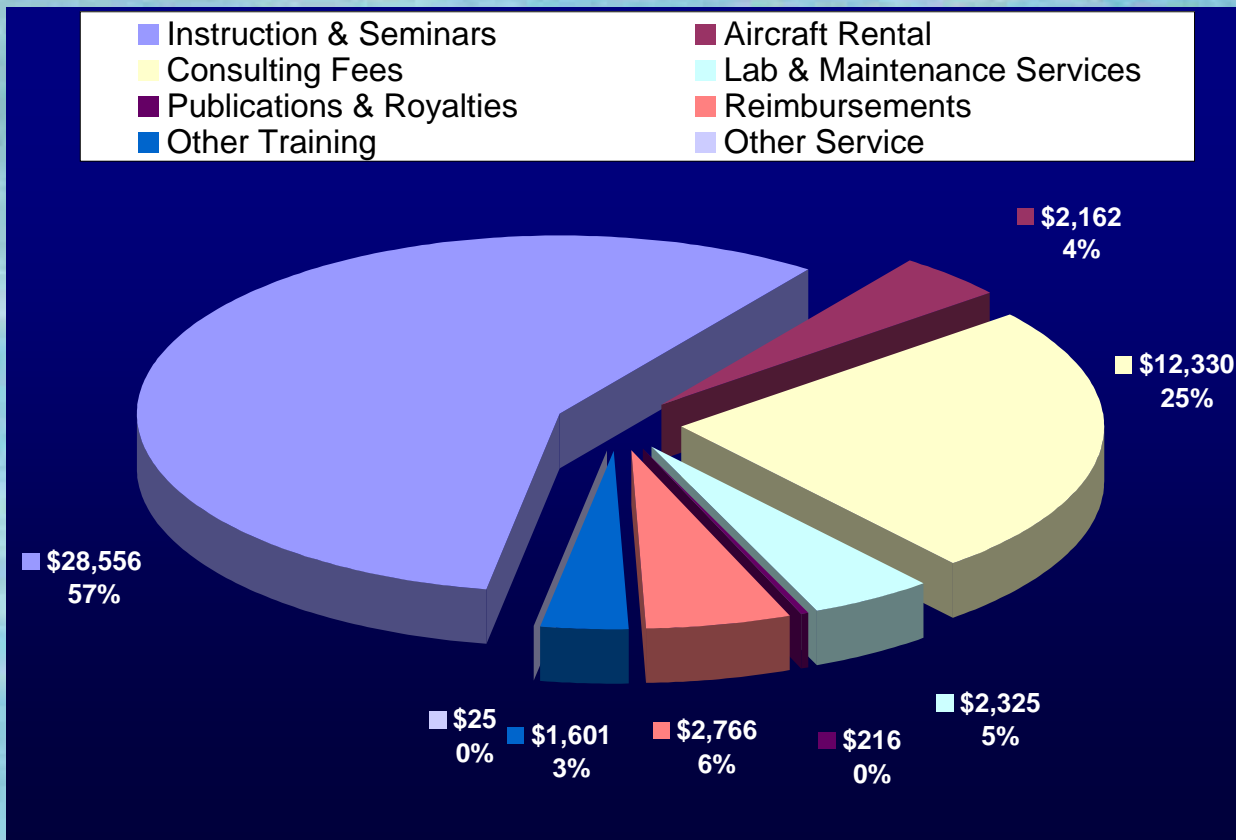


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11. Financials

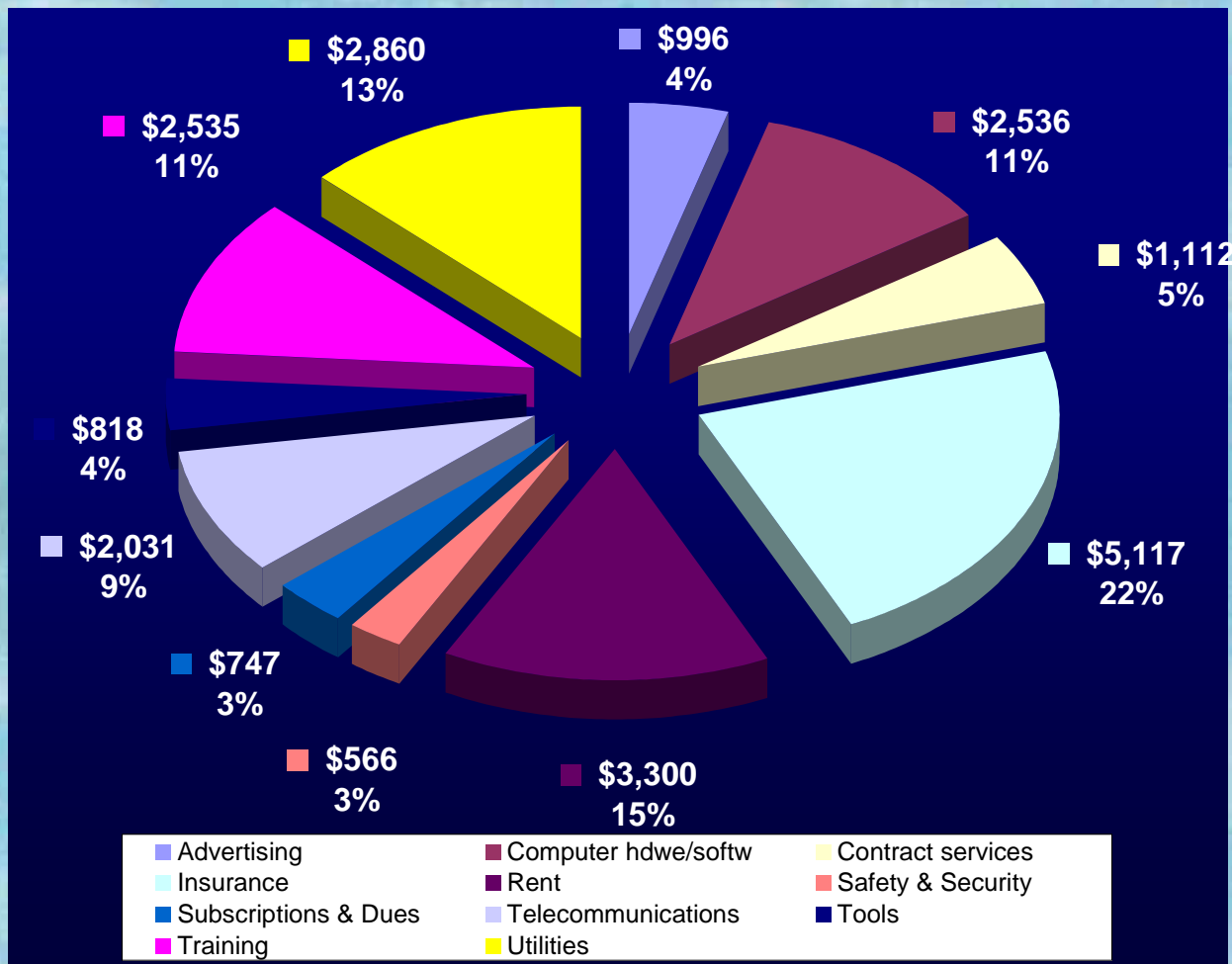
Sport flying being a recreational activity, AvSport’s financial position is both highly seasonal, and dependent upon the local community’s aggregate discretionary income. Due to continued weakness in the local economy, our 2015 revenues decreased slightly, as compared to the previous year. We managed, however, to hold our operating expenses in line with those experienced last year, despite acquisition costs associated with the purchase of our new aircraft. AvSport continues to generate a modest positive return on investment, though admittedly less than that achieved in 2014. Still, we have succeeded in generating profits in five out of our six years of operation. The charts below detail our operating revenues and expenses for the year just ended, exclusive of amortization of capital investment.

2015 Revenues



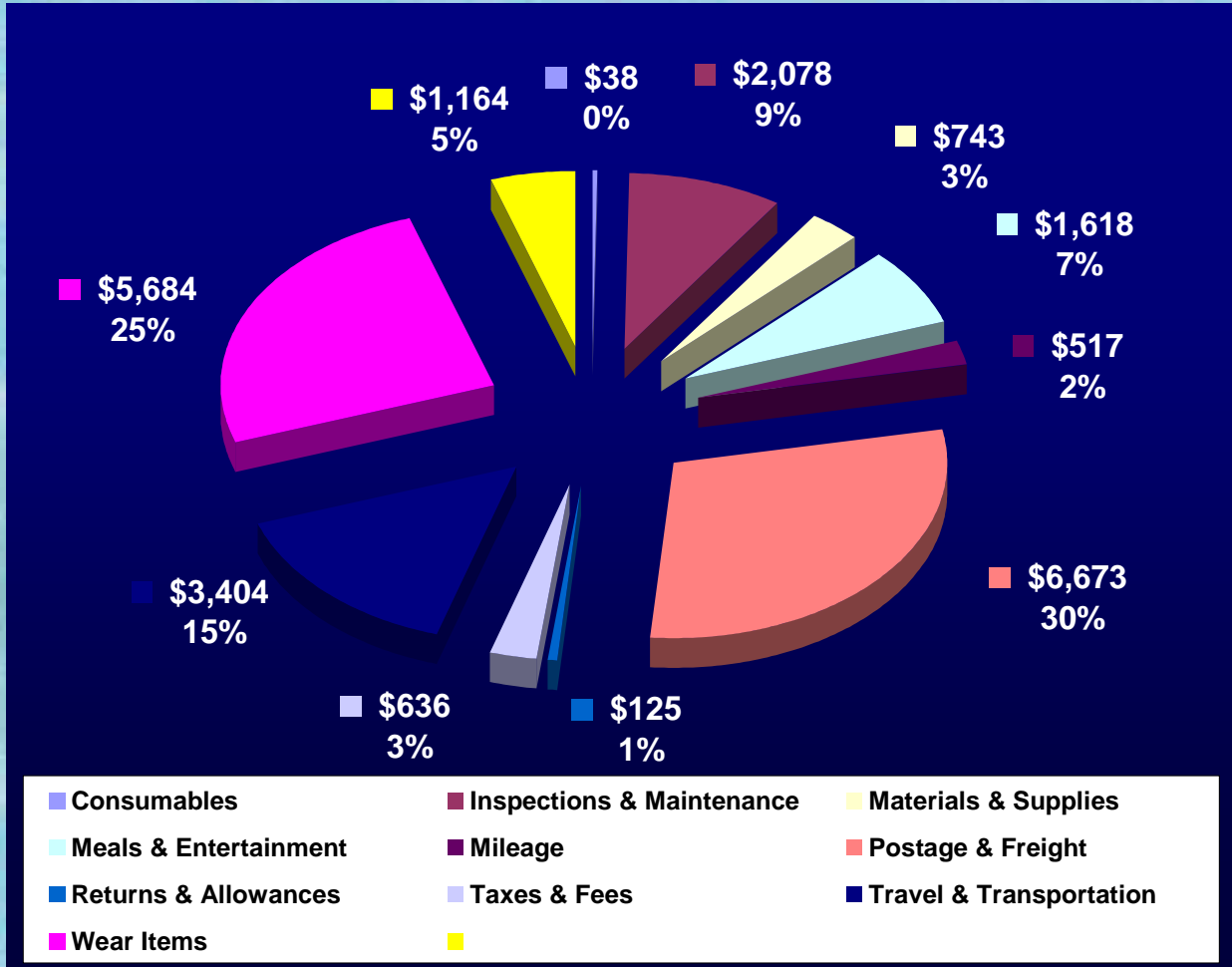
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2015 Fixed Expenses



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2015 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
2015	30,157	19,825	49,982	22,617	22,681	45,298	4,684

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12. Congratulations!



...to Dr. Peter Hartmann (right) of York PA, who received his Sport Pilot certificate from FAA Designated Pilot Examiner Art Tarola in October 2015, three months after transferring to AvSport of Lock Haven from having trained with our friends at Liberty Sport Aviation in Lancaster PA.



...to John Prasko (right) of Hastings PA, who made arrangements to purchase our old SportStar in June, 2015 - on the same day he completed his Sport Pilot checkride with examiner Art Tarola.



...and to Sport Pilot and SportStar owner Barbara Lippert (right), who in October 2015 successfully completed a proficiency check with FAA Safety Inspector Robert Ference.

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13. In Memoriam



AvSport is saddened to report the death in October 2015 of our friend Patrick Winter, from a brain tumor at the age of 52. Pat, a heavy equipment operator for the Pennsylvania Department of Transportation, was AvSport's second Sport Pilot graduate, achieving his lifelong dream of becoming a licensed pilot in September 2010. He is survived by his partner Debbie, their son Erik, and dozens of friends on the Piper Memorial Airport. AvSport held a gathering in celebration of his life, just one month after his death.



Born in Lock Haven, Jay B. Cluster of State College PA (seen at left with AvSport chief flight instructor H. Paul Shuch, presenting the FAA's Wright Brothers Master Pilot Award to William T. Piper Jr. in 2007) was a familiar face around Piper Memorial Airport. Often Master of Ceremonies at our annual Sentimental Journey to Cub Haven awards banquet, Jay was an aircraft owner for fifty years, and a member of both the Williamsport Hangar of the Quiet Birdmen and the State College chapter of the Experimental Aircraft Association. Jay earned his bachelor's degree in industrial

engineering from the Carnegie Technical School in 1953. He was instrumental in the development of the Centre County Airport Authority, and helped to bring improved airline service to the University Park airport. An avid car buff, Jay would display his Porsche each July at the annual Central PA Street Machines Car, Truck & Motorcycle Show on the airport at Lock Haven. Jay is survived by his wife Grace, two daughters, two sons, and eight grandchildren.



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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



AvSPORT
OF LOOK HAVEN

Sport Pilot Flight Training Curriculum Development

Chief Flight Instructor: Professor H. Paul Shuch, CFII





<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
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TRL = 9

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