



FSANA

2023

14TH ANNUAL INTERNATIONAL
FLIGHT SCHOOL OPERATORS
CONFERENCE AND TRADE SHOW

WED-FRI
MARCH 1-3, 2023
ORLANDO

**CALL TO SPONSOR
AND EXHIBIT**

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

CHANGING THE FACE OF AVIATION WORLDWIDE

SERVING THE FLIGHT TRAINING INDUSTRY



Dear Friends and Supply Chain Associates,

FSANA invites you to participate in the 14th Annual International Flight School Operators Conference and trade show in Orlando, Florida. The conference will have multiple education tracks designed to meet the increased challenges that come with the operation of a flight training school.

Our attendees recognize the value that the supply chain brings to the industry. This conference and trade show has become the one-stop supply-chain event for the flight training community.

The training community is eager to meet with the supply chain in an environment designed to maximize brand awareness and customer education. Attendees include:

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

The FSANA conference is designed to provide current industry information that helps flight school owners, operators and managers to better manage and shape their business models for enhanced profitability and growth. The supply chain's presence plays a key role in our success.

The flight training industry is busier today than anytime in the past decade. The need for career pilots is growing each day and many flight schools are seeing increased activity.

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

Jim White	Robert Rockmaker
Chairman, FSANA	President & CEO, FSANA



ENGAGE AS A SPONSOR

We welcome your support at one of the following four levels. All sponsors are entitled to a complimentary exhibit setup space, free registration(s) and more. Sponsors receive all benefits including the annual conference/trade show for a full one-year cycle no matter when their sponsorship starts.

As a sponsor, your organization is recognized as a FSANA Annual Partner which opens the door to many added benefits including brand awareness in both print and electronic media. To learn more, contact Debbie Sparks at 561-767-6826 or debbie@fsana.com.

SPONSOR BENEFITS	VISIONARY	DEVELOPER	BUILDER	LEADER
Sponsorship amount	\$20,000	\$10,000	\$5,000	\$3,000
Conference registrations*	6 ✓	4 ✓	2 ✓	1 ✓
Exhibit setup space	double ✓	✓	✓	✓
Annual Partner status**	✓	✓	✓	✓
FSANA memberships	8 ✓	6 ✓	4 ✓	2 ✓
E-News monthly ad (300x250px box)	12x ✓	6x ✓	4x ✓	2x ✓
Logo and hotlink in E-News monthly	12 mo ✓	12 mo ✓	12 mo ✓	12 mo ✓
Logo and hotlink on FSANA website	12 mo ✓	12 mo ✓	12 mo ✓	12 mo ✓
Logo in conference handout	✓	✓	✓	✓
Logo on select national ad placements	1 yr ✓	1 yr ✓	1 yr ✓	
Opportunity to address attendees	✓	✓		
Webinar promotional support	1 x ✓			
Video link on FSANA website***	✓			

* Includes opening reception, 1 dinner, 2 lunches, coffee breaks, and admission to all professional sessions.

** Your organization is recognized as a FSANA Annual Partner.

*** Your video, approved by FSANA

FOOD & BEVERAGE
EVENT RECOGNITION

No other commitment required. Up for grabs on a first-come basis. Inquire about 50/50 sponsorships. Help support your conference and receive exclusive brand recognition.

Call 610-791-4359 to confirm availability and reserve events prior to submitting payment.

1. Opening Reception	Wed	\$2,000
2. Dinner/Entertainment	Wed	\$5,000
3. Coffee Break	Thu AM	\$2,000
4. Lunch	Thu	\$4,000
5. Coffee Break	Thu PM	\$2,000
6. Coffee Break	Fri AM	\$2,000
7. Lunch	Fri	\$4,000

AN INVITATION TO EXHIBIT

WHAT IT COSTS

Fee covers setup provisions and conference registration for ONE person, which includes reception, 1 dinner, 2 lunches, and coffee breaks. Additional attendee registrations are \$545 p/p.

	Until Dec 19, 2022	after Dec 19
FSANA Member	\$1,695	\$1,995
Nonmember	\$1,895	\$2,195

HAVE YOUR FEE WAIVED

By becoming a Leader Sponsor or higher, you will receive a complimentary exhibit space AND one or more conference registrations. See “Sponsor Benefits” chart on previous page.

SETUP PROVISIONS

- Approx. 8 x 10-ft floor space with 6-ft table, two chairs and waste basket. If a larger area is required, contact FSANA at 610-791-4359.
- Electric (110V) is available for a \$75 fee. For other electrical requirements, contact FSANA.
- Wi-Fi access in exhibit area is \$100; complimentary in guest rooms and public space.
- The exhibit area is directly accessible at lobby level and has a loading dock.

SETUP TIMES

- Wednesday, March 1**
10:00–5:00 Exhibit setup
6:00 Opening reception, dinner, entertainment
- Friday, March 3**
3:30–6:00 Exhibit breakdown

SHIPPING INSTRUCTIONS

Incoming: There is a incoming handling fee of \$10 for boxes up to 50lbs; plus .60 each additional pound over 50lbs. Incoming packages must be labeled as follows:

Rosen Plaza Hotel
9700 International Drive
Orlando, FL 32819
Attn: [name of on-site contact]
Arrival date:

Outgoing: Shipments can be handled by the onsite Ricoh business center. Ricoh charges a fee for each box shipped out.

WHAT PREVIOUS EXHIBITORS ARE SAYING

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

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

“Vashon Aircraft exhibited at the FSANA 2020 Annual Flight School Operators Conference and as a result sold a new Ranger R7 training aircraft. The FSANA Conference put us in front of decision makers who are serious about their businesses and providing their students with the best opportunities to learn to fly.”

– **KURT ROBERTSON, CFI/CFII**
Sales, Customer Experience & Training Manager, **VASHON AIRCRAFT**

Registration form on page 7.

2023 LOCATION



ROSEN PLAZA HOTEL

9700 International Drive
Orlando FL 32819
Main 407-996-9700
Reservations 800-627-8258
www.rosenplaza.com

IMPORTANT: There are several Rosen hotels on International Drive. Be sure to contact the Rosen Plaza.

FSANA is pleased to again host its conference and trade show at the award-winning Rosen Plaza Hotel. The 800-room hotel combines impressive state-of-the-art meeting capabilities with resort-style luxury in a world-class destination just 15 minutes from Orlando International Airport. Located adjacent to Orange County Convention Center and across the street from Pointe Orlando shopping, dining and entertainment complex, Rosen Plaza is at the center of Orlando's famous theme parks and only 15 minutes from downtown Orlando. Rooms feature free WiFi and hard-wired internet, data ports and 32-inch flat screen TVs with in-room movies. Rosen Plaza is home to eight dining/lounging options, a tropical swimming pool, and an on-site RICOH Business Center.

ROOM RESERVATIONS

Reserve by **Monday, February 6** for a special rate of \$189.00 single/double plus tax. Daily resort fee is waived. After that date rates may be higher or rooms may not be available.

Reservations: **800-627-8258**

Group name: **14th Annual Flight School Conference**

Group code: **71203**

HOTEL PARKING

Self parking: \$15/day

Valet parking \$30/day

ROSEN'S RESPONSE TO COVID-19

The Rosen family of hotels is dedicated to the highest standard of cleanliness, safety and well being for guests and associates. Learn what Rosen is doing to keep customers and associates safe at rosenplaza.com.

TRANSPORTATION FROM AIRPORT TO HOTEL

Taxi, Uber, and rental car services are available.

CONTACT US

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

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



Serving the flight training industry since 2009 | fsana.com

MARCH 1-3, 2023 CONFERENCE AND TRADE SHOW SPONSOR AND EXHIBITOR REGISTRATION



INSTRUCTIONS

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

FOR HELP WITH REGISTRATION

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

NEW SPONSORS ONLY— EMAIL YOUR LOGO NOW

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

FOOD & BEVERAGE EVENT RECOGNITION

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7. Lunch	Fri	\$4,000

SPONSOR ATTENDEES

Depending on your sponsor level, you are comped 1 or more attendee registrations. The fee applies to additional attendees beyond your comp limit:

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

EVENT INFO

Event: 14th Annual International
Flight School Operators Conference
and Trade Show
Date: March 1-13, 2023
Location: Rosen Plaza Hotel
9700 International Drive
Orlando FL 32819
Presenter: FSANA

STEP 1: COMPLETE YOUR PROFILE

Check one: Primary contact – attending
Primary contact – not attending
Additional attendee

Name _____
First Last

Title/Position _____

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

Address _____

City _____ State/Province _____

Zip/Postal Code _____ Country _____

Telephone (_____) _____ Fax (_____) _____

Email _____

Product or service _____

STEP 2: CHOOSE YOUR COMMITMENT AND CALCULATE PAYMENT

SPONSOR We are pleased to engage at the following level:

VISIONARY \$20,000 **BUILDER \$5,000**
DEVELOPER \$10,000 **LEADER \$3,000**

Will exhibit [complimentary all levels] Will not exhibit

Sponsorship amount \$ _____

EXHIBIT ONLY [non-sponsor]

FSANA Member: \$1,695 until Dec 19, 2022 ... \$1,995 after Dec 19
Nonmember: \$1,895 until Dec 19, 2022 ... \$2,195 after Dec 19 > \$ _____

Fee covers setup provisions and conference registration for ONE person

Yes, we need: electric hookup [add \$75] exhibit hall Wi-Fi [add \$100] \$ _____

FOOD & BEVERAGE EVENT RECOGNITION Total for all events \$ _____

My event(s) from left are # 1 2 3 4 5 6 7

Yes, I have reserved my event(s) choices by phone (610-791-4359). Required.

ADDITIONAL ATTENDEES # _____ @ \$545/per additional person* \$ _____

*Exhibitors: One attendee registration is included with your exhibitor fee.

Sponsors: One or more complimentary registrations depending on your level.

GRAND TOTAL \$ _____

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

Name as it appears on card _____

Expiration date _____ / _____ Card security code # _____

STEP 3: THREE WAYS TO REGISTER

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

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

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