



**FSANA** SM

**2025**

16TH ANNUAL INTERNATIONAL  
**FLIGHT SCHOOL OPERATORS  
CONFERENCE & TRADE SHOW**

**INVITATION TO EXHIBIT**

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

**WED-FRI  
FEBRUARY 5-7, 2025  
WALT DISNEY WORLD  
LAKE BUENA VISTA,  
FLORIDA**

**FOCUSED ON THE BUSINESS OF FLIGHT TRAINING**

*“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**

## THE BIG PRINT



1. **Exhibit space** is expected to sell out for the 2025 event.
2. All FSANA Annual Partners who intend to exhibit **are required to submit an exhibitor form.**
3. FSANA assigns exhibitor space based on **level of Partnership** and date of registration.
4. Register by 12/20 **save \$400. Woof!**

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## CONFERENCE SOLICITATION POLICY

FSANA does not allow any firm, person, or organization not registered as an exhibitor and/or as an annual “Partner” to solicit business within the trade show area, nor in any public spaces controlled by FSANA except as permitted in the next to last sentence below. For example, except as permitted in the next to last sentence below, no such person may canvass, solicit, hold conferences, or distribute literature or other promotional devices or material including but not limited to business cards, flyers, websites or brochures during the Conference. Registered exhibitors and annual Partners may conduct

customer solicitation activities but only within the Exhibitors’ space. Registered attendees who are not exhibitors or annual Partners may exchange business cards and other business to business communications with paid vendors, exhibitors or with each other but such cards and other communications shall relate only to the business that registered for the Conference and may not include information on any other business or activity in which an attendee participates. Any questions regarding what is or is not permitted under this Policy should be directed to: [info@fsana.com](mailto:info@fsana.com).

Registration form on page 8.



Dear Friends and Supply Chain Associates,

FSANA invites you to participate in our 16th Annual International Flight School Operators Conference and Trade Show at the Walt Disney World Dolphin Hotel in Lake Buena Vista, Florida.

The conference is designed to provide flight school owners, operators, and managers with current industry information that will help them better manage and shape their business models for enhanced safety, profitability, and growth.

**The FSANA Conference and Trade Show has become the One-Stop Supply Chain event for the flight training community.**

The training community appreciates the value that the supply chain brings to the conference and is eager to meet with the supply chain in an environment that maximizes brand awareness and customer education.

Attendees include:

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

This year attendees will have additional time to meet with the supply chain. The exhibit hall will remain open throughout the event except when lunch is being served.

We again offer two Workshops. These popular sessions allow attendees to increase their onsite collaboration with colleagues and suppliers from the flight training industry. **The supply chain is encouraged to participate in both Workshops.** Often times, it is a supply-chain participant who has the solution to a question that arises during a Workshop.

As the flight training industry in America experiences change, attendees will be looking for answers to help them navigate the myriad of new issues they face each day. We are honored to play this vital role in the flight training industry which has gone through many changes since FSANA's inception in 2009.

Please contact us with any questions and we look forward to seeing you in Lake Buena Vista in 2025. Email [info@fsana.com](mailto:info@fsana.com) or call 610-791-4359.

Glen Pace  
Chairman, FSANA

Robert Rockmaker  
President & CEO, FSANA

Registration form on page 8.



## AN INVITATION TO EXHIBIT

With a maximum of 60 spaces available, be aware that exhibit space may max out quickly. Last year there wasn't a single space remaining. Reserve yours ASAP. Due to fire department regulations we do not have the option of placing exhibitors in public areas outside the exhibit hall.

### THE DEAL

Fee covers 10 x 10-ft classic booth and conference registration for ONE person, which includes 2 receptions, 1 dinner, 2 lunches, and coffee breaks. Additional attendee registrations are **\$570** p/p.

If currently you are not a FSANA member, join now to save \$400 off the regular rate.

Exhibit rate until Dec 20, 2024

**Regular \$2,795**  
**FSANA Member \$2,395**

Exhibit rate after Dec 20, 2024

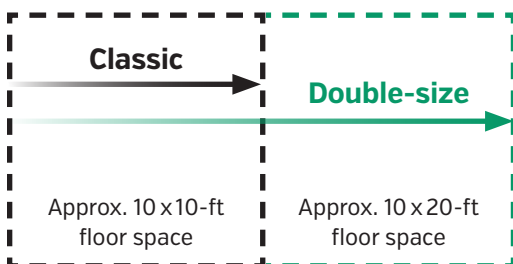
**Regular \$3,195**  
**FSANA Member \$2,795**

### HAVE YOUR FEE WAIVED

Become a FSANA Annual Partner and ignore the exhibit fee altogether. Most of the supply chain elect to become annual FSANA Partners due to the many added benefits that come with the program. See "Partner Benefits" chart at right. For the few extra dollars spent, you receive all these benefits along with helping FSANA meet its goals.

SPECIAL NOTE: All Partner levels include 2 or more FSANA annual memberships.

### CHOOSE A SIZE



**Classic booth included with exhibit fee.**

**Double-size add \$2,100.**

### SETUP PROVISIONS

- 6-ft table, two chairs, and waste basket provided.
- 5-amp electric hookup is available for \$350. Add amount to Exhibitor Registration Form.
- Wi-Fi in exhibit area:  
Contact Xpodigital to arrange for Wi-Fi services at 321-234-5041 or [dolphin@xpodigital.com](mailto:dolphin@xpodigital.com). Visit [fsana.com](http://fsana.com) to view Wi-Fi registration form.
- Encore Global Audio Visual can assist with other equipment including laptops, monitors, and related equipment. Contact Nathan Chiang at [nathan.chiang@encoreglobal.com](mailto:nathan.chiang@encoreglobal.com) or 972-215-6931.
- The exhibit hall is accessible via freight elevator. Please contact the FSANA office (610-791-4359) if you require use of a freight elevator.

### SETUP/TEARDOWN TIMES

#### Wednesday, February 5

3:00–6:00 pm Exhibit setup  
6:00 pm Opening reception, dinner

#### Friday, February 7

11:00 am Exhibit teardown

For inquiries related to the hotel, contact Ms. Adrienne Flecca, event manager, at: [adrienne.flecca@swandolphin.com](mailto:adrienne.flecca@swandolphin.com)

### SHIPPING INSTRUCTIONS

**Incoming:** Shipments should arrive at hotel no sooner than 5 business days prior to guest's arrival. Storage fees may apply for items that arrive more than 5 business days in advance of guest's arrival date. Label incoming packages as follows:

Recipient name (Guest)  
Company name  
Dolphin Hotel  
1500 Epcot Resorts Boulevard  
Lake Buena Vista, FL 32830  
\_\_\_ of \_\_\_ (e.g. 1 of 8)

**Outgoing:** Shipments can be handled onsite by the 11th Hour Business Center at the Dolphin Hotel. For more information, call 407-934-4259.

Registration form on page 8.

# STAND OUT AS A FSANA PARTNER

One of the many benefits of FSANA Annual Partnership is a complimentary exhibition booth at the annual conference and trade show along with free attendee registrations. FSANA Partners receive all benefits below for a full 365-day term no matter when their sponsorship starts.

Becoming a FSANA Annual Partner 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.

We welcome your support at one of the four levels below.

**You do not need to be a FSANA Annual Partner to exhibit, but it pays off.**



PARTNER BENEFITS	VISIONARY	DEVELOPER	BUILDER	LEADER
Support amount	\$25,000	\$12,000	\$6,000	\$4,000
Conference registrations*	6 ✓	4 ✓	2 ✓	1 ✓
Exhibit setup space	double ✓	✓	✓	✓
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 on conference material	✓	✓	✓	✓
Logo on select national ad placements	12 mo ✓	12 mo ✓		
Opportunity to address attendees	✓	✓		
Webinar promotional support	12x ✓	8x ✓	5x ✓	
Video link on FSANA website**	✓			

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

\*\* Your video, approved by FSANA

## EVENT RECOGNITION

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

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

### BRANDING OPPORTUNITIES

1. Name badge lanyards	\$2,000
2. Attendee bags	\$2,000
3. Water sponsorship	\$3,000

### FOOD & BEVERAGE SPONSORSHIP

4. Opening Reception	Wed	*
5. Dinner	Wed	\$8,000
6. AM Break	Thu	\$2,000
7. Lunch	Thu	\$5,000
8. PM Break	Thu	\$2,000
9. Second Reception	Thu	*
10. AM Break	Fri	\$2,000
11. Lunch	Fri	\$5,000

\*Reception Sponsorship includes a special bar token promotion. Call 610-791-4359 for details.

Registration form on page 8.



## EVENT LOCATION

### WALT DISNEY WORLD DOLPHIN HOTEL

1500 Epcot Resorts Boulevard  
Lake Buena Vista, FL 32803  
[www.swandolphin.com](http://www.swandolphin.com)

FSANA is excited to host its 2025 conference event at Walt Disney World Dolphin Hotel, one of two hotels that make up the Disney resort complex situated between EPCOT and Disney's Hollywood Studios, and nearby Disney's Animal Kingdom Theme Park and Magic Kingdom Park.

From coral and turquoise facades crowned with multi-story statues to expansive murals, the Dolphin, designed by internationally acclaimed architect, the late Michael Graves, has been described as a colossal work of art. Water is everywhere, cascading nine stories down a clamshell fountain and rushing across rock-faced grottos in the star-lit foyer.

- 23 world-class restaurants and lounges
- Complimentary and continuous transportation to Walt Disney World theme parks and attractions, including water taxis to EPCOT and Disney's Hollywood Studios
- Walking distance to Disney's BoardWalk entertainment district featuring unique shops, restaurants, and clubs
- Adjacent to Disney's Fantasia Gardens and Fairways Miniature Golf
- 6 swimming pools, white sand beach, 3 health clubs, Mandara Spa, jogging trails

### ROOM RESERVATIONS

Book by Monday, January 6, 2025, for a special rate of \$280 single/double plus fees and taxes. After January 6, 2025, rates may be higher and/or rooms may not be available.

Resort guests enjoy extended evening hours on select evenings in select theme parks.

Book online:

<https://swandolphin.com/groupres/FS2543/>

Book by phone: **800-227-1500** M-Fri 8am-11pm and Sat-Sun 8:30am-7pm

Group name: **FSANA Conference**  
Group code: **FS2543**

### HOTEL PARKING

Paid self parking and valet parking is available.

### TRANSPORTATION FROM AIRPORT TO HOTEL

AIRPORT: Orlando International Airport (MCO)

Taxi, Uber and rental car services are available.

### SPECIALY-PRICED WALT DISNEY WORLD® THEME PARK TICKETS

To purchase specially-priced Walt Disney World® Meeting/Convention Theme Park tickets, [click here](#) or call 407-566-5600 and provide group code **G0847410**. Tickets are valid 7 days before, during, and 7 days after the meeting dates.

Registration form on page 8.

## CONTACT US

by phone: 610-791-4359 | by email: [info@fsana.com](mailto: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](http://fsana.com).



Serving the flight training industry since 2009 | [fsana.com](http://fsana.com)

2025 EXHIBITOR REGISTRATION FORM



Date: February 5-7, 2025  
 Location: Walt Disney World Dolphin Hotel  
 1500 Epcot Resorts Boulevard  
 Lake Buena Vista, FL 32803  
 Presenter: FSANA

**STEP 1: COMPLETE YOUR PROFILE**

Check one: Primary contact: Attending  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 \_\_\_\_\_

**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 ANNUAL PARTNERS 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.

**EVENT RECOGNITION**

No other commitment required. Up for grabs on a first-come basis. Inquire about 50/50 sponsorships. Call 610-791-4359 to confirm availability and reserve functions prior to submitting payment.

1. Name badge lanyards	\$2,000
2. Attendee bags	\$2,000
3. Water sponsorship	\$3,000
4. Opening Reception	Wed *
5. Dinner	Wed \$8,000
6. AM Break	Thu \$2,000
7. Lunch	Thu \$5,000
8. PM Break	Thu \$2,000
9. Second Reception	Thu *
10. AM Break	Fri \$2,000
11. Lunch	Fri \$5,000



**STEP 2: CHOOSE YOUR COMMITMENT AND CALCULATE PAYMENT**

**PARTNER** We are pleased to become a FSANA Partner or renew at the following level:

- VISIONARY \$25,000**
- BUILDER \$6,000**
- DEVELOPER \$12,000**
- LEADER \$4,000**
- Will exhibit (complimentary all levels)
- Will not exhibit

Partner amount (Current paid-up Annual Partners, put "0") ..... \$ \_\_\_\_\_

**EXHIBIT** Fee covers classic-size booth and conference registration for ONE person

**Regular:** \$2,795 until Dec 20, 2024 ... \$3,195 after Dec 20 > \$ \_\_\_\_\_  
**FSANA Member:** \$2,395 until Dec 20, 2024 ... \$2,795 after Dec 20 > \$ \_\_\_\_\_  
**FSANA Annual Partner:** \$0 for current FSANA Annual Partner

- Double our booth size (add \$2,100) ..... \$ \_\_\_\_\_
- Yes, we require electric hookup (add \$350) ..... \$ \_\_\_\_\_

**EVENT RECOGNITION** Total for all elections ..... \$ \_\_\_\_\_

My election(s) from list at left are #

- 1  2  3  4  5  6  7  8  9  10  11

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

**ADDITIONAL ATTENDEES** # \_\_\_\_\_ @ \$570 /per additional person\* ..... \$ \_\_\_\_\_

\***Exhibitor:** One attendee registration is included with your exhibit fee.

**Partner:** See info at lower-left.

**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**

**PARTNER ATTENDEES**

Depending on your Partner level, you are comped one 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