FSANA Partners Program

2026

FSANA SM

www.fsana.com

FSANA Partners Program

CHOOSING FSANA

The Flight School Association of North America (FSANA) is an international trade association that represents the interests of flight training providers.
Our members are motivated and successful business operators who provide flight training in the United States and foreign countries.

Part of FSANA's mission is providing a motivational platform for anyone interested in the exciting world of flight and aerospace.

FSANA relies on membership and supporting partner revenues in order to operate and carry out its mission. Your organization is encouraged to support FSANA in its achievements by becoming an annual partner. FSANA Partners receive year-round brand exposure in both print and electronic platforms in multiple channels along with a host of other benefits.

FSANA Partners Program

WHY WE MATTER

The Flight School Association of North America (FSANA) invites you to support the association and its mission to:

- Support, promote and advocate for the business of flight training;
- Provide knowledge, programs and services that help its members thrive and better serve their customers and communities;
- Foster best business practices;
- Educate and inspire youth;
- Increase the global pilot population;
- Improve general aviation safety; and
- Work in alliance with the aviation and aerospace industry.

Our sight is on increasing the pilot population by engaging passion-driven people at an early age. FSANA believes that the future of aviation and aerospace is with our young citizens and is dedicated to bringing unique youth-oriented programs to your community in cooperation with local flight schools and member organizations. FSANA knows future pilots come in all ages so we have also created avenues like our AeroSolo program to connect with everyone.

FSANA Partners Program

OUR PRIDE AND JOY

SIGNATURE AERO PROGRAMS FOR EVERYONE

AeroCamp is a day camp program for ages 12-18 run by FSANA-member schools during summer and off-season months. Campers are introduced to the dynamics of flight and aircraft and careers in aviation. At no point are campers required to fly.

A learning adventure for young people

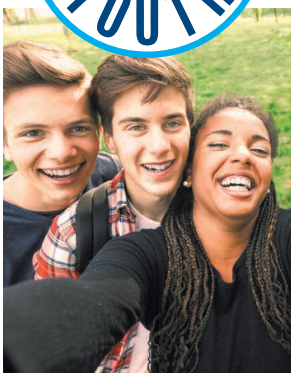
AeroChapters gives a large youth population ages 13-18 the chance to explore the diverse aviation and aerospace industry in organized social chapters. Each local chapter is hosted by a FSANA member.

A learning community for young aviation enthusiasts coast to coast

AeroSolo targets all ages, guiding non-pilots from their first flight lesson to the solo phase of flight training. The program includes motivating marketing tools to help flight schools appeal to a broad demographic.

A learning experience for all ages

FSANA Youth is a nationwide community of young people with a passion for aviation and aerospace who have joined the FSANA revolution. Anyone age 7-21 can belong. Why do young people join? One, they have a passion for aviation. Two, membership is an insider's edge to the flying experience and the business of aviation and aerospace.



Changing the face of aviation

FSANA Partners Program

PARTNER BRANDING

…THROUGH FSANA OUTREACH

FSANA is committed to creating value for both our members and our supporting partners. Partner brands can be seen across an array of promotional media.

FSANA programs offer partners the following opportunities:

- Increased levels of general aviation awareness
- Non aviation-oriented people are targeted
- Brand exposure outside standard aviation channels
- Opportunities to partner with non-aerospace businesses
- Brand exposure via print and electronic formats

…THROUGH MEDIA COMMUNICATIONS

Supporting Partners receive year-round brand exposure in both direct print and electronic communications through both aviation and non-aviation channels.

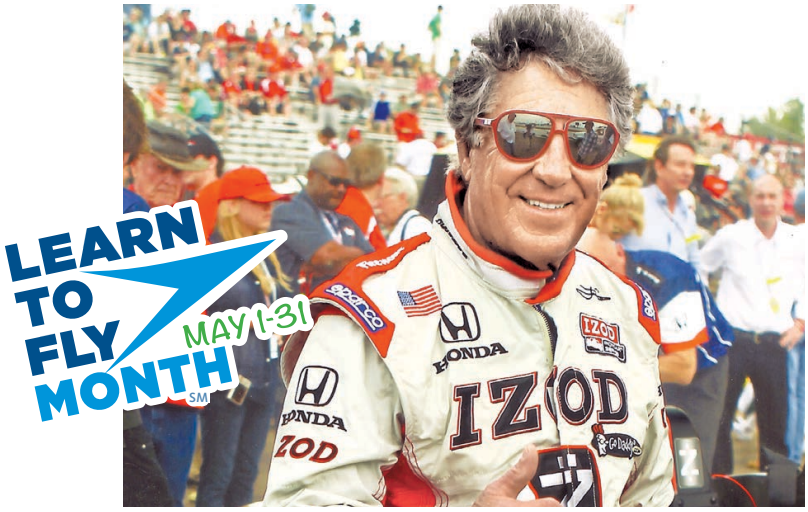
- Annual international conference and trade show marketing and on-site exposure
- Flight Training News monthly e-newsletter
- FSANA website
- Various consumer-focused publications and outlets

FSANA Partners Program

...THROUGH

"LEARN TO FLY MONTH" ANNUAL PUBLIC INITIATIVE

FSANA Partners help support **Learn to Fly Month**, an annual campaign promoting aviation events at flight schools during the entire month of May. FSANA expects this exciting initiative to reach international proportions as more and more flight schools jump on board. As it takes hold, we see public response creating a "Black Friday" effect on the entire flight training industry.



Mario Andretti, world-renowned racing legend (pictured), has been active as Learn to Fly Month Honorary Chair since its launch in May 2017.

- This annual initiative offers FSANA Partners additional brand exposure possibilities on a national and global scale.
- The largest national/international campaign FSANA has ever launched
- Aimed at the general public and all ages
- FSANA Builder Partners and above are given logo recognition in select national promotions
- Momentum built annually

FSANA Partners Program

VISIONARY	DEVELOPER	BUILDER	LEADER
$25,000	$12,000	$6,000	$4,000

The above dollar amounts are based on a partner's annual investment.

Benefits subject to change.

ANNUAL BENEFITS	VISIONARY	DEVELOPER	BUILDER	LEADER
FSANA memberships	8 ✓	6 ✓	4 ✓	2 ✓
Logo and hot link on FSANA website	12 mo ✓	12 mo ✓	12 mo ✓	12 mo ✓
Video link on FSANA website (your video, approved by FSANA)	✓			
E-News monthly ad (300 x 250 px box size)	12 x ✓	6 x ✓	4 x ✓	2 x
Logo and hot link in E-News monthly	12 mo ✓	12 mo ✓	12 mo ✓	12 mo ✓
Webinar promotional support	9 x ✓	6 x ✓	3 x ✓	
(NEW) AeroSpotlight email blasts	3 x ✓	2 x ✓	1 x ✓	

ANNUAL INTERNATIONAL CONFERENCE & TRADE SHOW BENEFITS				
Conference registrations	6 ✓	4 ✓	2 ✓	1 ✓
Exhibit setup space	double ✓	✓	✓	✓
Opportunity to address attendees on select topics	✓	✓		
Logo on conference material	✓	✓	✓	✓

FIND YOUR LEVEL

FSANA looks forward to building long-term friendships with our supporting partners. The chart above provides a snapshot of the various opportunities that can create added value and increased return on investment. VISIONARY, DEVELOPER, BUILDER, LEADER—Please choose a level that fits, and partner with FSANA today.

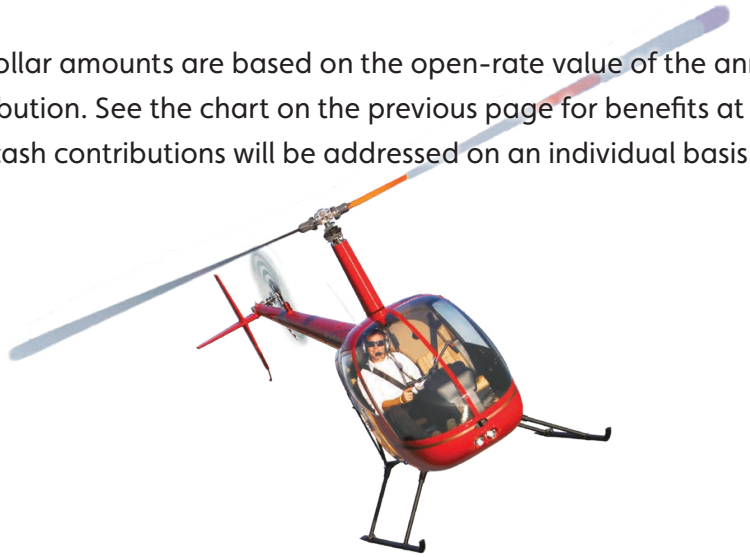
FSANA Partners Program

Media Partners

From one year to the next, FSANA relies on the generosity of our Media Partners for complimentary ad space to announce our events and programs. We are pleased to extend the SAME set of benefits to Media Partners as we do to cash contributors.

VISIONARY	DEVELOPER	BUILDER	LEADER
$100,000	$50,000	$25,000	$15,000

The above dollar amounts are based on the open-rate value of the annual media contribution. See the chart on the previous page for benefits at each level. Split media/cash contributions will be addressed on an individual basis.



FSANA Partners Program

Beyond Visionary

Beyond our Visionary partner level, we offer a number of TITLESHIP opportunities that give each TITLE PARTNER exclusive branding rights to one of FSANA's signature programs.

FSANA Partners Program

TITLE PARTNER

EXCLUSIVE RIGHTS

Our Title Partner program offers a select few businesses the opportunity to become the exclusive official sponsor of one of FSANA's signature programs. This is a golden opportunity for non-aviation organizations to identity with the exciting aviation and aerospace industry.

The above signature programs are available for Title Partner consideration. Your involvement will allow us to take these programs to new levels. Parties enter a 1 to 3-year renewable commitment.

Their prime status gives Title Partners all the branding opportunities and benefits of other FSANA Partners plus:

- 1 to 3-year title alignment with one FSANA aero program
- Expanded youth demographics through focused programming
- Increase in annual and conference benefits

FSANA Partners Program

TITLE PARTNER
SUMMARY OF BENEFITS

FSANA is committed to creating value for each Title Partner. As a Title Partner you can look forward to the following benefits throughout your engagement.

Benefits subject to change.

EXCLUSIVE TITLE RIGHTS

1 to 3-year title alignment with one FSANA Aero program	✓

ANNUAL BENEFITS

FSANA memberships	24 ✓
Logo and hot link on FSANA website (prime placement)	✓
Video link on FSANA website (your video, approved by FSANA)	✓
E-News Monthly ad (300 x 250 px box size)	12 x ✓
Logo and hot link in E-News Monthly	✓
Logo on materials at FSANA seminars and events	✓
Webinar promotional support	24 x ✓
(NEW) AeroSpotlight email blasts	12 x ✓

ANNUAL INTERNATIONAL CONFERENCE & TRADE SHOW

Conference registrations	10 ✓
Exhibit setup space (up to 4 spaces wide)	✓
Opportunity to address attendees on select topics	✓
Logo on conference material	✓

The benefits do not end here. Benefits accrue as FSANA programs continue to mature through the commitment of our partners.

FSANA Partners Program

TO LEARN MORE

contact Debbie Sparks, vice president, at debbie@fsana.com or 561-767-6826

FSANA

SERVING THE FLIGHT TRAINING INDUSTRY℠

www.fsana.com

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FSANA℠

Serving the Flight Training Industry℠

Flight School Association of North America
3111 Arcadia Avenue, Allentown PA 18103
610-791-4359 info@fsana.com fsana.com

APPLICATION FOR FSANA ANNUAL PARTNERSHIP

Thank you for your Annual Partnership which supports the FSANA mission. With your investment, we can continue to help flight schools, all the while building the pilot population and strengthening the aerospace industry. We look forward to having a long-term friendship.

Today's date _____ / _____ / _____

First name _____ Last name _____

Title/position _____

Name of business _____

Address _____

Address line 2 _____

City _____

State _____ Zip _____

☐ USA Other _____

Business phone (_____) _____

Fax (_____) _____

Email _____

Website _____

COMMITTEE PARTICIPATION

If you are interested in serving on one or more committees, please check all those that apply:

- ☐ Accreditation
- ☐ Airman Practical Testing
- ☐ Annual Conference
- ☐ Career Pilot
- ☐ DPE Symposium
- ☐ Legislative Affairs
- ☐ Marketing/Public Relations
- ☐ Membership
- ☐ Programs
- ☐ Safety
- ☐ Training Aircraft
- ☐ Wellness

Annual Partnership includes membership in FSANA. Please complete your membership on our website upon receiving the priority link by email from the FSANA office. Once registered, you can log in to add additional members from your organization. Be sure to check off all product and/or service categories that you can supply to the industry.

PARTNER LEVEL

- ☐ VISIONARY—$25,000
- ☐ DEVELOPER—$12,000
- ☐ BUILDER—$6,000
- ☐ LEADER—$4,000
- ☐ TITLE PARTNER—Dollar amount as determined

MEDIA PARTNERS ONLY—Dollar amounts are based on the open-rate value of the annual media contribution.

- ☐ VISIONARY—$100,000
- ☐ BUILDER—$25,000
- ☐ DEVELOPER—$50,000
- ☐ LEADER—$15,000

Your Annual Partnership begins on the date that your application is received and continues for 365 days.

PAYMENT

Amount of payment ..... $ _____

- ☐ Please acknowledge receipt of my payment with printed invoice.
- ☐ Check enclosed payable in U.S. dollars to: **FSANA**
- ☐ Please bill my credit card

VISA MasterCard AMERICAN EXPRESS

CC#|_|_|_|_|-|_|_|_|_|-|_|_|_|_|-|_|_|_|_|

Expiration date _____ / _____ Card security code # _____

Name as it appears on card

EMAIL saved or scanned application to: info@fsana.com
or **FAX** application to: 610-797-8238
or **MAIL** application and remittance to: FSANA
3111 Arcadia Ave
Allentown PA 18103

OFFICE USE ONLY

❍ CRM

Payment date_____

Check #_____

❍ AMX
❍ MC
❍ VISA