

**BUSINESS AVIATION**

 **NBAA**

# INSIDER

THE OFFICIAL MAGAZINE OF NBAA

2022-2023

**STUDENT EDITION**

## ***CEILING UNLIMITED***

**PG 12** Anticipation and Preparation Will Help You Overcome Career Challenges

**4TH ANNUAL STUDENT EDITION**

**ADAPTABLE & DETAIL-ORIENTED?**  
Aircraft Scheduling May Be for You  
**PG 14**

**UNMANNED AIRCRAFT FLY HIGH**  
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# DUNCAN AVIATION INTERNSHIP LEADS TO CAREER

“We have a huge role in this company, performing necessary maintenance on aircraft.”

**Hunter Borah, Airframe Technician II**



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The cover photo shows an eager student assembling an unmanned aircraft system (drone).

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To learn more about business aviation careers, visit NBAA's student resources at [nbaa.org/students](http://nbaa.org/students). Students enrolled in high school, college or vocational programs are encouraged to join as an NBAA Professional member for the student rate of \$35. Join NBAA today at [nbaa.org/join](http://nbaa.org/join).



# WELCOME MESSAGE

## Setting Yourself Up for Success!



**JO DAMATO, CAM**  
NBAA Sr. Vice President, Education,  
Training & Workforce Development

A question I ask myself at the start of every new goal is “What will success look like?” I like to start at the end and then work backwards to create a plan for success. This enables me to visualize the big picture so I can create a strategy, then break down what might be an intimidating goal into smaller and more achievable tactical goals.

For example, you might have a goal to earn your private pilot’s certificate during your senior year of high school. That’s a great goal, but one that may impact other big priorities, such as sports or club participation, student leadership responsibilities, applying to colleges, balancing a part-time job, and keeping up academically to graduate.

If in October 2022 your goal is to earn that pilot certificate by August 2023, then you have about 10 months to succeed. Smaller, more achievable steps might include:

1. Applying for your student pilot certificate when you begin flight training

### While your goals are your own, in aviation you are never alone!

2. Studying for the written exam
3. Making your first solo flight and celebrating it since it’s a big deal!
4. Passing the written exam
5. Completing the minimum flight requirements to take the check ride
6. Studying for the oral exam
7. Doing a mock check ride with another flight instructor
8. Passing your private pilot certificate oral and flight test
9. Celebrating again (You did it!)

This process can work for any goal you set. Remember, however, that you only need to focus on being the best version of yourself. While competition can be healthy, your goals are your own, and your success will come in its own time though patience and persistence, versus trying to be the first or fastest to finish.

While your goals are your own, in aviation you are never alone! A key to your success will be having a support network to cheer for you and keep you accountable. Aviation is a small, friendly community that has no shortage of passion and enthusiasm. Aviation people want to be a part of your success to spread their love and joy for aviation. And one day you’ll be ready to do the same for someone else!

In this issue of Business Aviation Insider’s Student Edition, you’ll read about young people creating their own successful and unique career paths in business aviation. I hope you feel inspired to do the same! ✨

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## NBAA FLIGHT PLAN

Listen to weekly podcasts about business aviation

Whether you need operational and air traffic guidance to assist your flight planning, or have an interest in emerging industry trends and technologies in business aviation, NBAA Flight Plan helps you prepare for what’s next. Subscribe to NBAA Flight Plan on Apple Podcasts, Google Podcasts or Spotify, or listen to past reports going to the link below.

[nbaa.org/flightplan](https://nbaa.org/flightplan)



## CONSIDERING A CAREER IN AVIATION? Get the Edge at NBAA's Career Center

If you're considering a career in aviation, NBAA has everything you need to make your resume stand out, ace the interview, advance your career, and navigate the digital world through social media and digital communication.

Visit NBAA's Career Center for help with the following and more:

- Resume writing
- Resume review by experts
- Interview preparation
- Networking in person and on social media

[jobs.nbaa.org/career-resources](https://jobs.nbaa.org/career-resources)

# FLIGHT BAG



## SCHOLARSHIPS

The NBAA Charities scholarship program offers nearly \$100,000 annually in cash awards as tuition reimbursement for enrolled students.

At least six such scholarships are offered annually – see which one works best for you.

[nbaa.org/scholarships](http://nbaa.org/scholarships)



## CAREER CENTER

Get help with resume writing and interview preparation, as well as feedback on resume drafts and networking tips, at NBAA's Career Center.

[jobs.nbaa.org/career-resources](http://jobs.nbaa.org/career-resources)

## WHERE TO CONNECT

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[youtube.com/NBAAvideo](https://youtube.com/NBAAvideo)

PHOTO © MORGAN ANDERSON PHOTOGRAPHY



## Why Choose Business Aviation?

Business aviation needs talented young people like you. Here are just a few of the reasons you should consider a career in this industry:

- Wide variety of roles within a flight department – including directors of aviation, pilots, maintenance managers, safety managers, schedulers, dispatchers, flight attendants and flight technicians – as well as many other positions from marketing and sales to FBO management.
- Outstanding diversity in aircraft, missions, schedules and clients.

- Great prospects for jobs and career advancement with excellent mentoring, internship and networking opportunities available nationwide.

NBAA is a resource for students like you who are interested in aviation careers. Students enrolled in high school, college or vocational programs are encouraged to join as an NBAA Professional member for the special student rate of \$35. Join NBAA today!

[nbaa.org/join](http://nbaa.org/join)

## 6 Tips for Starting Your Aviation Journey

If you're a high school or college student who loves aviation and flying, but you don't know how to begin creating your aviation career path, here are some tips to help you get started:

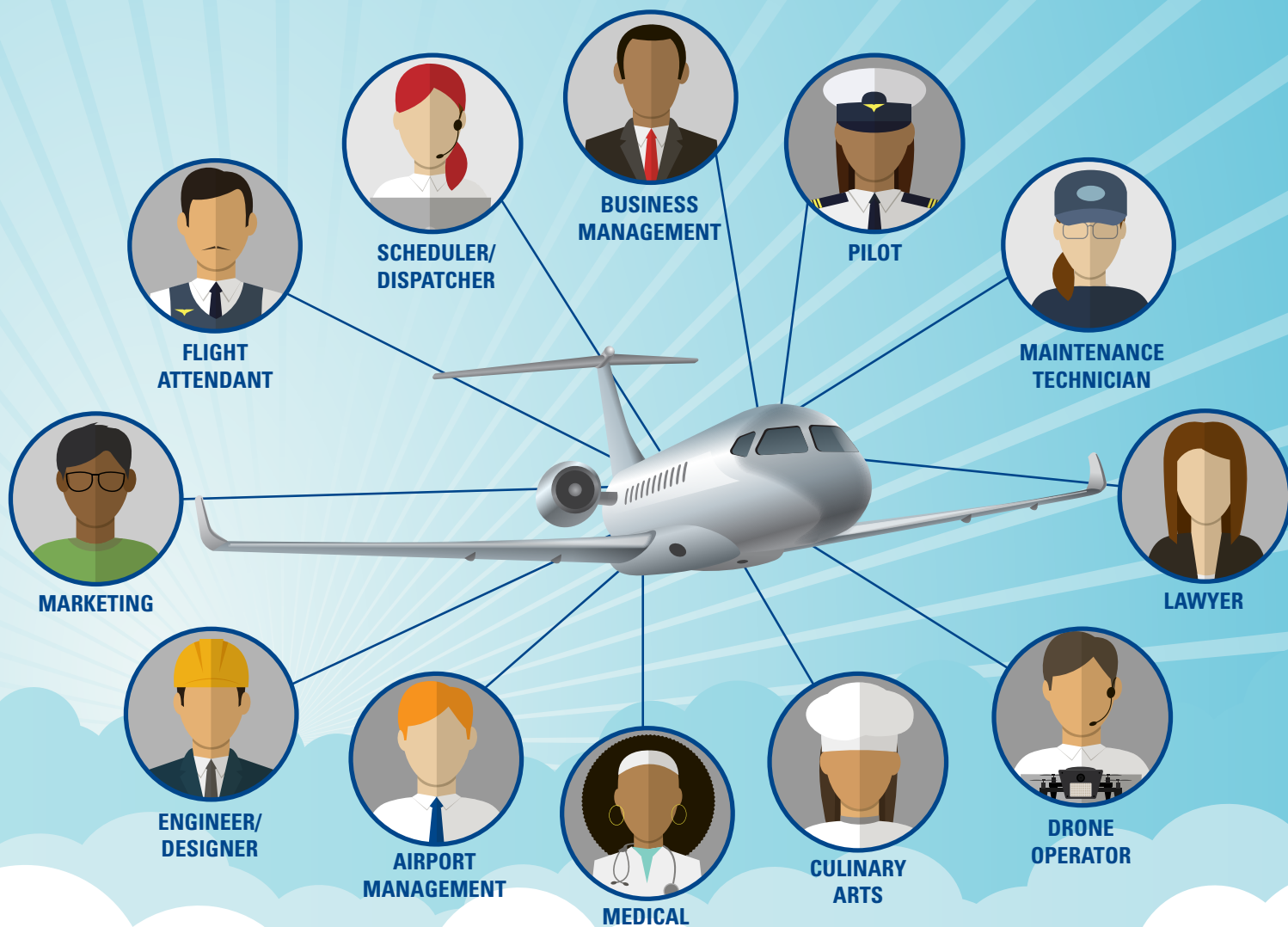
1. **Evaluate yourself.** List your strengths so you can figure out what drives you and what you're passionate about.
2. **Stay informed.** Research and stay updated on aviation news – you never know when something will catch your eye.
3. **Attend aviation events.** Visit local airport fly-ins, museum exhibitions, job fairs and other public events, and consider attending aviation summer camps.
4. **Network.** Reach out to people in the industry to talk with them and build connections. You can network even as a high-schooler or college undergraduate.

5. **Tour, tour, tour.** If you're considering colleges and tech schools, try to visit every school you're interested in and talk to the students there – not just the guides, but anyone you pass by! Get multiple perspectives and attend campus events.
6. **Don't limit yourself!** You can continue to change your mind and redirect your path at any time, even if you don't know what you want yet. Don't stick with a major or career path you hate! Stay positive, continue to educate yourself and explore options.



## For Aviation Jobs, the Sky Is Just the Beginning!

As a student, you have plenty of options for your career path – including the outstanding diversity of roles, aircraft and missions found within the business aviation industry. Here are just a few of the exciting job opportunities in business aviation:



### Fast Facts About Aircraft Maintenance Technicians



**\$65,380** The median annual wage for aircraft mechanics and service technicians in May 2021.

**13,100** openings for aircraft and avionics technicians are forecast each year through 2031.

SOURCE: U.S. BUREAU OF LABOR STATISTICS



**41,000**

new business aircraft pilots will be needed to offset attrition and retirements over the next 10 years.

SOURCE: CAE'S AIRLINE AND BUSINESS JET PILOT DEMAND OUTLOOK (2020)

# IN THEIR OWN WORDS

## Why I Love Business Aviation

Six young professionals explain why they enjoy working in the industry.



**SYED ALI**  
Director of Maintenance  
Part 145, Jet Aviation

“ I love the rush of going out on a call and not knowing what to expect. I’ve never had a dull moment in my career. ”



**ANDREW CHAN**  
Chief Operating Officer  
Right Rudder Aviation

“ One of the best parts of this industry is the impact we have on the community and team members. ”



**BRANDI DRAIN**  
Lead Cabin Attendant  
Clay Lacy Aviation

“ My ability to be of service to my company’s clients and employees is what I find most rewarding about my career. ”



**ROBERT JOHNSON**  
Sr. Customer Service Manager  
Textron Aviation

“ My most important objective is for customers to leave safely and have an experience they’ll remember forever. ”



**KELLIE N. ROBY**  
CAM, Midwest Regional Sales  
Polaris Aero LLC

“ The most rewarding part of my job is connecting people to share information, especially safety-related data, for the greater good of the industry. ”



**MEGAN VOLPE**  
Captain  
Solairus Aviation

“ Business aviation is inspirational, and not just for people in the industry, but for anyone thinking about taking a leap and trying to realize a dream. ”



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## YOPRO QUARTERLY NEWSLETTER

### Join Our Mailing List

NBAA's Young Professionals in Business Aviation (YoPro) is a group dedicated to building relationships between emerging leaders across the business aviation industry. With expertise in areas such as marketing, professional development and community outreach, YoPro members work to connect young professionals while also increasing public awareness of new initiatives in this vibrant and growing industry.

[nbaa.org/yopro/mail](https://nbaa.org/yopro/mail)

# The Power of Mentoring

*Being able to talk to an industry professional can help students launch their careers.*



**F**or Grace Kane, NBAA's Mentoring Network created a valuable and lasting support system that will continue to grow as she builds a long and lasting career in business aviation.

Kane is a keen observer of the aviation industry and was drawn to business aviation, in part, because of that sector's camaraderie and family spirit. Her love of flying also led the Michigan native to St. Louis University, where she graduated this year with a Bachelor of Science in aeronautics.

"The faculty and flight instructors at St. Louis University were amazing and tremendously supportive, but I struggled with a lack of engagement in the business aviation community because the environment was so focused on the airlines.

"That all changed when I joined the NBAA Mentoring Network in 2021 and met Mike Thomas, chief pilot at Stryker Corp.," Kane explained. From their first phone call, Thomas provided Kane with valuable insights into her chosen career.

"When I was introduced to Mike, he had just attended the NBAA Leadership Conference, and right away we were talking about what he had learned there," explained Kane. "Our calls were always insightful, and Mike made a clear connection between what he was doing in his career and what I was doing in my education and flight training, so that I could see value in my present goals," she added.

Thomas's mentoring also strengthened Kane's commitment to business aviation.

"Our calls left me eager to continue learning about the industry," said Kane. "Mike's support and mentorship also gave me the confidence to believe that I'm capable of doing anything I set my mind to, and he enabled me to see my potential."

Now a first officer at Masco Corp. in Michigan, Kane still connects with Thomas every two weeks.

"The relationship we built continues to grow. Mike has so much knowledge and insight into business aviation, and I can offer him a fresh perspective on how pilots are being educated and trained," said Kane. "It really is a collaboration and truly represents the community spirit that drew me to this wonderful industry in the first place." ❖

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Review NBAA's student resources at [nbaa.org/students](https://nbaa.org/students).

**Grace Kane** recently graduated from St. Louis University with a Bachelor of Science in aeronautics and now is a first officer flying for Masco Corp. in her native Michigan.

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## CONSIDER A CAREER IN BUSINESS AVIATION

As a student interested in aviation, you have plenty of options for your career path – including business aviation. Find out more about the aviation segment offering the greatest diversity of roles, aircraft and missions, as well as outstanding mentoring and networking opportunities.

[nbaa.org/students](https://nbaa.org/students)

# Is the Sky the Limit, or Just the Beginning?

*It's not easy to become a pilot, but anticipating and dealing with the inevitable challenges will help.*

By Cian Greer, NBAA intern, summer 2022

**G**rowing up, I was not aware that it was possible to pursue flying as a career. It was not until sitting in a high school assembly that I became aware of this possibility. Our guest speaker, a former member of the U.S. Navy's Blue Angels aerobatic team, spoke about his experience as a pilot and how the sky is the limit when it comes to aviation careers. At that moment, I knew that I wanted to pursue a career in aviation.

However, the path to becoming a pilot is not easy. You need to overcome several obstacles, from taking the steps necessary to obtain a medical certificate (and keep it), to being flexible in finding time to fly.

As a pilot in an accelerated Part 141 program, one of the challenges I face is being a full-time student but needing to allocate time to complete my certificates. For me, it has been essential to maintain a schedule, yet remain flexible. There have been many days when the pressure of "get-there-itis" has caused me to take a step back and evaluate the situation. It's always better to be on the ground wishing you were in the air, than in the air wishing you were on the ground.

## MENTAL AND EMOTIONAL CHALLENGES

Arguably, the hardest part of becoming a pilot is overcoming fears and learning to be comfortable with what might be uncomfortable.

When working on my private pilot certificate, my biggest fear was doing stalls and landings. The first time my instructor demonstrated a power-on stall, I felt as if the airplane was falling uncontrollably from the sky. (Thankfully, it was not.)

During the next few flight lessons, I learned more about myself, including that my fears had actually blocked me from successfully executing the maneuvers. The way I learned to combat these fears was to get back in the aircraft and practice until I felt comfortable doing the maneuver. I've found that 99% of the time, the biggest obstacle to my success was me.



## SETTING EXPECTATIONS

When you start flight training, you must recognize that you will not be able to hop in an aircraft on your first lesson and be able to master every maneuver. (Trust me, many have tried!) As you go through your training, you will learn how to break down every phase of flight in a way that you will be able to understand and master.

Another thing you will learn during training is that although the average person does not want to fail, failing clears a path for growth. The biggest thing that will help you become a good pilot is experiencing a setback and then taking the time to learn and grow from it. These trials and tribulations may be hard to accept, but once you overcome them, you will become a better pilot.

Perhaps the biggest lesson you will learn as a pilot in training is to how to deal with emergencies. You will learn quickly that you must aviate, navigate and communicate (in that order). When facing a challenge in flight, you must first fly the airplane. The next step is to navigate and find ways to overcome the situation. The last step is to communicate. You should never allow your ego to prevent you from asking for help. ✨

Review NBAA's student resources at [nbaa.org/students](https://nbaa.org/students).



**Cian Greer** is a Middle Tennessee State University student and commercial pilot who is pursuing a Bachelor of Science in aerospace. She served as an intern at NBAA during the summer of 2022.

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## NBAA YOPRO COUNCIL

### Join NBAA Young Professionals Council

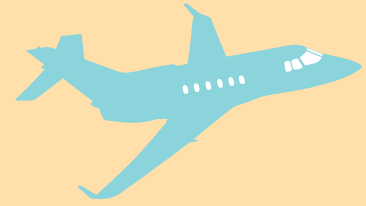
NBAA's Young Professionals in Business Aviation (YoPro) is a group dedicated to building relationships between emerging leaders across the business aviation industry. With expertise in areas such as marketing, professional development and community outreach, YoPro members work to connect young professionals while also increasing public awareness of new initiatives in this vibrant and growing industry.

[nbaa.org/yopro/join](https://nbaa.org/yopro/join)

# A Day in the Life of a

# Scheduler





It's not a job for the faint of heart, or for those who typically like to work 9 to 5 and leave work behind when they step out of the office. Schedulers are a crucial component to the success of any business aviation operation, so they must handle a lot of responsibilities and pressure, often outside of normal business hours.

Significant logistical planning is necessary for the safe and efficient operation of business aircraft. In addition to scheduling flights, a scheduler often must arrange passenger ground transportation, lodging, meals, entertainment and more for the passengers, sometimes including upper management and their family members.

Then there are the regulatory requirements, weather considerations and air traffic control variables that schedulers must deal with. Often travel plans change, and schedulers must sometimes revamp entire itineraries. For international travel, those issues become even more complex.

Clearly, those who coordinate business aircraft travel schedules must have a skill set that enables them to handle many trip details, manage travel effectively and adapt as needed.

## MEASURING SUCCESS

Success as a business aviation scheduler – sometimes referred to as a “flight coordinator” or “trip specialist” – requires an understanding of business aviation and an ability to juggle numerous tasks while staying organized.

“It takes a level of crazy and [requires] being able to stay calm in an emergency,” said Abbie Fox, flight scheduler for the Indianapolis Colts National Football League team, who worked as a 911 dispatcher before becoming a business aviation scheduler about seven years ago. When she answers her phone, she is often tempted to say, “State the nature of your emergency.”

Ashley Daniel, who works as a scheduler for a Fortune 100 company in New England, said, “You definitely have to have a passion for aviation and enjoy speaking to everyone. You are going to be speaking to...other schedulers, people at the airport, FBOs, ground service personnel and others.”

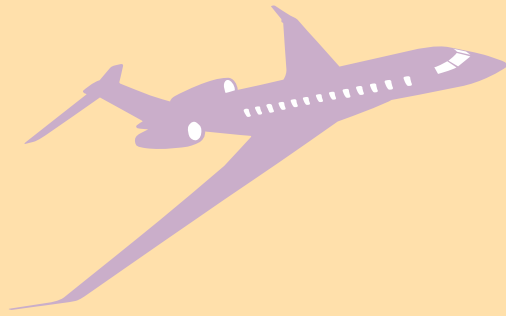
Perhaps the most important trait required to be a successful scheduler, say the pros, is being very detail oriented. “You are going to be working with multiple parties, organizing multiple people, aircraft, ground transportation and more,” explained Daniel.



**“You are going to be working with multiple parties, organizing multiple people, aircraft, ground transportation and more.”**

**ASHLEY DANIEL**

*Scheduler for a Fortune 100 company  
in New England*



**“Every day changes. That’s one thing I love about this job: No two days are ever the same.”**

**LORI MINCEK**

*Scheduler for an Ohio-based company*

### **HECTIC YET REWARDING**

Given the hectic nature of the job and the fact that schedulers often are on-call 24/7/365, why would anyone consider the profession? The schedulers we talked to all agreed that they love the pace and the fact that every day is different.

“It’s not what I ever thought I’d be doing, but now that I’m here, I love it,” said Fox, who worked as a scheduler for another Midwestern flight department before joining the Colts about a year ago. “They (Colts) never had a scheduler until they hired me. Now they’re wondering how they did it without me.”

The Colts operate three business aircraft. “We don’t fly a lot of the players, but mostly coaches, owners and friends and family,” Fox said, adding that she is on-call 24/7 and always has her cell phone with her.

Fox holds a degree in business management and is working towards her master’s degree. She also is working on her dispatcher’s license after landing a scholarship through NBAA’s Schedulers & Dispatchers program.

While Fox doesn’t have a pilot’s certificate – one isn’t required to do the job – she insists that’s not an issue. “You don’t have to have a pilot’s license; you just have to know how to communicate with a pilot. If you are able to communicate, you won’t have issues.”

But some say having a pilot’s certificate does help.

“I think it makes a huge difference, but it also depends on what your company is asking,” said Lori Mincek, a scheduler for an Ohio-based company who also is a pilot with a commercial certificate and an instrument rating. “I can read weather [charts]. I can look at an airport [diagram] and look at the approaches and say ‘No, we shouldn’t do this, look at that mountain range over there.’”

For Daniel, who is not a pilot, it’s the thrill of accomplishment that makes the job rewarding.

“I really enjoy the end result,” she said. “We just did a trip to Europe. When the plane landed back in the States and the passengers walked off with smiles on their faces, the crew was happy and everything went well, I said, ‘Yes!’”

## **IS A SCHEDULING LICENSE REQUIRED?**

A license is not required to be a business aircraft scheduler. However, NBAA in 2022 developed an assessment-based certificate program that provides participants with a comprehensive introduction to mid-level training on the duties of a business aircraft scheduler. The course is designed to provide participants who complete the program with a working knowledge of the best practices for scheduling business aircraft. Participants also receive a certificate and a digital badge.

[nbaa.org/scheduler-cert](https://nbaa.org/scheduler-cert)



# A Day in the Life of a Scheduler



“It’s not what I ever thought I’d be doing, but now that I’m here, I love it.”

**ABBIE FOX**

*Flight Scheduler, Indianapolis Colts*

She and her team manage four aircraft – two helicopters and two business jets. The helicopters are used to fly staff between her company’s three bases in the Northeast.

“We will bring our employees to those bases in the morning and drop everyone off,” Daniel explained. “We arrange ground transport to offices as well. Then in the afternoon, we arrange ground transport back to the airport and helicopter the passengers back to the home office.”

## **NOT THE ORIGINAL DESTINATION**

Ironically, the three schedulers interviewed for this article say it’s not a field they actually planned on entering. They came to the job after working elsewhere in business aviation.

Daniel, who holds an aviation management degree from Purdue University, entered the scheduling field through the side door.

“I come from an aviation family,” she said. “When I got to Purdue, I did my best to avoid aviation. But nothing else was interesting [to me], so my junior year I switched to aviation management.”

Mincek worked as a business aircraft pilot before becoming a scheduler. She said most of the schedulers she knows either were pilots, like her, before entering the field, or ended up in the position via a different route. “I don’t know anybody who ever set out to be one,” she said with a laugh.

Nonetheless, Mincek said she loves the life. “Every day changes. That’s one thing I love about this job: No two days are ever the same.” ❖

## **LEARN MORE AT NBAA’S SCHEDULERS & DISPATCHERS CONFERENCE**

Anyone seriously looking at a career in business aircraft scheduling should consider attending the 2023 NBAA Schedulers & Dispatchers Conference (SDC2023), which will be held Jan. 24-26 at the Music City Center in Nashville, TN.

The event offers attendees a comprehensive array of training and networking opportunities, as well as a chance to see the latest aviation products and services available to schedulers and dispatchers.

“SDC was a game changer for me,” said Flight Scheduler Abbie Fox. “It went from looking at this as a thing I did to just pay my bills to thinking ‘these are my people.’ I discovered I wanted to be part of this group.”

[nbaa.org/sdc](https://nbaa.org/sdc)





# Pilots Who Never Leave the Ground

The relatively new profession of commercial drone pilot is growing rapidly.

**B**rett Goodsite spends an average workday traveling to locations in a Mercedes-Benz Sprinter van and operating by remote control a drone equipped with two Phase One 100-megapixel cameras that are used to inspect power transmission lines. As a licensed drone pilot for Phoenix Air Unmanned, Goodsite is looking for issues that could affect the power lines.

“We contract out to transmission line companies and do inspections, just like the helicopters do,” said Goodsite. “We check out right of ways and the condition of the power lines. We look for structure faults, vegetation overgrowth and [inspect the] insulators and lines, trying to identify any kind of faults.”

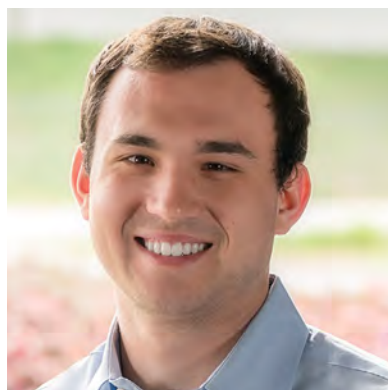
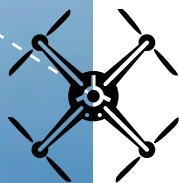
A system called GeoSnap, made by Field of View, records details of the

imaging process, including altitude, yaw, roll, heading and other associated positioning information to provide the precise location for each picture.

“We need to be within roughly a 10-mile radius of the drone itself for flight operations, due to signal being limited by terrain,” Goodsite explained.

Armed with the information collected by the drones, power companies can easily identify a structure that needs repair, something that they have a difficult time doing on their own, according to Goodsite, who holds a Federal Aviation Regulation (FAR) Part 107 remote pilot certificate (license).

Created by the FAA in 2016, the license’s growing popularity demonstrates how the new commercial drone pilot profession is expanding.



“

“You get a lot of different opportunities in this job. It’s not just 9 to 5.”

**BRETT GOODSITE**

*Drone Pilot, Phoenix Air Unmanned*



## A RAPIDLY GROWING FIELD

The popularity of commercial drones is increasing, as more companies recognize the benefits of these nimble aircraft, which can access areas that are difficult or even dangerous for manned aircraft to fly into.

“A line [inspection] pilot is one of the most dangerous jobs you can do in the U.S.,” said Goodsite. “[Drone pilots] are allowed to go into these hazardous areas, and it poses no risk to us on the ground. My schooling always said the jobs for drones are the ‘3Ds’ – dull, dirty and dangerous.”

Goodsite graduated from Embry-Riddle Aeronautical University in Daytona Beach, FL, with a degree in unmanned aircraft systems. He also is a licensed pilot with a commercial pilot’s certificate and instrument rating.

For him, the job of a drone pilot offers a level of excitement and variety of work that’s difficult to find in other professions. “You get a lot of different opportunities in this job,” he said. “It’s not just 9 to 5.”

Many of his peers seem to agree, and many of them view themselves as pioneers in a new field.



“Get on the FAA website and see what’s going on, not just with drones, but in aviation overall.”

**ROBERT LONG**  
*Associate Vice President of Flight Operations, Drone Express*

For Ernst, his interest in drones stemmed from his love of aviation. “I always had toy airplanes when I was younger and found them fascinating,” he said. “I knew I wanted to go into an aviation field, I just didn’t know what [sector].”

In college, Ernst had already decided against a career as an airline pilot or flight instructor. “It just wasn’t tailored for me,” he said. “I looked at various aviation programs, and UND [University of North Dakota] had an unmanned aircraft systems degree. I like technology and how it changes and how useful it is to people.”

Like Ernst and Goodsite, Robert Long got into drone flying through his love of aviation. He now is associate vice president of flight operations for Drone Express in Dayton, OH.

A licensed pilot, Long said he got interested in drone flying after being grounded during the pandemic. “I was sitting at home looking for something new,” he said. “I had a hobby of building remote control cars, so I looked into building something that could fly.”

Long did some research to find out more about drones and how to earn a commercial license. Within a few months, he had his license and landed a job at Drone Express. He also has his own business doing video shoots for movies, musicians and others.



“I like technology and how it changes and how useful it is to people.”

**JON ERNST**  
*Global Unmanned Systems Operator, Cargill*

“I enjoy how adaptable it is,” said Jon Ernst, global unmanned systems operator of corporate aircraft at Cargill, the global food corporation. “It’s always changing,” he explained. “Every site you go to is different, the people are different, the locations and weather are all different.”

The drone program at Cargill is fairly new. Ernst spends his time inspecting crops, infrastructure and internal assets. He is based in Minneapolis and works with 10 other Cargill commercial drone pilots in Texas, Michigan, Colorado and Ohio.

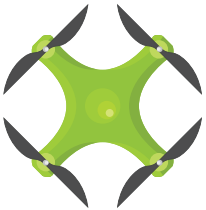
## PILOTS HAVE A LEG UP

While a traditional pilot’s certificate is not required to fly drones, Goodsite, Ernst and Long say it definitely helps to have one.

“I have gone through the training with other folks and filled them in on the details of getting your license,” said Ernst. “Where they fall short, I think, is on the regulations and airspace interpretation. Just getting a private pilot license and getting the experience on how a manned aircraft



# Pilots Who Never Leave the Ground



In another sign of just how popular unmanned aircraft are becoming, the FAA says

**865,505**

drones have been registered nationwide. Of these, nearly 315,00 were commercial, while roughly 538,172 were recreational.

operates would be a benefit to your aviation knowledge.”

But obtaining an FAR Part 107 license isn’t as difficult as getting a manned pilot license.

Established by the FAA for commercial drone operators in the U.S., the remote pilot certificate is required to be a commercial drone pilot. To get that credential, students take a Part 107 knowledge exam, which is a 60-item, multiple-choice test covering a variety of aviation-related topics, including how to read sectional aviation charts and how to analyze and understand weather reports. Students must get at least 70% of the test items correct to earn the drone license.

As with any test, preparation is key. Long swears by YouTube as a resource for getting drone pilot information, and a variety of additional study resources can be found

online, he said.

“There is a lot of different information out there that either is free or in an online class where you can go and learn about the industry or get your Part 107 license,” said Ernst. Having a desire to learn is important, says Ernst.

Long agrees: “Be focused and learn as much as you can, ask as many questions as you can, and study as much as you can. Get on the FAA website and see what’s going on, not just with drones, but in the [overall] aviation world.”

After passing the knowledge test, prospective drone pilots must clear a Transportation Security Administration (TSA) background check, which can take up to two months. The TSA mainly looks for aviation-related misdemeanors in a person’s background.

Once a candidate clears the background check, they receive via email a temporary certificate from the FAA. Once that’s in hand, recipients can start flying drones while waiting for their permanent certificate.

The Part 107 remote pilot certificate is valid for 24 months. After that, students must pass a recurrent knowledge test to renew their Part 107 certificate. ✪

**Learn more about unmanned aircraft systems at [nbaa.org/uas](http://nbaa.org/uas).**

## NORTH CAROLINA OFFERS UNMANNED AIRCRAFT TRAINING IN PUBLIC SCHOOLS

North Carolina is the only state offering a statewide course covering unmanned aviation training for public school students. The North Carolina Department of Public Instruction Careers and Technical Education (CTE) Department program is designed to help students learn about drone aircraft operations, investigate the available career opportunities, and learn how to earn an FAA Part 107 Remote Pilot Certificate and land a drone pilot job, according to David Barbour, the trade, technology, engineering, and industrial consultant of career and technical education with the NC Department of Public Instruction.

“The objective is to provide an opportunity for our students to put their hands on the lower rung of the ladder when they come out of high school – to get a job at the entry level,” Barbour said. “At the end of the course, they should be able to fly legally in North Carolina with a Part 107 certificate and North Carolina Department of Transportation UAS Operator permit (NC DOT UAS).”

CTE offers two courses. The first provides an introduction to drones, training students to qualify for the Part 107 license and the NC DOT UAS Operator permit. Course two is designed to provide students who have their license with the knowledge and skills needed to be a commercial drone pilot. Entrepreneurship, fleet management, flight operations and drone software are covered in this course. Students also are trained to fly a variety of mission types for several industries. Last year, more than 711 students enrolled in the program, which was launched in 2020.

“We’re seeing about 59% of our students who take the (Part 107) test pass, which is pretty good,” Barbour said.



*LEARN FROM  
YOPROS WHO HAVE*

# CLIMBED THE LADDER

Three young professionals  
(YoPros) explain how they  
advanced in their careers.

You just finished an aviation degree or trade apprenticeship or left another industry for business aviation, full of ambition and excitement, and landed an entry-level position in the field you love.

IAN LUMPP

Director of Business  
Development, Flying magazine



**W**hile you're thrilled to be working in business aviation, it can be difficult to see the full potential of your career when you are on the entry level. If you're passionate about business aviation and looking forward to making a big splash right away, you may feel disappointed if you don't make an immediate impact, but we all must start somewhere.

In this article, three young professionals (YoPros) – Ian Lumpp, director of business development at Flying magazine; Tag Galvin, technical writer at Gulfstream Aerospace; and Taylor Butterfield, a pilot with a large fractional ownership management company – share how they learned to move successfully from entry-level positions to roles with more responsibilities, challenges and opportunities.

These three YoPros – all with very different and, at times, unexpected career paths – say it's important to have an end goal in mind for your career, but it's equally important to be flexible.

### THREE DIFFERENT PATHS

Ian Lumpp never expected to have a career in aviation, but he now is the director of business development at Flying magazine.

"I started at the bottom rung, digging through cold leads on aircraft for sale to advertise in our Aircraft Marketplace. I didn't know what an FBO was, having only flown twice in my entire life at the age of 25," recalled Lumpp. "I basically fell into the job via an ad in the local newspaper. Now, almost 10 years later, I find myself managing several publications, 15 sales and support staff and growing into a leader of our editorial team while navigating a corporate merger/takeover."

Tag Galvin was born into an aviation family. His dad flew for a major airline, and his mother was a flight attendant. He planned to graduate from Auburn University with a flight degree and be a professional pilot, but the Great Recession led him to switch from pursuing a flight degree to working on an aviation management degree.

# CLIMBED THE LADDER

## TAG GALVIN

Technical Writer of Interior Design  
at Gulfstream Aerospace



Shortly before finishing school, Galvin was offered a job with an airline writing flight operations manuals. He later worked for Gogo, LLC in more of an engineering role. Now he's a technical writer at Gulfstream Aerospace, working in interior design.

While Galvin originally planned to be a pilot and never expected to be a technical writer, he's enjoyed his career progression so far and says he's learned more than he would have if his career had gone as planned.

"Don't think linear," said Galvin. "Your career might not be a direct path. You have to look beyond just the aviation component. If you want to move up in the industry, you have to think broader."

From a young age, Taylor Butterfield planned to be a pilot, obtaining his private pilot certificate in high school before attending the University of North Dakota. The Great Recession caused him to rethink his plans, too. He joined an unmanned aircraft systems company, deploying overseas as a pilot supporting military operations before assuming a management role.

## What Not to Do

As you seek your first job or strive to move up in the industry, remember to avoid making mistakes that can have a lasting impact. Avoid posting comments on social media that could be viewed as inappropriate by some other people because they, along with criminal activity and even financial troubles, can follow you throughout your career. Focus on positive activities and look for people who inspire you.

"Consider who you spend time with and where you invest your attention and energy," said Taylor Butterfield, a fractional operator pilot. "Invest your time wisely and look for similarly ambitious people."

## TAYLOR BUTTERFIELD

A pilot with a fractional  
ownership company



Butterfield rejoined "traditional aviation" as a King Air pilot and then a Honda Jet aviator and now is a pilot with a large fractional ownership management company.

He encourages up-and-coming aviation professionals to get out of their comfort zone and take risks, saying his career track was unexpected, but his time in another part of aviation and overseas have given him a fresh perspective on the industry.

## BEING PREPARED TO STAND OUT AND MOVE UP

Well before you finish your education or plan to make a career move, make sure your cover letter and resume present a professional image. Also, have a personal "elevator speech" – a short summary of your background and goals for the future – rehearsed for smooth delivery.

This isn't just good advice for new entrants to the industry. Keeping a cover letter and resume ready throughout your career – even when you aren't looking for new opportunities – can enable you to respond quickly if you hear of an interesting opening.

Also, practice for interviews. Interview preparation is often considered a good move if you are seeking an airline position, because those companies tend to have similar interview processes that are well-known in the industry. But it's important to practice interviews for any organization, Butterfield explained.

Other than doing everything you can to prepare, how do you make yourself a better job candidate and a better aviation professional?



Never stop learning, the experts say. Not only is becoming knowledgeable in your current role a key to future success, but ongoing professional development is crucial. Seek educational opportunities, whether in-person or virtual, to learn something new and develop your skills.

“Learn skills and acquire tools that will help you get where you want to go,” advised Galvin. “Each step builds on the last.”

Also, having a solid network of aviation colleagues is important, especially in a close-knit community like business aviation. The old adage, “It’s not what you know, but who you know” isn’t entirely true. Your skills and knowledge are critical to a successful career, but so are your connections.

“Maneuvering through a career in business aviation can be a puzzle,” said Butterfield. “Your network is absolutely crucial.”

Your network starts with your peers, instructors and alumni at your university or vocational school. Work to develop and maintain those relationships.

“You never know when a door is going to open within your network,” said Galvin, who added, if you don’t know someone in a field or company you’re interested in working for, introduce yourself at events.

Attend aviation conferences or events in your area, even if an event is outside your main discipline. Have your elevator speech ready and introduce yourself to people at the event. People in this industry tend to be very passionate and love to talk about aviation, making it easy to strike up a conversation.

“It takes hard work – and even more importantly a solid network – but never did I see myself where I am today,” Lumpp said. “Do the work, make friends in the industry and just keep pounding the pavement. You can accomplish anything in this industry with the right balance of hard work, knowledge and connections.” ❖

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Learn more about NBAA’s Young Professionals in Business Aviation at [nbaa.org/yopro](http://nbaa.org/yopro).

# YOPRO GO

## Is the Way to Go

Young professionals (YoPros) in business aviation are active, inspired and always asking how they can get involved in industry activities. YoPro Go! is the answer. This program, with the help of the NBAA YoPro Council, gives young professionals the tools to help bring aviation education and outreach, networking, advocacy and mentoring opportunities to their local communities.

As a student who is about to enter the business aviation industry, you can join these YoPros and take advantage of the available tools to share why this aviation sector is so great:

- » **Aviation Education & Outreach** – The business aviation industry is fun, exciting, impactful and rewarding, so why don’t more people know about it? Use your expertise to inspire and educate your community about business aviation.
- » **Networking** – Make your connections work for you! Host a local aviation event or networking group.
- » **Advocacy** – Become a champion for aviation in your community, region or state! Help your representatives and policymakers understand how #bizavworks for everyone.
- » **Mentoring** – Someone who is just breaking into the industry benefits from experienced professionals sharing their knowledge. Help build a mentoring network at your home base.

[nbaa.org/yoprogo](http://nbaa.org/yoprogo)



**REP. SCOTT FRANKLIN (R-15-FL)** is a freshman member of Congress who serves on the House Armed Services Committee's Subcommittee on Intelligence and Special Operations and the Subcommittee on Cyber, Innovative Technologies, and Information Systems. He served as a Lakeland city commissioner and mayor pro tem prior to running for Congress. Franklin spent 20 years in insurance and risk management before entering government service. Franklin's first career was as a naval aviator, where he flew jets from aircraft carriers for 26 years. He is a graduate of the U.S. Naval Academy, holds an MBA from Embry-Riddle Aeronautical University and has served in leadership roles with many civic organizations, including Sun 'n Fun Fly-In, the Aerospace Center for Excellence, and Lakeland International Airport Advisory Board.

On Twitter  
@RepFranklin

## Franklin Underscores Need for Aviation Workforce Development

**Q: What's your view on the importance of workforce development and creating a pipeline to aviation careers for students and veterans?**

With Baby Boomers now beginning to exit the workforce, the long-expected employment crash is now upon us and will worsen significantly in the coming years. Unfortunately, our country, and notably, the aviation industry, are ill-prepared. Raising the retirement age for airline pilots from 60 to 65 in 2007 allowed us to kick the can down the road, but now we're in a serious jam. We need a unified plan of action from Congress, the aviation industry and our education system to address the shortfalls ASAP.

**Q: As a member of the Subcommittee on Cyber, Innovative Technologies, and Information Systems, how do you see new technology playing a role in business aviation?**

While the technology for video conferencing allowed us to muddle through during Covid, we've certainly learned that "virtual presence" is a weak substitute for the exchange of ideas and relationship building that only happen when people are physically together. As a result, I see the demand for business aviation remaining strong. Also, with the need for remote workers now scattered throughout the country to physically connect, flights to places "off the beaten path" will only be practical via business aviation.

As for the impact of emerging technologies on business aviation, the sky is literally just the beginning. When I transitioned from flying military jets that were built in the 1970s to general aviation, the technology in my Cirrus SR22 far surpassed anything I had at my disposal in the U.S. Navy. We're at the precipice of even greater

advancements that will make business aviation better, faster and safer.

**Q: Pursuing a piloting career can be daunting and impact mental health. Fear of being disqualified from flying causes many to avoid seeking help for conditions such as anxiety or depression. Are there opportunities for Congress to ease this stigma while ensuring a pilot is fit to fly?**

Yes, and we must. I really appreciate this question. I lost a close friend who, after suffering for many years with depression, took his life because he could no longer hide his condition from the airlines. We must continue to fight the stigma of mental illness and change the culture within aviation that it's a weakness and career-ender. I'm encouraged that we are now willing to acknowledge the problem and would eagerly work with those who have ideas we can implement at the federal level.

**Q: Funding is a significant barrier to entry for many students pursuing aviation careers. What are ways that Congress can help?**

At a time when the current administration is wiping out college loan debt even for baristas with sociology degrees, we're failing to support industries with critical staffing shortages and impending workforce collapse. If the federal government plans to saddle all taxpayers with additional debt for education funding, it should be specifically targeted to areas of need that will benefit American society as a whole. Flight training leading to professional pilot certifications would be on my very short list of fields worthy of that sort of public investment. ✨

DEDICATED TO HELPING BUSINESS ACHIEVE ITS HIGHEST GOALS.



## YOPro GO!

Young professionals in business aviation are active, inspired and always asking how they can get involved. YoPro Go! is the answer. This program, with the help of the NBAA YoPro Council, gives you the tools to help bring aviation education and outreach, networking, advocacy and mentoring opportunities to your own community. Whatever your passion, there is a place for you in YoPro Go!

[nbaa.org/yoprogo](http://nbaa.org/yoprogo)

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## APPLY FOR AVIATION SCHOLARSHIPS

The NBAA Charities scholarship program offers nearly \$100,000 annually in cash awards as tuition reimbursement for enrolled students. The following scholarships are offered annually, so be sure to check NBAA's website for full details and deadlines:

- Al Conklin and Bill de Decker Aviation Management Scholarship
- William M. Fanning Maintenance Scholarship
- Lawrence Ginocchio Aviation Scholarship
- Eddie Queen Aviation Management Scholarship
- UAA Janice K. Barden Aviation Scholarship
- Fred and Diane Fitts Aviation Scholarship
- John F. Rahilly Memorial Scholarship

[nbaa.org/scholarships](https://nbaa.org/scholarships)

*Sign up for an NBAA student password at [nbaa.org/password/student](https://nbaa.org/password/student).*