

Flight Training– 2018

Well we were hoping to start off this year without having to adjust any of our rates, unfortunately however our operating costs have risen once again and so we're compelled to make some changes.

During the course of re-painting our flagship airplane CTJ, additional costs were incurred through required maintenance discovered while the aircraft was being taken apart. The cost of this paint job started out at \$15,000 for just plain white! We then elected to add a new windshield so you can find the runway better, and a step kit so you can dip the fuel without a ladder 😊 Would you believe that those few pieces of metal to step up onto the strut cost over \$3000 from Cessna! This industry is nuts!

We have also done a number of aging aircraft inspections on this 40 year old bird, where the wing struts and various connection points were actually NDT'd for micro cracks; the wings had to be taken right off! A number of new fairings have been added and some vinyl decals are being put on to make her the pride of the fleet by finish. Fortunately the aircraft was given a clean bill of health! Unfortunately, all of these nice-looking safety related items come at a cost, to the tune of nearly doubling our original projection. When it comes to ensuring the safety of our pilots and life span of our fleet, it's money well invested no doubt (just hurts a little at this time of the year)!

Bringing the Aztec online is no inexpensive task either. Even though we are only leasing the aircraft, we are contributing a great deal of time and effort into assisting with the process of transitioning the aircraft from Private to Commercial status. This starts with a very invasive inspection that takes close to 20 hours to complete. Next, an entire engine has to be replaced, which when all said and done is more than the total cost we paid to purchase GVL! Once again though, an investment into the aircraft is an investment into the future, and this airplane can bring some amazing flight experiences to Owen Sound and our surrounding pilots and public.

The aviation climate for flight training is in a place never seen before. Flight Instructors are becoming scarce as airlines lower their minimums and scoop up instructors at an unprecedented rate. As regional carriers lose their pilots to the big birds like Air Canada and Westjet, they struggle to sustain enough staff to run their flight routes, and have to cancel flights as a result. To fill their pilot shortage they lower their requirements for experience, and when flight instructors would once teach for 3-5 years to build the time needed to transition, now they are leaving major schools after only 6 months. The Waterloo Wellington Flight Center lost 18 of it's 30 instructors in the first 6 months of 2017. The Ottawa Flying Club turns 90 years old this year and threatens to close as they are running out of instructors while airplanes are sitting idle on the ground. Some students have been on a waiting list for the last 4 months in Ottawa to learn to fly, waiting for vacancies to open up at the flight school!

It's a time the industry has never seen before, and the practices used by the airlines to solve their pilot shortage are only worsening the problem. By lowering their requirements, they are greatly depleting the stock of qualified flight instructors in this country, and as a result, there are no teachers left to train the next generation of pilots and so the shortage worsens. This is not a sustainable model by any means, and the industry will soon be at an impasse if things don't change. In this climate, we must strive to encourage our most valued flight instructors to stick around, and that is accomplished by ensuring a higher quality of life, which includes a living wage. As we make adjustments to the cost of flight training, we strive to maintain our infrastructure, and endeavour to continue cautious growth in an unstable climate.

Effective February 1st, 2018, the cost of Flight Instruction will increase from \$60/hr to \$65/hr. The cost of Aircraft Rental will be increasing from \$155/hr to \$160/hr. For the average renter who flies 5 hours a year, this is an additional \$25 annually. For the aspiring pilot, over the course of a Private Pilot Licence this will be an estimated increase of around \$400. Not breaking the bank by any means but helping to facilitate the continuance of flight education in our area.

The good news is, despite these increases we are still competitive with our surrounding schools.

Future Air - **Collingwood** and **Hanover**:

Cessna 172 - \$164/hr
Instructor - \$65/hr

Waterloo Wellington Flight Center - **Waterloo**

Cessna 172 - \$158/hr
Instructor - \$ 75/hr

Plus \$150/year membership

Genesis Flight Center - **Collingwood**

2 Seater Diamond – 169/hr
4 Seater Diamond - \$209/hr

Flight Instructor – Not Advertised, probably \$75 or more per hour

Island Air Flight Training - **Toronto**

Cessna 172 – \$198/hr
Instructor - \$70/hr

Piper Aztec Dual - \$416 (vs \$395/hr dual from OSFS)

There have been some changes to the structure of our rates, which we will outline below for clarification:

Aircraft

A Piper Aztec has been added to our fleet this year! We are excited to be once again offering advanced instruction on complex aircraft. Starting around March, 2018 we will be providing Multi Engine and Multi – IFR flight training! The Piper Aztec is not your grandmothers twin, this is a powerful machine running two IO-540 Engines with 250hp per side. She will cruise at 150kts while carrying a load of 1050 lbs of people and 800 pounds of fuel. Six passengers can go from Owen Sound to Toronto Island in about 35 minutes, though she is quite thirsty at about 26 GPH which is reflected in the training cost. The future role of this aircraft will be well suited to our expansion in the Multi-IFR Charter Market.

“Instructor” vs. “Instructor - Advanced Instruction”

Our previous structure for students working towards Instrument Ratings was to charge an additional fee for the aircraft in flight. This is now removed, and the rental rate remains the same across the board, which is good for students who have finished their IFR Ratings and wish to rent the aircraft for IFR Flights.

Our new policy will separate the training into basic and advanced categories and charge only more for advanced training. Flight Instruction for basic training remains unchanged at \$60/hr whereas advanced flight instruction will be charged at \$75/hr. This applies to both ground briefings and in-flight training.

Advanced Instruction - \$75/hr includes:

- Group 3 Instrument Rating
- Group 1 Instrument Rating
- Multi Engine Rating
- VFR OTT Rating

Basic Instruction - \$65/hr includes:

- Recreational Pilot Permit
- Private Pilot Licence
- Night Rating

The advanced instruction rate reflects offset for our costs of maintaining a higher level of infrastructure for instrument training. For advanced instruction, we want to bring you flight training that is second to none in the industry. This requires additional maintenance on our aircraft, upgraded avionics and regular database updates and subscriptions that comes at a cost.

We are certain that the value of the training for Instrument Flying will be quickly realized when you see the integration of our Flight Simulator, and advance GPS' in our Single and Multi Engine Aircraft. We have outfitted our instructors with the latest for IFR Instruction including Ipads running Foreflight, Stratus 2S equipment for AHRS in the aircraft, Cloud Ahoy for outstanding debriefings and much much more. Our goal is to provide industry leading flight training for Instrument Ratings, and now with the Aztec coming online, we will have a comprehensive and immersive training platform for the Group 1 and Group 3 IFR Rating based around the Garmin 530 WAAS GPS integrated in our Simulator, Cessna 172 and Piper Aztec! With this equipment you will learn real world IFR, not just hood training on sunny days! We are training you to be IFR Pilots, not just IFR Rated.

After Hours Solo Supervision

We recognize that our students come from all walks of life, and have various commitments to family, friends and work and it may be difficult for them to fly during our regular business hours of 8:00 – 6:00. We want to accommodate these requests as we frequently do, however the structure of pay for flight schools and flight instructors is not salary based, but rather based on billed hours. Instructors are only paid when they are billing time, as it is the only affordable framework for flight training.

During the work day, instructors are committed to dispatching you for solo training flights when required as part of our job, and part of our commitment to ensure you are practicing the techniques we have taught you. We are also happy to stay later for dual flights to help accommodate your schedules, however it is challenging for an instructor to be at the airport late when they are not flying or briefing.

The charge for after hours solo supervision of \$25 per flight hour is 100% passed on to the instructor who is supervising, OSFS does not want or need any additional revenue for these flights, it is only to support the instructor who is giving their time to be at the airport late in the evening who would otherwise be earning no revenue when they could be home with their families or resting after a long day. This is less than half of the instructor rate, while the instructor supervising is committing to 100% of their time and liability monitoring your progress on your flight. We are very flexible with our schedule and are happy to accommodate yours as well, and this framework will facilitate a better learning environment for everyone.

We are constantly working hard to improve our services, and welcome all of your feedback and constructive criticism on the way we do things at present, and how we can improve our operations in future.

We are committed to providing a class leading service to you, our most valued aviation clients and customers. We are equally committed to ensuring the highest possible quality of life for our most valued assets, our Charter Pilots and Flight Instructors. We appreciate your continued support of our passion we call aviation, and we look forward to serving you in the skies over Grey and Bruce this 2018 year!

Sincerely,



Dave Kalistchuk
Chief Flight Instructor
Owen Sound Flight Services