The Sky is just the BEGINNING

IN JUST OVER 5 YEARS...

$2.5 Million+ invested in Aerospace Scholarships

37,500 youth participants in ACE educational programs

63 Teenage Private Pilots

... & CLIMBING!

Impact Report

AEROSPACE
Center For Excellence

SUN ’n FUN®
A BRIGHTER FUTURE THROUGH AVIATION

2017
Adapting our Flight Plan to the Changing Needs of the Aerospace Industry

A little over 5 years ago, SUN ‘n FUN Fly-In, Inc. made a purposeful *chandelle*. Leadership recognized that staying relevant in the evolving world of aviation meant that SUN ‘n FUN must be focused on an educational mission that serves the future needs of the Aerospace Industry. Our shift in focus led to the creation of the Aerospace Center for Excellence (ACE), where a team of staff and volunteers supports a mission to preserve and enhance the future of flight through world-class events - inspiring and educating people of all ages.

*The chandelle is an aircraft control maneuver where the pilot combines a 180° turn with a climb.*
Fueling our

EDUCATIONAL MISSION

SUN ‘n FUN International Fly-In & Expo
All proceeds invested into Year-Round Educational Programming

2017 EVENT SUCCESSES

- 200,000+ guests from more than 60 countries
- 38 student tours with 969 students
- 4th Annual Career Fair with 15 Aerospace companies represented
- First ever UAV demonstration during an airshow
- 443 media representatives from 16 countries
- 5,988 attendees at 331 forums
- 510 exhibitors

Year-round Events & Rentals
SUN ‘n FUN Expo Campus was proud to host many events in 2017. Highlights include:

- Lakeland Pigfest Regional BBQ Championship
- National Corvette Restorers Society Regional Meet
- Southeast Area Family Motor Coach Rally
- AKC Strawberry Cluster Dog Show
- Lakeland Regional Health 100th Anniversary Gala
- Carlisle Fall & Winter Autofest
- Central Florida Throwdown Crossfit Competition
- Central Florida Speech & Hearing Center - Mr. Central Florida
- Lockheed Martin Intercollegiate UAV Competition
- Subaru Mega Meet

$772,520 Contributed in Donations & Grants

We rely greatly on the generosity of our donors who support our work through annual gifts and estate gifts.

“God has richly blessed our company. Without that, Higher Power Doors would be unable to monetarily support anyone. However, we feel we need to be responsible with what we’ve been given; so we are selective with whom we consider supporting, and we review and pray about each request accordingly.

The SUN ‘n FUN/ACE team is unique in the aspect that they never solicited a donation but instead showed us they have a genuine passion for the young adults they mentor and a heart for the future generation of aviators. As aviators, we understand where the future of general aviation is headed without organizations like SUN ‘n FUN. We feel honored to be a part of the future!”

- Roland & Linnea Betker, Higher Power Hydraulic Doors, Inc.
Inspiring and Preparing Future Aerospace Leaders

CENTRAL FLORIDA AEROSPACE ACADEMY

AEROSPACE TECHNOLOGIES (professional pilot)

AVIONICS
ENGINEERING
AIRFRAME & POWERPLANT

360 Students currently enrolled
4 Educational Tracks

100%
Graduation Rate

61
145
132
22

Phillip Herrington, CFAA Class of 2013
ACE’s very first James C. Ray Scholarship recipient. He earned his Private Pilots License in 2012 at the age of 17. Phillip is only weeks away from becoming a Captain for Endeavor Airlines at the age of 23. Phillip also serves as the Chief Flight Instructor at the Lakeland Aero-Club and volunteers regularly for SUN ’n FUN.

Lexi Wines, CFAA Class of 2015
A CFAA graduate & former ACE Employee. Lexi performs maintenance on F-15 fighter jets for the United States Air Force in Okinawa, Japan. “The Aerospace Center for Excellence opens you up to a world of passion and family and experiences you can’t get anywhere else, and I will forever be grateful to the people there for helping guide me where I am today.”

Jessica Jacobovitz, CFAA Class of 2017
ACE Scholarship awardee, Jessica is currently a freshman at UAB Huntsville studying aerospace engineering. In November, her rocket jacket went 2377 ft. at a max speed of Mach .48. She is currently L1 Certified by the National Association of Rocketry.

2017 EDUCATIONAL OUTREACH

60 School visits & tours
478 Teachers engaged
120 Summer Campers

9,753 Students engaged
20 Education Events

2017 Highlights

Mobile Planetarium acquired through the George Jenkins Fund within the GiveWell Community Foundation
Transition to the Sky Program launched for special needs individuals
9 Aviation Summer Camps
Formation of ACE Student Drone Club

“Since its inception, Transition to the Sky has been presented professionally and thoughtfully and has been very well received! This program prepares each person involved – the person with the disability, the parent, the airport staff, and even the bystander to be prepared for what they will experience when they encounter the real thing! I am proud of those who saw the worth of this program and helped put the Transition to the Sky training together.”

- Charlene Schultz, Teacher, Transition Program @ CFAA/SUN ’n FUN.

Aerospace Center for Excellence, Inc.
Boosting Opportunity and Success through

SCHOLARSHIPS

- 44 Continuing education scholarships granted
- 45 Students in flight training
- 117 Student solo flights recorded
- 153 Flight training scholarships awarded

The Aerospace Center for Excellence administers, on average, $300,000 annually in flight training (up to $12,000/student) and continuing education scholarships (up to $20,000/student) to students pursuing a Private Pilot License and/or an aerospace career.

Our 44 continuing education scholarship recipients have attended the following schools:
- Polk State College
- Embry-Riddle University
- Liberty University
- Florida Institute of Technology
- University of Nevada, Las Vegas
- Traviss Career Center
- Daytona State College
- The University of Alabama
- Jacksonville University
- The Baptist College of Florida

Scholar Profile
Slade Rosamond
James C. Ray Scholarship Awardee & ACE’s 61st certified pilot

After working steadily for one year and two months, Slade Rosamond earned his Private Pilot License on Halloween. As a CFPA Senior student with two jobs, it was tough for Slade to find the spare time to do his flight training, but he persisted - balancing work, school and lessons at the same time. Since last June, Slade has worked as an Aerospace Experience Coordinator for Aerospace Discovery at the Florida Air Museum. He is trying to save up as much money as possible before heading off to college to pursue a Bachelor’s Degree in Computer Science.

His long-term goal is to join the military and pursue a career flying cargo jets. According to Slade, “I’ve met so many people who have given me great advice. They have taught me so much.”
AEROSPACE DISCOVERY
at the Florida Air Museum

“Best of Lakeland” Museum
TripAdvisor Certificate of Excellence
Best Visitor Experience - Assoc. of Science & Technology Centers
Best Museum Experience - Florida Assoc. of Museums

30 Aircraft with extraordinary history & significance
15 Curated Exhibits
1,330 Howard Hughes artifacts
20 Annual Lectures
5,600 Books/manuals on aircraft & engines

9,737 Annual Visitors (outside of Fly-In event)

Highlights & New Additions
Aerospace Discovery at the Florida Air Museum

Expansion of the Florida Aviation Hall of Fame and opening of International Council of Air Shows Hall of Fame
Enhanced interactive Discovery Zone and exhibits for early learners
Inclusion in the Citrus Label Trail of Polk County
New exhibits & displays including an interactive MD-80 Fuselage, Florida Airports Exhibit, F-16 Scale Model, Wright Flyer Replica and C-47 Restoration

The NC-4 Brand citrus label was produced in 1919 by the Florence Citrus Growers Association of Polk County and commemorates the NC flying boats that were designed to fly across the Atlantic. On May 27, 1919, the NC-4 made the first successful transatlantic flight, a milestone in history that brought great acclaim to Naval Aviation. This exhibit is dedicated in honor of SUN ‘n FUN Pioneer and Citrus Hall of Fame Inductee, Dr. Thomas B. Mack.

Volunteers
3,086 volunteers
120,211 hours donated
$2,900,691 total value

EARLYBIRD PROFILE

Tom Ruhlmann

For 9 years, Tom has done so much to further develop the educational opportunities that exist at the Aerospace Center for Excellence and SUN ‘n FUN. Tom has personally created more than 6 interactive STEM lesson exhibits included at Aerospace Discovery at the Florida Air Museum.

A retired engineer, Tom personally installed an antenna at the Museum for Ham Radio operations, which brought SUN ‘n FUN to 70 different countries during our annual Fly-In event. Tom graciously donates 25-30 hours of volunteer work weekly to the SUN ‘n FUN organization during the months of January through May, when he serves as one of our EarlyBird Volunteers. The EarlyBirds are a key ingredient that make SUN ‘n FUN’s Fly-In event a successful fundraiser that supports educational programs all year long.

“If you have watched the show MacGyver, Tom is a real life re-creation of that character. With a piece of string and a paperclip, Tom can create anything.”

Robb Williams, Executive Director of the Aerospace Center for Excellence
Fiscal year-end of September 30, 2017

**FINANCIAL HEALTH**

**ASSETS**
- Current Assets: $2,693,355
- Property & Equipment: $13,747,629
- Other Assets/Investments: $509,308

**TOTAL:** $16,950,292

**LIABILITIES & NET ASSETS**
- Current Liabilities: $823,460
- Deferred Revenue: $863,891
- Net Assets: $15,262,941

**TOTAL:** $16,950,292

**REVENUES**

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<th>Source</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Fly-In Revenue</td>
<td>$6,449,940</td>
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<tr>
<td>Facility Rentals</td>
<td>$991,168</td>
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<td>Contributions</td>
<td>$772,520</td>
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<td>Other Revenue</td>
<td>$203,130</td>
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<td>Museum Revenue</td>
<td>$70,604</td>
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**Total Revenues:** $8,487,362

**EXPENSES**

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<th>Source</th>
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<tr>
<td>Program Expenses</td>
<td>$6,132,820</td>
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<tr>
<td>Management &amp; General</td>
<td>$602,452</td>
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<tr>
<td>Scholarship Fund</td>
<td>$407,275</td>
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<tr>
<td>Fundraising</td>
<td>$204,936</td>
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**Total Expenses:** $7,347,483

**Aviation Scholarships & Grants Awarded**

- $400k
- $300k
- $200k
- $100k

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<th>Year</th>
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<tr>
<td>2013</td>
<td>$295,663</td>
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<td>2014</td>
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<td>2015</td>
<td>$384,490</td>
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<td>2016</td>
<td>$254,316</td>
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<td>2017</td>
<td>$260,581</td>
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**Total:** $1,493,770

**CARING FOR OUR CAMPUS**

**$1,409,199 invested in Capital Improvements**

- Renovation and enhancement of main event hangar including 40 new restroom facilities.
- Beautification of Expo Campus and ACE entryway
- Campground improvements including 109 new hookups, pole barn and wi-fi.
- Hangar roof upgrades
- Renovations to numerous on-site amenities

**Total annual economic impact to Central Florida $137,080,838 ↔ 1,681 JOBS CREATED**

(Based on a 2015 report by the Barney Barnett School of Business and Free Enterprise)