

BOARD OF DIRECTORS ANNUAL MEETING AGENDA

Sept. 19, 2025

- | | |
|--|------------------------|
| Call to Order | James Hall |
| 1. Approval of June 10 Meeting Minutes (page 3) | James Hall |
| 2. Director Elections | Jared Britt |
| 2.1. Nominating Committee Meeting Minutes (page 6) | |
| 2.2. Director slate (page 8) | |
| 3. Finance | Crystal Maguire |
| 3.1. Balance Sheet (page 9) | |
| 3.2. Budget vs. Actual (page 10) | |
| 3.3. Dues increase proposal (page 13) | |
| 3.4. 2025-26 FY proposed budget (page 16) | |
| 4. Legislative | Crystal Maguire |
| 4.1. Fly-in Debrief | Jared Britt |
| 4.2. Follow Up | |
| 5. Annual Conference | Tarra Ruttman |
| 5.1. Portland March 30-April 2, 2026 (exhibit and sponsor) | |
| 5.2. 2027 & 2028: Wichita and Denver | |
| 5.3. Beyond: Tulsa, Miami, Anchorage, Mobile | |
| 6. Operations | Crystal Maguire |
| 6.1. Strategic planning | |
| 6.2. Team expansion | |
| 6.3. Boeing OPA Program | |
| 6.4. Pipeline Report—timeline and annual survey prep | |
| 7. ATEC Academy | Michael Sasso |
| 7.1. Summer graduating cohort report out | |
| 7.2. Upcoming cohorts: | |
| 7.2.1. October 21-22—Houston/United | |
| 7.2.2. March 2-3—Portland/Portland Community College | |
| 7.2.3. June 9-11—Tulsa/Tulsa Tech | |
| 7.2.4. Fall 2026—Clearwater/National Aviation Academy | |
| 7.3. Potential program adjustments (i.e., online and/or generals) | |
| 8. Choose Aerospace | Kelly Filgo |
| 8.1. 2025-26 Programs (school directory) | |
| 8.2. Avionics expansion grant proposal | |

9. Regulatory

- 9.1. ATEC ACS Working Group—ACS Rev 01 and Handbooks
- 9.2. FAA reauthorization tasking re military transition and early testing—part 65 rulemaking
- 9.3. FAA Roundtable Debrief

**Crystal Maguire
Sean Gallagan**

10. Membership

- 10.1. New partner membership category discussion
- 10.2. AMTS: 158 [159 in 2024, 156 in 2023, 153 in 2022]
- 10.3. AMTS additional training locations: 5
- 10.4. Industry: 56 [64 in 2024, 68 in 2023, 64 in 2022]
- 10.5. Academic: 32 [31 in 2024, 30 in 2023, 27 in 2022]
- 10.6. Choose Aerospace: 52 [34 in 2024]
- 10.7. 2025 renewal rate: 98%
- 10.8. 2025 new and returning members: 10
- 10.9. Market share of AMTS: 74% (158 of 214 A&P schools)
- 10.10. AMTS Member Campaign—56 non-members (page 18)
 - 10.10.1. Expired within last four years—32
 - 10.10.1.1. Confirmed and contacted POCs 4X in Aug-Sept
 - 10.10.1.2. Sixteen responded
 - 10.10.1.3. Three declined to renew citing budget and ROI
 - 10.10.1.4. Four renewal invoices sent and/or paid
 - 10.10.2. Prospective (non-member for > four years)—24

Tarra Ruttman

11. Old Business

Crystal Maguire

12. New Business

James Hall

13. Adjourn

James Hall

**AVIATION TECHNICIAN EDUCATION COUNCIL
BOARD OF DIRECTORS MEETING MINUTES**

June 10, 2025

The Aviation Technician Education Council held its quarterly board meeting via Microsoft Teams. Those in attendance included—

Attended	First	Last	ATEC Title	Company
X	Jared	Britt	Vice President	Aviation Education Academy
X	Sean	Gallagan	Director	Aviation Workforce Solutions
X	Jim	Hall	President	WSU Tech
X	Mark	Holloway	Director	Aviation Institute of Maintenance
X	Gary	Hoyle	Past President	Epic Aviation Academy
X	Crystal	Maguire	Exec Director	ATEC
O	Kim	Pritchard	Director	Zipline
X	Tarra	Ruttman	Ops Manager	ATEC
X	Michael	Sasso	Secretary/Treasurer	Cape Cod Community College
X	Sheryl	Oxley	Director	Tulsa Technology Center
X	Scott	Sykes	Director	U.S. Aviation Academy
X	Greg	Emerson	Director	American Airlines
X	Suzanne	Markle	Director	Pittsburgh Institute of Aeronautics
X	Kelly	Filgo	Guest	Choose Aerospace
X	Scott	Ferris	Director	United Airlines
X	David	Blanton	Director	Liberty University
X	Archie	Vega	Director	Horizon Air
O	Justin	Benard	Director	Moore Norman Technology Center

President J. Hall called the meeting to order at 1:00 PM CT. A motion was made and seconded to approve the minutes from the March 16, 2025, meeting. The motion passed without objection.

Finance

During the finance report, it was noted that the checking account is still being reconciled following a hacking incident earlier this year. The association plans to close the account once it's confirmed that no additional ACH transactions are incoming. To cover operational expenses in the interim, funds were pulled from savings. Accounts receivable remains high; however, T. Ruttman has contacted all outstanding parties, most of which are conference sponsorships.

Conference registration revenue met budget expectations, though the event ultimately ran approximately \$4,000 in the red. While the budget included two ATEC Academy cohorts, three were held, and a more accurate assessment of income and expenses will be available at the September meeting after the summer cohort is finished. It is expected that the program will also operate at a loss due to hotel costs compared to hosting at a school.

Membership remains strong but is 18 members short of the budgeted goal for fiscal year-end.

Annual Conference

Planning for the 2026 annual conference in Portland is progressing well, with members of the conference planning committee scheduled to conduct site visits next week. A new aviation group—comprising Alaska Airlines, Horizon Air, and Hawaiian Air—will serve as the presenting sponsor. A. Vega will provide marketing artwork for use in promotional materials. Sponsor and exhibitor opportunities are now available.

J. Hall remains on track to host the 2027 conference in Wichita and is actively seeking a presenting sponsor. M. Sasso expressed continued interest in hosting the 2028 event in Denver, with potential sponsors being Southwest, United, and Frontier. Other potential future locations include Tulsa, Miami, Mobile, and Anchorage.

Operations

In terms of board operations, no directors are terming out this year but there are a few open seats to fill: Kim Pritchard resigned her industry slot, James Smith resigned from an AMTS seat, and the high school representative remains open. The intention is to elect representatives to those three positions in the fall.

K. Filgo is planning to nominate a Choose Aerospace high school representative for the academic seat. The deadline to submit nominations is July 15. Crystal will send out calendar invitations for nomination committee meetings.

T. Ruttman will arrange a meeting with Oliver Wyman, J. Hall, and S. Markle to discuss feedback on the annual survey.

Karen Johnson will be stepping down as Journal Editor. She will continue as an editor while Daniel Siao takes over as editor.

C. Maguire shared plans for a summer webinar series covering topics such as Choose Aerospace, ATEC Academy, and a new partnership with Xennial. She invited board members to suggest additional topics.

ATEC Academy

M. Sasso provided an update on the Tulsa ATEC Academy cohort, which included seven students—all of whom were part 147 instructors. The cohort was held alongside the Choose Aerospace teacher training, and the synergy between the two groups, particularly during hands-on lab sessions, was beneficial. Based on that success, the two programs are expected to continue running concurrently in future summer sessions.

The next Academy cohort will take place in October at United's facility in Houston. The group discussed shifting the conference-adjacent cohort to a post-conference timeframe to improve attendance. There was also interest in hosting a fall cohort in Florida next year.

C. Maguire noted that a call for mentors remains open year-round on the ATEC website, and the ideal ratio is one mentor for every three students. S. Markle raised the idea of ATEC eventually selling the curriculum to schools for use in their own instructor training programs.

Choose Aerospace

For Choose Aerospace, the 2024–2025 academic year saw participation from 956 students across 45 programs in 17 states. For the 2025–2026 academic year, 950 student applications have already been submitted while still expecting several more to apply over the summer months. A recent teacher training event attracted 45 attendees. This was also the first official year administering the ATEC Credential; of the 11 students who tested, 9 passed, yielding a 56% pass rate and a 74% average score.

Legislative

C. Maguire reported that the Fly-in agenda will be included in the next newsletter and prompted board members to register and book accommodations as soon as possible. She also discussed an Aviation Week article addressing concerns with PSI's performance, expressing hope that it will drive the FAA to implement improvements.

Regulatory

On regulatory matters, an ACS working group is meeting weekly under the leadership of Rhonda Cooper to prepare recommendations for Revision 1 of the ACS and the associated handbook. This work is funded through a NASA grant.

Other ongoing initiatives include efforts to support military transitions into aviation careers, which may enable early testing. C. Maguire noted that if the board wishes, a subject matter expert could be specially invited to contribute to the airworthiness working group.

A few board members are working with Boeing on a potential release of online manuals, which currently carry a prohibitive price tag for most schools. A final offer is expected by the September meeting.

There are no new updates on the ODA order expansion to include mechanic testing. Similarly, no new developments have been reported on the FAA workforce grant, although there is no indication that the grant program will be discontinued.

Membership

Membership remains healthy, with a 92% renewal rate. It is expected that renewals will continue to increase in the coming months.

Adjournment

There being no new, or other business to discuss, the meeting was adjourned at 2:26 PM CT.

ATEC Nominating Committee Meeting Minutes July 17, 2025

1. The following individuals and committee members convened at 3:30 PM CT to discuss ATEC director nominations—
 - Crystal Maguire, ATEC
 - Tarra Ruttman, ATEC
 - Bernard Adams, Pittsburgh Institute of Aeronautics
 - David Jones, AVOTEK
 - Kelly Filgo, Choose Aerospace
 - Jared Britt, Aviation Education Academy & ATEC Board Liaison
2. Maguire briefed committee members on their objective: finalize a 2025-2026 director slate for director approval at the September board meeting.
3. Committee members reviewed positions available which includes one industry directorship, one AMTS directorship, and one academic directorship.
4. ATEC received the following nominations for the following member categories—
 - Industry:
 - Sean Toth, Republic Airways
 - Jeremy Rangel, Duncan Aviation
 - Joel English, English Advisory
 - AMTS:
 - Jon Dillenburg, Thrust Institute of Maintenance
 - Gillette Samms, Alabama Aviation College
 - Academic (high school):
 - Denise Hensley, Putnam City Schools
5. It was decided that the committee would interview each candidate as a group. Tarra will do the initial outreach to each of the nominees letting them know they are officially in consideration, ensure they have a clear understanding of the obligations, and setting up a call in the agreed timeframe.
6. The committee will reconvene on Aug. 7 to discuss interviews and finalize the committee's recommendations.
7. There being no further business, the committee adjourned at 3:30 p.m. CT.

ATEC Nominating Committee Meeting Minutes August 7, 2025

1. The following individuals participated in the second nominating committee meeting at 1:00 PM CT to review ATEC board nominations—
 - Crystal Maguire, ATEC
 - Tarra Ruttman, ATEC
 - Bernard Adams, Pittsburgh Institute of Aeronautics
 - David Jones, AVOTEK
 - Kelly Filgo, Choose Aerospace
2. Committee members briefed attendees on discussion with all nominations received before the July 15 deadline. All nominees were deemed qualified.
3. ATEC received one nomination for the one academic spot available: Denise Hensley, Putnam City Schools. Has built a successful aviation program that utilizes the Choose Aerospace curriculum. Has been very involved with ATEC in promoting Choose Aerospace through webinars and the annual conference.
4. ATEC received the following two AMTS nominees for one available position:
 - a. Gillette Samms, Alabama Aviation College. 30 years of experience in aviation education, school system has a big presence in Alabama, been actively involved with ATEC activities and initiatives.
 - b. Jon Dillenberg, Thrust Aviation Institute. Pulled his nomination stating he didn't have the time to fulfill the obligation.
5. ATEC received three industry nominees for one available position:
 - a. Jeremy Rangel, Duncan Aviation. Has worked his way up from mechanic to VP position, military experience.
 - b. Joel English, English Advisory. Is goal oriented, familiar with ATEC initiatives, great partnerships throughout the industry but the board already has consultant representation.
 - c. Sean Toth, Republic Airways. Military experience and long aviation career, has expressed interest in joining the board for several years, already have regional representation on the board.
6. The nomination committee unanimously agreed on recommending the following nominees to fill the open director positions (pending approval from Jared Britt who was unable to join the meeting):
 - Academic: Denise Hensley, Putnam City Schools
 - AMTS: Gillette Samms, Alabama Aviation College
 - Industry: Jeremy Rangel, Duncan Aviation

The final proposed slate is enclosed to these meeting minutes for board approval.

There being no further business, the committee adjourned at 1:15 PM CT.

ATEC Board of Director Slate

Sept. 19, 2025

Position	Composition	Elected	Term Exp	Term	First	Last	Organization	Sector
Director	Industry (1 of 5)	2024	2028	1st	Archie	Vega	Horizon Airlines	Regional airline
Director	Industry (2 of 5)	2025	2029	1st	Jeremy	Rangel	Duncan Aviation	Repair station
Director	Industry (3 of 5)	2020	2028	2nd	Sean	Gallagan	Aviation Workforce Solutions	Training consultant
Director	Industry (4 of 5)	2024	2028	1st	Scott	Ferris	United Airlines	Commercial airline
Director	Industry (5 of 5)	2023	2027	1st	Greg	Emerson	American Airlines	Commercial airline
Director	Academic (1 of 1)	2025	2029	1st	Denise	Hensley	Putnam City Schools	High school
Director	AMTS (1 of 7)	2024	2028	1st	David	Blanton	Liberty University	Private, not-for-profit, 4-year
Director	AMTS (2 of 7)	2020	2028	2nd	Mark	Holloway	Aviation Institute of Maintenance	Private, proprietary
Director	AMTS (3 of 7)	2024	2028	1st	Justin	Bernard	Moore Norman Technology Center	Public, 2-year
Director	AMTS (4 of 7)	2023	2027	1st	Scott	Sykes	US Aviation Academy	Private, proprietary
Director	AMTS (5 of 7)	2023	2027	1st	Suzanne	Markle	Pittsburgh Institute of Aeronautics	Private, not-for-profit, 2-year
Director	AMTS (6 of 7)	2023	2027	1st	Sheryl	Oxley	Tulsa Tech	Public, 2-year
Director	AMTS (7 of 7)	2025	2029	1st	Gillette	Samms	Alabama Aviation College	Public, 2-year
President	Officer (1 of 3)	2022	2026	2nd	James	Hall	WSU Tech	Public, 2-year
Vice President	Officer (2 of 3)	2024	2026	2nd	Jared	Britt	Aviation Education Academy	Designated mechanic examiner
Treasurer	Officer (3 of 3)	2024	2026	1st	Michael	Sasso	Aims Community College	Public, 2-year
Immediate Past President	Past President (1 of 1)	2022	2026	2nd	Gary	Hoyle	Retired	Training consultant

Directors shall serve four-year terms and shall not serve more than two consecutive terms. Directors may be re-elected for additional terms after a one-year separation from the Board. The immediate past president shall serve a two-year term and may serve two consecutive terms as immediate past president in the event the residing president also serves two consecutive terms.



Aviation Technician Education Council

Balance Sheet As of September 15, 2025

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Bank of America - Checking	26,794.23
Bank of America - Savings	39,303.19
Total Bank Accounts	\$66,097.42
Accounts Receivable	
Accounts Receivable	117,066.27
Total Accounts Receivable	\$117,066.27
Other Current Assets	
Undeposited Funds	685.00
Total Other Current Assets	\$685.00
Total Current Assets	\$183,848.69
TOTAL ASSETS	\$183,848.69
LIABILITIES AND EQUITY	
Liabilities	
Total Liabilities	
Equity	
Net Assets	182,634.32
Opening Balance Equity	661.46
Net Income	552.91
Total Equity	\$183,848.69
TOTAL LIABILITIES AND EQUITY	\$183,848.69

Aviation Technician Education Council

Budget vs. Actuals: Budget_FY25_P&L - FY25 P&L

October 2024 - September 2025

	TOTAL		% OF BUDGET
	ACTUAL	BUDGET	
Income			
Conference Income			
Annual Conference Income			
Exhibitor Income	50,000	55,000	91.00 %
Registration Income	122,790	120,000	102.00 %
Sponsorship Income	105,500	110,000	96.00 %
Total Annual Conference Income	278,290	285,000	98.00 %
Legislative Fly-In Income			
Registration Income - Fly-In	21,200	20,000	106.00 %
Sponsorship Income - Fly-In	28,500	25,000	114.00 %
Total Legislative Fly-In Income	49,700	45,000	110.00 %
Total Conference Income	327,990	330,000	99.00 %
Membership Income			
Academic Membership Income	20,400	20,000	102.00 %
AMTS Membership Income	97,793	95,000	103.00 %
Industry Membership Income	34,800	40,000	87.00 %
Total Membership Income	152,993	155,000	99.00 %
Program Services Income			
Advertising Income	6,950	10,000	70.00 %
ATEC Academy Income	17,226	25,000	69.00 %
Exchange Agreement Income	17,046	10,000	170.00 %
Grant Income	22,252	25,000	89.00 %
Other Income	508	1,000	51.00 %
Total Program Services Income	63,982	71,000	90.00 %
Total Income	\$544,965	\$556,000	98.00 %
GROSS PROFIT	\$544,965	\$556,000	98.00 %
Expenses			
Administrative Expenses			
Business Expenses			
Awards	1,688	2,000	84.00 %
Copying and Printing	5,636	8,000	70.00 %
Dues and Subscriptions	22,532	20,000	113.00 %
Insurance	4,279	3,000	143.00 %
Office Expense and Supplies	894	1,000	89.00 %
Postage and Delivery	188	500	38.00 %
Telephone and Wifi	1,800	1,800	100.00 %
Total Business Expenses	37,017	36,300	102.00 %
Fees			
Bank Service Charge	124	200	62.00 %
Credit Card Fees	11,893	10,000	119.00 %
Total Fees	12,017	10,200	118.00 %
Professional Fees			

Aviation Technician Education Council

Budget vs. Actuals: Budget_FY25_P&L - FY25 P&L

October 2024 - September 2025

	TOTAL		
	ACTUAL	BUDGET	% OF BUDGET
Accounting		1,000	
Contractors	9,265	25,000	37.00 %
Graphics & Design	21,526	20,000	108.00 %
Legal	563	3,000	19.00 %
Legislative	4,420	10,000	44.00 %
Management	220,000	220,000	100.00 %
Total Professional Fees	255,774	279,000	92.00 %
Travel Expense			
Lodging	4,790	5,000	96.00 %
Meals and Entertainment	1,405	2,500	56.00 %
Registration Fees	828		
Transportation	7,119	9,000	79.00 %
Total Travel Expense	14,142	16,500	86.00 %
Total Administrative Expenses	318,949	342,000	93.00 %
Conferences Expense			
Annual Conference Expenses			
Audio Visual	21,045	12,000	175.00 %
Copying and Printing	9,993	10,000	100.00 %
Facility Cost	3,706	15,000	25.00 %
Food and Beverage	126,937	110,000	115.00 %
Transportation	6,536	10,000	65.00 %
Travel	2,887	4,000	72.00 %
Total Annual Conference Expenses	171,105	161,000	106.00 %
Annual Legislative Fly-In			
Copying and Printing		5,000	
Food and Beverage	2,000	12,000	17.00 %
Travel	587	3,000	20.00 %
Total Annual Legislative Fly-In	2,587	20,000	13.00 %
ATEC Academy Expenses			
Copying/Printing - ATEC Academy	690	1,000	69.00 %
Food/Beverage - ATEC Academy	2,227	3,000	74.00 %
Training Consultants - ATEC Academy	21,000	16,000	131.00 %
Travel - ATEC Academy	3,923	3,000	131.00 %
Total ATEC Academy Expenses	27,840	23,000	121.00 %
Total Conferences Expense	201,532	204,000	99.00 %
Total Expenses	\$520,481	\$546,000	95.00 %
NET OPERATING INCOME	\$24,484	\$10,000	245.00 %
Other Expenses			
Fraudulent Charges	23,931		
Total Other Expenses	\$23,931	\$0	0%
NET OTHER INCOME	\$ -23,931	\$0	0%

Aviation Technician Education Council

Budget vs. Actuals: Budget_FY25_P&L - FY25 P&L

October 2024 - September 2025

		TOTAL	
	ACTUAL	BUDGET	% OF BUDGET
NET INCOME	\$553	\$10,000	6.00 %

Dues Increase Proposal

Income		
AMTS Dues (current \$ 600)		
Enrollment 0 to 50	105 schools	\$ 750
Enrollment 51 to 250	95 schools	\$ 900
Enrollment 251 to 500	18 schools:	\$ 1,000
	Aviation Institute of Maintenance - Atlanta	
	Aviation Institute of Maintenance - Charlotte	
	Aviation Institute of Maintenance - Chicago	
	Aviation Institute of Maintenance - Dallas	
	Aviation Institute of Maintenance - Fremont	
	Aviation Institute of Maintenance - Las Vegas	
	Aviation Institute of Maintenance - Norfolk	
	Aviation Institute of Maintenance - Orlando	
	Lewis University	
	Purdue University	
	Spartan College of Aeronautics and Technology - Denver	
	Spartan College of Aeronautics and Technology - Los Angeles	
	Spartan College of Aeronautics and Technology - Tulsa	
	Tarrant County College	
	WSU Tech	
Enrollment 501+	Six schools:	\$ 1,200
	Alabama Aviation College - Ozark	
	Aviation High School	
	Aviation Training Institute at Vaughn College	
	George T. Baker Aviation Technical College	
	National Aviation Academy Inc - Clearwater	
	Universal Technical Institute - Canton	
Academic Dues (current \$600)		\$ 750
Industry Dues (current \$ 600)		\$ 1200
Retention Estimate (based on 252 current and paying members)		85%
Additional Revenue		\$ 50,000
Expenses		
Regulatory SME (ACS and Handbooks)		\$ 30,000
Reserves		\$ 20,000

Proposed Member Dues Increase Notice

Dear ATEC Member:

On behalf of the Board of Directors, thank you for your continued commitment to ATEC. Your support allows us to advance aviation maintenance education, advocate on behalf of schools and industry, and strengthen the pipeline of future technicians.

As part of our ongoing responsibility to ensure the long-term health of the Council and its ability to serve members effectively, the Board has voted to adjust membership dues. This change will be reflected in renewal invoices issued beginning October 1, 2025, for the 2026 membership year.

The updated dues structure is as follows:

- Aviation Maintenance Technician School (AMTS) Members – annual dues (currently \$600) will be based on student enrollment:
 - Enrollment 0–50: \$750
 - Enrollment 51–250: \$900
 - Enrollment 251–500: \$1,000
 - Enrollment 501+: \$1,200
- Academic Members – \$750 (up from \$600)
- Industry Members – \$1,200 (up from \$600)

This is only the third increase in nearly 30 years. In both 2016 and 2020, modest adjustments allowed the Council to expand programs and member services. Since then, ATEC has:

- Launched a new website with enhanced directories and member tools.
- Expanded the size and scope of the annual conference.
- Supported the implementation and promulgation of a reformed part 147.
- Increased staff to better serve a growing membership.
- Advocated for schools and industry at the highest levels of government.
- Nurtured Choose Aerospace, which now provides certification pathways and scholarships benefiting schools, students, and instructors.

The upcoming dues increase will allow us to:

- Sustain dedicated resources for FAA mechanic certification standards and handbook improvements.
- Strengthen financial reserves to ensure stability as the Council's annual budget grows.

We remain committed to ensuring that every dollar invested by our members directly supports initiatives that strengthen aviation maintenance education and the workforce pipeline. We are grateful for your partnership and support of ATEC's mission. Should you have any questions about your renewal invoice or the value of membership, please do not hesitate to reach out to me or the Council staff.

With appreciation,

James Hall
ATEC President

Membership Dues Increase Questions & Answers [For communications and website]

When was the last time membership dues were increased?

The ATEC Board of Directors has increased membership dues only twice in nearly three decades:

2016 – Aviation Maintenance Technion School dues increased from \$220 to \$350; industry member dues increased from \$325 to \$350. This was the first increase in 20 years.

2020 – Dues for all categories increased from \$350 to \$600.

Why are dues being increased now?

The Board determined that an increase is necessary to sustain ATEC's growth and ensure the resources required to achieve our strategic objectives.

Over the past several years, ATEC has made significant investments to strengthen its infrastructure and member services. These investments have already produced meaningful results, including:

- Launching a new website with expanded member directories and tools to streamline conference registration, volunteer recognition, and organizational efficiency.
- Expanding the size and scope of the annual conference to better serve schools and industry.
- Leading the promulgation and implementation of a new part 147 rule that reformed regulatory oversight of aviation maintenance technician schools.
- Growing operational staff to improve communications, outreach, and member support.
- Reaching record-high membership and amplifying advocacy efforts in legislative and regulatory arenas.
- Supporting the growth of Choose Aerospace, which is now in its third year of providing early certification pathways and awarding scholarships to schools, students, and instructors.

What additional member benefits will come with the dues increase?

The increase will directly support the expansion of current initiatives and the launch of new benefits, including:

- **Support for FAA mechanic certification standards.** ATEC is uniquely positioned to influence the FAA's mechanic certification standards and handbooks. This past year, a dedicated subject matter expert to collect member input and recommend improvements was funded through a NASA grant. The dues increase will ensure continued resources to sustain and expand this work beyond the grant performance period—allowing ATEC to make substantive, lasting contributions to FAA publications on behalf of its members.
- **Strengthened financial reserves.** For the past four years, the Council has maintained a near break-even budget while responsibly protecting reserves. However, as the annual budget continues to grow, reserves must grow proportionally to ensure a stable financial foundation and safeguard operations in the event of unforeseen challenges.

The dues increase is a strategic investment in the Council's long-term health, enabling ATEC to expand its impact, strengthen advocacy, and deliver even greater value to members.

	2025 Budget	2025 YTD	2026 Budget	Notes
Revenue				
Event Income				
Annual Conference Income				
Exhibitor Income	\$ 55,000	\$ 50,000	\$ 60,000	
Registration Income	\$ 120,000	\$ 122,790	\$ 135,000	Increase from \$685 to \$749
Sponsorship Income	\$ 110,000	\$ 105,500	\$ 120,000	
Total Annual Conference Income	\$ 285,000	\$ 278,290	\$ 315,000	
Legislative Fly-In Income				
Registration Income - Fly-In	\$ 20,000	\$ 21,200	\$ 25,000	Increase from \$400 to \$495
Sponsorship Income - Fly-In	\$ 25,000	\$ 28,500	\$ 30,000	
Total Legislative Fly-In Income	\$ 45,000	\$ 49,700	\$ 55,000	
Total Event Income	\$ 330,000	\$ 327,990	\$ 370,000	
Membership Income				
Academic Membership Income	\$ 20,000	\$ 20,400	\$ 20,000	Increase from \$600 to \$750, 85% retention
AMTS Membership Income	\$ 95,000	\$ 97,793	\$ 120,000	Increase based on enrollment and 85% retention
Industry Membership Income	\$ 40,000	\$ 34,800	\$ 60,000	Increase from \$600 to \$1200, 85% retention
Total Membership Income	\$ 155,000	\$ 152,993	\$ 200,000	
Program Services Income				
Advertising Income	\$ 10,000	\$ 6,950	\$ 10,000	
Grant Income	\$ 25,000	\$ 22,252	\$ 10,000	Balance of NASA grant
A TEC Academy	\$ 25,000	\$ 17,226	\$ 30,000	Three cohorts 80% of breakeven 10 students per
Exchange Income	\$ 10,000	\$ 17,046	\$ 20,000	Affinity (Xennial, Ekanos)
Other Income	\$ 1,000	\$ 508	\$ 500	
Total Program Services Income	\$ 71,000	\$ 63,982	\$ 70,500	
Total Revenue	\$ 556,000	\$ 544,965	\$ 640,500	
Gross Profit	\$ 556,000	\$ 544,965	\$ 640,500	
Expenditures				
Administrative Expenses				
Business Expenses				
Awards	\$ 2,000	\$ 1,688	\$ 2,000	Instructor, student of the year
Copying/Printing	\$ 8,000	\$ 5,636	\$ 8,000	Increased Pipeline Report distribution
Dues & Subscriptions	\$ 20,000	\$ 22,532	\$ 20,000	See dues and subs tab
Insurance	\$ 3,000	\$ 4,279	\$ 4,500	
Office Expense & Supplies	\$ 1,000	\$ 894	\$ 1,000	
Postage & Delivery	\$ 500	\$ 188	\$ 200	
Telephone & Wifi	\$ 1,800	\$ 1,800	\$ 1,800	
Professional Development		\$ 828	\$ 1,000	
Total Business Expenses	\$ 36,300	\$ 37,845	\$ 38,500	
Fees				
Bank Service Charge	\$ 200	\$ 124	\$ 200	
Credit Card Fees/Discount	\$ 10,000	\$ 11,893	\$ 13,000	Increase in cc processing with income increase
Total Fees	\$ 10,200	\$ 12,017	\$ 13,200	
Professional Fees				
Accounting	\$ 1,000	\$ -	\$ 1,000	
Contractors	\$ 25,000	\$ 9,265	\$ 35,000	Regulatory SME (\$30K), media SME, event support
Graphic Designer	\$ 20,000	\$ 21,526	\$ 20,000	See details tab
Legal	\$ 3,000	\$ 563	\$ 2,000	Transactional and VA registered agent
Legislative	\$ 10,000	\$ 4,420	\$ 10,000	Congressional meetings
Management	\$ 220,000	\$ 220,000	\$ 233,986	\$50K base + 40% (2025 est income - \$85,000)
Total Professional Fees	\$ 279,000	\$ 255,774	\$ 301,986	
Travel Expense				
Lodging - Travel	\$ 5,000	\$ 4,790	\$ 5,000	
Meals & Entertainment - Travel	\$ 2,500	\$ 1,405	\$ 2,500	Outreach meetings, ad hoc meals and meetings
Transportation - Travel	\$ 9,000	\$ 7,119	\$ 8,000	See details tab
Total Travel Expense	\$ 16,500	\$ 13,314	\$ 15,500	
Total Administrative Expenses	\$ 342,000	\$ 318,950	\$ 369,186	
Conferences Expense				
Annual Conference Expenses				
AV Expense - Annual Conferenc	\$ 12,000	\$ 18,740	\$ 20,000	
Copying/Printing - Annual Confe	\$ 10,000	\$ 9,993	\$ 11,000	
Facility - Annual Conferen	\$ 15,000	\$ 3,706	\$ 7,000	Furniture rental

	2025 Budget	2025 YTD	2026 Budget	Notes
Food/Beverage - Annual Conferen	\$ 110,000	\$ 126,937	\$ 115,000	
Transportation - Annual Conf	\$ 10,000	\$ 6,536	\$ 10,000	
Travel Expense - Annual Confere	\$ 4,000	\$ 2,887	\$ 4,000	
Total Annual Conference Expenses	\$ 161,000	\$ 168,799	\$ 167,000	
Annual Legislative Fly-In				
Copying/Printing - Fly-In	\$ 5,000	\$ 690	\$ 6,000	Increase in pipeline report prints for luncheon
Food/Beverage - Fly-In	\$ 12,000	\$ 2,000	\$ 25,000	Expected actuals for this year
Transportation - Fly-In	\$ 3,000	\$ 587	\$ 7,000	Expected actuals for this year
Total Annual Legislative Fly-In	\$ 20,000	\$ 3,277	\$ 38,000	
ATEC Academy				Three cohorts
Copying/Printing	\$ 1,000	\$ 690	\$ 1,000	
Food/Beverage	\$ 3,000	\$ 4,533	\$ 5,000	
Travel	\$ 3,000	\$ 3,923	\$ 4,000	
Training Consultants	\$ 16,000	\$ 21,000	\$ 26,250	\$6500 lead facilitator, \$750 for mentors x3
Total ATEC Academy	\$ 23,000	\$ 30,146	\$ 36,250	
Total Conferences Expense	\$ 204,000	\$ 202,222	\$ 241,250	
Total Expenditures	\$ 546,000	\$ 521,172	\$ 610,436	
Net Revenue	\$ 10,000	\$ 23,793	\$ 30,064	

AMTS Non-Members

Expired Members

1. Arkansas State University Mid-South
2. Burlington Technical Center
3. Canadian Valley Technology Center
4. Central Florida Aerospace Academy
5. Cherry Creek Innovation Campus
6. Des Moines Public Schools
7. Eastern Florida State College
8. George Stone Technical College
9. Georgia Northwestern Technical College
10. Great Oaks Joint Vocational School—
INVOICED
11. Hinds Community College
12. Iowa Western Community College
13. Lake Superior College
14. Lewis University
15. Lively Technical College
16. Lorenzo Walker Technical College
17. Marshall University Aviation Maintenance
Technology Program
18. MT San Antonio College—INVOICED
19. North Valley Occupational Center
20. Northwest Florida State College
21. Rock Valley College
22. Sinclair Community College
23. Solano Community College
24. South Georgia Technical College
25. South Louisiana Community College
26. Southern Arkansas University Tech -
Camden
27. Tennessee College of Applied Technology -
Nashville
28. Toledo Public Schools - Aerospace Center
29. Universal Technical Institute - Houston
30. Victor Valley College—INVOICED
31. Westfield Technical Academy
32. Yuut Elitnaurviat Regional AMT School

Prospective Members

33. American Leadership Academy Applied
Technologies Trade School
34. Atlanta Technical College
35. Aviator College
36. Central Georgia Technical College
37. Chattahoochee Technical College
38. Connecticut Aero Tech School
39. Crowley Academy of Aviation
40. Honolulu Community College - Dept of
Aeronautics
41. Jefferson Community and Technical College
42. Lenoir Community College
43. Maysville Community and Technical College
44. Milwaukee Area Technical College
45. Orange Coast College
46. Pensacola State College
47. Reedley College
48. Savannah Technical College
49. Skyline Career Development Center
50. Somerset Community College
51. Stratford School for Aviation Maintenance
Technicians
52. Tennessee College of Applied Technology -
Memphis
53. Tom P. Haney Technical College
54. Universal Technical Institute - Miramar
55. University of Arkansas - Pulaski Technical
College
56. Warren Tech South