General Aviation
“An Important Part of the Air Transportation System”

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Executive Vice President
Government Affairs
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AOPA IS...

More than 415,000 voters
Business Use

65% total
Transportation

Personal/Family Transportation
Recreation and Fun
Medical
GA is BIG!

- 5,200 airports
- 500K pilots
- 166 million passengers
- 1.2 million jobs
- $103 billion econ activity
Its About Connecting

- Three generations of tractor distributors
- Large employer in small community
- Depend on GA

DEFEND GA, CONTRIBUTE TODAY! www.GAServesAmerica.com
Its About Connecting

- Mayor of Winner, SD
- Community relies on airport

GENERAL AVIATION: COMMUNITIES DEPEND ON IT.

To many, it may be just another dot on the map or a sign on the interstate. But to the 3000 residents of Winner, South Dakota, it's home. A home where people and businesses rely on the local airfield to stay connected to the rest of America.

But now, a costly federal budget scheme would impose punishing new fees on general aviation, shutting down small airports like Winner's and devastating communities in every state.

General aviation connects thousands of communities, creates millions of jobs and pumps billions into our economy. Let's keep it that way. Visit us at www.GAServesAmerica.com

DEFEND GA, CONTRIBUTE TODAY! www.GAServesAmerica.com
How would you rate the GA economic environment?

<table>
<thead>
<tr>
<th></th>
<th>2003</th>
<th>2005</th>
<th>2007</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Excellent</td>
<td>0%</td>
<td>1%</td>
<td>4%</td>
<td>0%</td>
</tr>
<tr>
<td>Good</td>
<td>28%</td>
<td>46%</td>
<td>48%</td>
<td>12%</td>
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<tr>
<td>Not So Good</td>
<td>62%</td>
<td>45%</td>
<td>45%</td>
<td>65%</td>
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<tr>
<td>Poor</td>
<td>10%</td>
<td>8%</td>
<td>4%</td>
<td>23%</td>
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<tr>
<td></td>
<td>2003</td>
<td>2005</td>
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<tr>
<td>Optimistic</td>
<td>67%</td>
<td>62%</td>
<td>57%</td>
<td>50%</td>
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<tr>
<td>Pessimistic</td>
<td>33%</td>
<td>38%</td>
<td>43%</td>
<td>50%</td>
</tr>
</tbody>
</table>
How would you rate the political environment for GA?

- Not so good: 66%
- Good: 21%
- Poor: 13%
- Excellent: 0%
• Economy – Extremely Cost Sensitive
• Security – Targeting General Aviation
• Airports – Noise/Value/Reduced Activities
• Overall Misperceptions
• Perception of GA high; 68% view GA as “very” or “somewhat” favorable
• 51% indicated GA is a “very important” part of the nation’s transportation system
• **Bottom line**: Influencers are receptive to GA – need to understand that GA connects thousands of communities
Urban and Suburban Growth Squeezes
Airports

- Suburban expansion around airports
- Economic pressures
- Value of Property
Santa Clara Valley – San Jose
Santa Clara Valley – San Jose
Santa Clara Valley – San Jose
STATES CAN HELP PROTECT THIS VITAL INDUSTRY
Helping Attract Business

- NY A 8891 - New York Aviation Jobs Act
  - Sales tax exemption on aviation maintenance permanent
  - Maintain competitiveness
  - Retain and attract business
Story of North Las Vegas

• Original version of NV SJR 3
  – Sought Congressional authority to ban certain flight activity at North Las Vegas Airport
  – Inconsistent with national aviation system
Squeezing GA

• IL H 451
  – Categorizes GA aircraft as “luxury items” along with “fur clothing” and “jewelry”
  – Imposes a luxury tax
  – Drives businesses out of the state
  – Represents a fundamental misperception of GA