

## The Year in Summary

What a difference a great instructing team makes to the feel and financial success of a club! This year could be characterised as a stabilising period after the turmoil and uncertainty of previous years. We have exceeded our financial goals, set the bar high for flying hours and have built upon our previous membership base with a new set of students that are making great progress and keeping our flying staff busy. It certainly helped that we have had some good flying weather early in the year, but the efforts of the previous year have allowed us to be in a position to take advantage of the opportunity.

We are lucky to be able to operate from an international airport in New Zealand, and we are determined to remain for as long as feasible. Further to that, we have invested time and money into the upgrade to the hangar club rooms. After exploring alternative locations with WIAL, we came to the conclusion that our best option was to remain in the Gibson hangar and make the best of what we have. We are confident in our tenure for the medium term and have proven that even paying 'market' rents we can create a sustainable flight organisation to serve Wellington pilots.

## Our Team

We have been lucky this year with a solid fulltime and casual instructing team under the leadership of Andrew Sims (Simsy).

Of note, Iain completed his C-cat supervision period and Jelle was successful in gaining his B-Cat. These are both of great value to the club to as it allows greater flexibility for scheduling time off for Simsy.

Jared Remington has recently joined the team and is doing a great job and will soon be out of direct supervision.

Dan Thompson has been running the IFR multi training but has relocated out of the area which is a great loss to the club.

James Hillson, our resident A-cat, flight examiner and committee member has been making the transition to the captains seat, luckily he has retained his Wellington base and as a result will continue to make himself available to the club.

The current team is:

- Andrew Sims – CFI
- Jelle Holthuis – B-Cat
- Iain Abel – C-Cat
- Jared Remington – C cat
- James Hillson- A-Cat
- Bronwyn Scott – C-Cat
- Rochelle Fleming – B-Cat
- Blair Frampton – C-cat

The instructing team have been putting in the extra effort to make the club look presentable and to give the members a great experience. A big thanks to you all as it is very much appreciated.

## **Finance**

We made a small surplus of \$9.5k this financial year which is a huge achievement. This is on the back of the work performed in previous years to streamline costs and bring on a solid instructing team. We are still subsidised to a degree by our term deposit interest, although this is reducing due to the low interest rate environment. We are looking at options for how this might be better utilised and still provide the additional return to help keep us in the black.

Debtors have improved dramatically this year, although we have one large debt that we are chasing through Baycorp which is disappointing and unacceptable given the narrow margins that the club operate on. We have learnt from this experience and will not repeat it.

## **Constitution**

As we have done in previous years, the presidential line approach was reviewed by the committee to see if it still meets the needs of the club. While it is not ideal, it is working and we have been able to fill the President Elect slot again this year. One of the main concerns is that the presidential tenure is fairly short and doesn't really allow long term relationships with our external partners (WIAL, suppliers, etc) where the contract cycles are in multiples of years, not months. We are hoping to address this by making better use of subcommittees for major items such as property and aircraft.

## **Health and Safety**

In line with the new workplace Health and Safety legislation, the committee has incorporated health and safety into our monthly review process. This focus is on the areas that are not already covered by flight rules or airport apron procedures – club room and hangar hazard identification and mitigation.

## **IFR Training**

In May, it was decided that the multi-IFR training program with ROC was unsustainable and ROC was removed from the hangar. This was a combination of lower than expected flying hours, and losing our IFR instructor due to Dan's relocation. This is a disappointing outcome for those involved but we are looking at alternative training methods using single engine aircraft with a simulator. Again the investment required in supporting an IFR program is relatively high due to the instructor currency requirements but we are keen to offer this service to our members if it makes economic sense.

## **Tenure at Wellington International Airport**

Over the past 12 months we have looked at 3 different options for housing the Aero club. The old Vincent's hangar, the Lockwood building to the north of the Gibson hangar, and remaining where we are.

Lifeflight are now using part of the Vincent's hangar and it became clear from discussions with WIAL that they had expectations for rental that we or our aircraft owners would be unwilling to meet.

We were hoping that the Lockwood building may have made a good club room base – it's a more modern building, that although needed some tidy up work, would have given us more useful space that was conveniently next to our hangar. Unfortunately, although the current lease holder is not actively using the building, they were unwilling to relinquish it us.

This process has been valuable however in confirming that the Gibson hangar will be our home for both of aircraft and club operations for the foreseeable future. Based on that understanding we have begun a program of work to make our clubrooms a place that we can be proud of and attractive to members and guests.

Our current Gibson lease expires in 2017 and we have initiated lease discussions with WIAL. All indications so far suggest that they are happy for us to live in the Gibson Hangar for the immediate future. WIAL have plans for redeveloping the western apron and associated buildings, but don't see this happening for at least 10+ years. As part of the redevelopment the Gibson hangar will be demolished and we will then need to find a new home, but until that time it is convenient for both parties for us to use the hangar and help with its upkeep.

We were hoping to have been able to present the new lease at this AGM but WIAL staff are distracted with their other projects such as the terminal redevelopment and the runway extension and subsequently it has been hard to get their attention to finish off the process.

## **Gibson Hangar**

For anyone that has visited the club recently, you will have seen the evidence of a great deal of work by WIAL contractors and WAC members and staff. We have removed the portacoms, with associated cost savings. WIAL have completed the waterproofing which has allowed the interior to have been re-finished to a higher standard. The bathrooms have been redone, a new CFI office created, a new entrance created with reception area and plans are in place to fix the kitchen. We have also relocated the stairs with the hope of using the newly weather tight upstairs areas. 'Upstairs', and 'Bar' normally get mentioned in the same sentence so watch this space.

We have not been able to repair the hangar doors as WIAL was looking for a full cost recovery from the club over a short time period, which we could not afford. The issue has been passed to the aircraft owners who are evaluating whether there are more cost effective repair options that are acceptable to the group.

The tidy up and painting of the club rooms took an enormous out effort from members and instructing staff so thank you to all who have helped make the place look great.

## Aircraft and Aircraft Leases / Hangarage

The fleet is currently:

3x PA38	ZK-ESG, WAC, and TAW
1x PA28 Warrior	ZK-MBG
1x C172	ZK-FLT
1x C172-SP	ZK-CEO
1x CJ6 Nanchang	ZK-MAO

WAC & TAW have been on a long upgrade programme which has now been completed with upgraded interiors, glass cockpit avionics and mini Ipads. We have also had to raise aircraft rates this year in line with an increase in the underlying dry lease rates. Fuel prices have been relatively low which has allowed us absorb some of this cost. Landing fees have had to be increased to reflect an increase in circuit fees from Airways.

The way we manage our training fleet is currently being reviewed as the aircraft are coming to the end of their current lease. Various options are being looked at including the possibility of the club owning it's own training fleet. We will provide updates to the membership as appropriate.

Other aircraft in the hanger that are off-line are JWH (C206), LGT (Giles G-200) and FHQ (PA-28)

## Flying Hours

As you can see in the table below, our flying hours have recovered from the dip over the past few years and provide a good base for us to cover our cost of operations. This is an excellent result and is largely due to the efforts of our instructing team and a strong interest in flight training in the Wellington region.

Revenue hours by fiscal year (1 Apr – 31 Mar)

Fiscal Year	Solo Hours	Dual Hours	Total Revenue Hours
2012	657.2	1,333.0	1,989.8
2013	557.5	1,032.6	1,589.5
2014	619.3	729.2	1,347.2
2015	415.0	759.5	1,174.5
2016	528.9	1,110.0	1,637.3
2017	99.5	270.2	369.7
<b>Grand Total</b>	<b>2,877.5</b>	<b>5,234.5</b>	<b>8,107.9</b>

## Aircraft utilisation for the last two fiscal years

Fiscal Year	Solo Hours	Dual Hours	Total Revenue Hours
<b>2015</b>	<b>415</b>	<b>760</b>	<b>1,174</b>
TAW	52	219	271
FLT	114	89	203
ESG	30	145	175
MBG	91	64	155
WAC	18	102	120
JFE	19	91	110
MAO	56	11	67
ROC	17	31	48
CEO	13	6	20
EIF	4	2	6
<b>2016</b>	<b>529</b>	<b>1,110</b>	<b>1,637</b>
TAW	59	341	399
WAC	47	302	349
FLT	118	136	254
MBG	123	74	197
ROC	44	98	142
ESG	38	100	138
MAO	70	30	99
CEO	31	29	60

## Events

A group of students and instructors visited Kaikoura for an overnight trip in April. Other events have included:

- Our regular monthly drinks that have moved to the Evans Bay Yacht and Motor Boat Club in Evan's Bay. EBMYC have been very welcoming which has partially made up for the lack of our own bar and social area.
- A pilot evening on ditching presented by Rick Bulger.
- In March we had a successful working bee in which many members and instructors helped tidy the place up and to begin painting.
- Our annual Christmas and presentation dinner.

MAO was made available by the syndicate to support the Walsh Flying School this year. By all accounts it was very popular with Simsy making 13 introductory flights. This was also assisted with a grant from ASPEQ, which we are grateful for.

## Website

We have continued utilising the blog on our website to post updates from the executive and club captain, rather than the previous production of the Windssock newsletter. Although less formal it allows for more frequent, adhoc communication.

## Governance and the Committee

We have again been lucky to have an enthusiastic and hard working group of volunteers on the committee this year which have been a pleasure to work with and have made my job far easier. I'd like to extend warm thanks to

- Amy Dreverman as Treasurer and President Elect
- Derrick Westenra as Past President
- Andrew Braddick as Secretary
- Bronwyn Scott as Club Captain
- Malcolm Goddard
- Tim Lewis
- Rodney Maas
- Lawrence Field
- James Hillson

And also to Peter MacLeod who has attended most of the meetings this year as an interested member and has offered to formalise his involvement next year as club treasurer.

I'd like to emphasise that the executive committee welcomes any member to attend our meetings to learn more about club operations and to provide feedback (and a deserving beer afterwards). Just let the club secretary know ahead of time so that we plan enough chairs.

## 5 Year Plan

We have been tracking to our 5 year plan, specifically with tasks associated with the first 12 months. We have made good progress on these items, many of which have already been discussed in this report, and have updated the 5 year outlook to reflect our current thinking. The new committee will decide on, and allocate specific items that they feel are achievable in the next 12 months once they have had a chance to meet and determine current priorities. The 2 major issues will be clarifying our strategy with respect to the fleet, and resigning a new hangar lease.

## Conclusion

The club is in a stable, sustainable position now and can now plan for the future. We have a great team on board with a lot of experience and a hugely positive approach.

With the challenges of location and staff behind us, we have been able to focus on improving the presentation of its facilities and the quality of the aircraft.

All of which goes a long way towards the overall customer experience and better perceived value for money and ultimately retention of people wanting to fly and people wanting to be members of this Club.

Simon Holdsworth  
President  
24 July 2016