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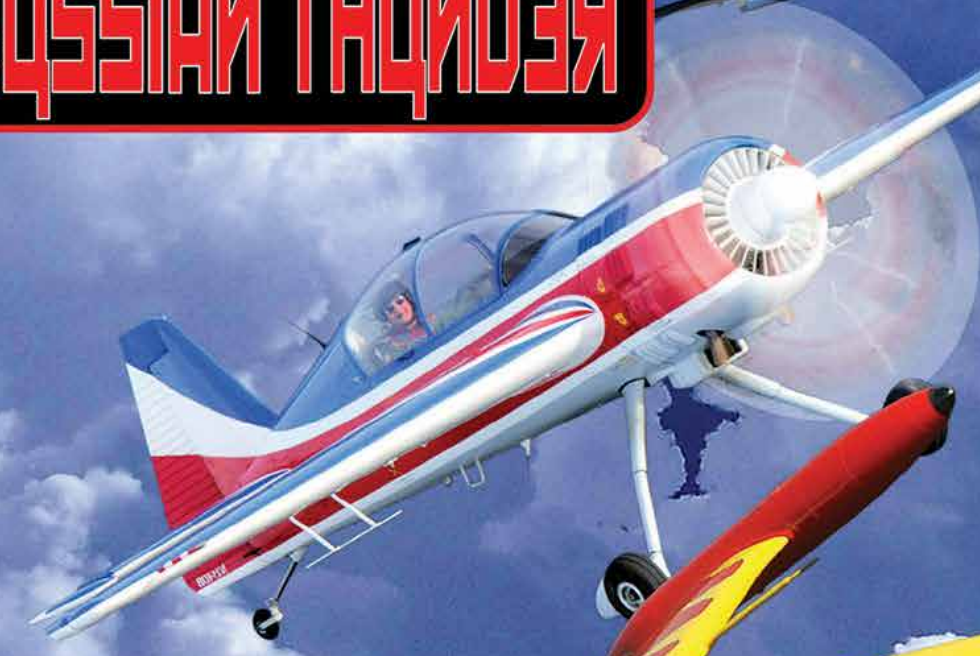
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*From*

**THE HOME OFFICE**

## Viva Las Vegas

By John Cudahy



**JOHN CUDAHY**  
President/CEO

A few weeks ago, in the middle of a short email exchange with a member about some changes we are considering for the 2019 ICAS Convention, my phone rang and it was that very same member calling to talk.

“Why is the ICAS Convention always in Las Vegas?” he asked. During the next ten minutes or so, I answered his question. When we were done, he said, “Well, that makes a lot of sense. I’m glad I asked. You should tell the whole membership what you just told me.”

When I began working for ICAS in June of 1997, one of the first things I did was suggest to the Board that we move the convention out of Las Vegas on alternating years. My argument was that our members were spread throughout the U.S. and Canada. Potential weather problems in December limited our ability to consider convention venues in northern cities, but there were many strong convention hotels located throughout the southern United States.

The ICAS staff did some research, solicited bids and ultimately recommended to the Board that we hold the 1999 convention in Nashville, the

2001 and 2005 conventions in Orlando, and the 2003 ICAS Convention in Dallas.

The experiment went poorly.

Financially, we took a bath. In every year that we held the convention somewhere other than Las Vegas, our gross revenue dropped and our expenses increased. Our members expressed their opinions about Nashville, Orlando and Dallas with their feet; they stayed home. Compounding the problem, our one-year deals with the non-Vegas hotels were not nearly as generous as the contracts we were able to negotiate with the hotels in Las Vegas, so we paid for many of the things in non-Vegas cities that we got for free in Vegas. With revenue down and expenses up, our net profit for the convention dropped precipitously.

More than that, though, the members were annoyed by our decision to leave Las Vegas...even for a single year. During most of the 1990s, Las Vegas had become the unofficial home of the ICAS Convention. The night life and bar hours suited our members. The easy flights in and out, the (comparatively) inexpensive sleeping rooms and the world-class meeting space were a good fit for our convention.

During December and January after our conventions in Nashville, Orlando and Dallas, I was besieged with angry emails and unpleasant telephone conversations. With a bit of arrogance that I can only shake my head at now, I was so sure that the change would eventually be accepted and even welcomed that I urged the Board and the members to push through the dissatisfaction expressed by our delegates. “Change is hard, but people will eventually see the wisdom in moving the convention around,” I said to anybody who would listen.

I was wrong.

By the time of our second convention in Orlando in December of 2005, the members were mutinous. I conceded that the headwinds we were encountering were not likely to abate. We cancelled a 2007 ICAS Convention in Orlando and began negotiating a multi-year deal at the Rio in Las Vegas.

Fortunately, it was a buyer’s market. The hotel’s management was eager to strike a

**In every year that we held the convention somewhere other than Las Vegas, our gross revenue dropped and our expenses increased.**

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## From THE HOME OFFICE

“...without the benefits we get from our hotel contracts in Las Vegas, ICAS would be forced to offer a much different, less lavish convention or significantly increase the various convention fees.”

deal and offered dramatic concessions: a free reception, complimentary continental breakfasts and a significant increase in the number of comp suites...all additions that helped our bottom line. With Board approval, we signed a three-year deal that dramatically decreased our expenses.

A couple of years later, when the hotel sales team discovered

they were just a little shy of year-end sales goals (and the bonuses that they would receive when they met those goals), the phone rang and the hotel offered additional concessions and incentives, not just for the new contract that they were asking us to sign, but for all of our current and future contracts. A couple of years later, they made an even more generous offer.

Following the financial collapse

of 2008, we learned that there were some banks that were “too big to fail.” Over time, ICAS has negotiated hotel contracts that may well be, “too good to leave.” A couple of years ago, the ICAS Board of Directors asked us to calculate how much it would cost to abandon one or more of the contracts we currently have to hold the convention in Las Vegas. The actual cancellation fee is small, just \$3,000 if we let the hotel know more than 24 months in advance. But the cost of foregoing all of the incentives and concessions that we’ve negotiated into our contracts during the last ten years – items that we could never get in new contracts – would exceed \$225,000.

And, of course, all of those contractual benefits accrue to our convention delegates. Our registration fees and booth rental fees are significantly lower than

those for similar conventions, in large part because the accommodations and concessions in our multi-year contracts with the Las Vegas hotels provide both direct and indirect subsidies. Put another way, without the benefits we get from our hotel contracts in Las Vegas, ICAS would be forced to offer a much different, less lavish convention or significantly increase the various convention fees.

So, that’s why we hold our annual ICAS Convention in Las Vegas each year. It’s what the members want. We have negotiated contracts with our host hotels that are disproportionately, almost ridiculously favorable to ICAS. And those deals have allowed us to keep the fees we charge our members to participate in the convention lower than they would otherwise be. ✈

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### ON THE COVER

Photographer Gregory Herd captured this shot of aerobatic pilot Mike Wiskus of Lucas Oil Airshows in 2018.

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By Chris Morrison

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By Stephanie Stricklen

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The Professional Journal of the Air Show Industry

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#### Additional Subscriptions

Additional subscriptions to *Air Shows Magazine* are available to members, employees of members and air show committees for \$40 per year (four editions). Send subscription orders along with check, money order or credit card information in U.S. funds to *Air Shows Magazine*, ICAS headquarters, 741 Miller Drive, SE Suite G-1A, Leesburg, Virginia 20175-8919.

#### Postmaster

*Air Shows Magazine* (ISSN 10973133) is published quarterly by the International Council of Air Shows at 741 Miller Dr SE Suite G-1A, Leesburg, Virginia 20175-8919. Periodicals postage paid at Leesburg, Virginia and at additional mailings offices. Postmaster: Send address changes to *Air Shows Magazine*, ICAS headquarters, 741 Miller Dr SE Suite G-1A Leesburg, VA 20175-8919.

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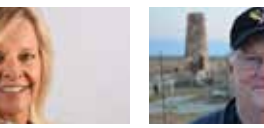
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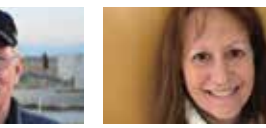
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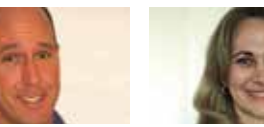
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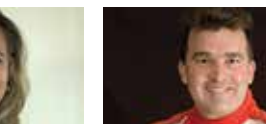
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## Safety **FIRST**

### I Am a Millennial Spy and I Have a Suggestion

By Dan Hollowell



**DAN HOLLOWELL**  
Vice President,  
Safety and Operations

For the past decade, the buzzword of all buzzwords has been “Millennial.” If you have been living under a rock – “AFK” as the Millennials would say — then you might not know that the Millennial generation is the term used to describe my generation: those born between 1982-1999. There is a certain stigma that comes with being a Millennial, and – as someone on the outer edges of that generation (by only a matter of months) – I can sympathize with the Millennial detractors. Yes, Millennials spend too much time on their phones. Yes, Millennials spend too much time on the Internet. Yes, Millennials spend too much time playing video games.

What if they are onto something? By all accounts, Millennials are THE target audience for air shows across North America. In order to get them engaged at air shows, we as an industry are going to need to meet them where they are and turn them into the solution. As a Millennial, I am here to give you a report from behind the frontlines of their generational assault on our culture.

Like millions of people, I have

laughed at the viral videos of Millennials so engrossed in their phones that they walk into lamp poles, bus stop signs, goldfish ponds, or even another Millennial staring at their own phone (though, to be fair, there are plenty of Baby Boomers featured in those blooper reels, too). Like countless drivers, I have seen people on the road swerving in and out of their lane of traffic only to discover at the next stoplight that they are on their phones. A 2016 study found that drivers between 16 and 24 were more than twice as likely to be manipulating a handheld device than drivers 25 to 69. My generation is addicted to its technology, but if we agree to put aside the negative consequences of distractions, we can focus on just what it is those Millennials are doing all the time on those phones.

Millennials are consuming media. Lots of media. Incomprehensible amounts of media. A conservative estimate would be that 15,000 gigabytes of data cross the cellular network every second. That is enough data in one day to stream the entire “Lord of the Rings” trilogy in HD 200 million times. Millennials scoff at the phrase “go read a book” because, instead of

reading “The Jungle Book,” they can watch an entire BBC series on the jungle from their phone in brilliantly high definition.

Millennials are also communicating in ways previous generations cannot fully fathom. Because of their technological ingenuity, Millennials can keep in contact with hundreds and thousands of their friends and family instantly, regardless of distance. Clearly, there is money to be made and efficiencies to be gained from this enormous, gluttonous consumption of media. But I want to emphasize a different point: the apps and technologies that my generation are using to communicate are developed and managed by other Millennials.

As of 2016, the median age of employees at Microsoft, Apple, Amazon, Yahoo, Google, Facebook and Salesforce was between 27-33. Millennials are great at figuring out what other Millennials want.

**Millennials are THE target audience for air shows across North America. In order to get them engaged at air shows, we as an industry are going to need to meet them where they are and turn them into the solution.**

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## Safety FIRST

Have you ever heard of Tyler Blevins? I would be surprised if you have, unless you are a fellow Millennial. Other than his brightly dyed hair, you would likely not notice his unassuming 5-foot, 8-inch frame if you bumped into him on the street, but Tyler Blevins is a 27-year-old internet celebrity with more followers on Instagram than Tom Brady and Roger Federer COMBINED. His channel on the live streaming site Twitch attracts well over 50,000 individual viewers every day for an eight-hour broadcast during which Blevins plays the online video game Fortnite for his paying viewers. In 2018, Blevins played a game with the hip-hop star Drake, and had over 400,000 live viewers. Millennials wanted to watch other Millennials play video games, so Amazon hired a lot of young people and created the solution. One gaming website – one website – now draws as many active viewers in a single day as the entire North American air show community attracts in an entire year. It might not be your cup of tea, but the numbers speak for themselves.

'What does this have to do with air shows, you darn Millennial? Everything.'

Like I said, I would do a disservice to present myself as a marketing expert or a social media guru. I have observed my generation grow, and I can say that the most effective use of Millennials is to use Millennials. Hire them. Make them volunteers. Engage with them. Put one or two of them on your show's board. Anything.

But listen to them.

Millennials are considered lazy, but they will use their skillsets to solve problems that you didn't know existed or considered unsolvable. Millennials did not like to drive to their favorite take-out restau-

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rants, so they created DoorDash which delivers takeout food from restaurants without delivery services. Using Millennials here at ICAS headquarters has resulted in serious cost savings. We have automated the processing of Statement of Aerobatic Competency card applications, saving thousands of dollars each year. We have developed a social media platform to grow attendance at air shows around the world, increasing revenue.

We are using the technical skills of Millennials to develop an international database to track trends in air show safety and to make predictive improvements that will save lives and possibly millions of dollars.

Perhaps it is time for us to stop asking ourselves what we can do to get Millennials involved and start letting Millennials figure it out for themselves. ✈

## The 2018 ICAS Convention

Nearly **1,600** air show professionals gathered at the Paris Las Vegas Hotel during the first week of December for the 2018 ICAS Convention to unofficially complete the 2018 air show season and continue preparation for the 2019 campaign.

“Total attendance was **1,583**, which got us very close to the record of 1,605 set in 2002,” said ICAS President John Cudahy. “But, even more than the increase in attendance, we were pleased with the activity on the exhibit hall floor and a sharp increase in the number of event organizers attending our event.”

As part of the overall increase in attendance from 2017 to 2018, ICAS welcomed an additional **110** delegates who identified themselves as “event organizers.” This represents a **16.9%** increase among those generally recognized to be the “buyers” at the ICAS Convention, an increase that was reflected in more business being done in the exhibit hall.

But recognizing that a picture is worth at least a thousand words, we’ll rely largely on images to recap some of what happened from December 3 through 6 in Las Vegas.

*Photos by Larry Grace*





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## A Photographic RETROSPECTIVE



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-Photorecon Magazine



2017 recipient of the Bill Barber Award for Showmanship



Photos by John McCullagh



To help kick off the 2018 convention, nearly **1,600** delegates gathered in the general session room for the traditional welcome reception, this year organized under the theme of "Wings over ICAS."

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### A Photographic RETROSPECTIVE



With more event organizers participating in the ICAS Convention than in any year since 2002, the exhibit hall was unusually busy throughout the 2018 convention. In a post-convention survey of delegates, a near-record percentage of delegates agreed both that, "There was a higher level of enthusiasm at this year's convention than at previous ICAS conventions I have attended," and that, "There was more business done on the exhibit hall floor during the most recent convention than at previous ICAS conventions I have attended." More than **89%** of those responding to the survey said that the quality of the exhibit hall sessions was outstanding or good.

"The exhibit hall is the heart of our annual convention," says ICAS President John Cudahy. "And that heart was beating louder and stronger in 2018 than it has in many years."



## Wild Blue Rodeo!

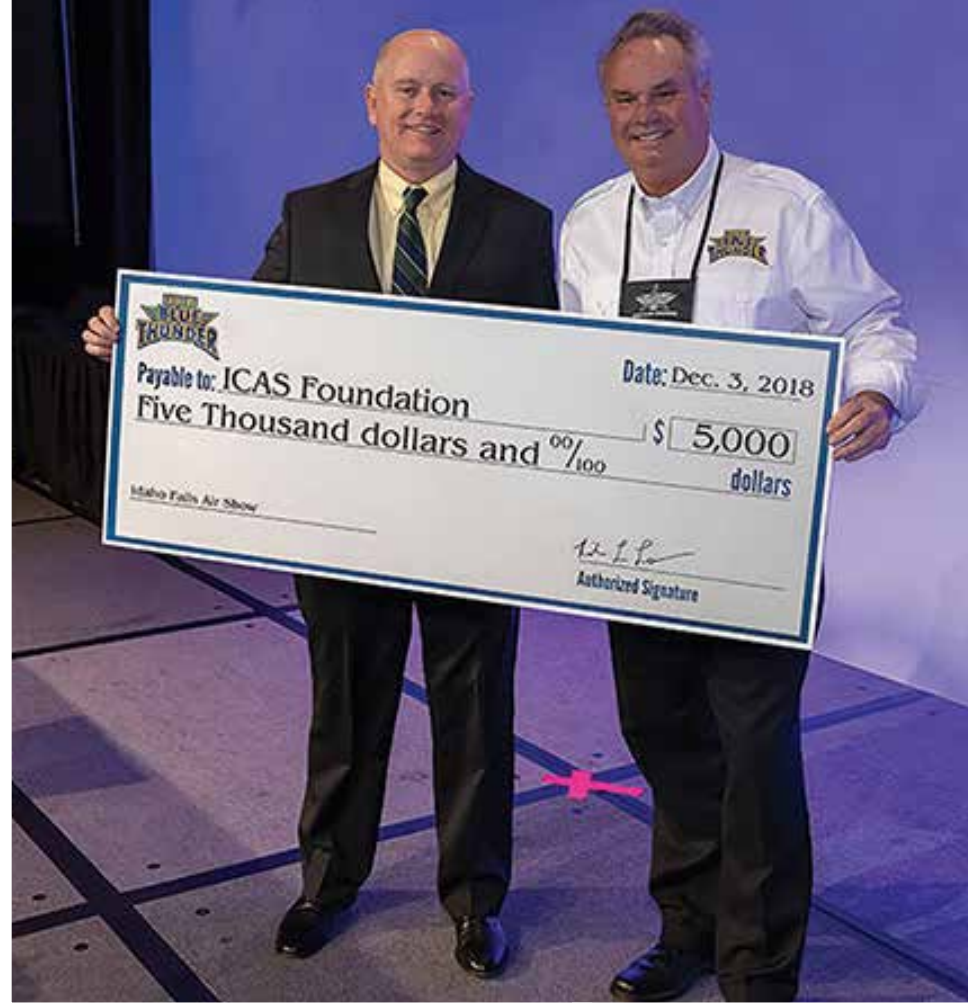
Featuring Wild Blue, the RV-8A that wants to be a fighter jet with fighter pilots Jerry "Jive" Kerby and Josh "Tater" Boudreaux.

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↑  
Air show legend and ICAS Foundation Air Show Hall of Fame member Gene Soucy reached into the back of his closet to pull out this shirt from his days with the Red Devils. Fellow legend Charlie Hillard formed the team in 1971 with wingmen Soucy and Tom Poberezny. By 1979, the team had transitioned to the Christen Eagle aerobatic biplane and renamed themselves The Eagles Aerobatic Team.



The Board of Directors of the Idaho Falls Air Show made a surprise presentation to the ICAS Foundation during the Pinnacle Awards Luncheon on Wednesday, December 5. In recognition for all of the valuable tips, ideas and skills that representatives of the show have picked up at the ICAS Convention over the years, the Board made a \$5,000 contribution to the Foundation.



↓  
Ted Plana (left), Mickey Markoff (center) and Rudy Malnati (right) had a Chicago Air & Water Air Show alumni reunion in the hallways of the Paris Las Vegas Hotel on the first day of the 2018 ICAS Convention. Plana and Markoff are now involved with the Hyundai Air & Sea Show in Miami Beach. Malnati has been affiliated with the Chicago show for more than half a century.



↓  
The ICAS Genius Bar made its debut at the 2018 convention. Staffed by subject matter experts on a wide range of issues, this new feature provided one-on-one time for convention delegates with specific questions and challenges. Work is already underway to offer an even better version of the Genius Bar at the 2019 convention.



↑  
Pilots for the Thunderbirds, F-22 Raptor demo team, Snowbirds, Blue Angels, CF-18 demo team, A-10 demo team, F-35 demo team and F-16 demo team all took time out of their convention activities for a rare group photo during one of the 2018 ICAS Convention's exhibit hall sessions.



←  
Motivational speaker and former SR-71 pilot Brian Shul delivered the opening keynote address to convention delegates, recounting his experiences as both a Vietnam War-era fighter pilot and his time flying the SR-71 Blackbird, the iconic, long-range, Mach 3, strategic reconnaissance aircraft. Convention delegates rated him as the fourth strongest keynote speaker in ICAS Convention history.

# A Photographic RETROSPECTIVE

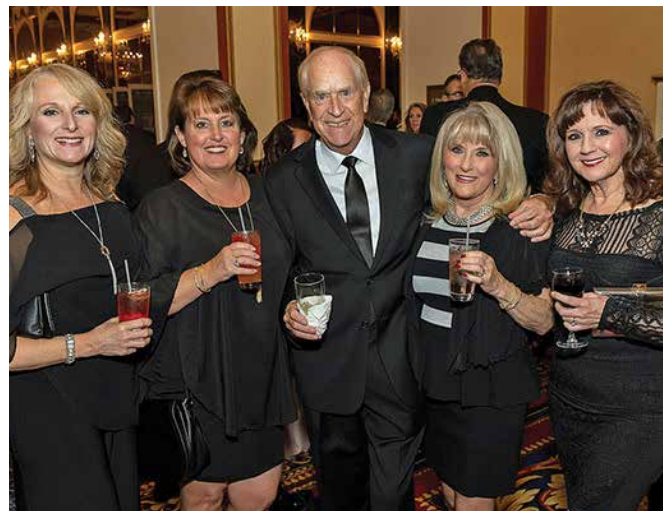
Central to the overall value and importance of the ICAS Convention is the extensive education program offered as part of the event. The 2018 ICAS Convention included nearly **50** different seminars, workshops, break-out sessions and other education opportunities. In a post-convention survey, delegates rated the overall quality of this convention to be among the top four of the last 20 years.



**A Photographic  
RETROSPECTIVE**



The traditional end-of-convention Chairman's Banquet provided convention delegates with an opportunity to celebrate the end of the 2018 air show season, launch the 2019 season and pay tribute to some of our industry's leaders, pioneers and innovators.



The ICAS Foundation once again held a live auction during the dinner portion of the Chairman's Banquet program. Auctioneer Christian Kolberg helped the ICAS membership raise more than \$40,000 to support a wide variety of Foundation programs.



In recognition of her work as the Federal Aviation Administration's national aviation events specialist and principal policy liaison with the U.S. air show community, Sue Gardner was presented with the Bob Hoover Wingman Award during the Chairman's Banquet. Gardner was cited for the effort and commitment she has made to establish a partnership between the FAA and the air show community that has focused on improving air show safety without imposing undue regulatory burden on the industry.



Chris, Brooke, Marilyn and Neal (from left to right) Darnell were named recipients of the Art Scholl Memorial Showmanship Award during the ICAS Convention for their work building and operating the Shockwave/Aftershock/Flash Fire stable of jet-powered vehicles. The award is presented each year to the performer who best exemplifies the qualities of showmanship demonstrated by Art Scholl during his air show career. The Darnells are shown here accepting the award from Judy Scholl (far right). During the award presentation ceremony on December 6, the Darnells were lauded for the multi-dimensional entertainment experience they bring to air shows, as well as their consistency, reliability and professionalism.



Longtime air show performer Julie Clark and European Airshow Council Board Chairman Gilbert Buekenberghs were recognized as 2018 recipients of the prestigious ICAS Sword of Excellence during ceremonies at the Chairman's Banquet during the ICAS Convention in Las Vegas.



Julie was recognized as a trailblazer, mentor, role model and leader during an air show career that now spans four decades. Her personal story of overcoming adversity, persevering and excelling in a male-dominated industry has been a source of inspiration to millions.

During the last 30 years, Gilbert helped to form and build the European Airshow Council (EAC), the sister organization of ICAS serving air show professionals in Europe and North Africa. From meeting planner, safety advocate and goodwill ambassador to publisher, politician and publicist, he did all that was necessary to build the EAC into an organization delivering significant benefits to its members and changing forever the trajectory of the entire European air show business.



For the work that it did to combine a regional Science, Technology, Engineering, Arts and Math (STEAM) Fair with its annual open house to create a powerhouse public affairs event, MacDill Air Force Base and its Tampa Bay AirFest and STEAM Fair were named as the 2018 recipient of the Dick Schram Memorial Community Relations Award. MacDill displayed 50 different STEAM exhibits for 1,300 students from 29 different schools on the Friday before their weekend show. And less than half the overall air show is now funded using government appropriated funds, due to a unique and successful partnership with local businesses.



The ICAS Foundation welcomed Terry Grevious into the Air Show Hall of Fame during a ceremony in Las Vegas as part of the ICAS Convention. Grevious was recognized for an air show career that has spanned more than 30 years, including nearly a quarter century as executive director of the Muskegon Air Fair and nearly 15 years as director of the Dayton Air Show. Widely respected as one of the top event organizers in North America, Grevious developed the Muskegon show into a perennially successful event despite not being able to host a jet team for its first 17 years. He assumed management of the Dayton Air Show in 2004 and has maintained its reputation as one of the world's top air shows for a decade and a half.



In recognition of his half-century career as an air show pilot, Walt Pierce was also inducted into the ICAS Foundation Air Show Hall of Fame. A Roswell, New Mexico native, Pierce spent nearly all of his air show career as a wingwalking pilot in his 450 Stearman biplane affectionately nicknamed Ol' Smokey. Over 50 years, Pierce flew with as many as 30 different wingwalkers, including his wife, Sandi, and daughter, Chandelle. "Flying is all I ever wanted to do and that's all I've ever done," Pierce once said. Walt is shown here with his two adult daughters.

# Many Thanks to our

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**ICAS 2018**

# Results of the 2018 Air Show Spectator Survey & 2018 Air Show Ticket Price Survey:

Putting Statistics to Work for Your Air Show Business

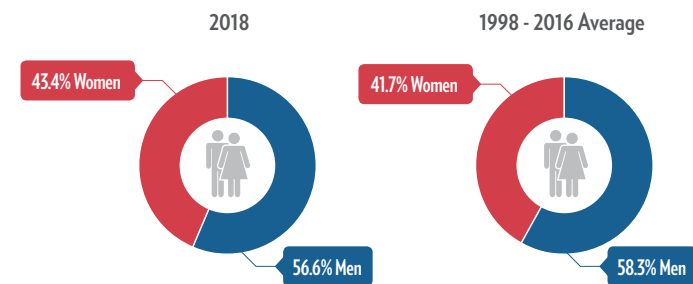
Now a biennial tradition within the air show community for more than three decades, the ICAS spectator survey is a regularly updated and reliable source of detailed information on the millions of spectators who attend American air shows each year.

Since 1986, the International Council of Air Shows has conducted 17 separate spectator surveys. Since that first survey more than 30 years ago, the results have provided important insight on the demographic make-up of the spectators who attend North American air shows.

Traditionally conducted once every two years, the survey has become an important tool in helping air shows, performers and prospective sponsors better understand the make-up of those who attend our events...from their gender, age, household income and education levels to

their preferences for different types of acts and their opinions about ticket prices. The 2018 survey included responses from 1,715 adults at eleven different air shows – large and small, civilian and military – between May and October of last year.

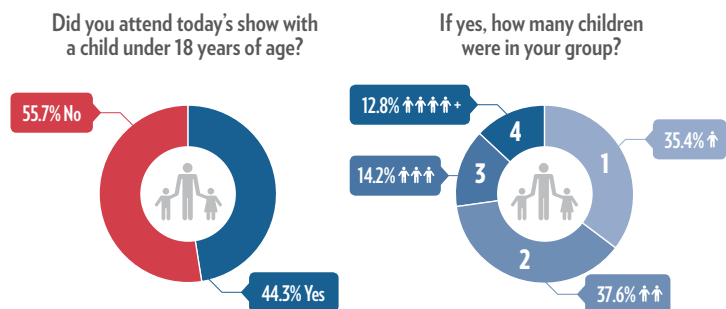
## GENDER OF AIR SHOW SPECTATORS 2018 vs. 1998-2016 Average



Over time, the gender distribution of adult spectators has varied very little. The percentage of males has never been higher than 61.1% and never lower than 56.0%.

In part because the gender distribution for air show audiences has been consistent over many years and in part because air shows attract a comparatively high percentage of women, our male/female percentages make our events more attractive to most sponsors.

## CHILDREN ATTENDING AIR SHOWS

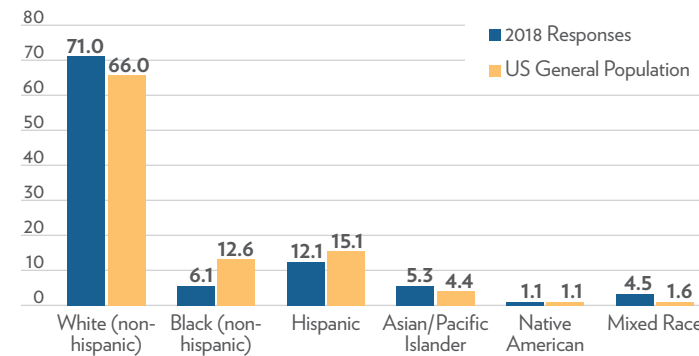


Mean Average: 2.17 children per survey respondent

Nearly half (44.3%) of the adults who attend air shows are accompanied by children. And those adults who come to an air show with children attend with an average of just over two children per adult.

This is a statistic that distinguishes air show audiences from many other sport and entertainment venues. The air show business claims to be a family-friendly entertainment venue – because we are – and these figures prove it.

## SPECTATOR ETHNICITY 2018 Responses vs. General Population (U.S.)

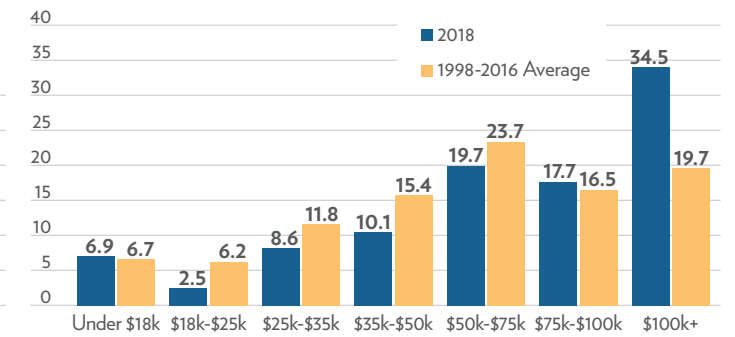


Continuing a trend that we saw in 2014 and 2016, the 2018 survey results demonstrate that our air show audiences are starting to look more like the ethnic make-up of the United States.

The results of our 2016 spectator survey included a significant decrease in the percentage of white/Caucasians in our air show audiences and a similar, nearly offsetting increase in the percentage of Hispanic spectators. In our 2018 survey, the changes were not as dramatic, but they indicate that air show audiences throughout the U.S. continue to become more diverse. As a percentage of overall attendance, white/Caucasian attendance dropped marginally, black percentages increased significantly and Hispanic percentages increased slightly.

Despite the fact that we are becoming more diverse, our air show audiences are still disproportionately white (as compared to the U.S. population) and still do not include as many blacks or Hispanics as the country as a whole.

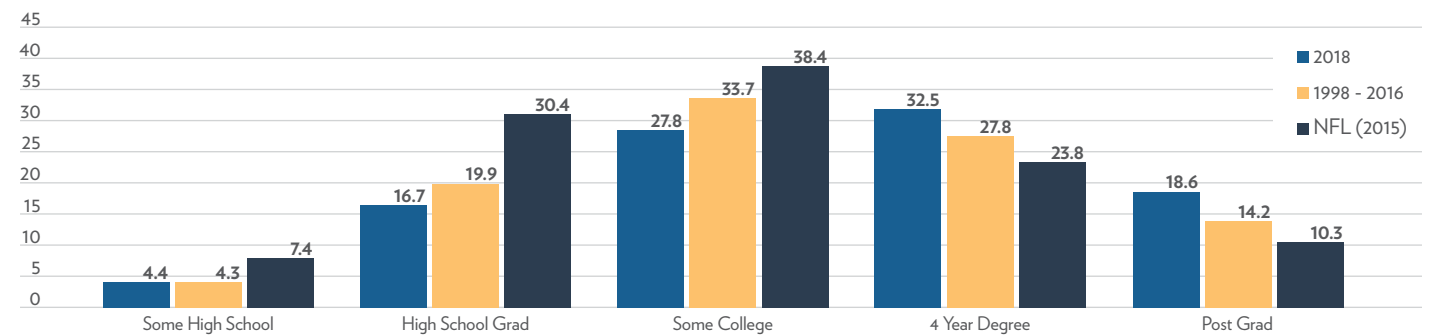
## HOUSEHOLD INCOME LEVEL OF AIR SHOW SPECTATORS 2018 vs. 1998-2016 Average



Even more than the education levels, statistics for average household income are a clear indication that air show audiences are growing ever more affluent.

In our 2018 survey, percentages for the lowest five household income levels were lower than they were for the 1998-2016 survey averages. But the \$75,000 to \$100,000 level was up somewhat and the \$100,000+ percentage is nearly double the historic average for 1998 through 2016. This continues a trend that we have seen for more than a decade. Today, more than one-third (34.5%) of those surveyed reported household income over \$100,000.

## EDUCATION LEVEL OF SPECTATORS 2018 vs. 1998-2016 Average vs. NFL



You'll see two things in this graph. First, the educational levels of our air show spectators continues to increase. For 2018, we have lower percentages of spectators that have only a high school degree or some college education, as compared to the historic averages for past ICAS spectator surveys, and we have higher

percentages of spectators with four-year degrees and post-graduate education.

Second, despite the much higher ticket prices at professional football games, air shows also attract a significantly more educated audience than the NFL. As you can see from the graph, air shows have significantly fewer spectators

at the lower education levels and significantly more spectators at the higher education levels.

In fact, statistics consistently tell the same story: air show audiences are more educated and have higher household incomes than the audiences of all major professional sports, including the NFL, MLB, NBA, NHL and NASCAR.





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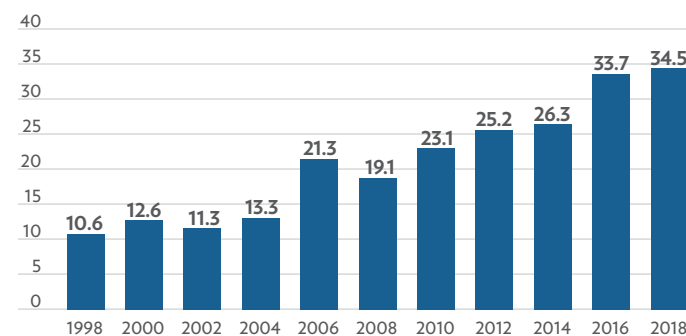
Vampy Too



Vampy Stealth

## Marketing MATTERS

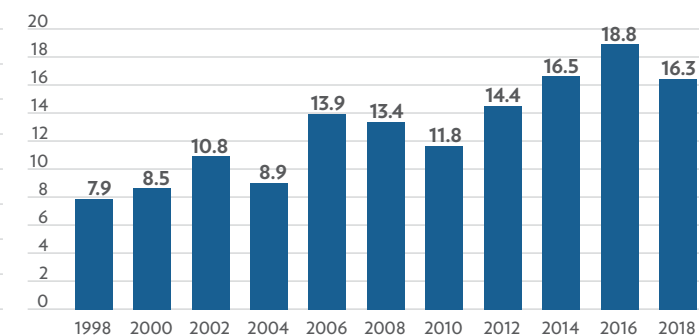
### AIR SHOW SPECTATOR HOUSEHOLDS REPORTING INCOME OF \$100,000+, 1998-2018



This chart looks only at the historic trends for air show spectators reporting household income of \$100,000 during the last 20 years of the ICAS Spectator Survey.

During the last two decades, air show spectators with income exceeding \$100,000 per year has more than tripled. The increase has been steady and dramatic. The data suggests that our air show audiences in 2018 are both more affluent than past air show audiences and significantly more affluent than virtually all other professional sports except golf and tennis.

### AIR SHOW SPECTATORS REPORTING AGE OF 60+ 1998 - 2018

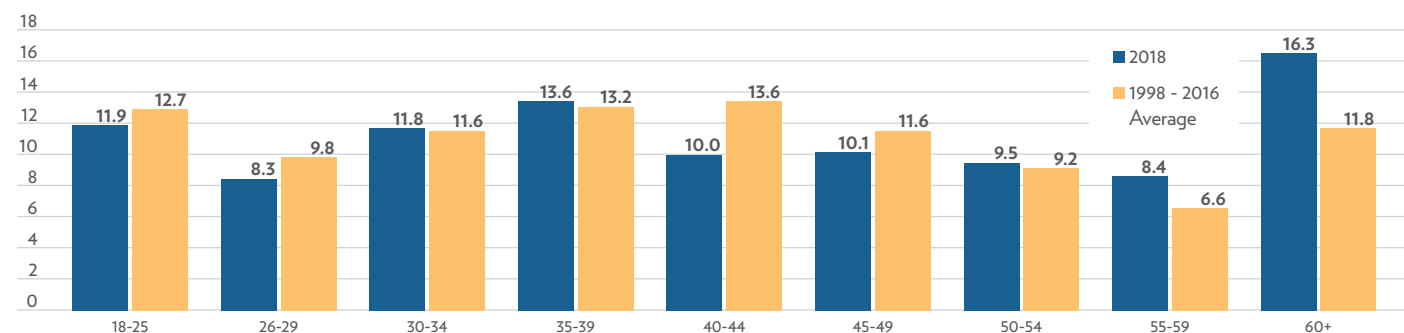


This graph charts the steady increase in the percentages of air show spectators who report their age to be 60 or over. The typical spectator at an air show in 2018 was more than twice as likely to be 60 years or older as a spectator at a 1998 show.

The impact is as obvious as it is important: our spectator base is aging and we are not taking the steps necessary to attract younger customers as the older spectators age and stop attending our events.

Much of the recent discussion within the air show community about the importance of attracting more Millennials and members of Generation Z is being driven by these statistics. If air shows don't develop tactics and strategies for attracting visitors in the 20-45 age range, our attendance figures will slowly and steadily decrease until we are eventually servicing a much smaller, much older audience and generating significantly less revenue than we are today.

### AGE OF ADULT AIR SHOW SPECTATORS 2018 vs. 1998-2016 Average



The comparatively bad news about the high education and household income levels among air show spectators is that the average age of our adult spectators continues to increase at an unsustainable rate.

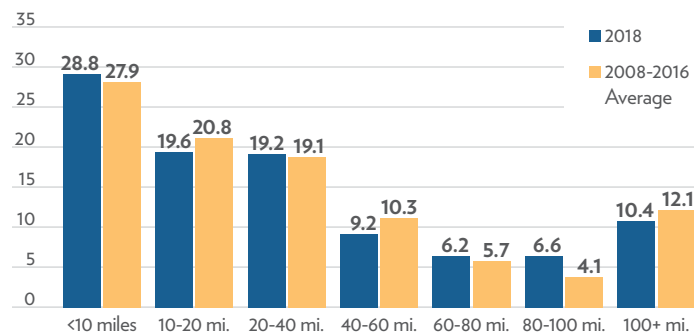
As compared to the historic 1998-2016

average, we have generally lower percentages of our audience in the 18-50 age group and higher percentages at the 50+ age groups, particularly the 60+ age group.

Left unchecked, this gradual but relentless increase in the average age of our air show audi-

ences represents an existential threat to the air show business. If we don't start to see increased percentages of our audience coming from the younger age groups, our total attendance will begin to decrease significantly as the 60+ spectators stop attending our events.

**DISTANCE TRAVELED TO ATTEND THE AIR SHOW BY AIR SHOW SPECTATORS, 2018 vs. 2008-2016 Average**

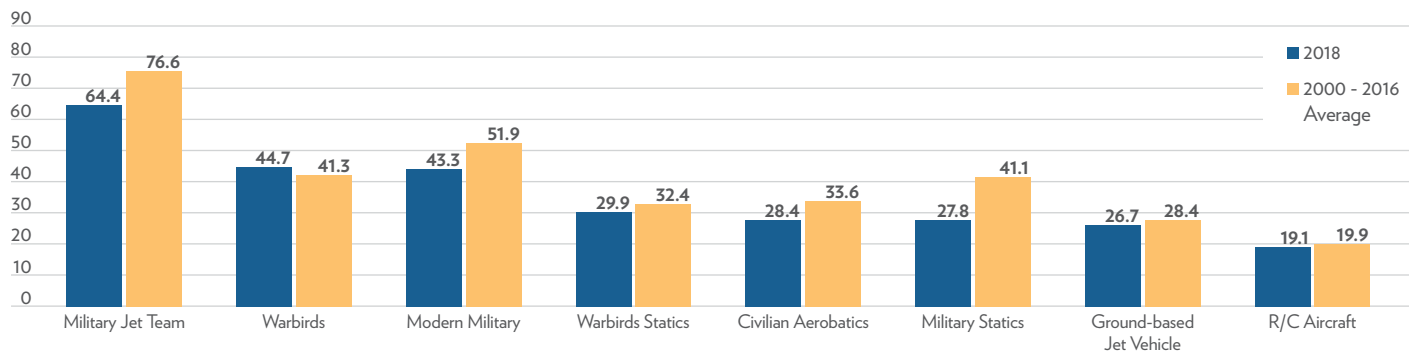


As simple and clear as this chart is, you should be careful not to miss its considerable significance.

For more than 30 years, the responses to this question have been the most consistent and reliable figures from our biennial survey. Two-thirds of our spectators come from within 40 miles of the air show venue. A bit less than three-quarters come from within 60 miles. This general rule of thumb has not changed in more than 30 years.

Combined with the power of social media to target your audience with extreme precision, these figures constitute a road map on how to direct your marketing efforts to those people who are most likely to attend your event.

**WHAT WERE THE MAIN ATTRACTIONS FOR YOU AT THIS AIR SHOW? 2018 vs. 2000-2016 Average**



For our 2018 survey, spectator responses on what the show's main attractions were included some changes as compared to previous ICAS spectator surveys.

For many years, the military jet teams have been the biggest attraction to U.S. air shows. And the results of the 2018 spectator survey see no change in that fact.

But, for the first time ever, performing warbirds have overtaken single-ship demo presentations. Indeed, in 2018, spectator responses put warbirds second only behind the jet teams.

This could be a statistical anomaly or it could be an indication that warbirds are growing in popularity, but – from an event organizer's perspective – it's useful to recognize the growing attraction of vintage World War II aircraft and the importance of developing a balanced show schedule that includes a wide range of act types.



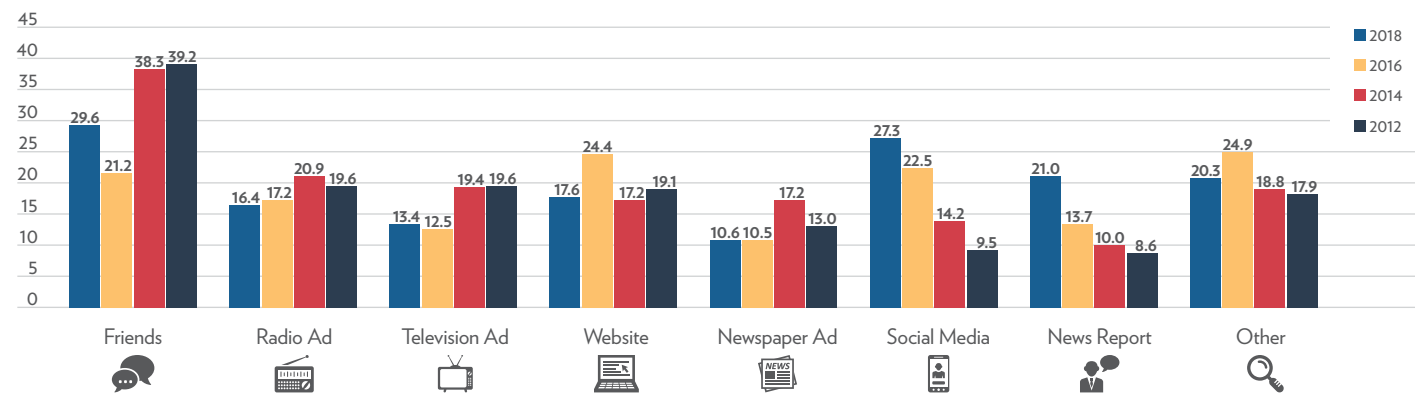
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HOW DID YOU HEAR ABOUT TODAY'S AIR SHOW?  
2018-2012 Responses



Most of the responses to the questions in our biennial survey remain consistent from one survey to the next. Some of the results have changed gradually over the last 30 years, but it is unusual to see a change as pronounced as the one we've seen in the responses to this question concerning how people heard

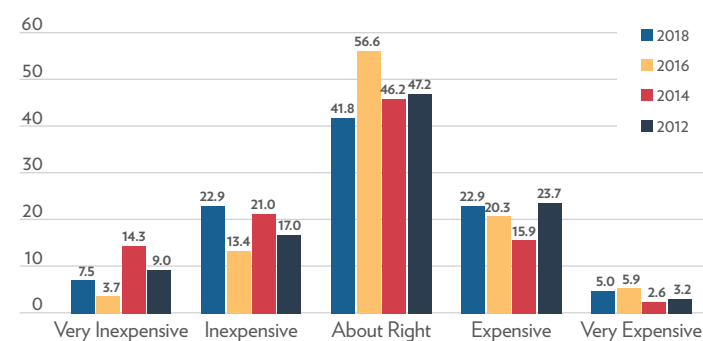
about the air show.

Specifically, the impact of "legacy media" (radio, television and newspaper ads) has declined precipitously while social media and news reports have become dramatically more effective.

Our customers are clearly telling us that they

are getting their information from different sources than they were just a few years ago. If we don't listen to them and make appropriate changes to how we spend our marketing budget, we run the risk of wasting scarce cash or, worse, failing to reach prospective ticket buyers at all.

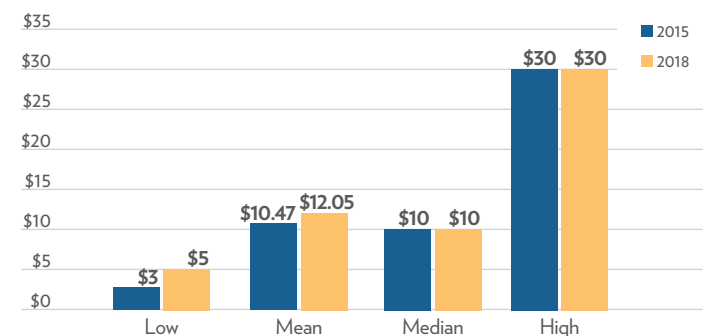
HOW WOULD YOU DESCRIBE THE COST OF YOUR AIR SHOW  
ADMISSION TICKET? 2018-2012 Responses



Generally, the percentage of survey respondents who say that admission fees are very inexpensive has been in a slow, but steady decline during the last several years. This trend continued in 2018 and correlates with a gradual increase in ticket prices during the last several years - from just under \$14 in 2008 to just under \$25 in 2018 (on-site, adult, non-discounted price).

Nonetheless, when given an opportunity to express concern about ticket prices in our 2018 spectator survey, just 26% of the survey respondents identified ticket prices as expensive or very expensive. This represents a significant increase compared to those responses of an identical question in the 2016 survey, but nearly three quarters were either neutral on the question or said that ticket prices are inexpensive or very inexpensive. According to ticket pricing experts, this indicates that the air show industry is leaving money on the table and that ticket prices could be significantly higher without impacting attendance.

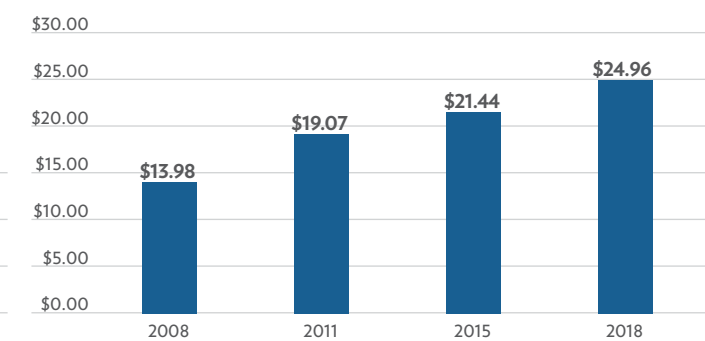
PARKING FEES  
(for shows that charge both admission and parking, 2015 vs 2018)



Since the last survey, the mean parking fee for U.S. event organizers increased by \$1.58, from \$10.47 to \$12.05. That's about \$0.53/5% per year.

Interestingly, both the median parking fee (\$10) and the highest parking fee (\$40) remained the same.

U.S. AIR SHOW TICKET PRICES, 2008-2018  
(Adult, On-Site, Non-Discounted Tickets)

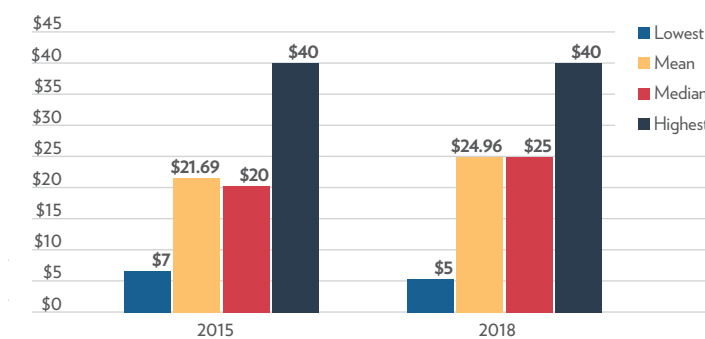


Based on a separate, but concurrent survey of event organizers throughout the United States, air show ticket prices went up by \$3.52 between the fall of 2015 and the fall of 2018.

In November of last year, more than 100 event organizers reported the cost of their on-site, no discount adult general admission ticket price. ICAS compared that to similar data from identical surveys conducted in the fall of 2015, the fall of 2011 and the fall of 2008.

The increases are small and gradual, but ticket prices are trending up.

U.S. AIR SHOW TICKET PRICES 2015 VS. 2018  
(Results of ICAS Member Surveys Conducted in October, 2015 and November, 2018)



Ticket prices for 2018 reported by our 114 event organizers ranged from a low of \$5 to a high of \$40 with a median of \$25 and a mean of \$24.96. That \$24.96 average ticket price represents an increase of \$1.09/5% per year since our last survey in 2015.

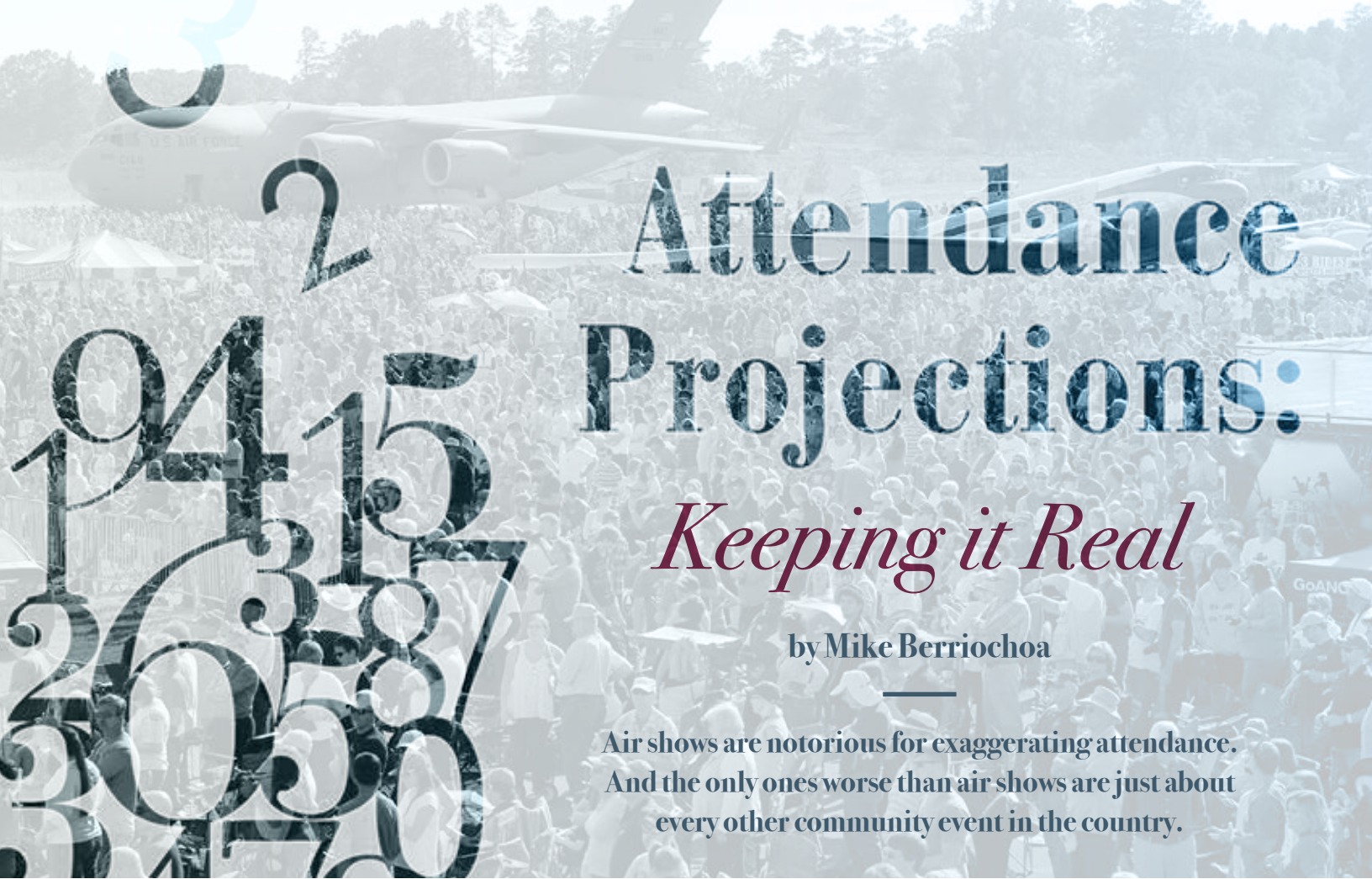
Although there is no specific data to support this observation, it appears that both the \$25 ticket price and the \$40 ticket price represent psychological limits for many of our event organizers.

The data suggest (but does not say conclusively) that, for now, many of those shows open to raising their ticket prices see the \$25 price as a "do not cross" limit. Similarly, \$40 appears to be the highest that even our most aggressive U.S. shows are willing to go for a general admission ticket.

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# Attendance Projections:

## *Keeping it Real*

by Mike Berriochoa

**Air shows are notorious for exaggerating attendance. And the only ones worse than air shows are just about every other community event in the country.**

So says Steve Schmader, who heads the International Festivals and Events Association (IFEA). He also organized the River Festival in Boise, Idaho, until its demise in 2003, and has been an occasional speaker at the annual ICAS Convention. Currently, IFEA provides a wide range of services to members across North America and Schmader has been heavily involved in helping events get a grip on their attendance figures.

“Many events, by their nature, make it difficult to get an accurate head count. Crowds move around, people come in and people go out. We can count cars and multiply by three. We can count tickets sold and count the clicks on a turnstile, but,

even then, it is just an estimate because there are so many variables,” said Schmader.

Accurate crowd estimates are important for several reasons, including economic impact projections and sponsorship sales.

“I worked with the first Humanitarian Bowl football game several years ago. We knew how many tickets were out there, but we had no idea if all of them were used,” Schmader said. “And there was no way to count everyone on the property outside the stadium who would be watching.”

According to Schmader, too often nobody questions attendance reports. Then, the following year someone says, “it feels as if more

people were there than at the previous year’s event,” creating an even larger number since nobody wants to say attendance is down.

“When this happens, events set a trap for themselves because they think they have to keep growing to retain sponsorship support, and pretty soon, the attendance estimates become unrealistic and unsustainable,” Schmader said.

And what about parades? Schmader said Arizona State University did a study and found that you can pack about 2,500 people per mile if standing single file. Then multiply by the depth. The research shot down a Phoenix estimate of 80,000 attending a parade and revealed an attendance figure closer to 13,000.

He also cited a study that was done for an event in a gambling city, which showed the economic impact to be less than expected. When pushed to exaggerate the numbers, Schmader refused. False numbers were then presented to the city council and were challenged by the news media, which wanted proof. The organizer of the event was later fired for presenting bogus data.

“I feel that if an event is successful, you shouldn’t have to lie about your attendance or your impact. We need to be honest. It won’t change the success of the event,” he said.

According to Schmader, it’s a credibility issue.

“If we keep exaggerating, we will shoot ourselves in the foot and sponsors won’t trust us. If we can’t prove our numbers, we will lose our credibility,” Schmader said. And, he said there’s another problem associated with exaggerating figures. “The larger the crowds, the more insurance companies will charge for coverage and the more we will have to pay for fire and police protection when expanded coverage isn’t needed.”

Schmader said sponsors will know eventually if your numbers aren’t honest.

“If you tell a sponsor you have a million people over the course of a weekend and they only give out five thousand samples, they will realize something is wrong and may not return the following year,” Schmader said.

Inaccurate attendance reporting came back to bite the Oregon International Air Show in recent years. With improved technology, they have been able to get a much better handle on their attendance and the figures have turned out to be less than previously thought.

“When we reported this to our title sponsor, their financial support was lowered. The same for other key sponsors. But now, they trust our data and we have a path forward with them to regain lost revenue,” said Oregon International Air Show President Bill Braack.

The show has yet to max out its available spectator space, but it has come close at times.

“Our police and fire departments tell me the largest general admission crowd we can accommodate is 27,000 on our ramp. When you add in our volunteers, first responders, upgraded seating and sponsor areas and then multiply by three days, we can handle no more than 110,000 people. We know that and so do our sponsors, so we have to be honest with them,” he said.

However, no matter how good the technology is, there will still be some guesstimating that all events have to do.

“We can account for every ticket sold online and through the gate. And we can account for

our volunteers, firefighters, and police to get to a total audience number on the field. What we can’t account for is the number of people watching the show outside the fence,” says Braack.

At the Vectren Dayton Air Show in Ohio, Executive Director Terry Grevious says they have enough experience to know what to expect within a range.

“Normally, we have between 50,000 and 65,000 spectators depending on which jet team we host. And if the weather is bad, we will go as low as 30,000,” Grevious said.

While inflating attendance is tempting, especially when competing for military jet teams, Grevious said it is important to be honest about attendance and that sponsors aren’t concerned about growth. They are more concerned about quality. “There is no accountability for inflated figures unless you are challenged and – if you can’t verify your data – you lose credibility with your sponsors. They feel misled and may end their participation,” he said.

**“If you tell a sponsor you have a million people over the course of a weekend and they only give out five thousand samples, they will realize something is wrong and may not return the following year.”**

– STEVE SCHMADER, PRESIDENT/CEO OF THE INTERNATIONAL FESTIVALS AND EVENTS ASSOCIATION (IFEA)



**“I want to be able to say we reached out to this many people and know the number is as accurate as possible. We don’t always go to the biggest shows, but we do look for recruiting impact no matter the size of the show or the size of the community.”**

— JENNIFER BENTLEY,  
CHIEF OF COMMUNITY  
OUTREACH AND POLICY  
IN THE SECRETARY  
OF AIR FORCE PUBLIC  
AFFAIRS OFFICE

The DD Form 2535 submitted to the U.S. Department of Defense to request military participation requires attendance data, but those numbers are not a significant factor when teams decide where they are going to perform.

Jennifer Bentley is Chief of Community Outreach and Policy in the Secretary of Air Force Public Affairs office where they make those decisions.

“We prepare a list of recommended show sites based on a variety of factors. We look at our recruiting needs, look at where we have been recently, look at where requests come in that we haven’t visited for a time, and then we look at projected attendance,” Bentley said.

Some military bases hold annual events. Others are less frequent, so attendance numbers can vary from one show to another, making them less of a factor.

“We don’t question attendance numbers if a show is in an area that makes sense to us. Air Force priorities are always considered first. If one base hasn’t had a show in ten years or if another is celebrating an anniversary or something similar, we will add them to the list which is then submitted to the Thunderbirds who make the final selection,” she said.

While attendance statistics don’t really matter when the jet teams make their selections, Bentley said she would like to see accuracy improve.

“I want to be able to say we reached out to this many people and know the number is as accurate as possible. We don’t always

go to the biggest shows, but we do look for recruiting impact no matter the size of the show or

over Labor Day weekend which is the last big outing of the summer for many people.



the size of the community,” she said. And if there is any doubt about the attendance, she said they will do additional research before making a decision.

Keeping track of numbers gets to be a challenge for the Cleveland National Air Show, according to Executive Director Kim Dell. Attendance ranges from 60,000 to 100,000 over a weekend, depending on weather and acts, but — because Cleveland sits along Lake Erie — there are thousands of fans in boats on the water who watch, too. The show is held

“We want to be honest with our sponsors. We try to be conservative with our crowd estimates so we won’t get a lot of pushback. When talking to a new sponsor, we explain up front all the variables that will impact attendance,” Dell said.

She said they closely track advance ticket sales, gate sales, corporate tickets and sponsor tickets, then add in the volunteer credentials they issue.

“We keep detailed records and have a good system for accounting. We also use an independent

firm to audit us after every event and they are the ones who count the tickets, not us,” she said.

aires. They have a better grasp of the situation than almost anyone else.

an attendance of 210,000 is ridiculous,” Breen said.

Breen even questions some shows that claim weekend attendance of a million or more.

“To handle that many people is almost physically impossible. It would require 1,700 acres of parking and a significant fleet of buses to move people and I just haven’t seen it,” Breen said. He notes that an audience of 500,000 people should result in food sales of more than \$4 million. “That just doesn’t happen,” he said.

Breen notes that, 25 years ago, our industry claimed that air shows had the second-largest number of spectators in the country — second only to major league baseball.

“That was a false claim then and it’s false now because there is no way to verify it,” he said. Breen said exaggerated attendance numbers make the entire industry look silly and unsophisticated.

In the 1980s, there was a story circulating about an air show organizer who was charged with embezzlement by an overzealous prosecuting attorney because the revenue the show reported did not match the attendance count. That story has never been verified. However, with today’s technology tracking attendance, it has become easier than ever before to obtain accurate attendance numbers — and the air show industry is the better for it. ✂

**“I understand that some show organizers feel they are at a disadvantage if they don’t inflate their numbers, because some sponsors make their decisions, in part, on how many people they can reach. But for a small city to claim an attendance of 210,000 is ridiculous.”**

— JIM BREEN,  
PRESIDENT/CEO OF THE  
AIR SHOW NETWORK

Dell says exaggerating attendance will eventually catch up to you.

“If you tell an ice cream vendor to prepare for 200,000 people and he only sells a quarter of his inventory, it will cost him a lot of money and puts your credibility in doubt,” she said.

Where the landing gear really meets the tarmac when it comes to attendance numbers is with vendors; air show veterans recognize that if you want to know how many people came to an air show, just ask the concession-

Some concessionaires do a wide variety of events. But President/CEO Jim Breen of The Air Show Network does only air shows, and knows better than to believe some of the attendance figures he hears. He does his own homework.

“I understand that some show organizers feel they are at a disadvantage if they don’t inflate their numbers, because some sponsors make their decisions, in part, on how many people they can reach. But for a small city to claim

# ICAS Pinnacle Awards

by Chris Morrison

**Innovation and execution.** Since 2014, the annual ICAS Pinnacle Awards have recognized air show organizations that best exemplified innovation and professional execution – the air show industry’s lifeblood for continuous improvement and long-term sustainability.

In 2018, ICAS received approximately 70 Pinnacle Award entries in one of seven categories: support service providers, military performers, civilian performers, small civilian air shows (less than 15,000 spectators), mid-size civilian air shows (more than 15,000, less than 35,000 spectators), large civilian air shows (more than 35,000 spectators) and military air shows and open houses.

All entries were then reviewed and judged by an ICAS-selected panel of air show professionals to determine both the Platinum Pinnacle Award recipient (highest scoring entry) and the Gold Pinnacle Award recipient (runner-up) for each category. Judges scored entries based on five criteria:

**Both Platinum and Gold Pinnacle Award recipients were announced on Wednesday, December 5, 2018 at the annual ICAS Convention’s Pinnacle Awards Luncheon in Las Vegas.**



## Purpose

What was the principal purpose of the initiative? Was it to save money or increase revenue? Increase attendance? Improve safety or air show logistics?



## Innovation

Did the idea represent an original concept? Did it take ideas from other industries and apply them to challenges or opportunities in the air show industry? If it was not a new concept, how did it represent a significant and positive departure?



## Feasibility

Was the idea successfully applied, integrated or executed into the air show business?



## Project Planning

Was the central idea systematically introduced into the air show community in a professional manner?



## Execution

Was the effort successful? Did it have an impact?

## Support Service Providers

### PLATINUM RECIPIENT

#### FROST (Fast Response Operational Safety Team) for FROST Safety



In an effort to close the gap in emergency response, FROST (Fast Response Operational Safety Team) assembled a revolutionary safety team with only one goal in mind: to preserve human life in the event of an air show accident.

In doing so, FROST’s hallmark safety initiative includes: an intimate knowledge of performer aircraft and their individual emergency egress systems; being the first responders on the scene within seconds (a team that can administer lifesaving procedures in preparation for the arrival of on-site emergency personnel); and

the utilization of state-of-the-art, lightweight rescue equipment to allow for faster mobility without compromising effectiveness.

Since FROST began providing emergency services to air shows, the feedback from event organizers, local fire and rescue organizations, community leaders and performing pilots has been extremely positive.

## Military Performers

### PLATINUM RECIPIENT

#### F-16 Viper Demo Team for their Social Media Strategy and 360 Video



The F-16 Viper Demo Team entered the 2018 season with the goal of reaching more people to further its mission of inspiring the next generation of young men and women to join the U.S. Air Force.

To accomplish this, the team took a multi-faceted approach through social media that included high quality video content to boost its social media following. The most significant of the team’s 360 videos contained footage that provided new and unique visuals for audiences to experience from the cockpit.

Since the team began this project in April 2018, their social media presence has increased from 22,000 followers across Facebook, Instagram, Twitter and Snapchat to 117,000.

### GOLD RECIPIENT

#### WOW Airshow, LLC for its Air Show Safety Website



WOW Airshow, LLC’s Michel Pelletier came up with the idea to build a

website entirely focused on air show safety by providing quick and easy access to detailed Crash Fire Rescue (CFR) extraction information for a variety of aircraft.

On [www.airshowsafety.com](http://www.airshowsafety.com), professionals can quickly access detailed extraction PDF files that provide diagrams and photographs of emergency egress systems for performing aircraft.

Performers can create and add their own CFR extraction videos to the site. All around, [www.airshowsafety.com](http://www.airshowsafety.com) provides an invaluable asset that can save lives when every second counts.

### GOLD RECIPIENT

#### Canadian Forces Snowbirds for their Real-Time Itinerant Aircraft Safety Triage System



The best ideas are often the simplest. To increase safety, Captain

Blake McNaughton of the Canadian Forces Snowbirds developed a real-time, itinerant aircraft safety triage system to address a number of airspace violations that occurred at the team’s shows.

By having the air boss mark the distance and direction of itinerant aircraft on a dry erase board, McNaughton was able to convey valuable information to performing team members without pausing communications.

Through coordination with the air boss, the effort not only improved safety but also provided a quick, safe and simple solution to a difficult and dangerous problem.

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## Civilian Performers

### PLATINUM RECIPIENT

#### Twin Tigers Aerobatic Team for their LED Strips on Aerobatic Aircraft



In an effort to improve the long-term sustainability of night shows and generate interest in aviation, the Twin Tigers Aerobatic Team developed a unique method of attaching LED light strips to one of their Yak 55M aircraft.

Inspired by the futuristic "Tron" movie, the team applied the LED light strips by laying them out in parallel and perpendicular patterns to the relative airflow over the aircraft's wings, as well as tail and flight control surfaces.

The team debuted its new night performance featuring the LED light strips at the TICO Warbird Airshow and Sun 'n Fun in early 2018. Since then, the team has received widespread positive comments in the media and from fans on the team's respective social media channels.

### GOLD RECIPIENT

#### Immortal Red Baron for its "Immortal Red Baron" World War I Dogfighting Air Show Experience



Stefan Trischuk's "Immortal Red Baron" performance seeks to

combine narrative storytelling with live-action aerial dogfighting maneuvers, centered in the World War I era.

In his custom-built WWI replica fighter, re-designed to take the aerobatic stress of 10Gs and featuring an engine with three times the power of the original, the "Immortal Red Baron" includes characters in authentic costumes, propane machine guns, themed music, narration and sound effects to make the experience more engaging to the audience.

## Small Civilian Air Shows

### PLATINUM RECIPIENT

#### Santa Maria Airport for the Central Coast AirFest's Legacy Film



In its inaugural year, the Santa Maria Airport's Central Coast AirFest decided to embark on an ambitious and rewarding venture: to produce a professional, Hollywood-quality legacy film to promote the air show and inspire interest in aviation.

The film features both the Canadian Forces Snowbirds and the P-38 Lightning in tribute to the many World War II heroes who trained and piloted the aircraft from the Santa Maria Army Air Base during the global conflict.

Filmed above the beautiful central California coastline, the project created an exciting and engaging marketing message that linked the airport's rich history with air show performers of today. It took four days of shooting and delivered over 60 hours of additional footage for the show to utilize and promote its future events.

### GOLD RECIPIENT

#### Truckee Tahoe Air Show & Family Festival for its Emergency Response Initiatives



Since its return in 2012, following a 16-year hiatus, the

Truckee Tahoe Air Show & Family Festival has worked to build one of the most effective and well-prepared emergency response plans in the industry.

Their plan consists of an FAA Aircraft Rescue and Firefighting Fire Engine, a five-minute presentation during the pre-show briefing, paid Aircraft Rescue Firefighting training for all involved in the show's emergency response, and a team of emergency personnel, law enforcement officials and emergency response volunteers from multiple jurisdictions.

Per the show's safety standards, all fire trucks, ambulances and response vehicles are lined up on the flight line ready to go immediately. The team has also responded in less than 60 seconds in all unannounced practice drills for the past seven years.

## Mid-Size Civilian Air Shows

### PLATINUM RECIPIENT

#### Duluth Air and Aviation Expo for its Weather Balloon Education Outreach



science and math in their schools.

In coordination with government and local businesses, the Duluth show has been able to eliminate the project's operating cost. Additionally, its success has led to increased brand recognition with local students and families.

### GOLD RECIPIENT

#### Eastern Townships Air Show & Fair for its Job & Science Fair



For the past two years, the Eastern Townships Air Show & Fair has

organized its Job & Science Fair to address the ongoing shortage of pilots and qualified aerospace workers in Quebec by connecting aspiring students with aviation industry recruiters.

Taking part in the fair were recruiters from over 30 aviation firms including GE Aviation, Martin Marietta, Canadian Aviation Electric, Transport Canada, Transport Quebec and Pratt & Whitney Canada. Participating students at both the high school and collegiate levels were able to network with working professionals. As a result, approximately 2,000 students submitted resumes and more than 800 applicants landed job interviews.

## Large Civilian Air Shows

### PLATINUM RECIPIENT

#### Sun 'n Fun for "Missionizing" Sun 'n Fun Programming with STEM



virtual reality experience where viewers could join performers in the cockpit for an incredibly immersive air show experience.

Sun 'n Fun's promotion of the event yielded an expanded audience of more than 200,000 live stream viewers, 600,000 viewers on social media and over 20 million impressions for sponsors supporting the various components of the event.

To better support its 2018 STEM education mission and promote its weeklong air show, Sun 'n Fun sought to share its content with both present attendees and virtual guests through the combined use of traditional and modern media.

Among its many projects, Sun 'n Fun established social media sharing stations that invited patrons to "start and share the conversation" on various aerospace trends, an ESPN-style Preflight Show produced by LiveAirShowTV, Facebook Live reports and more live TV content. Additionally, the show implemented a first-person,

### GOLD RECIPIENT

#### Alliance Air Productions for its Veterans' Village



In 2018, Alliance Air Productions (AAP) introduced the Veterans' Village

ground attraction to the Bell Fort Worth Alliance Air Show. Created to provide resources and support for recent active duty veterans transitioning to civilian life, AAP incorporated the Veterans' Village as a place where local nonprofit organizations could display their services to and connect with veterans.

To accomplish this, AAP collaborated with GallantFew, a local organization with the mission to facilitate a peaceful and successful transition from military service to civilian life.

The 2018 endeavor consisted of a 4,000 square foot space that included picnic tables, involved ten non-profit organizations and led to a \$5,000 donation to GallantFew by Bell, the show's title sponsor. Furthermore, by having the Veterans' Village sponsored by DynCorp International, the show saw a net revenue of 37 percent.



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## Military Air Shows and Open Houses

### PLATINUM RECIPIENT

#### NAS Oceana Air Show for its STEM Education Field Trip



In 2016, NAS Oceana Air Show forged an unparalleled and award-winning partnership with the Virginia Beach City Public School system designed to produce the "world's largest outdoor STEM laboratory." Since then, the program has evolved into an annual event that now includes the entire fifth grade class for all Virginia Beach public schools: 6,100 fifth grade students and 1,300 teachers and chaperones from 60 elementary schools.

In hosting a STEM Education Field Trip on the Friday practice day for the show, NAS Oceana Air Show has been able to create an educationally enriching environment for Virginia Beach fifth graders with a keen focus on STEM education and its applications in the real world.

Among its many STEM programs, NAS Oceana has incorporated programming that includes robotics, 3D printing, environmental exhibits, flight dynamics, engineering and more. Throughout the field trip, students visit various STEM-focused stations and get to meet and learn from various STEM specialists. Following the STEM field trip in 2018, the entire fifth grade class was then treated to a performance by the U.S. Navy Blue Angels.

### GOLD RECIPIENT

#### MCAS Yuma Airshow for its "In The Cockpit" Social Media Series



In an effort to promote the 2018 Yuma Airshow on social media, the MCCS Yuma

marketing team developed the "In The Cockpit" social media series. This year's web series served as a way for fans to watch exclusive behind-the-scenes content of the work that goes into making the Yuma Airshow happen.

With six weekly videos posted leading up to the March 2018 event, the "In The Cockpit" series aimed to generate excitement and buzz by humanizing the Yuma Airshow and highlighting the staff that make the event possible. Through coordinated interviews, the series featured air show personnel who discussed both their role in the 2018 show as well as their experiences in the Marine Corps.

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# TOP TRENDS FOR 2019

BY RIC PETERSON

**A new year means embracing new trends and technologies... And in 2019, there are plenty you need to know about. Now more than ever, special events are enlisting social media and digital technologies to market, enhance and humanize the event-going experience.**

EventMB founder, Julius Solaris, says, “The underlying current that flows through almost all of the trends in event experience is a further embracing of the human side of the event world.”

I have done some selective picking through Solaris’s extensive lookahead for 2019, and much of what he targets applies to the air show business. So, as we head into a new season, let’s take a look.

## SUSTAINABILITY STYLING

While your opinions may differ, your younger ticket buyers care about this one... *very* much.

“They expect, and sometimes even demand, that the companies we choose to work with have sustainable practices in place,” Solaris says. “Repurposing will be THE trending green buzzword of the year.”

“There is an expectation for events to be more socially responsible and have a wider purpose,” events director for Clownfish Events, Hannah Shepard, adds. “A lot more thought will go into the planning stages, with people trying to deliver an underlying message and maybe make a social or environmental statement. They will want to take their guests on a ‘journey’ and try to evoke their emotions. This makes the whole event experience that bit more memorable and is a very powerful way to get guests talking about it for days afterwards.”

## ZONING YOUR VENUE

Sectioning off areas of your venue that meet specific attendee needs or niches is also an important trend. Music festivals and other special events thrive on establishing such areas. For example, adding designated charging areas where attendees can leave their phones or devices in a secure location to be charged is a popular zone used by many events. Although this example is one that is monitored by the event staff, freestanding options with keypads are becoming an even more common sponsor favorite.

## DRIP MARKETING

Drip marketing is one of the most important event planning trends of 2019, and perfect for our weekend-long air shows. Today, blasting out sales and marketing messages is no longer an effective strategy; gradual introductions now yield higher overall conversions.

Solaris says, “Build a sequence of ads, three or five, rather than just a single ‘buy/act now’ message. A drip marketing campaign can build awareness in stages that: introduce the event, explain why the viewer needs to attend the show, and finally invite them to come to the website or hit the ‘buy’ button.”

Email marketing campaigns can effectively execute drip marketing. For maximum results, schedule the next email – triggered to send at a specific time – to reach a certain segment of the audience who have followed the call to action (click) received in the previous email.

## HANDS-ON EXPERIENCES

Attendees want to experience the event, not just witness it.

Develop meaningful, surprising, beautiful, or even shocking experiences that your guests just can’t keep to themselves... And they won’t! Plan a strategy, identify shareable moments and create buzz.

## NEUROSCIENCE PERSUASION

Neuroscience has entered marketing for events. Using neuroscience is a subtle technique to influence people to act. It also helps you make the most of your time and effort without creating a ‘sales’ tone.

Build consensus. Instead of asking people to do something, tell them how many of their peers are already doing it. For example, “93 percent of our registrants register during Early Bird pricing so don’t miss out.” This works because we take social cues from our peers.

## LOCAL ARTWORK

As exemplified by the Reno Chalk Art Festival and Wings Over Houston, using art can create a unique atmosphere for an event and it’s becoming more important to fans. We’ve seen a shift now – from STEM, to STEAM – science, technology, engineering, art and math. STEAM is a concept that will grow in both military recruiting and at air shows.

Use local artists. Sourcing art locally keeps the show’s image in line with audience expectations for showcasing talent in the community. For example, local graffiti artists can make a mural. Work with digital platforms to turn artwork into lighting projections to decorate walls. Commission local artists to design an original piece that suits the style or theme of your show. This could also be an excellent giveaway idea for fundraisers.

## INCORPORATING DIGITAL INTO THE PHYSICAL

Online and digital services are bigger than ever, which means they are becoming a necessity, rather than a luxury. For many, interacting with brands, events or sponsors is done digitally. Therefore, ensuring you support all digital mediums that your attendees and target demographic use is essential.

One thing your show can do is use a large photo screen that can bring a group together, especially when live streamed on social media.

Social media walls add value for your sponsors, as followers who may or may not be attendees will be included. Use social media walls that will post when attendees use the event hashtag – that gets people talking to each other and talking up your event.

## PERSONALIZE MESSAGES

According to Statista, the average email open rate for a personalized message was 18.8 percent versus 13.1 percent for one that was not personalized. Use activity history for personalization such as moving those who have registered already – from the “reminder” to the “registered” – email list.

Analyze attendee preferences by keeping track of their click-through rates and noting which URLs drive clicks. Present content based on those interests. Alert attendees when they are in close proximity to their contacts or “want to meet” list.

## MORE DIGITAL CONTENT

Develop content for sharing online.

If you have already embraced social media, you will need to vary your feeds and increase your use of video. Augmented and virtual reality will generate more buzz this year than in 2018, making your event’s aesthetic even more significant. Every interesting element of your air show is likely to be shared digitally over social media in 2019.

YouTubers make a living out of commentary on videos. Their commentary becomes additional content and adds value to the event. Develop area for niche interests. With a virtual ticket and a paired up “host,” guests could experience inside tracks differently than at prior events. They could attend meet-ups and a static display track by being able to select from in-person led experiences. As of May last year, like Facebook, Instagram allows you to add a “get tickets” button to your event’s Instagram profile. All your posts should include that button or some form of call to action.

## GRUNT STYLE FAN GLASSES - BRINGING DRIP MARKETING, DIGITAL SUPPORT, SUSTAINABILITY AND PERSONALIZATION TOGETHER.

During last year's Grunt Style Air Show Majors tour, Red Frog Events initiated a new marketing tactic in the form of branded air show viewing glasses.

Scott Howard, Chief Revenue Officer for Red Frog Events, says, "Over 5,000 of these 'Fan Glasses' were handed out from the Grunt Style Air Show Majors display on-site at the four Majors last year. They were less than \$1 per fan glass (as we've coined them). It was a Red Frog Events' idea to provide something of value to their attendees (a fan and viewing glasses in one) and to extend and promote the Grunt Style Air Show Majors brand, in a year that was about building initial brand awareness of the property."

Sustainability is a growing trend. The fan glasses are made of paper and wood. Howard points out that, "We were cognizant of not wanting to create something plastic that would be thrown away."

The handout included digital support with website (airshowmajors.com) and "Follow us on our social pages" listed on the back. Howard says Red Frog Events is working on a new idea for 2019 as the brand continues to use a drip marketing approach.

"Grunt Style Air Show Majors as a brand is meant to be informative and grow awareness of each of the Majors, especially outside of their own markets. We want the brand to be fun and engaging...the informative friend that you'd like to grab a beer with, but who doesn't take himself too seriously."

## INSTAGRAM TAKEOVERS

In 2018, the Cleveland International Air Show used "Instagram takeovers" in an effort to break away from traditional marketing strategies and find an innovative way to engage with air show teams on social media. Air show Instagram takeovers involve the temporary takeover of an air show's Instagram account by a performer or team for the purposes of sharing unique content, creating buzz and promoting the show.

"The purpose of an Instagram takeover is threefold: to increase awareness, engage the community, and promote the event," says the show's executive director, Kim Dell. "Instagram takeovers cost nothing to execute, making them a very cost-effective social media strategy. The manpower required for an air show Instagram takeover requires the partnership with another team."

Cleveland's Instagram takeover included temporary takeovers by Team Oracle's Johnny D and the U.S. Army Golden Knights. According to Dell, over the course of the two takeovers, the show's Instagram account saw a following increase of 20 percent with the average audience engagement up as well. While the teams used the Instagram takeovers to promote their performances, the Cleveland show increased its Instagram page following and show awareness.

## 2019 TECHNOLOGIES TO ELEVATE YOUR SHOW

Images, and especially video, are still set to dominate throughout 2019.

Air shows offer opportunities for engaging imagery. Investment into irresistible photo and video-worthy moments means maximum exposure online. Instead of speeded up time-lapse shots, use slow motion footage that focuses on various elements of your events. Stay close to the action. Shots of aircraft without a telephoto lens make it seem as if ticket buyers are not close to the action.

### VIRTUAL AND AUGMENTED REALITY

Devise social experiences out of what was previously alone time. Facebook 'Friends' are watching movies together; they're competing with one another on video games across continents. This has some fantastic implications for us and for those who are following the excitement of your air show at home. They no longer have to be mere voyeurs but can join in. Link people online for stronger connections. Virtual reality – or live 360-degree video – can connect remote audiences, giving them the opportunity to attend your show together, and can, as a result, bolster buying online-only tickets as well as add value for your sponsors.

Augmented reality (AR) is used to enhance an environment by surrounding the user with information and making an experience interactive. For example, with AR you can add so much more to a static display walk. You can also include your sponsors along the way by telling their story with AR.

### LIVE STREAMING

Live streaming is incredibly popular these days, with most events incorporating live coverage into its social media marketing strategy. Live streams provide the potential for a social media Q&A, showcase products or aircraft at the show, digital tours of the event, and will better reach your audience and boost engagement.

For example, have one of your sponsors live stream the event.

Live streaming can also allow sponsors to showcase the event from their perspective, highlighting distinct elements of their product or company.

### FACIAL RECOGNITION

We're likely to see facial recognition, like Apple's iPhone technology, spill over into the event industry. While it is still being fine-tuned, it's something we should be watching.

With facial recognition, check-in and registration become much quicker. Some theme parks are already using it to ensure greater safety through the ability to spot people on known security lists. It also can improve your social media reach by tagging people in photos from your event.

### A.I. VOICE TECHNOLOGY

Voice command assistants have become popular because they're easy and enjoyable to use. They can act as a personal assistant by telling a spectator who the next performer is or by relaying security messages.

Voice assistants, like Siri and Alexa, are increasingly becoming the norm. Even if you're not currently using it at your events, your fans are using it at home and at work. According to Google, 20 percent of 2016 Google searches are voice initiated.

Amazon has sold more than 20 million Alexa units, not factoring in non-Echo smart speakers with Alexa built in. If your attendees are using voice assistants at home, you can bet it's become their new normal.

Use voice technology to drive engagement. Look into ways for it to perform actions. People are moving away from asking questions to asking voice assistants to perform commands. Fans have gone from asking, "Where is the B-52?" to "Sign me up for the..."

Be proactive. For example, if someone asks where a specific vendor is, prepare the voice assistant so it suggests scheduling some one-on-one time with that vendor. Use voice technology to devise meaningful VIP experiences. Voice assistants make us feel important. Few people are ready to give up the personalization we have gotten used to in our everyday lives.

Technology is making this easier by correlating data and sorting before sending. Offer specials to "frequent flyers." Reward loyal fans by creating automatic communications and available discounts. Ensure your communications are personalized so recipients feel that you're treating them as a friend, not a stranger.

### CHATBOTS

Progressive organizers are now starting to use artificial intelligence for things like chatbots that can answer basic questions swiftly through an event app or through platforms like Facebook Messenger.

Design a system to provide information with chat. It's faster and won't tie up your staff with the same old questions. Use chatbots for exit surveys.

### SMART FLOOR ANALYTICS

Smart floor analytics is making data collection and analysis easier. By using smart mats – mats that sense and record foot traffic – you can collect data from critical locations at your show.

Employ smart mats to increase sponsorship value by collecting traffic numbers and accurate, real-time data. No more talk about generic "great exposure" with potential sponsors. Show them real attendance numbers. Collecting floor traffic data and correlating it on the spot can be useful in selling sponsorships for next year before sponsors leave your event. Use the fear of missing out and scarcity to sell out sponsorships in key locations while your current event is still going on.

### RADIO-FREQUENCY IDENTIFICATION WRISTBANDS

Eventbrite surveyed 1,200 event producers from the United States and Canada, providing a wealth of benchmarks you can use to plan, strengthen and update your event tech. They ranked radio-frequency identification (RFID) wristbands the number one technology to improve your event.

The tech can shorten lines both at the gate and for concessions within the event. In another survey spanning 5,000 people who regularly attend festivals, 17 percent said they are accustomed to using an RFID wristband to enter festivals and make cashless purchases. And nearly a third would like the option to do so. The only thing holding them back? Many festivals do not offer RFID, but the ones that do, truly stand out.

Some ideas for using RFID: seamlessly handle re-entry for multi-day events, provide easy and personalized access to multiple zones within your show, as well as allow attendees to link their RFID bracelets with their credit card for faster purchases. ✂



# Aviation Matters

## WHAT WE'RE LOOKING FORWARD TO IN 2019



by Stephanie Stricklen

**For anyone who has worked in the industry a while, it's no secret that a successful ICAS Convention can be a springboard to a successful air show season. Fifteen hundred ICAS members attended last year; the highest numbers since pre-sequestration 2006. From the military making such a strong showing to an increased variety and scale of our trade show, we wanted to highlight that. We checked in with people from across the ICAS membership to see what they were looking forward to in 2019. ✈**

“

“In 2019, I'm excited for Oshkosh. When I was on the Snowbirds, we would take turns who would get show pilot duties for each show and I jumped on the chance to do it when we flew there in 2016. Even though it's a lot of work, I wanted to know the ins and outs. This year, I'll see it from a support vantage and that's exciting. I'll be making videos, not only to show people who are unable to make it what they're missing, but also reach people who didn't even know they wanted to be there. My goal is to catch the attention of a whole new generation and show them some awe.”



– Maciej Hatta  
MATCH PRODUCTIONS

“

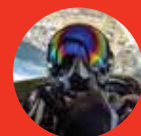
“After ICAS I realized 2019 is a great year to pivot my business because everyone is trying to grow what they do and reach more people. I've been at this for 13 years and have done everything from producing my own show, running air ops and ramp operations, handling marketing for one of the largest shows in North America, crisis communications, you name it. Someone told me I'm the Olivia Pope of air shows and it made me laugh [in the show, *Scandal*, Pope is a Washington, D.C. political crisis manager]. So, I want to spend more time this year doing just that; fixing problems at air shows.”



– Jadene Mah  
GEAR UP PRODUCTIONS

“

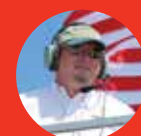
“Everything is coming together in 2019. This is the year I will really bridge the gap between my fitness side and my air show side — getting people excited about high-performance living and high-performance flying. Those different audiences coming together makes me excited. That, and after this last ICAS, half of my schedule is at places I haven't flown before, so it's shaping up to be a very good 2019.”



– Scott “Scooter” Yoak  
QUICKSILVER P51 MUSTANG  
AIRSHOWS

“

“This is my ninth year I've gone to ICAS. This year I had more booth traffic than any other year. It's probably a combination of a few things, but I started working on classes and seminars and helping evaluate for the Air Boss Recognition Program. Being more involved in the industry overall has helped.”



– Jim Gibson  
JIM GIBSON AIR BOSS

“

“This ICAS was one of my best ever. I had a lot more activity and conversations than I've had in the past. My goal for 2019 is to bring 21st century technology to World War II-era flying. We're using virtual reality and live streaming at shows. This is our way to make sure WWII does not fade into the past and connect millennials to a really important period in our history.”



– Barry Hancock  
PILOT MAKER AIRSHOWS

“

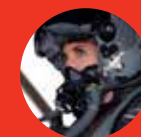
“I think 2019 is all about growth for us as a company. We're expanding to two more show sites with the Reno Air Races and Thunder Over Michigan, but if you were to ask me personally, I'm looking forward to seeing the pure awe in kids' faces. Air shows are a full sensory experience, and I think we can really help turn that into a family tradition that will hopefully become one for those kids and even their own children one day.”



– Scott Howard  
RED FROG AND AIRSHOW  
MAJORS

“

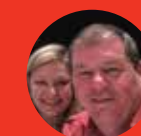
“The flying will be amazing, and the solo profile is so fun to do. But I realize that 2019 for me is all about the interactions with people, especially kids. Ever since the Super Bowl, the messages I get from teenage girls and moms of little girls are pretty amazing and I'm looking forward to more of that than any particular show or maneuver.”



– Capt. Michelle “MACE”  
Curran  
THUNDERBIRD OPPOSING SOLO

“

“We're expanding this season. We usually go to ICAS just to see our friends and air show family, but this year we went in an official capacity with Norris Aeroworks Announcing. I took the advice that I've given others over the years, especially performers: “Just go slow. Don't think you're going to set the world on fire.” And we got some bookings! I'm also happy for my wife, Devan, who is working toward getting her air boss certification, so it's a pretty exciting time.”



– Brian Norris  
NORRIS AEROWORKS  
ANNOUNCING

“

“We're looking forward to our lineup in 2019. We can't ask for more. We have the Snowbirds, the Thunderbirds, and the F-35 demo. When the F-35 started showing up on the scene for the Heritage Flight, immediately our fans started asking when they would see more. They wanted to know what it could do. We announced we had the demo shortly after we heard at ICAS, and, my goodness, the response has been incredible. Everyone is so excited. And for us, knowing we had the F-35 on the first morning of the first day just made our entire ICAS go smoother.”



– Natasha Avey  
WINGS OVER HOUSTON

“

“It was a great ICAS. We're excited about the number of people who found us there who are now understanding how important video is to their market and fanbase. We're going to try and build on that by trying some new things this year to attract a younger audience.”



– Jeff Lee  
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## Short FINAL NEWS FROM THE FIELD

### Arsenal of Democracy Announces May 8, 2020 Flyover

On Monday, January 7, the Executive Planning Committee for the Arsenal of Democracy announced that it is planning a second flyover on the National Mall in Washington, D.C. for Friday, May 8, 2020. The event will commemorate the 75th anniversary of the end of World War II in Europe, as well as honor the men and women of the "Greatest Generation." ICAS is one of five organizations working to organize and conduct the event.

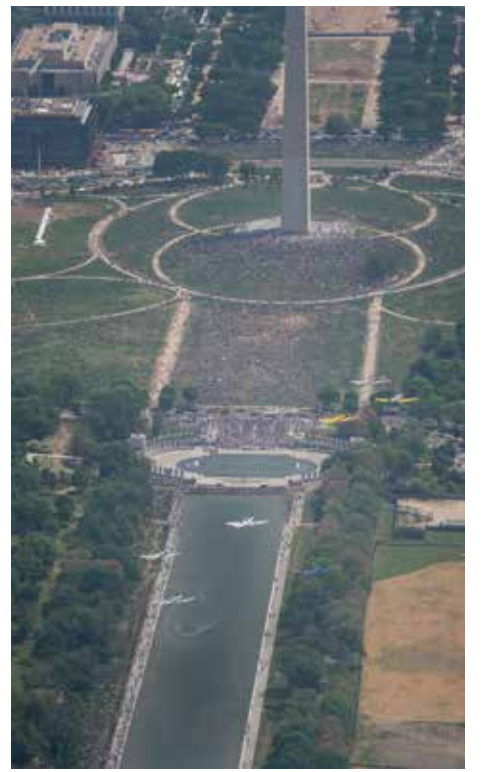
As part of a two-day celebration in the nation's capital, the flyover will coincide with a ceremony for veterans at the National World War II Memorial. The flyover will consist of nearly 100 aircraft flying in 24 different formations, each depicting a different battle or aspect of World War II, from the Battle of Britain and Pearl Harbor to D-Day and the Battle of Iwo Jima.

"This will be one of the most unique gather-

ings of World War II vintage aircraft ever assembled," said ICAS President John Cudahy. "And the backdrop of the National Mall and the National World War II Memorial on the 75th anniversary of VE Day will make it even more special."

The planning committee consists of John Cudahy, President/CEO of the International Council of Air Shows; Pete Bunce, President/CEO of the General Aviation Manufacturers Association; Hank Coates, President/CEO of the Commemorative Air Force; Mike Ginter, Vice President of Aircraft Owners and Pilots Association; and Paul Rinaldi, President of the National Air Traffic Controllers Association.

Visit [www.ww2flyover.org](http://www.ww2flyover.org) and follow the Arsenal of Democracy Flyover @ww2flyover on Facebook, Twitter and Instagram for the latest news and announcements concerning the 2020 event. ✂



### Blue Angels and Thunderbirds to Appear Together at JB Andrews

This spring, the U.S. Navy Blue Angels and U.S. Air Force Thunderbirds will be making a joint appearance at the 2019 Joint Base Andrews Air Show on May 11 and 12. The dual appearance marks the first time since 2017 the two teams last performed at the same air show on the same weekend.

"I think we have been pushing for a couple of years to have this opportunity to fly in a show with [the Thunderbirds] and really,

if for nothing else, to get both teams together to perform at the same time," Blue Angel #6, Lt.

Commander Andre Webb said. "And to see the differences in operations between the two of

them, we can take best practices and make both of our military demonstration teams better."



In addition to featuring the U.S. Navy Blue Angels and U.S. Air Force Thunderbirds, the show will also include performances from the A-10 Demonstration Team, U.S. Army Golden Knights, GEICO Skytypers Airshow Team, Patty Wagstaff Airshows, CAF Red Tail Squadron and Shockwave Jet Trucks. ✂

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MEMBER



**Short  
 NEWS FROM THE FIELD**

**F-35 Demo Team Prepares for First Full Demo Season**

This year, the F-35A Lightning II Demo Team will perform a full demonstration for the first time. Since announcing the team's 16 air

show dates at the ICAS Convention in December, the team has been hard at work refining the new maneuvers of the highly-anticipated demonstration.

Led by demonstration team pilot and commander, Captain Andrew "Dojo" Olson, the team has developed an all-new, full demonstration aimed to showcase the F-35's supreme flight control capabilities. In addition, the team's maintainers have also developed and refined an all new ground performance to both prepare the jet for flight as well as add more excitement for the fans.

The team will perform the newly developed demonstration for the first time on March 30 and 31 at the Melbourne Air and Space Show in Melbourne,



Florida. To see the team's full 2019 schedule, visit the ICAS Air Show Calendar at [www.airshows.aero/Page/ASCalendar](http://www.airshows.aero/Page/ASCalendar).

**The ASN Kicks Off "Women in Air Shows" Award and Scholarship**

On Wednesday, December 5, The Air Show Network (ASN) launched its new "Women in Air Shows" program to recognize the female trailblazers of the air show industry and fund a new scholarship program designed to support aspiring young female pilots' attendance at the Bob Hoover Academy.

Each month, The ASN will bestow the "Women in Air Shows" award to a leading female air show professional in the industry and donate \$1,000 in their name to the Bob Hoover Academy. At the end



*Kim Dell (middle), Executive Director of the Cleveland National Air Show, received the first "Women in Air Shows" award from ASN's Martha Macias (left) and Mary Breen (right) at the Pinnacle Awards Luncheon during the 2018 ICAS Convention.*

of 2019, The ASN will present the \$12,000 check to the Bob Hoover Academy scholarship

for the purpose of supporting a young female pilot's education at the academy.

Since it was announced at the 2018 ICAS Convention, The ASN has named executive director of the Cleveland National Air Show, Kim Dell, the team manager for Mike Goulian Air Shows, Emily Mankins, and narrator and team manager for Wild Blue Rodeo, Lunar Sawyer, as the first "Women in Air Shows" award recipients, setting aside \$3,000 to be donated to the Bob Hoover Academy.

Nominations for the monthly award are open to every woman within the air show industry. For questions, please email [womeninairshows@airshownetwork.com](mailto:womeninairshows@airshownetwork.com).

## ICAS Announces Dates for 2019 ICAS Convention

Following a successful and productive 2018 ICAS Convention, ICAS has announced the dates for this December's 2019 ICAS Convention. The 2019 ICAS Convention will take place from Monday, December 9, through Thursday, December 12, at the Paris Las Vegas Hotel in Las Vegas, Nevada.

Registration for the 2019 ICAS Convention will open in mid-April with the lowest registration rates all year in an effort by ICAS to make the convention more



affordable and reward members for registering early.

ICAS members interested in 2019 sponsorship opportunities should contact Mary Quigg by

emailing [mary.quigg@conferencedirect.com](mailto:mary.quigg@conferencedirect.com). Organizations looking to exhibit at the 2019 ICAS Convention should contact Karen Connors by emailing [connors@airshows.aero](mailto:connors@airshows.aero).



## Julie Clark to Begin Final Air Show Season with Farewell Tour

This year, ICAS Sword of Excellence and Art Scholl Memorial Showmanship Award recipient, and 2011 ICAS Foundation Air Show Hall of Fame inductee Julie Clark, will embark on a farewell tour to finish an air show career that spans over four decades. From performing in her self-restored T-34 Mentor, Clark has been widely recognized as a trailblazer for women in

aviation, performer corporate sponsorships and the warbird community.

"I just know that the time is right and that my airplane will be going to an aviation museum - but not right away," Clark said. "I want to fly it for fun, I want to be able to go places that I want to go, I just want to have a summer off for the first time in 40 years."

Although there will be a number of events throughout the year to recognize Clark's final season, her main goal is to uphold her strong safety record and put on a standard Julie Clark air show performance.

"I do know that at Sun 'n Fun they're planning a really big recognition of [the farewell tour]. I'm also being awarded the Master Pilot Award from the FAA, and I'm really proud of that as well because it's 50 years of flying with no accidents," Clark said. "It's going to be a little bit known to people and we are going to put it in my narration as well."

In addition to her performances at Sun 'n Fun, Clark's 2019 farewell tour will also include the Minnesota Air Spectacular, the Cleveland National Air Show and a final performance in her home state of California at the Rancho Murieta Airport. Her final show is set to consist of a barbecue celebration and a twilight flight by Clark.



## ICAS Releases New Air Show Digest Digital Publication Site

ICAS has brought its air show content to a newly designed digital and mobile-friendly platform: *Air Show Digest*. Created as a "digestion" of all of the news and information communicated through ICAS's quarterly *Air Shows Magazine*, bi-weekly Fast Facts newsletter, monthly Ops Bull newsletter, and additional resources for professionals, the digital publication is now available to all current ICAS members.

To access *Air Show Digest*, visit [www.airshowdigest.aero](http://www.airshowdigest.aero) and log in with the same username and password used for the main ICAS website.

"Like all of the world's leading magazine publications, the transition to digital has been one of great opportunity, and we are incredibly excited to be bringing ICAS's informative and valuable air show content to the new platform," ICAS Manager of Marketing, Chris Morrison, said. "Not only can members access all ICAS content on one digital



platform across any device, but they will also now benefit from more frequent articles, shorter pieces and the inclusion of videos and other media to enhance the content."

Although *Air Show Digest* will not replace any of ICAS's existing publications and, instead, will operate in conjunction with them for the

time being, the digital platform offers a variety of content and features that have not been available to ICAS members previously.

Members interested in digital advertising opportunities on the new Air Show Digest website should contact Mary Ann McManamay at [mcmanamay@airshows.aero](mailto:mcmanamay@airshows.aero).

## Koontz, Henley Brothers Inducted into Alabama Aviation Hall of Fame

On January 12, the Southern Museum of Flight in Birmingham, Alabama, inducted air show performers Greg Koontz, Alan Henley, Mark Henley along with Ellis Dent Shannon into the Alabama Aviation Hall of Fame.

Following the announcement in 2018, inductee Greg Koontz said, "It's a surprising honor considering the people that flew in Alabama who are in there."

The four inductees have joined an impressive list of past Hall of Fame inductees that includes the Wright Brothers, Tuskegee Airman Benjamin O. Davis, astronaut Jan Davis, air show pioneer Glenn Messer and many others.

"I have admired [the Henley brothers] and respected their character and accomplishments," Koontz said, in 2018. "It's pretty cool to have us all be inducted at the same time."





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Short

FINAL NEWS FROM THE FIELD

Have You Met Red 10?

With a highly-anticipated North

American summer tour on the horizon, the Royal Air Force Red Arrows demonstration team are well into winter training and planning out their upcoming air show season. For Red 10, Squadron Leader Adam Collins, the offseason is filled with overseeing the winter training of the opposing solos as well as coordinating logistics with both regulators and show organizers for the 2019 season.



Collins is a graduate of Southampton University where he studied aeronautics as well as being a member of the University Air Squadron where he flew the Bulldog. Since completing fast jet flying training, Collins has completed tours flying the Tornado GR4 at RAF Marham, the F-111 for three years on exchange with the Royal Australian Air Force in Queensland, the British Army as an Air Staff Officer and with the 100 Squadron, where he flew the Hawk T1. Collins would go on to join the RAF Red Arrows in 2018 as the team supervisor.

"The primary role as Red 10 is team supervisor. So, during the training period in the winter, I'm supervising mainly the synchros, or the opposition solos, that work up the more dynamic aspects of the show," Collins said. "I'm out with a radio watching that, safety supervising and also providing feedback on the maneuvers that they are practicing."

In addition to his winter training duties, Collins is in charge of coordinating with authorities and the FAA equivalents in the United Kingdom to make sure the team's demonstration complies with all regulations, and that all organizers and air bosses are familiar with it.

"When we are into the summer display season, I fly the tenth aircraft wherever we go, so we normally operate as a ten-ship between displays," Collins said. "And once we arrive at the display sites, I'll then go out on the ground to liaise with the air boss, or flying display director in our terms, get ready for the show, [be] out on the ground normally a couple hours before the display, supervise the display and, whilst I'm doing that, will actually provide the narration."

According to Collins, the process of becoming a team member requires that pilots meet a list of incredibly strict prerequisites even before being considered eligible to apply.

"Every member of the Red Arrows – so from Red 1, team leader, through me as the team supervisor, Red 10, and the officer commanding – you have to have a background of frontline fast jet flying to be eligible to join the team," Collins said. "It's a very strict selection process, and part of the prerequisite is to have served on the frontline, have a minimum number of hours of fast jet flying (so we have pilots on the team with a background in Harrier, Tornado, Typhoon, and various other things) as well as exchange tours."

Since 1979, the Red Arrows have performed in the BAE Hawk T1, a two-seated training aircraft that features an upgraded engine as well as smoke features to allow the team to produce red, white or blue smoke. Overall, very different from the advanced fighter type aircraft that team members have previously flown on the frontlines.

"They're very, very different beasts. The Hawk that we fly on the team is actually the original T1, so it's a completely analog cockpit. There's no glass displays in there at all, it's just old school dials," Collins said.



"But for us in the Red Arrows, it's a very simple aircraft, very easy to maintain. There is nothing helping us out, there is no moving map, there is no head-up display... But apart from that we're using stopwatch, rules of thumb and applying wind and so on by our own techniques – so very, very simple airplane – very different from the aircraft we fly on the frontlines."

In comparison to North American military jet demonstration teams, the Red Arrows operate in a much different manner with a lot less people.

"We don't take as many people on the road with us and tend to be in places for shorter periods of time," Collins said. "An average season we probably display – I think last year we did about 70 displays – now some displays will be two or three times at the same location but quite often we display at more than one location in a day."

On Friday, February 8, the team announced that it would be performing at this summer's Aero Gatineau-Ottawa Airshow on August 13, Chicago Air & Water Show on August 17-18, Atlantic City Airshow "Thunder Over The Boardwalk" on August 21, New York Air Show on August 24-25, Oregon International Air Show on September 21-22 and The Great Pacific Airshow on October 5-6. For more details on each show, visit the official ICAS Air Shows Calendar at [www.airshows.aero/Page/ASCalendar](http://www.airshows.aero/Page/ASCalendar).



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### Short

## FINAL NEWS FROM THE FIELD

### Sue Gardner Retires from FAA

National Aviation Events Specialist and 2018 ICAS Bob Hoover Wingman Award recipient, Sue Gardner, has retired after a 28-year career with the Federal Aviation Administration. Throughout her career, Gardner has served as an essential policy liaison between ICAS and FAA regulators.

“As two different stints as head of air show policy development for

the FAA, she has helped to build and nurture a uniquely effective relationship between regulators and the industry,” ICAS president and CEO, John Cudahy, said. “She has provided thoughtful, objective oversight while relying on the air show industry itself to police safety issues and ensure a culture of safety.”

Through Gardner’s cooperation and trust with ICAS and the air show community, the industry

has evolved to hold a new level of safety awareness and has benefited from a significant drop in air show accidents over the past decade.

“It’s been such an honor working as a 28-year public servant for the FAA, and the two stints I’ve had supporting ICAS and the air show community have been the highlights of my career,” Gardner said, after receiving the Bob Hoover Wingman Award. “And



it’s truly been an honor to be able to support you in doing what you do because it’s so important to the aviation community.” ✈

### Grunt Style Air Show Majors Expands Tour in 2019

Grunt Style Air Show Majors has announced that it is expanding the tour to include Thunder Over Michigan and the National Championship Air Races in Reno, Nevada for 2019 and beyond.

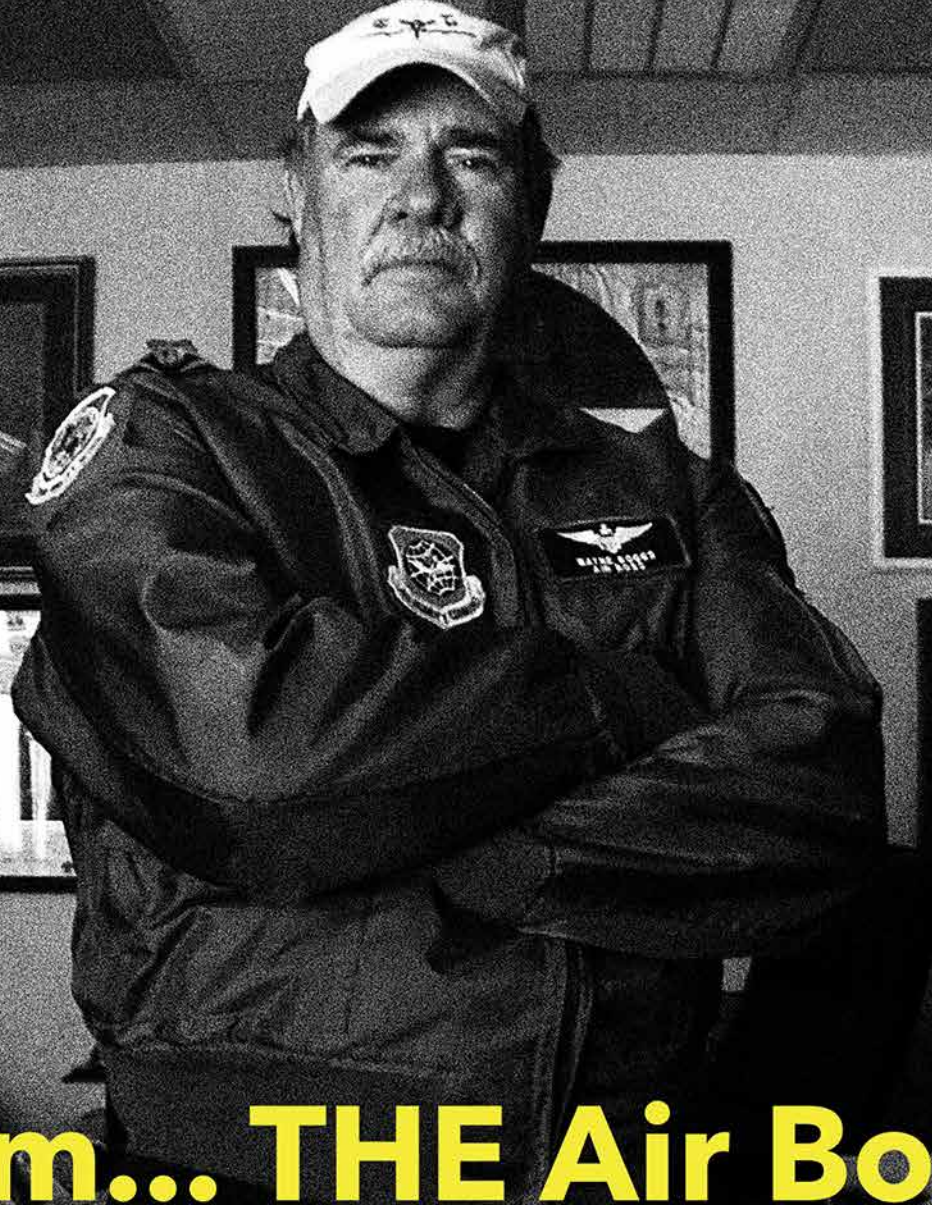
Created by Red Frog Events in 2018 as the industry’s first unifying brand series, the

mission of Grunt Style Air Show Majors is to celebrate aviation, honor the military, and increase mainstream awareness of aviation events in the air show industry. Thunder Over Michigan and Reno join Sun ‘n Fun, Bethpage Air Show, Cleveland National Air Show and Wings Over Houston for 2019.

“We’re proud to now have a collection of six of the most prestigious shows in the country as we work to expand their reach nationally, engage new audiences and continue to elevate interest in air shows and aviation events,” says Scott Howard, Chief Revenue Officer at Red Frog Events.

The 2019 Grunt Style Air Show Majors tour will begin at Sun ‘n Fun from April 2-7. ✈





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**ICAS 2019 CALENDAR OF EVENTS**

| Dates       | Name   | Location              | Performers  | Contact                          |
|-------------|--|-----------------------|---|----------------------------------|
| 02/09-02/10 | Buckeye Air Fair   | Buckeye, AZ           |   |                                  |
| 02/17-02/17 | WBCA Stars & Stripes Air Show Spectacular sponsored by Miller Lite | LRD Laredo, TX        | A-10 Demonstration Team   | Nino Cardenas<br>956-722-0589    |
| 02/23-02/23 | Los Angeles Air Raid   | LGB San Pedro, CA     | John Collver Warbird Airshows   | John Collver<br>310-539-3640     |
| 03/08-03/10 | 2019 Yuma Airshow  | NYL MCAS Yuma, AZ     | F-35B Lightning II JSF; USMC AV-8B Harrier; USMC MV-22 Osprey; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Tora Tora Tora; Yellow Thunder; Ace Maker Airshows; Commemorative Air Force; A-10 Demonstration Team  | Greg McShane<br>928-269-3327     |
| 03/15-03/17 | Space Coast Warbird AirShow  | TIX Titusville, FL    | Valiant Air Command; Paul Schulten Eagle Airshow; Class of '45; AeroShell Aerobatic Team; Rag Wings & Radials Vintage Aircraft; Thom Richard's P-40 Warhawk American Dream; AAHF/Sky Soldiers; Younkin Airshows, Inc.; Chefpitts Airshows; Twin Tigers Aerobatic Team; McCart Jet Motorsports; Cavanaugh Flight Museum; J & J Aero, LLC | Bob Boswell<br>321-268-1941      |
| 03/16-03/16 | NAF El Centro - Wings Over the Desert                              | NJK NAF El Centro, CA | U.S. Navy Blue Angels; John Collver Warbird Airshows; Ace Maker Airshows; U.S. Navy Parachute Team Leap Frogs; vicky benzing aerosports; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Kirby Chambliss Aerobatics (Red Bull); Firecat Aerial Productions; Planes of Fame Air Museum  | Kristopher Haugh<br>760-339-2519 |
| 03/23-03/24 | California International Airshow                                   | SNS Salinas, CA       | U.S. Navy Blue Angels; Vampire Airshows; Sean D Tucker - Aviation Specialties Unlimited, Inc./Team Oracle; Smoke-n-Thunder Jet Shows; Redfox Airshows; Eric Tucker  | Harry Wardwell<br>831-229-5906   |

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## ICAS 2019 CALENDAR OF EVENTS

| Dates       | Name                                   | Location                        | Performers  | Contact   |
|-------------|--|---------------------------------|---|---|
| 03/23-03/24 | Thunder & Lightning Over Arizona       | DMA<br>Davis-Monthan AFB,<br>AZ | U.S. Air Force Thunderbirds; A-10 Demonstration Team; Kirby Chambliss Aerobatics (Red Bull); SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Kent Pietsch Airshows; F-22 Raptor Demonstration Team; Ace Maker Airshows; vicky benzing aerospots; Rifle Airshows, LLC   | Maj Tyler (Leeroy) Schultz<br>520-228-5856 / 520-228-9859 |
| 03/30-03/31 | Thunder Over the Bay                   | SUU<br>Travis AFB, CA           | F-22 Raptor Demonstration Team; U.S. Army Parachute Team Golden Knights; Ace Maker Airshows; U.S. Air Force Thunderbirds; C-17 Demo/Air Mobility Command; YakAttack Airshows; Smoke-n-Thunder Jet Shows; Bill Stein Airshows; Redfox Airshows; Matt Chapman Airshows; Patriots Jet Team   | Maj Imran Kahn<br>707-424-3819                            |
| 03/30-03/31 | Southernmost Air Spectacular           | NQX<br>NAS Key West, FL         | U.S. Navy Blue Angels; F-16 Viper Demo Team; Patty Wagstaff Airshows, Inc.; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Rob Holland Ultimate Airshows, LLC   | Tim Campbell<br>305-293-2112                              |
| 03/30-03/31 | Melbourne Air and Space Show           | MLB<br>Melbourne, FL            | F-35A Lightning II Demo Team; Kent Pietsch Airshows; Rag Wings & Radials Vintage Aircraft; Lucas Oil Airshows and Michael Wiskus; USAF Heritage Flight; Thom Richard's P-40 Warhawk American Dream; F/A-18C Hornet & F/A-18F Super Hornet E Demo Team; USASOC Parachute Demonstration Team Black Daggers; J & J Aero, LLC   | Bryan Lilley<br>321-395-3110                              |
| 03/30-03/31 | Gulf Coast Salute (CANCELED)           | Tyndall AFB, FL                 |   | Air Show Office<br>850-283-2017                           |
| 04/02-04/07 | Sun 'n Fun International Fly-In & Expo | LAL<br>Lakeland, FL             | U.S. Navy Blue Angels; AeroShell Aerobatic Team; Phillips 66 Aerostars; Jerry 'Jive' Kerby; David Martin Aerobatics; Julie Clark Air Shows dba American Aerobatics, Inc.; Jim Peitz Aerospots, Inc.; Class of '45; Franklin's Flying Circus & Airshow; GEICO Skytypers Airshow Team; Jim Tobul Airshows; Manfred Radius Airshows; Cavanaugh Flight Museum; Mike Goulian Airshows; Younkin Airshows, Inc.; Wild Blue Rodeo, LLC; SOCOM Para-Commandos; Gene Soucy Airshows; Quick Silver P-51 Airshows; Stallion 51 Corp; Paul Schulten Eagle Airshow; Mohawk Air Shows; Matt Chapman Airshows; Jacquie B Airshows; Creative Pyrotechnics, LLC; Rower Airshows; Radial Rumble with Jeff Shetterly; Patty Wagstaff Airshows, Inc.; Vertigo Airshows; Paradigm Aerobatics; Rag Wings & Radials Vintage Aircraft; Trojan Thunder; Texas T-Card Airshows; Ace Maker Airshows; Alabama Boys by Greg Koontz Airshows | Greg Gibson<br>863-904-4041                               |
| 04/06-04/07 | Heart of Texas Airshow                 | CNW<br>Waco, TX                 | U.S. Air Force Thunderbirds; USASOC Parachute Demonstration Team Black Daggers; Trojan Phlyers Demonstration Team; Greg Shelton Airshows; FIGHTERJETS, INC. - Randy Ball; Mike 'Spanky' Gallaway - Announcer/Pilot; David Martin Aerobatics; Rob Holland Ultimate Airshows, LLC; U.S. Air Force Heritage Flight Foundation; F-35A Lightning II Demo Team  | Debby Standefer<br>303-862-2869                           |
| 04/13-04/14 | Thunder Over Louisville                | SDF<br>Louisville, KY           | U.S. Army Parachute Team Golden Knights; Ace Maker Airshows   | Wayne Hettinger<br>502-767-2255                           |
| 04/13-04/14 | Wings Over South Texas                 | NAS Corpus Christi,<br>TX       |   |   |
| 04/13-04/13 | Marvel of Flight Fly-In & Expo         | DeFuniak Springs, FL            |   |   |
| 04/24-04/27 | Feria Aeroespacial Mexico 2019         | Santa Lucia AB,<br>Mexico       |   |   |
| 04/26-04/28 | CAF Dixie Wing WWII Heritage Days      | Atlanta, GA                     |   |   |
| 04/27-04/28 | MCAS Beaufort Airshow 2019             | NBC<br>Beaufort, SC             | U.S. Navy Blue Angels; F-22 Raptor Demonstration Team; GEICO Skytypers Airshow Team; Gary Ward Airshows; Kent Pietsch Airshows; Rob Holland Ultimate Airshows, LLC; SRC Airshows  | Christina Swick<br>843-228-7333                           |

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## ICAS 2019 CALENDAR OF EVENTS

| Dates       | Name  | Location                      | Performers  | Contact                             |
|-------------|---|-------------------------------|---|-------------------------------------|
| 04/27-04/28 | Wings Over Wayne/Seymour Johnson AFB Open House         | GSB Seymour Johnson AFB, NC   | U.S. Air Force Thunderbirds; Ace Maker Airshows; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; USASOC Parachute Demonstration Team Black Daggers; F-16 Viper Demo Team; A-10 Thunderbolt II 'Warthog'; Bill Stein Airshows; Gene Soucy Airshows; Younkin Airshows, Inc.; Tora Tora Tora  | Maj Ben Hoffman<br>919-722-8127     |
| 05/03-05/05 | Go Wheels Up! Texas                                     | HYI San Marcos, TX            | Adam Baker's Playful Airshows; David Martin Aerobatics; Mike 'Spanky' Galloway - Announcer/Pilot; Shetterly Squadron by G&M Airshows; Kent Pietsch Airshows; Greg Shelton Airshows; FIGHTERJETS, INC. - Randy Ball  | Clayton Corn<br>512-757-5991        |
| 05/03-05/05 | Thunder Over the Sound: Keesler/Biloxi Air & Space Show | BIX Keesler AFB, MS           | U.S. Air Force Thunderbirds; Alabama Boys by Greg Koontz Airshows; Ace Maker Airshows   | Karen Teague<br>228-377-4349        |
| 05/04-05/04 | Manassas Open House and Air Show                        | HEF Manassas, VA              | Warrior Flight Team; USAF Heritage Flight; Scott Francis Airshows; Chefpitts Airshows   | Kevin Rychlik<br>703-368-9599       |
| 05/04-05/05 | Planes of Fame Airshow 2019                             | CNO Chino, CA                 | F-16 Viper Demo Team; Ace Maker Airshows  | Steve Hinton<br>909-597-4754        |
| 05/04-05/05 | Wings Over Myrtle Beach (CANCELED)                      | MYR Myrtle Beach, SC          |   | John Cowman<br>678-655-5268         |
| 05/04-05/05 | Central Texas Airshow                                   | TPL Temple, TX                | Jacque B Airshows; Franklin's Flying Circus & Airshow; Tora Tora Tora; Blastards/CAF; Mini Jet Airshows   | Beth Jenkins<br>512-869-1759        |
| 05/04-05/05 | Ford Lauderdale Air Show                                | FLL Fort Lauderdale Beach, FL | U.S. Navy Blue Angels; GEICO Skytypers Airshow Team; F-22 Raptor Demonstration Team; Lucas Oil Airshows and Michael Wiskus; SOCOM Para-Commandos; USAF Heritage Flight  | Bryan Lilley<br>717-583-0800        |
| 05/10-05/12 | JB Andrews Air Show                                     | ADW JB Andrews, MD            | U.S. Navy Blue Angels; U.S. Air Force Thunderbirds; Patty Wagstaff Airshows, Inc.; GEICO Skytypers Airshow Team; A-10 Demonstration Team; CAF Red Tail Squadron; U.S. Army Parachute Team Golden Knights; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Kent Pietsch Airshows; Sean D Tucker - Aviation Specialties Unlimited, Inc./Team Oracle; Mike Goulian Airshows; Class of '45                           | Maj Jim Crum<br>229-834-2599        |
| 05/10-05/12 | Chennault International Air Show                        | CWF Lake Charles, LA          | F-16 Viper Demo Team; Jacque B Airshows; Kevin Coleman Aerosports; Alabama Boys by Greg Koontz Airshows; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Greg Shelton Airshows; Younkin Airshows, Inc.; FIGHTERJETS, INC. - Randy Ball; Kirby Chambliss Aerobatics (Red Bull); Wild Blue Rodeo, LLC; Phillips 66 Aerostars; Thom Richard's P-40 Warhawk American Dream; Commemorative Air Force; Sierra Aeronaut | Mary Jo Bayles<br>337-515-3269      |
| 05/10-05/11 | AOPA Fly-In   | Frederick, MD                 |   |                                     |
| 05/17-05/19 | Hangar 24 Airfest & 10th Anniversary Celebration        | REI Redlands, CA              | Ace Maker Airshows; A-10 Thunderbolt II 'Warthog'; Jon Melby Airshows; Smoke-n-Thunder Jet Shows  | Jon Huggins<br>916-276-0520         |
| 05/17-05/19 | Warbirds Over the Beach                                 | 42VA Virginia Beach, VA       | Military Aviation Museum  | Chris Vtipil<br>757-233-6556        |
| 05/17-05/19 | Barksdale Defenders of Liberty Open House               | BAD Barksdale AFB, LA         | Canadian Forces Snowbirds; F-35A Lightning II Demo Team; Ace Maker Airshows; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Rob Holland Ultimate Airshows, LLC  | Maj Benjamin Kempen<br>318-529-3557 |
| 05/18-05/18 | Kirtland AFB 75th Anniversary Open House                | ABQ Kirtland ABW, NM          | U.S. Air Force Thunderbirds   | Othana Zuch<br>505-846-3956         |
| 05/18-05/19 | Cape Girardeau Regional Air Festival                    | CGI Cape Girardeau, MO        | U.S. Navy Blue Angels; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks  | Bruce Loy<br>573-334-6230           |
| 05/22-05/24 | U.S. Naval Academy Air Show/Graduation Flyover          | Annapolis, MD                 | U.S. Navy Blue Angels   |                                     |
| 05/25-05/26 | Salute to Veterans 31st Annual Celebration              | JEF Jefferson City, MO        | AeroShell Aerobatic Team; Ace Maker Airshows  | Mary Posner<br>573-449-6520         |
| 05/25-05/26 | Northeastern Pennsylvania Air Show (CANCELED)           | AVP Avoca, PA                 |   | George Bieber<br>570-602-2021       |

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## ICAS 2019 CALENDAR OF EVENTS

| Dates       | Name   | Location                         | Performers   | Contact                                    |
|-------------|--|----------------------------------|--|--|
| 05/25-05/26 | Westmoreland County Air Show                   | LBE Latrobe, PA                  | Canadian Forces Snowbirds; F-16 Viper Demo Team; Tora Tora Tora; Thom Richard's P-40 Warhawk American Dream; Lucas Oil Airshows and Michael Wiskus; A-10 Thunderbolt II 'Warthog'  | Gabe Monzo<br>724-539-8100                 |
| 05/25-05/26 | Miami Beach Air & Sea Show                     | Miami Beach, FL                  | U.S. Army Parachute Team Golden Knights; F-35A Lightning II Demo Team; USMC MV-22 Osprey   | Ted Plana<br>773-252-1644                  |
| 05/25-05/27 | Bethpage Air Show at Jones Beach               | FRG Wantagh, NY                  | U.S. Air Force Thunderbirds; U.S. Army Parachute Team Golden Knights; GEICO Skytypers Airshow Team   | George Gorman Jr<br>631-321-3403           |
| 05/29-05/29 | Carolina Air and Auto Center Open House        | Winston-Salem, NC                |  |  |
| 05/30-05/30 | U.S. Air Force Academy Graduation Flyover      | Colorado Springs, CO             | U.S. Air Force Thunderbirds  |  |
| 06/01-06/02 | Star Spangled Salute Air Show                  | TIK Tinker AFB, OK               | U.S. Navy Blue Angels; F-16 Viper Demo Team  | Marc Bradley<br>405-734-2191               |
| 06/01-06/01 | Hiller Aviation Museum Biggest Little Air Show | San Carlos, CA                   |  |  |
| 06/01-06/02 | Greenwood Lake Air Show and Car Show           | 4N1 West Milford, NJ             | Gary Ward Airshows; Mini Jet Airshows; AeroShell Aerobatic Team; Twin Tigers Aerobatic Team; Jason Flood Airshows; McCart Jet Motorsports; Nathan Hammond Airshows   | Tim Wagner<br>973-728-7721                 |
| 06/01-06/02 | Saint-Hubert Airshow                           | Longueuil, QC                    |  |  |
| 06/01-06/02 | Defenders of Freedom Air Show (CANCELED)       | OFF Offutt AFB, Bellevue, NE     |  | Maj Keith McKee<br>402-294-8800            |
| 06/07-06/09 | Fort Wayne Open House/ Airshow                 | FWA Fort Wayne, IN               | U.S. Air Force Thunderbirds; A-10 Thunderbolt II 'Warthog'; AirPros; Billy Werth Airshows, LLC; CAF Red Tail Squadron; Firewalkers International Pyro, LLC; Kent Pietsch Airshows; Ladies for Liberty, LLC; Man vs Impossible; Nathan Hammond Airshows; Nostalgic Flights, LLC; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Skip Stewart Airshows; SOCOM Para-Commandos | Col Kyle Noel<br>260-478-3220              |
| 06/07-06/09 | World War II Weekend - A Gathering of Warbirds | RDG Reading, PA                  | Rag Wings & Radials Vintage Aircraft; American Airpower Museum; Yanks Air Museum; Mid-Atlantic Air Museum; Alabama Boys by Greg Koontz Airshows; Military Aviation Museum; Greg Shelton Airshows; B-29 Doc's Friends, Inc.   | Russ Strine<br>610-372-7333                |
| 06/08-06/09 | Jimmy Stewart Air Show                         | IDI Indiana, PA                  |  | Nathanael Arthurs<br>724-840-0334          |
| 06/08-06/09 | Spectacle Aerien de Val-d'Or Air Show          | YVO Val-d'Or, QC                 | Canadian Forces Snowbirds; CF-18 National Demo Team  | Louise Beaulieu<br>819-825-6963            |
| 06/08-06/09 | The Great Tennessee Airshow                    | MQY Smyrna, TN                   | U.S. Navy Blue Angels; F-16 Viper Demo Team; GEICO Skytypers Airshow Team; U.S. Army Parachute Team Golden Knights   | John Black<br>615-459-2651                 |
| 06/12-06/12 | North Bay Armed Forces Day                     | North Bay, ON                    |  |  |
| 06/14-06/16 | Wings Over Northern Michigan Airshow           | Gaylord, MI                      |  |  |
| 06/15-06/16 | OC Air Show                                    | WAL Ocean City, MD               | U.S. Navy Blue Angels; Canadian Forces Snowbirds; F-16 Viper Demo Team   | Bryan Lilley<br>717-583-0800               |
| 06/15-06/15 | Austrian AIRFEST 2019                          | LOAV Bad Voslau/Austria, Austria |  | Erwin Kreczy<br>+43 664 144 133 8          |
| 06/15-06/16 | Minnesota Air Spectacular                      | MKT Mankato, MN                  | U.S. Air Force Thunderbirds; John Klatt Airshows; Julie Clark Air Shows dba American Aerobatics, Inc.; Kent Pietsch Airshows; SOCOM Para-Commandos; Lucas Oil Airshows and Michael Wiskus; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks   | Mark Knoff<br>507-995-3051                 |
| 06/15-06/16 | CWH FlyFest Weekend                            | CYHM Hamilton, ON                | Canadian Warplane Heritage Museum  | David Rohrer<br>905-679-4183 Ext 0         |
| 06/15-06/16 | Wings over Whiteman                            | SZL Knob Noster, MO              | F-22 Raptor Demonstration Team; AeroShell Aerobatic Team; Jacque B Airshows; U.S. Army Parachute Team Golden Knights   | Cathy Roberts<br>660-687-3363/660-687-2091 |

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| Dates       | Name   | Location                        | Performers   | Contact                            |
|-------------|--|---------------------------------|--|------------------------------------|
| 06/19-06/19 | Miramichi Airshow 2019                                       | Miramichi, NB                   |  |                                    |
| 06/22-06/23 | Spectacle Aerien International de Bagotville                 | CYBG Bagotville, QC             | Canadian Forces Snowbirds; CF-18 National Demo Team; F-35A Lightning II Demo Team  | Michel Aubin<br>418-677-4000 x4575 |
| 06/22-06/22 | Inland Northwest Skyfest 2019                                | SKA Fairchild AFB, WA           | F-22 Raptor Demonstration Team; U.S. Army Parachute Team Golden Knights; Fighter Escort, LLC; Ace Maker Airshows; C-17 Demo/Air Mobility Command; U.S. Air Force Wings of Blue   | Mark Watson<br>509-657-2329        |
| 06/22-06/23 | CAF-RGV Wing AIRSHOW! 2019                                   | PIL Port Isabel, TX             |  | David Hughston<br>956-542-4387     |
| 06/22-06/23 | Vectren Dayton Air Show                                      | DAY Dayton, OH                  | U.S. Air Force Thunderbirds; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; GEICO Skytypers Airshow Team; Skip Stewart Airshows; Jacquie B Airshows; Nalls Aviation, Inc.; U.S. Coast Guard (SAR); U.S. Army Parachute Team Golden Knights; Sean D Tucker - Aviation Specialties Unlimited, Inc./Team Oracle   | Amy Meyer<br>937-898-5901 x132     |
| 06/22-06/23 | Evansville ShrinersFest and Air Show                         | EVV Evansville, IN              | Ace Maker Airshows   | Luke Carrico<br>812-484-7536       |
| 06/29-06/30 | Quad City Air Show   | DVN Davenport, IA               | U.S. Navy Blue Angels; AeroShell Aerobatic Team; Dacy Airshows; Jim Tobul Airshows; John Klatt Airshows; Kirby Chambliss Aerobatics (Red Bull); SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Rifle Airshows, LLC; Radial Rumble with Jeff Shetterly; USAF Heritage Flight; Class of '45; Commemorative Air Force; Shetterly Squadron by G&M Airshows; A-10 Demonstration Team; U.S. Navy Parachute Team Leap Frogs; Aeroventure America, LLC; Navy Legacy Flight | Kenneth W. Hopper<br>563-349-0044  |
| 06/29-06/29 | Cache AirFest  | Logan, UT                       |  |                                    |
| 06/29-06/30 | National Cherry Festival Airshow                             | TVC Traverse City, MI           | F-22 Raptor Demonstration Team; USMC AV-8B Harrier   | Steve Plamondon<br>231-947-4230    |
| 06/29-06/30 | Rhode Island National Guard Open House & Air Show (CANCELED) | OQU North Kingstown, RI         |  | Maj Chris Peloso<br>401-241-7789   |
| 06/29-06/29 | Barrie Airshow   | Barrie, ON                      |  |                                    |
| 07/03-07/03 | Dubuque Jaycees Air Show & Fireworks                         | DBQ Dubuque, IA                 | A-10 Demonstration Team; U.S. Army Parachute Team Golden Knights   | Perry Mason<br>563-690-0815        |
| 07/03-07/07 | Battle Creek Field of Flight Air Show & Balloon Festival     | BTL Battle Creek, MI            | Bill Stein Airshows; ExtremeFlight; Rob Holland Ultimate Airshows, LLC; Misty Blues All Woman Skydiving Team; Nathan Hammond Airshows; Dacy Airshows; Immortal Red Baron; SRC Airshows; Rower Airshows; Wild Horse Aviation; Twin Tigers Aerobatic Team; F-22 Raptor Demonstration Team; Firebirds XTreme; U.S. Air Force Heritage Flight Foundation; U.S. Air Force Air Combat Command/A3; USAF Heritage Flight; Matt Chapman Airshows                            | Barbara Haluszka<br>269-962-0592   |
| 07/04-07/06 | Fair Saint Louis Airshow                                     | CPS St Louis, MO                | F-35A Lightning II Demo Team; USMC MV-22 Osprey; AeroShell Aerobatic Team  | Brian Lorenz<br>314-550-3505       |
| 07/04-07/04 | Tacoma Freedom Fair & Air Show                               | TIW Tacoma, WA                  | Erickson Air Shows; vicky benzing aerosports; Hammerhead Aerobatics - Renny Price; Will Allen Airshows; Ace Maker Airshows; F-16 Viper Demo Team; USMC AV-8B Harrier   | Doug Fratoni<br>253-405-9604       |
| 07/05-07/07 | KC Air Show  | MBC Kansas City, MO             | U.S. Navy Blue Angels; A-10 Demonstration Team; U.S. Army Parachute Team Golden Knights; Patty Wagstaff Airshows, Inc.; AeroShell Aerobatic Team; Jacquie B Airshows; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks  | Kerry Floyd<br>816-588-6098        |
| 07/05-07/05 | Crystal Beach Sky Fest                                       | Sherkston Shores Resort, ON     | Canadian Warplane Heritage Museum; GERONIMO! Skydiving Team; 10g Aerosports/MKT Aerobatics Ltd   | John Wallace<br>905-894-0731       |
| 07/06-07/06 | Thunder Over Cedar Creek Lake                                | TYR Cedar Creek Lake, Tyler, TX | FIGHTERJETS, INC. - Randy Ball   | Randy Ball<br>214-676-0233         |

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| Dates       | Name   | Location                           | Performers  | Contact  |
|-------------|--|------------------------------------|---|--|
| 07/06-07/07 | Saskatchewan Air Show                                  | CYMJ<br>15 Wing Moose Jaw, SK      | Canadian Forces Snowbirds; CF-18 National Demo Team; F-16 Viper Demo Team; Ace Maker Airshows   | Maj Regan Wickett<br>306-690-7570                      |
| 07/06-07/07 | Gig Harbor Wings and Wheels                            | TIW<br>Tacoma, WA                  | Ace Maker Airshows; Erickson Air Shows; Hammerhead Aerobatics - Renny Price; Will Allen Airshows; vicky benzing aerospots; Smoke-n-Thunder Jet Shows  | Doug Fratoni<br>253-405-9604                           |
| 07/06-07/06 | America's Freedom Fest                                 | Goshen, IN                         |   |  |
| 07/12-07/14 | Toledo Air Show - 180th FW Ohio ANG Open House         | TOL<br>Toledo, OH                  | Jacque B Airshows; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Rob Holland Ultimate Airshows, LLC  | Mike Timbrook<br>419-345-3173                          |
| 07/12-07/14 | National Warplane Museum Airshow:                      | D52<br>Geneseo, NY                 | National Warplane Museum; A-10 Demonstration Team; Alabama Boys by Greg Koontz Airshows; Rick Volker Airshows; Manfred Radius Airshows; American Airpower Museum; Thom Richard's P-40 Warhawk American Dream; Mark Murphy; Fox51, LLC; Charles Lynch Airshows; JayMatt Aviation, LLC; Liberty Jump Team, Inc. | Austin Wadsworth<br>585-243-2100                       |
| 07/12-07/13 | 13th Annual WingNuts Flying Circus Air Show and Fly-In | K57<br>Tarkio, MO                  | AeroShell Aerobatic Team  | Brooks Hurst<br>816-244-6927                           |
| 07/12-07/14 | Malmstrom AFB Open House & Air Show                    | GFA<br>Malmstrom AFB, MT           | Ace Maker Airshows  | Jessica Haivala<br>406-731-2380                        |
| 07/13-07/14 | Gary Air & Water Show (CANCELED)                       | Gary, IN                           |   |  |
| 07/13-07/13 | Truckee Tahoe Air Show & Family Festival               | TRK<br>Truckee, CA                 | Free Man Airshows; Mini Jet Airshows; Erickson Aircraft Collection; Franklin's Flying Circus & Airshow; Anna Serbinenko, Sky Dancer; Mustang High Flight, LLC; USMC MV-22 Osprey; F/A-18 Super Hornet W Demo Team   | Tim LoDolce<br>530-386-3100                            |
| 07/13-07/13 | Eielson Air Force Base Open House                      | PAEI<br>Eielson Air Force Base, AK | F-22 Raptor Demonstration Team  | Maj Joseph Witt<br>907-377-2781<br>(RAIN DATE JULY 14) |
| 07/13-07/13 | Pensacola Beach Air Show                               | Pensacola Beach, FL                |   |  |
| 07/15-07/15 | 15 Wing Moose Jaw RCAF Snowbirds Home Opener           | YMJ<br>Moose Jaw, SK               | Canadian Forces Snowbirds   |  |
| 07/19-07/21 | Warbird Weekend Swing & Wings 2019                     | Janesville, WI                     |   |  |
| 07/19-07/20 | Lethbridge International Air Show (CANCELED)           | YQL<br>Lethbridge, AB              |   | Kathy Wallocha<br>403-329-9192                         |
| 07/20-07/21 | Fargo AirSho   | FAR<br>Fargo, ND                   | U.S. Air Force Thunderbirds; Kirby Chambliss Aerobatics (Red Bull); Jeff Boerboon Aerobatics Yak 110; U.S. Navy Parachute Team Leap Frogs; North Valley Aircraft  | Dick Walstad<br>701-235-3895                           |
| 07/20-07/20 | Boundary Bay Airshow 2019                              | Delta, BC                          |   |  |
| 07/20-07/21 | Duluth Air and Aviation Expo                           | DLH<br>Duluth, MN                  | U.S. Navy Blue Angels; Mike Goulian Airshows; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; LD Airshows; F-35A Lightning II Demo Team; U.S. Air Force Heritage Flight Foundation; U.S. Coast Guard (SAR); Vampire Airshows; Red Eagle Airshows, LLC; F-16 Viper Demo Team                                    | Ryan Kern<br>218-628-9996                              |
| 07/20-07/21 | Amelia Earhart Festival                                | Atchison, KS                       |   |  |
| 07/22-07/28 | EAA AirVenture Oshkosh 2019                            | OSH<br>Oshkosh, WI                 | F-16 Viper Demo Team; F-22 Raptor Demonstration Team; Patty Wagstaff Airshows, Inc.; AeroShell Aerobatic Team; vicky benzing aerospots; Alabama Boys by Greg Koontz Airshows; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Rob Holland Ultimate Airshows, LLC   | Dennis Dunbar<br>321-543-8837                          |
| 07/24-07/24 | Fort St John International Air Show                    | YXJ<br>Fort St John, BC            | Canadian Forces Snowbirds   | Darlene Hamre<br>250-787-2925                          |
| 07/24-07/24 | Cheyenne Frontier Days Airshow                         | CYS<br>Cheyenne, WY                | U.S. Air Force Thunderbirds   | MSgt Shawn Hendricks<br>307-772-6392                   |

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## ICAS 2019 CALENDAR OF EVENTS

| Dates       | Name  | Location                         | Performers   | Contact  |
|-------------|---|----------------------------------|--|--|
| 07/26-07/28 | Tri-City Water Follies HAPO Over the River Airshow  | PSC Kennewick, Pasco, WA         | SOCOM Para-Commandos; UASF Heritage Flight; Lucas Oil Airshows and Michael Wiskus; Bill Stein Airshows; Ace Maker Airshows; A-10 Thunderbolt II 'Warthog'  | Kathy Powell 509-783-4675                      |
| 07/27-07/28 | Grand Junction Air Show                             | GJT Grand Junction, CO           | U.S. Navy Blue Angels; A-10 Demonstration Team; U.S. Army Parachute Team Golden Knights; Brad Wursten Airshows   | Wayne Hammack 720-272-5490                     |
| 07/27-07/28 | Milwaukee Air & Water Show                          | Milwaukee, WI                    | U.S. Air Force Thunderbirds; F-16 Viper Demo Team; U.S. Army Parachute Team Golden Knights; Rob Holland Ultimate Airshows, LLC; F-22 Raptor Demonstration Team; F/A-18C Hornet & F/A-18F Super Hornet E Demo Team; B-2 / B-52 / B-1 Air Force Global Strike Command; U.S. Coast Guard (SAR); F-35A Lightning II Demo Team  | Rudy Malnati 312-236-0340                      |
| 07/27-07/28 | Wings Over Springbank Airshow                       | CYBW Springbank, AB              | Canadian Forces Snowbirds; CF-18 National Demo Team  | Sarah Vangilst 587-582-0215                    |
| 07/31-07/31 | Thunder in the Peace Skies Airshow                  | YPE Peace River, AB              | Canadian Forces Snowbirds  | Vicki Lefrancois 780-219-4194                  |
| 08/02-08/04 | Seafair Boeing Airshow & Albert Lee Hydroplane Race | BFI Seattle, Lake Washington, WA | U.S. Navy Blue Angels; Ace Maker Airshows; Lucas Oil Airshows and Michael Wiskus; Brad Wursten Airshows  | Frank Sebastian 253-261-0034                   |
| 08/02-08/04 | Quesnel SkyFest                                     | CYQZ Quesnel, BC                 | Canadian Forces Snowbirds; CF-18 National Demo Team  | Barb van Halderen 250-249-5151                 |
| 08/03-08/03 | Fly Iowa 2019                                       | BNW Boone, IA                    | AeroShell Aerobatic Team; Dacy Airshows  | Chuck McDonald 515-964-1398 weather date Aug 4 |
| 08/03-08/04 | Thunder Over Michigan Air Show                      | YIP Ypsilanti, MI                | F-16 Viper Demo Team   | Kevin Walsh 734-637-8880                       |
| 08/07-08/07 | Penticton Peach Festival Air Show                   | Penticton, BC                    |  |  |
| 08/09-08/11 | Abbotsford International Airshow                    | CYXX Abbotsford, BC              | U.S. Air Force Thunderbirds; Canadian Forces Snowbirds; CF-18 National Demo Team; AeroShell Aerobatic Team; Vampire Airshows; Kent Pietsch Airshows; Manfred Radius Airshows; Commander, NAF US Pacific Fleet (COMNAVAIRPAC); Erickson Aircraft Collection; Historic Flight Foundation; Heritage Flight Museum; SkyHawks, Canadian Armed Forces Parachute Team, CFB Trenton; Free Man Airshows | Jim Reith 604-852-8511 (x101)                  |
| 08/16-08/18 | Edmonton Airshow                                    | CZVL Edmonton, AB                | Yellow Thunder; Bill Carter Aerobatics Ltd; Erickson Aircraft Collection; Bill Carter Aerobatics Ltd; Canadian Forces Snowbirds; A-10 Demonstration Team; CF-18 National Demo Team; Ace Maker Airshows; Jacquie B Airshows   | Richard Skermer 780-718-8454                   |
| 08/16-08/18 | Legends Over Waterloo (CANCELED)                    | CYKF Waterloo, ON                |  | Ramona Ostrander 519-514-0530 x509             |
| 08/17-08/18 | 61th Annual City of Chicago Air & Water Show        | Chicago, IL                      | U.S. Navy Blue Angels; F-22 Raptor Demonstration Team; U.S. Army Parachute Team Golden Knights; USMC MV-22 Osprey; AeroShell Aerobatic Team; Royal Air Force Red Arrows  | Rudy Malnati 312-236-0340                      |
| 08/17-08/18 | Power on the Prairie 2019                           | FSD Sioux Falls, SD              | U.S. Air Force Thunderbirds; Lucas Oil Airshows and Michael Wiskus; USASOC Parachute Demonstration Team Black Daggers; Younkin Airshows, Inc.  | Ron Mielke 605-359-7630                        |
| 08/17-08/18 | Wings Over Camarillo                                | CMA Camarillo, CA                | vicky benzing aerospports; John Collver Warbird Airshows   | Bill Thomas 805-910-5905                       |
| 08/21-08/31 | World Aerobatic Championships 2019                  | Chateauroux, France, France      |  |  |
| 08/21-08/21 | Atlantic City Air Show - Thunder Over the Boardwalk | ACY Atlantic City Beachfront, NJ | U.S. Army Parachute Team Golden Knights; Ace Maker Airshows; GEICO Skytypers Airshow Team; U.S. Air Force Thunderbirds; Royal Air Force Red Arrows   | Atlantic City Chamber of Commerce 609-345-4524 |
| 08/23-08/24 | The Airshow of the Cascades                         | S33 Madras, OR                   | Bud and Ross Granley Family Airshows; Free Man Airshows; Erickson Aircraft Collection; Redfox Airshows   | Lysa Vattimo 541-475-0155                      |

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### ICAS 2019 CALENDAR OF EVENTS

| Dates       | Name                                    | Location                            | Performers  | Contact                                  |
|-------------|---|-------------------------------------|---|--|
| 08/23-08/25 | Central Iowa Airshow                    | IKV<br>Ankeny, IA                   | USMC MV-22 Osprey; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Franklin's Flying Circus & Airshow; Skip Stewart Airshows; Erik Edgren Airshows; Nathan Hammond Airshows; AeroShell Aerobatic Team; Dacy Airshows; Phillips 66 Aerostars; Red Bull North America, Inc   | Joel Wilson<br>641-680-4083              |
| 08/24-08/25 | New York Air Show                       | SWF<br>New Windsor, NY              | U.S. Navy Blue Angels; GEICO Skytypers Airshow Team; F-35A Lightning II Demo Team; Royal Air Force Red Arrows; Kent Pietsch Airshows; Lucas Oil Airshows and Michael Wiskus   | Bryan Lilley<br>717-583-0800             |
| 08/24-08/25 | The Great Pocono Raceway Air Show       | Long Pond, Great Pocono Raceway, PA | Alabama Boys by Greg Koontz Airshows; Dougherty Airshows; Tora Tora Tora; U.S. Air Force Heritage Flight Foundation; Ace Maker Airshows; Lewis & Clark Performance, LLC; U.S. Army Parachute Team Golden Knights; Younklin Airshows, Inc.; GEICO Skytypers Airshow Team; A-10 Thunderbolt II 'Warthog'  | Nick Igdalsky<br>570-646-2300            |
| 08/24-08/25 | Rochester International Airshow         | ROC<br>Rochester, NY                | U.S. Air Force Thunderbirds; F-22 Raptor Demonstration Team   | Dave Cooper<br>585-447-9001              |
| 08/24-08/25 | Spectacle Aerien de Riviere-du-Loup     | CYRI<br>Riviere-du-Loup, QC         | Aviation MH Inc.; Canadian Forces Snowbirds; CF-18 National Demo Team   | Martin Hivon<br>418-867-5001             |
| 08/28-08/28 | Community Charity Airshow               | CYFD<br>Brantford, ON               | Canadian Forces Snowbirds; CF-18 National Demo Team; Canadian Warplane Heritage Museum; Canadian Harvard Aerobatic Team; Waterloo Warbirds; Vampire Airshows  | David Rohrer<br>905-679-4183 Ext 0       |
| 08/31-09/02 | Cleveland National Air Show             | BKL<br>Cleveland, OH                | SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; U.S. Army Parachute Team Golden Knights; F-35A Lightning II Demo Team; GEICO Skytypers Airshow Team; Julie Clark Air Shows dba American Aerobatics, Inc.; Lucas Oil Airshows and Michael Wiskus; U.S. Air Force Heritage Flight Foundation; U.S. Air Force Thunderbirds; A-10 Demonstration Team | Leslie King<br>216-781-0747              |
| 08/31-09/01 | Atlantic Canada International Air Show  | YZX<br>14 Wing Greenwood, NS        | U.S. Navy Blue Angels   | Colin Stephenson<br>902-465-2725         |
| 08/31-09/02 | Canadian International Air Show         | YYZ/YTZ<br>Toronto, ON              | Canadian Forces Snowbirds; CF-18 National Demo Team; Royal Air Force Red Arrows   | Lori Duthie<br>416-263-3650/416-263-3651 |
| 08/31-09/01 | Wings Over North Georgia                | RMG<br>Rome, GA                     | Patty Wagstaff Airshows, Inc.   | John Cowman<br>678-655-5268              |
| 09/07-09/08 | Spirit of St Louis Air Show & STEM Expo | SUS<br>St Louis, MO                 | U.S. Navy Blue Angels; AeroShell Aerobatic Team; F-22 Raptor Demonstration Team; Royal Air Force Red Arrows   | Laura Bissonnette<br>314-651-5163        |
| 09/07-09/08 | Beverly Airshow                         | BVR<br>Beverly, MA                  | Jacque B Airshows   | Paul Johnson<br>818-512-4340             |
| 09/07-09/07 | Wings & Wheels Airshow                  | Lander, WY                          |   |  |
| 09/07-09/08 | AERO Gatineau-Ottawa                    | CYND<br>Gatineau, QC                | CF-18 National Demo Team; Canadian Forces Snowbirds   | John Bennett<br>613-720-5837             |
| 09/07-09/07 | Northern Illinois Airshow               | Waukegan, IL                        |   |  |
| 09/07-09/08 | Grissom Air & Space Expo                | GUS<br>Grissom ARB, IN              | U.S. Air Force Thunderbirds; Alabama Boys by Greg Koontz Airshows   | Lt Col Brian Thompson<br>765-688-3371    |
| 09/11-09/11 | Niagara-on-the-Lake 2019                | Niagara-on-the-Lake, ON             |   |  |
| 09/11-09/15 | National Championship Air Races         | RTS<br>Reno, NV                     | U.S. Air Force Thunderbirds; Rob Holland Ultimate Airshows, LLC   | Tony Logoteto<br>775-972-6663            |
| 09/13-09/15 | Alpha Airfest 2019                      | Joplin, MO                          |   |  |
| 09/13-09/15 | International Sanicole Airshow          | EBLE - E<br>Hechtel, Belgium        |   | Geoffrey Buekenberghs<br>0032 476225053  |

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|------------------------------|--|------------------------------|--|---|
| Dates                        | Name   | Location                     | Performers   | Contact   |
| 09/13-09/15                  | Airshow London 2019                              | YXU<br>London, ON            | Canadian Forces Snowbirds; A-10 Demonstration Team; CF-18 National Demo Team   | Gerry Vanderhoek/<br>Dave De Kever<br>519-319-2338/519-433-0200 |
| 09/13-09/15                  | Owensboro Air Show                               | OWB<br>Owensboro, KY         | F-16 Viper Demo Team; AeroShell Aerobatic Team   | Tim Ross<br>270-687-8350  |
| 09/14-09/15                  | Commemorative Air Force High Sky Wing AIRSHO     | MAF<br>Midland, TX           |  | Gena Linebarger<br>432-528-0997                                 |
| 09/14-09/15                  | Dover AFB 2019 Open House                        | DOV<br>Dover AFB, DE         | F-22 Raptor Demonstration Team   | Maj Anthony Bombaci<br>302-677-3251                             |
| 09/14-09/15                  | Tribute to Aviation                              | MTJ<br>Montrose, CO          |  | Larry Blackwell<br>970-417-8178                                 |
| 09/20-09/22                  | Eastern Townships Airshow and Fair               | CZBM<br>Bromont, QC          | CF-18 National Demo Team   | Joseph Singerman<br>514-501-9919                                |
| 09/20-09/22                  | Oregon International Air Show                    | Portland, OR                 | F-35A Lightning II Demo Team; Ace Maker Airshows; Younkin Airshows, Inc.; Shetterly Squadron by G&M Airshows; Wild Thing Airshows & Announcing; Smoke-n-Thunder Jet Shows; Jeff Boerboon Aerobatics Yak 110; Royal Air Force Red Arrows  | Bill Braack<br>503-629-0706                                     |
| 09/20-09/22                  | NAS Lemoore Central Valley Airshow               | NAS Lemoore, CA              |  |   |
| 09/21-09/22                  | Pikes Peak Regional Airshow                      | COS<br>Colorado Springs, CO  | F-22 Raptor Demonstration Team; U.S. Air Force Wings of Blue; Franklin's Flying Circus & Airshow; USAF Heritage Flight; Rocky Mountain Renegades   | Bill Klaers<br>719-638-2900                                     |
| 09/21-09/22                  | Peterborough Airport's 50th Anniversary Air Show | CYPQ<br>Peterborough, ON     | Canadian Forces Snowbirds  | Ingrid Kutzner<br>705-760-3750                                  |
| 09/21-09/23                  | NAS Oceana Air Show                              | NTU<br>Virginia Beach, VA    | U.S. Air Force Thunderbirds; GEICO Skytypers Airshow Team; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks   | Rich Erie<br>757-433-2130                                       |
| 09/27-09/29                  | MCAS Miramar Air Show                            | NKX<br>MCAS Miramar, CA      | U.S. Navy Blue Angels; F-35B Lightning II JSF; USMC MV-22 Osprey; U.S. Marine Corps Public Affairs/Public Engagement; F-16 Viper Demo Team; U.S. Army Parachute Team Golden Knights; John Collver Warbird Airshows; Jon Melby Airshows; Precision Exotics; U.S. Navy Parachute Team Leap Frogs; vicky benzing aerosports; USAF Heritage Flight; U.S. Air Force Air Combat Command/A3; Sean D Tucker - Aviation Specialties Unlimited, Inc./Team Oracle; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Red Bull North America, Inc; F-22 Raptor Demonstration Team; Kent Pietsch Airshows; Wild Thing Airshows & Announcing; Jacquie B Airshows; Patriots Jet Team | Christopher Van Stelle<br>858-577-4258                          |
| 09/27-09/29                  | Thunder Over Georgia                             | WRB<br>Warner Robins, GA     | U.S. Air Force Thunderbirds; F-22 Raptor Demonstration Team; Patty Wagstaff Airshows, Inc.; Alabama Boys by Greg Koontz Airshows; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks  | Venus Mansourzadeh<br>478-926-6559                              |
| 09/28-09/29                  | Wings Over Wine Country Air Show                 | STS<br>Santa Rosa, CA        | Canadian Forces Snowbirds; A-10 Demonstration Team; Brad Wursten Airshows  | Nancy Heath<br>707-477-4307                                     |
| 09/28-09/28                  | Historic Wendover Airfield                       | ENV<br>Wendover Airfield, UT | Jacquie B Airshows; MiG Fury Fighters; ExtremeFlight; Pilot Maker Airshows   | Thomas Petersen<br>801-571-2907                                 |
| 10/04-10/06                  | The Great Pacific Airshow                        | Huntington Beach, CA         | Canadian Forces Snowbirds; F-35A Lightning II Demo Team; Ace Maker Airshows; A-10 Demonstration Team; Royal Air Force Red Arrows   | Kevin Elliott<br>714-500-4994                                   |
| 10/05-10/06                  | Puerto Rican Aerial Extravaganza                 | Cieba, PR                    |  |   |
| 10/05-10/06                  | California Capital Airshow                       | MHR<br>Sacramento, CA        | U.S. Navy Blue Angels; F-16 Viper Demo Team; vicky benzing aerosports; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks   | Darcy Brewer<br>916-876-7568                                    |

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## ICAS 2019 CALENDAR OF EVENTS

| Dates       | Name   | Location                                  | Performers  | Contact  |
|-------------|--|---|---|--|
| 10/05–10/05 | Wings Out West Air Show                      | PRC<br>Prescott, AZ                       | Matt Chapman Airshows; Rob Holland Ultimate Airshows, LLC; Bill Stein Airshows; Patty Wagstaff Airshows, Inc.; Kent Pietsch Airshows; Misty Blues All Woman Skydiving Team; Liberty Jump Team, Inc.; Jessy Panzer Aerosports; U.S. Army Parachute Team Golden Knights   | Jerry Kidrick<br>928-830-4901  |
| 10/11–10/13 | San Francisco Fleet Week                     | OAK<br>San Francisco, CA                  | U.S. Navy Blue Angels; F-35A Lightning II Demo Team; Patriots Jet Team  | Steve Teatro<br>503-819-6480   |
| 10/12–10/13 | Atlanta Air Show                             | Atlanta Motor<br>Speedway, Hampton,<br>GA | U.S. Air Force Thunderbirds; GEICO Skytypers Airshow Team; Canadian Forces Snowbirds; SOCOM Para-Commandos; AAHF/Sky Soldiers   | Bryan Lilley<br>717-583-0800   |
| 10/12–10/13 | Central Coast Airfest                        | SMX<br>Santa Maria, CA                    | F-16 Viper Demo Team; John Collver Warbird Airshows; vicky benzing aerosports   | Chris Kunkle<br>805-350-0499   |
| 10/12–10/12 | Apple Valley Air Show                        | Apple Valley, CA                          |   |  |
| 10/12–10/12 | Culpeper Regional Airport Annual Air Fest    | CJR<br>Brandy Station, VA                 | Nalls Aviation, Inc.; Scott Francis Airshows; Dougherty Airshows; Redline Airshows; Warrior Flight Team; Chepitts Airshows; Manfred Radius Airshows; Military Aviation Museum   | Tanya Woodward<br>540-825-8280   |
| 10/18–10/20 | Wings Over Houston Airshow                   | EPD<br>Houston, TX                        | U.S. Air Force Thunderbirds; F-35A Lightning II Demo Team   | Bill Roach<br>281-579-1942   |
| 10/18–10/20 | Los Angeles County Air Show (CANCELED)       | WJF<br>Lancaster, CA                      |   | John Fergione<br>661-917-2871  |
| 10/19–10/20 | Bell Helicopter Fort Worth Alliance Air Show | AFW<br>Fort Worth, TX                     | U.S. Navy Blue Angels; F-16 Viper Demo Team; F-22 Raptor Demonstration Team; U.S. Army Parachute Team Golden Knights; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks   | Christina Carey<br>817-837-4902  |
| 10/25–10/27 | Sheppard AFB Airshow                         | SPS<br>Sheppard AFB, TX                   | U.S. Air Force Thunderbirds; Ace Maker Airshows; Rob Holland Ultimate Airshows, LLC   | Lt Col Kathy Jordan<br>940-235-7928  |
| 10/25–10/27 | Wings Over Dallas WWII Air Show              | RBD<br>Dallas, TX                         | Liberty Jump Team, Inc.; AeroShell Aerobatic Team   | Steve Buss<br>214-330-1700 x108  |
| 10/26–10/27 | Jacksonville Sea & Sky Airshow               | Jacksonville Beach, FL                    | U.S. Navy Blue Angels; F-35A Lightning II Demo Team; AeroShell Aerobatic Team; GEICO Skytypers Airshow Team; U.S. Army Parachute Team Golden Knights  | Teneese Williams<br>904-630-1212 x2101   |
| 11/01–11/03 | Stuart Airshow                               | SUA<br>Stuart, FL                         | Twin Tigers Aerobatic Team; F-16 Viper Demo Team; AeroShell Aerobatic Team; Rob Holland Ultimate Airshows, LLC; Nathan Hammond Airshows   | Susan Cunnane<br>772-812-1765  |
| 11/01–11/03 | Florida International Airshow                | PGD<br>Punta Gorda, FL                    | U.S. Air Force Thunderbirds; GEICO Skytypers Airshow Team; Alabama Boys by Greg Koontz Airshows   | Mike Dallenbach<br>941-627-0407  |
| 11/02–11/03 | Thunder Over South Georgia                   | VAD<br>Moody AFB, GA                      | U.S. Navy Blue Angels; F-22 Raptor Demonstration Team   | Lt Col Edward Balzer<br>229-257-1720   |
| 11/02–11/03 | SBD Fest 2019                                | SBD<br>San Bernardino, CA                 | USMC AV-8B Harrier; John Collver Warbird Airshows; Patriots Jet Team  | Monette Mendoza<br>909-382-6068  |
| 11/08–11/09 | Blue Angels Homecoming Air Show              | NPA<br>NAS Pensacola, FL                  | U.S. Navy Blue Angels; F-16 Viper Demo Team; GEICO Skytypers Airshow Team; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks; Adam Baker's Playful Airshows; AeroShell Aerobatic Team; Rob Holland Ultimate Airshows, LLC; U.S. Navy Parachute Team Leap Frogs; John Klatt Airshows; Paul McCowan Airshows, Skydiving Team; Vertigo Airshows; Matt Chapman Airshows; Twin Tigers Aerobatic Team | Kathy Holmes<br>850-452-3981   |
| 11/08–11/10 | New Smyrna Beach Balloon & Skyfest           | EVB<br>New Smyrna Beach, FL               | Patty Wagstaff Airshows, Inc.; AeroShell Aerobatic Team; J & J Aero, LLC; AAHF/Sky Soldiers; SHOCKWAVE, AFTERSHOCK & Flash Fire Jet Trucks  | Steve Clegg<br>386-451-8978  |
| 11/15–11/17 | Aviation Nation Open House                   | LSV<br>Nellis AFB, NV                     | U.S. Air Force Thunderbirds; F-22 Raptor Demonstration Team   | Website:<br><a href="http://www.nellis.af.mil/aviationnation">www.nellis.af.mil/aviationnation</a> |
| 11/16–11/17 | N'awlins Air Show                            | NGB<br>NAS JRB New Orleans, LA            | Alabama Boys by Greg Koontz Airshows  | LCDR Daniel Buccola<br>504-678-3399  |

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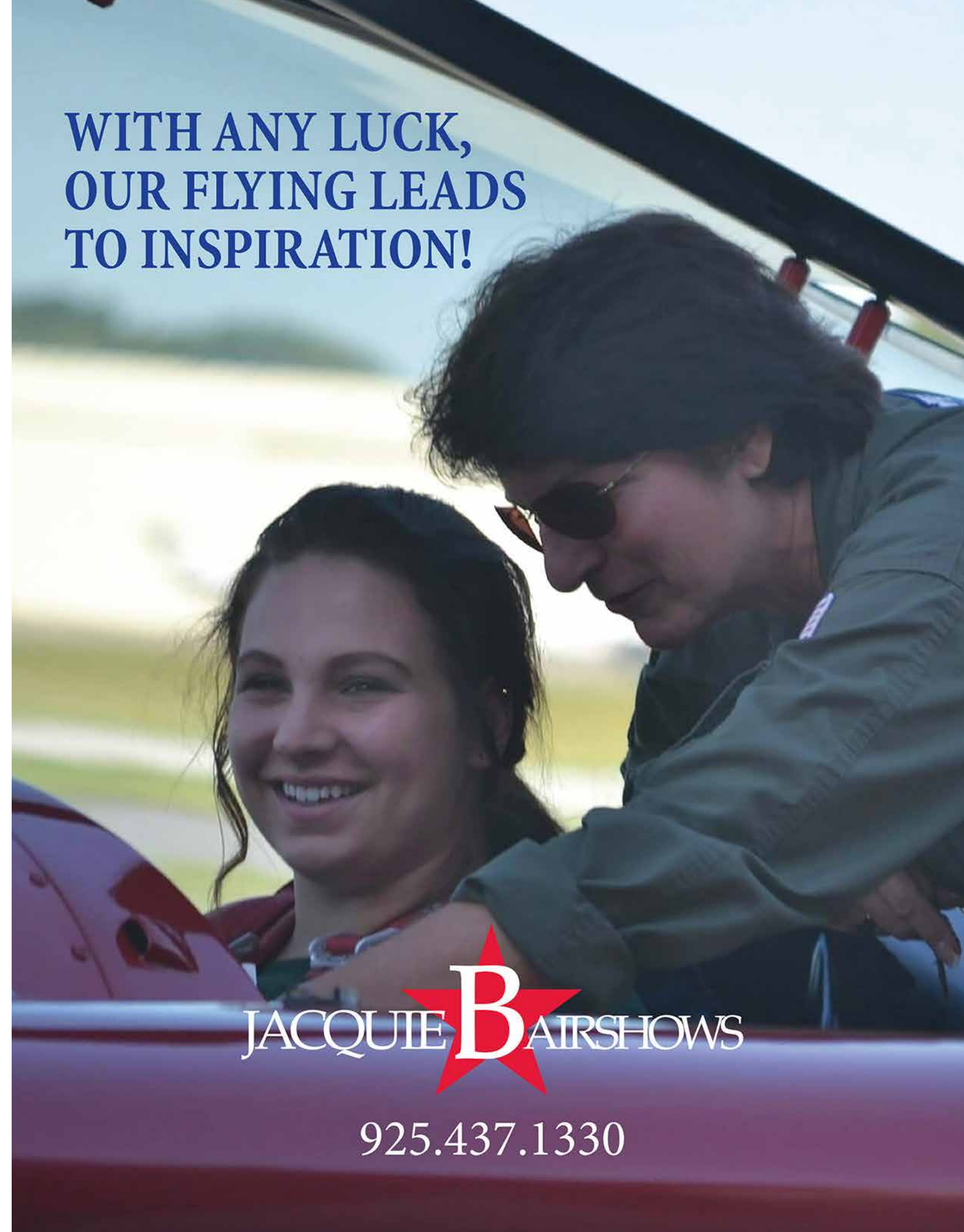
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