



BRING AN  
**AOPA FLY-IN**  
TO YOUR AIRSHOW

Partner with AOPA to bring aviation excitement  
to your community.

[www.aopa.org](http://www.aopa.org)

**NOW ACCEPTING PROPOSALS**

# About AOPA

## YOUR FREEDOM TO FLY.

Since 1939, AOPA has protected the freedom to fly by creating an environment that gives people of all ages the opportunity to enjoy aviation and all it has to offer. As the world's largest community of pilots and aviation enthusiasts with



representatives based in regions across the United States, AOPA's events, initiatives, and services bring current and future pilots together and make aviation more accessible to everyone. To learn more, visit [www.aopa.org](http://www.aopa.org).

Since the inception of AOPA's regional fly-in model in 2014, our events have proven to be vastly popular, and as a result, have consistently brought in hundreds of aircraft, thousands of automobiles, and thousands of attendees per event.

Now, we are ready to bring the **AOPA Fly-In** experience to you and your community!

### THIS REQUEST FOR PROPOSAL INCLUDES:

1. **Introduction: About the AOPA Fly-In**
2. **Airport Qualifications and Requirements**
3. **Proposal Submission Requirements**
4. **FAQs**
5. **More About Our Team**



# Introduction: About the AOPA Fly-In

## ***WHY SHOULD AN AOPA FLY-IN PARTNER WITH YOUR NEXT AIR SHOW?***

Partnering with AOPA for a co-located Fly-In brings unmatched value to your air show by attracting a highly engaged audience of general aviation pilots and aviation enthusiasts. **AOPA Fly-Ins** consistently draw thousands of attendees and hundreds of aircraft arrivals, creating a vibrant aviation hub that complements your existing event. This collaboration enhances the overall experience by adding pilot-focused education, hands-on workshops, and a dedicated exhibit hall, ensuring that your air show becomes a destination for both the public and the aviation community.

Beyond the event itself, the partnership delivers significant economic and promotional benefits. With an estimated direct economic impact exceeding \$2.5 million dollars and national exposure through AOPA's marketing channels—reaching over 300,000 members and generating more than one million impressions—your air show gains visibility far beyond the local region. By integrating AOPA's mission-driven programming with your established event, you create a unique, high-profile aviation weekend that strengthens community engagement, boosts attendance, and elevates your air show's reputation nationwide.





# AOPA Fly-In Mission and Value Proposition

Partnering with AOPA brings thousands of pilots and aviation enthusiasts to your air show, boosting attendance, economic impact, and national visibility. Together, we create a premier aviation weekend that elevates your event and strengthens community engagement.

## Key Benefits for Host Air Shows:

### Attendance

- **AOPA Fly-Ins** typically attract **5,000–10,000** attendees over two days.
- This is a great way to expand your audience and attract an aviation-enthused attendee-base.

### Aircraft Operations

- Expect **500+ aircraft** arrivals and departures, often during a short peak window immersing your audience in the aviation spectacle.

### Economic Impact

- Average **direct economic benefit exceeds \$2.5 million** per event.
- Increased hotel bookings, local spending, and fuel sales beyond normal air show activity.

### National Exposure

- **Over 1,000,000 marketing impressions** through AOPA channels.
- Visibility to 300,000+ AOPA members, most of whom own aircraft—giving your event nationwide reach.

### Partner Testimonial

“The Akron Summit Convention and Visitors Bureau was proud to help host the AOPA Fly-In in conjunction with the 2025 Props and Pistons Festival! It brought in **over 235 room nights** with an EEI of over **\$3 million dollars** for the multi day event. It benefitted not only the Props and Pistons Festival with increased attendance, but the whole Greater Akron area as well, with visits to area attractions and restaurants. AOPA did a great job at promoting our entire county in multiple magazine and online articles. We are looking forward to future collaborations with AOPA!”

**-Sean McCallister,**  
**Destination Sales Manager**



# Bring AOPA to Your Community



## Host Value and Regional Impact

Hosting an **AOPA Fly-In** is a unique opportunity to showcase your airport and community to a national audience. These events attract passionate aviators and their families, creating a platform to highlight local attractions and experiences. Pilots want more than a runway—they want a destination. By offering memorable activities beyond the airport, you position your region as a place worth returning to.



The benefits extend well beyond aviation. Local businesses see increased traffic, hotels and restaurants welcome new guests, and communities gain lasting visibility. Families leave with a deeper appreciation for aviation and the area, while pilots depart eager to come back. Partnering with AOPA means creating an event that strengthens community ties, boosts tourism, and puts your region on the map.

# Success Story

## AOPA Fly-In at Buckeye Air Fair



The **AOPA Fly-In** at Buckeye Air Fair was a standout success, offering an exceptional experience for everyone who attended. The weekend featured engaging educational seminars, an impressive aircraft display, and popular aircraft camping that drew aviation enthusiasts and pilots from across the country. It all came together to create a vibrant, memorable celebration of aviation.

AOPA members enjoyed exclusive seating opportunities, creating a premium experience, while the expansive exhibit hall showcased innovative aviation products and services, reinforcing the Buckeye Air Fair as a premier destination for aviation enthusiasts.

### PARTNER TESTIMONIAL

“Since partnering with AOPA in 2022, the entire Buckeye Air Fair experience has been **elevated**. AOPA brings an unmatched level of **professionalism** and **passion** to the event from delivering the high-quality fly-in experience that pilots expect, to curating engaging exhibits, educational seminars and exceptional VIP hospitality in the Flightline Chalet. Their partnership has **directly contributed to year-over-year growth** in pilot participation and helped solidify the Buckeye Air Fair as the premier air show in the Southwest. With more than 35,000 guests joining us each year, AOPA’s commitment to excellence has been instrumental in creating a **world-class aviation experience** for our community.”

– **Eric Orsborn, Mayor of Buckeye**





# Details, Logistics, and More

## AOPA MANAGES THE FOLLOWING:

To lead an **AOPA Fly-In**, our team of experienced professionals handle the coordination, planning, and facilitation of the Fly-In. Here are a few examples of the projects we take on:

### Exhibitor Management

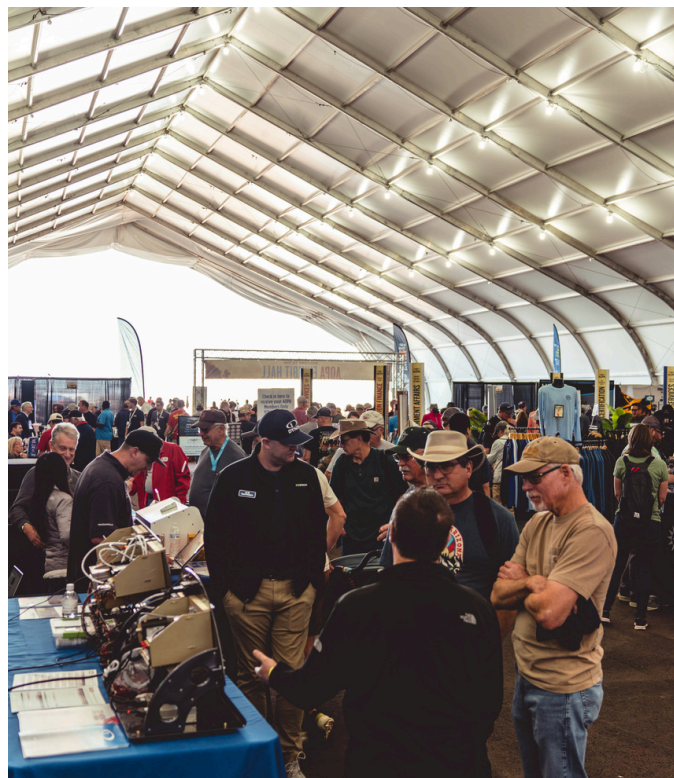
- **More than 70+ exhibitors** showcase their latest products and services, giving visitors a chance to explore some of the most innovative offerings in the aviation world.
- Attendees can take in a wide range of aircraft types, from the newest plane on the market to vintage warbirds to local flying club and flight schools.

### Seminars and Programming

- Over two dozen educational experiences are offered on a wide range of topics to include **STEM**, safety, technology, aircraft ownership and maintenance, flying skills, and inspirational stories of flight.
- Our team of experts provide educational content from the AOPA Air Safety Institute, Flying Clubs Initiative, **“You Can Fly” Program**, Rusty Pilots Program, and more.

### Aircraft Operations and Safety

- AOPA staff and volunteers work closely with airport management, ATC, and FBO professionals to guide aircraft in the air and on the ground to designated event parking.
- AOPA Aviation Technical Specialists work closely with airport management, local ATC, and FAA entities to develop a **NOTAM** and a **Pilot Information Packet** that provide aviators detailed and safe procedures for arrival and departure.





# Event Promotion and Marketing Reach

## UTILIZE AOPA'S NETWORK TO MARKET YOUR AIR SHOW

### Promoting the Partnership

AOPA Media consumers are different - AOPA reaches more than 855,000 pilots, aircraft owners, and aviation enthusiasts globally each month through our media network and engaging content. **Your airshow is next** to benefit from circulation in the following:

#### AOPA.org

- 1.9 million monthly page views
- 855,000 monthly visitors

### AOPA Pilot Magazine

- 80% of the GA fleet is owned or operated by *AOPA Pilot* readers.
- 493,000 pilots reached monthly through *AOPA Pilot* Magazine

### AOPA Video

- 400,000+ total AOPA video monthly views

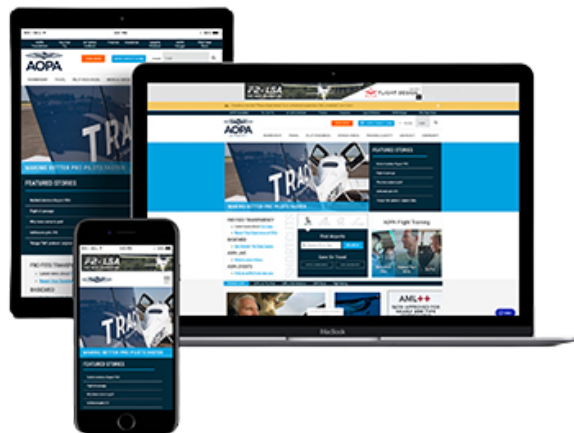
### AOPA Podcasts

- 69,000 downloads per month
- 77% conversion between hearing an ad and taking an immediate action



### AOPA Social Media

- 597,348 followers across 5 platforms
- In the past 12 months
  - 20,966,192 impressions
  - 1,724,551 engagements
  - 11,929,022 video views



# Airport Qualifications and Requirements

## MINIMUM CRITERIA

To host an **AOPA Fly-In**, airports should meet these key requirements:

### Runway

- At least one paved runway longer than 3,500 feet with instrument approaches
- Two runways preferred
- Single-runway airports must have a plan for handling disruptions (e.g., disabled aircraft)

### Airspace

- Must be in Class C, D, E, or G airspace
- Class B airports are not eligible

### Aircraft Parking

- Space for 500+ general aviation aircraft using:
  - Paved ramps
  - Temporarily closed runways/taxiways
  - Grass or well-drained surfaces (safe for taxi and parking)

### Air Traffic Control

- Ability to manage high-volume arrivals and departures
- Non-towered airports: AOPA will provide temporary tower or air boss services without conflicting with air show performance schedules
- Peak arrival: Up to 1 aircraft every 30 seconds

### Fuel Services

- On-field FBO must have the ability to supply 100LL fuel for 150 aircraft per 6 hours
- Adequate staff and ability to scale up for demand





# Airport Qualifications and Requirements Cont.



## **PREFERRED CRITERIA**

While AOPA can work with airports that don't meet every requirement, these are the most desirable conditions:

### **Simple Airspace**

- Surrounding airspace should be easy for VFR pilots to navigate
- If near Class C/B airspace or restricted/MOA areas, provide clear arrival and departure routes to reduce complexity

### **Minimal Airline Service**

- Ideally, no airline service to avoid conflicts with high-volume GA traffic
- If airline service exists:
  - Strong TSA cooperation for an amended security plan
  - Provide a security and operations proposal ensuring safe coexistence with normal airport operations

### **Government and Community Support**

Hosting an **AOPA Fly-In** requires teamwork and resources from the local community. Support may include:

- Service and Equipment
  - Services and equipment responsibilities are determined on a case by case basis
- Permits
  - Help streamline event, food, fire, and safety permits and waive fees if possible
- Hotels & Amenities
  - Offer discounts or incentives for attendees





# Airport Qualifications and Requirements Cont.

## **PRIVATE EVENT SUPPORT CRITERIA**

To host an **AOPA Fly-In**, airports should provide ample space and facilities for additional attendees and event activities.

### **Available Hangars and Facilities**

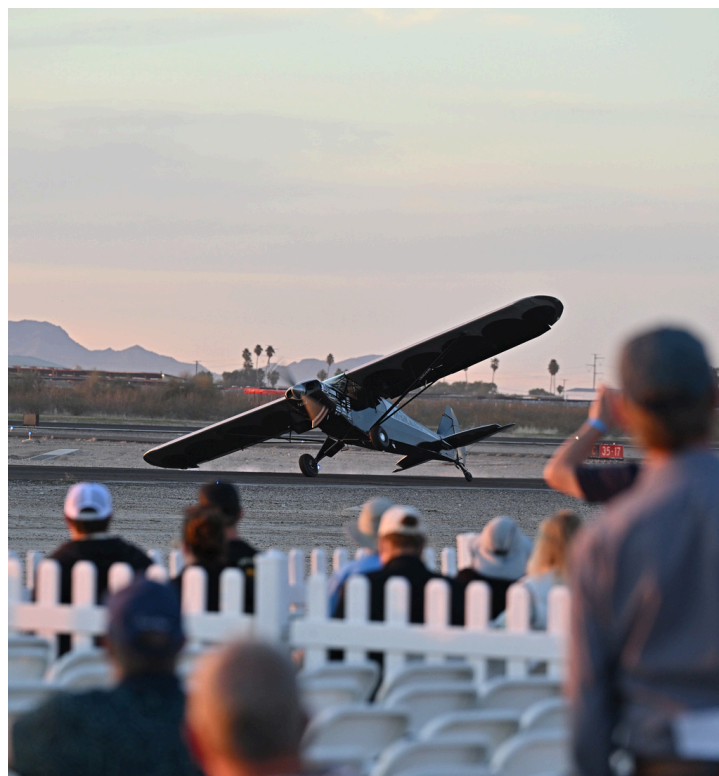
- Large hangar (15,000 sq. ft. or more) for Exhibit Hall (booths and displays)
- Additional spaces for seminars:
  - AOPA will bring in tents if hangar space cannot be provided
- Outdoor space for tents and overflow venues
- Ramp space: At least 125,000 sq. ft. for static aircraft display
- Aircraft camping: Grass or non-paved areas for up to 100 aircraft

### **Airport Management and Operations Support**

- Form a local event committee with airport and community stakeholders
- Provide operations staff to assist with:
  - NOTAM development
  - Airfield preparation
  - Security and emergency response
  - Support during setup and event hours
- Sign a mutually agreed Airport Use Agreement
- Waive landing, ramp, and facility fees for attendees during event dates

### **Vendor Support**

- Provide automobile parking for all airshow attendees.
- Provide restrooms and food/drink vendors for all airshow attendees.



# Proposal Submission Requirements

## INITIAL PROPOSAL

### Format:

- Scan and complete the QR-code included below to get in touch with the AOPA Outreach and Events Team



## FULL PROPOSAL

### Format:

- Following completion of an informational interview, applicants will be sent a full RFP to be completed and returned.
- Content Will Include
  - Detailed airfield/airspace integration plan
  - Maps/diagrams showing AOPA parking, show center, and air show interface
  - Completed Signatory Page (See Below For Details)

### FOR PROPOSAL QUESTIONS, PLEASE CONTACT:

#### Elizabeth O'Connell

AOPA Director of Outreach and Events  
421 Aviation Way, Frederick, MD 21701  
[Events@aopa.org](mailto:Events@aopa.org)  
301-695-2050

### Co-presenting / Required Signatories:

All proposals to host an **AOPA Fly-In** must be co-presented by the following entities, with signatures indicating full support and commitment:

Air Show Management Lead

The Bidding Airport's Manager

Management of at Least One On-Field FBO/Fuel Provider

The Governing Airport Authority (Airport Commission, Board, Municipality, etc.)

*Additional signatories such as local government, aviation organizations or clubs, local Convention and Visitors Bureau, AOPA Airport Support Network Volunteers, etc. are encouraged.*

# FAQs

## What date do we want to hold this event?

AOPA will work with the proposing airport to understand the most suitable dates within their existing airshow schedule. While we always hope for dates that typically offer favorable weather and avoid conflicts with other major regional events, we will move forward with the dates the airshow has already selected. Our goal is simply to identify how those existing dates align with other **AOPA Fly-In** locations being considered for the year.

## How do you market the event?

We utilize a variety of marketing methods, most of which focus on our electronic media (email, website, social media, AOPA Live broadcasts) and our *AOPA Pilot Magazine*. Additional local marketing will be developed in cooperation with airshow/airport leadership.

## What if we do not meet all the qualifications and requirements listed?

Please reach out directly to Elizabeth O'Connell, Director of Outreach and Events, for discussion related to the listed criteria. It is possible that creative solutions could mitigate the concerns of one or two missing elements. We are eager to work with any airport interested in considering a partnership between your Air Show and an **AOPA Fly-In** event.

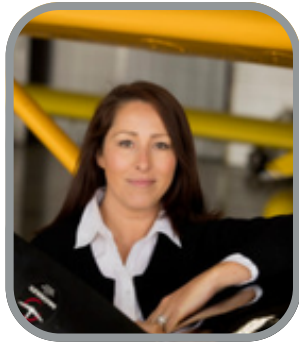
Scan for  
More  
Information





# More Information About Our Team

Our team of well-versed event professionals is dedicated to the continued success and growth of your Air Show. With over 45 years of experience, the AOPA Outreach and Events Team will be the perfect partner for your next event.



**Elizabeth  
O'Connell**

*Director of  
Outreach and Events*



**Kate  
Hill**

*Manager,  
Events & Exhibits*



**Kimberly  
Trischman**

*Manager,  
Aviation Events*



**Addison  
Lomax**

*Senior Specialist,  
Aviation Events*



**Anne  
Hollinger**

*Specialist,  
Aviation Events*



**Kyle  
Lewis**

*Airside Operations  
Lead*

# Contact Us

Interested in learning more about how AOPA can partner with your community? Please reach out! We are looking forward to hearing from you soon.

## CONTACT :

Elizabeth O'Connell, Director of Outreach and Events  
[Events@aopa.org](mailto:Events@aopa.org)

## PHONE :

301-695-2050

## ADDRESS :

421 Aviation Way, Frederick, MD 21701

## WEBSITE :

[www.aopa.org](http://www.aopa.org)





**AOPA<sup>TM</sup>**

your freedom to *fly*