

2022 ANNUAL REPORT



WORKING FOR YOU



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Dear HAI Member:

On Dec. 13, 2023, HAI will celebrate its 75th anniversary. We began as a group of 16 people working to promote an industry in its infancy—it had been less than three years since the Bell 47 was certificated for civil use, and the helicopter was to some an unproven novelty. Our association now represents an essential aviation sector that provides unique advantages to societies around the world.

This would not have been possible without the support of you and your fellow HAI members, and we thank you. In return, we strive to provide you with programs and services that you find valuable.

Our motivation is not just to score well on member surveys (although we definitely want to do that too). Instead, we want to make sure that you take advantage of all of the benefits due to you through your HAI membership. Because while our industry is founded on the unique capabilities of the aircraft we build, operate, fly, fix, or supply, its future rests on the potential of professionals like you.

In our conversations with members, we discovered that HAI has to do a much better job of communicating the

value of your HAI membership. This annual report is one way to do that. We encourage you to continue reading to see all the ways your membership saves you money, helps you stay current with skills, elevates your safety programs, and more. You may be surprised to learn all that your HAI membership does for you.

We added six member benefits in 2022 and will continue to add new ones in 2023. A summary of your HAI member benefits is on pages 6–7; at any time, visit rotor.org/benefits to find the most current list.

We would be shortsighted to talk only about what we have accomplished in the past. In 2022, the HAI Board of Directors developed a strategic path forward to embrace the future of vertical aviation from a global perspective. On page 12 of this report, we are excited to share the initiatives of that plan and how they will leverage our work to date on your behalf.

This is an exciting time in vertical aviation. Innovative aircraft and technologies are being tested now that will bring significant changes to our industry. However, the core of why HAI exists remains the same: to help you, our member, learn, grow, connect, and succeed.



Jeff Smith
2022–23 Chair
HAI Board of Directors

A handwritten signature in black ink, appearing to read "Jeff Smith".



James A. Viola
President and CEO
HAI

A handwritten signature in black ink, appearing to read "James A. Viola".

SAFETY

Elevating safety is key to HAI's mission and intrinsic to our industry's success.

Highlights

- ▶ **Aviation Safety Action Program (ASAP).** Seven HAI member operators received more than \$11,000 in discounts on program management, training, and facilitation services.
- ▶ **Safety Management System (SMS) and Maintenance SMS Program partnerships.** Eleven HAI member operators using these programs saved \$30,000+ in setup and subscription fees.
- ▶ **Accreditation Program of Safety (APS).** Five HAI member operators started or completed an APS audit in 2022. Those that complete the program also receive IS-BAO certification.
- ▶ **New Safety-Focused Benefits.** HAI continually adds to the safety programming and resources available to HAI members: BowTieXP software and SafetyScan launched in 2022.
- ▶ **Worldwide Collaboration on Safety.** HAI joined with the FAA, EASA, and others in the vertical aviation community at the first conference of the Vertical Aviation Safety Team (VAST) to collaboratively address how to improve safety in our global industry.

Key Metrics



58,200+ views
for **56 Seconds to Live** video



135 pilots completed
the **56 Seconds to Live** online training course



140 downloads of
HAI Framework for Safety Guidebook



13 safety awards presented
to HAI members for achievement of significant safety milestones

HAI's SMS Providers Offer Big Savings for Members

Throughout the world, civil regulators and safety authorities define the safety management system (SMS) as the gold standard in aviation safety assurance. **SMS drives mission-critical processes that help save lives and prevent costly damage.**

To help make SMSs accessible to everyone, HAI partnered with four industry-leading SMS providers to give steep discounts to HAI members who don't already have an SMS program in place.

"Between our four partners, Air Charter Safety Foundation, Aircraft Electronics Association, Baldwin, and WYVERN, there's an SMS program for every type of operator, regardless of size or mission," says Chris Hill, HAI's senior director of safety.

Given that the FAA is preparing to mandate SMS for Part 135 charter operators and certain Part 91 air tour operators, HAI members have started eyeing their options.

Analar, which operates Part 135 charter and executive transport services throughout the Northeast corridor as well as a helicopter FBO in Kearny, New Jersey, recently chose WYVERN for its SMS software and support.

"Prior to my arrival, Analar had been using a paper-based SMS," says Craig Casucci, Analar director of safety. "With the pending FAA mandate for 135 operators and today's technology, I thought the time to upgrade is now."

HAI continues to work with its SMS providers to add new features and services that meet members' needs, according to Hill.

"It doesn't matter if you choose to go it alone or accept third-party support. We have SMS solutions that can help you navigate the journey today," says Hill.



HAI'S SMS PARTNERS



ADVOCACY

Your membership strengthens HAI's ability to represent the concerns of our industry.

Highlights

- ▶ **Federal Dollars.** The Advanced Aviation Infrastructure Modernization (AAIM) Act and six other HAI-endorsed provisions to fund vertical aviation programs made it into the Consolidated Appropriations Act of 2023.
- ▶ **Veterans Flight Training.** HAI stopped legislation that would have capped veterans' flight training benefits.
- ▶ **SAF Tax Credits.** Key HAI-endorsed tax credits will apply to some sustainable aviation fuel (SAF) sales or uses in calendar years 2023 and 2024.
- ▶ **National Park Air Tours.** Faced with a federal air tour management plan (ATMP) process that excluded industry input, HAI led a campaign to help members submit ATMP comments.
- ▶ **5G Interference.** An HAI-led industry coalition working group on radar altimeter interference pursued solutions to protect the vertical aviation industry.
- ▶ **"Stop the Chop" Bill.** In response to opposition from HAI and other general aviation organizations, New York governor Kathy Hochul vetoed anti-helicopter legislation.

Key Metrics



99% of air ambulance helicopters able to resume Part 135 operations under HAI 5G exemption



\$3 billion earmarked for Aviation Manufacturing Jobs Protection Program
\$25 million allocated for AAM infrastructure planning and construction grants
\$20 billion funding allocated for the aviation industry in the Infrastructure Investment and Jobs Act



600+ bills tracked, with HAI successfully stopping a number of burdensome and anti-industry regulations

HAI 5G Exemption Keeps Boston MedFlight Flying

With the deployment of 5G networks threatening interference with radio altimeters, HAI successfully petitioned the FAA for an exemption allowing helicopter air ambulance (HAA) operators employing alternate safety precautions to operate. The HAI exemption kept members like Boston MedFlight (BMF) in the air and saving lives.

The nonprofit serves eastern Massachusetts and New England, transporting critically ill patients in high-tech, mobile ICUs. Besides ground ambulances and an airplane, BMF operates one Airbus EC145 and four Airbus H145 helicopters—and will add two more in 2023. BMF helicopters transported 3,000+ patients in 2022.

“We received almost immediate exemption approval based on HAI’s comprehensive work to provide regulatory relief,” says Rick Kenin, chief operation officer of transport, who manages the BMF fleet. **“Our entire region is under a 5G umbrella. Without an exemption, a large number of patients would have been forced into slower ground-transport ambulances.”**

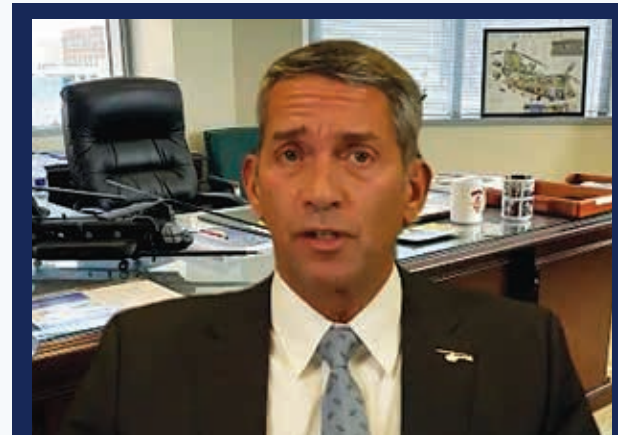
If not for HAI, each HAA operator would have had to individually petition the FAA for a waiver. **“The system would have ground to a halt,”** says Kenin.

HAI’s efforts to maintain safety in the National Airspace System in the face of 5G interference began in 2017. Kenin credits HAI’s advocacy and continued renewal of the exemption with keeping HAA operators flying and saving lives.

“Regulatory and legislative advocacy are critical to a safe and efficient vertical aviation industry,” Kenin says. **“HAI’s proactive stance will keep our industry vibrant for the long haul.”**



Boston MedFlight Photo



HAI President and CEO James Viola testified from his office before the US House of Representatives Subcommittee on Aviation to preserve aviation safety against the threat posed by 5G networks.

HAI DOES THAT?!

HAI Member Benefits

HAI works each day to help its members keep their rotors turning. Our robust slate of member benefits—which will continue to expand in 2023—helps HAI members connect, grow, and prosper. And remember, every employee of an HAI member company also receives member benefits!

Making Connections



- ▶ Volunteer for HAI working groups that address industry issues
- ▶ Get press coverage in HAI's daily e-newsletter, ROTOR Daily
- ▶ Promote your organization in HAI media at discounted member prices
- ▶ Enjoy member pricing to attend and/or exhibit at HAI HELI-EXPO® and other HAI events

Increasing Knowledge



- ▶ Scholarships for rotorcraft pilot and maintenance students
- ▶ HAI Online Academy courses for rotorcraft professionals at member-only prices
- ▶ In-person education for rotorcraft professionals during HAI events

Advocating for the Industry



- ▶ Direct access to HAI technical, regulatory, and legislative staff
- ▶ Legislative resources and updates

Elevating Safety



- ▶ Third-party safety mentoring, coaching, and assessment
- ▶ Third-party hazard reporting and event resolution (ASAP) – *New in 2022*
- ▶ Customizable flight and maintenance risk-assessment tools – *New in 2022*
- ▶ BowTieXP risk-assessment software – *New in 2022*
- ▶ HAI Accident & Incident Research Program – *New in 2022*
- ▶ Discounts on safety management system (SMS) software from 4 industry-leading providers
- ▶ SMS maintenance program – *New in 2022*
- ▶ Safety accreditation with helicopter mission-specific standards and IS-BAO certification
- ▶ Safety awards for pilots, operators, and aviation mechanics/engineers

Optimizing Operations



- ▶ Tools for promoting and protecting your business
- ▶ Health insurance for groups and individuals – *New in 2022*
- ▶ Loss-of-license insurance for pilots
- ▶ Discounts on employment listings on *JSfirm.com*
- ▶ Discounts on Hertz car rentals

Coming in 2023!

Check rotor.org/benefits to See Our Latest!



- ▶ HAI legal resources
- ▶ SMS assessment
- ▶ HAI Flight Training and Checking Program
- ▶ Updated HAI learning management system
- ▶ Purdue University Global education discount
- ▶ King Schools discount
- ▶ King Schools scholarship
(*HAI working group members only*)



Are you taking full advantage of YOUR member benefits?

Contact an HAI representative to learn about all the benefits available to you: +1 703 683 4646 or member@rotor.org.

EDUCATION AND EVENTS

HAI programs help vertical aviation professionals connect and grow.

Highlights

- ▶ **HAI Events.** HAI held its first HAI HELI-EXPO since the COVID pandemic hit in 2020. Members saved \$2.7 million in registration, education, and exhibiting space fees.
- ▶ **Online Professional Development.** 700+ WINGS, AMT, and IA renewal credits were awarded through HAI education programs in 2022.
- ▶ **Workforce Development Working Group.** HAI convened a working group to study how the vertical aviation industry can address pilot and aviation technician shortages that threaten operational readiness.
- ▶ **Rotor Pathways Program.** Thanks to this innovative, award-winning program that HAI helped to initiate, Utah government, educators, and rotorcraft industry are collaborating to help that state's high school students discover careers in vertical aviation. A number of other states are exploring similar programs to connect young people with skilled STEM careers in aviation.
- ▶ **Scholarship Program.** In 2022, HAI awarded 12 scholarships to rotorcraft pilot and maintenance students to pursue further training.

Education Key Metrics

HAI HELI-EXPO 2022	600+ attendees participated in 30 professional education courses	2,500 attendees took part in 50+ Rotor Safety Challenge sessions	700 HAI HELI-EXPO attendees received technical updates from 32 OEM presenters
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Events Key Metrics

HAI HELI-EXPO 2022
Dallas, Texas, USA
13,083 attendees
590 exhibitors
72 countries

VAST Global Conference
Hurst, Texas, USA
220 attendees
4 exhibitors
14 countries

HAI Aerial Work Safety Conference
Boise, Idaho, USA
411 attendees
37 exhibitors
5 countries

EUROPEAN ROTORS VTOL Show and Safety Conference
Cologne, Germany
3,987 attendees
211 exhibitors
57 countries

HAI Training Scholarship Lifts Aircraft Mechanic in Uganda

Training unlocks new skills, expands career opportunities, and helps strengthen an industry's workforce. But the expense can be a barrier, especially for new rotorcraft pilots and aircraft maintenance technicians (AMTs). To help, **HAI offers annual scholarships for aircraft maintenance, pilot safety, and commercial helicopter pilot training.**

For Alex Atukwatse, who maintains AgustaWestland AW109SP helicopters for the Uganda Police Air Wing, an HAI Bill Sanderson AMT scholarship enabled him to take a training course at FlightSafety International in Dallas, Texas, in fall 2022. With the 30 hours of classroom and hands-on practical training, Atukwatse not only gained new skills and a type rating on the Pratt & Whitney Canada PW206/207 series engine, he added an A&P license, too.

"I decided to take my FAA mechanic tests after the training at FlightSafety, and I passed and was awarded an A&P mechanic certificate," says Atukwatse. "I enjoyed the course. It was intense, practical, and relevant to my day-to-day work. With the training, I'm able to handle field and base maintenance for Pratt & Whitney 206/207 engines, including defect troubleshooting and rectification, engine trend monitoring, and other scheduled and unscheduled inspections."

Next on his training to-do list: Atukwatse wants to earn an AW109SP airframe type rating.

"Thank you to HAI for the doors you've opened for so many of us through your scholarship programs," Atukwatse says. "Thank you for giving me a million-dollar opportunity."



HAI events connect the global vertical aviation industry.

INDUSTRY COLLABORATION

HAI provides platforms where our industry meets to foster global collaboration.

Highlights

- ▶ **International Civil Aviation Organization.** HAI, as the lead organization of the International Federation of Helicopter Associations (IFHA), represents the viewpoint of the global vertical aviation industry on several ICAO advisory panels and working groups that address issues such as standards related to crew fatigue, instrument flight procedures, and heliport/vertiport design.
- ▶ **Vertical Aviation Safety Team.** James Viola, HAI president and CEO, serves as co-advisor to the Vertical Aviation Safety Team (VAST), providing the industry perspective on ways to elevate safety in vertical aviation operations around the world.
- ▶ **Working Groups.** To address two pressing industry issues, HAI established working groups on workforce development and aviation insurance.
- ▶ **International Partnership Program.** Through its IPP, HAI regularly brings together the senior leaders of 17 global vertical aviation associations for discussion of shared challenges.
- ▶ **Special Board Advisor.** The HAI Board of Directors appointed as special advisor – international Francois Lassale of Heli SGI, Denpasar Selatan, Bali, Indonesia, to enhance HAI services to the global industry.

Key Metrics



14 HAI working groups comprising 270+ industry volunteers, including HAI members and advisors



10 international regulatory/standards groups on which HAI staff serve



24 FAA and US regulatory/standards groups on which HAI staff serve



17 international vertical aviation industry associations participating in the HAI International Partnership Program

HAI's Experts Advise Pilot in Precedent-Setting Case

When professionals in vertical aviation have questions—whether it's about regulatory compliance, safety management, advanced technologies, or something else—it's important to get answers from experts who understand the issue and our industry. Direct access to the association's technical, regulatory, and legislative experts is one of the most valuable resources HAI provides to its members.

When an HAI member and Part 135 commercial helicopter pilot in Florida needed advice about resolving a compliance dispute with the FAA, he talked with Cade Clark, HAI vice president of government affairs, and Zac Noble, HAI director of flight operations and maintenance.

"Zac assured me I had done nothing wrong. He and others gave me some initial guidance and, when the FAA pursued legal action, connected me to an aviation attorney because it was a precedent-setting case," says the member who prefers to remain anonymous. "Cade was also working on legislative changes to help future pilots in a similar situation. He appreciated hearing my story and getting new insight."

HAI advocates for members of all types—from individual pilots and aviation mechanics/engineers to large corporate operators and manufacturers. The association continues to add resources, information, and benefits that bring even more value to its members.

"HAI truly cares," says this pilot. "It's important for organizations like HAI to exist and for pilots, mechanics, and businesses to support them through dues. I have memberships with several aviation organizations. HAI is my most valuable."



While in France attending French helicopter fly-in event L'Hélico in June 2022, HAI chair Jeff Smith (with hat) and president and CEO James Viola (in black shirt) met with (from left) David Solar of the European Aviation Safety Agency, Christian Müller and Thierry Couderc of the European Helicopter Association, and Thierry Basset of the French Helicopter Group (GFH).



HAI working groups meet several times a year, with one meeting taking place at HAI HELI-EXPO to allow interested stakeholders to join the discussions.

HAI Strategic Initiatives 2023–25

These five initiatives form HAI's strategy to position the vertical aviation industry for growth.

1

Unify the industry around a new vision of vertical aviation and continually promote community compatibility

- ▶ **How we'll get there:** Develop a thought leadership platform that portrays the industry as a global, solution-focused community and promotes the benefits of vertical aviation to the public.
 - Builds on HAI programs in Education / Events, pp. 8–9; Industry Collaboration, pp. 10–11.

2

Engage all stakeholders in the global value chain to help create a favorable environment that helps the entire industry thrive and prosper

- ▶ **How we'll get there:** Build a global ecosystem of industry and community leaders focused on protecting and advancing the industry through supportive legislation and strategic partnerships.
 - Builds on HAI programs in Advocacy, pp. 4–5; Industry Collaboration, pp. 10–11.

3

Elevate safety culture throughout the value chain

- ▶ **How we'll get there:** Launch the HAI Elevate Safety Program, a suite of services focused on enhancing operational safety, effectiveness, and efficiency.
 - Builds on HAI programs in Safety, pp. 2–3; Education / Events, pp. 8–9.

4

Develop business resources that help companies elevate operational performance

- ▶ **How we'll get there:** Provide new services that streamline business operations for small- and medium-sized companies and secure competitive pricing on essential resources such as training, insurance, and legal services.
 - Builds on HAI programs in Education / Events, pp. 8–9; Industry Collaboration, pp. 10–11.

5

Develop a pathway that helps attract and maintain the best workforce in the world

- ▶ **How we'll get there:** Deliver new education programs focused on increasing workforce retention and recruitment and further develop state pathway programs and international industry partnerships with universities and flight schools.
 - Builds on HAI programs in Education / Events, pp. 8–9; Industry Collaboration, pp. 10–11.

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Learn more: "Defining the Future of Vertical Aviation," March 2023 ROTOR.

ABOUT HAI

HAI is the professional trade association for the global vertical aviation industry and represents more than 1,100 companies and over 16,000 industry professionals in more than 65 countries. Each year, HAI members safely operate more than 3,700 aircraft approximately 2.9 million hours. HAI is dedicated to the promotion of rotorcraft as a safe, effective business tool that provides unique advantages to society and to the advancement of the international vertical aviation community.

HAI Members

Operator Members

(membership benefits extend to all employees)

- ▶ **Helicopter Operators.** Individuals or companies who own/operate helicopters as a business tool, for personal use, or in public service for a local, state, or federal agency or entity.
- ▶ **Uncrewed Aircraft Systems Operators.** Individuals or companies that operate at least one uncrewed aircraft system and do not also operate helicopters.

Manufacturer/Supplier Members

(membership benefits extend to all employees)

- ▶ **Organizations** that provide products, supplies, and services to the vertical aviation industry or lease helicopters rather than operate them.

Individual Members

- ▶ **Pilots and Mechanics/Engineers.** Individual licensed pilots or mechanics/engineers in the vertical aviation industry.
- ▶ **Industry Professionals.** Individuals who believe in HAI's mission and wish to contribute to the industry but don't fit the requirements of another membership category.

HAI Membership Makeup



Vision

To be the global leader in leveraging, innovating, advocating, and expanding the unique operational capabilities of vertical flight on behalf of our members and for the benefit of society.

Mission

Internationally represent all aspects of the vertical takeoff and landing (VTOL) industry. Be the leading global voice in promoting safety, community compatibility, professionalism, innovation, and the economic viability of the industry.

Industry Events, April 2023 – March 2024

2023		
Mar. 28–Apr. 2	Sun 'n Fun Aerospace Expo	Lakeland, Florida, USA
Apr. 24–27	AEA 2023	Orlando, Florida, USA
Apr. 26–28	Army Aviation Mission Solutions Summit	Nashville, Tennessee, USA
May 5–6	HeliOffshore Conference	Killarney, Republic of Ireland
May 5–8	Aviation Insurance Association Conference	Tucson, Arizona, USA
May 6–7	Great Alaska Aviation Gathering	Palmer, Alaska, USA
May 8–11	XPONENTIAL 2023	Denver, Colorado, USA
Jun. 19–25	Paris Air Show	Paris, France
Jul. 7–8	Rotors 'n Ribs Fly-in (KGSH)	Goshen, Indiana, USA
Jul. 17–22	APSCON / APSCON UNMANNED	Orlando, Florida, USA
Jul. 24–30	EAA AirVenture Oshkosh	Oshkosh, Wisconsin, USA
Aug. 8–10	Latin American Business Aviation Conference and Exhibition	São Paulo, Brazil
Aug. 9–11	Organization of Black Aerospace Professionals 47th Annual Conference	New Orleans, Louisiana, USA
Sep. 9–13	NASAO 92nd Annual Convention and Tradeshow	Rogers, Arkansas, USA
Sep. 23	WAI Girls in Aviation Day	Worldwide Online and Virtual Events
Oct. 17–19	NBAA Business Aviation Conference and Exposition	Las Vegas, Nevada, USA
Oct. 23–25	AAMS Air Medical Transport Conference	Columbus, Ohio, USA
Nov. 27–30	EUROPEAN ROTORS	Madrid, Spain
Dec. 4–7	NAAA Ag Aviation Expo	Palm Springs, California, USA
Dec. 9–11	HAI Aerial Work Safety Conference	Boise, Idaho, USA
2024		
Feb. 26–29	HAI HELI-EXPO 2024	Anaheim, California, USA
Mar. 21–23	WAI International Women in Aviation Conference	Orlando, Florida, USA



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