

Note: Ratification is just that. It is meant to be a yea/nea vote with very limited wordsmithing. Wordsmithing should have been submitted to the staff during the comment period. Staff should respond to comments, regardless of whether or not incorporated.

Civil Air Patrol Fundraising

CAP seeks to firmly establish a national fundraising effort. Charitable gift income will enhance existing programs, strengthen delivery of our three-fold mission and have a positive impact on all levels of the organization.

CAP Merits Donor Support

- 60 years of service to the country
- A clear and compelling mission
- Commitment from leadership
- Strong membership support
- The public has become acutely aware of the need for a sound homeland security infrastructure

Potential Gift Sources

- Annual gifts from individuals
- Bequests and trusts established by individuals through their personal estate plan
- Corporations
- Foundations

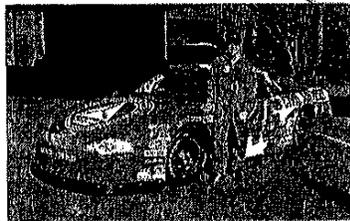
The Challenges?

- Competition for charitable gifts has increased substantially in recent years
- CAP is not well known by the general public
- No marketing platform designed to reach outside the existing membership

Solution?

- Create brand awareness and name recognition to fuel charitable gift income
- Increase brand image
- Drive new traffic to CAP programs and activities
- Create internal excitement

The Platform?



Strategies

- Develop a direct association with NASCAR to secure the support of brand loyal fans
- Develop a Busch Grand National Series/NASCAR themed merchandising program
- Develop opportunities for the general public to become "associate sponsors."

Strategies

- Develop strategic alliances with corporations and other non-profit organizations as both co-sponsors and associate sponsors
- Use the BGN 46 car as a means of building national brand awareness and increase membership enrollment
- Create a dramatic increase in both public and media exposure and awareness

Results To Date

- Significant exposure of the CAP sponsored car at the Rockingham race
- Agreement with Reactor Cell, Inc.
- Proposal submitted to Movie Gallery for a July – September sweepstakes creating a potential \$700,000 contribution
- Demonstrated demand for merchandise and associate sponsorships

Other Significant Contacts

- Air and Space Museum
- Com-Air
- Embry-Riddle University
- Williamson Brothers
- MBNA
- Carnike Cinemas

What You Can Do

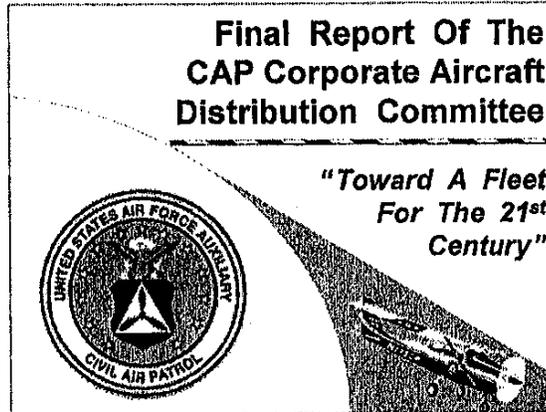
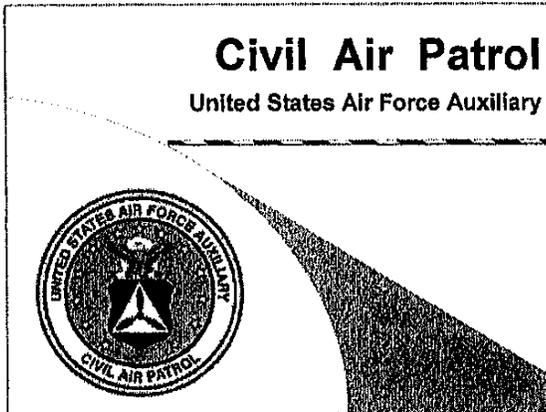
- Identify potential strategic alliances
- Provide contact names
- Assist in establishing appointments

Project "46" Metrics

- Increase in membership numbers – Measure cadets, seniors and corporate memberships gained as a result of the program
- Sponsorships – Associate and Corporate. Measure numbers and dollars generated.
- Merchandise sales – Measure dollars, to include gross, net and trends.
- Exposure – Translate into dollars where possible.

Corporate Aircraft Distribution Committee

Final Report To The CAP National Board — March 2002 — Washington, D.C.



Agenda

- ◆ Allocation Methodology
 - ◆ Assignment Of Aircraft
- ◆ CAP Flying Hours
 - ◆ Current CAP Flight Trends
- ◆ Future Missions
 - ◆ Homeland Security And CAP
- ◆ Summary
 - ◆ Why Does CAP Need More Aircraft ?

Allocation Methodology

- ◆ Annual Spreadsheet Analysis
 - ◆ Start With Territorial Allocation ...

Wing	Wing Aircraft / 30,000 Miles	Wings Per Wing	Wings Per Division	Minimum Allocation
MONTANA	148,584	4,952	154	4
NEW MEXICO	121,891	3,996	123	4
NEBRASKA	110,774	3,692	114	3
WING	83,881	2,796	87	2

Allocation Methodology

- ◆ Annual Spreadsheet Analysis
 - ◆ Take Territorial Allocation Total & Subtract From Existing Fleet Size ...

TOTAL EXISTING FLEET:	530
NATIONAL / REGIONAL A/C:	(13)
WING MINIMUM ALLOCATION:	(149)
REMAINING FLEET:	368

Aircraft	Wings	Average
368	+ 52	= 7.1

Allocation Methodology

- ◆ Annual Spreadsheet Analysis
 - ◆ Next, Apply Pilot Weighting ...

Total Current CAPF 5 Pilots In Wing: 284

Pilot Type	Total Per Type	Value Per Type	Weighted Type Totals	Remaining Number Of Pilots
CAPF 5 Check Pilot	284	1.00	284.0	248
Wingman / Liaison / Night Pilot	13	3.50	45.5	247
Mission / Mission Support Pilot	189	1.30	245.7	112
Check Observer Pilot	54	1.30	70.2	82
Mission Transition Pilot	8	2.10	16.8	88
Civilian CAPF 5 Only	88	1.00	88.0	8

Total
Weighted
Pilots =
363.5

Corporate Aircraft Distribution Committee

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Allocation Methodology

◆ Annual Spreadsheet Analysis

◆ Now Run The Formulas ...

Wing Weighted # Of Pilots	+	National Average # Of Pilots / Wing	=	Wing Equivalent Productivity
353.5	+	80	=	4.4

Allocation Methodology

◆ Annual Spreadsheet Analysis

◆ Now Run The Formulas ...

Average # Of Aircraft Per Wing	X	Equivalent Productivity	=	Additional Aircraft To Wing Over Territorial Allocation Minimum
7.1	X	4.4	=	31.2

◆ Wing Has Justified The Need For **31** More Aircraft Over Their Territorial - Calculated Area Allocation Minimum

Allocation Methodology

◆ Annual Spreadsheet Analysis

◆ Then, Adjust For Geography ...

- ◆ Wings With Harsh Winter Conditions Or Extensive High Terrain Given A "Handicap" By Use Of Climatological Zones
- ◆ This Correction Factor Recognizes That A Unit In Maine Does Not Have As Many Flying Days Available To It As A Unit In Florida Does
- ◆ Unique Climate And/Or Terrain In Your Part Of The Country Has A Significant Impact On Your Wing's Ability To Fly The Required Number Of Hours

Allocation Methodology

◆ Annual Spreadsheet Analysis

◆ Then, Adjust For Geography ...

Allocation Methodology

◆ Annual Spreadsheet Analysis

◆ Then, Adjust For Geography ...

- ◆ If Wing Is In Zone 2, Take Results And Increase By 5% Over Zone 1

Territorially - Calculated # Of Aircraft	X	105%	=	# Of Aircraft Adjusted For Zone 2
31.2	X	105%	=	32.7

◆ Wing Has Justified The Need For **33** More Aircraft Over Their Territorial - Calculated Area Allocation Minimum

Allocation Methodology

◆ Annual Spreadsheet Analysis

◆ Now, Factor In Historical Data ...

<table border="1"> <tr><td>National Total Hours 3rd Year Previous</td></tr> <tr><td>National Total Hours 2nd Year Previous</td></tr> <tr><td>National Total Hours 1st Year Previous</td></tr> </table>	National Total Hours 3 rd Year Previous	National Total Hours 2 nd Year Previous	National Total Hours 1 st Year Previous	=	National Average Total Hours	
National Total Hours 3 rd Year Previous						
National Total Hours 2 nd Year Previous						
National Total Hours 1 st Year Previous						
3						
<table border="1"> <tr><td>National Total Hours 1999 = 115,922.7</td></tr> <tr><td>National Total Hours 2000 = 107,893.6</td></tr> <tr><td>National Total Hours 2001 = 109,686.3</td></tr> <tr><td>National Total Hours = 334,302.6</td></tr> </table>	National Total Hours 1999 = 115,922.7	National Total Hours 2000 = 107,893.6	National Total Hours 2001 = 109,686.3	National Total Hours = 334,302.6	=	National Average*
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3		111,434.2				

* (Corporate Aircraft Only)

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Allocation Methodology

◆ Annual Spreadsheet Analysis

◆ Now, Factor In Historical Data ...

Individual Wing Total Hours 3 rd Year Previous Individual Wing Total Hours 2 nd Year Previous Individual Wing Total Hours 1 st Year Previous	}	=	Wing Average Total Hours
3			
Individual Wing Total Hours 1999 = 4,526.4 Individual Wing Total Hours 2000 = 8,853.7 Individual Wing Total Hours 2001 = 4,734.6	}	=	Wing Average* 4,971.2
3			

* (Corporate Aircraft Only)

Allocation Methodology

◆ Annual Spreadsheet Analysis

◆ Now, Factor In Historical Data ...

National Average Total Hours	=	National Average Hours / Aircraft
111,434.2		210.3*
530		

* (Corporate Aircraft Only)

Allocation Methodology

◆ Annual Spreadsheet Analysis

◆ Now, Factor In Historical Data ...

Individual Wing Average Total Hours	=	Wing Average Hours / Aircraft
4,971.2		248.6*
20		

* (Corporate Aircraft Only)

Allocation Methodology

◆ Annual Spreadsheet Analysis

◆ Now, Factor In Historical Data ...

Individual Wing Average Hours / Aircraft	=	Wing Mission Productivity Factor
248.6		1.18
210.3		

Allocation Methodology

◆ Annual Spreadsheet Analysis

◆ Now, Factor In Historical Data ...

Productivity Factor	X	Wing Total Aircraft	=	Wing Aircraft Historical Justification
1.18		20		23.6

◆ Wing Has Justified The Need For **24** More Aircraft Based Upon The 3 Year Historical Mission Data

Allocation Methodology

◆ Annual Spreadsheet Analysis

◆ What Does It All Add Up To ?

CAD Mission And Training Incentive Formula = 33
(31 Aircraft Based On Pilots + 2 Allocated By Territory = 33)

CAD Historical 3 Year Mission Average Formula = $\frac{24}{57} + 2 = 28.5$

◆ Wing Has Justified The Need For A Total Of **29** Aircraft Based Upon Aircraft Availability And Wing Agreement

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CAP Flying Hours

Allocation Methodology

- ◆ **The Best Of Both Worlds**
 - ◆ "The Real" : Aircraft Justified By The Last 3 Years Of Missions Flown
 - ◆ "The Ideal": Aircraft Supported By The Current Pilot Population And Capabilities
 - ◆ Training And Mission Incentive Section Alone Was Seen By Some As Too Optimistic
 - ◆ Historical 3 Year Mission Hours Average Section Alone Seen By Some As Too Pessimistic
 - ◆ This Proposed Average Of The 2 Covers All The Potential Possibilities, Including Homeland Security!

CAP Flying Hours

What Would CAP Do With More Aircraft ?

CAP Flying Hours

What Does CAP Do With Today's Aircraft ?

CAP Flying Hours

FY '99 – FY '01 Hrs

CAP Flying Averaged

111,434 Hrs/Yr

Over The Last 3 Years*

* (Corporate Aircraft Only)

CAP Flying Hours

FY '99 – FY '01 Hrs

CAP Flying Averaged

210 Hrs/A/C/Yr

Across Our 530 Aircraft*

* (Corporate Aircraft Only)

CAP Flying Hours

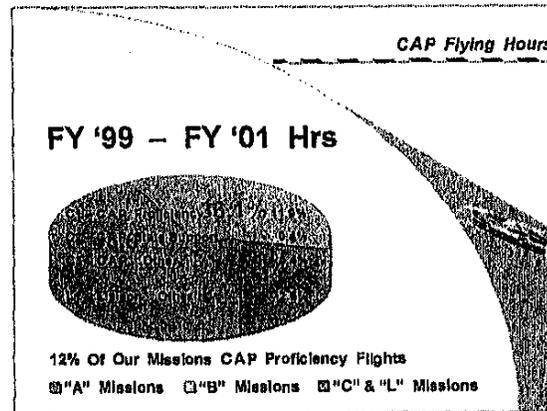
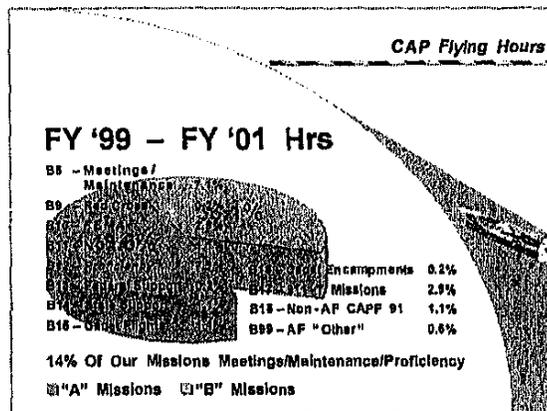
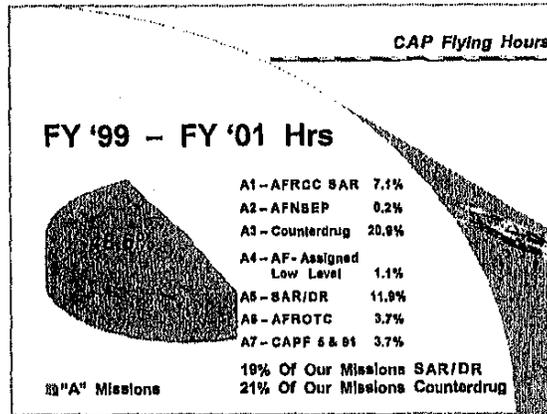
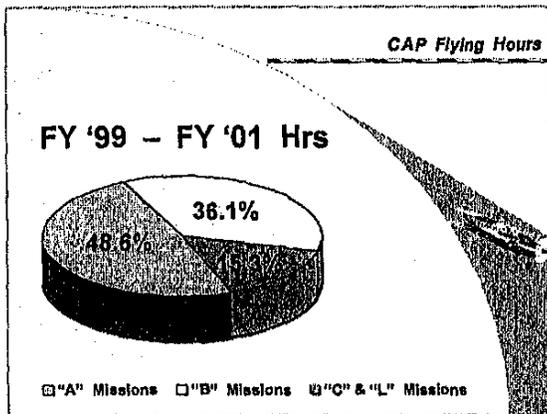
FY '99 – FY '01 Hrs

- ◆ "A" Missions 54,157 Hrs
 - ◆ USAF - Assigned Reimbursable
- ◆ "B" Missions 40,228 Hrs
 - ◆ USAF - Assigned Nonreimbursable
- ◆ "C" & "L" Missions 17,049 Hrs
 - ◆ CAP Corporate & Liaison

111,434 Hrs

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CAP Flying Hours

FY '99 – FY '01 Hrs

◆ Mission Summary:

- ◆ AFRCC SAR (A1); Counterdrug (A3); SAR/DR (A5); 911-T Missions (B17) = 42.8% Of All CAP Missions Flown
- ◆ CAPF 5 & 91 (A7); Meetings/Maintenance (B8); Proficiency (B12); Non-AF CAPF 91 (B18); CAP Proficiency (C1) = 30.9% Of All CAP Missions Flown
- ◆ This Represents Almost 75% Of CAP Flying!

CAP Flying Hours

FY '99 – FY '01 Hrs

We Seem To Be Spending
Our Flying Time Doing Just
What We Should Be Doing ...
With Just One Possible Exception ...

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CAP Flying Hours

FY '99 – FY '01 Hrs

- ◆ Why So Few Cadet Flights?
 - ◆ CAP Only Files **3.7%** Of Our Hours Carrying AFROTC CADETS
 - ◆ CAP Only Files **1.3%** Of Our Hours Carrying CAP Cadets
 - ◆ Only **5.0%** Of Today's CAP Flight Hours Go Towards Carrying Our Future Aviators

CAP Flying Hours

FY '99 – FY '01 Hrs

- ◆ Why So Few Cadet Flights?
 - ◆ Cadets Used To Get 9 - :30 Minute Flights; Now They Get 5 - 1 Hr Flights
 - ◆ Not All Parents Allow Cadets To Fly And Some Cadets Don't Want To Fly
 - ◆ Until Recently, CAP Cadet Flights Were Not Reimbursed But AFROTC Flights Were
 - ◆ Ferry Time Did Not Used To Be Reimbursed

CAP Flying Hours

FY '99 – FY '01 Hrs

- ◆ Why So Few Cadet Flights?
 - ◆ CAP Cadet Flying Hrs Are Small Due To Weekend Aircraft Conflicts
 - ◆ Our 3 Year Average Was 23,900 Cadets Flown Per Year
 - ◆ Cadet Sorties Averaged 9,800 Sorties Per Year – About 23% Of Cadet Population
 - ◆ We Owe It To CAP And AFROTC Cadets To Do A Better Job For Them In This Areal

Future Missions

FY '02 And Beyond

... Taking All This Into Account, What Does CAP Propose For The Future ?

Future Missions

FY '02 – FY '05 Hrs

CAP Proposes Flying An Average Per Year Of 35,000 Additional Hrs Over The Next 3 Years

Future Missions

FY '02 – FY '05 Hrs

- ◆ Proposed New Missions:
 - ◆ Border Patrol 10,150 Hrs
 - ◆ Airfield Perimeter 8,050 Hrs
 - ◆ Reservoir Security 4,600 Hrs
 - ◆ Nuclear Plant Patrol 2,800 Hrs
 - ◆ Power Line Patrol 2,450 Hrs
 - ◆ FEMA Transportation 2,400 Hrs
 - ◆ Gas Pipeline Patrol 1,050 Hrs

Subtotal: 31,500 Hrs

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Future Missions

FY '02 – FY '05 Hrs

- ◆ Augmented Current Mission:
 - ◆ CAP/AFROTC Cadet Flying 3,500 Hrs*

Grand Total: 35,000 Hrs

* (In Addition To The Current Amount, To Bring Our Average Up To 33% Of All CAP Cadets Getting Flown)

Future Missions

FY '02 – FY '05 Hrs

- ◆ Impact Of Additional Hours:
 - ◆ So What Does This Represent ?

Grand Total: 35,000 Hrs

+ 62 Wings = 673 Hrs/Wing

+ 12 Months = 58 Hrs/Month

- ◆ That's Less Than 23 – 2½ Hr Sorties/Month; Or About 5–6 Additional Flights Each Week

Future Missions

FY '02 – FY '05 Hrs

23%	Airfield Perimeter
28%	Nuclear Plant Patrol
10%	CAP/AFROTC Cadet Flying
39%	Other Missions

- Border Patrol
- Reservoir Security
- Power Line Patrol
- Gas Pipeline Patrol
- Airfield Perimeter
- Nuclear Plant Patrol
- FEMA Transportation
- CAP/AFROTC Cadet Flying

Future Missions

FY '02 – FY '05 Hrs

- ◆ New Missions Customer-Driven:
 - ◆ Border Patrols Can Be Handled By The Office Of Homeland Security
 - ◆ Airfield Perimeter Patrols Can Be Missions Assigned By The Air Force
 - ◆ Reservoir Security Can Be Handled On A Local Municipality Or Squadron Basis
 - ◆ Nuclear Plant Patrols Can Be Assigned By State Utility Commission Or The NRC

Future Missions

FY '02 – FY '05 Hrs

- ◆ New Missions Customer-Driven:
 - ◆ Power Line Patrols Can Be Assigned By State Power Commission Or Local Utility Companies
 - ◆ FEMA Transportation Can Be Assigned By FEMA Or Local State Emergency Management Agency
 - ◆ Gas Pipeline Patrols Can Be Assigned By State Utility Commission

Future Missions

FY '02 – FY '05 Hrs

- ◆ Additional Potential Missions:
 - ◆ Airborne Radiological Monitoring
 - ◆ Parts Transport For The Air Force
 - ◆ Real-Time Aerial Imaging For Local Disaster And Damage Assessment
 - ◆ Communications Assistance To Local Authorities Via "Highbird" Aircraft
 - ◆ Blood, Organ And Equipment Transport

Corporate Aircraft Distribution Committee

Final Report To The CAP National Board — March 2002 — Washington, D.C.

Summary

- ◆ **Why More Aircraft ?**
 - ◆ This Report Shows That CAP Has Developed A Workable, Reliable And Justifiable Way To Allocate Aircraft Based Upon Pilot Availability, Mission Needs and Wing's Historical Performance

Summary

- ◆ **Why More Aircraft ?**
 - ◆ This Report Further Shows That CAP Has Generally Done A Good Job In Dividing Our Current Flying Time Between The Various Missions Called For By Our Mandate From The U.S. Air Force

Summary

- ◆ **Why More Aircraft ?**
 - ◆ This Report Demonstrates That CAP Has The Opportunity To Substantially Assist The U.S. Air Force In Prosecuting Upcoming Homeland Security Missions *if* We Can Get All The Additional Assets We Require To Do The Job Properly And Safely

Summary

- ◆ **Why More Aircraft ?**
 - ◆ We'll Be Able To Fly The Additional Hours Because Of Less Conflict Since CAP Pilots Tend To Fly On Weekends
 - ◆ We Will No Longer Have To Sacrifice Our Cadet Flying Or Training Flights For CD Or Actual SAR/DR Missions

Summary

- ◆ **Why More Aircraft ?**
 - ◆ Wear And Tear On Our Current Fleet Will Begin To Cause Prohibitive Maintenance Problems With Additional Flying Hours Caused By New Missions
 - ◆ Existing Pilots Will Be Flying More Hours Because They'll Be Closer To Aircraft, And These New Aircraft Will Help Attract The Additional Pilots Needed For New Missions

Summary

- ◆ **Why More Aircraft ?**
 - ◆ CAP Cannot Perform Additional Missions Without Additional Aircraft
 - ◆ We Flew 530 Aircraft An Average Of 210 Hrs / Year Over Last 3 Years
 - ◆ If We Add These 35,000 Additional Flying Hours, We Will Need Almost 166 More Aircraft To Maintain This Average

Corporate Aircraft Distribution Committee

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Summary

◆ **Why More Aircraft ?**

- ◆ The Cost Of Acquisition Of These Additional Aircraft Would Be About \$9,166,000 Over The Next 3 Years
- ◆ The Air Force Pays \$31.53 /A/C/Hr To Maintain The Current CAP Fleet; Adding 35,000 Flying Hours Would Cost \$1,103,560 In Additional Aircraft Maintenance Expense

Summary

◆ **Why More Aircraft ?**

- ◆ These Aircraft Would Represent An Increase Of 30% Over Today's Fleet
- ◆ We Would Go From One Aircraft For Every 6,875 Mi² Of The Country To One Aircraft For Every 5,250 Mi²
- ◆ We Need To Have The Proper Assets In Place When Our Customers Say The Word

Summary



... In The Final Analysis,
We Need An Expanded Fleet
To Insure We Can Always Live
Up To The Civil Air Patrol Motto ...

