





447 Carlisle Drive Herndon, VA 20170 www.gwbaa.com/info@gwbaa.com/

April 29, 2022

GWBAA Safety Standdown Re-Convenes







Thank you to all who attended the return of our annual safety event, held at the Chantilly Air Jet Center in Manassas, Virginia on April 27. As always, the day was dedicated to making our industry safer by featuring well-known industry experts sharing their knowledge, including the keynote speaker, Amy D. Grubb, Ph.D.

Thank you to all who attended; Caleb Stitely GWBAA's Safety Chair and the lead organizer of the event; Bombardier for sponsoring our Keynote Speaker; and all of our other sponsors!

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Registration Open for GWBAA Golf Tournament

Registration is now open for the GWBAA Golf Classic on Thursday, September 15, 2022. Always one of our most anticipated events, this year will be our 18th annual tournament and we are looking forward to another great day of networking and fun.

The picturesque 1757 Golf Club is a Par 70 course that is "a shot makers dream and features views of the majestic Virginia landscape" and continuous aircraft on final for KIAD. The course scores a 4.4 out of 5 stars on Google.

Registration and breakfast open at 7:00 AM. The event will include a 4-person scramble with a shotgun start of 8:00 AM. Awards luncheon and reception will follow directly after the completion of the golf tournament (approximately 1:30 PM).

To sign-up to play and/or to sponsor, please visit https://birdease.com/2022GWBAAGolf.





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Meet the GWBAA Board

Q&A with Lisa Quinto, Charter Sales Executive, Private Jet Services Group

Q. How did you first get interested in business aviation?

A. I knew I wanted a career in the field of aviation since childhood. As a young child, I dreamed of being a flight attendant. For the past 20+ years of my professional career I have had the privilege of working within the general aviation industry. Throughout those 20+ years I have held the roles of Corporate Flight Attendant, Private Jet Salesperson (sold my first aircraft in 2004) and, currently, Charter Sales Executive with Private Jet Services Group (PJS).

My career in the field of aviation began early in my life. My parents owned a travel agency and we lived in Texas where I worked in my family's business for 15 years. When I moved to Virginia, I took a job working with AOL as a corporate travel agent. Part of my duties involved assisting C-Suite executives with booking business aviation travel. Then, in 1999, I began working in the sales department at SkyJet, which had created the first real-time online business aircraft availability software platform, where I implemented booking procedures and assisted with the hiring and training of the sourcing team.

Q. What is the best part of your job?

A. I most enjoy customer service. I find it very fulfilling to ensure that my customer's needs are met, whether I am working as a charter sales executive or as a corporate flight attendant. I also enjoy working in teams, whether I am working with my charter sales staff at Private Jet Services Group, working with other members of a flight crew when I work as a flight attendant, or working with GWBAA Board members and other volunteers on GWBAA business and events.

Q. What surprised you about business aviation once you got into this field?

A. I was surprised at how addictive working in the business aviation industry has been for me. In the business aviation industry, everything moves quickly and it seems that there is never a dull moment when I am at work. I am also always learning something new which keeps my work interesting. Essentially, if someone told me I couldn't be around the noise of a jet engine, I would feel like I lost a part of myself.

Q. How did you get involved with GWBAA?

A. I started attending GWBAA events and supporting GWBAA any way that I could while I was working as a corporate flight attendant. Recently, I attended a GWBAA open house at Leesburg Executive Airport. Attending that event spurred my decision to become more involved with GWBAA. I have known several of the GWBAA Board members (Jamie Wilson, Paige Kroner, and Alexis Wozney) for many years and was very excited when I was offered the opportunity to serve on the GWBAA Board of Directors. I see that as one way that I can give back to the business aviation community, from which I had received so much personal and professional fulfillment throughout my career.

Q. What has been your favorite part of being involved with GWBAA?

A. Since I love meeting and getting to know new people, I most enjoy the comradery that I have developed with the many individuals I have gotten to know while working in the business aviation industry. Serving as a member of the GWBAA Board affords me the opportunity to meet new people in our industry, particularly by volunteering at career expos where GWBAA has a booth, at the recent GWBAA Safety Standdown, and at other events organized or sponsored by GWBAA. Being a GWBAA Board member also provides me a sense of purpose by giving me the opportunity to help others achieve their career goals in the business aviation industry.

- Q. What do you do in your free time?
- A. My favorite free time activities are spending time with my family, especially right now with my grandchildren, and with my rescue dog. I also enjoy all outdoors activities, especially gardening. I was born and raised in Pittsburgh and remain an avid Pittsburgh Steelers fan, so many of my Sundays in the Fall are spent watching Steelers games with family and friends.
- Q. What advice do you have for someone starting a career in business aviation?
- A. Utilize all of the great resources that are available to you by gathering as much information from as many people in the business aviation industry as possible. This will help you to find your true passion. Once you know what you are passionate about doing in the business aviation world, follow your dreams and don't let anyone tell you that you can't do what you dream of doing in this great industry!

Regional News Round-Up

Funding from last year's infrastructure bill is starting to be disbursed at airports in the region, including \$15 million at Charlottesville-Albemarle Airport and \$5 million at Shenandoah Valley Airport.

The **Front Royal-Warren County Airport** is disputing a lawsuit which alleges that a pilot's agreement for hangar and other services was terminated after he reported "illicit" activities at the airport.

Hanover County Airport held a ribbon-cutting ceremony earlier this month to mark the opening of its new terminal.

NBAA his offering an assessment-based certificate program that provides participants a comprehensive introductory to mid-level training on the duties of a business aircraft scheduler. For more information, please visit https://nbaa.org/professional-development/business-aircraft-scheduler-certificate-program/.

Upcoming Events

May 4: Aero Club of Washington luncheon featuring Senator Maria Cantwell at the Marriott Marquis. For more information, please visit https://www.aeroclub.org/events/luncheons/.

May 19: International Aviation Club luncheon featuring Carsten Spohr, Chief Executive Officer of the Lufthansa Group, at the City Club of Washington. For more information, please visit https://iacwashington.wildapricot.org/event-4782500.

June 9: National Aeronautics Association Robert J. Collier Trophy Dinner at the Marriott Marquis. For more information, please visit https://naa.aero/events/upcoming-events/.

As above, please hold Thursday, **September 15** for GWBAA's annual charitable golf tournament at the 1757 Golf Club.

About GWBAA

GWBAA President Jamie Wilson (jamie.wilson@fbopartners.com) and GWBAA Secretary Jol Silversmith of KMA Zuckert LLC (jsilversmith@kmazuckert.com) write and edit GWBAA News.

GWBAA's success and ability to make a difference depends on the breadth of its support and your participation – so please send any ideas or comments for future newsletters, or for GWBAA, in general, to Jamie or Jol.

NBAA Membership Discount

As a new GWBAA member benefit, if you are not currently a member of NBAA, you can now join at a discounted rate using promo code GWBAA100. When you join NBAA not only will you receive \$100 off your first-year NBAA membership dues, NBAA will return 50% of your dues to GWBAA, allowing us to keep working on regional issues on your behalf.

NBAA members enjoy a direct line to industry experts, career development opportunities, discounts to all NBAA events, and much more. Learn more - https://nbaa.org/membership/.

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