



SUPPORTING CAUSES TO ADVANCE THE GLOBAL AVIATION COMMUNITY

theISTATfoundation

International Society of Transport Aircraft Trading

ABOUT THE ISTAT FOUNDATION

Mission

The ISTAT Foundation fosters interest and creates opportunities in the global aviation community by providing grants, scholarships, internships and humanitarian aid worldwide.

Frequently Asked Questions

What are the Foundation's goals?

Historically, the ISTAT Foundation has provided funds for scholarships, educational programs and grants to qualified individuals and charities that promote the advancement of commercial aviation. The Foundation also supports causes where aviation assets are utilized to deliver humanitarian aid.

How are the scholarships and grants awarded?

The ISTAT Foundation works with aviation schools worldwide that meet the Foundation's academic criteria. The Scholarship Committee of the Foundation asks each selected school to submit its best scholarship candidate for consideration. The committee then chooses from the applicant pool based on the criteria of achievement and need. The Grant Committee recommends other non-profit institutions and organizations that advance commercial aviation and educational programs to receive support.

Why pursue humanitarian causes?

Many members of ISTAT are in an excellent position to save lives and relieve suffering through the application of their knowledge and resources in the delivery (via air) of humanitarian aid to nations in crisis around the world.

What is an example of a humanitarian cause the Foundation has supported?

The ISTAT Foundation collaborated with the American Red Cross and FedEx Express to fly emergency supplies to the U.S. Gulf Coast in support of Hurricane Katrina survivors.

How does the Foundation raise money?

Through the solicitation of individual and corporate cash donations, including a major donor program. In addition, the Foundation also organizes events such as raffles, auctions and golf tournaments.



ABOUT THE ISTAT FOUNDATION

History

The ISTAT Foundation was established in 1995 by the International Society of Aircraft Trading (ISTAT). At that time ISTAT had a small cash surplus, and the Board unanimously agreed that by creating a foundation, the ISTAT membership could help aviation-oriented students, museums and other worthwhile organizations.

An important stipulation was, and remains, that grants must be made internationally in accordance with the membership goals of ISTAT. The grant program is comprised of two parts:

- Annual giving of grants and donations
- Endowment fund

The initial contribution to the Foundation was \$75,000 from the ISTAT general account. In the Foundation's early years, ISTAT would match outside contributions dollar-for-dollar up to \$35,000. A committee was formed to rigorously check all potential grants, and the votes by its members had to be unanimous. With some minor revisions, this procedure is still in place, and all of those who have served on the grant committee have enthusiastically given their time to participate in this key function of the Foundation.

The Foundation's first two grants were awarded to Cranfield University in the United Kingdom and Embry-

Riddle Aeronautical University in the United States for approximately \$1,000 each. By comparison, today's grants collectively total upwards of \$70,000 for a variety of institutions, museums, schools and universities.

How has the Foundation grown?

With the increase in ISTAT general membership and the development of new Foundation programs, the total donated by individuals and companies has risen proportionately. Linking events at the ISTAT conferences to the Foundation has given the Foundation increased exposure and made it an integral part of ISTAT.

In 2002 at the ISTAT 20th Annual Conference, then-Foundation Chairman Roland Moore organized the first silent auction. This event raised more money from outside sources than had ever been raised previously in a single year. The Annual Conference continues to serve as a venue for a broad array of fundraising activities by the Foundation through auctions, raffles and golf tournaments.

It was originally decided that the money raised would be invested primarily in educational grants, but the ISTAT Foundation started offering academic scholarships in 2004. Following that, an internship program was created in 2007.



Timeline

1995	<ul style="list-style-type: none">• The ISTAT Foundation was created.
2002	<ul style="list-style-type: none">• Organized first silent auction at the ISTAT 20th Annual Conference.
2004	<ul style="list-style-type: none">• Held first fundraiser at the ISTAT 11th European Conference.• Initiated a direct scholarship program, allowing applicants from accredited aviation colleges to receive merit- and need-based support.
2005	<ul style="list-style-type: none">• Evergreen Aviation donated a Beech Starship, auctioned for \$50,000 on eBay.• Initiated an effort to assist in humanitarian crisis situations where aid was delivered via air.• Presented a \$25,000 gift of emergency supplies to the Red Cross, which FedEx delivered at no charge to the victims of Hurricane Katrina.
2006	<ul style="list-style-type: none">• Launched first ever Major Gifts campaign with its donors as Roundtable Members; prompted a series of major gifts from the ISTAT membership.• Donated 1919 Vickers Vimy aircraft to the Brooklands Museum of Weybridge in Surrey, United Kingdom.• Awarded scholarships to 17 students in eight countries, totaling more than \$115,000.
2007	<ul style="list-style-type: none">• Developed a student internship program to bridge the gap between universities with strong aviation programs and ISTAT active member corporations.• Raised \$60,000 to replace Embry-Riddle Aeronautical University's student-run newsroom and radio station that were destroyed by a tornado on Christmas Day 2006.

THE ISTAT FOUNDATION PROGRAMS

The ISTAT Foundation supports four significant charitable programs dedicated to promoting the advancement of commercial aviation and assistance to the needy.

- **Direct grants** to educational institutions, museums and other nonprofit organizations that need funding to stimulate commercial aviation interest at various academic levels. Also includes **humanitarian aid** efforts, wherein commercial aviation plays a role
- **Scholarships** to academically-qualified students pursuing an aviation-related degree at an accredited university
- **Internships** to connect college-level aviation students with employers in the commercial aviation industry



Jon Batchelor
Managing Partner of BBC Aircraft, LLC
and ISTAT Foundation Trustee

“The Batchelor Foundation, through its founder George E. Batchelor, has a long-standing relationship with ISTAT. Most notably, ISTAT presented the ISTAT Award to Mr. Batchelor in 2001 for his many accomplishments in the aviation industry.

The Batchelor Foundation is proud of its relationship with ISTAT as well as the highly successful scholarship program, which awards scholarships to young, deserving students interested in pursuing careers in the aviation industry.

George’s career in aviation spanned more than 50 years, so it is appropriate that he would choose to support ISTAT, an organization with a fine reputation, as one of his philanthropic venues to give back to young students entering into the industry he loved so dearly.”

the ISTAT foundation

Grant Program

The ISTAT Foundation grant program, administered by the Grant Committee of the Foundation Board of Trustees, offers direct grant funding to international non-profit (Section 501c3 or its equivalent outside the United States) institutions and organizations for the advancement

of commercial aviation educational programs. Grant recipients use this funding to develop aviation teaching materials for docents at museums, youth education materials for aviation organizations and other programs that stimulate interest in commercial aviation.



✦ ISTAT Donates 1919 Vickers Vimy

The ISTAT Foundation donated its replica 1919 Vickers Vimy aircraft to the Brooklands Museum of Weybridge in Surrey, United Kingdom in 2006.

Through this gift, the historic Vickers Vimy was returned to the place of its original manufacture to be permanently preserved as a testament to the skills of the British aeronautical industry. The Foundation hopes that this display will inspire the science, art and excitement of aviation in all who visit the exhibit.



✦ Humanitarian Program

Since aircraft play a major role in the delivery of humanitarian aid, ISTAT members are in a unique position to help people in times of crisis. The Foundation seeks opportunities when commercial aircraft are employed to transport relief workers or emergency supplies to the sites of natural disasters. On Christmas Day 2006, Embry-Riddle Aeronautical University (ERAU) was devastated by a tornado that caused more than \$60 million in damage to its Daytona Beach campus. In 2007 the Foundation raised \$60,000 to replace the ERAU student-run newsroom and radio station by matching all donations dollar-for-dollar up to \$30,000.

THE ISTAT FOUNDATION PROGRAMS

Scholarship Program

The ISTAT Foundation provides scholarships, ranging from \$2,500 to \$10,000, directly to college-level students around the world, who are academically qualified and in need of financial support to complete their studies. The program is administered by the Scholarship Committee of the Foundation Board of Trustees in conjunction with accredited colleges that have an approved aviation program wherein the colleges recommend worthy students. The Scholarship Committee, which sets standards for both the colleges and the students, is comprised of aviation industry veterans and leaders in education who meet regularly to evaluate and approve candidates.

"In addition to the financial support that I have received from ISTAT to advance my studies for a Master of Science in Aviation Safety, ISTAT has allowed me to meet with the main actors who operate, manufacture, maintain, sell, purchase, finance, lease and insure airplanes worldwide. That was a great privilege for which I will always be thankful to the ISTAT Foundation."

Andre Tchouamo
University of Central Missouri

"Thanks to the ISTAT Foundation, I was able to earn my Certified Flight Instructor and have since begun teaching at the University of North Dakota. It is very exciting and rewarding having the privilege to train our future pilots. I am discovering new and exciting avenues in the aviation industry as it is reshaped by many different factors. Thank you to the ISTAT Foundation for making a difference in the lives of young aspiring professionals like myself."

Ryan Brown
CFII- University of North Dakota



«Scholarship winners attend ISTAT 24th Annual Conference in Phoenix, Arizona

Standing, left to right: Andrew Davison, Chao Liu, Meagan Montgomery, Andre Tchouamo

Seated, left to right: Timothy Billon, Ryan Michael Brown, Elizabeth Halsmer

Internship Program

A student internship program was developed in 2007 with two major objectives:

- Assist in the development and education of aviation-focused college students desiring to become productive members in the aircraft trading industry, and
- Develop qualified employment candidates who can be productive directly out of college for ISTAT member companies.

Through the internship program, the Foundation expects to build a strong bridge between the universities that are educating aviation college graduates and corporations with active ISTAT memberships. The Foundation seeks partners as this program continues to grow.

“After completing the first half of my internship, I decided that aircraft trading is a career that I would like to pursue. Prior to hearing about ISTAT, I knew very little about the trading side of the aviation industry. The internship has provided me with real-life experience that I could have never learned from reading a textbook in a college environment.”



Geoffrey Garcia

Summer Intern,
AAR Aircraft Sales & Leasing

Grant and Scholarship Recipients, 1996-2007

Airline Ambassadors
Airline Owners and Pilots Association
American Red Cross
Anadolu University
Auburn University
Brooklands Museum
Broward County Community College
CE McCall Middle School
City University of London
Cranfield University
Daniel Webster College
Delft University of Technology
Embry-Riddle Aeronautical University
Experience Aviation
Experimental Aircraft Association
Fairmont State College
Florida Institute of Technology
Hampton University
Hiller Aviation Museum
IATF-US
International Federation of Airworthiness
Institute of Aviation and the Environment,
Cambridge University
Kent State University
Korea Aerospace University
Lewis University
Mid Atlantic Air Museum
Middle Tennessee State University
Moi University
Montoursville Area School District
Newcastle Aviation Academy, UK
Project Orbis
Purdue University
San Diego Air & Space Museum
San Jose State University
Smithsonian National Air and Space Museum,
Steven F. Udvar-Hazy Center
Technical University Braunschweig
University of Central Missouri
University of Dubuque
University of London
University of New South Wales
University of North Dakota
University of Louisiana Monroe
Utah State University

ANNUAL GIVING LEVELS

Foundation Roundtable Members

\$10,000 Silver Foundation Roundtable Membership	\$25,000 Gold Foundation Roundtable Membership
<ul style="list-style-type: none">• Acknowledgement in <i>Jetrader</i> magazine• Recognition at the President's Gala Dinner during the ISTAT Annual Conference• Recognition on ISTAT Web site, www.ISTAT.org• "Members Only" reception at Annual Conference• Commemorative gift	All Silver Roundtable benefits and: <ul style="list-style-type: none">• Podium recognition at European Conference• Quarter-page acknowledgement in <i>Jetrader</i> magazine
\$50,000 Platinum Foundation Roundtable Membership	\$100,000 Platinum Plus Foundation Roundtable Membership
All Silver and Gold benefits and: <ul style="list-style-type: none">• Interview in <i>Jetrader</i> magazine• Half-page acknowledgement in <i>Jetrader</i> magazine	All Silver, Gold and Platinum benefits and: <ul style="list-style-type: none">• Seating with ISTAT Award winner at the President's Gala Dinner during ISTAT Annual Conference• Full-page acknowledgement in <i>Jetrader</i> magazine• Perpetual scholarship named after donor

If you are interested in donating to the Foundation, please contact ISTAT Headquarters at istat@istat.org or +1.312.321.5169. A contribution form can also be found in the back of this brochure.

LETTER FROM THE CHAIRMAN

Dear Friends,

Thank you for your interest in the ISTAT Foundation. In this brochure, you will find information on the Foundation's fundraising activities and its continual evolution to serve the world of aviation.

The future is now. Therefore, we are actively engaged in helping young people around the globe develop potential careers in aviation through grants, scholarships and internships. Our dollars benefit grade school through graduate school students who might not otherwise have the necessary means to access a career in the aviation industry. We determine a student's need and merit through a competitive process involving only schools that are qualified based on their aviation focus and academic quality.

In addition to these educational initiatives, the ISTAT Foundation also offers humanitarian relief in worldwide operations where air transport is crucial. Our members have a unique understanding and direct control of these assets, so we are well positioned to help during these critical times.

Please review this information and contact me or any other Foundation board member with any questions or comments you might have. It is our sincere hope that the information provided will allow you to make generous and informed decisions with regard to your charitable investments.

Finally, I encourage you to volunteer to serve on our committees. Give back to the community by donating your time to these meaningful causes.

Best regards,



Stephen T. Rimmer
Chairman
The ISTAT Foundation

2008 GRANT & SCHOLARSHIP RECIPIENTS

2008 Grant Recipients

Airline Ambassadors	Experimental Aviation	Orbis International
Brooklands Museum	Hiller Aviation Museum	University of Cambridge – Institute for Aviation and the Environment
Broward College	Lewis University	
Experience Aviation, Inc.	Montoursville Area School District	

2008 Scholarship Recipients

Name	School
Ahmet Ermeýdan	Anadolu University
Sarah Schiffling	Bad Honnef-Bonn
Tong Weibin	Civil Aviation University of China
Ma Li	Civil Aviation University of China
Vinodh Humar Gunaseelan	Delft University of Technology
Devin Chu	Dowling College
Malin Hall	Embry-Riddle Aeronautical University
Daniel Demmery	Embry-Riddle Aeronautical University
Reese Miller	Kent State University
Yun-Kyung Cho	Korea Aerospace
Yong-Hee Han	Korea Aerospace
Eidom Hailetsion	Leiden University
Charles Barrett Roy	Louisiana Tech University
Jessica Arndt	Middle Tennessee State University
Juliana Linder	Purdue University
Philip Mafunga	University of Central Missouri
Heath Johnson	University of Louisiana Monroe

ROUNDTABLE MEMBERS & FINANCIALS

2008 Roundtable Members

Platinum Plus Roundtable Membership

Batchelor Foundation

Gold Roundtable Memberships

AerCap B.V.

Airbus North America

FedEx

Omni Air International

Royal Aero Services

Sage-Popovich

Stephen Rimmer Personal Donation

The Boeing Company

Vx Capital Partners

Platinum Roundtable Membership

Steven F. and Christine Udvar-Hazy

Silver Roundtable Memberships

AAR Corp.

Aergo Capital Limited

AeroDirect

Aircastle Advisor International Ltd.

Automatic, LLC

Avion Aircraft Trading

AVITAS, Inc.

Bingham McCutchen LLP

Bristol Associates, Inc.

Dave Sutton Personal Donation

ERSTE Bank

GA Telesis

Guggenheim Aviation Partners, Ltd.

Heavylift International Airlines

Jet Trading and Leasing, LLC

Jetscape, Inc.

Klaus Heinemann Personal Donation

Milbank, Tweed, Hadley, & McCloy

PK Airfinance

Pratt & Whitney

Q Aviation

SH&E Limited

Vedder Price

Volito Aviation AB

Revenue and Projected Program Budget

2008 Revenue

Roundtable	\$427,000
General Contributions	\$136,045
Batchelor Foundation	\$100,000
Golf Tournament	\$37,753
Interest Income	\$40,000
Udvar-Hazy Fund	\$50,000
Total Revenue	\$790,798*

2008 Program Budget

Scholarships	\$150,000
Grants	\$90,000
Internships	\$10,000
Total Gifts	\$250,000

*\$322,000 of 2008 revenue was put toward Foundation Endowment

BOARD OF TRUSTEES

The ISTAT Foundation Board of Trustees (March 2008 – March 2009)

Chairman

Stephen T. Rimmer

Executive Officer
Guggenheim Aviation Partners, Ltd.
4119 East Lake Sammamish Parkway SE
Sammamish, WA 98075 USA
Tel: +1.425.427.5240
Fax: +1.425.427.5243
Mobile: +1.425.985.6953
E-mail: steve.rimmer@guggenheimpartners.com

Vice Chairman, ISTAT Foundation

Robert M. Brown

Partner
Vx Capital Partners
915 Front Street
San Francisco, CA 94111 USA
Tel: +1.415.296.5252
Fax: +1.415.296.5260
E-mail: bob.brown@vxcapital.com

Secretary/Treasurer

Gregory A. May

Managing Director
Q Aviation, L.P.
301 Commerce Street, Suite 2975
Fort Worth, TX 76102-4140 USA
Tel: +1.817.332.9500
Fax: +1.817.332.9606
Mobile: +1.817.235.5737
E-mail: gmay@qaviationgroup.com

ISTAT President

Michael Platt

Chief Investment Officer
Aircastle Advisor LLC
300 Stamford Place
Stamford, CT 06902 USA
Tel: +1.203.504.1036
E-mail: mplatt@aircastleinv.com

ISTAT Past President

Thomas W. Heimsoth

Willow Aviation Services LLC
1415 W. 22nd Street, Tower Floor
Oak Brook, IL 60523 USA
Tel: +1.630.684.2288
Fax: +1.630.684.2299
E-mail: Theimsoth@willowaviation.com

Trustees

Jon Batchelor

President
Aerospace Finance, Ltd.
111 NE 1st Street, Suite 820
Miami, FL 33132 USA
Tel: +1.305.416.9066
Fax: +1.305.416.9717
E-mail: jbatchelor@bellsouth.net

Klaus Heinemann

Chief Executive Office
AerCap B.V.
Evert van de Beekstraat 312
Schiphol Airport
Amsterdam 1118 CX Netherlands
Tel: 31.20.655.9605
Fax: 31.20.655.9105
E-mail: kheinemann@aercap.com

Dana J. Lockhart

Head of Capital Markets
GMT Global Republic Aviation, Ltd.
11921 Freedom Drive, Suite 550
Reston, VA 20190 USA
Office: +1.703.834.6998
Fax: +1.703.834.6988
Mobile: +1.571.291.1039
E-mail: dlockhart@GMT-Aviation.com

James Morris

President
Sierra Aviation Advisors LLC
16 Upper Cecilia Way
Tiburon, CA 94920 USA
Tel: +1.415.464.7227
E-mail: jmorris.ca@gmail.com

Roland H. Moore, Esq.

Aviation Attorney
Roland H. Moore, P.A.
1221 Brickell Ave.
15th Floor, Suite 1540
Miami FL 33131 USA
Tel: +1.305.374.7388
Fax: +1.305.374.9869
E-mail: rmoore@oasiscorp.com

Chris Partridge

Director
Deutsche Bank
2-GH, 23 Great Winchester St.
London EC2N 20B UK
Tel: 44.207.545.6792
Fax: 44.207.545.3766
E-mail: chris.partridge@db.com

Nick Popovich

Vice President
Sage-Popovich, Inc.
P.O. Box 1
Valparaiso, IN 46384-0001 USA
Tel: +1.1.219.464.8320
Fax: +1.1.219.464.0920
E-mail: nick@sage-popovich.com

David P. Sutton

Assistant General Manager
FedEx Aviation Services
3610 Hacks Cross Road, Bldg. A, 2nd Floor
Memphis, TN 38125 USA
Tel: +1.1.901.369.3300
Fax: +1.1.901.369.3320
E-mail: DPSutton@fedex.com

David Treitel

Chief Executive Officer
SH&E, Inc.
90 Park Avenue
New York, NY 10016 USA
Tel: +1.212.682.8455
Fax: +1.212.986.1825
E-mail: dtreitel@sh-e.com

Warren Willits

President & CEO
JetStar Partners, Inc.
16897 Algonquin St. Suite E
Huntington Beach, CA 92649 USA
Tel: +1.714.840.5624
Fax: +1.714.475.2180
E-mail: wwillits@jetstarparters.com

ISTAT Foundation Past Chairman

Charles N. Seidlitz 1995-1999
Stephen J. Fortune..... 1999-2001
Roland Moore 2001-2003
Thomas Hiniker..... 2003-2005
Robert M. Brown..... 2005-2007

THE ISTAT FOUNDATION CONTRIBUTION FORM

Roundtable Membership

\$10,000 \$25,000 \$50,000 \$100,000

Other Contribution: _____

Contribution Amount: \$ _____ **toward the following fund:**

CONTRIBUTION METHOD:

Check (please make payable to The ISTAT Foundation)

Credit Card Visa Mastercard American Express

Card Number: _____

Expiration Date: _____ / _____ (MM/YY)

Cardholder's Name: _____

Cardholder's Signature: _____

Name: _____

Company: _____

Mailing Address: _____

City/State/Postal Code: _____

Country: _____ E-mail Address: _____

Tel: _____ Fax: _____

Send contributions to:

The ISTAT Foundation | 401 N. Michigan Ave., Ste. 2200 | Chicago, IL 60611 USA

Fax: +1.312.673.6579 | E-mail: istat@istat.org

*The ISTAT Foundation is a non-profit organization under IRS Code 501(c)3.
Donations are tax deductible as a charitable contribution. Federal Tax ID #54-1742507.*



theISTATfoundation

International Society of Transport Aircraft Trading