



Joseph E. Wolfson

Joe Wolfson has over thirty years of experience as a successful entrepreneur and business executive. He has founded, built and lead three highly successful technology companies since 1974, including two National, shared electronic transaction networks in the banking industry. Wolfson is a pioneer in the electronic banking industry, founding the first shared electronic banking network in the United States, Metroteller Network, which he led as President & CEO from 1974 until 1990. At the time of its ultimate sale in 1989 to a major regional bank, he had built Metroteller into a top ten electronic banking network in a field of hundreds of such networks nationwide.

The Niagara Falls Flight Academy, owned and operated by pilot Joe Wolfson, is on course to become one of the nation's first comprehensive aviation training centers.

Overall employment of airline and commercial pilots is expected to grow

by **13%**
from 2020 to 2030

Over **1.2 million** hires

in pilot and aircraft maintenance fields are anticipated between 2021 and 2040



THE NIAGARA FALLS FLIGHT ACADEMY

Partnered with Niagara County Community College
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Cleared for Take Off!





Industry Outlook

- There is an increase in demand for international air travel and a present existing shortage of qualified aviation professionals. The worldwide need for pilots and technicians is immediate and rapidly growing.
- Boeing's recent "Pilot and Technician Outlook" report cited a need, between now and 2041, for more than 600,000 new pilots and 600,000 new maintenance technicians.
- U.S. Bureau of Labor Statistics, overall employment of airline and commercial pilots is projected to grow 13 percent from 2020 to 2030, faster than the average for all occupations
- Cargo pilots help the world get what it orders from all over the world. Packages are picked up and delivered for major companies for business and personal orders. The upside of a cargo pilot is that there is no shortage of cargo needs.
- Usually pilot training requires a life-altering commitment (such as the military) or otherwise is prohibitively expensive and inconvenient.
- There are few academies that provide a unified approach to training, coupling aviation-focused training with academic rigor.



Solution

- Niagara Falls Flight Academy (NFFA) and Niagara County Community College (NCCC) intend to solve this problem, offering a new, comprehensive program to help the industry fulfill its staffing needs.
- NFFA and NCCC intend to develop an affordable program, marrying pilot training, aircraft mechanics, and technician programs with a two-year academic degree.
- NCCC provides NFFA with an accessible option for students to satisfy formal educational requirements, while NFFA will, among other things, utilize and provide the integrated Cessna Pilot Training Program that has been approved by the Federal Aviation Administration (FAA).
- Phase one will create a world-class flight training program and phase II will start a new technical school to train airframe/power plant and avionics technicians.



Niagara County Community College

- Niagara County Community College (NCCC) will provide a comprehensive program including two-year and certificate degrees and pilot and aviation technician training programs.
- NCCC will work with local high schools to promote the Aircraft Owners and Pilots Association (AOPA) aviation STEM curriculum, offering students comprehensive four-year aviation study options that are aligned to Common Core State Standards.
- NCCC is currently working with the State University of New York (SUNY) and the New York State Department of Education to secure all necessary approvals for the degree program.

Niagara Falls Flight Academy Activities

- Raise capital for the project and to look for investors that want to get in on the ground floor of this exciting opportunity.
- Create a template for expansion to use in other parts of the United States.
- Continue to explore sites for the new flight school with the NFTA officials at the Niagara Falls Airport location.
- The Niagara Falls Flight Academy will open its doors in Fall 2022.