

**John Riggs, President**  
**Aeronautical Repair Station Association Annual Report – Prepared Remarks**  
**March 21, 2025**  
**The Ritz-Carlton, Pentagon City**

Good morning. The 2025 Annual Aeronautical Repair Station Association membership meeting will come to order.

Welcome and thank you for participating in this year's Annual Conference. The importance of this event rests in your participation – Thank you for making it happen.

My name is John Riggs. I'm Chromalloy's director of airworthiness and ARSA's president. I was planning to politely (and excitedly) listen to this address and not be the one giving it, however our good friend and colleague Bob Mabe, who rose from an ARSA intern to be elected its president in October, made an exciting career move that required leaving the board and executive position of president, which automatically places me in that role.

Thank you, Bob, for your years of humble service to this association and the maintenance community; we look forward to working with you and...more importantly...seeing you back in an active membership role very soon.

I also want to share our collective thanks to the rest of the board. Especially Alison McHugh of FEAM Aero and Jon Silva of AeroKool, who've joined me in "stepping up a level" to assume the roles of ARSA vice president and treasurer. Alison, Jon, and I are collectively thankful for the contributions of our fellow directors, which have been evident this week. Josh Krotec of First Aviation is an active member of the association's ad hoc government affairs committee and leading the ICA ARC. Rainer Lindau of Lufthansa Technik – and his teammates who always cross the Atlantic to be with us – brings international perspective and representation to every discussion. Terrell Siegfried

of NORDAM ensures the continuity of service from one of ARSA's original members.

Rob Roedts, who himself made a career transition, speaks confidently across every facet of the "circle of airworthiness" that association members represent. Gary Fortner, our longest tenured board member, brings both his good humor and undying commitment to good business and aerospace safety.

Please join me in thanking these aerospace professionals for their commitment.

The Board is always front and center during the Conference. Their companies set a standard for all association members. Leadership is rewarded through consistent participation from attendees, speakers, and panelists. You've heard the sponsors' names many times – whether they are consistently on the "thank you" sign, returning to it, or joining for the first time – thank you to those who invest in the association's collective work.

As the Conference nears its conclusion, we can reflect on past accomplishments as the American government faces the challenges of a new administration. Regardless of the occupant of 1600 Pennsylvania Avenue or the Judicial and Legislative Branches, the association's mission and message remains the same. Across executive briefings, congressional engagement, and regulatory discussion, ARSA's members demonstrate how world class companies show compliance with international standards.

In providing the "state of the association," I'm going to give you the perspective of a director. In January, April, July, and October each year the board and executive committee review the accomplishments and needs of the international aerospace maintenance community. The edition of the *hotline* following each meeting contains the

"ARSA Works" section's "What Has ARSA Done Lately" that provides the previous quarter's report.

Each quarter, Membership is reviewed.

Members are the reason ARSA exists; increasing the size and reach is only one area where board participation matters.

Board members have watched ARSA dramatically its new member onboarding and renewal communications, which has resulted in an enviable renewal rate of 90 percent.

Board members are encouraged to participate in the Member Getting Member program which reduces dues, while increasing the association's influence. Kimberly Dimmick, ARSA's vice president of membership works hard to keep company information updated but cannot ensure communications without Board and member participation. So, as ardent members, if the company's employees are not receiving the weekly Dispatch or the monthly newsletter, let Kimberly know so additions can be included and glitches can be rectified.

It should not be surprising that most ARSA members fall into the small-to-medium size categories. Reflecting our industry at large, 54 percent of the association's 340 member companies are in the smallest two categories of regular membership...having 25 or fewer employees.

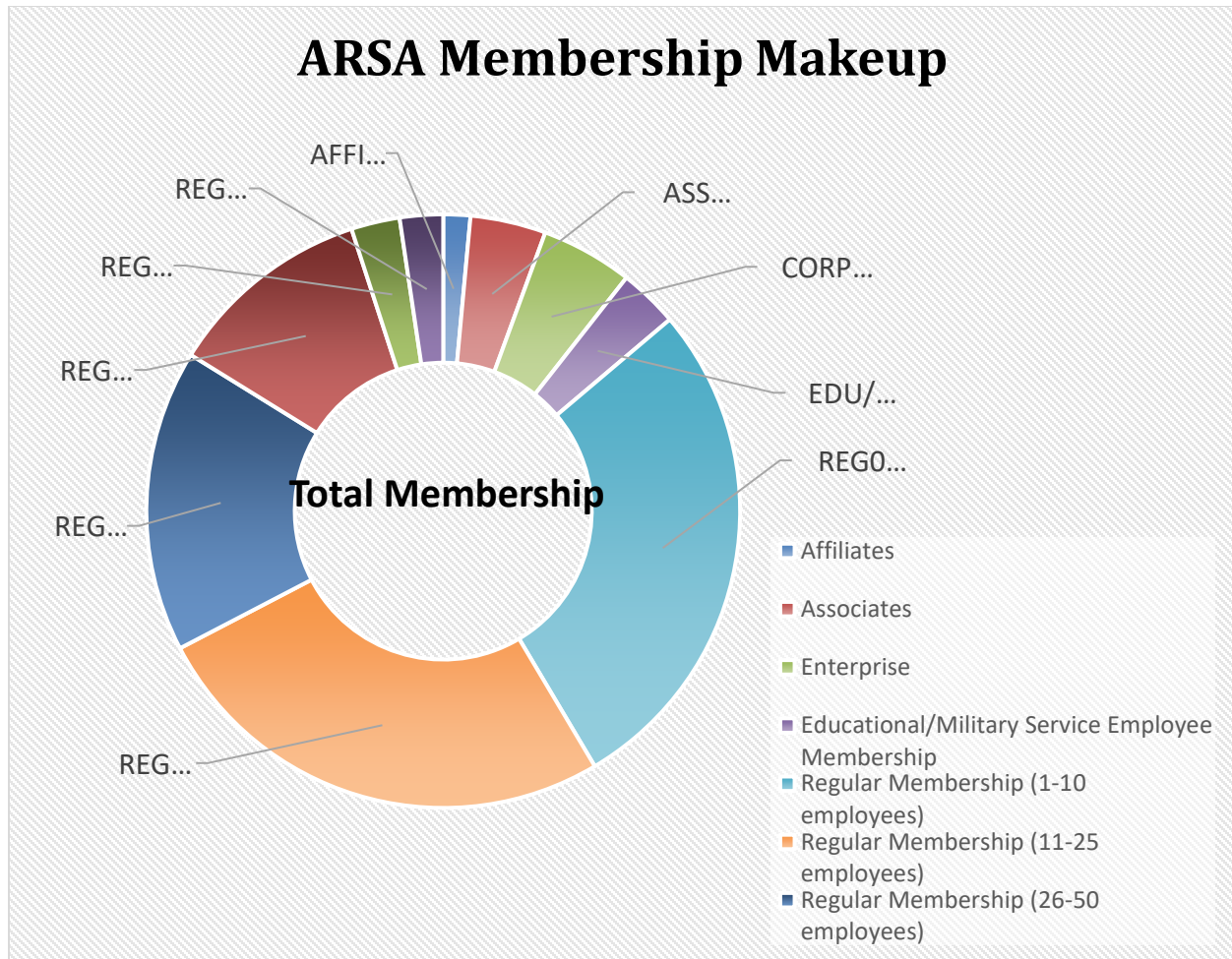
The founders of the association were keenly aware that small business interests carry weight when dealing with government mandates. The Board observes and supports ARSA's amazing job in providing resources and guidance to the entire

industry's needs because large, complex enterprise members also do better when the backbone of small businesses is fully supported.

As board members, we are reminded that the task of every maintenance organization is to expand the collection of committed companies while pushing members to fully realize a return on investment through the tools and resources provided by ARSA's work.

A breakdown of the organization by member type is in a written edition of this report on the Digital Companion.

<b>Member Type</b>	<b>Count</b>	<b>Percent</b>
AFFILIATE	5	1%
ASSOCIATE	14	4%
ENTERPRISE	17	5%
EDUCATION/MILITARY	11	3%
REGULAR 01 (1 – 10)	94	28%
REGULAR 02 (11-25)	88	26%
REGULAR 03 (26 – 50)	56	16%
REGULAR 04 (51 – 200)	38	11%
REGULAR 05 (201 – 500)	9	3%
REGULAR 06 (501+)	8	2%
<b>Total</b>	<b>340</b>	<b>100%</b>



The board meeting will also report on the association's finances.

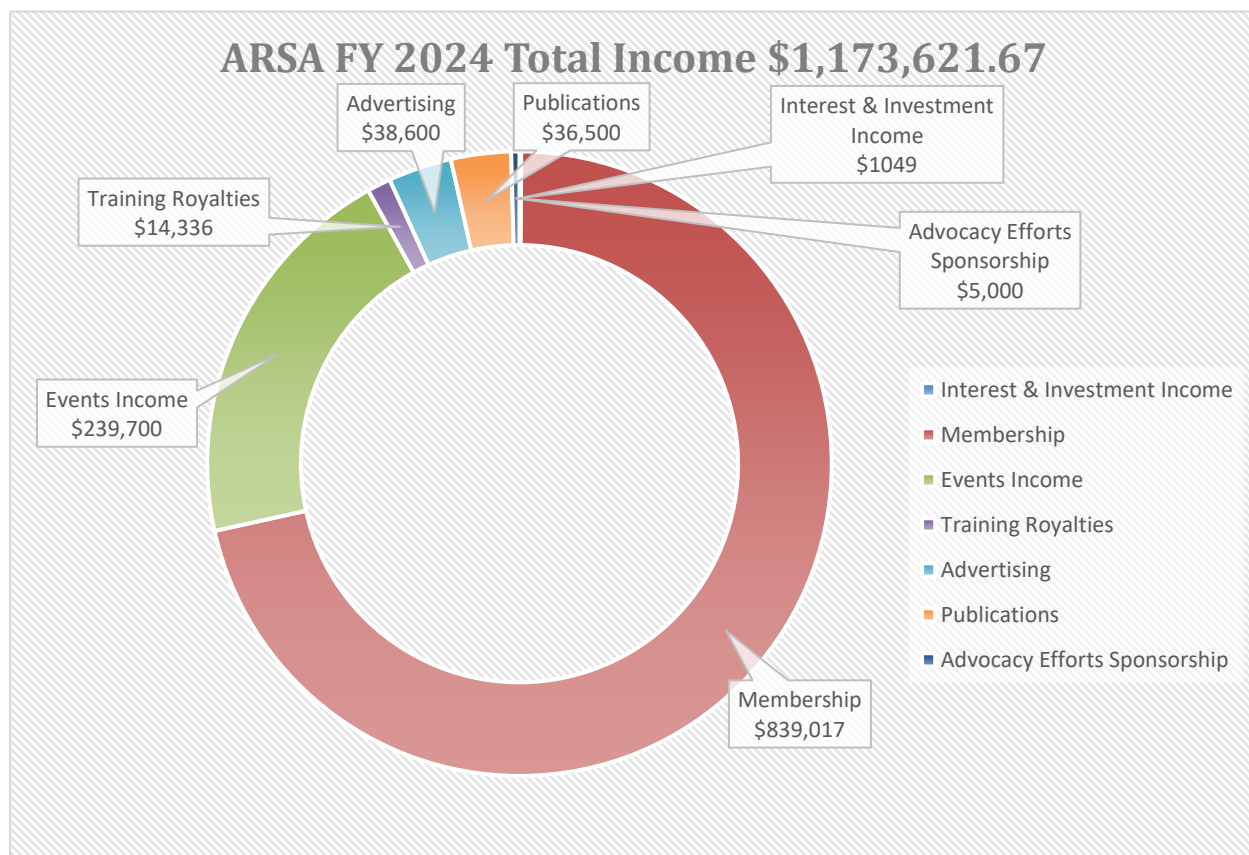
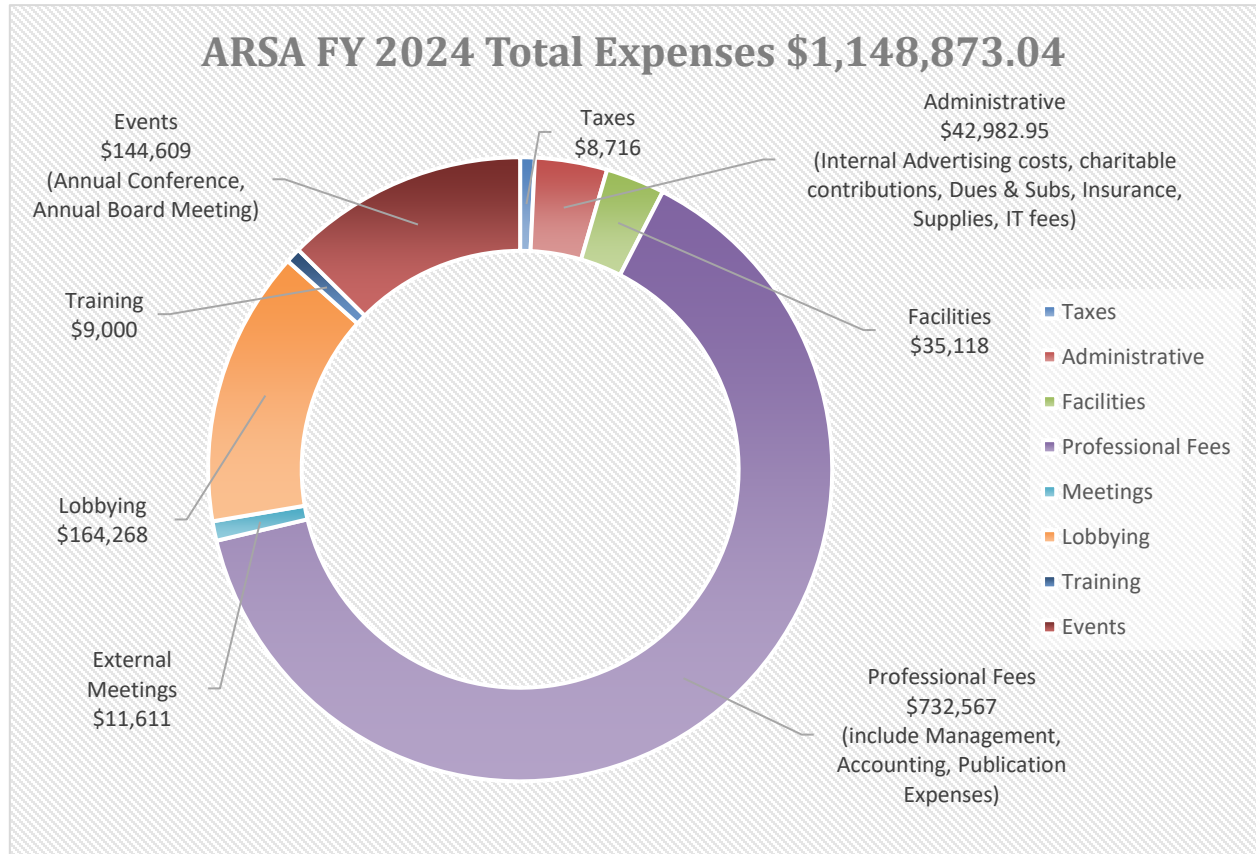
In the best-case scenario, an association's money comes from a balanced combination of dues, conference, and program revenues. On that point, the association made several changes in recent years to bolster its financial position and lessen its reliance on dues revenue.

Advertising sales were brought in-house, doubling the association's revenue from that source. Those companies that advertise in ARSA's periodicals and on its website promote a commitment to regulatory compliance, quality, and safety while providing direct income to the association. The model Repair Station Quality Manual not only

generates revenue for ARSA, it provides a solid foundation for compliance and management. Sponsoring the conference, or special events and team member travel to visit foreign aviation authorities provides essential resources to offset unexpected expenses and promote international engagement. Board members are keenly aware of the need for balancing the revenue sources, and encourage every member to be aware of their options.

Finally, ARSA's training program generates non-dues revenue while providing vital compliance information. Membership gets you on-demand training at a discount and now training sessions can be sponsored training (our HazMat training later this morning is a great example); ARSA can also customize training for member companies for later on-demand availability.

ARSA's annual budget is just over \$1 million; it is amazing what ARSA does with such limited resources. As you will see in the Digital Companion's rendition of this report, the bottom line is that ARSA finished 2024 well in the black; but to build on success and to create reserves members need to look beyond paying membership dues—take full advantage of the other opportunities to learn and grow while supporting the association's activities.



The Board receives a quarterly report on Communications and Advocacy since regulatory advocacy and compliance assistance is ARSA's core member service. As you've heard yesterday, ARSA is leading on several fronts. Rather than reporting on every regulatory issue ARSA is tackling, let me focus on what ARSA has always accomplished with its participation: More effective rulemaking, consistency between regulations and guidance, a more professional FAA workforce, and effective bilateral and multilateral relationships that genuinely reduce oversight and compliance costs.

In other words, the highest level of safety by the most efficient means possible. I'm sure you'll all agree it's hard to imagine a more zealous, knowledgeable, and effective advocate for our regulatory concerns than ARSA.

Effective advocacy is also evident in ARSA's legislative program. The last three FAA bills have had ARSA's fingerprints all over them. The 2024 FAA Reauthorization Act is generally regarded as the best FAA bill in decades ... at least since ARSA Managing Director Marshall Filler was on the House aviation subcommittee drafting the bill!

Congress responded favorably to ARSA's requests for the ICA ARC, improvements to rulemaking and guidance development, and oversight consistency. We've been told by Capitol Hill colleagues that the provision directing DOT Inspector General audits of AFS and AIR guidance was the direct result of feedback staff received from members participating in past ARSA Legislative Days.

The bill also quadrupled – from \$5 million to \$20 million – annual funding for the aviation technician workforce grant program ARSA proposed during the previous



reauthorization. Congress also created a new \$20 million workforce development program for design and production approval holders based on the maintenance technician model.

At the request of ARSA and the Aviation Technician Education Council, Congress directed a rulemaking to ease the transition of technicians leaving the military and for allowing early general knowledge testing for a mechanic's certificate.

Of course, the FAA bill wasn't perfect. Despite strong opposition from the industry, Congress included language imposing new mandates on foreign FAA repair stations. But the language could have been much, much worse without ARSA and its allies.

As they say in the financial world, past performance is no guarantee of future results. Our success on the Hill during COVID and the last two FAA reauthorization cycles is the direct result of both Christian's leadership and active grassroots engagement by ARSA members. ARSA's success is assured when the board and members participate in Legislative Day, host members of Congress at our facilities, communicate with folks on the Hill throughout the year, and by giving ARSA permission to ask for PAC support.

On the operations front, the board and members enjoy stability. We're fortunate to have a small, but highly effective full-time team at the law firm of Obadal, Filler, MacLeod & Klein running ARSA. You've seen and heard from Sarah, Marshall, Christian, Brett, and Kimberly all week. Their work is supplemented by contractors and

interns who provide support in specialized areas, including financial, periodical publication and advertising and data management. They do a great job for us.

The Board recognizes and has helped create multiple ways to support your company's success by supporting the association:

Place ads—the periodicals and ARSA's website provides essential quality, safety, regulatory, legislative, and business news to the international aerospace maintenance industry. Customers, regulators, trade press, and legislative personnel receive our periodicals and visit the ARSA websites—fly your colors on all platforms.

Use current training courses and help create ones targeted at your operations, if you think education is expensive, try ignorance.

Advocate for knowledge by registering coworkers so they receive value from your dues.

Recruit new members. Yes, being part of ARSA gives you a competitive edge, but don't let others ride your coattails. The more companies in the family, the more effective ARSA will be, not to mention that each member you recruit will lower your dues.

Support ARSA's advocacy. Respond to surveys, file comments on regulatory proposals, even if it's just to endorse ARSA's comments. Contact congressional representatives, host a member of Congress or local government official at your facility. ARSA makes it easy.

Thank you for making the time to be here this week and for keeping the safest form of transportation alive. It is a privilege to lead such an effective, highly regarded association and I couldn't be prouder to be your president.

I'll now open the floor to questions or comments.

Thank you again for being here. There being no further business, I hereby adjourn the 2025 annual ARSA membership meeting.