



## MUTUAL LETTER OF SUPPORT

**THIS MUTUAL LETTER OF SUPPORT** (this "Letter of Support"), effective as of the date of the last Party's signature below ("Effective Date"), is by and between the Aircraft Owners and Pilots Association ("AOPA"), and Learning for Life & Exploring doing business as Aviation Exploring ("Exploring™").

AOPA is a New Jersey non-profit organization maintaining a principal place of business at 421 Aviation Way, Frederick, MD 21701. Exploring™ is a 501(C)3 not-for-profit company maintaining a principal place of business at 1325 W Walnut Hill Lane, Irving, TX

AOPA and Exploring™ shall be hereinafter collectively referred to as "the Parties" or a "Party" in the singular form.

**WHEREAS**, the Aircraft Owners and Pilots Association (AOPA) and Exploring™ desire to establish and maintain a collaborative relationship on behalf of youth, and now enter into this Letter of Support for the purpose of confirming a framework for a cooperative relationship between AOPA and Exploring™, who will assist one another in areas of mutual objectives, and;

**WHEREAS**, Exploring™ seeks to develop youth by placing them in positive and professional mentor relationships and to support the personal development of young men and women through community based organizations, and;

**WHEREAS**, it is the mission of AOPA to ensure the long-term health of General Aviation to inspire growth within the General Aviation pilot population and continue the fight to keep General Aviation accessible and affordable, and;

**WHEREAS**, it is an objective of AOPA's "You Can Fly" Program to help high school students learn more about careers in aviation and realize that a career in aviation and aerospace is completely within reach, including encouraging students to become General Aviation pilots, and;

**NOW THEREFORE**, AOPA desires to form a collaborative relationship with Exploring™ and establish a framework for undertaking initiatives that align with the missions of the two organizations and benefit the General Aviation community as a whole, at the following partner level:

- **Growth Partner:**

- Encourage the development of new Posts by distributing Exploring information as appropriate to participants of AOPA's High School initiative and specifically by
  - Promoting new Exploring Posts to high schools participating in AOPA's curriculum field test
  - Offering Exploring's informational session at AOPA's annual symposium
  - Include a link to Exploring's webpage from the AOPA High School Initiative webpage
  - Provide a written article to announce the relationship between AOPA and Exploring
- Encourage AOPA members to volunteer as Exploring Post leaders, serve as guest speakers, host facility tours and more, as mutually agreed
- Raise visibility of Aviation Exploring through AOPA print, online and social media efforts as mutually agreed by the Parties
- AOPA employee serves on a National Exploring Career Committee for a mutually agreed upon term
- Works with National Exploring team on a short-term basis to offer content for the Exploring Activity Library

- **Exploring™ also desires to form a collaborative relationship with AOPA on initiatives that align with their missions, Exploring™ will contribute in the following ways:**

- Develop a digital "partner info sheet" to share with 270 Exploring offices across the country
- Post the AOPA logo online at [www.exploring.org/](http://www.exploring.org/) [www.aopa.org](http://www.aopa.org)
- Designate an employee or national committee member to participate in AOPA's High School Aviation STEM Symposium as a speaker List AOPA as the [Exploring Event Name] sponsor in event publications online and in print
- Produce a promotional video describing this Letter of Support to be posted on Exploring™'s YouTube channel
- Invite an AOPA representative to attend national Exploring™ program events

- Recognize AOPA on the official Exploring™ Facebook page
- Consider making AOPA-suggested program enhancements in order to maximize engagement and meet student and volunteer expectations of high schools AOPA works with.

AOPA and Exploring™ will work with each other within the current policies of AOPA and Exploring™ to establish and nurture a positive, mutually beneficial relationship as well as to cooperate in helping AOPA attract Explorers and other Exploring™ youth to their programs to provide exposure to aviation related careers and education opportunities.

**General Provisions:**

1. The parties agree that use of a Party's logo, trademark, tradename, seal, or other commercial likeness or goodwill will require advance written approval by that Party.
2. This Letter of Support may be terminated at any time by (i) mutual written agreement of Parties; or (ii) by either Party upon at least ninety (90) days written notice to the other Party.
3. The Parties understand that neither Party to this Letter of Support has the authority to act on behalf of the other Party or bind the other Party to any obligation and, further, that this Letter of Support is not intended to be enforceable in any court of law or dispute resolution forum.

The following individuals will be the points of contact for this cooperative relationship:

Exploring™

Dr. Diane Thornton  
 National Director of Learning for Life and Exploring  
 1325 W Walnut Hill Lane  
 Irving, TX 75038  
 972.580.2420  
 Diane.Thornton@scouting.org


Aircraft Owners and Pilots Association

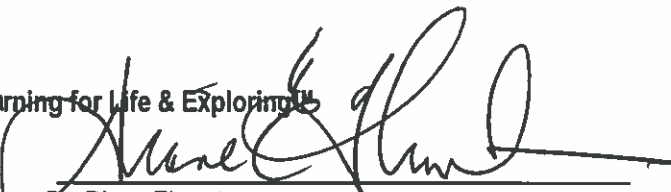
Katie Pribyl  
 Senior VP – Aviation Strategy & Programs  
 421 Aviation Way  
 Frederick MD 21701  
 301.695.2150  
 Katie.Pribyl@aopa.org

[SIGNATURE AREA TO FOLLOW]

This Mutual Letter of Support is agreed to, executed, and made effective as of the date of the last Party's signature below ("Effective Date").

**Aircraft Owners and Pilots Association**

By:   
 Name: Erica Saccoia  
 Title: Senior Vice-President, Finance and Accounting,  
 Date: 11-16-17

**Learning for Life & Exploring™**  
 By:   
 Name: Dr. Diane Thornton  
 Title: National Director of Learning for Life and Exploring  
 Date: