



Quarterly Report to the Executive Committee Q4 2011

Another year has past and as forecasted Q4 was the busiest quarter in South America. We observed an increase on ATC online time to more than 6300hs of combined control.

We continue the focus on improving our new members onboarding. This quarter Brasil achieved a 50,1% new member retention which represents an historical high. This means that from 10 new member subscriptions, 5 remain active.

We started the quarter with some staff reassignment. Pablo Maciel is now at full thrust as VATSUR's Division Director. Also inside VATSUR, following his job as ATC Training Director Fernando Bueno was appointed Training Director for the division. Agustin Miglino (SUP) was appointed to the ATC Training Director role that Fernando left behind and Daniel Santiago boarded the Events Director vacancy. We are still looking for Pilot Training Director to support ATO operations.

In VATBRZ, 3 positions where added to support ongoing and future projects during 2012. Alan Zeidan as ATC Operations Manager, Felipe Faria as Pilot Instruction Manager and a vacancy for Flight Operations Manager.

Also in Brasil, we are pleased to announce that the first VATSA ATO has been certified for operations by VATSIM BoG (<http://www.vatsim.com.br/moodle/>). Congratulations to Brasil Staff for this important milestone and we welcome our Portuguese speaking pilots to join us for the excellent P1 course that Brasil has put together. More news about ATO Brasil to come soon and we are following the process on VATSUR to have our first Latin America ATO during this year.

Events where a highlight this past quarter. Best two where VATBRZ/ARTCC Portugal partnership as a part of 10th VATSIM anniversary event and VATSUR's End of year Event held Dec11 with great coverage and pilot participation.

Up next, our regional membership statistics and divisional reports.

Thanks for choosing VATSIM!

Daniel Abellá

Regional Director, VATSIM South America Region.



Status Summary

In this fourth quarter VATBRZ continue to growth in traffic, pilot and ATC presence.

Named new ATC Operations Manager, Mr. Alan Zeidan, who will work in FIR and TMA structure project to expand ATC coverage in 2012.

Named new Pilot Training Manager, Mr. Felipe Faria, who will conduct all ATO certified pilot courses and also the Pilot Training Department administrative structure.

1. TRAINING

A. ATC Training

Mont/Rating	S1	S2	S3	C1	TOTAL
October	5	1	0	1	7
November	3	5	0	1	9
December	0	0	0	0	0
TOTAL	8	6	0	2	16

We close out ATC Training in December/2011 to develop new administrative routines for this department, in order to accelerate promotions process beginning 2012.

B. PILOT TRAINING

Concluded the initial configuration of our Pilot Training System in Moodle, we start the process for ATO Certification, targeting submit to approval P1 and P2 .

2. STAFF

A. We redesign staff structure to figure out our needs and projects for 2012, including three new positions:

- ATC Operations Manager
- Pilot Instruction Manager
- Flight Operations Manager

B. Staff members:

Callsing	Name	ID	Function
VATBRZ1	Edson Felix	858639	Division Director and DCRM
VATBRZ2	Eduardo Passos	995375	Deputy Division Director
VATBRZ3	Felipe Faria	949739	Pilot Instruction Manager
VATBRZ4	Gustavo Oliveira	1138387	ATC Instruction Manager
VATBRZ5	Alan Zeidan	824939	ATC Operations Manager
VATBRZ6	Open		Flight Operations Manager
VATBRZ7	Open		Events an RP Manager
VATBRZ8	Luiz Cortinhas	1102194	IT Manager

3. EVENTS

- A. We launch a series of events this quarter, specially dedicated to VA partners.
- B. We host a great international event EURSAM – VATBRZ/ARTCC Portugal partnership as a part of 10th VATSIM anniversary.

4. MEMBERSHIP

- A. Weekly we send welcome email to new members, advising about our resources and communication channels. This effort become effective instrument of membership retention, resulting :

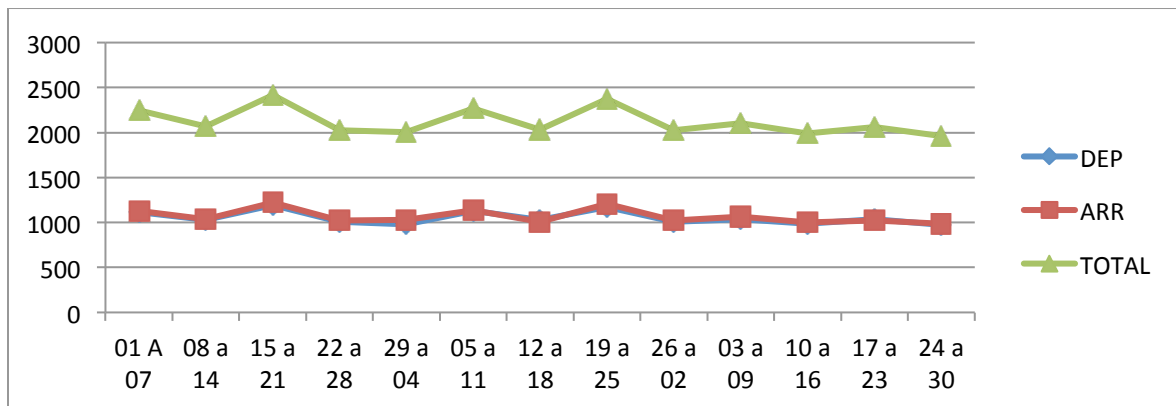
Sign-ups			
Quarter	New	Remain Active	Saved
4th 2010	819	105	12,82%
1st 2011	788	277	35,15%
2n 2011	743	364	48,99%
3rd 2011	755	361	47,81%
4th 2011	509	255	50,10%

- B. According to VATSIM CERT System, there are a total of 7,700 recorded members. Little decreased number of active members compared from 3rd quarter (1,665 members), counting 1,597 members.

Quarter	Pilot/OBS	Student 1	Student 2	Student 3	Controller 1	Controller 3	Instructor 1	Instructor 3	SUP	Admin
1st 2011	6973	173	20	184	71	22	7	1	3	0
2n 2011	6256	168	20	178	64	20	8	1	3	0
3rd 2011	6156	164	21	173	65	19	5	1	3	0
4th 2011	5938	151	29	163	64	19	7	1	3	0

ACTIVITY

- A. Pilots – This 4th quarter VATBRZ have 27,585 movements, 13,694 departures and 13,891 arrivals. Compared to 3rd quarter the pilots movement increase 2,4% .



- B. Controllers – This 4th quarter, VATBRZ have 2,675 hour of controlled airspace, increasing 23,6% based 3rd quarter. This growth based mainly in new S1 and S2 ATC recently promoted.

HOURS	CTR	APP	TWR	GND	DEL	TOTAL
1 QUARTER	203,39	882,30	652,00	300,51	118,35	2.156,33
2 QUARTER	473,12	935,29	484,50	546,37	65,26	2.504,32
3 QUARTER	325,46	935,06	443,22	440,52	20,57	2.164,50
4 QUARTER	333,44	797,20	756,29	725,06	63,24	2.675,14

Edson Felix - VATBRZ – Division Director

January/2012

4TH QUARTER REPORT - VATSUR DIVISION

STAFF

We made several changes to the team of VATSUR. Gonzalo Ittusaca Zeballos has left the role of Division Director due to personal issues. In his place, Pablo Maciel was appointed as the new Director of VATSUR.

Leonardo Siman has held the Training Director position previously but has not been able to continue by personal issues and has been relieved of his role. Our new Training Director is Fernando Bueno who was working this last time in the ATC Training Department.

Agustin Miglino has been selected as new ATC Training Director occupying the position left by Fernando Bueno previously.

Daniel Santiago was appointed as Events Director, who has extensive experience developing events in his country and is a good member for us.

The Pilots Training Director, Carlos Montenegro, has left his duties due to personal problems. We are looking for replacement to fill the vacancy.

TRAINING

We are reviewing all courses and exams in our training center to make it more efficient, educational and professional as possible. We are also developing an operational manual to standardize all the procedures of the Division to avoid significant differences in the ATS services in different countries that makes up VATSUR.

Upgrades:

- S1:** 12 upgrades
- S2:** 8 upgrades
- S3:** 2 upgrades
- C1:** 1 upgrades
- C3:** 0 upgrades
- I1/I3:** 2 upgrades

ATO

The ATO project is stopped for the moment because our pilot training director has left his duties. This project will be pending until we find a replacement.

MEMBERSHIP

This quarter we had 348 new members in the Division, an amount of 50% less than the previous quarters.

VATSUR total members:

Pilot/OBS: 4815 members

S1: 85 members

S2: 96 members

S3: 73 members

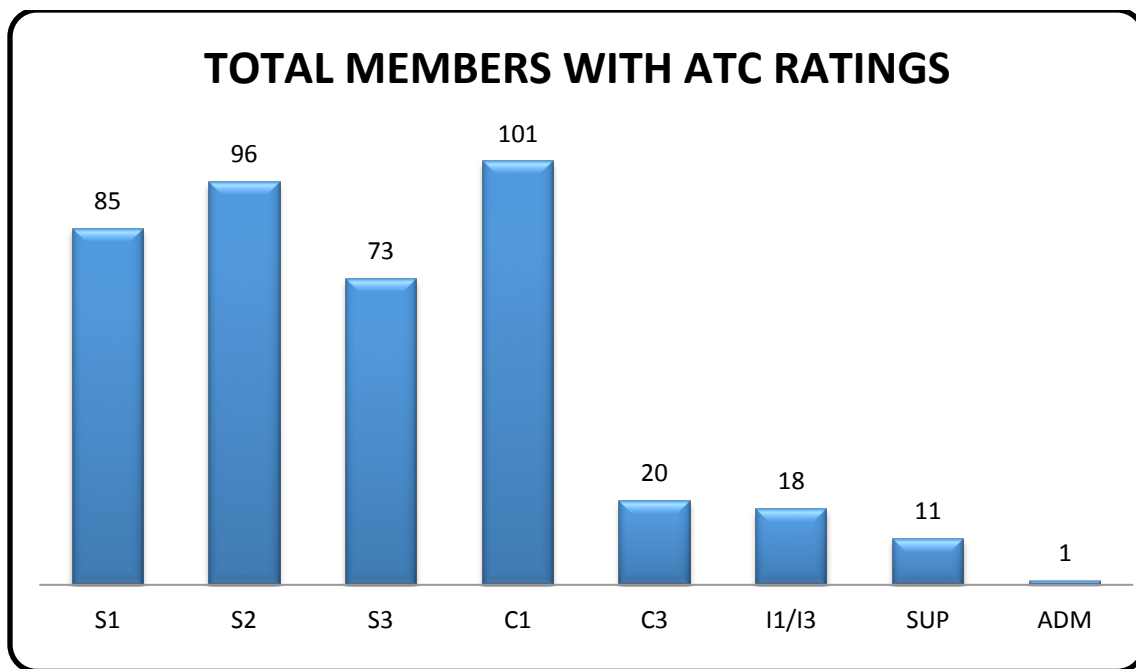
C1: 101 members

C3: 20 members

I1/I3: 18 members

SUP: 11 members

ADM: 1 member



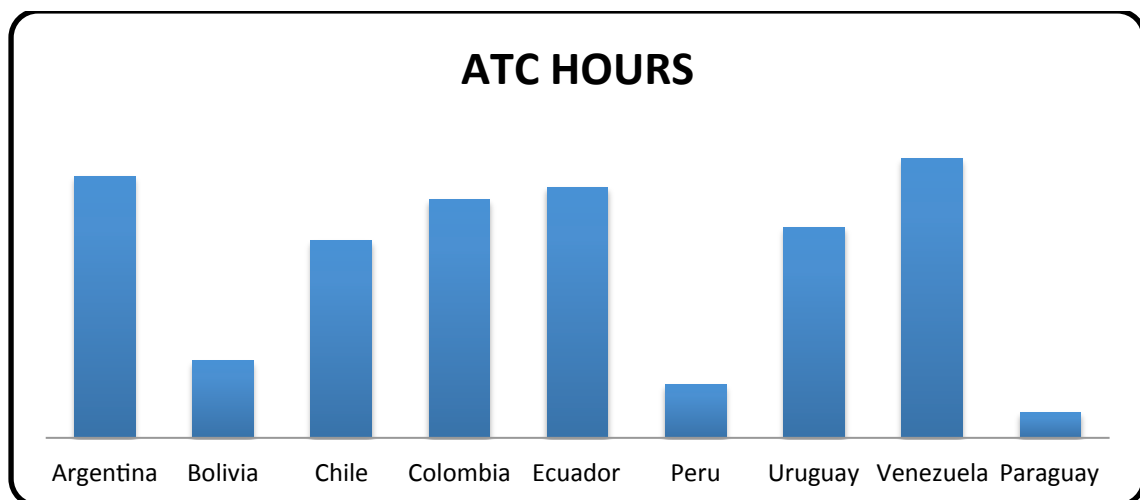
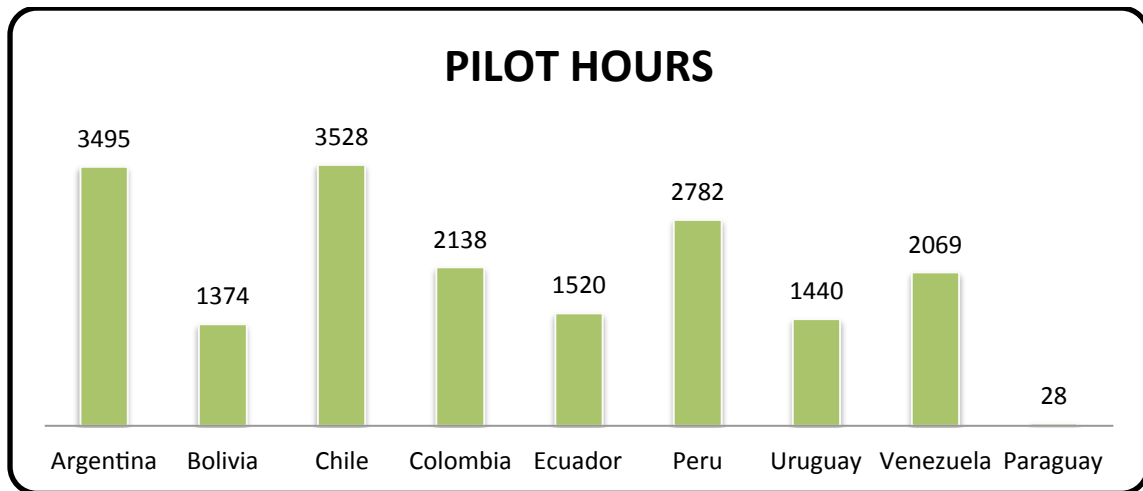
We had a normal and similar movement with the past quarters. Without rank ATC members are those who exist in greater quantity and are not aggregated in the graph.

We are planning to have a similar activity in the coming quarters due to the activity of our Division. Hopefully improve with the passage of time.

EVENTS

We had many successful events in this quarter and involving all the countries that form the Division. The best event was the end year event produced the 11/12/2011 day where we have had great participation of pilots and ATC throughout the Division. We hope to repeat these types of events to promote the ATC control and virtual flights in our skies.

ONLINE ACTIVITY



Total pilot hours: 18374

Total ATC hours: 3652

Pablo Maciel
VATSUR Division Director
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