



## **Premiere Aviation Group LLC**

**Premiere Flight Management**

**Aircraft Management Proposal**



## ***Premiere Flight Management:*** ***Your Gateway to Aviation's Finest Experience***

Welcome! Premiere Aviation is proud to announce the newest component in our ever-expanding network of aviation services. At Premiere Aviation, we want to make your flying needs simple to achieve, affordable, and close to home. Please take a moment to browse through our services, and then call to schedule a personal guided tour of our services and facilities.

### ***What is Premiere Flight Management?***

A total concierge-style battery of services awaits you at Premiere. Premiere Flight Management offers top quality services for aircraft needs at all levels. Our Total Management Concept is designed to serve your needs at your pace, and within your budget. With Premiere Flight Management, your participation in our program effectively hires a personalized management team with the same goals and dedication as your own employees. We work for YOU, and our top priority is to carefully guard your interests, give you pampered service, and enhance YOUR bottom line!



## Aircraft Management

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Aircraft ownership is expensive. Corporations have recognized this fact for years and professionally managed aircraft ownership programs have become a next-generation solution to the rising costs of aircraft ownership. Premiere Flight Management's program allows aircraft owners to enjoy all the benefits of ownership while the critical factors of owning the aircraft are professionally managed and maintained. Our position as a full service FBO, property management office, and maintenance facility allows us to offer our services at prices considerably lower than our competition. In addition, our services include a program for offsetting the cost of ownership by leasing excess flight time to other companies, which can actually turn your asset into an additional profit center for your business.



## Putting Your Aircraft to Work for You

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Premiere Flight Management takes the needs of today's corporate aircraft owner and addresses the most important factor: your bottom line. The tasks of finding a hangar, insurance, scheduling, maintenance, and record-keeping are now professionally managed by our expert staff, in addition to the sale of flight time in your aircraft to help offset your total cost of ownership. Our Total Aircraft Management Program handles all the details!

The critical feature of our program is, of course, our ability to reduce your operating costs AND return income to you on the performance of your aircraft. Premiere Flight Management's extensive network allows us to market your unused flight time to potential clients needing private jet service. We sell flight time to these clients, and present you a substantial cash return on the time your aircraft would have been sitting on the ground otherwise! Since the majority of aircraft expenses are calculated hourly, the more flight time an aircraft has, the less per hour it costs to operate. If you fly the same amount of time each year, but increase the time your airplane flies while it is at work for you, your usage cost goes down AND you get a return on the rental rate!



## Maintenance

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One of the obvious yet critical components of aircraft ownership is qualified maintenance. From oil changes to avionics to major engine overhauls, Premiere Aviation is ready to handle your aircraft service needs. Our well-equipped maintenance facility is conveniently located right next to the FBO, and our full line of services is available to accommodate single engine prop, turbine, and jet aircraft. Premiere Aviation is an authorized Cessna Service Center, as well as an authorized Diamond Service Center, adding factory recognized certification to our ability to work on most makes and models of general aviation aircraft.

Our services include all record keeping and logbook maintenance for the aircraft and all its critical components.



## Parts

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Sooner or later, your aircraft will need parts. Premiere has in-stock and next-day access to factory new parts for virtually any aircraft. Our knowledgeable staff is ready to assist you in getting the quality repair and service items for your aircraft.

Premiere Aviation is a licensed Authorized Parts and Service Center for both Cessna and Diamond Aircraft. Returns, cores and other associated tasks are part and parcel to our comprehensive service package.



## Professionally Managed Aircraft Program Benefits

Premiere Flight Management is just that: a Premiere full-service flight management operation. Your plane is hangared, maintained, cleaned and cared for with updated databases and subscriptions, fueled, and generally handled for you so that you can concentrate on the business you have at hand. Here is a list of perks that take you beyond merely owning an aircraft into the world of professionally managed aircraft ownership:

- Staff: Our program is staffed with industry professionals to take care of scheduling, inspections, maintenance and servicing your aircraft to ensure maximum availability.
- Ownership Maximizing: We will procure and sell a predetermined inventory of flight hours in your aircraft to help bring your overall expenses down and your bottom line up.
- Maintenance: All maintenance, is handled by our expert factory-certified staff, including all Warranty, Registration and AD compliance requirements.
- Professional Program Management and Contracts Administration.
- Aircraft Storage and Storage Management.
- Hull and Liability Insurance Assistance: Our affiliations with leading insurance companies will allow us to assist in locating top quality insurance coverage for your aircraft, as well as assisting with fulfillment services on any claims.

### ***PFM Exclusive Extras***

- Small airport convenience with top quality amenities
- Concierge service available for catering and other services for your flight
- Close, convenient access to all Birmingham area business centers
- Rental car service on site and limousine services available
- Fuel, hangar, and cleaning services provided at much lower pricing than any local competitor
- Call ahead, your aircraft will be on the ramp, fueled and ready for your flight
- 24-hour Online Aircraft Scheduling.

Thank you for your interest in Premiere Flight Management! We look forward to meeting with you to discuss your needs. For more information, please call us at (205) 425-9500, or visit us on the web at [www.Premiereaviation.com](http://www.Premiereaviation.com).





## PFM Calculated Cost Factors - Cessna Citation CJ1

<b>Monthly Fixed Costs</b>	<b>Standard Costs</b>	<b>PFM Program Costs</b>	<b>Direct Operating Costs</b>	<b>Standard</b>	<b>PFM Rates</b>
Hangar / Admin	\$ 1,500.00	\$ 1,250.00	Fuel*	\$ 412.68	\$ 379.67
Insurance*	\$ 2,083.33	\$ 1,875.00	Oil (add)	\$ 15.00	\$ 13.50
Chart Subscription	\$ 20.00	\$ -	Engine Reserve (3000)**	\$ 163.67	\$ 163.67
Avionics Subscription	\$ 444.50	\$ 422.28	Prop Reserve (2500)**	\$ 12.80	\$ 12.80
Cleaning	\$ 750.00	\$ 650.00	Hot Sections (1000)**	\$ 66.00	\$ 66.00
Pilot Training	\$ 866.00	\$ -	Maintenance	\$ 220.00	\$ 198.00
			Pilot	\$ 80.00	\$ 75.00
<b>Total Monthly Cost</b>	<b>\$ 5,663.83</b>	<b>\$ 4,197.28</b>		<b>\$ 970.15</b>	<b>\$ 908.63</b>

<b>Total Cost to Operate / hr</b>	<b>Standard Costs</b>	<b>PFM Program</b>
75	\$ 1,876.36	\$ 1,580.20
100	\$ 1,649.81	\$ 1,412.31
200	\$ 1,309.98	\$ 1,160.47
250	\$ 1,242.01	\$ 1,110.10
300	\$ 1,196.70	\$ 1,076.52

Premiere Flight Management partners with your business to utilize a carefully crafted program that will put your aircraft to use for you as a profit center. In general terms, unused time in your aircraft becomes an income resource that reduces your overall operating expenses for the time you use it!

	<b>Owner Hours Flown</b>	<b>Annual Cost / Revenue</b>
Without PFM Program	75	\$ 140,727.00
With PFM Program and 175 additional hours sold	75	\$ 83,257.61
Net Savings		\$ 57,469.39

\* Fuel Prices based upon rates current on 2/20/2007

\* Assumes 0 time engines. Maintenance costs may vary by aircraft.



## PFM Managed Aircraft Revenue Model

### Revenue Program

<i>Inventory of Flight Time</i>	<i>Hours</i>	<i>Cost / hr</i>	<i>Lease Rate / hr</i>	<i>Profit/hr</i>	<i>Annual Revenue</i>	<i>Owner 25%</i>
Owner	75	\$ 1,876.36	N/A	N/A	N/A	N/A
	25	\$ 1,412.31	\$ 1,700.00	\$ 287.69	\$ 7,192.37	\$ 1,798.09
Leased Hours	125	\$ 1,160.47	\$ 1,700.00	\$ 539.53	\$ 67,441.40	\$ 16,860.35
	175	\$ 1,110.10	\$ 1,700.00	\$ 589.90	\$ 103,232.24	\$ 25,808.06
	225	\$ 1,076.52	\$ 1,700.00	\$ 623.48	\$ 140,282.27	\$ 35,070.57

### Net Realized Gain

	<i>Hours</i>	<i>Annual Cost of Owner Time Flown</i>	<i>Cost of Owner Time Savings</i>	<i>Owner Revenue from Sales</i>	<i>Net Realized Gain from PFM Program</i>
Owner (w/o PFM)	75	\$ 140,727.00	0	0	0
	100	\$ 105,922.90	\$ 34,804.11	\$ 1,798.09	\$ 36,602.20
Total Hours Flown (w/PFM)	200	\$ 87,035.16	\$ 53,691.84	\$ 16,860.35	\$ 70,552.19
	250	\$ 83,257.61	\$ 57,469.39	\$ 25,808.06	\$ 83,277.45
	300	\$ 80,739.25	\$ 59,987.76	\$ 35,070.57	\$ 95,058.32

### Bottom Line:

Fly the same amount of time you would normally fly and let PFM put your plane to work while you are not flying. The results are undeniable! When you consider the amount of time and resources it takes to manage an aircraft, it just makes sense to hire a professional service that can not only minimize your expense, but maximize your assets. Your bottom line is our top priority!

Make an appointment today to take control of your aircraft's potential. Let Premiere Flight Management's team of trained professionals go to work for you!

*Data derived from numbers based upon national averages in similar aircraft. While every effort at accuracy has been made, differences in individual aircraft will produce variations. Premiere Flight Management will create, upon request, a specific quote for the individual aircraft of your choice.*