



## ***Why Companies Utilize Business Aviation***

Business aviation chartering is essential to tens of thousands of companies of all types and sizes in the U.S. that are trying to compete in a marketplace that demands *speed, flexibility, efficiency* and *productivity*. The vast majority of these companies – 85% - are small and mid-size businesses, many of which are based in the dozens of markets across the country where the airlines have reduced or eliminated service.

A company's decision to utilize business aviation for any mission depends on a variety of factors, including availability of commercial service in the departing or arrival destinations, the number of sites to be visited in a single day, the number of employees traveling, the need to discuss proprietary matters en route, the need to move specialized equipment and a host of other considerations. The following list details some of the primary reasons companies utilize business aviation as a solution to some of their transportation challenges.

- **Accessing communities with little or no airline service.** Business aviation serves ten times the number of communities (more than 5,000 airports) served by commercial airlines (about 500 airports) This means business aviation can allow companies to locate plants or facilities in small towns or rural communities with little or no commercial airline service. Since nearly 100 communities have lost airline service in the past year, this is important. Often a combination of commercial and charter service can be of value.
- **Reaching multiple destinations quickly and efficiently.** Companies that need to reach multiple destinations in a single day may elect to use business aviation, because that type of mission could be hard or impossible to complete with other modes of transportation.
- **Supporting the travel needs of many types of company employees.** A National Business Aviation Association, Inc. (NBAA) survey revealed that 72% of passengers aboard business airplanes are non-executive employees. Companies often send teams of employees to a given destination because it is the most cost-effective means of transport.
- **Moving equipment.** When companies need to immediately move sensitive or critical equipment, business aviation is often the best solution.
- **Ensuring flexibility.** Business people don't always know in advance where or when opportunities will present themselves. In today's business environment, companies need to be nimble enough to move quickly. Business aviation provides flexibility for companies that need to ensure employees can respond to changing demands and circumstances.
- **Increasing employee productivity and providing security.** Business aviation is a productivity tool – when traveling aboard business aircraft, employees can meet, plan and work en route. Business aviation also allows employees to discuss proprietary information in a secure environment and without fear of eavesdropping, industrial espionage or physical threat. Meals can also be consumed en route. Flights are often scheduled over breakfast or the lunch hour to maximize time and efficiency.



- **Keeping in contact.** Many aircraft have technologies that allow employees to remain in communication throughout the duration of their flight. This can be critical for companies managing a rapidly changing situation.
- **Providing a return to shareholders.** Studies have found that businesses which use business aviation as a solution to some of their transportation challenges return more to shareholders than companies in the same industry that do not utilize business aviation.
- **Schedule Predictability.** Over 3 percent of all commercial airline flights are cancelled. Nearly one quarter are delayed. Today, because of record load factors on commercial airlines, if your flight is cancelled or a delay causes you to miss your connection, the odds of you getting on the next flight are significantly reduced. When the future of a company and its employees is dependent upon you arriving on time, business aviation is an important tool.

For more information regarding business aviation and how it may benefit your company, please contact our Senior Aviation Charter Agent:

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