

# Opportunity

## BN000035591 – Private Jet Charter Management and Operator

Location: Northeast US



The business is a private jet charter operator and management company. The company's services include flight crew support, maintenance, hangar support, and charter services.

## Bids Invited

### Key Aspects

- Over 30 years of operating history
- Federal Aviation Administration (FAA), Wyvern, and ARGUS Certified
- International Standard for Business Aircraft Operations (IS-BAO) stage 3 safety award
- Ability to provide complete aircraft management services
- Strategic location near major airport

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Compiled	\$5,371	\$409	\$67
12/31/2020	Compiled	\$6,310	\$359	(\$10)
12/31/2021	Compiled	\$4,067	\$598	\$312
12/31/2022	Compiled	\$4,688	\$700	\$296

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

**William Sullivan**  
[wsullivan@benchmarkintl.com](mailto:wsullivan@benchmarkintl.com)

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## Opportunities

- Expand FAA authority to include part 121 passenger and cargo
- Expand fleet to increase charter demand
- Establish marketing strategy to increase brand awareness
- Expand sales team to gain larger market share

## Headquartered

- Northeast US

## Current Markets

- High-net-worth individuals and corporate executives throughout the United States.

## Real Estate

- The company operates from two facilities totaling 2,500 sq. ft., leased from an unrelated third party. The main office is 1,500 sq. ft. and the hangar office is 1,000 sq. ft.

## Shareholder Objectives

- The company's founder and sole owner is seeking a growth partner in order to strategically grow the business. Ownership is not looking for a 100% sale, and seeks to remain with the company post-deal.

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**Benchmark International | 4030 West Boy Scout Blvd | Suite 500 | Tampa | FL | 33607 | T: 1 813 898 2350 | F: 1 813 280 9871**

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