

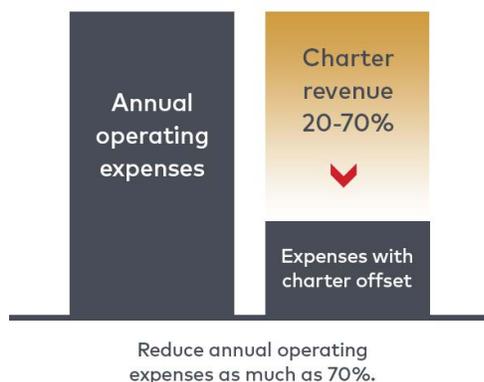
Lower Ownership Costs with Charter Revenue



Whether you fly 150 or 350 hours a year, there are certain fixed expenses associated with owning a business aircraft. Fixed expenses include line items, such as insurance, subscriptions, hangar parking and scheduled maintenance, among others. The question owners ask: **"If I charter out my aircraft, how much will I reduce my fixed expenses?"** Here are three insights on how Clay Lacy Aviation can provide consistent high quality charter revenue to lower your cost of ownership.

1 Lack of Industry Standards Leads to Inaccuracy

Aircraft management companies answer that question in a multitude of ways without industry-accepted principles regulating their estimates. Because managers use their own formulas, accuracy can be questioned. The challenge with estimating charter revenue is that the aircraft is not properly budgeted at the outset leading to missed opportunities for optimization. Owners who want their aircraft to work for them when they're not flying face a mixed bag of choices with limited proof of revenue.



2 Charter Revenue Can Lower Your Ownership Costs by 70%

Managing your aircraft with Clay Lacy Aviation can reduce your ownership costs by up to 70%. Typically, we provide 15-20% more charter revenue per hour than our competitors. We can do this because of our longevity and the relationships we have developed over 50 years in business. Dignitaries, business leaders, corporate travel departments and celebrities trust their flying needs to Clay Lacy and come back again and again.

3 Estimates Backed by Experience and Data

At Clay Lacy Aviation, we use our own charter revenue formula to estimate offsets. The main differences between our system and every other management program in the industry come down to our experience, the breadth of data we analyze and the transparency in which we provide it to our customers. Our experience spans 53 years and almost every make and model of business jet. Our expertise goes deeper into each segment of aircraft management, including having dedicated financial planners reporting on and analyzing actual performance to annual budgets to identify trends, reduce costs and optimize efficiencies. Plus, we can analyze hundreds of data points across any aircraft model, including those in our own charter fleet. Because we have access to this real-world data, our estimates are more accurate, realistic and reliable. Monthly account and trend analysis, as well as budget management, put proof to paper on how accurate our tools are. **Take a look at these examples – and see for yourself.**

Hourly Operating Costs By Model

Lower your ownership costs by up to 70% with charter revenue, and pay even less than leading jet card rates.

Light

PHENOM 300

▼ 62%

Before Offset	\$13,986
After Offset	\$5,347
Jet Card	\$8,550

Midsize

CHALLENGER 300

▼ 58%

Before Offset	\$19,679
After Offset	\$8,321
Jet Card	\$13,920

Large

GULFSTREAM G450

▼ 50%

Before Offset	\$25,455
After Offset	\$12,603
Jet Card	\$17,830

Long-Range

GLOBAL 6000

▼ 69%

Before Offset	\$30,536
After Offset	\$9,588
Jet Card	\$28,100

We can increase or decrease charter hours to find the best solution for your individual needs. Schedule a call or meeting to receive a custom analysis of your aircraft.

[Schedule a Meeting >](#)

WORLD'S MOST EXPERIENCED OPERATOR OF PRIVATE JETS

