



Corporate Eagle Companies

Fact Sheet

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What:

Corporate Eagle Companies is an aviation services firm, offering fractional jet ownership programs focused on personalized service. Structured as an exclusive club, Corporate Eagle sells or leases shares in a particular aircraft to members. These pristine airplanes are used only by the members—not chartered to other companies—and the company employs the flight crews, maintenance, “appearance group,” and concierge staff.

Since the company’s inception more than 23 years ago, Corporate Eagle has prided itself on its reliability, security and privacy as well as the cleanliness of its aircraft and facilities. Facilities, aircraft, crew, and staff are dedicated to members-only with guaranteed use of the fleet available by days per year, not a rationing of annual flight hours. The company has been awarded the National Business Aircraft Association’s Corporate Business Flying Safety Award for 23 years and 63,779 consecutive hours of accident-free operations. In addition, the operation has an ARG/US Gold rating.

Fleet:

There are 11 eight- and nine-passenger corporate aircraft, including:

- Hawker 800XP
- Enhanced Hawker 700
- King Air B200

Costs:

- Members purchase or lease shares in Corporate Eagle aircraft based on their planned usage; the smallest share is one-eighth. A one-eighth share in the King Air B200 starts in the \$400,000 range, compared to purchasing the same airplane for \$3.2 million. A one-eighth share in a Hawker 800 XP is approximately \$1.2 million, compared to purchasing the Hawker for more than \$9 million.
- There is a usage fee of \$1,410 per hour plus periodic fuel surcharges. Unique to Corporate Eagle is a weight-off-wheels Hobbs meter installation, which counts aircraft hours only when the aircraft is in the air to contain costs.
- Members have an unoccupied hourly operating rate, reflecting only the fuel and engine service plan costs when a relocation flight is required
- A fixed monthly management fee covers the maintenance of the airplanes, hangars and other facilities along with insurance and salaries for the flight crew and maintenance technician salaries. The monthly fee based on a one-eighth share in the King Air is about \$5,400, while the Hawker is \$6,800.
- Members are invoiced only for air time actually used and there is no minimum flight hour requirement.
- The typical member with a one-eighth share in a Hawker 800XP, using the airplane 100 hours a year, invests approximately \$300,000 a year in the corporate air program.

Distinctions:

- Two captain-qualified pilots are on board of every flight. Each pilot receives recurrent, full-motion simulator training every six months. These and other operating practices exceed Federal Aviation Regulations and Airman's Information Manual.
- Only members use the airplanes; they are not chartered out to other companies or individuals.
- Corporate Eagle's airport facilities include a private, gated terminal where a member can drive up under a covered portico just minutes before lift off and have his/her car detailed while traveling. Or members can wait for their guests in a VIP lounge and hold a board meeting in a private suite prior to a flight.
- Corporate Eagles anticipates members needs and provides concierge services, including the auto detailing, valet parking, refueling, and making ground transportation arrangements at various locations.
- The elegantly appointed air planes are customized for the member, from members' corporate logo on the marquee to his or her slippers.
- Corporate Eagle's checklists, procedures, standardization and training have set the standard for the industry.
- Maintenance technicians are trained on members' specific aircraft.

Who:

Rick Nini is the founder, president and CEO of Corporate Eagle Companies.

When/Where:

Founded in 1985, Corporate Eagle Companies' headquarters are located at the Oakland County International Airport in Waterford, Michigan (Southeastern Michigan near Pontiac). The company is building a 32,000-square-foot base at the St. Petersburg-Clearwater International Airport near Tampa, Florida. Hangars, a shop for maintenance and the appearance group shop, along with a VIP lounge enclosed in a gated section of the airport comprise the building. Corporate Eagle will begin flights from the airport in the spring of 2008, accepting reservations and refundable deposits on future airplanes for the Florida base, which is scheduled to open in the fall of 2008.

Corporate Eagle Fun Facts:

- Average flight time: two hours
- Average number of passengers per flight: three
- Most executive members use the airplane to avoid overnight stays to maximize their productivity
- Many members use the plane to visit numerous plants or sites in a single day

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