



## **Air Charter Company**

### **Reference No. 229650**

Revenues: \$ 4,000,000  
Cash Flow: \$ 1,000,000  
Asking price: \$ 3,750,000

### **Opportunity Summary**

This growing air charter company operates out of a busy local airport in the Northeast. This is an FAA certified part 135 air charter company. The company maintains contracts with major corporate clients to provide charter flights for their customers, averaging more than 20 flights per week. The current owner has developed an efficient and well-run business, with a highly trained staff (many of whom were trained by the company). The company's 20 full-time employees include key management positions. The assets of the business include 2 airplanes (~ \$1M value), maintenance equipment, and a blue chip customer base. The asking price is well justified by the assets of the business and its growing cash flow. This is an excellent opportunity for someone looking to enter the airline business or for a strategic buyer to expand its operations geographically.

### **Competition**

There are other companies that perform a similar service; however, this company has been able to distinguish itself by its reliability and high quality service. The company is the market leader in its geographic area.

### **Opportunities**

In this growing industry, the business is poised to continue its rapid expansion. The company has the potential to reach \$25 million in sales with the right capital investment. The first phase of this investment used to acquire several larger planes, thereby increasing the number of passengers flown. The next phase would be for the company to expand its operations by setting up additional hubs at airports nationwide, and eventually become a fixed based operator at these locations.



**Facilities**

The company leases over 20,000 sq. ft. of hangar and office space at its hub airport. The company has a very favorable long-term lease with its F.B.O., including an agreement to buy gas at wholesale prices. The company operates the business primarily with 3 planes; 2 owned by the company; the third plane leased.

**Seller Involvement**

Seller is willing to help with the transition.

**Seller Financing**

Seller financing is available to the right buyer.

**Contact**

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