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Founders Aviation Provides Corporate Offices In The Sky

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Founders Aviation provides

“If travel is a necessary part of your business or personal plans, we can provide you with options to enhance business productivity, improve your quality of life, and recapture the value of your time,” stated Keith Harrison, Chief Executive Officer of Founders Aviation. The company, headquartered in the Katy/West Houston area, is dedicated to providing cost effective and time saving aviation opportunities for businesses and individuals.



corporate offices in the Sky

As Harrison explains his aspirations for Founders Aviation, one envisions business offices, large and small, flying through the sky as in *The Jetsons* animated series of the 1960's. With the new technologies available on private aircraft, including WIFI, cell phones, office equipment, and sleeping accommodations, a traveler can utilize business services that allow them to complete multiple appointments in different locations and still be home in time for a child's soccer game. Even during a recession, Harrison is enthusiastic about the posi-

tive synergy his company can bring to businesses who rely on corporate jets to achieve their economic goals, or those simply curious about a more effective alternative.

"Our company was created to provide comprehensive business solutions for aircraft owners or users," Harrison explained. He emphasized that core businesses all over the United States (and globally) depend upon the vital, irreplaceable link corporate jets provide. "While a company jet may have been a special perk once reserved for high level executives, its use is fast becoming part of an overall efficient business practice," Harrison noted.

Recently the company unveiled its newest component, an innovative Shared Ownership Program built around light and medium sized, efficient, new technology aircraft. The Founders system provides the ability for local businesses and individuals to share fixed expenses with as many as three co-owners, to purchase, loan or lease a plane. Tax benefits of ownership are passed directly to co-own-

ers. A co-owner can schedule up to 75 days of use of the aircraft while Founders ensures that the plane is professionally managed and maintained, employing the highest safety standards in the industry. Harrison notes, "This is shared ownership the way it should be: Your aircraft, flown by your pilots, dedicated to your requirements, improving your bottom line."

"Numerous advantages to private jet travel exist if you employ a sound business plan," observed Harrison. Companies may avoid many costly and time consuming problems associated with commercial airlines, including scheduling mistakes or changes, late or cancelled flights, and missed flight connections resulting in lost business opportunities. Precious time need not be wasted trying to schedule or reschedule flights, standing in security lines, sitting in airport terminals, waiting for ground transportation, and being stuck in unexpected traffic jams. Overnight stays, hotel expenses, meals and time away from home become unnecessary when a private aircraft is available.

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As more and more regional airports, like the ones in Sugar Land and West Houston, open around the country, private air travel will continue to grow offering a convenient and sustainable travel option for businesses and individuals. Andrew D. Perry, A.A.E., director of Houston Executive Airport in West Houston affirms that general aviation airports are a much more convenient forum for many business travelers than large commercial airports. He observed, "Our airports can be much closer to specific destinations and we provide terminal buildings with amenities for business travelers such as conference and meeting rooms, theater rooms, and pilot lounges."

According to Harrison, the key to implementing a legitimate aviation business plan starts with one simple question. What do you need? At Founders Aviation, Harrison and his highly qualified staff are ready to provide an in-depth analysis of needs, desires, expectations, budgets, options, safety considerations, resource stewardship and other criteria. Harrison is not afraid to tell a client that "there is not a one size fits all solution," and "bigger is not necessarily better." He observed that, "Fundamental to the entire process of choosing an aircraft is a synchronization of business or personal objectives with ownership and use options, melded together with a cost structure that is both justifiable and sustainable."

Unlike the traditional sales arena where a salesman makes certain promises, marks up a product, gets his commission and disappears, Founder's Aviation is passionate about partnering with businesses and individuals to create best practices for the use of private aircraft over the long run. "Unless a client already owns a plane, before we ever make the recommendation regarding acquisition, our



Facilities under development at Houston Executive Airport.

clients will have a personalized aviation plan specifying benefits, risks, and implementation fundamentals," Harrison explained.

Founders offers in-depth consulting, can direct acquisition of the aircraft, hire and train pilots and crew, schedule maintenance and safety checks, handle flight schedules, and provide continuous oversight of the entire aviation process for a client. This innovative turnkey service helps reestablish a baseline of efficiency and effectiveness in an industry known for much less.

Within its individualized client Acquisition and Sustainment Strategy, Founders examines not only the obvious acquisition costs, but provides an annual client budget detailing all necessary expenses such as hangar rentals, ever changing fuel prices, license and user fees, taxes, pilot and crew members' salaries, and many other costs not normally considered or identified at the outset. Founder's also assists its clients with full disclosure of costs of whole ownership of a craft, versus the cost of shared ownership with others, versus the cost of chartering blocks of time. "If our analysis does not show a need (economically or otherwise) to purchase a plane, in whole or shared with others, we will not recommend buying one," said Harrison. "Rather we can offer a second turnkey solution for these clients - chartering blocks of time using our planes, pilots and crew."

"Integrity is an integral part of all our services whether it is whole ownership, shared ownership or chartering; we match objectives

with our clients' and own the process along with them," emphasized Harrison. All costs for Founders' services are passed through and completely transparent so clients know the actual costs for the services they receive as well as any profits Founders receives. Any savings realized through Founders' efforts to create more effective, efficient operations are also passed back to the client.

The philosophy of Founders Aviation is to manage corporate aviation programs as investments, requiring constant attention and evaluation. Does the investment still match the requirement and vice versa? In order to answer this question, Harrison cautions clients that this should not be a one time question, asked only in the beginning, but rather a continuous quality assurance system implemented to constantly measure the effectiveness of an aviation plan. "We pride ourselves on the fact that we are invested in the process alongside our clients, and we will be around for the duration constantly reassessing the venture and promoting its success," said Harrison.

Harrison's love of aviation and his expertise in all facets of the aviation business make Founders Aviation the correct choice for anyone considering the use of private jet transportation presently, or in the future. Harrison is a Houston native who has served as a U.S. Navy test pilot, a Top Gun Instructor Pilot and is a recipient of the Distinguished Flying Cross. He has piloted more than 25 different aircraft, and holds a degree in Systems Engineering from the University of Virginia and an Executive MBA from the University of Texas, McCombs School of Business.

Whether you are ready to purchase an aircraft, implement a charter plan, or simply explore the options, Founders Aviation is ready to take you there. For more information on the company, visit their website at www.FoundersAviation.com or call 1-800-945 1880. ★