



*Of the companies using general aviation for business in the U.S., 85 percent are small and mid-size businesses.*

## **BUSINESS AVIATION NATIONAL ASSET – VITAL ISSUES**

From creating growth opportunities and global connectivity for America’s small towns and rural areas to supporting the nation’s productivity, business aviation is an important economic engine, creating jobs and investments, while contributing to the safest and most efficient aviation system in the world. Business aviation is a vital part of the nation’s economy and transportation system.

### **UNDERSTANDING BUSINESS AVIATION**

- » The U.S. aviation system is fully integrated, and each segment is critical to the success, strength and growth of the entire infrastructure. The system is made up of three segments:
  - » Scheduled operations, including passenger airlines
  - » Military
  - » General aviation
- » General aviation (GA) contributes more than \$150 billion to the nation’s annual economic output, and directly or indirectly employs more than a million people.
- » GA includes diverse operations, with business uses that range from agriculture, law enforcement, fire and medevac services, to varied government, educational, nonprofit and business organizations.
- » The vast majority of these GA operators use small aircraft that seat no more than eight people.
- » Business aviation is the use of a GA aircraft for a business purpose. The business aviation fleet is dominated by pistons and turboprops, with over 80 percent of the 17,000 registered business aircraft in the U.S. having cabins about the size of an SUV, and flying on average less than 1,000 miles.

*There are over 5,000 public use airports in the U.S. – of which approximately 500 have commercial airline service – making GA a critical lifeline for thousands of communities.*



## A VITAL LIFELINE FOR MAIN STREET

In small towns and rural areas across America, business aviation is an essential tool that enables businesses to thrive, grow and create jobs in their hometowns. That's because in many instances, there are no other transportation options that meet their needs.

- » Many small and mid-size businesses are located in areas without scheduled airline service.
- » Many businesses of all sizes require in-person travel for operations such as sales, technical support and other types of customer service.
- » Such trips may call for multiple stops in a short period of time or travel to remote locations. Often the distances are too long to drive and commercial airline service is not available.
- » Eighty-six percent of business aviation flights carry marketing and sales personnel, technical experts, other company representatives and customers – not top company executives.

*Only about 3 percent of business aviation operators are Fortune 500 companies.*

## A HELPING HAND IN TIMES OF CRISIS

The business aviation community is not only an economic lifeline for thousands of our nation's communities, but in times of crisis, business aviation helps deliver relief to neighbors and communities. For example:

- » In the days and weeks following Hurricane Katrina, hundreds of thousands of pounds of supplies were transported into small airports throughout the Gulf Coast region aboard business aircraft, which also were used to transport victims out of harm's way.
- » General aviation flew hundreds of missions to Haiti after the 2010 earthquake, transporting thousands of passengers and delivering over 1,400,000 lbs. of supplies to the island.
- » Whether confronting floods, fires or other natural disasters, general aviation helps assess damage, rescue those

affected and carry in supplies through a network of small, often remote airports.

- » Business aviation operators are also dedicated to helping provide lifesaving flight operations and contributing their services to the communities in which they live and work.
- » Operations like Corporate Angel Network arrange free air transportation for cancer patients traveling to treatment centers using empty seats aboard business aircraft. The group has arranged more than 20,000 lifesaving flights since its founding in 1981.
- » Angel Flight America's seven member organizations and 7,200 volunteer pilots arranged more than 18,000 flights in 2005 alone to carry patients to medical facilities.
- » Veterans Airlift Command uses business aircraft and unused hours of fractional aircraft ownership programs to provide free flights for medical and other purposes for

BUSINESS AVIATION SNAPSHOT: MANITOBA RECYCLING



## A CRITICAL BUSINESS TOOL

Manitoba Recycling is a family-owned metals recycling company employing 60 families in the Lancaster, NY community. When the company was first founded in 1916, the owners were able to collect all the metals they needed to stay in business from within 40 miles of their recycling plant. However, by 1970, the 20 local manufacturers that had provided scrap to Manitoba had been reduced to one. Faced with having to shut down Manitoba or relocate out of the local community, the company turned to a small turboprop aircraft to find scrap metal providers outside its existing business base – literally enabling the business to survive. Manitoba now relies unequivocally on its plane to generate the metals needed to stay in business, and keep contributing to its small town's economy with jobs and investments. The operations of Manitoba's small plane, along with those of other Lancaster businesses, also help provide jobs to airport workers, pilots, mechanics, ramp workers and others at the local small GA airport.

wounded service members, veterans and their families. Veterans Airlift finds volunteers in the business aviation community to fly missions on request and contribute the full cost of the aircraft and fuel for the missions flown.

## A NATIONAL ASSET

General aviation not only supports vital air transportation services nationwide but also powers an economic engine that generates millions of dollars in investments and jobs for people in thousands of American communities every year.

- » Most of the GA aircraft flying in the world are manufactured in the U.S., contributing to the nation's manufacturing and employment base, and adding significantly to our balance of trade.
- » GA manufacturing provides good, high-wage manufacturing jobs across the U.S.

## PRIORITY ISSUES

### Modernize the Aviation System

America's aviation system is a significant national asset to our transportation and economic infrastructure, and its modernization is critical to our nation's future. The business aviation community supports proposals to:

- » Build a system that accommodates all users – scheduled, military and GA – efficiently and effectively.
- » Strengthen the system as an economic engine, allowing businesses in America's small towns to utilize aviation to grow and prosper.

When capacity becomes constrained, general aviation is usually the first segment to be squeezed out, so the business aviation community strongly advocates modernizing the system to one based on satellite technology rather than today's ground-based navigation system and expanding capacity.

- » General aviation operations at the nation's 10 busiest airports account for only 4 percent of total activity.
- » If additional resources are needed from GA for modernization, this effort can most effectively be funded through the proven mechanism of fuel taxes. The government and the aviation community must continue to work together to build a stronger aviation system, so that it remains the world's safest, largest and most efficient system.

### Continue Enhancing Security

In the years since the terrorist attacks of September 11, 2001, business aviation and the rest of the general aviation community have led the way in working with federal government officials to harden the industry from terrorist threats. As security policies and procedures are considered in the years to come, business aviation will continue to be committed

to playing a central role in the protection of our system. The following are industry's guiding principles on the development of security policies:

- » As the TSA reviews security proposals, it is critical that those mandates recognize the significant differences between commercial aviation and general aviation, and not simply try to impose commercial regulations onto general aviation.
- » Any new mandates must maintain the vital balance between enhancing aviation security and preserving the mobility and flexibility that are necessary for American workers and our economy.

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### Ensure the Industry's Economic Viability

As the economic downturn has affected American communities in every corner of the nation, business aviation has been impacted across the board. The impact has been felt in every corner of the industry – from layoffs at business airplane

BUSINESS AVIATION SNAPSHOT: SOUTHERN ILLINOIS UNIVERSITY



## A PRODUCTIVITY AND EFFICIENCY TOOL

Just as businesses maximize their use of an aircraft, Southern Illinois University (SIU) makes sure each flight serves the best interests of the school administration, staff and students. The airlines don't have a presence near the school, making SIU's airplanes a valuable and necessary asset to the institution.

The school's two piston twins transport university officials to other SIU campuses, the state capital and meetings from Texas to North Carolina. The planes are flown to a destination by university pilots, with return flights conducted by aviation students who earn valuable pilot-in-command hours under the watchful eye of SIU's professional aviators.

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*“Business aviation has long led the way in promoting advances aimed at reducing the industry’s environmental footprint”*

— ED BOLEN  
NBAA President and CEO

manufacturing companies, to lost flights and revenues at regional airports, to reduced business at fixed base operators (FBOs), to decreased demand for charter services, to companies having to delay doing business due to high costs.

- » Business aviation activity has been down; for example, the FAA reported that GA activity at airports like the one in Springfield, IL was down 30 percent.
- » The flagging economy has impacted companies and communities nationwide that rely on business aircraft. In the past year, the inventory of used airplanes for sale reached an all-time high. Prices for business airplanes declined over 40 percent, and employment at leading companies fell up to 50 percent.

In confronting the volatility of this economy, business aviation will work with the rest of the aviation community and the government to find long-term solutions.

### **Build on Environmental Successes**

Although the industry represents a tiny fraction of transportation emissions, business aviation is focused on promoting mobility while minimizing the industry’s environmental footprint. For decades, the general aviation community has led in reducing emissions through airframe and engine advances and through the development of operational efficiencies:

- » The industry continues to reduce emissions through new technologies, which means that today’s aircraft engines are 50 percent cleaner, quieter and more fuel efficient than when they were introduced.
- » Twenty years ago, the industry developed winglets for general aviation aircraft, which optimize aircraft performance and flight range, and contribute to a more efficient fuel burn, thereby reducing emissions. This equipment is now in place on an increasing number of general aviation and commercial aircraft.
- » Operational improvements supported by general aviation have resulted in system efficiencies that help the environment. Over three years ago, NBAA Members began equipping aircraft with cockpit technology allowing for reduced vertical separation minimums, or RVSM, which effectively doubled the system’s airspace capacity.
- » General aviation was at the forefront of the development of automatic dependent surveillance-broadcast (ADS-B), the cornerstone for aviation system modernization and capacity expansion, which allows for optimal efficiencies in routing, approaches and other uses of the aviation system, which reduces fuel burn and emissions.
- » NBAA Members supported the development of precision approach procedures, which likewise produce efficiencies by

enabling operators to custom-tailor flight paths, minimizing fuel burn and noise, while preserving operational safety.

The business aviation community also believes that an effective way to reduce emissions is to continue the work already done to implement a more efficient Next Generation aviation system, or “NextGen,” based on satellite technology. The Government Accountability Office has cited FAA data showing that “the full implementation of NextGen could reduce greenhouse gas emissions from aircraft by up to 12 percent by 2025.

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**To meet both our nation’s economic needs and emergency requirements, the U.S. needs a diversity of aviation operators, operations and a wide range of airports in all 50 states. NBAA Members across the country stand ready to work in partnership with the government to strengthen this critical national asset – driving economic growth, jobs and investments throughout the United States, all while expanding and modernizing the safest and most efficient aviation system in the world.**

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