



It's About **People.**

Aviation Personnel International

*Presentation to the
National Transportation Safety Board*

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Who is Business Aviation



It's About **People.**

- FAR Part 91
 - Corporations that operate aircraft with professional pilots as a strategic business unit supporting the core business of the organization.
 - High Net Worth individuals who operate aircraft for their personal and professional travel needs and employ professional pilots to operate the aircraft.
 - Operational size from 1 to 32 aircraft.
 - Provides
 - On demand transportation
 - Scheduled shuttles
 - A limited number of business operators provide charter through an affiliation with a FAR Part 135 Charter Certificate holder.

Who is Business Aviation



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- FAR Part 135
 - Management companies that provide turn-key solutions for managing business aircraft
 - Charter operators

How Does Business Aviation Function



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- Strategic business unit
- Small group of aviation professionals
- Responsible for 100% of the operations
- Pilots generally have multiple duties and develop areas of operational expertise
- Performance Culture

What is Business Aviation Looking for When Hiring a Pilot



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- Skills and experience
 - No one guideline, but generally:
 - 4,000 TFT for PIC
 - 3,000 TFT for SIC
 - Time in Type
 - ATP
 - Type rating – not necessarily in their aircraft
- Education – college degree generally desired
- Engagement and teamwork
- Cultural fit – personality fit
- Growth potential
- Ability to manage entire trip and to make sound decisions in regards to safety, operations, security, finances, asset protection and passenger safety, security, comfort and service.

Where do Pilots for Business Aviation Get Their Training?



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- Military
- Airlines – mostly regional carriers
- Training organizations and schools followed by building time through various operations including:
 - Instructing
 - Freight transport