Business Aviation and Air Charter Management Course: FBO, Charter Sales and Cost per Hour

19 – 23 April 2027
Paris - Right Bank business hotel



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Introduction:

Business aviation and air charter management, covering FBO operations, charter sales and cost per hour, is a 1-week course for charter operator, aircraft management, FBO and VIP flight department managers that ends with a Business Aviation Operating and Commercial Plan for a case operator. Operators and owners lose margin when charter quotes ignore repositioning legs, management fees hide owner costs, private terminals price handling without a revenue model and crewing outpaces safety oversight. Nominees already sell, manage or run private flights and learn through a modelling build on trip data. CoreConcept Training Center delivers this business aviation management course.

Course Objectives:

- Distinguish the roles of charter operators, brokers, aircraft management companies, FBOs and private flight departments and map how revenue and responsibility flow between them
- Build charter quotes that price occupied hours, positioning and empty legs, crew overnights, handling, catering and landing charges against target margin
- Draft and review aircraft management agreements that set owner charter revenue sharing, management fee scope, pass-through costs and monthly owner reporting
- Model fixed and variable cost per flight hour and an annual owner budget for a business jet at different utilisation levels
- Plan FBO and VIP terminal services, fuel and handling pricing, ground experience standards and revenue per movement
- Assemble a Business Aviation Operating and Commercial Plan covering crewing, safety oversight, charter sales targets and owner economics for a case operator

Target Audience:

- Charter operator managers responsible for fleet commercial performance, sales targets and crew planning
- Charter sales and brokerage teams responsible for trip quotes, client accounts and empty leg sales
- Aircraft management account teams responsible for owner relationships, budgets and monthly cost reports
- FBO and private terminal managers responsible for handling, fuel sales, hangarage and passenger experience
- Private and VIP flight department managers responsible for aircraft availability, crew, safety and the annual flying budget

Course Outline:

Day 1: Business Aviation Market Structure and Operator Business Models

- Business Aviation Segment Map From Turboprops to Large Cabin Jets
- Charter Operator, Broker and Aircraft Manager Role Boundaries
- Ownership Access Models Including Jet Cards and Fractional Shares
- FBO Revenue Streams From Fuel, Handling and Hangarage
- Operator Baseline Review Using Fleet Utilisation and Trip Data

Day 2: Charter Sales, Quoting Methods and Owner Cost Models

- Charter Quote Build With Occupied Hours and Positioning Legs
- Empty Leg Pricing and One-Way Availability Resale Methods
- Fixed Versus Variable Cost per Flight Hour Model
- Annual Owner Budget With Crew, Hangar and Insurance Lines
- Charter Revenue Offset Against Owner Fixed Costs

Day 3: Aircraft Management Contracts, FBO Operations and Crewing

- Aircraft Management Agreement Fee Scope and Pass-Through Costs
- Owner Monthly Statement and Cost Transparency Report Design
- FBO Handling Service Standards and VIP Passenger Journey Mapping
- Into-Plane Fuel Sales Margin and Supplier Contract Terms
- Crew Sizing Ratio, Rostering and Contract Pilot Use

Day 4: Safety Oversight, Commercial Risk and Service Problem Cases

- Safety Management System Hazard Register for Charter Flights
- Charter Customer Due Diligence and Sanctioned Party Screening
- Broker Contract Disputes Over Cancellation and Substitution Aircraft
- Owner Billing Disputes and Management Fee Benchmarking
- VIP Terminal Security, Privacy and Protocol Incident Handling

Day 5: Modelling Build of the Business Aviation Operating and Commercial Plan

- Case Operator Fleet, Owner and Terminal Data Brief
- Case Charter Rate Card and Empty Leg Sales Model
- Case Owner Cost per Hour and Budget Sensitivity Run
- Case Crewing, Safety Oversight and Terminal Service Targets
- Business Aviation Operating and Commercial Plan Completion and Defence

Skills You Will Gain:

- Charter Quote Pricing
- Empty Leg Revenue Management
- Cost per Flight Hour Modelling
- Owner Budget Preparation
- Aircraft Management Agreement Review
- FBO Revenue Planning
- Flight Crew Sizing
- Charter Safety Oversight

Why Attend This Course:

- Deliver a Business Aviation Operating and Commercial Plan for a case operator to the accountable manager, owner representative or commercial director
- Decide charter rates, owner fee structures and terminal service prices using a tested cost per flight hour model
- Avoid loss-making quotes, unbilled owner costs and charter disputes that erode margin and client trust
- Share rate cards, owner budget templates and management agreement checklists with sales, finance and operations colleagues

Conclusion:

Back at work, the participant gives the accountable manager, commercial director or owner representative a Business Aviation Operating and Commercial Plan that sets charter rate cards, empty leg policy, owner budgets, management fee terms, terminal service targets and crewing levels for a case operator. Leaders use it to approve pricing, renegotiate management agreements and size crew and terminal teams. After the first season of flying under the plan, the unit should compare quoted and achieved margins, owner cost per hour and safety reports with the plan.

Frequently Asked Questions FAQ:

What should participants know before a business aviation and air charter management course?

Participants should already work in charter sales, aircraft management, FBO operations or a private flight department and be comfortable with basic budgets and spreadsheets. Bringing an anonymised quote, owner statement or terminal price list helps them apply the modelling build to their own operation.

How does business aviation and air charter management differ from an airline operations or aircraft leasing course?

It covers the commercial running of private flying: charter quotes, empty legs, management agreements, owner cost per hour, FBO services and crewing. Airline operations courses cover scheduled networks and dispatch, and leasing courses cover lease pricing, reserves and aircraft funding.

Why does business aviation and air charter management separate fixed and variable cost per flight hour?

Fixed costs such as crew salaries, hangar and insurance are paid whether the aircraft flies or not, while fuel, engine programmes and fees rise with each hour. Separating them shows owners the true hourly cost at each utilisation level and sets charter floor prices.

What do participants take back from the business aviation and air charter management course?

Participants take back a Business Aviation Operating and Commercial Plan for a case operator, with a charter rate card, empty leg model, owner cost per hour budget, management agreement checklist and terminal service targets they can adapt to their own operation.