



PlaneSmart! Aviation

Aircraft Ownership Simplified – At a Fraction of the Cost

By Sallie Caddell

By employing the efforts of PlaneSmart! Aviation, pilots and non-pilots looking to solve their varied personal and business transportation needs can enjoy all of the perks of owning a top-quality aircraft without the hassle and extra costs of maintaining it!

A relatively new but highly unique company, PlaneSmart! is headquartered in the Dallas/Fort Worth Metroplex and also located in spacious hangars in Austin (AUS) and Addison (ADS). They sell Professionally Managed Shared Ownership (PMSO) aircraft, also known as fractional ownership, in new Turbo-normalized Cirrus SR22-G3 airplanes, the best-selling single engine aircraft in its class for the last five consecutive years. They currently manage six Cirrus airplanes at these two locations and have plans to expand to additional cities with more airplanes in the near future.

“We sell shares in Cirrus aircraft as low as one-eighth or 12.5 percent for \$75,900,” explains Michael Brosler, who

handles marketing and communications for PlaneSmart!. “When a customer signs on with PlaneSmart!, they purchase equity



Jeffery A. Cullen, president, at PlaneSmart!'s Operational Control Center

ownership in the plane—not just time in the plane—and are actually added to the

title on the aircraft. So even if PlaneSmart! went away, the purchaser would still have an asset that belongs to them.” Coincident with the agreement to purchase an equity share, fractional owners engage PlaneSmart! as the management company to take care of the aircraft on their behalf.

Co-owning an aircraft through PlaneSmart!'s PMSO program is more cost-effective than sole ownership. For a monthly management fee of \$897 for a one-eighth share, PlaneSmart! takes all the “hassles” out of owning an airplane by providing turn-key management services such as maintenance, fuel, hangaring, insurance, cleaning, scheduling, database subscription updates, and keeping current on airworthiness directives. The company also employs a staff of full-time pilots who help with flight planning as well as primary, advanced, and currency training.

“Most of our clients are pilots, but we’re also seeing an increased number of non-pilots,” says Brosler. “The pilots are looking for a flying solution in a high-quality

aircraft like a Cirrus. The non-pilots who use our program also have transportation needs and want a cost-effective alternative to avoid the headaches of commercial air travel.” For a fee that is surprisingly competitive with commercial air travel, non-pilot owners simply contract directly with well-qualified professional pilots to take them and their passengers where they want to go. Not only can owners travel on their own schedule, but they don’t have to deal with airport security, schedule changes, flight cancellations, delays or maintenance issues because if one of the airplanes is down, there is a fleet of identical airplanes to choose from. Besides the cost savings, that is perhaps the best part of being a fractional owner with PlaneSmart!: when you buy a share of one, you have access to the entire fleet when the need arises (as it invariably will).

When owners sign on with PlaneSmart!, they enroll in a four-year program. After four years, PlaneSmart! will sell these brand new airplanes and replace them with new, more modern airplanes. “At the time we sell the aircraft, the owners get their equity out of the plane at whatever the current market value is and have the option of having that refunded to them in cash or rolled into a new aircraft share,” explains Brosler.

PlaneSmart! owner-pilots and non-pilots enjoy equity partial-ownership in the high performance Turbo-normalized Cirrus SR22-G3 aircraft. The G3 can travel at over 200 mph or non-stop to a maximum of 1,170 nautical miles without refueling. Each PlaneSmart! aircraft is available to fly approximately 600 hours per year, which ensures each one-eighth share owner a minimum of 75 hours per year of flying time. Hour allocations are flexible within the four-year ownership term, allowing owners to push or pull a certain percentage of their hours depending upon need.

Brand new and meticulously maintained, these aircraft boast all of the latest avionics technology and amenities: Avidyne “Glass cockpit,” dual Garmin GNS-430 Global Positioning Systems, WAAS, Skywatch traffic avoidance, in-cockpit weather data link, cabin air-conditioning and ice-protection, rich leather interior, electronic charts, engine parameter monitoring,



noise canceling headsets for pilot and passengers, charts, an airframe parachute system, satellite XM radio, and much more. “We even have paper chart backups in the aircraft,” adds Brosler, “so all our clients have to do is schedule the plane and/or pilot via the Web, email or phone, head off to the airport and fly.”

In addition to its PMSO program, PlaneSmart! offers Cirrus Factory Training and rental services. For a one-time fee, pilots can obtain factory designed transition training in a Cirrus SR20 airplane with glass-cockpit instrumentation from high-time CSIP instructors. After completing the transition course, pilots can then fly PlaneSmart! Cirrus SR20 aircraft at an hourly rate. Non-pilots who want to learn to fly can actually complete the entire

private pilot course through PlaneSmart! in a Cirrus SR20. Like the PlaneSmart Turbo-normalized Cirrus SR22-G3, the SR20 aircraft are fully loaded and ideal for training or taking short trips to build flight hours.

So why buy an airplane on your own when, for a fraction of the price, you can own as much as you need and have access to a fleet of identical aircraft to assure availability when you want it? Qualified buyers can even finance their aircraft share for as little as \$12,500 down and around \$1,570 per month. Simple right? Maybe even PlaneSmart! →

For more information, visit www.planesmart.com or call 866-264-2569.