

MAGAZINE



BizAvJetsUSA

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Interview with Dr. Joseph Nantomah

*Entrepreneur, Influencer,
and Real estate investor*

From Youth Pastor to Jet Broker

*Interview with
Tom Lelyo*



**Bizavjets USA interviews
NBAA president Ed Bolen
at EAA AirVenture 2023**



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NOT JUST THE DESTINATION

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A Letter from the Publishers



Dear Readers,

Welcome to the Summer 2023 edition of BizAvJets USA. As we reflect on wonderful experiences at AirVenture Oshkosh and look forward to the upcoming NBAA-BACE conference in Las Vegas, we are thrilled to present you with more great stories and exciting business aviation news.

According to NBAA, business aviation is a huge economic stimulus in the United States today. These facts and figures excite us, as we know business aviation and jets are changing the world.

This quarter, we had the privilege to conduct interviews with Ed Bolen and Dr. Joseph Nantoma. Both have improved the business aviation industry and have used the industry to better themselves.

As you probably know, Ed Bolen is the head of NBAA, a dynamic organization that advocates for business aviation, owners, and pilots in Washington DC everyday. Nantoma is an investor and entrepreneur who has leveraged the power of business jets in his work.

What will be your next move in private aviation? Are you looking to invest in a new venture, purchase a new aircraft, or sell an aircraft? The stories in this quarter's BizAvJets USA are sure to help you navigate that process. We look forward to seeing you at NBAA-Base in Las Vegas this fall.

Blue Skies,

Sincerely,

Annamarie Buonocore and Elijah Stepp
Co-Publishers
BizAvJets USA



MAGAZINE
BizAvJetsUSA



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New Aircraft, Sustainability and Innovation Capture Imaginations at EBACE2023

Game-changing technologies, the debut of all-new aircraft, groundbreaking solutions for sustainable flight and exciting market opportunities were all center stage for one of the most consequential editions of the European Business Aviation Convention & Exhibition (EBACE) to date. Set in Geneva, Switzerland, May 23-25, the event is co-hosted by the National Business Aviation Association (NBAA) of Washington, D.C. and the European Business Aviation Association (EBAA) based in Belgium.

“At EBACE, we saw how business aviation is re-inventing the very technology of flight to take on new missions, serve new customers and connect the world sustainably,” said EBAA Chairman Juergen Wiese. “For decades, our industry has pioneered breakthroughs to fly not only further but more efficiently, and at EBACE, we accelerated our incredible pace of innovation.”

With a drumbeat of announcements from aircraft manufacturers, the show featured the unveiling of Textron Aviation’s new Cessna Citation Ascend, and the EBACE debut of Airbus Corporate Jets’ ACJ TwoTwenty, Bombardier’s Challenger 3500 and Gulfstream’s G800 aircraft.

“We saw amazing new aircraft announced and debuted, designed to meet the needs of an evolving global business marketplace,” said NBAA President and CEO Ed Bolen. “We had a first-hand look at the fuels, propul-

sion systems and technologies that will lead to net-zero flight. We were inspired by the trailblazers in our industry who are championing teamwork and inclusion. EBACE showed us all that is possible today, and how our shared vision will shape tomorrow.”

The show opened with a blockbuster keynote with Formula One powerhouse duo Toto and Susie Wolff. The global superstars in racing, business and philanthropy wowed a standing-room only crowd with stories of leadership and continuous learning. The two extolled the shared aims of racing and business aviation, pointing to parallels for safety, sustainability, technical excellence, diversity and high performance.

EBACE2023 featured a full and bustling exhibit floor, a sold-out aircraft display, and packed sessions on the show floor, including in the new sustainability theater. Held at the Palexpo convention center and adjacent Geneva Airport (GVA), the annual event – the largest of its kind in Europe – was co-hosted by NBAA and EBAA, bringing both U.S. and European perspectives regarding general aviation, including business aviation, to the floor.

Throughout the week, EBACE2023 reflected a spirit of optimism and opportunity:

- In a first-of-its-kind panel on the show’s media

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New Aircraft

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day, CEOs from the top aircraft manufacturers shared their investments in low-emissions technologies and united goal of decarbonizing business aviation.

- In a top-billed session, Patrick Ky, the executive director of the European Union Aviation Safety Agency (EASA) and Michael Huerta, the former Federal Aviation Administration (FAA) administrator who serves on the boards of Joby and Delta Air Lines, talked with advanced air mobility (AAM) developers. With leaders promising certification and the first commercial flights by 2024 – and several AAM aircraft displayed on the show floor – EBACE affirmed the new mode of air transport will soon become a reality.

- EBACE2023 promoted the production and use of Sustainable Aviation Fuel (SAF) with a sold-out supply of SAF at GVA for the show week, availability of the fuel at select U.S. airports with EBACE-bound flights, and an EBACE book-and-claim option at a U.S. airport where the fuel is not present.

- Carbon emissions from all attendee travel to and from the show, and from the 22 hotels and the shuttle buses used for EBACE were offset by carbon credits provided through a partnership with 4AIR. A record number of exhibitors signed the EBACE Exhibitor Sustainability Pledge, making this year's convention perhaps the most sustainable ever.

- The Tuesday keynote session also included SolarStratos CEO Raphaël Domjan, the visionary pilot whose solar-powered aircraft, capable of flights into the

stratosphere, could reshape the very definition of aviation.

- A newsmakers series brought together leaders from government, industry and philanthropy on transforming aviation's most pressing challenges into its most promising opportunities. In one newsmakers session on sustainable propulsion, engineers reported on testing hybrid-electric and 100% SAF-powered aircraft – nearly ready for commercialization.

- EBACE's three-day Sustainability Summit convened experts to detail the many ways entrepreneurs and companies are making the sector ever-more sustainable on the ground and in the air.

- This year's EBACE2023 Career Day, with dozens of students in attendance, kicked off with Mack Rutherford, the youngest person to fly solo around the world. After Rutherford discussed his advice for reaching ever-higher altitudes in life, the students were provided with peer-to-peer learning opportunities, and a tour of the EBACE exhibit floor and aircraft display.

This year's EBACE was dedicated to the memory and legacy of Athar Husain Khan, the Secretary-General of EBAA, lost this year, whose passion for business aviation and belief in human connection undergirded the entire show.

See all the multimedia EBACE coverage, including news stories, photo galleries, EBACE TV video coverage and more. Join the conversation on social media with the event hashtag #EBACE2023, where aviation influencer Uptin Saiidi shared highlights from the show.

EBACE will return to Palexpo and Geneva Airport next year from May 28-30, 2024.



During this year's EBACE2023 Career Day, students were provided with peer-to-peer learning opportunities and a tour of the EBACE exhibit floor and aircraft display. (Photo courtesy EBACE)



Cessna SkyCourier passenger aircraft. (Photo courtesy of Business Wire)

Textron Aviation Delivers First Passenger Unit Of Cessna Skycourier Large-Utility Turboprop

Textron Aviation on May 23 announced the recent delivery of the first passenger unit of the twin-engine, large-utility turboprop, the Cessna SkyCourier, for use by Western Aircraft, Inc., doing business in Hawaii as Lāna'i Air. The company offers luxury air service connecting Oahu to the island of Lāna'i.

The Cessna SkyCourier is designed and produced by Textron Aviation Inc., a Textron Inc. company.

"The Cessna SkyCourier is well on its way to becoming a legendary aircraft for our company," said Lannie O'Bannion, senior vice president, Global Sales and Flight Operations, Textron Aviation. "It's highly versatile, with cabin flexibility, payload capability, performance and low operating costs, and has already proven to be popular around the world."

Certification and deliveries of the SkyCourier commenced in early 2022. The aircraft is a clean-sheet, custom design that brings modern solutions and unmatched value proposition to the segment.

"We're thankful for our talented team who brought the Cessna SkyCourier to life, and for customers like Lāna'i Air, who see the value in this incredible aircraft," O'Bannion said.

Designed with serviceability at the forefront, the SkyCourier features simple systems and easy access points throughout the aircraft for easy maintenance. The team also developed innovative ways to optionally convert the aircraft from a 19-seat passenger configuration to cargo configuration using patent-pending quick release seats and removable bulkheads.

About the Cessna SkyCourier

The Cessna SkyCourier twin-engine, high-wing turboprop offers a combination of performance and lower operating costs for air freight, commuter and special mission operators. It's available in both freighter and passenger versions. The 19-passenger variant includes crew and passenger doors for smooth boarding, as well as large cabin windows for natural light and views. Both

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100th Cessna Citation Longitude (Photo courtesy of Business Wire)

Textron Aviation Celebrates Its 100th Flagship Cessna Citation Longitude Production Unit

Textron Aviation on May 23 announced the 100th production unit of the company's flagship Cessna Citation Longitude business jet rolled out of the factory and is expected to deliver later this year.

The Cessna Citation Longitude super-midsize business jet is designed, produced and delivered by Textron Aviation Inc., a Textron Inc. company.

Textron Aviation employees celebrated this significant milestone with a special celebration at Textron Aviation's headquarters in Wichita.

"The Citation Longitude has redefined its category with class-leading performance, efficiency and an unrivaled cabin experience," said Ron Draper, president and CEO, Textron Aviation. "A milestone like this wouldn't be possible without the owners and operators who love to fly our aircraft, or the extraordinary workforce that designs, builds and maintains this legendary aircraft."

The Citation Longitude incorporates the latest technologies throughout the aircraft like integrated autopilot and autothrottle systems with emergency descent mode (EDM). The aircraft is equally designed around the pilot experience, passenger comfort and overall performance,

delivering an aircraft that lives up to its designation as the flagship of the Citation family of business jets. No other super-midsize business jet offers more range, greater payload or higher cruise speed at a lower direct operating cost.

The Citation Longitude gained FAA certification in September 2019 and Textron Aviation began customer deliveries soon after.

About the Cessna Citation Longitude

With a range of 6,482 kilometers (3,500 nautical miles) and full fuel payload of 726 kilograms (1,600 pounds), the Citation Longitude is designed to elevate passenger expectations in the super-midsize class by delivering the quietest cabin, a low cabin altitude (1,509 meters / 4,950 feet) more standard features and a comfortable, bespoke interior. With seating for up to 12 passengers, including an optional crew jump seat, the Longitude features a stand-up, 6-foot tall flat-floor cabin. A standard double-club configuration delivers the most legroom in the super-midsize class. Fully berthable seats are designed and manufactured in-house, and a spacious

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Dr. Joseph Nantomah

Entrepreneur, Influencer, Real Estate Investor

By Eli Stepp



BizAvJets USA Co-Founder Eli Stepp Joins Dr. Joseph Nantomah and others on Private Jet Networking Event. (Photo Courtesy of Dr. Joseph Nantomah)

BizAvJets USA Magazine has encountered a fascinating, inspirational, and motivational individual. We are pleased to have interviewed Dr. Joseph Nantomah. We are confident our readers will not only enjoy this piece but will also be inspired and motivated as well.

Personal Note

In the spirit of transparency, this article writer does business with Dr. Nantomah with BizAvJets, Inc. advisory services, which is a separate entity not connected with BizAvJets USA, LLC. (Publisher of BizAvJets USA Magazine.)

Bio

Dr. Joseph Nantomah has become a notable and sought-after millionaire investor from Africa. In 2016, Nantomah and his family emigrated from Africa to Wisconsin in the United States with just \$4,700. With the help of his mentors in the United States, he built real estate assets currently valued at over \$23 million, which continues to grow. Dr. Nantomah owns and operates 16 businesses as a real estate investor, mentor, serial en-

trepreneur, and life coach. He has impacted the lives of more than 500,000 people through his brands and, during the pandemic, fed over 25,000 people in Africa. Throughout his career, Nantomah has received awards and accolades and has been recognized worldwide for his outstanding leadership and commitment to those he serves. Continuing with his mission, he was recently nominated for an honoree award by the International Association of Top Professionals as “Top Inspirational Entrepreneur of the Year 2022.” Dr. Nantomah’s newest venture, Wealth Flow Inc., teaches business owners and entrepreneurs how to build and maintain wealth through business boot camps, speaking engagements, coaching, and wealth flow events. He is also a Philanthropist cre-

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Nantomah

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ating and financing several nonprofits, donating funds to feed 25,000 people during COVID in Africa, and funding grants to the tune of \$600,000 in the last two years.

BAJUSA: Eli Stepp and Annamarie Buonocore are here with BizAvJets USA Magazine. We are very fortunate to have Dr. Joseph Nantomah with us today. We are very excited to speak to him. Thanks for being with us, Dr. Nantomah.

JN: Thank you for having me.

BAJUSA: You're welcome. It is our understanding you're an entrepreneur, an influencer, a real estate investor. Is that correct and is there anything else you'd like to add to that?

JN: Well, so many people have called me so many things, but I'll call myself a coach and an entrepreneur.

BAJUSA: Excellent, I appreciate that. Could you just start off by telling us a little bit about yourself and when you arrived here in the United States?

JN: I was born in the southern part of Nigeria 46 years ago. I didn't have the opportunity of having much education back home because my parents were poor. I

better. It has been an amazing ride. In 2016, I moved down to the United States here with my family with less than \$5,000 in my pocket.

BAJUSA: Wow, when you came to the United States, you had less than \$5,000 in your pocket. At that time, you moved to the Milwaukee area, is that correct?

JN: Yes, it's amazing because we traveled to New York, Pennsylvania, Texas, Oklahoma, and Chicago. (At the time, we thought Chicago was a State instead of a city). We finally decided that we wanted to settle in Milwaukee, Wisc. in 2017.

BAJUSA: Have you always been self-employed in the United States?

JN: Basically yes. However, I had previously assisted a group gain needed funding for their venture. Afterward, they offered to sponsor me with assistance to live in the United States providing limited funding. The funds I had at that time would be considered rich by Africa economic standards, but was next to nothing in the US.

BAJUSA: Very inspiring. What came next?

JN: Meetings and signing bundles of immigration documents. (Which happened to be on May 22nd, my daughter's birthday). After document signatures, I asked my attorney, "What is next?" He explained that I go



Private Jet Networking Event Group Photo. (Photo Courtesy of Dr. Joseph Nantomah)

grew up in a very poor background, but I was able to get through high school. I did a project management course training and started helping a lot of people. I found the world of consulting very intriguing, so I started giving consulting services and pretty much just helping people to become better. The biggest advantage to helping people to become better is that you yourself start getting

wait, and not raise my expectations as it could take a year. He jokingly said, "Joseph, while you wait, at least you qualify to have a library card." What was meant to be a joke is something I took seriously and literally held onto that statement.

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Nantomah

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BAJUSA: Is that right? Interesting.

JN: With my state ID, I obtained my library card. This is where my entrepreneurial journey really began. I started exposing myself to some of the most successful people in the United States. Reading about Donald Trump, Steve Jobs, Grant Cardone, and other successful people. The one thing they all had in common was success in real estate. Realizing companies like McDonald's were really in the real estate business as they own properties, which they lease to franchisees, I began learning real estate investing by shadowing what other successful real estate investors have done. For example, when talking to a group, I learned about real estate wholesaling and within a period of eight months, I made my first \$8,000. Since then, I have become a real estate investor in multiple deals.

BAJUSA: Wonderful. It is our understanding you have met notable well-known people. Could you share more about that?

JN: I am not sure how, but my new business success caught the attention Wisconsin Governor Scott Walker. In 2017, less than a year I've been in the United States, I received an invite from Governor Walker, which was a wonderful blessing. Receiving an invite from the number one person in my state was a huge event for me.

BAJUSA: That would be a huge event for anyone.

JN: It was something myself and my family were so grateful for. We didn't take it for granted. A month later, after I saw Governor Walker, my legal documents arrived allowing me to do business in the U.S. and I started immediately. In May of 2018, Governor Walker took me to the White House to meet Vice President, Mike Pence. I honestly felt like I was having an out of body experience. I felt like America was a place God said, "I'm just going to take Joseph Nantomah and take him there and just show him to the world." Although I was making money in Africa, it was a struggle. The environment there does not support businesspeople, especially in Nigeria where I come from. This is something I share with business owners on a regular basis.

BAJUSA: Well, I appreciate your comments. I think I'll be the first to admit natural-born American citizens probably take things for granted in America and do not realize how hard it is for those in other countries. Your story is very inspiring. Have you been involved with

business aviation?

JN: Yes, I have. We recently held a private-jet-networking event we called "Private Jet Pitch." The concept is participants in the event travel by private jet and pitch their business/investment ideas during the flight. It has been very successful and exciting. Our most recent event was in May of this year. We plan to host other events in June, July, and August of this year. BizAvJets, Inc. President Eli Stepp and I came up with the concept about two years ago at a business conference.

BAJUSA: Very exciting. Hopefully the Private Jet Pitch events can air on TV as a potential series.

JN: Yes, events like that are what success is all about.

BAJUSA: Basically, you are helping others to be empowered.

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*Dr. Joseph Nantomah
(Photo Courtesy of Dr. Joseph Nantomah)*

Tom Lelyo

From Youth Pastor to Jet Broker

By Eli Stepp



Jet Broker Tom Lelyo (Photo courtesy of Tom Lelyo)

BizAvJets USA Magazine values the contributions of those in the Business Aviation Industry. We are fortunate to speak with Tom Lelyo who is making waves as a professional Jet Broker. Tom visited with us recently to share his story.

Bio

Tom Lelyo is a professional business jet broker who excels in assisting clients with their small-light jet needs within the private aviation market. With his expertise, he has successfully facilitated nearly 100 private jet sales transactions, resulting in an impressive total of over \$20 million in gross sales. Beyond his career, Tom treasures the importance of family and cherishes his roles as a loving husband and father of five. Furthermore, his passion for aviation extends beyond the business realm, as he is also a licensed pilot.

BizAvJets USA Magazine is thrilled to have the opportunity to interview Tom Lelyo, a prominent jet broker. Tom has a fascinating journey from being a youth pastor to becoming a successful multimillion-dollar jet seller. After working as a youth minister for about a decade, Tom felt the need to secure a more stable financial future for his growing family, which led him to explore opportunities beyond the church. He transitioned into the secular world as a music school marketing manager, honing his skills in marketing and sales.

Seeking new challenges, Tom stumbled upon an in-

triguing online ad for a luxury sales position. To his surprise, it turned out to be an opportunity to sell private jets. Despite having no prior experience in aviation, his knack for working with people and his background in marketing and sales proved invaluable. In his first year, Tom exceeded his own expectations by making six figures in sales. Over the next two years, he emerged as a top salesperson, selling over 20 jets annually, totaling more than 40 transactions before venturing out on his own.

Tom recently decided to establish his own agency, Jet Life Aero. Although he acknowledges that the first quarter of his new venture has been relatively slow, he remains optimistic about upcoming sales. Currently, his agency has secured a number of listings ranging from Legacy Citations to Falcon 50's, and he is already seeing an increase in market activity into the 3rd quarter.

As a jet broker, Tom's primary focus is on assisting clients with their jet acquisitions and sales. He ensures that the buying process is hassle-free for his clients, providing guidance in choosing the right jet, asking the per-

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FIGURES
IN 7
YEARS.

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Tom Lelyo

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herent questions, and negotiating the sale. He also delves into the realm of acquisitions, helping individuals interested in investing in private jets or purchasing an aircraft for charter purposes.

Tom's involvement in the acquisition process includes coordinating the identification of suitable aircraft, reaching out to all potential sellers in the market, and conducting negotiations. Additionally, he organizes pre-buy inspections, collaborates with maintenance facilities, reviews logbooks, and ensures smooth communication between various parties involved in the transaction. Acting as a quarterback, Tom streamlines the process, offering clients a one-stop-shop experience.

Recognizing the lack of comprehensive information available to buyers in the aviation industry, Tom launched his YouTube channel, The Ultimate Jet Guide. Through his channel, he aims to demystify the jet-buying process and provide valuable insights. By sharing his knowledge and experiences, he empowers buyers to make informed decisions. Tom's social media presence extends beyond YouTube, as he actively engages with his audience on platforms like Instagram, LinkedIn, and TikTok.

In closing, Tom urges individuals interested in purchasing, selling, or chartering private jets to visit TheUlti-

mateJetGuide.com, a free resource that offers comprehensive guides tailored to different aviation needs. For those aspiring to become aircraft brokers, Tom is passionate about inspiring the next generation of professionals in the industry and so he has begun training and mentoring aspiring brokers through his agency, Jet Life Aero. He has created a unique model that he calls, "the industry's first agency-focused, cloud based, private Jet brokerage." If you want to be a Jet Broker, full time, or part time, starting your own agency, or working for an established agency, visit www.jetlifeaero.com/selljets

With his dedication, expertise, and commitment to serving his clients, Tom Lelyo continues to make waves in the jet brokerage world. As a disruptor in the field, he has emerged as a trusted figure, offering exceptional service, sharing valuable knowledge, and ultimately propelling the success of his agency.

BizAvJets USA Magazine wishes Tom all the best and continued success. We are confident our paths will cross in the future. We look forward to visiting with him again.



Eli Stepp has served the Business Aviation Industry for more than 40 years. In addition to founding BizAvJets Inc., and co-founding BizAvJets USA Magazine, he continues to serve the BizAv Industry on a full time basis in multiple roles.

Cessna SkyCourier

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configurations offer single-point pressure refueling to enable faster turnarounds.

The freighter variant features a large door and a flat floor cabin that is sized to handle up to three LD3 shipping containers with an impressive 6,000 pounds of payload capability.

The aircraft is powered by two wing-mounted Pratt & Whitney PT6A-65SC turboprop engines and features the McCauley Propeller C779, a heavy-duty and reliable 110-inch aluminum four-blade propeller, which is full feathering with reversible pitch, designed to enhance the performance of the aircraft while hauling tremendous loads. The SkyCourier is operated with Garmin G1000 NXi avionics and has a maximum cruise speed of more than 200 kts. The SkyCourier has a 900 nautical-mile maximum range.

For more information, visit www.txtav.com, www.defense.txtav.com, or www.scorpionjet.com.

100th Flagship

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walk-in baggage compartment is accessible throughout the flight. State-of-the-art cabin technology enables passengers to manage their environment and entertainment from a mobile device. The spacious cockpit incorporates easier access and an ergonomic design that fully focuses on crew comfort and efficiency.

The clean-sheet design of the Longitude integrates the latest technology throughout the aircraft, bringing customers the lowest direct operating cost in its class. Powered by FADEC-equipped Honeywell HTF7700L turbofan engines the Longitude combines on-condition engine overhaul periods to best-in-class airframe intervals of 18 months / 800 hours, whichever occurs first. Textron Aviation's full time diagnostics recording system (ARes) and 3D Technical Publications combine advanced technology to reduce maintenance downtime and overall costs to operation.

For more information, visit www.txtav.com, www.defense.txtav.com, www.scorpionjet.com.

Honda Aircraft Company Announces Plan to Commercialize New Light Jet



Honda Aircraft Company announced it plans to commercialize the HondaJet 2600 Concept, an all-new light jet, by 2028. (Photo courtesy Honda Aircraft)

Honda Aircraft Company on June 13 announced it will commercialize the HondaJet 2600 Concept, an all-new light jet that was first introduced at the 2021 NBAA Business Aviation Convention & Exhibition (NBAA-BACE). The company also said it will target type certification in 2028 for the new light jet, which represents a new product line for Honda Aircraft Company and will be offered alongside its existing very light jet model, the HondaJet Elite II.

The new light jet program has garnered a positive market reaction since its introduction at the 2021 NBAA-BACE. The new aircraft will surpass the performance, comfort, and efficiency of typical light jets by providing a medium-sized jet experience. It is designed to be the world's first light jet capable of nonstop trans-continental flight across the United States, with a quiet and spacious cabin suited for long-range travel and the ability to accommodate up to 11 occupants. The aircraft is also designed for single-pilot operation.

Additionally, based on the commitment of Honda Aircraft Company to reducing carbon emissions, the new

light jet will deliver unparalleled fuel efficiency, with up to 20 percent better fuel efficiency compared to typical light jets, and more than 40 percent better fuel efficiency than medium-sized jets during a typical mission.

"The commercialization of our new light jet represents Honda's next chapter of skyward mobility, which further expands the potential of people's lives," said Hideo Yamasaki, President and CEO of Honda Aircraft Company. "By building on the expertise behind our technological innovations, we will accelerate the development of the program with sustainability a key element throughout."

Honda Aircraft Company has identified critical suppliers for the new light jet, entering into strategic supplier agreements with Aernnova for aerostructures and components, Garmin for avionics, Spirit AeroSystems for the fuselage, and Williams International for engines. Honda Aircraft Company is finalizing engineering designs for the new light jet, with fabrication activities underway.

For more information visit HondaJet.com.

GAMA Releases First Quarter 2023 Aircraft Shipments and Billings Report

On May 25, the General Aviation Manufacturers Association (GAMA) published the First Quarter 2023 General Aviation Aircraft Shipments and Billings Report. The aircraft manufacturing industry's results for the first three months of 2023 when compared to the same period in 2022, point to increasing aircraft unit deliveries across most aircraft segments while the overall value of the aircraft shipments was slightly lower for airplanes but increased for helicopters.

"The continued health of general aviation manufacturing industry is encouraging, particularly in light of persistent supply chain, workforce and North American regulatory process challenges. Our manufacturers are focused on meeting this thriving product demand with new aircraft which incorporate advanced technologies that further enhance safety and fuel performance. During this transformative time in aerospace, our manufacturers continually demonstrate that our sector is the technology incubator for safety and sustainability. This message was being emphasized last month at EBACE in Geneva and will also be a focus at the Paris Airshow as we counter the short-sighted, irrational attacks directed upon business aviation in Europe.

"In stark contrast, emphasis on our demonstrated record of environmental sustainability leadership was very well received on Capitol Hill in early May when GAMA member company leaders participated in more than 125 meetings with U.S. legislators. Other issues discussed with Senators and Representatives across the political spectrum included the immediate need for a confirmed FAA Administrator, improved training for the young FAA workforce, strengthened bilateral engagement and timely passage of an FAA reauthorization bill to provide clear, multi-year direction for the agency," said Pete Bunce, GAMA President and CEO.

Aircraft shipments through the first quarter of 2023, when compared to the same period in 2022, saw piston airplane deliveries increase 10.1 percent with 294 units, turboprop deliveries increase 6.4 percent with 117 units, and business jet deliveries were flat with 117 units. The value of airplane deliveries through the first quarter of 2023 was \$3.7 billion.

Helicopter shipments were robust when compared to the first quarter of 2022; piston helicopter deliveries increased 40 percent with 56 units, and turbine helicopter deliveries increased 53 percent with 153 units.

First Quarter Aircraft Shipments and Billings

Aircraft Type	2022	2023	percent Change
Piston Airplanes	267	294	+10.1 percent
Turboprops	110	117	+6.4 percent
Business Jets	118	117	-0.8 percent
Total Airplanes	495	528	+6.7 percent
Total Airplane Billings	\$3.8B	\$3.7B	-3.5 percent
Piston Helicopters	40	56	+40.0 percent
Turbine Helicopters	100	153	+53.0 percent
Total Helicopters	140	209	+49.3 percent
Total Helicopter Billings	\$0.5B	\$0.8B	+59.9 percent

GAMA's complete 2023 first quarter report can be found at gama.aero.

Textron Aviation Unveils Newest Addition To Bestselling Business Jet Family: **Cessna Citation Ascend**



Cessna Citation Ascend. (Photo courtesy Business Wire)

Textron Aviation announced on May 22, the newest Cessna Citation business jet in the legendary 560XL series — the Cessna Citation Ascend. Unveiled on the eve last month's European Business Aviation Convention and Exhibition (EBACE), the Citation Ascend is designed to bring an entirely new cockpit, improved performance and a more luxurious cabin to the midsize business jet market. EBACE attendees enjoyed access to a new Citation Ascend mock up that debuted during the show. Currently under development, the aircraft is expected to enter into service in 2025.

The Cessna Citation business jet family is designed and manufactured by Textron Aviation Inc., a Textron Inc. company.

"Of the Citation family, there's none more flown than the Citation 560XL series. With an 560XL aircraft taking off or landing every two minutes somewhere in the world, this aircraft will be part of the most successful business jet family," said Ron Draper, president and CEO, Textron Aviation. "On behalf of our teams, we are proud to announce the latest innovation in the Citation family — the new Cessna Citation Ascend. We asked customers what they wanted in the next evolution of this iconic aircraft, and we believe the Citation Ascend will deliver."

Whether flying for charter services, personal transportation or corporate flight departments, the Ascend is designed to lead the market in performance and cabin experience.

A jet that means business

The Cessna Citation Ascend will offer state-of-the-art Garmin G5000 avionics featuring the latest software and hardware, including:

- Autothrottle technology to reduce pilot workload and provide flight-envelope protection
- Three large, 14-inch ultra high-resolution displays with split-screen capabilities
- Standard dual flight management systems
- Synthetic vision to render obstacles like mountains or terrain
- Cockpit voice and data satellite transceiver to make satellite calls from the cockpit
- New Garmin advanced weather detection and avoidance technology
- Second Iridium data radio and CPDLC to support customers with more direct routing between North America and Europe (optional)

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Cessna Citation Ascend

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The Citation Ascend will give operators versatility and flexibility to accomplish any mission, now and in the future. Customers will also enjoy many of the luxuries found in the bestselling Citation Latitude and flagship Citation Longitude. This is made easier with a common Garmin cockpit, an important feature for customers who operate multiple Citations.

The pinnacle of efficiency and productivity

The Citation Ascend will offer Pratt & Whitney Canada PW545D engines designed to deliver better fuel efficiency, increased thrust and longer time-on-wing. The engines use new materials and technology — including a more efficient high-pressure compressor, an enhanced single stage high-pressure turbine module, and an upgraded exhaust mixer. The PW545D engines are also equipped with a Full Authority Digital Engine Control (FADEC), enabling the new autothrottle technology and ensuring they operate at their maximum efficiency and with reduced pilot workload.

Preliminary performance targets indicate:

- A four-passenger range of 1,900 nm at high-speed cruise power (with an estimated maximum range of 2,100 nm)

- Cruise at 441 kts
- And the ability to climb direct to 45,000 ft

Design improvements on the aircraft deliver the ability to carry a higher combination of payload and fuel load while retaining access to short runways. With four passengers at high-speed cruise power, customers will enjoy trips such as London City, UK, to Athens, Greece; Helsinki, Finland, to Porto, Portugal; or La Mole, France, to Prague, Czech Republic.

“The Cessna Citation Ascend builds upon more than 20 years of the 560XL series success in the market,” said Lannie O’Bannon, senior vice president, Global Sales and Flight Operations. “It’s designed to outperform and take our customers further in style.”

The Citation Ascend will include an unattended Honeywell RE100 [XL] Auxiliary Power Unit (APU) with self-management and added bleed leak detection. The unattended operation capability of the APU allows pilots to prepare for every flight efficiently, including heating and cooling the cabin with less fuel and less noise.

The Citation Ascend lets customers do more — making the sky their competitive edge.

Attention to every detail, including the floor

As customers walk up to the Citation Ascend, they will appreciate its sleek design and modern features. The company worked with a Customer Advisory Board of owners, pilots, mechanics and passengers throughout the design process to better understand what they seek in the ultimate aircraft experience.

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Cessna Citation Ascend Cockpit. (Photo courtesy Business Wire)

Cessna Citation Ascend

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With a fully customizable interior, customers can select from a range of standard and optional features to best meet their needs. The aircraft will include a flat floor to provide a new level of generous legroom and flexibility for passengers.

“The flat floor is a game changer when it comes to comfort,” said Christi Tannahill, senior vice president, Customer Experience.

“The design gives passengers more room to swivel their seats, stretch their legs and comfortably move around the cabin.”

Textron Aviation designed the Citation Ascend seats based on customer feedback for ultimate comfort, placing passengers in an optimized seated posture. When designing their aircraft interior, customers can even select the level of cushion firmness. The aircraft has a standard seating configuration of nine passengers and will have a maximum seating capacity of 12 passengers.

The main cabin seats will feature an electrically controlled release for swivel and tracking on the seat pedestal. Optional seat quilting, footrests, and electrically controlled lumbar support make relaxing easy while side-facing seats will feature fold-down seat backs to provide additional in-flight accessible storage space.

Finally, for an even more enjoyable experience, customers will be able to wirelessly control the cabin lighting, temperature, window shades and onboard entertainment. They can also select an optional Bongiovi sound system.

New windows and better views

The Citation Ascend will include all-new cabin windows that are nearly 15 percent larger and offer more natural light with translucent and opaque shade settings, wireless shade control, and optional lighted window rings to enhance the cabin’s illumination and mood.

To keep customers connected at all times, the Citation Ascend will include standard GoGo U.S. Avance L3 Max Wi-Fi and optional U.S. Avance L5 Wi-Fi. The

aircraft also offers Optional Aviator 300 for Wi-Fi and worldwide calling.

The Citation Ascend will have power at every seat. With 19 standard USB charging ports throughout the aircraft, all crew and passengers will enjoy access to at least one charging port, first-in-class wireless phone charging and three standard universal outlets.

As part of the best customer experience, the aircraft will include an advanced acoustic treatment system to ensure a calm and peaceful flight, as found in the Citation Latitude. With sound levels similar to that of driving a car down the highway, passengers can engage in conversations, work, or relax in an environment free of distractions. Customers will arrive focused, centered, and poised for what’s next in the Citation Ascend.

“The Citation Ascend will offer all the best features of the 560XL series, and elevate the experience for both pilots and passengers,” Tannahill added. “We designed the aircraft based on customer feedback and there’s nothing else like it.”

Attractive service and maintenance intervals

The Citation Ascend is designed to improve upon

the 560XL series’ best-in-class maintenance intervals. Textron Aviation expects the aircraft to offer the following for customers enrolled in the company’s PowerAdvantage program:

- 18-month or 800-hour airframe maintenance intervals
- 6,000 hours between engine overhauls
- 3,000 hours hot section inspection

The aircraft also will include more standard equipment to support troubleshooting, such as:

- An electronic engine chip detector
- Pratt & Whitney’s FAST™ box for full flight data acquisition, storage and transmission
- LinXus and LinXus Air for in-flight diagnostics transmission
- Textron Aviation’s Aircraft Recording System, tracking over 9,000 parameters during operations to support troubleshooting and trend monitoring

Customers will enjoy a trifecta of superior warranties on the engine, paint and interior for elevated peace



Cessna Citation Ascend Cabin. (Photo courtesy Business Wire)

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Cessna Citation Ascend

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of mind, including:

- Five-year or 3,000-hour engine warranty
- Two-year paint and interior warranties

Finally, the aircraft will include design improvements based on two decades of feedback from customers in the field, like a new wingtip for cleaner lines and edges, all LED lighting and a pylon work light over the baggage area for easier loading at night. In addition, a new larger cockpit side window creates a modern ramp appeal.

The Citation Ascend will give customers more of what they need to keep their aircraft operations running smoothly and efficiently.

Built with the world in mind

Like all Cessna and Beechcraft turbine products, the Citation Ascend will be able to run on Sustainable Aviation Fuel (SAF). Customers will have the option to take delivery of their aircraft with SAF and can refuel using

SAF wherever available, including at the company's Wichita Service Center.

The company is committed to conscious manufacturing and features sustainably sourced interior materials in the aircraft. Textron Aviation also utilizes a robust recycling program and industrial wastewater pretreatment plants. According to the company's energy supplier, Textron Aviation used 100 percent renewable wind electricity to power all of its Kansas-based facilities in 2022.

With more than 1,000 560XLs delivered throughout the past 25 years, fractional owners and charter operators consistently choose the Cessna Citation 560XL series for its unparalleled combination of performance, comfort, ease of operation, range of mission capabilities and favorable operating efficiencies. The company plans to amend the 560XL type certification of the aircraft, so that pilots can transition to the Ascend through a simple approved differences course — making training easier and more cost-effective for customers.

"Our talented team members at Textron Aviation have proven their ability to bring new industry-leading products to the market time and time again," said O'Bannon. "We look forward to exceeding our customers' expectations again with the new Cessna Citation Ascend."

The company is already seeing strong aircraft demand and is taking orders for the Ascend. For more information and aircraft specifics, visit cessna.com/ascend.

Nantomah

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JN: That is correct. Through my ventures such as Wealth Flow, Business Boot Camps, and conferences I host.

BAJUSA: That is wonderful that you are helping others climb the ladder and sharing your knowledge. You mentioned conferences. Do you have a conference coming up soon?

JN: Yes, in Sept. of this year. We are hosting the "Africa America Wealth Conference," which will provide networking opportunities with high-level wealthy people from both nations. I was inspired to host my own conference with my participation in a conference hosted by JT Foxx in Nov. of 2022 where I was invited to speak. I was blessed to be rated number two out of 60 speakers. I decided to test my popularity. I picked up my phone and I started calling some celebrities and some very successful people that I know. Simple question. If

I had a conference, would you come? I receive positive responses from Steadman Graham, Hugh Hilton, Adam Coffey, Senator Ben Murray Bruce, Amy Lacey, 1992 Miss Universe Michelle McLean, Tedx Speaker Brigitta Hoferle just to name a few. We very much look forward to this event.

BAJUSA: That is very exciting! Dr. Nantomah, we thank you for being with us! Where can readers find out more about you?

JN: My pleasure. Websites www.JosephNantomah.com / www.africaamericawealthconference.com

BAJUSA: BizAvJets USA wishes Dr. Nantomah all the best in the future.



Eli Stepp has served the Business Aviation Industry for more than 40 years. In addition to founding BizAvJets Inc., and co-founding BizAvJets USA Magazine, he continues to serve the BizAv Industry on a full time basis in multiple roles.



Cirrus Aircraft on May 1 held a groundbreaking ceremony for its new 45,000-square-foot facility at the McKinney National Airport (TKI) in the Dallas Metroplex. (Photo credit: Cirrus Aircraft)

Cirrus Aircraft Breaks Ground on New Facility at McKinney National Airport

Cirrus Aircraft on May 1, announced the groundbreaking for its new facility at the McKinney National Airport (TKI) in the Dallas Metroplex. The new construction will expand upon current Cirrus McKinney operations and provide additional space for aircraft sales, flight training, factory service and aircraft management.

“The Dallas Metroplex is a central location for many of our SR Series and Vision Jet owners,” said Todd Simmons, President of Customer Experience of Cirrus Aircraft. “With this new expansion at Cirrus McKinney, we are excited to continue enhancing the aircraft ownership experience for our current owners and also create an environment to introduce more people to the benefits of personal aviation. We are proud to partner with the City of McKinney, McKinney Economic Development Cor-

poration and McKinney National Airport and look forward to growing personal aviation in the Dallas Metroplex.”

Cirrus Aircraft plans to invest \$13 million into the new 45,000-square-foot Cirrus McKinney facility. The expansion will include a 15,000-square-foot service hangar, 15,000-square-foot storage hangar, eight shade canopies, a flight simulation space, retail store and a customer lounge with a panoramic viewing balcony.

Today, Cirrus McKinney employs more than 50 team members and plans to continue adding more career opportunities in the future.

To learn more about Cirrus McKinney visit cirrusaircraft.com/TKI.

NBAA President Ed Bolen Discusses the Resilience and Future of Business Aviation

By Eli Stepp, BizAvJets USA Magazine

In an exclusive interview at EAA AirVenture 2023 with Ed Bolen, President of the National Business Aviation Association (NBAA), we delved into the state of business aviation, the growth of NBAA, and the challenges faced by the industry in the current climate.

The conversation began with a positive note, as Bolen emphasized the resilience of business aviation, even amidst the pandemic. The industry experienced growth and a surge of interest from new participants who recognized the inherent benefits of private air travel - safety, security, flexibility, and access to hard-to-reach locations. Bolen asserted that business aviation had emerged stronger and more robust, with the NBAA's membership reaching an all-time high.

Addressing the changes within NBAA, Bolen praised the dedication of the aviation community's passionate leaders who volunteered their time and expertise. These leaders played a vital role in sharing best practices in safety, sustainability, and professionalism across the industry, helping NBAA to foster an environment that allows business aviation to thrive.

The conversation then shifted to recent perceptions about business aviation, particularly the misconceptions surrounding its environmental impact. Bolen responded to Senator Ed Markey's proposal of a "fat cat tax," intending to impose a significant increase in fuel taxes for business aviation. Bolen acknowledged that such perceptions often mischaracterized the industry, and he highlighted the essential role business aviation plays in the United States.

He emphasized that 85% of NBAA's members consisted of small or mid-sized companies, who utilized business aviation to connect remote areas and facilitate economic development. He also stressed that the industry had been proactive in adopting more efficient practices, such as utilizing lighter materials, embracing GPS navigation, and championing sustainable aviation fuels.

Bolen reaffirmed the industry's commitment to achieving net-zero carbon emissions by 2050 through further advancements in technology, such as electric, hybrid, and hydrogen propulsion.

In response to recent incidents of aircraft defacement during airshows, Bolen emphasized the need for safe and secure operations within business aviation. While he acknowledged the right to protest, he emphasized that vandalism and trespassing on secure premises were not acceptable and that NBAA would take measures to ensure the safety and security of all its events.

As the interview concluded, Bolen expressed his enthusiasm for AirVenture 2023, highlighting the exciting innovations and the presence of a diverse and passionate crowd. He emphasized the importance of celebrating the industry's advancements and moving towards a future that prioritizes safety, sustainability, and progress.

In this insightful interview, NBAA President Ed Bolen provided a comprehensive overview of the state of business aviation, showcasing its resilience, growth, and commitment to shaping a brighter and more sustainable future for the industry. With strong leadership and dedication, NBAA continues to be at the forefront of advocating for the interests of business aviation professionals and fostering an environment of innovation and progress within the aviation community.



*Ed Boland, President of the National Business Aviation Association (NBAA) and Eli Stepp
(Photo courtesy of Eli Stepp)*



Eli Stepp has served the Business Aviation Industry for more than 40 years. In addition to founding BizAvJets Inc., and co-founding BizAvJets USA Magazine, he continues to serve the BizAv Industry on a full time basis in multiple roles.

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