

Best Friends Create Private Aviation Management Company While Sitting in Hot Tub

WESTON, Fl. (March 31, 2015) – Some people sit in a hot tub to just relax but best friends Gary Lesnik and Steven Hacker are not just some people. “We were in Avon Colorado sitting in a hot tub relaxing with our families just like we have done for the last twenty years but this time we were discussing various ways to offset the costs of private jet travel,” said Gary Lesnik, Co- Founder of Avon Aviation.

“Steven said he had heard from one of his friends that there was a program offered by a national airline that allowed owners a cost mitigation solution to private jet travel,” says Lesnik. This was very interesting, as Gary Lesnik had been researching the industry for the past 10 years trying to find a solution that would make the use of private jet travel more affordable. Lesnik had been unsuccessful finding a program that worked. “Either the cost per hour was too much or there were minimum hours of travel or weight restrictions or luggage restrictions, that was making it cost prohibitive and it just never made sense,” Lesnik maintained. That is when Steven Hacker introduced the concept of a “Variable Lease Program” offered by a large reputable international airlines and “this solution checked all the boxes,” Lesnik said. The variable lease program, Hacker explained, “was an ideal way to offset the costs of maintaining a private jet, hiring a pilot, and generating significant guaranteed revenue when the plane was not in use.”

And that was enough to get Lesnik motivated to do his research. After six months of due diligence, they both decided to make an investment and do a proof of concept with their own capital and their own plane. Lesnik and Hacker co-founded Avon Aviation, LLC and in Nov 2012 they purchased their first aircraft. The aircraft was a 1999 Citation Excel purchased from a large international clothing company in Torino Italy. Lesnik explains, “We had never heard of a Citation Excel but that’s what our airline carrier client needed to enroll the plane in their variable lease program, “ Lesnik explained. “ So, we sent representatives to Italy to perform a Pre-Buy Inspection and when the word came back that aircraft was clean we proceeded to closing. “

After several meetings, Hacker and Lesnik negotiated a deal with the airlines that included a four-year lease with Avon Aviation, LLC. The agreement, which could be used as a template for other private jet owners guaranteed Avon a monthly rent as well as a maintenance payment. In addition, Avon Aviation was

able to fly the plane forty hours per year at true cost. “And this is the real benefit to the private jet owner as the going charter rate for a Citation Excel is \$7,000 per hour where—as true cost is \$2,500 per hour,” Lesnik explains. “We also negotiated a repositioning deal so Avon Aviation would only have to give seven days’ notice to the carrier to have the plane anywhere in the US with no repositioning cost. This is a huge unprecedented perk for owners of private jets.”

“Initially, things worked out great, and we acquired a second plane but as with any start up business there were unexpected hiccups along the way and the model didn’t turn out exactly as projected but regardless the business was born, “ Hacker said. Hacker no longer owns Avon Aviation but remains a co-founder and consultant in helping Lesnik grow it. “We learned what works and what doesn’t and pivoted the business model into more of a management and acquisition business on behalf of private jet owners,” Hacker explained.

“Now we have leveraged our relationships in the variable lease program to offer Gary’s services full time to owners of not only Citation’s but also other larger private jets including Citation Sovereign. Gary actively runs the business full time and has a fleet of jets under his management, “ Hacker explains. “This is my full time career now and all because of a conversation in a hot tub, you never know when and where inspiration hits, “ Lesnik says with a smile.

About Avon Aviation LLC

Avon Aviation, LLC is a full service consulting and private jet management company helping owners offset the cost of private jet ownership and removing the headaches of management for owners. Avon Aviation, LLC headquarters is located in Weston, Florida. Visit www.JetExpertise.com for more information.

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