



## Commercial Aviation Training Center Concept Paper

### PROJECT OVERVIEW

Virginia is home to nine airports providing domestic and international commercial air carrier services within the Commonwealth. These airports range from extensive facilities such as Dulles International Airport to the smallest at Shenandoah Valley Regional Airport in Weyers Cave. Safe and reliable air carrier service represents one of Virginia's mission-critical economic development drivers.

While localities seeking business growth work to attract more air carrier connections, air carriers seek localities that offer an attractive array of cost-effective supply chain services supported by a properly trained and readily available workforce to meet their growing operational and training needs. Virginia is proactively seeking to attract additional air carriers to serve Virginia's airports. It is understood, to be successful, Virginia must provide additional support services making Virginia a more attractive location for investment.

Under the direction of Virginia Secretary of Labor, G. Bryan Slater, an aviation work group was convened to identify and recommend solutions that would attract, and support expanded air carrier service in Virginia. One such offering is a commercial pilot training center housing both narrow and wide-body aircraft flight simulators complemented by ground training facilities for cabin, ground, and maintenance crews. Based on industry interviews, there is an immediate domestic market demand for such services.

While most large airlines operate their own training centers, these facilities are generally over-subscribed (both now and into the foreseeable future), thereby providing a clear and present business opportunity for the Commonwealth to develop a facility that will lease simulator and classroom space to domestic and international airlines that utilize Virginia airports.

### PROJECT OBJECTIVES

- Build a Commercial Aviation Training Center of Excellence near the Richmond International Airport with amenities to include hotels and restaurants nearby
- Outsource Training Center management for marketing and operations.

### PROJECT INITIAL COST

Training Center	\$20,500,000	Two Full Flight Simulators (one-time cost)
	\$240,000	Annual cost of Training Center management
	\$3,200,000	Construction and related expenses (one-time cost)
<b>TOTAL</b>	<b>\$24,000,000</b>	

### PROJECT TIMELINE

The Project will run in parallel phases to include design and construction resulting in facility completion and operational status being achieved within eighteen (18) months of project commencement. Simultaneously, an operations team will be developed to effectively market the facility to domestic and international airlines utilizing Virginia airports and manage logistical requirements necessary to ensure the facility is meaningfully subscribed occupied upon completion. Facility operations can be outsourced to an experienced aviation organization with airline flight training expertise, under pre-established guidelines. The appropriate governing authority would establish performance metrics that support the Commonwealth's goals that include, but are not limited to, an acceptable return on investment (ROI), payback period, and operational profitability within three (3) to five (5) years.