



# Strategic Flight School: Operationalizing the Membership Model

A Strategic Blueprint for Scaling Pilot Training (2026–2030)

CONFIDENTIAL BUSINESS PLAN & SCALING MODEL // V.1.0

## THE TARGET

# 55

Annual Student Slots (2026)

## THE TIMELINE

# 13 MONTHS

Time to Breakeven Point



## THE ASK

# \$850,000

Total Capital Required  
(\$400k Assets / \$450k Runway)

## THE CONSTRAINT

# 17

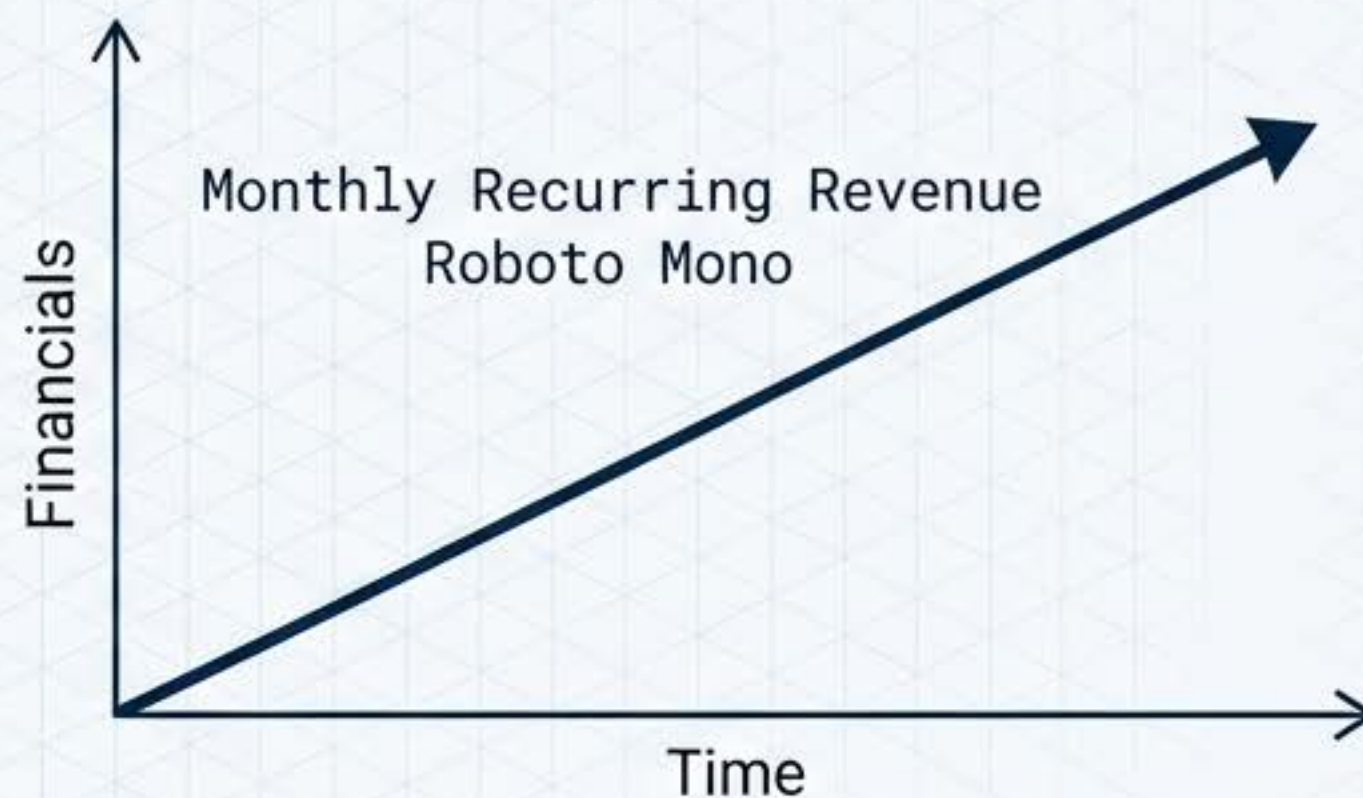
Max Billable Days Per Month

# INDUSTRY STANDARD: TURBULENCE



- ⚙️ Unpredictable "Pay-Per-Hour" Billing
- ⚙️ Hidden Fees & Surcharges
- ⚙️ High Dropout Rates

# OUR MODEL: STABILIZED FLIGHT



- ⚙️ Fixed Membership Fee Transparency
- ⚙️ Structured Career Tracks
- ⚙️ Predictable Cash Flow

## TARGET MARKET:

Career-Focused Individuals & Military Veterans seeking cost certainty.



## PRIVATE PILOT

SPEC REV: 1.2 DATE: OCT 26, 2023

**\$1,000 / month**

Secondary Segment

- **Focus:** Enthusiasts & Hobbyists
- **Risk:** Higher Churn Sensitivity



SPEC REV: 1.2

DATE: OCT 26, 2023



## CAREER PILOT

SPEC REV: 1.2 DATE: OCT 26, 2023

**\$1,500 / month**

Primary Segment (High Margin)

- **Focus:** Airline Track & Military Transitions
- **Advantage:** High Lifetime Value (LTV)
- **Contribution Margin:** \$900/mo



SPEC REV: 1.2

DATE: OCT 26, 2023

The Membership Model locks in revenue while solving student cost uncertainty.

Helvetica Now Regular

# ASSET STRATEGY & COST ANALYSIS



**20% Down Payment.**  
High Upfront Cash.  
Lower Monthly **OpEx.**

Preserves Cash.  
Higher Total Cost of  
Ownership (**5 Years**).



## INSURANCE

**FIXED CONSTRAINT:**  
Mandatory Hull Coverage  
**>\$1,500/mo**  
regardless of financing.

Baseline Fixed Overhead: Hangar Rent = **\$12,000/month.**

# OPERATIONAL REALITY: THE BILLABLE DAY CONSTRAINT

30 DAYS



STANDARD MONTH  
(30 DAYS)

**MINUS:**  
UNSCHEDULED  
REPAIRS

**MINUS:**  
SCHEDULED  
MAINTENANCE  
(100HR INSPECTION  
= 3 DAYS)

Revenue projections must be calculated on this constrained capacity. Operational slack is a safety margin.



# REGULATORY COMPLIANCE & SAFETY



## PRE-FLIGHT CHECKLIST



### FAA CERTIFICATION

Prerequisite for Revenue. Sets student capacity ceiling.



### HULL INSURANCE

Fixed cost **>\$1,500/mo** linked to **\$400k** asset value.



### MAINTENANCE RESERVES

Liquidity requirement: Budget **\$10,000/yr** per airframe.

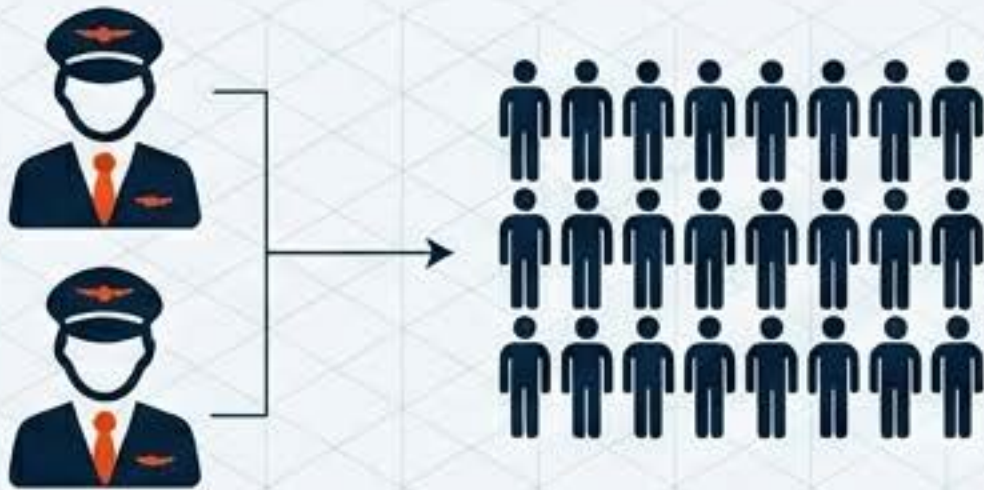
Regulatory compliance dictates the operational risk profile before launch.



# HUMAN CAPITAL: THE CFI SCALING RATIO



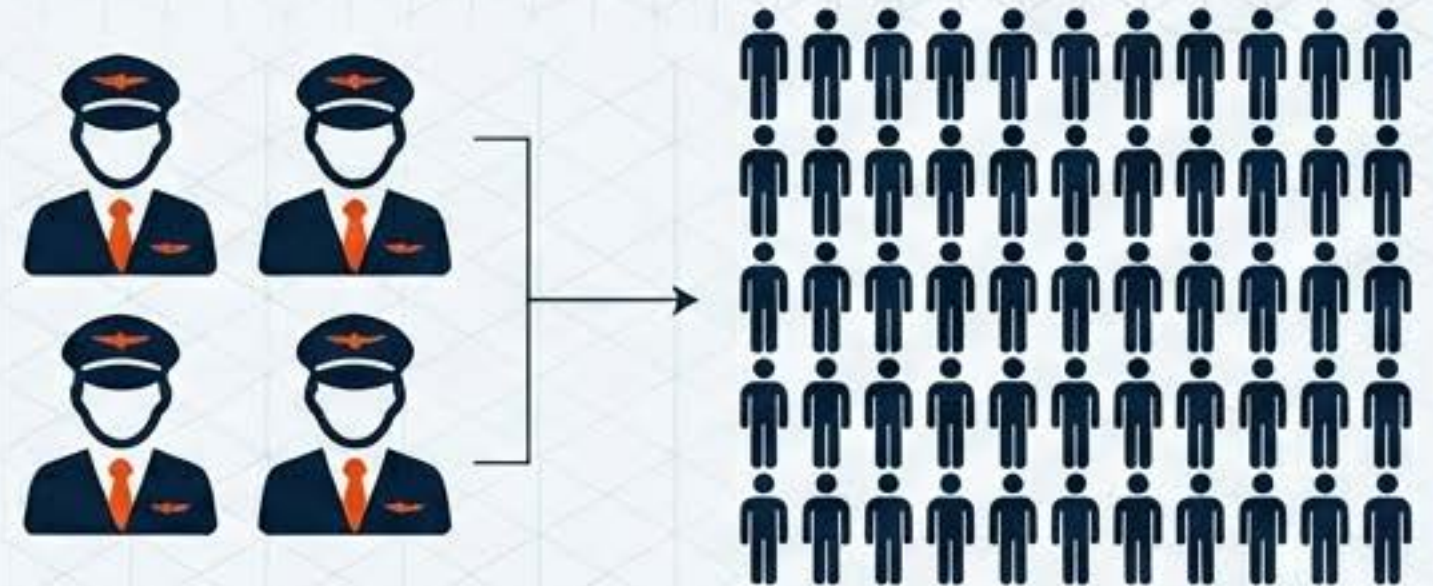
## 2026 LAUNCH



2 CFIs for 20 FTE Students (Ratio 1:10)

**Focus:** Maximizing revenue per instructor.

## 2030 SCALE



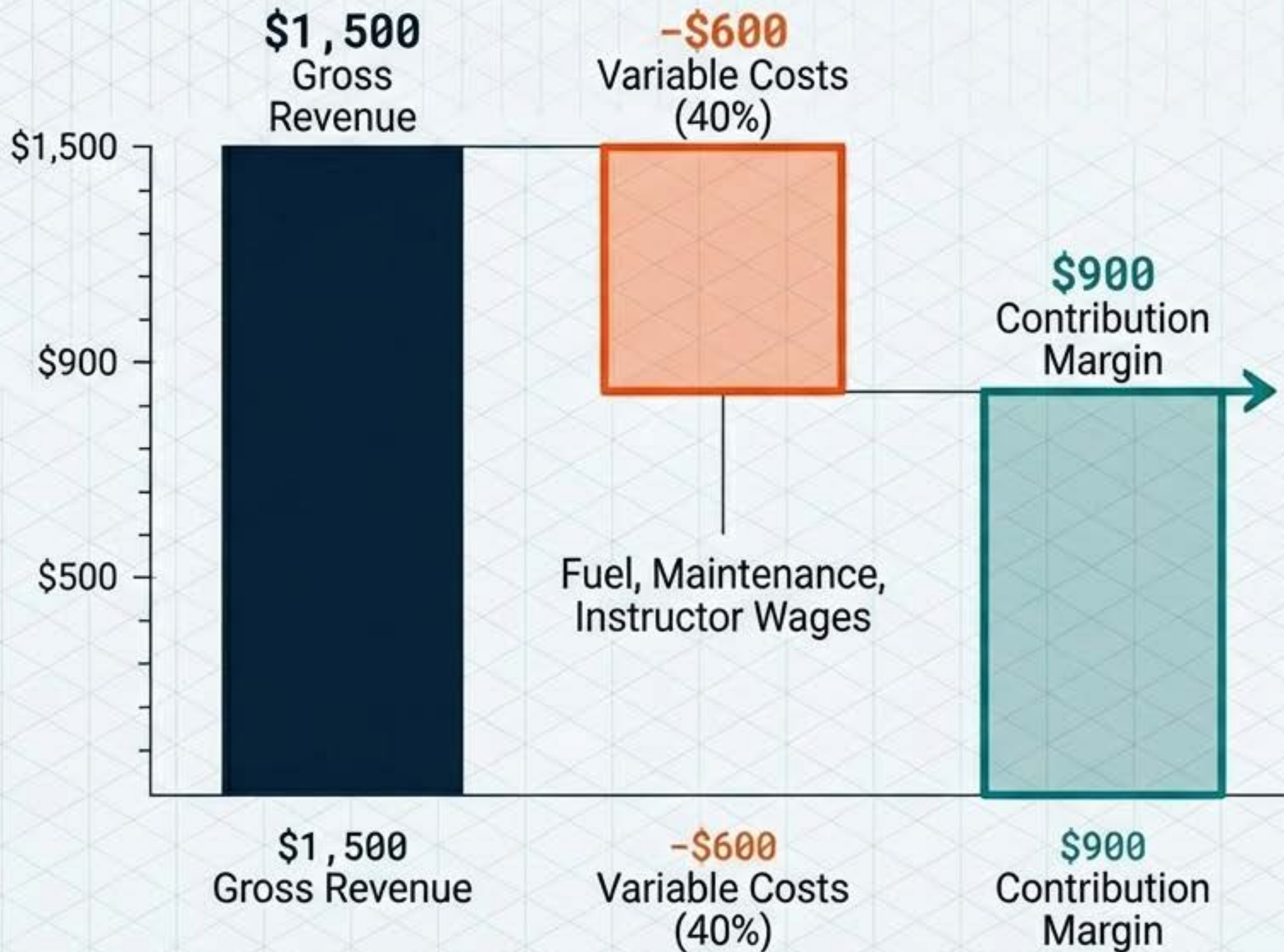
6 CFIs for 60 FTE Students

**Focus:** Automated compliance tracking & standardized curriculum.

**Hiring Requirement:** Plan for **20%** Annual Churn. **Net 4** new hires required.



# UNIT ECONOMICS: CAREER PILOT PROGRAM



## RISK ALERT:



Source data indicates '139% variable cost structure' under stress conditions.

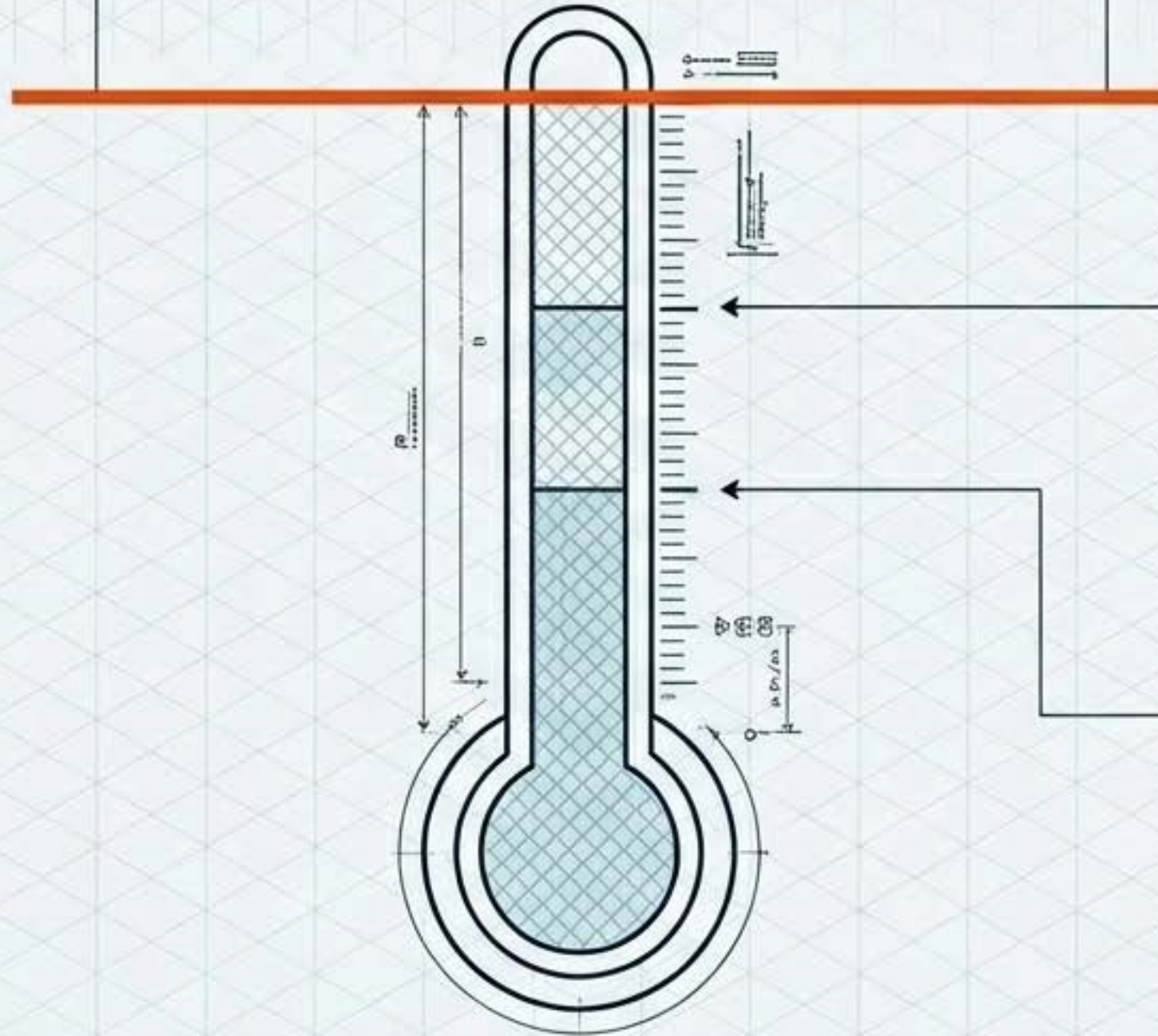
**Mitigation:** Strict fuel monitoring and pricing adjustments are mandatory to hold the 40% cost target.



# MONTHLY BREAK-EVEN ANALYSIS



**FIXED OVERHEAD: \$20,100 / MONTH**



**Option A**

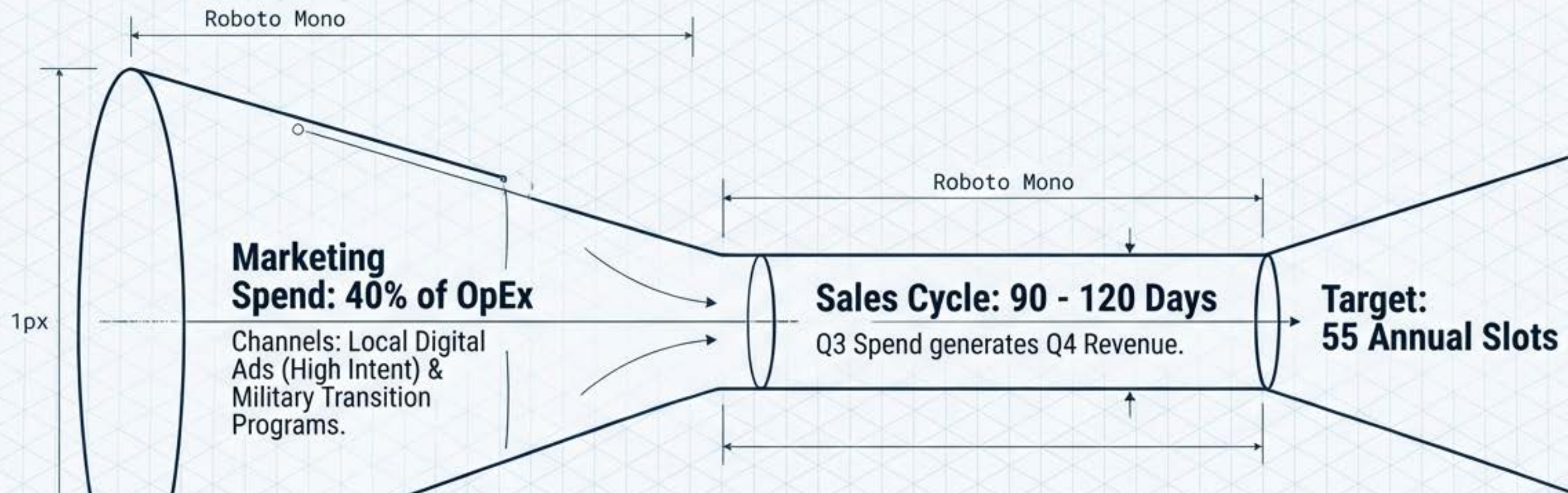
**23 Career Students  
(@ \$900 Margin)**

**Option B**

**34 Private Students  
(@ \$600 Margin)**

**Critical Assumption:** Zero churn and zero unexpected downtime.

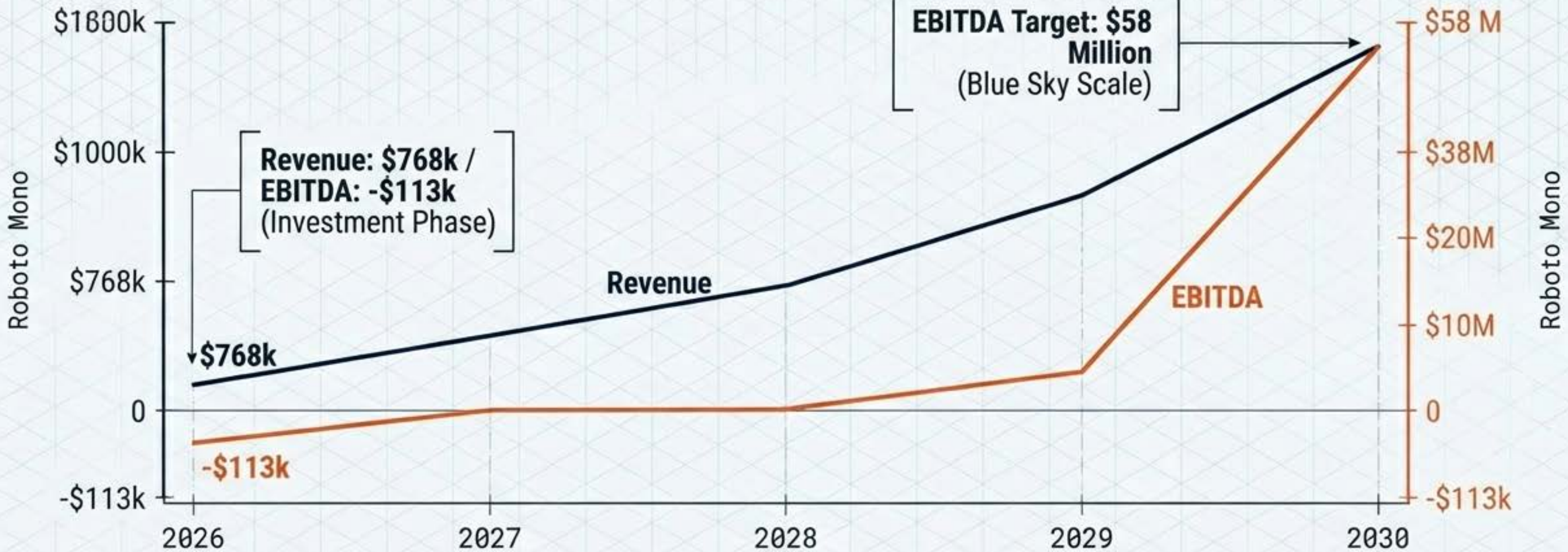
# SALES FUNNEL: CAREER PILOT PROGRAM



## RISK ALERT:

A dip in lead flow creates an immediate cash drought 3 months later.




# FIVE-YEAR FINANCIAL PROJECTION



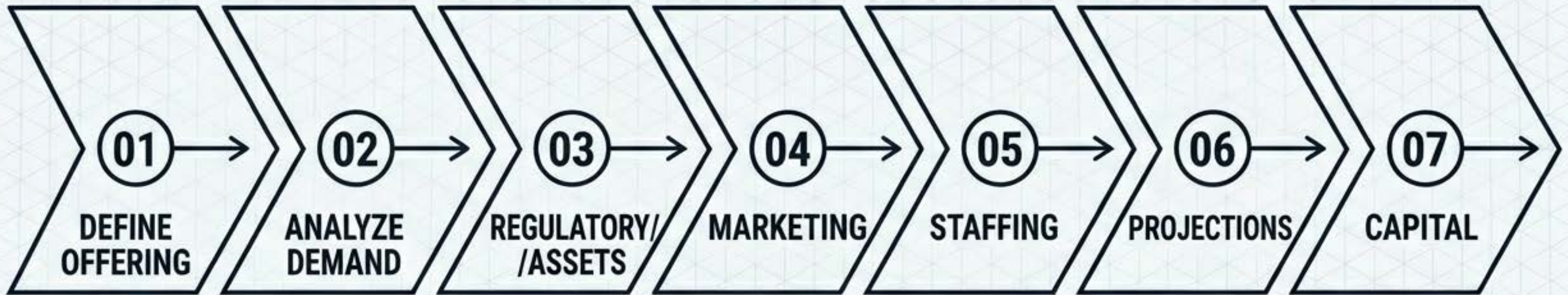
Scaling requires flawless execution of enrollment targets and variable cost stabilization.

# RISK MATRIX & MITIGATION PLAN



RISK SCENARIO	IMPACT & MITIGATION
Fuel Cost Spike (+15%) 	Variable cost structure degrades toward <b>139%</b> .
Onboarding Lag (>14 Days) 	Churn rises, cash buffer drains rapidly.
Unscheduled Maintenance 	Missed billable days; Capacity drops below <b>17 days/mo.</b>

# OPERATIONAL ROADMAP & CAPITAL ALLOCATION



**01**  
DEFINE  
OFFERING

(Membership  
Model)

**02**  
ANALYZE  
DEMAND

**55** Slots

**03**  
REGULATORY/  
/ASSETS

(FAA + Hangar)

**04**  
MARKETING

**40%** OpEx

**05**  
STAFFING

(Hire Chief  
Instructor)

**06**  
PROJECTIONS

(Validate  
Breakeven)

**07**  
CAPITAL

**\$850k** Ask

# THE CAPITAL STACK



**TOTAL REQUIREMENT: \$850,000**

**\$400,000 CAPEX**

**\$450,000 CASH BUFFER**

Aircraft Down Payments,  
Simulators, Ground School  
Equipment.

Operational Runway for Year  
1 Losses & Sales Cycle Lag.

Funding the critical gap between Launch (Year 1) and Scale (Year 5).