



**FlightSafety International
Preferred Rate Program for
Pilatus Owners & Pilots
Association**

Effective 1/1/24 through 12/31/24

Executive Summary

As a Berkshire Hathaway company with 70+ years' experience, FlightSafety International is the top choice for training. That's because like us, our customers recognize FlightSafety training as more than a requirement—it's an accomplishment. Customers also understand that by investing in the very best training available, they will be the best in the industry. They come to us for a highly personalized experience distinguished by our extensive and diverse courses and immersive technology. They return for the consistent value and lifetime connection to an elite community of like-minded students, staff, and alumni.

FlightSafety is an annual supporting partner to the Pilatus Owners and Pilot Association (POPA) and through our partnership will provide owner members with preferred rates for a three-year term.

Recommended Pricing Options

FlightSafety has pricing options to meet the needs of POPA owner members. Below is a brief explanation of the options available to POPA members under the preferred rate program. Contact us for more detailed information on any of these programs.

Event Based Program

The Event Based Program is an exclusive three-year agreement and secures the lowest rates possible. Pilots agree to train annually, and each training session is billed as it is taken.

One-time Program

The One-time Program is designed for those owners who prefer to train on an annual basis without any additional commitment. Owners pay for each training session as it is scheduled.

POPA PC-12 (Legacy and NG) Preferred Rates - 2024

Pricing Option	Training Course	Retail Rate	POPA Rate
One-time	PC-12 Initial	\$21,400	\$16,050
One-time	PC-12 Recurrent	\$13,300	\$ 9,975
One-time	PC-12 UPRT	\$ 5,500	\$ 4,160
Event Based	PC-12 Initial	\$18,200	\$13,650
Event Based	PC-12 Recurrent	\$10,000	\$ 7,500

POPA PC-24 Preferred Rates - 2024

Pricing Option	Training Course	Retail Rate	POPA Rate
One-time	PC-24 Initial	\$40,500	\$39,300
One-time	PC-24 Recurrent	\$20,900	\$20,300
Event Based	PC-24 Initial	\$32,200	\$32,200
Event Based	PC-24 Recurrent	\$15,500	\$15,500

General Provisions

- Preferred rates will be effective January 1, 2023 to December 31, 2025.
- POPA members enrolled on the Event Based Program must commit to a three (3) year term to receive the POPA preferred rates.
- Except as described here all normal benefits and provisions associated with the Event Based and One-time Programs apply.
- POPA members affiliated with Part 135 operations are not eligible to receive the POPA preferred rates.
- Program rates are to be paid in full prior to the beginning of the training event unless alternate arrangements have been approved.
- All rates are subject to escalation on each annual anniversary of the effective date of the training agreement. Rates will be adjusted by the percent increase, if any, set forth in the U.S. Government CPI-All Urban Consumers (CPI-U), not seasonally adjusted for the most recently available twelve-month period ending three months prior to the applicable effective-date anniversary.

Summary

FlightSafety has been providing training to POPA for over 10 years starting with the PC-12 model. We have the capability to offer a variety of training programs to support your training requirements from aircraft specific to ancillary training solutions.

The completion of FlightSafety's PC-12 (Legacy and NG) or PC-24 Pilot Initial and Recurrent Courses along with associated ancillary training selections will help ensure members are proficient and safe.

Please let us know if you have any questions about our various training options or need additional assistance. Thank you for considering FlightSafety as your single source for all your aviation training needs.

To learn more about our Pilatus Training Programs please contact:

Mike Croitoru

Manager, Business Development - Owners

E mike.croitoru@flightsafety.com **M** 316-304-6925

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