

RAI JETS MEDIA KIT

- Founded:** 1982 (Riley Aviation, Inc), 2009 (RAI Jets LLC)
- Designation:** Part 135 operator and Part 145 Repair Station
- Mission Statement:** At RAI Jets, everyone involved in your aviation experience, from the mechanic to the scheduler, and flight crew on board, takes pride in giving you the safest experience in the skies
- Location:** Convenient locations in Kalamazoo and Sturgis, Michigan, providing service to thousands of domestic and international airports

Kalamazoo/Battle Creek International Airport (KAZO)
5825 Willoughby Dr., Portage, MI 49002

Kirsch Municipal Airport (KIRS)
1 Airport Rd, Sturgis, MI 49091

Employees: 30+

Special Programs: Life of Riley Jet Card (Offering the opportunity to buy transferable, refundable flight hours that never expire)

Services:

AIRCRAFT CHARTER

- Business Jet Charter
- Personal Jet Charter
- 24/7/365 booking
- Concierge

AIRCRAFT MAINTENANCE

- Inspection Authority (IA) and A&P (airframe and powerplant) certified service
- Maintenance Inspections for Beechjet 400(A), Challenger 600 Series, Citation III, VI, VII, X, and 560/XLS, Hawker 800 & 900, Falcon 2000 & 900 & helicopters
- 91.411 and 91.413 inspections (Repair Station #RJSR819D)

AIRCRAFT MANAGEMENT

- Maintenance
- Tracking and inspections
- Insurance
- Training staff and crew
- Scheduling and dispatch
- Hangar space
- Industry compliance
- Sales and acquisition
- Jet charter /economies of scale

A FAMILY LEGACY OF AVIATION EXCELLENCE

It all started with a double passion for aviation.

Twin brothers Ronnie and Donnie began taking flying lessons at the local Kirsch Municipal Airport (KIRS) in Sturgis, Michigan, more than 30 years ago. Ronnie's children Brian, David and Becky watched as their father's love of aviation and his new hobby grew, supported by their day job...Riley Construction Company.

All the kids helped in the business, even pouring cement for sidewalks and driveways after school. But when the retiring airport manager presented the brothers with the opportunity to take over KIRS, they won the bid and quickly traded in their backhoe for an airplane. They founded Riley Aviation in 1982, opening their office with two twin desks that faced each other.



Riley Aviation Inc: The Dream Come True

The company was originally the airport manager for the City of Sturgis and a flight school. The entire family, including mom, Kay, worked in the business. The kids took care of the planes, manned the office, and ran the rental car desk. Kay handled administration and accounting.

As for aviation, Brian, David, and Becky all learned to fly. The boys each earned their pilot's license at age 16. Brian, however, was the biggest aviation enthusiast in the family. His bedroom was filled with model planes and he could identify any airplane on sight.

After graduation, Brian joined the U.S. Army and was one of the few students directly accepted from high school into helicopter flight school. He flew a UH1 (Huey) helicopter out of Fort Hood, Texas. For Brian, this was the culmination of a childhood dream that started when Ronnie, a former Army helicopter crew chief, first introduced him to helicopter flight.

Meanwhile, David attended Western Michigan University for aviation while managing KIRS. Becky went to college in 1990 and graduated from the University of Mississippi with a degree in business management. After six years in the Army, Brian returned to help with the family business.

Sadly, Ronald Riley died in 1990, shortly after Brian's return. His death ushered in a new era for the business, one that Brian, David, and Becky were ready to face. Then the family suffered the loss of its other patriarch, Donnie, who died in 2005 and the company passed 100% into the hands of Brian, David, and Becky.

It was also about that time that the economy took an ominous toll on the entire aviation industry, including RAI Jets.

RAI Jets: A New Brand for a New Era

With the economic downturn, fewer people were learning to fly or book charter flights. The market was changing, and the trio knew they would have to make significant changes if Riley Aviation was to survive.

Together, they envisioned a new company that would focus on three things: aircraft management, maintenance, and charter service. As a Part 135 Operator, the company could give people a faster, more luxurious option for travel and help owners maintain and manage their jets. When not in use, jet owners would even be able to offset their operating costs by permitting RAI Jets to charter their aircraft on their Air Carrier Certificate.



The new company was called RAI Jets and officially opened its doors in 2009. With the “Life of Riley” Jet Card program to boost air charter sales and the development of a turnkey aircraft management program, RAI Jets was off and running.

Today the company retains its original location at KIRS, where it all started. But in 2016, RAI Jets welcomed its new location at the Kalamazoo/Battle Creek International Airport. Both offices offer hangar space and charter flights with maintenance and overall operations as well as the RAI fleet of aircraft managed from the KAZO location.

All three of the original owners are still active in the company, as well as their mother, Kay and Brian’s daughter, Christina, who once had a crib in her father’s office. The twin desks of the founders still remain at KIRS and are used by those they loved. Meanwhile, RAI Jets is powered by a family with strong tradition, passion for aviation and dedication to treating each customer like a member of their own family.

Super Mid-Size Jet

Citation X

Seats 8

608 knots

NY to LA, non-stop



Mid-Size Jet

Citation III

Seats 9

460 knots

Chicago to LA non-stop



Light Jet

Premier I

Seats 6

454 knots

Chicago to NYC non-stop



Turboprop

King Air 200

Seats 9

280 knots

Michigan to North Florida non-stop



Giving Back to the Military. RAI Jets has a history of present and former military throughout their ranks and gives back through their support of "Talons Out" Honor Flights. "Talons Out" gives retired veterans for "one last mission" to Washington, DC, and RAI Jets hosts the meet and greet dinner at their hangar the night before the veterans fly out of Kalamazoo/Battle Creek International Airport. In 2023, they arranged an Honor Flight for a group of local "Rosie the Riveters" who had aided the war effort in the factories. It was the first such flight since 2016.



Making Jet Ownership More Affordable The idea of owning a corporate jet may be a dream for many business owners, but with the right aircraft management solution, it can easily become a reality. At RAI Jets, aircraft owners have the option to have RAI Jets charter their jet when it is not in use. This creates an excellent revenue stream for aircraft owners to offset their operating costs. The RAI Jets Operations Director is an excellent source to offer information on this option.

Success in a Family-Owned Business Doing a feature on family-owned businesses? RAI Jets LLC is successfully led today by the children of one of the founding twin brothers, Ronnie Riley. Becky Riley-Bakeman (President), David Riley (Director of Operations) and Brian Riley (Chief Pilot) are all leading the day-to-day operation of the company that their father founded. The leaders of RAI Jets can speak on the pros and cons of being in business as siblings and what keeps them focused and successful.

15 Years in Aviation RAI Jets will celebrate their 15th anniversary in 2024. They have weathered economic recessions, the pandemic, and changes in the aviation industry. They have also expanded from a sole, 10,000 square-foot location at Kirsch Municipal Airport (KIRS) in Sturgis, Michigan to a 40,000 square-foot hangar space in Kalamazoo at Kalamazoo/Battle Creek International Airport (KAZO) and have expansion plans for the future as well. For an article about changes in the aviation industry, RAI can comment about then and now through the eyes of a Part 135 operator.

At RAI Jets, safety is our number one priority. We meet all FAA standards for jet charter companies, flight crew, and maintenance personnel. We are also rated by Wyvern, one of the most well-respected and recognized symbols of safety in the industry.

- Wyvern Registered Rated
- In-house rigorous safety programs
- Jet captains with ATP license, first class medical and required total flight hours, as captain and in type of aircraft
- Recurrent training for all pilots
- Member of the National Business Aviation Association (NBAA)
- Member of the National Air Transportation Association (NATA)
- Member of the Michigan Business Aviation Association (MBAA)



RAI Jets is led by three siblings of the Riley Family



Becky Riley-Bakeman, President

Becky is President of RAI Jets and the youngest of the Riley siblings. Through the years, she has served as the company V.P. in charge of all marketing and sales and helped transition the business from a flight school into a concierge, aircraft maintenance, and private charter flight service. Becky holds a bachelor's degree in business management from the University of Mississippi. She lives in Sturgis, Michigan with her husband and two children.



David Riley, Director of Operations

David, the Director of Operations at RAI Jets, started working in the aviation business as a teen and has been helping lead the operation since 1990. David has an education in aviation management from Western Michigan University and is also certified as an ATP (airline transport pilot) with over 4,370 total flight hours. He lives in Three Rivers, Michigan, and enjoys spending time with his son Bo.



Brian Riley, Chief Pilot/Captain

Brian is the Chief Pilot/Captain at RAI Jets and an experienced career aviator. He began his career in the Army as a helicopter pilot and served for ten years in the Michigan Army National Guard, where he was a Pilot in Command and instructor pilot. He holds **more than 7,400** total flight hours and is certified as an ATP (airline transport pilot), UH60 Instructor Pilot, and a helicopter flight instructor.



Christina Riley-Kline, Director of Sales and Marketing

As the daughter of the Chief Pilot at RAI Jets, Christina grew up at the airport, learning the family business and helping her dad give helicopter rides. She worked as a “Weekend Warrior” answering phones, filing papers, and cleaning the office as a teenager. After graduating with her B.S. from Western Michigan University, she joined the company full time. Today she directs the sales and marketing efforts of RAI Jets by facilitating and planning trips for customers, ensuring the pilots and aircraft are set for trips and representing the company to prospective customers and attending networking events.



Kay Scohy, Administration

Kay is the office manager for both the air charter department and the maintenance department, and is integral to the day-to-day operations at RAI Jets. Kay was a middle and high school teacher for 30 years even while she contributed to the family business handling tax payments and accounts payable and receivable. She is also still instrumental in purchasing and procurement, particularly within the maintenance department. She enjoys working with her three children, Brian, David, and Becky, and is amazed at the amount of industry expertise they possess and continue to gain as they progress in a challenging industry.

President of RAI Jets, Becky Riley-Bakeman, to Speak at the 2023 NBAA Schedulers and Dispatchers Conference

Kalamazoo MI - January 11, 2023, Becky Riley-Bakeman, president of RAI Jets, LLC, a Kalamazoo-based part 135 operator and aircraft management company, will appear as an educational speaker on two panels at the upcoming National Business Aviation Association (NBAA) Schedulers and Dispatchers Conference (SDC), January 22-26 in Nashville.

“Business aviation is a huge part of my daily life and passion. So, when I was invited to participate at the 2023 NBAA Schedulers and Dispatchers Conference, I was happy to accept,” said Bakeman.

Every year, the SDC gathers thousands of industry experts from around the country to explore various industry topics and learn about the latest cutting-edge business aviation technologies. Bakeman will contribute her expertise to a presentation on “Part 135.” She will also participate on a panel to discuss how to turn your paycheck into a passion with a career in business aviation.

Bakeman is a member of the Riley family, who have deep roots in

Southwest Michigan aviation since the late 1980s. Bakeman helped successfully transform the business from a humble flight school known as Riley Aviation into a thriving, rapidly-growing aircraft maintenance, aircraft management, and private charter flight service renamed RAI Jets in 2009.

“I am excited to share my knowledge with the new generation of aviation industry professionals and help them get inspired to turn their passion for aviation into a long-lasting career,” said Bakeman. “I am also looking forward to discussing the differences between Part 91 and Part 135 regulations and how they affect scheduler and dispatcher duties.”

The panel discussion entitled “My Next 30 Years: Turn Your Paycheck into Passion” will take place at SDC on Tuesday, January 24, at 11:30 am. The panel and presentation entitled “Part 135” will take place Wednesday, January 25, at 3:30 pm.



Becky Riley-Bakeman, president of Kalamazoo, MI-based RAI Jets, will be a contributing presenter at the National Business Aviation Association (NBAA) Schedulers and Dispatchers Conference (SDC).

RAI Jets LLC Launches Internship Program with Western Michigan University

Kalamazoo, MI - April 6, 2022 RAI Jets, LLC, a part 135 operator headquartered at Kalamazoo Battle Creek International Airport (KAZO), is pleased to announce the successful launch of a new internship program in conjunction with nearby Western Michigan University College of Aviation.

“We had been talking about starting an internship program to help aviation students get real-life, on-the job experience for some time. With business booming, 2022 was the year to do it!” said Becky Riley-Bakeman, president of RAI Jets.



The RAI Jets director of operations, sales and marketing director, and the office manager are all alumni from the school, and the company has also employed WMU College of Aviation alumni as pilots and technicians. RAI Jets worked with Tom Thinnes, recruitment, marketing, and outreach manager at WMU's College of Aviation to publicize the internship and recruit students.

“We are pleased to count an internship at RAI Jets among the opportunities we offer our students to engage with local aviation companies,” said Thinnes. “RAI Jets has been a strong supporter of Western Michigan University for years, and this internship program is a natural progression for building a symbiotic relationship between our organizations. The internship experience at RAI Jets will help prepare our students well for careers in aviation upon graduation.”

Two WMU interns are currently working at the RAI Jets headquarters at Kalamazoo/Battle Creek International Airport (KAZO) in Kalamazoo: one from the aviation flight school and one from the aviation technical operations program. One more intern from aviation technical operations will join the RAI Jets for the summer. All of the interns receive experience in line service, which is helping to clean and prepare the aircraft for flight. They also help with “wing watching,” when the aircraft are moved.

“We are so fortunate to be located so closely to one of the country's largest aviation schools and to be able to help each other in this way,” said Riley-Bakeman. “For more information about their internship program, contact RAI Jets at (800) 247-2834 or the Western Michigan University College of Aviation at 269-964-6375.

Kalamazoo-Based Aircraft Management Company RAI Jets LLC Enters Heavy Jet Management Market

Kalamazoo, MI - September 28, 2022 RAI Jets, LLC, a Kalamazoo-based part 135 operator and aircraft management company headquartered at Kalamazoo Battle Creek International Airport (KAZO), is entering the heavy jet management market with the signing of its first heavy jet client, a Bombardier Challenger 601. The engagement opens up a new market for heavy jet management and Airframe & Powerplant (A&P) and Inspection Authorized (IA) maintenance for RAI Jets.

“We’ve been managing mid-size and super-midsize jets for years and have always had the hangar space and capability to work on heavy jets. We hope this is the first in a long history of heavy jet management customers to come our way,” said David Riley, director of operations at RAI Jets. “We have invested more than \$70K in specialty equipment for this market and we are excited to serve more RAI Jets Based Aircraft heavy jets here at KAZO.” RAI Jets provides jet charter service for business and leisure in addition to midsize, super-midsize, and now heavy jet management services. As a Part 135 operator, RAI Jets can offer jet owners the opportunity to offset their operating costs up to thirty percent by adding their aircraft to RAI Jets’ FAA Air Charter Certificate. RAI Jets then charters flights on the aircraft when it is not in use by the owner.



RAI Jets in Kalamazoo now offers aircraft management services for heavy jets in addition to mid-size and super-mid jets.

RAI Jets is a family-owned company that has seen steady growth since its founding in 2009. However, the managing Riley family has a thirty-year old aviation history that began as Riley Aviation at Kirsch Municipal Airport (KIRS). Riley Aviation operated as a flight school in the early eighties and entered the Part 135 jet air charter business in 1990. RAI Jets opened their 30,000 square-foot hangar at KAZO in 2016. Last year, RAI Service Center, a designated Part 145 Repair Station, was opened at KAZO as well. RAI Jets also has plans to build an additional hangar on their property by the end of 2023.

The Challenger 601 is known as one of the most popular heavy business jets on the market because of its spacious cabin and headroom and fuel efficiency for its size. The aircraft is a 13seater although it will be flown with nine passengers by the Part 135 company. Currently, RAI Jets is providing the heavy jet management, which includes the aircraft’s maintenance, crew, and hangar space in addition to supplying fuel from RAI Jets’ own fuel farm.

Author and Producer Paco Chierici Visits RAI Jets for “Fast Cars and Faster Jets”

Kalamazoo, MI - August 30, 2022 Kalamazoo-based jet charter and aircraft management company RAI Jets was the site of a recent VIP event called “Fast Cars and Faster Jets” held on August 4 and featuring a special appearance by author, producer, and former naval aviator, Paco Chierici is the creative genius behind the novel *Lions in the Sky: The Top Gun for a New Millennium*, and the producer of the thrilling documentary, *Speed and Angels*. About sixty people attended the event at the Kalamazoo/Battle Creek International Airport (KAZO) to meet Chierici and view the “fast cars,” that were parked in and around the RAI Jets hangar and the faster jets which were also on display and open to viewing.



Author and producer Paco Chierici visited Kalamazoo aircraft management company RAI Jets for their “Fast Cars and Faster Jets” event .

“This was our first VIP event in three years,” said Becky Bakeman, president of RAI Jets and co-sponsor of the event. “We find it fun and beneficial to collaborate with other local businesses that have a similar customer base and provide a unique experience for our customers. Everyone enjoys visiting the hangar and seeing the jets up close.”

In the past, RAI Jets has worked with a local jewelry store; this year they partnered with the Aerospace Risk Management Group (ARMG) and Fresh Coast Auto Detail. ARMG originally conceived the event and made the introduction to Chierici. The company has provided insurance products to RAI Jets for years. The other co-sponsor was Fresh Coast Auto Detail, who specializes in detailing luxury cars. Fresh Coast often services the automobiles of RAI Jets customers during their private flights in and out of Kalamazoo.

Chierici addressed the crowd about his own journey to becoming a U.S. Navy fighter pilot and the missions he completed. He introduced his book, *Lions of the Sky*, which authentically shares the experience of the fighter pilot through the eyes of his fictional characters. The sponsors provided attendees with copies of the book for Chierici to autograph during the evening. Chierici also spoke about producing the film entitled *Speed and Angels*, a captivating documentary following the rise of two Navy fighter pilots as they achieve their dream. It is now available on Amazon.

“Everyone in attendance enjoyed the event, especially the opportunity to meet Paco,” said Bakeman.

RAI Jets looks forward to planning more VIP events in the future.

CHARTER FLIGHT AD: <https://www.youtube.com/watch?v=A3ZgAmMjMRo>

RAI FEATURED IN ENCORE MAGAZINE, KALAMAZOO, SEPTEMBER 2018

<https://www.encorekalamazoo.com/features/jet-set>

RAI'S CACHE OF NEWSLETTERS

<https://flyraijets.com/news-blog/>

Fall 2020, Issue 16

Hangar Tales

A quarterly publication of RAI Jets LLC

What a year! As 2020 winds down, we will remember this one as a year of many ups and downs. However, we are so grateful that we could be there for our customers in 2020. We're looking forward to a strong and better 2021 and hope you are too. Thank you for all your support in the last year and we'll meet our sales goals for 2021. We'll see you in the skies!

Your RAI Jets Team

- David Riley (Operations)
- Christine Graybill (Sales & Marketing)
- John Riley (Chief Pilot)
- Becky Bakeman (President)
- Kay Deedy (Administration)

Calling All Snowbirds!

Imagine the sand between your toes, and sun-drenched afternoons on the beach with the sound of the tide rolling in. Or maybe you'd prefer the solace of the desert air, its warmth enfolding you as you take in the splendor of the nearby canyon and mountains.

Our recent blog gives you three great reasons to be a snowbird, and how RAI Jets can help you, even in 2020. Take a peek and then give us a call for an estimate on a flight to the destination of your choice. You know you want to go!

Buy Now, Fly Later...and SAVE!

The federal Coronavirus Aid, Relief, and Economic Security Act (CARES Act) suspension of the Federal Excise Tax for Part 135 jet charter operations is in effect until January 1, 2021. But even if you don't plan to travel until later in 2021, you can still take advantage of the tax break by purchasing flight time now and flying later.

Purchase large blocks of flight time easily with our "Life of Riley" Jet Card! Then fly when you want, with set rates so no quote is ever necessary. Our jet card program also offers...

- No membership fee
- Transferable, refundable balances that NEVER expire!
- Four levels to match your personal and business private flight travel needs
- No long-term contractual commitments
- Personal concierge to assist with travel, dining and entertainment needs

Now is the best time to become a "Life of Riley" member and save the FET excise tax before the incentive expires. Call us today to learn more!

RAI Jets Joins Paynode Network

RAI Jets is now able to accept payment from operators and brokers enrolled in Paynode, an online portal to conveniently send instant payments, 24/7/365. The intuitive, online Paynode platform makes paying for private aviation easier than ever. It's just another reason to fly RAI Jets!

Despite the Pandemic, We Lead On!

When our president, Becky Bakeman, was chosen for the National Business Aviation Association (NBAA) Scheduling & Dispatch Scholarship Training Award in January, she was expecting to complete the "bootcamp" in-person with leaders from all over the country at an exciting location. However, thanks to the pandemic, the course was changed to a five-week platform, delivered over Zoom, three days a week. It was a deep dive into the environment of all flight department managers through several lessons of leadership and team building, while addressing critical challenges and opportunities for growth. "I'm so grateful to NBAA for the scholarship and the opportunity to learn from so many other leaders in the industry," Becky said. "It's nice to know that we can move forward, even in a pandemic!"

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2023 Talons Out Honor Flight for the Eastern Michigan WOW Chapter of the American Rosie the Riveter Association



Fast Cars and Faster Jets Event



RAI Jets Hosts Ford Tri-Motor Tour, Grand Opening, July 2019



Jets and Jewels, September 2018



Medical Mission – Organ Transplant



Jets and Jewels, September 2017



Networking Events



Grand Opening at KAZO, July 2016





Media Contact:

Karen Dix
Karen@bigideaswriting.com
630.605.0169



<https://www.facebook.com/raijets/>



<https://www.instagram.com/flyraij>



<https://twitter.com/flyraijet>

Website:

<http://FlyRAI.com>

Phone:

Toll Free: 1.800.247.2834
Phone: 269.651.2821
Fax: 269.651.9164



<https://www.linkedin.com/co>

Email:

info@FlyRAI.com



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