

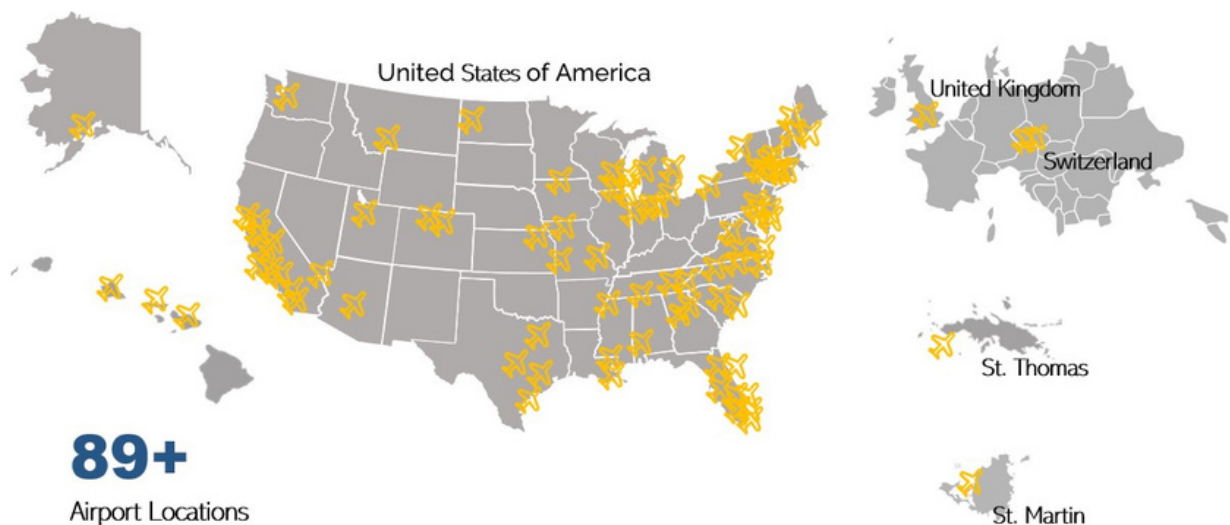
Sectors

# Aviation

**KMI**  
INTERNATIONAL

[www.kmiintl.com](http://www.kmiintl.com)

KMI's vast portfolio in aviation makes us a trusted construction advisor for a wide range of consulting services, including Cost Estimating, Property Condition Assessments, Scheduling, Program Management, Troubled Project Turnaround, and Dispute Resolution & Litigation Support. We take pride in the leadership we provide and the success of the projects we deliver.



## Service Lead




[jnewton@kmiintl.com](mailto:jnewton@kmiintl.com)

### John Newton

*Senior Vice President*

John Newton applies his boundless energy to working with key stakeholders to deliver the best-in-class service to clients as the Senior Vice President of Program Management.

With over 40 years of experience in project/program management, business development, and real estate, John still gets a thrill from meeting new and interesting clients. Because of his skillful knack for building successful and happy teams, he has delivered on multi-million-dollar projects worldwide



CASE STUDY

# SIGNATURE AVIATION

Project

**50+ Airports Nationally**

Timeline

**2003-Present**

Services provided

**Project Management**

## Background

Signature Flight Support (SFS), is a subsidiary of BBA Aviation USA, which operates as the world's largest Fixed Base Operator (FBO). They pride themselves on "consistent, exceptional service," and seek partners who understand and provide similar delivery of their portfolio projects.

As SFS's program manager for FBO and site development of their airport facilities across the United States, KMI is continually looking for efficiencies across its entire development program. We lead the development of project budgets, concepts, and ongoing oversight of designs.

## Challenge

Several unique challenges come with developments for FBOs. From stringent government regulations to land lease and support services to major airports, FBOs are required to abide by Federal Aviation Administration standards for commercial aeronautical services.

SFS typically requires operations to be maintained during construction, with little to no disruption to clients, requiring detailed planning and surgical precision.

## Solution

KMI leads program management services as a strategic partner. . We maintain close and consistent collaboration with all stakeholders and provide detailed advice and solutions to clients across the board. From San Jose to Palm Beach, KMI has delivered one successful FBO after another for SFS.

**KMI has managed more than 30 projects for Signature Flight Support Corporation, both domestically and internationally. KMI was brought on early to develop budgets, concepts and provide oversight of the full scope of construction management. I recommend KMI as your construction consultant for any of your projects or building programs.**

Joe I. Goldstein  
*President and General Counsel*

**BBA Aviation USA, Inc.**