



# Western Michigan University

## Case Study

### Operating lease structure saves College of Aviation thousands in monthly payments

#### The Goals

1. **Acquire next generation training platform.**
2. **Form a long-term strategic partnership to build the best flight program.**
3. **Give students greater return on their investment.**

#### The Challenges:

- Acute decision timeframe
- High utilization environment
- Stringent budget constraints
- Required state-of-the-art training platform

“Our vision is to establish and maintain a state-of-the-art, world class professional aviation program. To do this, we needed a partner to help us acquire the most advanced equipment while protecting our students investment.

Brown’s collegiate operating lease solution met our mission profile, budget, and solved our program challenges. I encourage all programs, large and small, to engage with the team at Brown.”

Captain Dave Powell, Dean  
Western Michigan University College of Aviation



#### The Solution: Brown’s Operating Lease Structure

- **Buying power** - Brown negotiated advantageous rates for engines and avionics.
- **Specializes in Collegiate Leases** - Brown collaborated with all department heads to find a common solution.
- **State-of-the-art equipment** - Brown retrofitted the existing Cirrus SR20 fleet with the cutting-edge Avidyne R9 avionics suite along with factory remanufactured engines.

#### The Result:

**Strategic** partnership formed between WMU and Brown Aviation Lease.

**Saved** WMU thousands in monthly lease payments.

**Stimulated** incoming freshman enrollment.

**Closed** technology gap from training aircraft to commercial aviation cockpits.

**Minimized** fleet downtime throughout transition.

**Enhanced** student return on investment through aircraft and simulator technology.

**Achieved** consistency in technology across aircraft and simulation platforms.

**Created** future disposition strategy for WMU.

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