



Eclipse Aviation

Location Study for Headquarters and Production Facility

This project was initiated with a phone call from Eclipse executives to a Janus Senior Principal seeking site selection assistance. Eclipse Aviation wanted to be the first company to successfully produce less expensive corporate jets that could also be used for air taxi service. The consulting team met with Eclipse to determine their location needs for the combined headquarters and production facility.

Location criteria included labor force, site infrastructure and utilities, business environment, and financial performance indicators derived from an operating cost model developed by the project team. Initially, Eclipse indicated an interest in several states and many sites. Through research, the project team was able to eliminate some states and sites, saving the client on-site evaluation cost and time. The site that was eventually selected was not in the original search area envisioned by Eclipse, but was suggested by Janus Senior Principal Robert Pittman based on his knowledge of states and sites that might fit the project's needs.

In 2000 Eclipse Aviation selected Albuquerque's Double Eagle II Airport. By occupying temporary space negotiated at Albuquerque's Sunport Airport, Eclipse was able to complete the certification and first product aircraft while the Double Eagle II facility was being developed. Eclipse plans to produce in excess of 1,000 airplanes per year at the Albuquerque facility with employment eventually reaching over 1,900.