

# The sky's the limit.

**Interiors in Flight, Inc.**  
[www.interiorsinflight.com](http://www.interiorsinflight.com)

**An aircraft refurbishing company enrolls with the Advisory Board Council and doubles their revenues.**

"We were literally two guys in a garage when we started our company," remarked Larry Heilbron on the humble start to the company he and his partner, Terry Turner, founded a few months after 9/11. In 2001, with an initial investment of \$1,000 each, Heilbron and Turner formed Interiors in Flight, Inc., a custom manufacturing company specializing in aircraft interior refurbishment.



As with many new companies, the business challenges grew quickly. "Like I always said, we know how to do airplanes, but we didn't know how to run a business," said Heilbron. The partners turned to the SBDC at UCF's Advisory Board Council program for guidance. In early 2006, the partners were accepted into the program and a board comprised of sales and marketing, finance, strategy, operations and management experts were pulled together.

When the company started the Advisory Board Council program, they had revenues of \$500k and seven full-time employees working in a 4,000 sq. ft. facility. Benefitting from being receptive to the advice and input from their board, the company experienced a dramatic growth spurt and, by the close of 2007, their revenues rose to nearly \$1 million. Moreover, the company moved into a 6,500 sq. ft. facility and increased their staff to 17 full-time employees to accommodate the increased work volume.

**"We're more involved in planning the business now. The board has helped us in a lot of ways to make better decisions for the**

Through participation in the Advisory Board Council, changes in the company ran deeper than the numbers. "How we look at the business is different now," said Heilbron. "Before we were always putting out fires. Now we prevent them so they don't even start." Since going through the program

Heilbron and Turner see the business differently. "We've definitely matured as business owners," commented Turner. "We have a new confidence now. Instead of looking at the business as just a paycheck, it's where our future is."

As an FAA approved repair station, Interiors in Flight offers refurbishment and repairs for executive and corporate aircraft. The firm's high-quality refurbishment covers the cabin, cockpit, lavatories, galleys and even the cargo holds. Interiors in Flight customers include many of the major aircraft manufacturers in the business including Cessna, B/E Aerospace and Gulfstream.

