

## CASE STUDY

# A LEGACY UP IN THE AIR:

## HOW AERO-MACH LABS NAVIGATED THE TURBULENCE OF CHANGE

### INDUSTRY

Aviation / Aircraft Instrument  
Repair & Manufacturing

### LOCATION

Wichita, Kansas

### OWNERSHIP

Family-owned by Jeff and Gina Carnley and  
Jeff's mother, Dianne Bolain

### CHALLENGE

Needed a clear understanding of business  
value to support estate planning, succession,  
and strategic growth.

### SOLUTIONS

Comprehensive business valuation and  
ongoing strategic planning partnership with  
Adams Brown.

### RESULTS

Gained financial clarity and confidence to  
make informed decisions, enabling growth  
and long-term sustainability.



The aviation industry thrives on reinvention, but few businesses can say they specialize in keeping older, yet still essential, aircraft instruments in operation. Aero-Mach Labs, a family-run enterprise, has mastered this niche for decades. Their expertise in maintaining and restoring analog components ensures reliability for these planes designed for long lifespans and still in active use. With strategic guidance from Adams Brown, what began as a simple tax filing engagement evolved into a powerful partnership. Together, they've crafted a roadmap for adaptability, expansion and success, showcasing the impact of collaboration in a rapidly changing world.

## The Challenge

Aero-Mach Labs faced a tough question: How do you determine the value and modernize a business focused on legacy aviation instruments? That, combined with a need for updated estate planning and equity gifting, and the challenges were clear. Enter Adams Brown, which brought clarity and confidence to AeroMach's strategic planning, charting a solid path for growth. Here's where the story truly takes off.



*Being in the legacy aviation business, it's hard to benchmark our value since what we do is so unique. We needed clarity to guide our path forward."*

– Jeff Carnley, Owner

## A Clear Vision for Strategic Growth



*The valuation didn't just give us numbers; it gave us confidence to move forward with decisions that strengthen our business."*

– Gina Carnley, Owner

The first order of business was to pin down a precise valuation of Aero-Mach Labs' worth. No easy feat, considering the company's business model includes instrument repairs, proprietary parts manufacturing and contract manufacturing for other companies. Additionally, its sister company, Aero-Mach Wilco cuts steel for aircraft.

What started as a plan to sort out estate details quickly morphed into something bigger. Adams Brown didn't just run the numbers; they became strategic advisors. Or, as Gina Carnley, Jeff's partner in business and life, puts it, ***"The valuation didn't just give us numbers; it gave us confidence to move forward with decisions that strengthen our business."***

For Aero-Mach Labs, this newfound confidence took the form of anticipating industry shifts and strategically positioning the company for growth. Among those strategies? Acquiring complementary businesses and exploring expansion opportunities.

## Navigating with Greater Precision

One of the more surprising benefits Adams Brown provided was something you won't find on their website but might call ***"outsider perspective therapy."*** By offering external validation and data-driven clarity, they extinguished much of the guesswork that plagues family-run operations.

Before this newfound clarity, Jeff acknowledges, their approach rarely went beyond basic financial reports. Reviewing trends? Benchmarking? Those were luxuries they seldom afforded themselves. Today, that kind of analysis forms the backbone of their expansion plans.

***"The partnership gives us the tools to sharpen our strategy and leverage our strengths to fund future growth,"*** Jeff notes. It's business-speak for, ***"We're not just flying; we're navigating with greater precision."***

## Services That Deliver Results

- ▶ **Business Valuation:** Clarity on company worth to drive smart estate planning, succession, and growth strategies.
- ▶ **Tax Expertise:** Stress-free compliance and peace of mind.
- ▶ **Strategic Advisory:** Tailored planning to stay ahead in a shifting market.
- ▶ **Growth Planning:** Sharp financial structuring for confident investments and expansion.
- ▶ **Regular Reviews:** Quarterly insights to stay focused, agile, and future-ready.

## Solution Summary

- ▶ Enhanced clarity of company value
- ▶ Identified opportunities for investments and expansion
- ▶ Fostered a proactive approach to long-term growth

## The Impact

Now, armed with modernized financial insight and a solid valuation, Aero-Mach Labs isn't just surviving in a shrinking market; it's charting new courses. A growing financial confidence is evident in tangible moves like facility expansions and hiring plans.

And in a happy plot twist, Aero-Mach Labs has started absorbing additional market share as a handful of competitors retire.

*"The biggest takeaway is having someone in our corner who provides insights and confidence to make big, strategic decisions,"* adds Jeff.

## Looking Ahead

The sky's the limit (pardon the pun) regarding the future. Aero-Mach Labs has plans to acquire new product lines and businesses that align with its niche. There's also a focus on training the next generation of analog instrument whisperers while continuing to sneak peeks at the digital playbook for inspiration.

*"We're focused on leveraging this partnership to innovate within our niche and set a sustainable course for the future,"* Gina emphasizes.

For Aero-Mach Labs, the story is a refreshing reminder that even the murkiest skies can clear up with a dash of foresight and the right financial co-pilot. With Adams Brown as a trusted advisor, Aero-Mach Labs is ensuring its legacy while unlocking new opportunities for growth and long-term success.

