

RECEIVED  
CLERK OF THE BOARD

AUG 03 2020

HJB  
CEO  
JWA

July 23, 2020

Orange County Board of Supervisors  
333 W. Santa Ana Blvd, Room 465  
Santa Ana, CA 92707-0687

RE: Orange County Fixed Base Operator RFP

Dear Board of Supervisors,

What a remarkable couple of years it has been with ACI Jet on the field at John Wayne Airport. I would like to thank the board for the great decision they made to award ACI Jet the FBO in April 2017 and ask for the board to make yet another great decision to award ACI Jet the 35 year lease for the east side FBO.

I have been a resident of Newport Beach for over 30 years and learned to fly at John Wayne Airport 25 years ago. I own multiple Newport Beach based companies one of which, Tax Deferred Solutions, is a fiduciary for over \$2 Billion for the State of California Public School System, and PlusBionics.com which provides state-of-the-art health and sanitization equipment for the COVID response. I also own a building mere blocks from the airport, the location where the very first smart phone was taken to the cloud. Needless to say, Newport Beach and the John Wayne Airport are part and parcel of my business and personal existence and accomplishments.

When it first came to my knowledge that ACI Jet may replace Signature Flight Support, my phone began ringing. In particular I had two visits from Signature CEO asking for my help to keep them in their location. I must admit, that at first I was a strong supporter of Signature Flight Support, however that viewpoint has shifted dramatically. I have seen a vast improvement from the previous FBO since ACI Jet took over. From more competitive fuel pricing, to safety, and customer service, ACI has far exceeded my expectations daily.

A complete renovation of the FBO facility also now greets my passengers. My aircraft, a small Citation Jet, typically resides in the ACI west hangar complex, where ACI Jet has also renovated amenities. I also fly helicopters from the West side and regularly interact with ACI ground personnel. Another key item to point out about those personnel, is the ACI Jet culture is ever present. Whether you are flying a piston single, a helicopter, or large cabin aircraft, you are treated the same.

I highly encourage the Board to take its residents into consideration when making this decision. ACI Jet has been on the field the past three years and has set the standard for what FBO's across the country should be. Our aviation community is thriving thanks to your decision to award ACI Jet the lease. They undertook quite a project and have proven to be the right choice for John Wayne Airport. ACI Jet is best of breed! I look forward to the future of ACI at Orange County.

Thank you for your consideration,



Robert Lotter

949-274-6574

Robert@Ralotter.com

RECEIVED  
CLERK OF THE BOARD

AUG 04 2020

POS  
CEO  
SWA



July 30, 2020

To Whom it may concern,

I wish to provide my full support for ACI Jet successfully bidding to remain at John Wayne Airport. I have been a tenant in their building for a few years, their staff are professional, courteous and friendly and it's a pleasant environment to work in. I believe they have the city and county's best interest at all times and will be a valuable anchor tenant for decades to come.

Sincerely,

*Marius Breitenbach*

Marius Breitenbach  
Sales Director  
Jetcraft Corporation



**Friends of Oceano Airport**  
 Chapter, California Pilots Association  
 600 Redondo Court Grover Beach, CA 93433  
 A California Non-Profit Organization 501-C3  
 Phone: 805-709-6619 Fax: 805-544-1412  
 E-Mail: FriendsOfOceanoAirport@charter.net  
 Web: <http://www.FriendsOfOceanoAirport.com>

August 1, 2020

RECEIVED  
 CLERK OF THE BOARD  
 AUG 06 2020  
 BCS  
 CEO  
 JAK

Orange County Board of Supervisors  
 333 W. Santa Ana Blvd Room 465  
 Santa Ana, CA 92702

Dear Supervisors:

I would like to take the opportunity to write a letter of support for ACI Jet. Since 2009 I have worked with the folks at ACI Jet in my capacity as President of the Friends of Oceano Airport, and a Vice President of the California Pilots Association.

I have direct experience with ACI not only as a General Aviation [GA] pilot, Commercial pilot and aircraft owner who has flown into, and received services from their FBOs at Orange County, San Luis Obispo, and Paso Robles. Additionally ACI provides the fuel farm at Oceano Airport, which I have frequently used.

Whether at a large airport like Orange County or a small airport like Paso Robles, the folks at ACI Jet provide friendly, professional and comprehensive service to GA pilots. ACI has a huge commitment to General Aviation and the communities, which they serve. ACI has provided scholarships for flight training, underwritten educational events, and provided personnel for community events, and have donated use of their facilities for charitable causes.

As a Vice President of the California Pilots Association I have first hand experience working with Bill Borgsmiller and the team at ACI. ACI has generously provided support to our aviation events. I cannot think of a time in the last 10 years where we asked for their support and did not receive it. More often than not, they not they exceed our initial requests. ACI has been a big supporter of General Aviation in the entire state of California.

As an active California pilot, aviation writer for national publications and countrywide speaker, I have come in to contact with many pilots both in the corporate/charter world, and GA world. ACI has turned around the opinion of aircraft owners and pilots flying into Orange County Airport. They have enhanced facilities, lowered fees, re-aligned fuel prices and become a wonderful part of the community. I can recommend ACI without hesitation. If I can provide any further information, please do not hesitate to call me at 805-709-6619 or email: FriendsOfOceanoAirport@charter.net.

Lellie C. Lucas, President  
 Friends of Oceano Airport

RECEIVED  
CLERK OF THE BOARD

AUG 06 2020

BFS  
CEU  
JWA

Orange County Board of Supervisors  
333 W. Santa Ana Blvd., Room 465  
Santa Ana, CA 92701

To the Board of Supervisors,

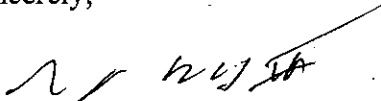
My name is Tray Ridenour, Aviation Manager with California Choice, an operator based at John Wayne Airport for the past 15 years. The purpose of this letter is to explain some of the reasons I believe ACI Jet should be awarded the east side FBO lease site.

Our operation is based at ACI Jet Orange County, a California based superb FBO. Since day one, ACI Jet has been friendly, hospitable, and moreover, an amazing company to work with. I watched them come into a less than inviting facility and completely renovate to accommodate their passengers. Their attention to detail is visible in every part of the operation from the state of the art conference rooms with ability for video conferencing at the touch of a button to the pilots lounge with its own fully loaded restroom, reclining chairs and monitors to view the ramp, valet circle and lobby. The drinks and snacks are a great addition as well. They really thought of everything!

I cannot say enough positive things about their customer service. ACI Jet makes you feel like family when you walk in their doors and see their smiling and helpful faces.

All promises made upon taking over their location have been fulfilled. I am more than happy to recommend ACI Jet as they are exactly what Orange County needs and have the vision and tenacity to fulfill all of their promises.

Sincerely,



Tray Ridenour  
Aviation Manager

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CLERK OF THE BOARD

AUG 06 2020

BOS  
CEO  
JWA

Orange County Board of Supervisors  
333 W Santa Ana Blvd, Room 465  
Santa Ana, CA 92702-0687

Dear OC Board of Supervisors,

The purpose of this letter is to recommend ACI Jet for the East Side FBO lease site proposal.

My name is Kevin Wayt, Chief Pilot for Nutrawise Corp. We currently operate a Gulfstream IV based at ACI Jet in SNA, in addition I personally own a Maule M4-220C single engine 4 seat STOL Taildragger that calls ACI Jet home as well. My Background at SNA started back in 1978 when I got my Commercial Multi-Engine Rating at Martin Aviation in the exact location that ACI is built on today. I came back to Martin Aviation with 4000 hours total time at age 26 and flew for Martin Charter for 4 years before venturing into various corporate aviation flying jobs. Prior to Nutrawise I flew for the same family for 23 years and brought a Falcon 900 to ACI Jet before moving on to fly for Nutrawise and their G-IV.

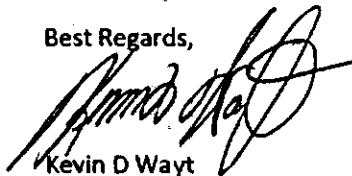
Not since the days of Martin Aviation has SNA had an FBO that concerned itself with the totality of aviation from Flight School Training to Corporate Jets. It has been refreshing to see ACI Jet serve as an example of what FBOs should look like across the nation. Inviting, safe, fair, and professional are just some of the qualities that are bestowed upon all aviators at ACI Jet SNA. They are the friendliest FBO I have seen since the old days of Martin Aviation. I think Eddie Martin would have been proud of how ACI Jet has developed the plans for SNAs future.

Besides the above reasons, we keep our G-IV based at ACI Jet because of their attention to detail and safety. We always enjoy flying back into "home" at ACI Jet where their team provides us with outstanding service and special attention to safety and efficiency, always treating our Principles and Passengers with the utmost respect and care.

ACI Jet is just what Orange County KSNA airport needed and we want to encourage you to grant ACI Jet the opportunity to continue their already outstanding "start" to improve the entire airport. Please take this letter as my personal recommendation to award ACI Jet the East Side FBO of the future at KSNA.

We at Nutrawise are very excited to see Santa Ana, John Wayne, Orange County Airport future with ACI Jet on the East Side for the next 35 years.

Best Regards,



Kevin D Wayt

Chief Pilot G-IV  
Nutrawise Corp

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CLERK OF THE BOARD

JUL 29 2020

Asst.  
CEO  
SNA

**Nick MAGLIARDITI**  
**c/o P.O. Box 11151**  
**Newport Beach, CA 92658**  
**Tel: (949) 439-0492**  
**Email: [nick@dicompanies.com](mailto:nick@dicompanies.com)**

July 21, 2020

Orange County Board of Supervisors  
333 W. Santa Ana Blvd., Room 465  
Santa Ana, CA 92702-0687

**Re: Letter of Support for ACI Jet's proposed FBO Renovation**

To Whom It May Concern:

I submit this letter in support of ACI Jet's proposed FBO Renovation project at John Wayne Airport.

I am a "late comer" to general aviation ("GA"), having received my private pilot license about 5 years ago. I did my training and started my GA experience at KSNA when Signature Flight Services managed the FBO at SNA. Not knowing much about FBO's at the time, I assumed the level of service I received from Signature was what was expected. A few years ago that assumption changed after ACI Jet was awarded the FBO rights at KSNA.

I have found that ACI Jet's level of service is second to none; whether (like me) you are flying a single engine plane or a Gulfstream. The staff and grounds crews are all very professional, courteous and always seeking to go the extra mile in providing service to pilots as well as passengers that may be visiting for the first time. That service level starts with the renovation of the FBO space, making it state of the art, modern and comfortable. I have used the conference rooms on many occasions to meet with people and they all have expressed how nice it is to meet there and fly from the FBO. To top it off, ACI Jet has always provided very competitive fuel pricing that I and I am sure all other GA pilots stationed at KSNA enjoy (when Signature had the FBO they priced the fuel so high that many GA pilots stopped in Chino to refuel before heading to our home base at SNA!).

As a result, ACI Jet is not only a great FBO operator at SNA that I hope to see there for a long time, but I also believe they are the best FBO operator for SNA and the best positioned to bring the FBO facilities to the next level of service that our aviation community deserves.

I fully support the proposed project.

Sincerely,



Nick Magliarditi



2141 ICON Way  
Vacaville, CA 95688

T 707 564 4000  
F 707,564 4004

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CLERK OF THE BOARD

JUL 27 2020  
www.iconaircraft.com  
info@iconaircraft.com

Bob  
CEO  
JWA

Orange County Board of Supervisors  
333 W. Santa Ana Blvd, Room 465  
Santa Ana, CA 91702-0687

RE: ACI Jet East side FBO Proposal

Dear Orange County Board of Supervisors,

ACI Jet has quickly become a pillar of the Orange County landscape and a partner to many companies within Orange County and our surrounding communities. The purpose of this letter is to strongly recommend ACI Jet for the east side FBO.

ICON Aircraft is a recreational aircraft unlike any other. ICON Aircraft's mission is to accelerate the democratization of personal flight and 3-D mobility. ICON creates consumer-friendly, safe, technologically advanced aircraft that make the adventure of flying more accessible to mainstream consumers. ICON's first aircraft is the A5, an amphibious sport plane that fuses outstanding aeronautical engineering with world-class product design and unprecedented safety features. The A5 is the world's first production aircraft that is spin-resistant, making it arguably one of the safest small aircraft ever created. The A5 has won some of the world's most prestigious design awards and has inspired a global following.

ACI Jet has continually welcomed ICON Aircraft. They have hosted several events that have given us tremendous exposure and allowed us to share our product with the wonderful people of Orange County. Having traveled the country promoting ICON and having visited countless FBO's, I can honestly say that ACI Jet is one of the very best. They are inclusive, welcoming and provide fantastic service to all their customers. We choose ACI Jet when flying into Orange County because of the first-class customer service, the fuel pricing, the new facility, and the truly remarkable relationships that we have built with their entire staff. ACI Jet's commitment to aviation is unparalleled as most of their front-line team are pilots or mechanics in training. It is obvious that aviation is a vital part of the foundation and the entire structure at ACI Jet, beginning with the line staff and continuing up to their CEO.

John Wayne Airport and Orange County would not be the same without ACI Jet and it would be a considerable misstep to replace their operation. I respectfully urge you to consider all the various companies in Orange County that are thriving because of ACI Jet and the lasting impact they have had on the surrounding community.

Please let me know if I can provide any further information.

Sincerely,

Noah Collins  
Regional Sales Director  
ICON Aircraft  
[noah.collins@iconaircraft.com](mailto:noah.collins@iconaircraft.com)  
[www.iconaircraft.com](http://www.iconaircraft.com)

JUL 27 2020

BOS  
CEO  
JWA

Orange County Board of Supervisors  
333 W Santa Ana Blvd, Room 465  
Santa Ana, CA 92702-0687

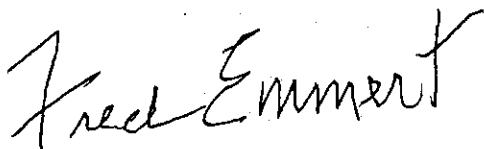
Supervisors:

Since 1966 – AIR VIEWS has operated our aerial photography business from Orange County/John Wayne Airport. AIR VIEWS provides imagery that delivers “visual communication” to the southern California real estate marketplace.

For the past couple years, we have provided marketing images for ACI Jet. My observation was “WOW” when they upgraded their FBO Terminal. Bringing the Blue Hanger with a current modern “today” look. Interaction with Bill Borgsmiller and his staff have impressed me with their coordination and teamwork. More importantly, employees are friendly, want to help and seem to enjoy their jobs. Result is a “good vibe” when you are their guests.

My understanding is that ACI Jet is willing to invest and assist in the redevelopment of John Wayne Airport. Mr. Borgsmiller has an aviation passion and business leadership that should be given serious consideration in the forthcoming changes and improvements at John Wayne Airport.

With Regards,



Fred Emmert – Owner  
AIR VIEWS Aerial Photography  
1701 E Edinger Avenue – Suite C4, Santa Ana CA 92705-5011  
fred@airviews.com O:714 -435-17000 C:714-309-4501



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JUL 27 2020

BOS  
CEO  
JWA

Orange County Board of Supervisors  
333 W. Santa Ana Blvd., Room 465  
Santa Ana, CA 92

To Orange County Board of Supervisors,

As a charter pilot, I have used ACI Jet services several times while traveling with passengers to and from John Wayne Airport.


I have always appreciated the great facility and the smooth service received by all employees, but it's only since I started managing a Kodiak 100 (light single engine turboprop) based at ACI that I realized the great service that they strive to provide.

The level of attention of all their employees is great and the service is always the best one. What makes ACI stand out from other-FBOs (in addition to their great facility) is that you will always get the best service they can give you, no matter if you fly an executive jet or a light GA aircraft. This is for me the most important thing. Their service is not based on the type of aircraft but it's a mind set, it's part of their business model.

I really think ACI is one of the best FBOs I've ever visited and recommend them for the east side FBO leasehold.

In faith,

Andrea Torpieri



RECEIVED  
CLERK OF THE BOARD

JUL 20 2020

BOS  
CEO  
SWA



Orange County Board of Supervisors,

My name is Michael Morgan, owner of Imagine Air, an aviation concierge and aircraft ownership service. Imagine Air specializes in Cirrus aircraft management and training services in Southern California. It is my belief that ACI Jet is the most suited FBO for the east side leasehold. With a portion of the east side lease site dedicated for light GA, ACI Jet has proven through their history the past three years that they truly care about light GA and want to make sure that everyone is accommodated on the field, fairly. Since ACI Jet's inception, fuel prices have been fair and reasonable. Their transparency demonstrates itself in the fuel pricing board that is displayed at the front desk. You know exactly what you are getting with ACI, no gimmicks. ACI Jet also has an employee flight program that helps their employees get their pilot's license at a fraction of the cost by providing the employees an aircraft to train in. They are training the future of aviators.

While the airport was once known as a place to fly in and out, people now enjoy hanging out in the FBO. ACI has created a sense of community and "fun" at the airport with their events, In N Out truck and Santa visits during the holidays and historically, their 4th of July BBQ's among many others. Their new lobby provides a great place to meet as they have created conference rooms, a smart bar area with electronic plug-ins and a multitude of areas to meet and gather before and after flight. Our passengers thoroughly enjoy the atmosphere of ACI.

Please take this letter as my recommendation for ACI Jets proposal for the east side FBO lease site. They will be the best home for our GA needs. Contact me should you have questions or would like to speak further.

Sincerely,

Michael Morgan

President / CEO

JUL 20 2020

AS  
CEO  
JWA

Orange County Board of Supervisors  
333 W. Santa Ana Blvd, Room 465  
Santa Ana, CA 92702-0687

Dear Supervisors:

As a long time tenet of the SNA airport (30+ years), I am writing in support of ACI's application for the upgrading of the FBO's. Over the last several years I have been a customer of Atlantic Aviation, Martin Aviation, Signature (the worst) and ACI with a helicopter, a light aircraft and a Cessna Citation. The degree of service that ACI gives to the general aviation customer is head and shoulders above the competition, from fuel prices, ground service personnel, customer service and the management team. I could go into numerous examples from over the years but I'm trying to keep this brief. Just let me say that it's a pleasure doing business with ACI and it was a definite upgrade when you awarded them the contract.

Sincerely,



Gus Doppes

32 Deep Sea  
Newport Coast

92657

714-931-2937

ADVANCED AIR



RECEIVED  
CLERK OF THE BOARD

JUL 20 2020

*Bob  
CEO  
JWA*

July 15, 2020

To Whom It May Concern:

Advanced Air, LLC operates a diverse fleet of aircraft ranging from Turboprops to Super Mid-Size Jets serving passengers from all over the LA Basin, including John Wayne/Orange County Airport.

We have been a tenant at ACI Jet Center in Orange County since late 2017 utilizing both office space and aircraft ground services. During our tenure at this location, we have experienced the utmost in efficiency, professionalism, and customer service toward our passengers, guests, employees, and flight crews.

We know that the competition for space and services at this airport is fierce and are confident that the Airport Commission and the Orange County Board of Supervisors will select an FBO candidate that represents the best interests of the community it serves, prioritizing service, safety and community outreach. ACI Jet is that candidate and we support their intent to continue serving the Orange County community long into the future.

Sincerely,

*Barbara E. Hunt*

Barbara Hunt  
VP of Business Operations

# OC Aircraft Sales

RECEIVED  
CLERK OF THE BOARD

JUL 16 2020

BOS  
CEO  
JWH

July 9, 2020

ATTN: Orange County Board of Supervisors

333 W. Santa Ana Blvd, Room 465

Santa Ana, CA 92702-0687

RE: ACI Jet Orange County Proposal

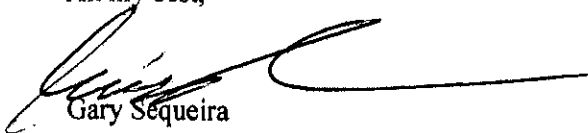
Dear Distinguished Members of the Orange County Board of Supervisors,

My name is Gary Sequeira, President of OC Aircraft Sales based out of Orange County.

I have been operating on this airport for over 40 years, in the capacity of owning a flight school, a sales operation, and a maintenance facility for light GA aircraft. As an operator at the General Aviation level on this field, I have witnessed many, many changes. The times before ACI Jet took over the lease here at John Wayne, our fuel prices were through the roof, and services were anything but personal. It wasn't until they made their presence felt, and were instated to displace one of the other national FBO's on the field, that General Aviation as we knew it, returned to the status that we so enjoyed, for so many years. All of the staff and management at ACI, have been openly engaged with the General Aviation public. Their operation has the feel of a home grown community facility, with the ability to service and accommodate all aircraft, from a Cessna 120, to a Gulfstream G5.

Their CEO, Bill Borgsmiller, has reached out to the public at all levels, and is engaging and willing to listen to any and all of the GA public thoughts. With the upcoming decisions, as to whom should be awarded for long-term leases here at John Wayne, I can without a doubt, and with no hesitation, recommend ACI Jet, to be in line to be with us for the next generation.

All my best,



Gary Sequeira

President

OC Aircraft Sales

