

CONFIDENTIAL

RESPONDENT'S QUESTIONNAIRE

1. Name of Respondent exactly as it will appear on the Lease:
Aviation Consultants Inc. dba ACI Jet

2. Address of Respondent for purposes of notice or other communication relating to the Lease:
945 Airport Drive

San Luis Obispo, CA 93401

3. Telephone Number of Respondent: (805) 548-1310

4. Contact: William Borgsmiller

5. Title: President & CEO

6. FAX number of Respondent: (805)545-9255

7. E-mail Address: wborgsmiller@acijet.com

8. Local Contact Nathen Steiger

Address: 19301 Campus Dr #100, Santa Ana, CA 92707

Telephone number: (949) 201-2550 FAX number

E-mail Address: nsteiger@acijet.com

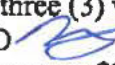
9. Respondent intends to operate the business with which this proposal is concerned as a
Sole Proprietorship []; Partnership []; Corporation []; Joint Venture []; LLC [X];
or:

Explain:
Aviation Consultants Inc.,dba ACI Jet intends to operate the FBO through its subsidiary

ACI Jet Orange County, LLC as identified in its RFQ submittal.

CONFIDENTIAL**EXPERIENCE AND BACKGROUND**

1. In a table format, list all of the FBOs Respondent operates including each airport location, the airport's size, and its the total number of operations, and the number of years Respondent has been operating there.
 - a. Provide details on any national, regional, or network pricing that your locations participate in. (Please see attached Exhibit K Supplemental)
2. Provide a brief description of any aircraft accidents or incidents in the last two years that occurred at any FBO location that you operate. (Please see attached Exhibit K Supplemental)
3. Indicate below whether Respondent plans to sublease to regularly scheduled charter service providers, defined as (i) operated in support of, advertised, or otherwise made available to members of the public by any means for commercial air transportation purposes, and members of the public may travel on the flights; (ii) the flights are scheduled to occur, or are represented as occurring (or available) at specified times and days; and (iii) the provider conducts, or proposes to operate, departures at JWA at a frequency greater than two (2) times per week during any consecutive three (3) week period.

~~✗~~ YES ☒ NO 

~~(Per requirements of FAA Grant Assurance 22(d) and JWA Minimum Standards Section 5.02)~~
4. Do you intend to provide facilities for electric and alternative fuel aircraft?

☒ YES ☐ NO
5. Provide the proposed daily hours of operation for the FBO at John Wayne Airport and if your proposal includes a GAF, provide your proposed daily operating hours for the GAF. (Please see attached Exhibit K Supplemental)
6. Provide the proposed fee your FBO anticipates charging for the following categories:
 - a. Aircraft Tie Down
 - i. 40-foot wingspan tie-down :\$175
 - ii. 50-foot wingspan tie-down :\$200
 - iii. 60-foot wingspan tie-down :\$225
 - iv. Sunshades :N/A (None designed to be built)
 - b. Aircraft Hangar Rent
 - i. 40-foot wingspan hangar :\$1.25/sqft or \$0.25/sqft with membership.
 - ii. 50-foot wingspan hangar :\$1.25/sqft or \$0.25/sqft with membership.
 - iii. 60-foot wingspan hangar :\$1.25/sqft or \$0.25/sqft with membership.
 - iv. Shared common use hangar (identify rent by the size of aircraft) : \$1.75 PSF
 - c. Landing Fees :N/A (KSNA does not charge landing fees)
 - d. Aviation Fuel
 - i. AvGas :Retail: Full Service: Wholesale+\$1.30/gal, Self Service: Wholesale + \$0.50/gal
 - ii. JetA : Wholesale + \$1.55/gal
 - iii. Other : 100% markup on oil. Prist \$0.10

I certify that I have answered all of the above items, as applicable. It is required to sign and date below, otherwise, Respondent may be disqualified from the evaluations process.

Aviation Consultants, Inc.

Respondent Name dba ACI Jet

By: 

William Borgsmiller

Date: 12-18-19

11. RESPONDENT FORM AND QUESTIONNAIRE EXHIBIT – K

**CONFIDENTIAL****EXPERIENCE AND BACKGROUND**

1. *In a table format, list all of the FBOs Respondent operates including each airport location, the airport's size, and its the total number of operations, and the number of years Respondent has been operating there.*

LOCATION	AIRPORT SIZE	TOTAL # OF OPERATIONS	NUMBER OF YEARS ACI JET HAS OPERATED AT LOCATION
JOHN WAYNE AIRPORT (SNA)	501 acres	Total 2018 Airport Operations: 334,529	3 Years (Since 2017)
SAN LUIS OBISPO COUNTY AIRPORT (SBP)	340 acres	Total 2018 Airport Operations: 80,478	17 Years (Since 2003)
PASO ROBLES MUNICIPAL AIRPORT (PRB)	1,300 acres	Total 2018 Airport Operations: 34,250*	10 Years (Since 2010)
OCEANO COUNTY AIRPORT (L52)	58 acres	Total 2018 Airport Operations: 9,855*	13 Years (Since 2007)

*Approximate

- a) *Provide details on any national, regional, or network pricing that your locations participate in.*

OVERVIEW

A hallmark of ACI Jet is their policy of fair and transparent pricing. Customers receive the most competitive price available, which is updated weekly to ensure the most favorable price is always current. Using JWA as an example, ACI Jet sets its fuel price on a weekly basis by applying a fixed gross margin over their wholesale cost basis, as noted below:

Transient Customer Fuel Price:

- JetA: \$1.55 over wholesale for 1-1000 gallons
- Avgas/100LL: \$1.30 over wholesale

Based Tenant Fuel Prices:

- JetA: \$1.05 over wholesale for 1-1000 gallons
- Avgas/100LL: \$0.80 over wholesale

While fuel sales are the primary revenue source for an FBO, some FBOs in the industry collect extra fees under the guise of fees or taxes due an airport or lessor yet are in fact alternative sources of revenue to the FBO. Such examples include Infrastructure and/or Security Fees. ACI Jet does not collect these types of fees.

NATIONAL PRICING

ACI Jet's fuel supplier is Avfuel which makes it one of over 3000 Avfuel branded FBO locations worldwide. As an Avfuel-supplied location, ACI Jet offers contract fuel programs such as Avfuel Contract, Avfuel Pro

11. RESPONDENT FORM AND QUESTIONNAIRE EXHIBIT – K

CONFIDENTIAL

Card, Colt, UVair, Everest, and others. Further, ACI Jet offers Avtrip, a customer loyalty program available to pilots nationwide at Avfuel supplied locations.

In July of 2019 ACI Jet JWA became successful bidder of the Corporate Aircraft Association (CAA) Preferred FBO at John Wayne Airport. CAA – which was formed in 1995 by the Directors of Aviation for two corporate flight departments – works on behalf of Part 91 operators to achieve the best negotiated fuel prices at FBOs through the strength of its membership. ACI Jet was awarded the three-year contract and is the exclusive CAA location at JWA. ACI Jet competed against the other current FBO on the airport for this contract, who was the previous CAA Preferred FBO for many years.

ACI Jet at San Luis Obispo and Paso Robles are Defense Logistics Agency (DLA) locations; meaning they are the contracted provider to the federal government to provide fuel and other services to US military and US government aircraft. While ACI Jet John Wayne provides fuel to military and government aircraft, it is not via a DLA contract.

Finally, ACI Jet also has established fuel contracts with both of the largest operators of business jets in the world, NetJets and FlexJet.

REGIONAL AND NETWORK PRICING

As all ACI Jet locations are proudly in California, ACI Jet's region and network are one in the same. In recognition of their sub tenancy, ACI Jet based tenant aircraft receive the reduced fuel price referenced earlier. Additionally, at the John Wayne and San Luis Obispo locations, members of the Southern California Pilots Association receive a \$0.50 discount per gallon and are not charged ramp fees for the first three (3) hours. Further, all aircraft that are based at an ACI Jet location receive benefits across all ACI Jet locations. The following fees are waived for ACI Jet based customers at any ACI Jet location: Ramp fees, overnight fees, vehicle escort fees, GPUs, call out fees, after hours fees, potable water, lavatory service, towing, air stairs, belt loader, air start, and prist.

2. *Provide a brief description of any aircraft accidents or incidents in the last two years that occurred at any FBO location that you operate.*

Based on the definition of an aircraft accident or incident in 49CFR Subsection 830.2 the term aircraft accident is defined as;

“Aircraft accident means an occurrence associated with the operation of an aircraft which takes place between the time any person boards the aircraft with the intention of flight and all such persons have disembarked, and in which any person suffers death or serious injury, or in which the aircraft receives substantial damage. For purposes of this part, the definition of ‘aircraft accident’ includes ‘unmanned aircraft accident,’ as defined herein”

and incident is defined as;

“Incident means an occurrence other than an accident, associated with the operation of an aircraft, which affects or could affect the safety of operations”;

ACI Jet has not had any aircraft accidents or incidents.

5. *Provide the proposed daily hours of operation for the FBO at John Wayne Airport and if your proposal includes a GAF, provide your proposed daily operating hours for the GAF.*

ACI Jet intends to operate the FBO and GAF consistent with the hours of the commercial terminal at John Wayne Airport but will be available 24/7 for emergency medical flights or other critical services.

RESPONDENT'S QUESTIONNAIRE

1. Name of Respondent exactly as it will appear on the Lease:

American Aircraft Maintenance Inc.

2. Address of Respondent for purposes of notice or other communication relating to the Lease:

19711 Campus Drive ,

Unit B, Santa Ana, CA 92707

3. Telephone Number of Respondent: 949-852-8420

4. Contact: Lina Tullberg

5. Title: President & CEO

6. FAX number of Respondent: 949-852-8709

7. E-mail Address: Lina@aviation4s.com

8. Local Contact Lina Tullberg

Address: 19711 Campus Drive ,Unit B, Santa Ana, CA 92707

Telephone number: 949-852-8420 FAX number 949-852-8709

E-mail Address: Lina@aviation4s.com

9. Respondent intends to operate the business with which this proposal is concerned as a

Sole Proprietorship []; Partnership []; Corporation [X]; Joint Venture []; LLC [];
or:

Explain:

EXPERIENCE AND BACKGROUND

1. In a table format, list all of the FBOs Respondent operates including each airport location, the airport's size, and its the total number of operations, and the number of years Respondent has been operating there.
 - a. Provide details on any national, regional, or network pricing that your locations participate in. N/A
2. Provide a brief description of any aircraft accidents or incidents in the last two years that occurred at any FBO location that you operate. N/A
3. Indicate below whether Respondent plans to sublease to regularly scheduled charter service providers, defined as (i) operated in support of, advertised, or otherwise made available to members of the public by any means for commercial air transportation purposes, and members of the public may travel on the flights; (ii) the flights are scheduled to occur, or are represented as occurring (or available) at specified times and days; and (iii) the provider conducts, or proposes to operate, departures at JWA at a frequency greater than two (2) times per week during any consecutive three (3) week period.
 _____ YES X NO
4. Do you intend to provide facilities for electric and alternative fuel aircraft?
X YES _____ NO
5. Provide the proposed daily hours of operation for the FBO at John Wayne Airport and if your proposal includes a GAF, provide your proposed daily operating hours for the GAF.
 N/A
6. Provide the proposed fee your FBO anticipates charging for the following categories:
 - a. Aircraft Tie Down
 - i. 40-foot wingspan tie-down \$150/Month
 - ii. 50-foot wingspan tie-down \$170/Month
 - iii. 60-foot wingspan tie-down \$190/Month
 - iv. Sunshades
 - b. Aircraft Hangar Rent
 - i. 40-foot wingspan hangar \$1200/month
 - ii. 50-foot wingspan hangar \$1800/month
 - iii. 60-foot wingspan hangar \$2500/month
 - iv. Shared common use hangar (identify rent by the size of aircraft) same as above numbers
 - c. Landing Fees N/A
 - d. Aviation Fuel
 - i. AvGas \$5.8/gallon
 - ii. JetA
 - iii. Other

I certify that I have answered all of the above items, as applicable. It is required to sign and date below, otherwise, Respondent may be disqualified from the evaluations process.

Respondent Name American Aircraft Maintenance Inc. By: Lina Tullberg Date: 12/18/2019

RESPONDENT'S QUESTIONNAIRE

1. Name of Respondent exactly as it will appear on the Lease:

Clay Lacy Aviation, Inc.

2. Address of Respondent for purposes of notice or other communication relating to the Lease:

7435 Valjean Avenue, Van Nuys, CA 91406

3. Telephone Number of Respondent: **818.989.2900**

4. Contact: **Scott Cutshall**

5. Title: **SVP, Business Operations**

6. FAX number of Respondent: **n/a**

7. E-mail Address: **scutshall@claylacy.com**

8. Local Contact **Scott Cutshall**

Address: **19531 Campus Drive, Suite 17, Santa Ana, CA 92707**

Telephone number: **818.989.2900** FAX number **n/a**

E-mail Address: **scutshall@claylacy.com**

9. Respondent intends to operate the business with which this proposal is concerned as a

Sole Proprietorship []; Partnership []; Corporation [X]; Joint Venture []; LLC [];
or:

Explain:

n/a

EXPERIENCE AND BACKGROUND

1. In a table format, list all of the FBOs Respondent operates including each airport location, the airport's size, and its the total number of operations, and the number of years Respondent has been operating there.
 - a. Provide details on any national, regional, or network pricing that your locations participate in.
2. Provide a brief description of any aircraft accidents or incidents in the last two years that occurred at any FBO location that you operate.
3. Indicate below whether Respondent plans to sublease to regularly scheduled charter service providers, defined as (i) operated in support of, advertised, or otherwise made available to members of the public by any means for commercial air transportation purposes, and members of the public may travel on the flights; (ii) the flights are scheduled to occur, or are represented as occurring (or available) at specified times and days; and (iii) the provider conducts, or proposes to operate, departures at JWA at a frequency greater than two (2) times per week during any consecutive three (3) week period.
 _____ YES X NO
4. Do you intend to provide facilities for electric and alternative fuel aircraft?
 X YES _____ NO
5. Provide the proposed daily hours of operation for the FBO at John Wayne Airport and if your proposal includes a GAF, provide your proposed daily operating hours for the GAF.
6. Provide the proposed fee your FBO anticipates charging for the following categories:
 - a. Aircraft Tie Down
 - i. 40-foot wingspan tie-down
 - ii. 50-foot wingspan tie-down
 - iii. 60-foot wingspan tie-down
 - iv. Sunshades
 - b. Aircraft Hangar Rent
 - i. 40-foot wingspan hangar
 - ii. 50-foot wingspan hangar
 - iii. 60-foot wingspan hangar
 - iv. Shared common use hangar (identify rent by the size of aircraft)
 - c. Landing Fees
 - d. Aviation Fuel
 - i. AvGas
 - ii. JetA
 - iii. Other

I certify that I have answered all of the above items, as applicable. It is required to sign and date below, otherwise, Respondent may be disqualified from the evaluations process.

Respondent Name Scott C. Caldwell By: Scott C. Caldwell Date: 12/9/19

Exhibit K – Additional Information Requested – Northeast Full-Service FBO Proposal

FBO Locations

All FBOs including airport location, airport size, total number of operations, and number of years respondent has been operating there.

Airport Location	Airport Size	Total Operations	Years CLA Operating
Van Nuys Airport (KVNY) Los Angeles, CA	725 acres	255,855	51

National, Regional or Network Pricing

Clay Lacy Aviation is a preferred member of the two largest global networks of independently owned FBOs. In addition, CLA extends preferred pricing to the following organizations and wholesale fuel memberships.

Preferred Pricing and other benefits extended to members of these associations and wholesale fuel organizations. Corporate Aircraft Association (CAA), Aircraft Owners and Pilots Association (AOPA), World Fuel Contract, AvCard, UVAir.

Network	Locations	Countries	Rewards Program	Fuel Discount	Other Benefits
Air Elite Network	75	25	Yes. World Fuel Rewards Redeem for cash, credits, charitable donations, travel, etc.	Yes	Yes
Paragon Preferred Network	55	19	No	Yes	Yes

Aircraft Accidents or incidents in the last two years that occurred at any FBO location Clay Lacy operates.

Date	Location	Accident or Incident
2/26/18	Van Nuys Airport	Non CLA operated Gulfstream G650 taxied into hangar under own power
6/5/18	Van Nuys Airport	Falcon 2000 wing tip scraped while under tow
7/12/18	Van Nuys Airport	Lear 75 and tow vehicle involved in apron accident
8/7/18	Van Nuys Airport	Gulfstream G200 struck by ground tug

FBO Daily Hours of Operation

Clay Lacy Aviation FBO operating hours will be 0500 to 2300 daily (local). Services outside of these hours are available with an after-hours call-out fee.

General Aviation Facility (GAF) Operating Hours

~~Clay Lacy Aviation proposes the daily hours of operation for the General Aviation Facility (GAF) will match the existing time and noise curfew hours already established by the County of Orange in the General Aviation Noise Ordinance (GANO). Daytime hours are local time. In consideration of facility constraints of EIR 627, CLA has removed the GAF from our proposal.~~

Days	Departures	Arrivals
Monday—Saturday	0700 to 2200	0700 to 2300
Sunday	0800 to 2200	0800 to 2300

Proposed Fee Structure

Clay Lacy Aviation proposes the following fee structure for tie-downs, t-hangars, box hangars, community hangars, landing fees, and aviation fuels.

Aircraft Size	Tie-Down	Sunshade	Community Hangar	T-hangar or Box hangar
40 and 42-Foot wingspan	\$170	\$400 <u>n/a</u>	\$1,200	\$1,000
50-Foot wingspan	\$300	n/a	\$3,500	\$1,500
60-Foot wingspan	\$400	n/a	\$7,656	n/a

Landing Fee	Landing fees waived with minimum fuel purchase
Small GA	\$100 *single day use free if no services are requested
Light jet	\$200
Medium jet	\$300
Large jet	\$400

Fuel Rates	
Jet-A / Jet-A with prist	Cost plus \$1.50 / \$1.56
AvGas	Cost plus \$1.50

RESPONDENT'S QUESTIONNAIRE

1. Name of Respondent exactly as it will appear on the Lease:

Clay Lacy Aviation, Inc.

2. Address of Respondent for purposes of notice or other communication relating to the Lease:

7435 Valjean Avenue, Van Nuys, CA 91406

3. Telephone Number of Respondent: **818.989.2900**

4. Contact: **Scott Cutshall**

5. Title: **SVP, Business Operations**

6. FAX number of Respondent: **n/a**

7. E-mail Address: **scutshall@claylacy.com**

8. Local Contact **Scott Cutshall**

Address: **19531 Campus Drive, Suite 17, Santa Ana, CA 92707**

Telephone number: **818.989.2900** FAX number **n/a**

E-mail Address: **scutshall@claylacy.com**

9. Respondent intends to operate the business with which this proposal is concerned as a

Sole Proprietorship []; Partnership []; Corporation [☒]; Joint Venture []; LLC [];
or:

Explain:

n/a

EXPERIENCE AND BACKGROUND

1. In a table format, list all of the FBOs Respondent operates including each airport location, the airport's size, and its the total number of operations, and the number of years Respondent has been operating there.
 - a. Provide details on any national, regional, or network pricing that your locations participate in.
2. Provide a brief description of any aircraft accidents or incidents in the last two years that occurred at any FBO location that you operate.
3. Indicate below whether Respondent plans to sublease to regularly scheduled charter service providers, defined as (i) operated in support of, advertised, or otherwise made available to members of the public by any means for commercial air transportation purposes, and members of the public may travel on the flights; (ii) the flights are scheduled to occur, or are represented as occurring (or available) at specified times and days; and (iii) the provider conducts, or proposes to operate, departures at JWA at a frequency greater than two (2) times per week during any consecutive three (3) week period.
 ____ YES X NO
4. Do you intend to provide facilities for electric and alternative fuel aircraft?
 X YES ____ NO
5. Provide the proposed daily hours of operation for the FBO at John Wayne Airport and if your proposal includes a GAF, provide your proposed daily operating hours for the GAF.
6. Provide the proposed fee your FBO anticipates charging for the following categories:
 - a. Aircraft Tie Down
 - i. 40-foot wingspan tie-down
 - ii. 50-foot wingspan tie-down
 - iii. 60-foot wingspan tie-down
 - iv. Sunshades
 - b. Aircraft Hangar Rent
 - i. 40-foot wingspan hangar
 - ii. 50-foot wingspan hangar
 - iii. 60-foot wingspan hangar
 - iv. Shared common use hangar (identify rent by the size of aircraft)
 - c. Landing Fees
 - d. Aviation Fuel
 - i. AvGas
 - ii. JetA
 - iii. Other

I certify that I have answered all of the above items, as applicable. It is required to sign and date below, otherwise, Respondent may be disqualified from the evaluations process.

Respondent Name Scott C. Caldwell By: Scott C. Caldwell Date: 12/9/19

Exhibit K – Additional Information Requested – Northwest Full-Service FBO Proposal

FBO Locations

All FBOs including airport location, airport size, total number of operations, and number of years respondent has been operating there.

Airport Location	Airport Size	Total Operations	Years CLA Operating
Van Nuys Airport (KVNY) Los Angeles, CA	725 acres	255,855	51

National, Regional or Network Pricing

Clay Lacy Aviation is a preferred member of the two largest global networks of independently owned FBOs. In addition, CLA extends preferred pricing to the following organizations and wholesale fuel memberships.

Preferred Pricing and other benefits extended to members of these associations and wholesale fuel organizations. Corporate Aircraft Association (CAA), Aircraft Owners and Pilots Association (AOPA), World Fuel Contract, AvCard, UVAir.

Network	Locations	Countries	Rewards Program	Fuel Discount	Other Benefits
Air Elite Network	75	25	Yes. World Fuel Rewards Redeem for cash, credits, charitable donations, travel, etc.	Yes	Yes
Paragon Preferred Network	55	19	No	Yes	Yes

Aircraft Accidents or incidents in the last two years that occurred at any FBO location Clay Lacy operates.

Date	Location	Accident or Incident
2/26/18	Van Nuys Airport	Non CLA operated Gulfstream G650 taxied into hangar under own power
6/5/18	Van Nuys Airport	Falcon 2000 wing tip scraped while under tow
7/12/18	Van Nuys Airport	Lear 75 and tow vehicle involved in apron accident
8/7/18	Van Nuys Airport	Gulfstream G200 struck by ground tug

FBO Daily Hours of Operation

Clay Lacy Aviation FBO operating hours will be 0500 to 2300 daily (local). Services outside of these hours are available with an after-hours call-out fee.

General Aviation Facility (GAF) Operating Hours

~~Clay Lacy Aviation proposes the daily hours of operation for the General Aviation Facility (GAF) will match the existing time and noise curfew hours already established by the County of Orange in the General Aviation Noise Ordinance (GANO). Daytime hours are local time. In consideration of facility constraints of EIR 627, CLA has removed the GAF from our proposal.~~

Days	Departures	Arrivals
Monday—Saturday	0700 to 2200	0700 to 2300
Sunday	0800 to 2200	0800 to 2300

Proposed Fee Structure

Clay Lacy Aviation proposes the following fee structure for tie-downs, t-hangars, box hangars, community hangars, landing fees, and aviation fuels.

Aircraft Size	Tie-Down	Sunshade	Community Hangar	T-hangar or Box hangar
40 and 42-Foot wingspan	\$170	n/a	\$1,200	n/a
50-Foot wingspan	\$300	n/a	\$3,500	n/a
60-Foot wingspan	\$400	n/a	\$7,656	n/a

Landing Fee	Landing fees waived with minimum fuel purchase
Small GA	\$100 *single day use free if no services are requested
Light jet	\$200
Medium jet	\$300
Large jet	\$400

Fuel Rates	
Jet-A / Jet-A with prist	Cost plus \$1.50 / \$1.56
AvGas	Cost plus \$1.50

RESPONDENT'S QUESTIONNAIRE

1. Name of Respondent exactly as it will appear on the Lease:

JAY'S AIRCRAFT MAINTENANCE, INC.

2. Address of Respondent for purposes of notice or other communication relating to the Lease:

2980 Airway Ave

Costa Mesa, CA 92626

3. Telephone Number of Respondent: 714-433-2275

4. Contact: Amir Ghanbarzadeh

5. Title: Vice President

6. FAX number of Respondent:

7. E-mail Address: amir@jaysaircraft.com

8. Local Contact Same as above

Address:

Telephone number:

FAX number

E-mail Address:

9. Respondent intends to operate the business with which this proposal is concerned as a

Sole Proprietorship []; Partnership []; Corporation [☒]; Joint Venture []; LLC [];
or:

Explain:

EXPERIENCE AND BACKGROUND

1. In a table format, list all of the FBOs Respondent operates including each airport location, the airport's size, and its the total number of operations, and the number of years Respondent has been operating there. **See 10.a**
 - a. Provide details on any national, regional, or network pricing that your locations participate in. **N/A**
2. Provide a brief description of any aircraft accidents or incidents in the last two years that occurred at any FBO location that you operate. **N/A**
3. Indicate below whether Respondent plans to sublease to regularly scheduled charter service providers, defined as (i) operated in support of, advertised, or otherwise made available to members of the public by any means for commercial air transportation purposes, and members of the public may travel on the flights; (ii) the flights are scheduled to occur, or are represented as occurring (or available) at specified times and days; and (iii) the provider conducts, or proposes to operate, departures at JWA at a frequency greater than two (2) times per week during any consecutive three (3) week period.

_____ YES ✓ NO
4. Do you intend to provide facilities for electric and alternative fuel aircraft?

✓ YES _____ NO
5. Provide the proposed daily hours of operation for the FBO at John Wayne Airport and if your proposal includes a GAF, provide your proposed daily operating hours for the GAF.

8:00am - 5:00 pm Pacific Time, Monday through Friday.
6. Provide the proposed fee your FBO anticipates charging for the following categories:
 - a. Aircraft Tie Down
 - i. 40-foot wingspan tie-down
 - ii. 50-foot wingspan tie-down
 - iii. 60-foot wingspan tie-down
 - iv. Sunshades
 - b. Aircraft Hangar Rent
 - i. 40-foot wingspan hangar
 - ii. 50-foot wingspan hangar
 - iii. 60-foot wingspan hangar
 - iv. Shared common use hangar (identify rent by the size of aircraft)
 - c. Landing Fees
 - d. Aviation Fuel
 - i. AvGas
 - ii. JetA
 - iii. Other

See 7.g for a detailed explanation of FBO services pricing.

I certify that I have answered all of the above items, as applicable. It is required to sign and date below, otherwise, Respondent may be disqualified from the evaluations process.

Respondent Name Amir Ghanbarzadeh By:  Date: 12/18/2019

Tie-Down Rent: Upon commencement of the lease, monthly rent for existing tie-down spaces will increase to \$250. Upon completion of Phase 1 development, the ~~fourteen (14)~~ 40-foot wingspan spaces will rent out at \$250 per month and \$350 per month for the ~~seven~~ 60-foot wingspan spaces based on a rate of \$0.05 per square foot in SWL-02 prorated over the 21 spaces. Prices listed are in 2020 dollars increasing at three percent annually. No 50-foot tie down spaces or sunshades will be available for rent in this development plan.

Hangar Rent/Fees: Monthly rent will be \$1,937 for T-hangars and ~~\$2,148 for 42'x33' hangars based on a rate of \$1.55 per square foot for 40 foot wingspan hangars and~~ \$7,254 for 65'x52' hangars based on \$1.80 per square foot for 60-foot wingspan hangars. The 75'x80' community hangars will rent out at \$11,700 per month based on \$1.95 per square foot rate. Prices listed are in 2020 dollars increasing at three percent annually. No 40-foot or 50-foot hangars will be available for rent in this development plan.

Landing Fees: No landing fees will be collected or assessed by the Limited Service FBO.

Aviation Fuel: Fuel sales were projected at approximately ~~18048~~,000 gallons of 100LL annually following commencement of full operations in 202~~43~~, representing ~~forty six (46)~~twelve (12) percent of JWA's 100LL sales in 2018. This assumption is based on the FAA's Historical General Aviation single piston engine aircraft utilization of 92 hours annually in 2016 and typical fuel burn rate of 8.5 gallons per hour for the C-172 and 17.8 gallons per hours for the SR22. These projections assume only half of the fuel used by the single piston engine aircraft based in the leasehold will be purchased at the self-service fueling facility. A current market price for 100LL self-service fuel in Orange County, California at \$5.09 per gallon was used.

10. Experience with Financing, Constructing, and Operating FBOs at Public Use Airports in the Past Five Years

10.a. In a table format, identify the following for each airport location:

- FBO construction projects managed & developed by FBO
- Financial model of Construction Project
- Total Capital Investment by FBO
- Overall square footage for all building(s) constructed
- Term of Lease or Contract
- Total Project Development Time Period (start and end dates)
- Provide last fiscal year revenue for each of the locations

A/P	FBO Project	Financial Model	Capital Investment	Building (sq ft)	Term	Start Date	End Date	2018 FY Revenues
SNA	Jay's Aircraft Maintenance	Debt	N/A	15,421	20	1997	1997	\$1,400,000
LGB	Aeroplex Aviation	Debt	N/A	186,500	45	1982	1984	\$2,200,000
VNY	Aerolease Associates	Debt / JV	\$25,000,000	245,000	30	2013	2016	\$2,500,000
VNY	Aerolease West	Debt	N/A	165,000	20	2006	2008	\$2,500,000
DAL	Aeroplex Group	Management	\$9,000,000	45,750	25	2018	2021	N/A
VNY	Aeroplex VNY North	Management	\$15,000,000	70,723	25	2018	2021	N/A
VNY	VNY Midfield	Management	\$15,000,000	55,000	25	2018	2021	N/A
VNY	GSE Equip Building	Management	\$3,500,000	8,000	N/A	2017	2020	N/A
SMO	3100 DDLN / 2828 DDLN	Management	N/A	225,000	5	N/A	N/A	N/A

Figure 11. Table Identifying Experience Constructing and Operating Airport Facilities in the Past Five Years.

RESPONDENT'S QUESTIONNAIRE

1. Name of Respondent exactly as it will appear on the Lease:	Jet Aviation of America, Inc.
2. Address of Respondent for purposes of notice or other communication relating to the Lease:	112 Charles A. Lindbergh Drive, Teterboro, NJ 07608
3. Telephone Number of Respondent:	+1 513 708 6241
4. Contact:	Danny Larsen
5. Title:	Senior Director of Business Development
6. FAX number of Respondent:	+1 201-462-4136
7. E-mail Address:	Daniel.Larsen@jetaviation.com
8. Local Contact: Address: Telephone Number: FAX number: Email Address:	Michael McDaniel 16644 Roscoe Boulevard, Van Nuys, CA 91406 +1 818 263 4233 +1 818 722 5100 Michael.McDaniel@jetaviation.com

9. Respondent intends to operate the business with which this proposal is concerned as a
 Sole Proprietorship ☐; Partnership ☐; Corporation ☒; Joint Venture ☐; LLC ☐;

or:

Explain:

SOLE PROPRIETORSHIP STATEMENT

If a Sole Proprietorship, furnish the following:

1. Name in full:

2. Residence Address:

Zip Code:

3. Business Address:

Zip Code:

EXPERIENCE AND BACKGROUND

1. In a table format, list all of the FBOs Respondent operates including each airport location, the airport's size, and its the total number of operations, and the number of years Respondent has been operating there.

Location	Established	Annual Airport Movements	Annual JA FBO Movements
Amsterdam	2018	10'182	8'624
Berlin SXF	2013	12'262	1'422
Berlin TXL	2013	2'378	282
Boston/Bedford	1984	37'434	7'274
Brisbane	2006	7'042	1'450
Cairns	2006	11'858	724
Dallas	1999	69'674	12'340
Darwin	2018	6'836	312
Dubai DWC	2017	3'780	682
Dubai DXB	2005	2'762	1'546
Dusseldorf	2006	7'776	6'128
Geneva	1969	32'826	8'206
Houston	2012	55'500	12'301
Jeddah	1979	3'230	1'424
Los Angeles VNY	2016	61'586	3'950
Medina	2012	336	112
Munich	2014	14'238	1'362
Nassau	2015	20'132	9'785
Palm Beach	1985	55'724	12'135
Perth	2008	2'996	548
Riyadh	1981	4'584	2'321
Rotterdam	1997	5'200	4'732
San Juan	1991	13'714	6'500
Shanghai PVG	2010	NA	405
Shanghai SHA	2010	NA	5'115
Singapore XSP	1996	5'740	3'674
Singapore SIN	2000	412	195
St. Louis	1971	5'582	4'744
Sydney	2003	5'640	1'196
Teterboro	1988	154'536	38'050
Vienna	2014	14'366	996
Washington IAD	2017	94'592	16'983
Yanbu	2018	NA	200
Zurich	1969	22'264	10'544

a. Provide details on any national, regional, or network pricing that your locations participate in.

Jet Aviation participates in the CAA Program at Washington Dulles (IAD) FBO. We are a Philips/World Fuel Services dealer in the US, which connect us to their national sales, and contract fuel program. This also includes membership in the Air Elite program of 84 global FBOs. Additionally, we participate in many other contract fuel programs (AVFuel, Universal Fuels, AEG Fuels, etc.) and International Trip Support Planners (JetX, UAS, etc.). We do not have a dynamic network pricing program based upon loyalty to our Jet Aviation FBO network.

2. Provide a brief description of any aircraft accidents or incidents in the last two years that occurred at any FBO location that you operate.

Jet Aviation has not experienced any aircraft accidents or incidents, as defined by the FAA, in the last two years at any FBO location we operate.

3. Indicate below whether Respondent plans to sublease to regularly scheduled charter service providers, defined as (i) operated in support of, advertised, or otherwise made available to members of the public by any means for commercial air transportation purposes, and members of the public may travel on the flights; (ii) the flights are scheduled to occur, or are represented as occurring (or available) at specified times and days; and (iii) the provider conducts, or proposes to operate, departures at JWA at a frequency greater than two (2) times per week during any consecutive three (3) week period.

_____ YES **X** NO

4. Do you intend to provide facilities for electric and alternative fuel aircraft?

X YES _____ NO

5. Provide the proposed daily hours of operation for the FBO at John Wayne Airport and if your proposal includes a GAF, provide your proposed daily operating hours for the GAF.

It is Jet Aviation's intent to staff the JWA expansion for 24/7 coverage via 3 shifts of line service technicians, and two full shifts of customer service representatives with further on-call support for operations after normal business hours. Normal hours of operation are planned to be between 0500 and 2400 hours. We are proposing a GAF only for Customs and Border Patrol which will be included in our FBO terminal / lounge that we would plan to carry the same normal operation hours of 0500 to 2400 hours.

6. Provide the proposed fee your FBO anticipates charging for the following categories:

a. Aircraft Tie Down

i. 40-foot wingspan tie-down

ii. 50-foot wingspan tie-down

iii. 60-foot wingspan tie-down

iv. Sunshades

We have not included any spaces for aircraft tie-down in our proposal.

b. Aircraft Hangar Rent

- i. 40-foot wingspan hangar
- ii. 50-foot wingspan hangar
- iii. 60-foot wingspan hangar
- iv. Shared common use hangar (identify rent by the size of aircraft)

We have proposed only shared common use hangar in our development plan. We will base the hangar rates upon market demand and regional pricing levels. Currently, we believe that to be in the range of \$2.10 - \$2.30 per square foot monthly. The same rate per square foot would be applied to every aircraft with the total price being calculated based upon the aircraft's square foot footprint.

c. Landing Fees

We will collect a landing fee on behalf of the airport when and if implemented by the airport.

d. Aviation Fuel

- i. AvGas
- ii. JetA
- iii. Other

Jet Aviation offers a retail and cost plus pricing structure along with multiple contract fuel options for its customers. The fuel pricing structure at JWA will be based on a regional average of the following airports: Long Beach (LGB), Fullerton Municipal Airport (FUL), Van Nuys (VNY), Ontario (ONT) and John Wayne Airport (SNA). Calculations will be based upon the median price of aviation fuels at these airports and updated on a weekly basis.

I certify that I have answered all of the above items, as applicable. It is required to sign and date below, otherwise, Respondent may be disqualified from the evaluations process.

Respondent Name: Jet Aviation of America, Inc.

By: 

Date: June 1, 2020

RESPONDENT'S QUESTIONNAIRE

1. Name of Respondent exactly as it will appear on the Lease:

Newport FBO Two LLC dba Atlantic Aviation

2. Address of Respondent for purposes of notice or other communication relating to the Lease:

5201 Tennyson Parkway, Suite 150, Plano TX 75024

3. Telephone Number of Respondent: 972-905-2501

4. Contact: Louis T. Pepper

5. Title: President and Chief Executive Officer

6. FAX number of Respondent: 972-378-0014

7. E-mail Address: louis.pepper@atlanticaviation.com

8. Local Contact Steve Hirschfeld, Regional Manager

Address: 19711 Campus Drive, Suite 100, Santa Ana, CA 92707

Telephone number: 949-224-1340 FAX number

E-mail Address: steve.hirschfeld@atlanticaviation.com

9. Respondent intends to operate the business with which this proposal is concerned as a

Sole Proprietorship []; Partnership []; Corporation []; Joint Venture []; LLC [X];
or:

Explain:

SUBMISSION DATE: ~~12/19/2019~~ 06/01/2020

EXPERIENCE AND BACKGROUND

1. In a table format, list all of the FBOs Respondent operates including each airport location, the airport's size, and its the total number of operations, and the number of years Respondent has been operating there.
 - a. Provide details on any national, regional, or network pricing that your locations participate in.
2. Provide a brief description of any aircraft accidents or incidents in the last two years that occurred at any FBO location that you operate.
3. Indicate below whether Respondent plans to sublease to regularly scheduled charter service providers, defined as (i) operated in support of, advertised, or otherwise made available to members of the public by any means for commercial air transportation purposes, and members of the public may travel on the flights; (ii) the flights are scheduled to occur, or are represented as occurring (or available) at specified times and days; and (iii) the provider conducts, or proposes to operate, departures at JWA at a frequency greater than two (2) times per week during any consecutive three (3) week period.
 _____ YES x NO
4. Do you intend to provide facilities for electric and alternative fuel aircraft?
 x YES _____ NO
5. Provide the proposed daily hours of operation for the FBO at John Wayne Airport and if your proposal includes a GAF, provide your proposed daily operating hours for the GAF.
6. Provide the proposed fee your FBO anticipates charging for the following categories:
 - a. Aircraft Tie Down
 - i. 40-foot wingspan tie-down
 - ii. 50-foot wingspan tie-down
 - iii. 60-foot wingspan tie-down
 - iv. Sunshades
 - b. Aircraft Hangar Rent
 - i. 40-foot wingspan hangar
 - ii. 50-foot wingspan hangar
 - iii. 60-foot wingspan hangar
 - iv. Shared common use hangar (identify rent by the size of aircraft)
 - c. Landing Fees
 - d. Aviation Fuel
 - i. AvGas
 - ii. JetA
 - iii. Other

I certify that I have answered all of the above items, as applicable. It is required to sign and date below, otherwise, Respondent may be disqualified from the evaluations process.

Respondent Name Newport FBO Two LLC
d/b/a Atlantic Aviation

By:  Date: 11/18/19
 Louis T. Pepper
 President and Chief Executive Officer

Experience and Background Questionnaire

Para 1

Please see Atlantic's Location List attached, which includes each airport, the airport's size, operations numbers and how long Atlantic has been operating there under its current lease.

Para 1.a

"Provide details on any national, regional, or network pricing that your locations participate in."

Atlantic's Policy and Pricing Structure

Atlantic is committed to ensuring JWA is competitive and has developed a regional rates and charges policy that governs the rates and charges that are applicable at JWA and each of its FBOs nationwide. The policy dictates that all rates and charges are based on the competitive market place, as well as volume-based discounts and weekly fluctuations in the underlying cost of aviation fuels. In addition to volume-based discounts, Atlantic's policy includes a discount for locally based-tenants at JWA; those tenants also enjoy a discount at other Atlantic Aviation FBOs nationwide.

Atlantic periodically surveys the rates and charges offered by other FBOs in the region and located at the same airport. The survey includes the prices other FBOs charge for fuel (JetA and AvGas) as well as Parking / Handling Fees and ancillary charges. Atlantic reviews the surveyed rates and charges and compares them to those rates and charges that Atlantic offers at JWA to ensure that the proposed rates and charges are in harmony with Atlantic's prices offered regionally, as well as being competitive locally while reasonably reflecting to the quality of Atlantic's facilities and service experience.

Para 2

Please refer to the table in Section 10.b for any aircraft accidents and incidents for the previous 2-year period.

Para 5

Atlantic's daily hours of operation at JWA airport are currently 5am to 11pm. While JWA is open to GA traffic on a 24/7 basis, Atlantic is committed to support of the Fly Neighborly Program and serving the needs of its customers as well as the surrounding community.

Daily hours of operations for the GAF will be set by U.S. Customs & Border Protection; not by Atlantic. As examples, the operating hours for U.S. Customs & Border Protection at neighboring Long Beach Airport are Monday – Friday, 8:00am – 4:30pm. At McClellan-Palomar Airport in Carlsbad the operating hours are Monday – Friday, 9:00am – 5:00pm.

Para 6

Atlantic's proposed fees upon Lease commencement and re-development for the Northwest Parcel 2 are outlined below. These anticipated fees are subject to change in order to comply with Atlantic's policies and pricing structure, noted in Paragraph 1 above, and subject to fluctuations in the underlying cost of fuel, regional market rates as well as the quality of Atlantic's facilities and service experience provided at JWA.

- a. Aircraft Tie Down (per current JWA rates)
 - i. 40-foot wingspan tie-down, \$140 / month
 - ii. 50-foot wingspan tie-down, not applicable
 - iii. 60-foot wingspan tie-down, not applicable on the Northwest Parcel 2
 - iv. Sunshades, \$300 / month
- b. Aircraft Hangar (per current JWA rates)
 - i. 40-foot wingspan hangar, not applicable
 - ii. 50-foot wingspan hangar, \$1.20 - \$1.38 / psf / month
 - iii. 60-foot wingspan hangar, not applicable
 - iv. Shared common use hangar, \$1.20 - \$1.75 / psf / month
- c. Landing Fees: Not applicable, JWA currently does not collect Landing Fees.
- d. Aviation Fuel:

Aviation Fuel prices are established per Atlantic's pricing policies, as noted above, and quoted to customers at a Retail rate with volume-based discounts offered by the FBO. Prices are further subject to fluctuations in the underlying cost of fuel per LA-PLATTS Mid, which changes weekly. The full Retail rates, prior to any applicable discounts, as of 12/10/19 are as follows:

- i. Full Retail Avgas: \$5.60
- ii. Full Retail JetA: \$5.86
- iii. Other: No other aviation fuel(s) are being offered at JWA the time of this proposal submission.



No.	Code	Name	14 CFR Part 139 (1)	49 CFR Part 1540 (1)	49 CFR Part 1542 (1)	CBP	Airport Category (1)	Hub Subcategory (1)	Total Number of Operations (2)	Served by Atlantic (Years)
1	6N5	East 34th St. Heliport					General Aviation			12
2	ABQ	Albuquerque International Sunport	x	x	x	x	Primary	Medium	6,364	8
3	ADS	Addison Airport		x		x	Reliver		19,500	12
4	ASE	Aspen-Pitkin County Airport	x	x	x		Primary	Non-Hub	20,409	26
5	AUS	Austin-Bergstrom International Airport	x	x	x	x	Primary	Medium	27,478	21
6	BCT	Boca Raton Airport		x			Reliver		21,663	35
7	BDR	Igor I Sikorsky Memorial Airport		x		x	General Aviation		2,890	35
8	BFL	Meadows Field Airport	x	x	x	x	Primary	Non-Hub	3,919	19
9	BHM	Birmingham-Shuttlesworth International Airport	x	x	x	x	Primary	Medium	24,238	28
10	BNA	Nashville International Airport	x	x	x	x	Primary	Medium	29,382	13
11	BUR	Bob Hope Airport	x	x	x		Primary	Medium	16,182	23
12	CHS	Charleston International Airport	x	x	x	x	Primary	Small	15,738	21
13	CLE	Cleveland Hopkins International Airport	x	x	x	x	Primary	Medium	11,850	21
14	CPR	Casper-Natrona County International Airport	x	x	x	x	Primary	Non-Hub	2,287	7
15	CRP	Corpus Christi International Airport	x	x	x	x	Primary	Non-Hub	4,110	6
16	CRQ	McClellan-Palomar Airport	x	x	x	x	General Aviation		15,910	17
17	ELM	Elmira Corning Regional Airport	x	x	x	x	Primary	Non-Hub	2,632	9
18	ELP	El Paso International Airport	x	x	x	x	Primary	Small	6,861	16
19	EUG	Mahlon Sweet Field	x	x	x		Primary	Small	3,569	12
20	FMN	Four Corners Regional Airport	x	x			General Aviation		598	21
21	FRG	Republic Airport	x	x	x	x	General Aviation		15,311	33
22	HDN	Yampa Valley Regional Airport	x	x	x		Primary	Non-Hub	3,938	11
23	HOU	William P. Hobby Airport	x	x	x	x	Primary	Medium	50,156	6
24	IAH	George Bush Intercontinental Airport	x	x	x	x	Primary	Large	11,207	6
25	ILG	New Castle Airport	x	x	x	x	Reliver		9,512	8
26	JAN	Jackson-Medgar Wiley Evers International Airport	x	x	x	x	Primary	Small	6,646	24
27	JNU	Juneau International Airport	x	x	x		Primary	Small	1,890	15
28	JZI	Charleston Executive Airport		x			General Aviation		5,762	11
29	KTN	Ketchikan International Airport	x	x	x		Primary	Non-Hub	1,237	41
30	LAS	McCarran International Airport	x	x	x	x	Primary	Large	53,316	7
31	LAX	Los Angeles International Airport	x	x	x	x	Primary	Large	24,649	16
32	MCO	Orlando International Airport	x	x	x	x	Primary	Large	16,378	20
33	MDW	Midway Airport	x	x	x	x	Primary	Large	47,816	16
34	MKC	Charles B. Wheeler Downtown Airport	x	x	x	x	Reliver		19,909	9
35	MSY	Louis Armstrong New Orleans International Airport	x	x	x	x	Primary	Medium	9,920	31
36	MTJ	Montrose Regional Airport	x	x	x		Primary	Non-Hub	3,294	14
37	OKC	Will Rogers World Airport	x	x	x	x	Primary	Small	11,525	10
38	OPF	Opa Locka Airport		x	x	x	Reliver		35,477	2
39	ORL	Orlando Executive Airport		x		x	Reliver		13,134	23
40	OXC	Waterbury-Oxford Airport		x		x	General Aviation		3,525	2
41	PBI	Palm Beach International Airport	x	x	x	x	Primary	Medium	50,788	15
42	PDK	DeKalb Peachtree Airport		x		x	Reliver		35,817	13
43	PDX	Portland International Airport	x	x	x	x	Primary	Large	9,795	19
44	PHF	Newport News/Williamsburg International Airport	x	x	x	x	Primary	Non-Hub	5,532	16
45	PHL	Philadelphia International Airport	x	x	x	x	Primary	Large	19,219	20
46	PIT	Pittsburgh International Airport	x	x	x	x	Primary	Medium	16,043	19

No.	Code	Name	14 CFR Part 139 (1)	49 CFR Part 1540 (1)	49 CFR Part 1542 (1)	CBP	Airport Category (1)	Hub Subcategory (1)	Total Number of Operations (2)	Served by Atlantic (Years)
47	PNE	Northeast Philadelphia Airport		x		x	Reliver		7,626	20
48	PSP	Palm Springs International Airport	x	x	x	x	Primary	Small	11,323	38
49	PWA	Wiley Post Airport		x			Reliver		9,430	32
50	PWK	Chicago Executive Airport		x		x	Reliver		27,526	22
51	RIL	Garfield County Regional Airport		x			General Aviation		5,593	21
52	RNO	Reno-Tahoe International Airport	x	x	x	x	Primary	Small	9,112	7
53	SBA	Santa Barbara Airport	x	x	x		Primary	Non-Hub	11,846	8
54	SBN	South Bend Airport	x	x	x		Primary	Non-Hub	6,828	7
55	SCK	Stockton Metropolitan Airport	x	x	x		Primary	Non-Hub	2,667	18
56	SDF	Louisville International Airport	x	x	x	x	Primary	Small	13,736	24
57	SGJ	Saint Augustine Airport	x	x	x	x	Primary	Non-Hub	4,647	14
58	SIT	Sitka Rocky Gutierrez Airport	x	x	x		Primary	Non-Hub	739	17
59	SJC	Norman Y. Mineta San Jose International Airport	x	x	x	x	Primary	Medium	30,273	17
60	SKF	Lackland Air Force Base/Kelly Field Annex		x		x	General Aviation		735	7
61	SLC	Salt Lake City International Airport	x	x	x	x	Primary	Large	21,665	4
62	SMO	Santa Monica Municipal Airport		x			Reliver		2,877	34
63	SNA	John Wayne Airport	x	x	x		Primary	Medium	34,197	25
64	SUA	Witham Field Airport		x			General Aviation		14,074	24
65	SUN	Friedman Memorial Airport	x	x	x		General Aviation	Non-Hub	8,522	16
66	SWF	Stewart International Airport	x	x	x	x	Primary	Non-Hub	6,100	22
67	TEB	Teterboro Airport	x	x	x	x	Primary		141,985	41
68	TUL	Tulsa International Airport	x	x	x	x	Primary	Small	15,356	40
69	TUS	Tucson International Airport	x	x	x	x	Primary	Small	10,231	20
70	UES	Waukesha County Airport		x			Reliver		4,982	21
Sources: (1) FAA and National Plan of Integrated Airport Systems - Airports (2) FAA Traffic for Business & General Aviation, CYE 2018										

b. Table of Last Two Years Operating History

When reviewing the information included in the above Table 10.b, it should be noted:

- These incidents occur through normal course of business and given Atlantic's scale of 70+ FBO operations located across the nation, Atlantic has an outstanding safety record.

- As a testimony to the effectiveness of Atlantic's Safety program, in a recent survey of national air charter operators, Atlantic ranked the safest of the top six FBO networks with the fewest aircraft damage incidents per 1,000 operations, the lowest average direct repair costs per incident and the fewest average aircraft days lost per incident.
- In the Aviation International News (AIN) annual survey, Atlantic was rated by industry users as the best FBO Chain in the U.S. and six of Atlantic's FBO were top rated.

The information contained in the Table below is Proprietary & Confidential and should not be disclosed to the public under any circumstances. Atlantic agrees to indemnify, defend with counsel approved in writing by the County, and hold the County, its elected and appointed officials, officers, employees and agents harmless from any and all claims, demands, or liability of any kind or nature arising from the County's refusal to disclose to any party any records Atlantic has identified as copyrighted, trade secret, or other proprietary information.

Exempt under PRA

Category	Date	Airport	No.	Description
Runway incursion accidents or near accidents caused by the Respondent or its employees.	None			
Notice of violations or citations from airports or regulatory authorities.	7/29/2018	PDX	1	Security violation decision letter. Not maintaining proper escort.
	9/7/2018	SMO	1	State Water Resources Control Board. Underground storage tank testing and component deficiencies.
	4/1/2019	OPF	1	Miami-Dade Fire Rescue. Clear space distance requirements around hangars.
	6/25/2019	TEB	1	NJDEP. Solid waste management. Container labeling/storage deficiencies.
	6/27/2019	SWF	3	NYDEC: Compliance deficiencies with Petroleum bulk storage and chemical bulk storage permits.
	10/19/2019	BCT	1	Boca Raton Airport Authority. Lease violation. Atlantic subtenant performing painting activities blocking a taxi-way.
Aircraft spills or leaks on airport	2018-2019	TEB, PHF, OPF, PBI, ILG, PHL	12	Customer Aircraft: Aircraft mechanical/operator error resulting in fuel spills on Atlantic ramps. All spills contained and remediated as required.
	2018-2019	SGJ, MKC, TUL, SWF, TEB, RIL	7	Atlantic Spill: Fuel spills resulting from Atlantic operator error and/or mechanical failures. All spills contained and remediated as required.
Unpermitted use or unauthorized use of airport property.	None			
Violations of Federal, State or Local laws or regulations on FBO Premises	2018-2019		8	Applicable items noted in the notice of violation section.

Exempt under PRA

Category	Date	Airport	No.	Description
FBO Apron accidents or safety incidents involving aircraft or vehicles with monetary damages.	2018-2019	OPF, ADS, FMN, TUS, ORL, JZI, BFI-MX, SBA, PIT, BFL, MDW, BDR, ELM, SUA, TEB, SJC,SGJ, PSP, LAX, BCT, SWF, LAS, CHS, SCK, FRG, PWA, BNA, JAN, BHM, MKC, MDW-MX, PIT, CLE, PBI, PDX, ASE	48	<p>There were a total of 48 accidents across Atlantic's 70 locations. A summary of these accidents is as follows:</p> <ul style="list-style-type: none"> • Aircraft striking a hangar structure or another aircraft during a tow movement • Aircraft striking a ramp obstacle or another aircraft during a tow movement • Aircraft tow vehicle striking an aircraft during a tow movement • Aircraft ground servicing access panel damaged during servicing • Aircraft refueler striking an aircraft during movement • Vehicle striking an aircraft while driving on the ramp • Aircraft under tow striking another aircraft on the ramp • Aircraft tow vehicle striking an aircraft while maneuvering inside of a hangar • Aircraft nose wheel assembly damaged during a tow movement • Aircraft surface damaged during refueling operation • Aircraft struck by an opening/closing hangar door • Aircraft struck by a utility cart that was operating on the ramp • Aircraft fuel additive contamination • Unsecured ground support equipment striking an aircraft • Aircraft damaged by wind or jet blast • Aircraft striking an unsecured object on the ramp during taxi movement



RESPONDENT'S QUESTIONNAIRE

1. Name of Respondent exactly as it will appear on the Lease:

Orange County Aviation Partners, LLC

2. Address of Respondent for purposes of notice or other communication relating to the Lease:

7555 Ipswich Road

Houston, Texas 77061

3. Telephone Number of Respondent: 713-640-4020

4. Contact: Roger E. Woolsey

5. Title: CEO

6. FAX number of Respondent: 866-289-4921

7. E-mail Address: ceo@millionair.com

8. Local Contact: Sandy Nelson

Address:

Telephone number: 713-640-4013

FAX number 866-289-5870

E-mail Address: snelson@millionair.com

9. Respondent intends to operate the business with which this proposal is concerned as a

Sole Proprietorship []; Partnership []; Corporation []; Joint Venture []; LLC [X]
]; or:

Explain:

D. _____

5. Attach a complete copy of the Joint Venture Agreement.

EXPERIENCE AND BACKGROUND

1. In a table format, list all of the FBOs Respondent operates including each airport location, the airport's size, and its the total number of operations, and the number of years Respondent has been operating there.

Airport	Size	2018 GA Operations	Years in Operation
William P. Hobby Airport (KHOU)	FAR Class I	63,242	20 Years
Indianapolis International Airport (KIND)	FAR Class I	24,864	10 Years
Gulfport-Biloxi International Airport (KGPT)	FAR Class I	10,116	7 Years
Tallahassee International Airport (KTLH)	FAR Class I	23,436	10 Years
Westchester County Airport (KHPN)	FAR Class I	82,898	4 Years
Austin-Bergstrom International Airport (KAUS)	FAR Class I	39,950	6 Months

- a. Provide details on any national, regional, or network pricing that your locations participate in.

CAA, Private Jet Pilots, DLA Military contract, all contract fuel resellers, and direct fuel pricing with customers

2. Provide a brief description of any aircraft accidents or incidents in the last two years that occurred at any FBO location that you operate.
- CE680 wing contacted lower left nose cone of Hawker 800XP while being towed.
 - PC12 propeller struck by tug while attaching to aircraft.
 - Jet blast caused adjacently parked aircraft to jump chocks and impact another aircraft.
3. Indicate below whether Respondent plans to sublease to regularly scheduled charter service providers, defined as (i) operated in support of, advertised, or otherwise made available to members of the public by any means for commercial air transportation purposes, and members of the public may travel on the flights; (ii) the flights are scheduled to occur, or are represented as occurring (or available) at specified times and days; and (iii) the provider conducts, or proposes to operate, departures at JWA at a frequency greater than two (2) times per week during any consecutive three (3) week period.
- X YES X NO
4. Do you intend to provide facilities for electric and alternative fuel aircraft?
- X YES NO
5. Provide the proposed daily hours of operation for the FBO at John Wayne Airport and if your proposal includes a GAF, provide your proposed daily operating hours for the GAF.

24-hour operations, 365 days per year

6. Provide the proposed fee your FBO anticipates charging for the following categories:

- a. Aircraft Tie Down
 - i. 40-foot wingspan tie-down \$149 per month
 - ii. 50-foot wingspan tie-down \$169 per month
 - iii. 60-foot wingspan tie-down \$189 per month
 - iv. Sunshades \$300 per month
- b. Aircraft Hangar Rent
 - i. 40-foot wingspan hangar \$500 per month
 - ii. 50-foot wingspan hangar N/A
 - iii. 60-foot wingspan hangar \$1,000 per month
 - iv. Shared common use hangar (identify rent by the size of aircraft)
\$1.25 per square foot, monthly
- c. Landing Fees N/A
- d. Aviation Fuel
 - i. AvGas Cost + \$1.25 per gallon
 - ii. JetA Cost + \$1.25 per gallon
 - iii. Other N/A

I certify that I have answered all of the above items, as applicable. It is required to sign and date below, otherwise, Respondent may be disqualified from the evaluations process.

Respondent Name Orange County Aviation Partners By:  Date: 12/19/19

Roger Woolsey
C.F.O.



RESPONDENT'S QUESTIONNAIRE

1. Name of Respondent exactly as it will appear on the Lease:
Orange County Aviation Partners, LLC
2. Address of Respondent for purposes of notice or other communication relating to the Lease:
7555 Ipswich Road
Houston, Texas 77061
3. Telephone Number of Respondent: 713-640-4020
4. Contact: Roger E. Woolsey
5. Title: CEO
6. FAX number of Respondent: 866-289-4921
7. E-mail Address: ceo@millionair.com
8. Local Contact: Sandy Nelson
Address: [REDACTED]
Telephone number: 713-640-4013 FAX number 866-289-5870
E-mail Address: snelson@millionair.com
9. Respondent intends to operate the business with which this proposal is concerned as a
 Sole Proprietorship []; Partnership []; Corporation []; Joint Venture []; LLC [X]
]; or:

 Explain:

D. _____

5. Attach a complete copy of the Joint Venture Agreement.

EXPERIENCE AND BACKGROUND

1. In a table format, list all of the FBOs Respondent operates including each airport location, the airport's size, and its the total number of operations, and the number of years Respondent has been operating there.

Airport	Size	2018 GA Operations	Years in Operation
William P. Hobby Airport (KHOU)	FAR Class I	63,242	20 Years
Indianapolis International Airport (KIND)	FAR Class I	24,864	10 Years
Gulfport-Biloxi International Airport (KGPT)	FAR Class I	10,116	7 Years
Tallahassee International Airport (KTLH)	FAR Class I	23,436	10 Years
Westchester County Airport (KHPN)	FAR Class I	82,898	4 Years
Austin-Bergstrom International Airport (KAUS)	FAR Class I	39,950	6 Months

- a. Provide details on any national, regional, or network pricing that your locations participate in.

CAA, Private Jet Pilots, DLA Military contract, all contract fuel resellers, and direct fuel pricing with customers

2. Provide a brief description of any aircraft accidents or incidents in the last two years that occurred at any FBO location that you operate.
- CE680 wing contacted lower left nose cone of Hawker 800XP while being towed.
 - PC12 propeller struck by tug while attaching to aircraft.
 - Jet blast caused adjacently parked aircraft to jump chocks and impact another aircraft.
3. Indicate below whether Respondent plans to sublease to regularly scheduled charter service providers, defined as (i) operated in support of, advertised, or otherwise made available to members of the public by any means for commercial air transportation purposes, and members of the public may travel on the flights; (ii) the flights are scheduled to occur, or are represented as occurring (or available) at specified times and days; and (iii) the provider conducts, or proposes to operate, departures at JWA at a frequency greater than two (2) times per week during any consecutive three (3) week period.
- X YES X NO
4. Do you intend to provide facilities for electric and alternative fuel aircraft?
- X YES NO
5. Provide the proposed daily hours of operation for the FBO at John Wayne Airport and if your proposal includes a GAF, provide your proposed daily operating hours for the GAF.

24-hour operations, 365 days per year

6. Provide the proposed fee your FBO anticipates charging for the following categories:

- a. Aircraft Tie Down
 - i. 40-foot wingspan tie-down \$149 per month
 - ii. 50-foot wingspan tie-down \$169 per month
 - iii. 60-foot wingspan tie-down \$189 per month
 - iv. Sunshades \$300 per month
- b. Aircraft Hangar Rent
 - i. 40-foot wingspan hangar \$500 per month
 - ii. 50-foot wingspan hangar N/A
 - iii. 60-foot wingspan hangar \$1,000 per month
 - iv. Shared common use hangar (identify rent by the size of aircraft)
\$1.25 per square foot, monthly
- c. Landing Fees N/A
- d. Aviation Fuel
 - i. AvGas Cost + \$1.25 per gallon
 - ii. JetA Cost + \$1.25 per gallon
 - iii. Other N/A

I certify that I have answered all of the above items, as applicable. It is required to sign and date below, otherwise, Respondent may be disqualified from the evaluations process.

Respondent Name Orange County Aviation Partners By: _____ Date: 12/19/19

Roger Woolsey
C.F.O.