

Cover Letter



5.1 COVER LETTER

PROPOSAL - FBO AT PASO ROBLES MUNICIPAL AIRPORT

AVIATION CONSULTANTS, INC. D.B.A. ACI JET

4751 Aviadores Way
San Luis Obispo, CA 93401
(805) 548-1310 | bill@acijet.com

I am authorized to make commitments and/or enter into agreements on behalf of Aviation Consultants, Inc. d.b.a. ACI Jet.

Signed: 

Name: William Borgsmiller
Title: President & Chief Executive Officer
Email: bill@acijet.com
Phone: (805) 548-1310
Address: 4751 Aviadores Way, San Luis Obispo, CA 93401

Please see following pages for signed RFP Addenda Acknowledgment Forms.



CITY OF EL PASO DE ROBLES
"The Pass of the Oaks"

RFP ADDENDUM NO. 1

Fixed Base Operation
Paso Robles Municipal Airport

RFP ADDENDUM ISSUE DATE: May 12, 2023

RFP DUE DATE: June 29, 2023 at 5:00 PM

NOTE: IT IS NECESSARY TO INCLUDE A SIGNED RFP ADDENDUM WITH YOUR RFP PROPOSAL IN ORDER FOR THE PROPOSAL TO BE DEEMED RESPONSIVE. IN THE EVENT OF MULTIPLE ADDENDA, ALL ARE REQUIRED TO BE SIGNED AND SUBMITTED.

I acknowledge receipt of this RFP Addendum, which consists of these **3** pages with additional information and clarification. I further acknowledge that the RFP Proposal submitted for this project incorporates the information contained in this RFP Addendum.

Company Name: Aviation Consultants, Inc.
Signature: [Handwritten Signature]
Title: CEO
Date: 6/27/23

1. Section 2.2 (Description of the Airport/FBO Property and Facilities/Aircraft Parking and Storage) does not include the Terminal Ramp. Why is that the case? What is the City's expectation of the FBO when it comes to use and management of the Terminal Ramp?

A: The terminal ramp was inadvertently omitted from Section 2.2. It is depicted on page 24 of the document. For the terminal ramp, and other public ramps not under agreement with the FBO it is expected that the FBO help manage day to day parking and general directing of aircraft to parking as needed and in conjunction with Airport staff.

2. Section 2.2 (The Proposal should indicate whether and, if so how, the current subtenants would be accommodated, expanded, or transitioned.) Please provide a list of all current agreements the city has on all of the proposed properties with associated rates and terms, including the seasonal agreement for the Skycrane Helicopter.

A: This Section speaks to the subtenants under the current FBO lease hold; Joe's 19er Diner in the Airport Terminal restaurant space; and Air Methods and Air Jav Aviation in the Executive Air Center. As these three tenants are subtenants of the current FBO, the City does not have any agreements with the companies. The prospective FBO should indicate if these subtenants would be accommodated, expanded, or transitioned. Any seasonal agreement with the Skycrane Helicopter would be outside of the purview of the Full Service FBO Request for Proposals and under the Department of Forestry.

3. Section 2.2 (The FBO will be responsible for collecting all applicable overweight waivers and remitting related fees to the City.) What are the official weight limits that the airport can accommodate? What is considered overweight from the City's perspective? Have these numbers been provided to the Military to inform appropriate revisions to the Giant Report and for knowing the threshold to request waivers?

A: The official weight limits for the Airport can be found on page 7, Table 2 "Airport Infrastructure" of the RFP document. The Military is kept up to date on current Airfield conditions through routine inspections.

4. Section 2.2, Helicopter Parking Spots Attachment 9 depicts 7 helicopter parking spots. Which are for FBO use?

A: 6 parking positions are to the east of the Helipad. A prospective FBO may propose exclusive use of a helicopter parking position, including preferred location for consideration.

5. Section 2.2, Attachment 3. 13,000 sf cutout dedicated for periodic fire emergency operations. What constitutes emergency fire operations? Who collects rent / fees when this space is used for this purpose?

A: An emergency fire operation is considered to be a situation where the City Fire Department responds to an incident at the airfield. An example, among other situations, would be an aircraft crash. Fees and rents would not be collected during a short-term emergency situation. If need be, a prospective FBO can elect not to include this square footage in any agreement with the City, permanently keeping it clear and reserving the square footage for emergency response. If a prospective FBO includes this area as part of an agreement with the City, the area would be kept clear of semi-permanent or not readily movable assets. The intended use of the space is light aircraft storage, easily moved in case of emergency. The space's proximity to the Airport Fire Station and ingress/egress to the airfield dictate its special use condition.

6. Section 2.8 Anticipated Rents and Fees: The City currently has established flow fees but the RFP requests both proposed Storage and flow fees. Is the City's intent that proposers would identify an additional amount to be paid to the City moving forward?

A: Fuel flowage fees will be the only fees assessed for the use of the City owned fuel storage facility.

7. Section 4.12 Evaluation Criteria. When scoring, are the points divided up evenly amongst the bullet points listed within the defined proposed content? For example,

are the 25 possible points for "Qualifications and Experience" divided evenly between the 6 bullet points of 5.3 (Qualifications and Experience)?

A: Evaluation criteria are as defined in 4.12, are ranked and graded holistically based on the key elements listed for each of the parts of the proposal content in Section 5.

8. Do full page tab dividers count toward the proposal's maximum page count?

A: No, dividers between sections are not included in the maximum page count.

9. If using double-side printing for our proposal, are we charged one or two pages toward the proposal's maximum page count?

A: Double-sided printing is considered two pages.

10. Do attachments count toward the proposal's maximum page count?

A: Except for schematic or renderings depicting proposed development plans, attachments are included in the maximum page count.

11. Do embedded documents within the proposal, if kept in their original format or scanned copies of originals, need to meet the Times New Roman and minimum 11pt font size requirement?

A: No, embedded content can be kept in its original format provided content is easily legible.

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CITY OF EL PASO DE ROBLES
"The Pass of the Oaks"

**RFP ADDENDUM NO. 2
FINAL ADDENDUM**


**Fixed Base Operation
Paso Robles Municipal Airport**

RFP ADDENDUM ISSUE DATE: May 25, 2023

RFP DUE DATE: June 29, 2023 at 5:00 PM

NOTE: IT IS NECESSARY TO INCLUDE A SIGNED RFP ADDENDUM WITH YOUR RFP PROPOSAL IN ORDER FOR THE PROPOSAL TO BE DEEMED RESPONSIVE. IN THE EVENT OF MULTIPLE ADDENDA, ALL ARE REQUIRED TO BE SIGNED AND SUBMITTED.

I acknowledge receipt of this RFP Addendum, which consists of these **3** pages with additional information and clarification. I further acknowledge that the RFP Proposal submitted for this project incorporates the information contained in this RFP Addendum.

Company Name: Aviation Consultants, Inc.
Signature: 
Title: CEO
Date: 6/27/23

-
1. Are all the areas shown in blue part of the FBO facilities to be leased to other successful proposer? (photo 1 at end of document)
 - a. No, all the areas in the attached photo are not expressly part of the facility to be leased by the successful proposer. See the first 5 items of bold lettering under section 2.2 on page 2 for description of potential FBO facilities to be leased.
 2. Does the City currently have any month to month, quarterly, or annual agreements with any user, other than the current FBO, on any of the proposed FBO lease hold areas depicted in the RFP? If so, what rates are these users paying to utilize space?
 - a. No. Unless otherwise negotiated, rates are based off the current fee schedule adopted by City Council.

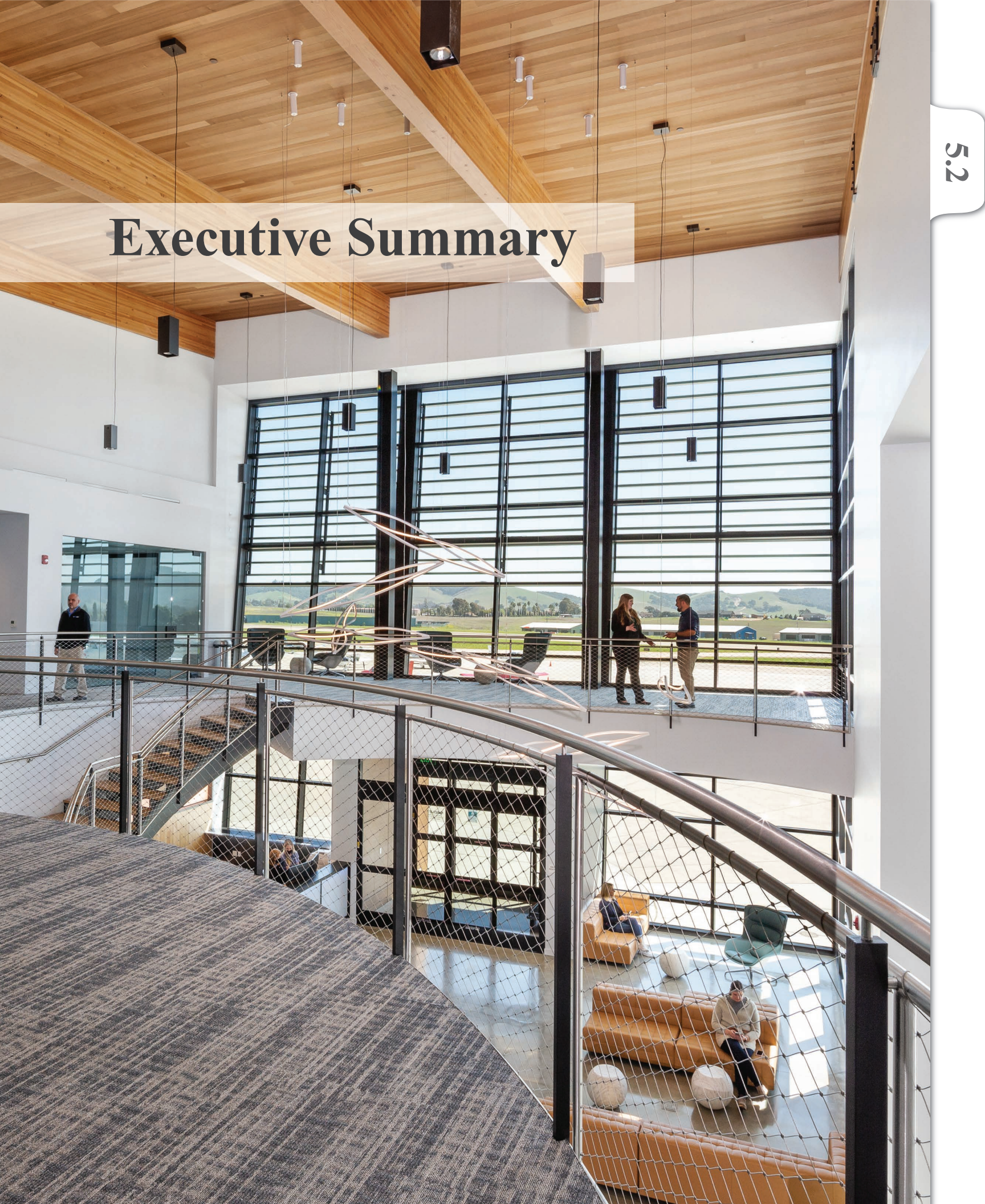
3. Can the City authorize additional pages for proposers submitting a development plan?
 - a. By way of this Addendum the City authorizes an additional 10 pages for proposers submitting a development plan.
4. If a proposer submits confidential information (i.e. financial statements) under a separate cover and designates them as confidential, are those pages counted against the 35 page total?
 - a. No. Confidential documents can be submitted under a different cover and will not count towards the total number of pages allowable.
5. Are the subleases with the existing FBO a public document?
 - a. Yes.
6. Is it possible to eliminate the requirement of providing aircraft maintenance, but allowing the FBO to decide to engage in aircraft maintenance in the hangar if the business was viable?
 - a. Aircraft maintenance is required per the City Council adopted Minimum Standards for the Full Service FBO and cannot be eliminated.
7. How are fees now collected on behalf of the airport? Including landing, parking and anything else that is not on the FBO designated ramp?
 - a. Generally, the City itself handles collection of airport fees on areas not under FBO lease hold with the exception of overweight fees identified in the RFP (if applicable).
8. Is there a revenue split for collecting these fees?
 - a. A revenue split may be a negotiated point if the proposer chooses to include it in their proposal.
9. There appears to be a significant amount of land not identified in the RFP for development. Is it possible to identify that land and expectations for future development?
 - a. In addition to the identified parcel on page 26 of the RFP document, APN numbers 025-471-035, 025-471-038, 025-471-037, 025-471-036, 025-471-030 may be available for aeronautical development.
10. Who holds the environmental responsibilities, such as CEQA, NEPA, SWPPP and any other environmental standards? Is it the airport, or the tenants (FBO)?
 - a. Developers/FBO are responsible for any environmental documents associated with their potential development or lease hold.
11. Are there any known contaminants, or other environmental issues identified on airport property?
 - a. Being an ex-military base, it is unknown if the entirety of the airport's acreage has contaminants. It is known there are a number of vernal pools potentially housing environmentally sensitive ferry shrimp. To the best of the City's knowledge, the identified parcel on page 26 or parcels identified in the answer to Question 9 above are not encumbered by said challenges.

Photo 1:



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Executive Summary



5.2 EXECUTIVE SUMMARY

➤ QUALIFICATIONS AND EXPERIENCE OF THE PROPOSER AS IT RELATES SPECIFICALLY TO THE AERONAUTICAL ACTIVITIES PROPOSED INCLUDING A SUMMARY OF THE PRODUCTS, SERVICES, AND FACILITIES CURRENTLY BEING PROVIDED BY THE PROPOSER AT OTHER AIRPORTS

Qualifications and Experience Details in Section 5.3

- **Business Aircraft Handling:** 25+ years. ACI Jet provides aircraft handling, towing, fueling, general servicing and all other services for business aircraft ranging from single engine piston aircraft through ultra long-range business jets and VVIP Boeing and Airbus business jets at Paso Robles Airport (PRB), San Luis Obispo Airport (SBP), and John Wayne Airport (SNA).
- **Military Aircraft Handling:** 20+ years ACI Jet has invested in the equipment and training necessary to support military operations of all kinds as a Defense Logistics Agency (DLA) qualified operator.
- **Airport Property Management:** 20+ years. ACI Jet currently manages more than 2.25 million-sq-ft (50+ acres) of tenant office space, hangars, tie-downs, and ramp space at all of our operating locations.
- **Airport Construction Management:** 20+ years. ACI Jet's most recent projects are ACI Jet SBP and a remodel of the outdated facilities inherited at ACI Jet SNA.
- **Airline & Scheduled Part 135 Support:** 20+ years. ACI Jet has provided fuel to airlines (Part 121).
- **Firebase Aircraft Handling:** 12+ years. ACI Jet has responded to Cal Fire's needs during wildfire seasons by providing consistent, uninterrupted access to fuel and line services, even during peak activity periods that exceeded the current fuel farm's capacity.
- **Aircraft Charter and Management:** 23+ years. ACI Jet grew from a single piston aircraft operator to managing 15 luxury business jets, with another four scheduled to join our fleet this year.
- **Aircraft Maintenance:** For more than 20 years. ACI Jet has provided maintenance support for its fleet, earning its FAR Part 145 Air Agency Certificate in 2009. In June 2019, ACI Jet became one of only three Bombardier Authorized Service Facilities (ASF) in the U.S., attracting numerous aircraft from around the world to the Central Coast for aircraft maintenance services.
- **San Luis Obispo County Airport (SBP):** FBO, hangars, ramp, above-ground fuel farm, self-serve fuel, corporate headquarters, operating more than 650,000-sq-ft of ramp, hangar and office space.
- **Paso Robles Municipal Airport (PRB):** FBO, hangars, ramp, above-ground fuel farm, self-serve fuel, restaurant, operating more than 115,000-sq-ft of ramp, hangar and office space.
- **John Wayne Airport (SNA):** Two FBOs, offices, numerous hangars, ramps, tie-downs, managing and operating nearly 1.5M-sq-ft of ramp, hangar and office space with more than 500 aircraft tenants.
- **Oceano County Airport (L52):** 8,000-gal. self-serve fuel station.
- **Van Nuys Airport (VNY):** Leased office and shared hangar space to operate an unscheduled ("AOG") aircraft repair base.

✈ PROPOSER'S UNDERSTANDING OF THE OBJECTIVES OF THE CITY AS IT RELATES SPECIFICALLY TO THE OPPORTUNITY AND THE PRODUCTS, SERVICES, AND FACILITIES PROPOSED TO BE PROVIDED AT THE AIRPORT

City's Objectives:

From the Airport's 2013 Business Improvement Plan: *"The vision for the Paso Robles Airport is a vibrant and robust general aviation airport that supports and promotes economic development for both Paso Robles and the region as a whole."* The plan included the following objectives:

- **Negotiate Long Term FBO Lease:** "The current FBO lease was established in June 2011 with extensions through June 2021. The fixed base operator has been a vital partner in turning around the airport's fueling and service reputation. A long term lease negotiation will likely be tied to a significant on-airport investment by the FBO which has demonstrable economic benefit to the Airport Enterprise."
- **Cultivate Business Sector Support:** Career Aviation Training, Viticulture, Agriculture, Tourism, Military

City's 2018 Economic Land Use Plan: *"Recruit fixed base operator(s) and certain specialty operators to provide competitively priced fuel, aircraft maintenance services, and flight training."*

- **Past 10 years:** ACI Jet developed its reputation as a trusted partner by delivering on all of its commitments in its short term lease proposal. This was accomplished by providing uninterrupted fuel and ramp services to based and transient aircraft, CHP and Cal Fire Attack Base, while implementing major improvements in line service, support equipment, reliable light and turbine aircraft maintenance, increased military operations, and a successful restaurant.
- **Next 10 years:** ACI Jet will continue to be a trusted partner with the agility and expertise to encourage continued growth in military training, and support for flight schools, spaceport and Advanced Air Mobility operations.

FBO Services: ACI Jet will continue offering the full suite of services for any type of traveler and aircraft, including military and firefighting aircraft, with expanded services as the aerospace environment evolves into new types of aircraft and operations.

Aircraft Maintenance Services: Light aircraft maintenance will continue to be supported by Air Jav, a tenant that is financially subsidized by ACI Jet with overflow of light aircraft maintenance services and specialized support available through our Part 145 Repair Station.

➔ **SUMMARY OF THE COMPENSATION (RENTS, FEES, AND OTHER CHARGES) PROPOSED TO BE PAID TO THE CITY**

FEE/RENT TYPE	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Fuel Flowage Fees (Jet-A)*	\$13,500	\$13,770	\$14,045	\$14,326	\$14,613
Fuel Flowage Fees (Avgas)*	\$77,400	\$78,948	\$80,527	\$82,137	\$83,780
Land & Building Rents**	\$156,079	\$160,762	\$165,584	\$170,552	\$175,669
Fuel Storage Rents**	\$7,680	\$7,910	\$8,148	\$8,392	\$8,644
Total	\$254,659	\$261,390	\$268,304	\$275,408	\$282,706

*Assumes 2% Annual Escalation | **Assumes 3% Annual Escalation

➔ **IF APPLICABLE, A SUMMARY OF THE CAPITAL INVESTMENT IN THE SUBJECT PROPERTY AND OTHER IMPROVEMENTS TO BE MADE (INCLUDING JUSTIFICATION OF NEED) AS WELL AS THE COST OF PROPOSED IMPROVEMENTS, AMORTIZATION PERIOD, SOURCE OF FUNDING, AND THE SCHEDULE FOR DEVELOPMENT AND COMPLETION**

This proposal is being submitted with two key components:

- 1) A baseline proposal contained in Sections 5.1 thru 5.7 & 5.9 (excluding this subsection) meeting the strict requirements of the RFP with respect to the anticipated 5-year term identified therein.
- 2) An additional development plan as summarized below and further detailed in Section 5.8 of this response. This portion of the proposal provides an avenue for significant capital investment at the airport that will greatly enhance the customer experience, aid in the development of new business with economic benefit to the Airport Enterprise. This proposed development is contingent upon the lease of additional spaces identified in Section 2.2 of the RFP that are not part of the “Dedicated FBO” spaces. The dedicated use of these spaces are necessary to justify the capital investment in line with industry accepted practices, and are consistent with the Airport Manager’s invitation during the site visit for all bidders to “get creative” in their responses.

Our response is structured in this fashion to allow the City to select ACI Jet as a successful proposer for the 5-year term identified in the RFP with the option of adding its proposed development plan at the City Council’s discretion.

Summary of ACI Jet’s Development Plans - Section 5.8

Should the City of Paso Robles elect to move forward with ACI Jet’s proposed development plan, we would expand the main terminal building to the south to provide for a dedicated FBO lobby & passenger lounge, line personnel/admin office, flight planning, crew rest area, executive conference room, and amenity area for FBO customers. This is consistent with the original design of the main terminal building which was built in 2001 with the express intent of one day being expanded in the direction we propose. Beyond the simple addition of space, we would refresh the interior and exterior of the entire facility with paint, carpet, lighting, and fixtures as appropriate to maximize the City’s existing investment in the terminal while reducing future costs and greatly improving the passenger / airport user experience.

ACI Jet would also construct a new 18,000-sq-ft executive hangar with 28’ high doors capable of housing a Bombardier Global 8000. The corner of the hangar will be finished in glass to showcase aircraft and inspire airport visitors. Additional features include a line support office, ground support equipment (GSE) maintenance facility, and a secure executive driveway to provide convenient / controlled vehicle access to the expanded terminal and transient ramps.

Finally, our development plan provides for future conceptual development of additional hangars with associated ramp space as well as an educational facility that could be utilized by institutions of higher education, such as Cal-Poly and Cuesta College. It also provides an appropriate home for Helicomm Avionics, who is supportive of this proposal and whose tenancy rights with the City will not be affected without mutual consent of all parties. This proposal also envisions the relocation of the fuel farm and self-serve facility to a place where deliveries can take place without bringing the tanker truck ramp side.

✈ **OVERVIEW OF THE AIRCRAFT, VEHICLES, AND EQUIPMENT TO BE DEPLOYED AT THE AIRPORT**

ACI Jet will deploy the following FBO vehicles and equipment at PRB: 4 fuel trucks (3 Jet-A, 1 AVGAS), 3 aircraft tugs, 2 ground-power units (GPU); 1 turbine air starter, 1 lavatory cart; 1 water cart, 1 tower for de-icing, 1 follow-me cart, 1 crew car; and 1 pickup truck. ACI Jet also maintains a fleet of charter aircraft that frequently take passenger to and from Paso Robles Airport. If our development plan that unlocks capital investment is selected by the City, expansion of our facilities will open the doors for the potential to base aircraft at PRB. Additional Details are available in Section 5.5.

✈ **STATEMENT EXPLAINING WHY THE PROPOSER IS THE BEST SELECTION**

ACI Jet has been auditioning for this RFP for the last 10+ years and has delivered on all promises and commitments in its short-term lease. We are an active supporter of the Paso Robles community with additional resources nearby in SLO to provide synergy and a quick-response capability that no other applicant can match. We are excited to participate in the growth and success of Paso Robles Airport's bright future. Our detailed proposal and development plans reflect our dedication to helping Paso Robles Airport achieve the objectives listed in the City's Master Plan, the Airport's 2013 Business Improvement Plan, and the City's 2018 Economic Land Use Plan.

Qualifications and Experience



5.3 QUALIFICATIONS & EXPERIENCE

➔ **NUMBER OF YEARS ENGAGED IN THE PLANNING, DEVELOPMENT, OPERATION, MANAGEMENT, AND/OR MARKETING OF COMMERCIAL AERONAUTICAL ACTIVITIES**

Activity	Experience
Business Aircraft Handling	25+ Years
<p>ACI Jet has provided aircraft handling, towing, fueling, general servicing and all other services for business aircraft ranging from single engine piston aircraft through Ultra-Long-Range business jets and VVIP Boeing and Airbus business jets. At John Wayne Airport (SNA), we manage operations on one of the busiest general aviation ramps in the entire industry, with ratings and reviews that establish the bar for service, safety and efficiency.</p>	
Military Aircraft Handling	20+ Years
<p>Going well beyond the requirement of providing services at the Federally-funded airports where we operate, ACI Jet prioritized investments in the equipment and training necessary to support military operations of all kinds. In 2018 we became a Defense Logistics Agency (DLA) qualified operation to incorporate the best practices and infrastructure required to solicit more military operations into our FBO locations. This process can take several years to secure and requires ongoing operational excellence to retain. By selecting ACI Jet, the City of Paso Robles will maintain this capability.</p>	
Airport Property Management	20+ Years
<p>Operating an FBO successfully requires a keen focus on tenant relations in order to ensure that customers’ needs are met, from facilities to amenities. ACI Jet currently manages more than 2.25 million-sq-ft (more than 50 acres) of tenant office space, hangars, tie-downs and ramp space at all of its operating locations, much of which is sublet to business and based aircraft tenants. Our tenants include 81 office tenants and 523 aircraft base tenants, each with lease agreements managed exclusively by ACI Jet.</p>	
Airport Construction Management	20+ Years
<p>ACI Jet has a proven record of enhancing our operating locations in return for commitments to the time and resources required to make them profitable for the City/County Airport and for the company, as is very clearly visible with our most recent projects now completed at ACI Jet SBP and the remodel of the dated facilities we inherited at ACI Jet SNA. We’ve managed everything from fundraising and financing to design, construction phasing and planning. For more than twenty years we’ve invested in the properties we have leased, including:</p> <ul style="list-style-type: none"> • SBP Site A: Oversaw the design and construction of a new facility as well as the refurbishment of the oldest structure (hangar) at San Luis Obispo County Regional Airport. • SBP Fuel Farms: Oversaw the relocation of three 15,000 gallon above ground fuel tanks. • SBP Site M: Design/build of 30,000+ sq. ft. of hangar and shop space plus aircraft tarmac. • SBP Site L: Refurbish, demo, design and rebuild of 17,000+ sq. ft. hangar along with 12,000 sq. ft. of office. Brought existing building up to modern code standards. • SBP Site M: Design/build 30,000+ sq. ft. of hangar and shop along with 28,000 sq. ft. of office. • SNA: Worked alongside County and all responsible agencies for permits, inspections and regulatory compliance while modernizing two established FBO facilities. • SNA: Refurbished and repaired six box hangars by removing and installing new glulam beams, and welded 100 individual hangar tracks to repair dilapidated T-hangars. 	
Airline & Scheduled Part 135 Support	19+ Years
<p>ACI Jet has provided fuel to airlines (Part 121) for nearly 20 years. Doing so means that our entire operation benefits from the standards and expectations associated with providing fuel to scheduled aircraft. Since equipment needs to be able to transfer to and from each location, all of our equipment meets our highest requirement regardless of location.</p>	

Activity	Experience
	Beyond below-wing services, we offer and have provided above-wing services for the airlines. When Contour Airlines came to San Luis Obispo looking for staff to provide security, ticket counter, and baggage services, we stepped up and met all of the qualifications and requirements to handle ticketed travel. We are also versed in Scheduled Part 135 Charter by being the host facility and ground handler for JSX at its Orange County Location
Fire Base Aircraft Handling	12+ Years
	As the sole fueler for Cal Fire Air Attack Base - Paso Robles for the past 12 years, ACI Jet understands the importance of having qualified and available staff to respond at a moment's notice. We have the ability to supplement our operation in Paso Robles with personnel and equipment from San Luis Obispo in less than an hour. In addition, our close relationship with fuel hauling companies and hazmat certified towing companies means that a steady flow of fuel is available to keep the Air Attack base supplied. Our Line Service Technicians are trained in "rapid fueling"-- fueling fixed and rotor-wing aircraft while under power-- in order to facilitate much shorter turn times between flight operations.
Aircraft Charter & Management	23+ Years
	ACI Jet has grown from a single piston aircraft operator to managing 15 luxury business jets, 13 on its FAA FAR Part 135 charter certificate, with another four scheduled to join the fleet this year. Aircraft types we manage include Bombardier's flagship Global 6500, Global Express/XRS, Challenger 604 and Challenger 350, in addition to business jets from Cessna, Embraer and Gulfstream. We maintain a flight operations department capable of dispatching flights to destinations worldwide, around the clock, with internal maintenance scheduling to ensure safety and compliance.
Aircraft Maintenance	20+ Years
	ACI Jet has an established internal maintenance program and capabilities to support its fleet for more than 20 years. In 2009, the company was issued its FAR Part 145 Air Agency Certificate to perform work as a certified Repair Station. In June of 2019, we became one of only three Bombardier Authorized Service Facilities (ASF) in the United States, attracting numerous aircraft from around the world to the Central Coast for aircraft maintenance service.

➔ **BIOGRAPHY OF EACH MEMBER OF THE MANAGEMENT TEAM INCLUDING INDUSTRY EXPERIENCE (WITH RESUMES INCLUDED AS AN ATTACHMENT TO THE PROPOSAL)**

William "Bill" Borgsmiller, President & CEO

William Borgsmiller has been at the helm of ACI Jet since its origin as Aviation Consultants, Inc. in 1998. The depth of Mr. Borgsmiller's aviation experience is reflected in his many licenses and certifications, including Airline Transport Pilot (ATP), Certified Flight Instructor (CFI), CFI Instrument (CFII), Multi-Engine Instructor (MEI), and Airframe & Powerplant Mechanic (A&P). He is also a Certified Aviation Manager (CAM) through the National Business Aviation Association (NBAA) and completed Harvard Business School's General Management Program in September, 2016.

Andrew Robillard, Vice President, FBOs & Facilities

Mr. Robillard began his aviation career in 2002 as a Line Service Technician working in Sacramento, California. In 2005, Mr. Robillard joined ACI Jet as a Line Service Technician. Over the past eighteen years he has been a model of employee development at ACI Jet and now serves as the Vice President of ACI Jet's FBO locations. His oversight of the FBO division includes strategic planning, identifying growth opportunities, property and construction management, and full financial accountability of the FBO business unit. Mr. Robillard also holds a Private Pilot's License, with an Instrument Rating and is an FAA licensed Airframe & Powerplant Mechanic. He has managed \$25 million dollars of airport property development including design and construction oversight of both a \$3.3 million dollar hangar and office refurbishment and the construction of ACI Jet's \$18.3 million headquarters.

Captain George Dom, USN (Ret), Chief Operating Officer

A former Commanding Officer / Flight Leader of the US Navy Blue Angels, Mr. Dom also served as Air Wing Commander on the USS John F Kennedy and the USS Dwight D. Eisenhower. Since 2003, he has been

entrenched in the business aviation community advising on corporate aviation to Fortune 500 companies and as an Aviation Manager with Solairus Aviation. A sought-after leadership speaker, Mr. Dom has given several TEDx talks on high-trust leadership and teamwork.

Nathan Ross, Chief Financial Officer

Mr. Ross is a licensed CPA, oversees all financial and accounting aspects of ACI Jet, and ensures regulatory compliance and conformity with applicable accounting principles. He has over 19 years of aviation-dedicated accounting and financial planning experience, and is an FAA-licensed Private Pilot.

Kellee Valentine, Senior Vice President, Flight Operations

Mr. Valentine holds several FAA licenses and certifications including Airline Transport Pilot (ATP), Certified Flight Instructor (CFI), and he serves as an approved line captain and FAA-approved Check Airman for multiple aircraft, including the Global Express. An Airport Business Magazine Top 40 Under 40 in 2018, Mr. Valentine has contributed significantly to the promotion of safety and efficiency for business aircraft operations, including participation on Bombardier’s Customer Advisory Committee.

David Jensen, Senior Vice President, Aircraft Maintenance

David Jensen serves as ACI Jet’s SVP of Aircraft Maintenance, where he oversees and directs the Part 145 Repair Station business division and line maintenance activity. As one of the first aircraft technicians to join ACI, he has taken on progressively greater roles of responsibility with ACI, culminating in his current role as the Senior VP of Aircraft Maintenance. In 2019, Mr. Jensen was voted one of the industry’s best and brightest in Airport Business Magazine’s 40 Under 40 Awards. He discovered a love for aviation at an early age and joined the Air Force immediately after high school, where he served as a crew chief on the KC-10 Extender. Mr. Jensen holds an A&P license and serves as the ACI Jet liaison to the FAA on the Part 145 Repair Station certificate.

Luke Newlon, General Manager, PRB

Mr. Newlon began his aviation career on the flight deck of the USS Dwight D. Eisenhower as an Aircraft Director. In 2012, Mr. Newlon joined ACI Jet and has held numerous positions and led a variety of teams over the last decade. Mr. Newlon holds a Private Pilot’s License, and brings over 19 years of ground handling experience to the leadership team.

John W. Tucker, Director of Marketing & Communications

ACI Jet’s marketing department is led by John W. Tucker, Director of Marketing & Communications. Mr. Tucker brings more than 15 years of business aviation experience to ACI Jet, including flight operations, charter and aircraft management sales, and senior marketing leadership roles for industry-leading management and charter firms at one of the busiest general aviation airports in the world, Van Nuys Airport (VNY). While at ACI Jet, Mr. Tucker played integral roles in securing ACI Jet’s long-term lease at John Wayne Airport (SNA) and the MRO’s Bombardier Authorized Service Facility (ASF) certification among other key strategic partnerships and growth initiatives. John holds a Bachelor of Arts degree in Political Science from the University of California, Los Angeles (UCLA).

Please see [Attachments 1-2](#) for copies of management team resumes.

✈ IDENTIFICATION OF ALL AIRPORT PROPERTY (BY TYPE AND LOCATION OF THE PROPERTY – AIRPORT, CITY, AND STATE – AND THE HISTORY OF THE PROPERTY) LEASED BY THE PROPOSER

LOCATION, TYPE & HISTORY

San Luis Obispo County Airport (SBP), San Luis Obispo, CA

FBO, Hangars, Ramp, Above Ground Fuel Farm, Self-Serve Fuel, Corporate Headquarters.

ACI Jet began operations at SBP in 1998 with a single hangar under the name Aviation Consultants, Inc. and has grown over the last 25 years to manage and operate more than 650,000-sq-ft of ramp, hangar and office space at SBP.

Paso Robles Municipal Airport (PRB), Paso Robles, CA

FBO, Hangars, Ramp, Above Ground Fuel Farm, Self-Serve Fuel, Restaurant

ACI Jet began operations at PRB in 2011 after the sudden closure of the airport’s previous FBO. During its tenure, there has not been an interruption in fuel supply or aircraft services, even during peak fire seasons or during large military training operations that exceed the capacity of the fuel farm at PRB. We currently manage and operate more than 115,000-sq-ft of ramp, hangar and office space at PRB.

LOCATION, TYPE & HISTORY

John Wayne Airport (SNA), Santa Ana, CA

Full-Service FBOs, Offices, Hangars, Ramps, Tie-Downs, Below-Ground Fuel

ACI Jet entered John Wayne Airport in 2017 after successfully securing a short-term lease from Orange County. In 2020, we were awarded a long-term lease and are planning an expansive new FBO facility and hangars. We manage and operate nearly 1.5M-sq-ft of ramp, hangar and office space, with more than 500 aircraft tenants at SNA.

Oceano County Airport (L52), Oceano, CA

Self-Serve Fuel

ACI Jet entered Oceano County Airport in September, 2007 where we operate and maintain one 8,000-gal. self-serve fuel station.

Van Nuys Airport (VNY), Van Nuys, CA

Leased Office Space, Shared Hangar Space

In 2022, ACI Jet's MRO business unit entered into a lease agreement for office space within the Castle & Cooke FBO, which includes shared hangar space for maintenance activities. We operate an "AOG" unscheduled maintenance base from this location.

➔ IDENTIFICATION OF ALL AVIATION BUSINESSES (BY NAME AND LOCATION OF THE BUSINESS – AIRPORT, CITY, AND STATE – AND THE TYPE AND HISTORY OF THE BUSINESS) OWNED AND/OR OPERATED BY THE PROPOSER

NAME, LOCATION & HISTORY

ACI Jet San Luis Obispo County Airport (SBP), San Luis Obispo, CA

The original home of ACI Jet since 1998, San Luis Obispo County Airport has not only enabled the company to grow into an industry-recognized leader in private aviation services with more than 400 employees, but has been a major benefactor of our investments in the airport infrastructure and facilities.

Paso Robles Municipal Airport (PRB), Paso Robles, CA

ACI Jet is the current full-service FBO provider at Paso Robles Municipal Airport since 2011. As outlined in Tab 5.9, our tenure at PRB has been noteworthy by delivering on the many promises made when we first began providing services. We provided uninterrupted service and fuel, fostered the development and operation of multiple businesses, including a general aviation maintenance facility, flight schools, and a successful airport restaurant. Finally, we promoted and enhanced the reputation of the airport to aviators and community members.

Oceano County Airport (L52), Oceano, CA

Established in 2007, ACI Jet operates a self-serve fuel station at Oceano County Airport, where aviators fuel their aircraft and pay directly from the fuel station.

Van Nuys Airport (VNY), Van Nuys, CA

In 2022, ACI Jet purchased a maintenance organization operating at Van Nuys Airport in Van Nuys, California. We now operate an "AOG" unscheduled maintenance base which features full-time maintenance technicians, mobile maintenance vehicles, dedicated office space within Castle & Cooke's FBO, and access to shared hangar space for larger maintenance projects.

ACI Jet Orange County John Wayne Airport (SNA), Santa Ana, CA

ACI Jet Orange County is the financial entity related to ACI Jet's John Wayne Airport (SNA) FBOs. We began operations at SNA in 2017 after securing a short-term lease. In 2020, we were awarded a 35-year lease for what was previously Signature Flight Support and Atlantic Aviation on the southeast side of the airport. We now operate them as ACI Jet North and ACI Jet South. Currently, work is underway for the design and construction of a brand new 32-acre FBO campus.

✈️ **PROVIDE THE NAMES OF UP TO FIVE AIRPORTS (AND CONTACT INFORMATION) WHERE THE PROPOSER HAS LEASED AIRPORT PROPERTY AND ENGAGED IN COMMERCIAL AERONAUTICAL ACTIVITIES WITHIN THE LAST FIVE YEARS**

AIRPORT	CONTACT
San Luis Obispo County Airport (SBP)	Courtney Johnson, Director of Airports (805) 781-5218, comjohnson@co.slo.ca.us
Paso Robles Municipal Airport (PRB)	Mark Scandalis, Airport Manager (805) 237-3877, mscandalis@prcity.com
John Wayne Airport (SNA)	Charlene Reynolds, Airport Director (949) 252-5171, creynolds@ocair.com
Oceano Airport (L52)	Courtney Johnson, Director of Airports (805) 781-5218, comjohnson@co.slo.ca.us
Van Nuys Airport (VNY)	Casey Pullman, GM, Castle & Cooke (FBO) (818) 403-4889, cpullman@castlecooke.com

✈️ **THREE BUSINESS REFERENCES, THREE CUSTOMER REFERENCES, AND TWO FINANCIAL REFERENCES (INCLUDING CONTACT TELEPHONE NUMBER AND EMAIL FOR EACH)**

REFERENCE	TYPE	CONTACT & RELATIONSHIP
Mark Haynes VP Sales, Avfuel	Business	(325) 668-6127, mhaynes@avfuel.com Avfuel’s fueling network includes more than 3,000 airport locations worldwide and unlocks less-than-retail pricing for customers of Avfuel Contract Fuel. As an Avfuel customer at all operating locations, ACI Jet benefits from a reliable, quality fuel supply, extensive training resources, marketing support, and a host of additional benefits.
Jim Coleman VP, Avsurance	Business	(734) 276-9484, jcoleman@avfuel.com Avsurance has procured insurance that covers all of ACI Jet’s operations and business activities for more than ten years.
Chris Hasty President, Jetspeed	Business	(714) 335-0969, chris@jetspeedinc.com ACI Jet helped launch Jetspeed from its first fuel truck to a fleet of delivery vehicles serving the Western United States. We continue to benefit from priority delivery of Jet-A to all of our operating locations through Jetspeed.
Chuong T. Nguyen Air Methods	Customer	(657) 352-8179, chuong.nguyen@airmethods.com Capable of providing healthcare/life-saving support to our area, Air Methods is one of the busiest tenants of ACI Jet PRB.
John G. Couch Estrella Warbirds	Customer	(805) 440-1663, johncouch@ewarbirds.org Not only a customer, but a partner and beneficiary, ACI Jet frequently collaborates with Estrella on education and community-minded outreach and activities.
Matt Daghish Wonderful Aviation (Wonderful Company)	Customer	(661) 474-9070, matt.daghish@wonderful.com Wonderful Aviation is a customer of all business units of ACI Jet—FBOs, Aircraft Maintenance and Charter—and utilizes all of our full-service FBOs in California.
Jeannie Hill Commercial Banking, Centennial Bank	Financial	(501) 328-4647, jhill@my100bank.com ACI Jet’s banking partner for special capital/finance projects, Jeannie has over 21 years of experience as a loan officer with Centennial Bank.
Patrice Mosby Rel. Manager, Wells Fargo	Financial	(805) 575-4761, patrice.mosby@wellsfargo.com With over a decade of experience helping small businesses grow on the Central Coast, Patrice has served as ACI Jet’s business banking relationship manager with Wells Fargo for the past five years.

Management Plan



5.4 MANAGEMENT PLAN

▶ STATEMENTS OF PROPOSER’S MISSION, VISION, AND VALUES

Mission Statement

To help people, businesses and communities reach their full aviation potential.

Vision Statement

ACI will be the premier Bombardier Maintenance & Parts provider on the West Coast while serving as a bespoke aircraft operator that is well known for its distinctive FBOs and depth of connections and resources through its Freeman Holdings Group (FHG) family.

Core Values

Integrity, Safety, Perseverance and Service



ACI Jet’s Brand Promises

Aviators Doing Aviation®

We know aviation from the inside out, because we are aviators ourselves. We fly, we flight plan, we schedule services, and we buy maintenance. The nuances of aviation operations are routine for us, so there is ample value in working with ACI Jet for pilots, aircraft owners, dispatchers and anyone in the aviation industry.

Safety Through Technology

Safety is more than meeting audit requirements, following established regulations and updating procedures and policies in near real-time. True aviation safety requires a deep knowledge of how safety technologies and systems work, with a keen eye toward extracting every ounce of what they are capable of. Everything from aircraft technologies to health and safety programs are not only adopted and complied with, they’re ripped apart, investigated and understood so we can pass along this knowledge to our peers.

Aviation Ecosystem

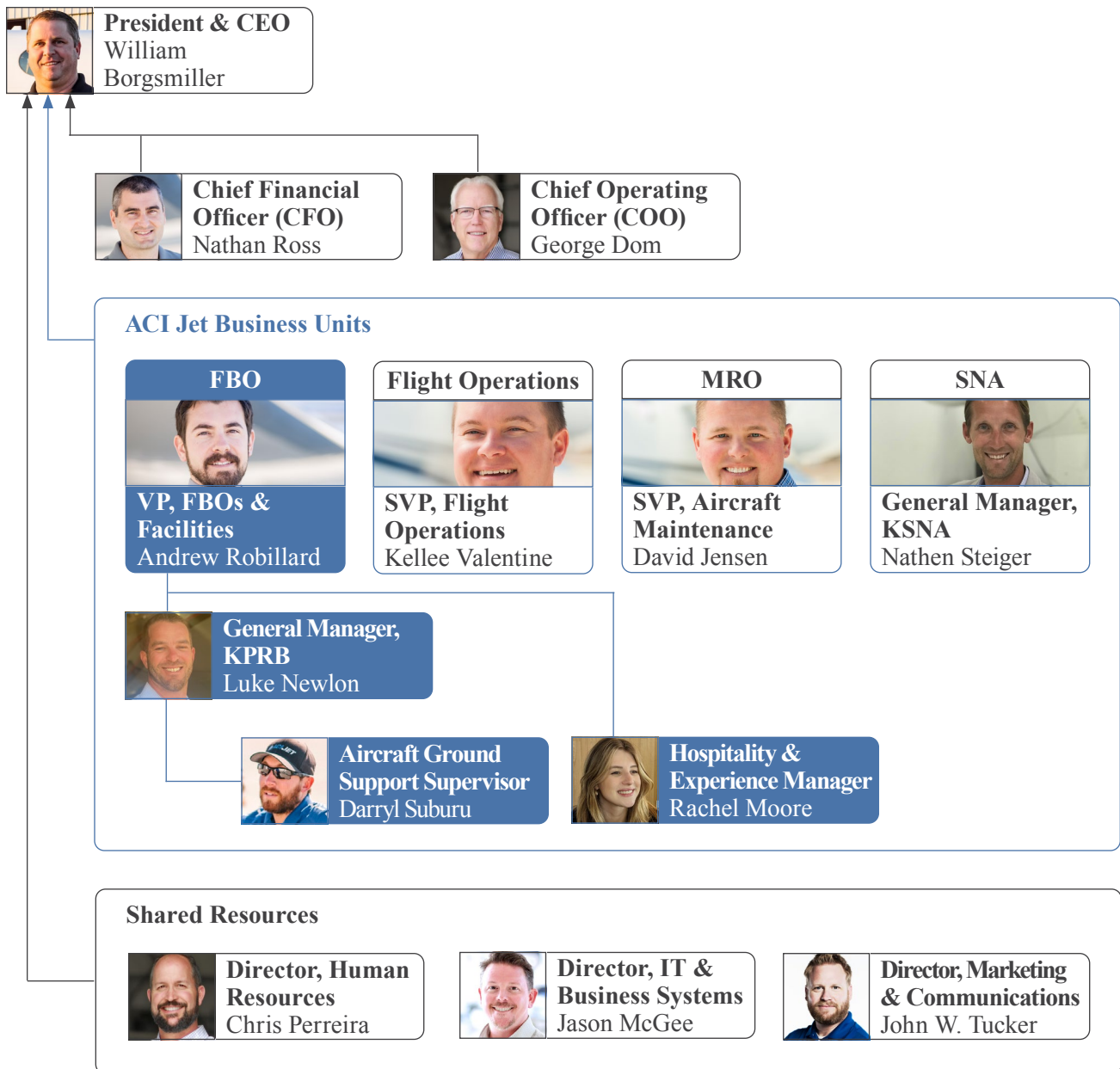
ACI Jet is an entire aviation ecosystem. No service from nose to tail and no travel request is outside of our scope or ability. We tell this story by cross-promoting between our business units. In FBOs, we feature imagery that highlights our charter and maintenance capabilities. Likewise, in each business unit we visually tell the story of the company’s capabilities as a whole.

Built by Californians. Committed to California.

California is more than the state where we were born and bred, it is where we call home. Our actions are directly linked to the communities in which we serve, so we always strive to benefit those communities by operating with integrity, perseverance and safety, listed above. Added to these, we are leaders in aviation, and our operation provides a unique opportunity for local communities to learn, develop and to reach their full aviation potential.

▶ CHART DEPICTING THE PROPOSER’S ORGANIZATIONAL STRUCTURE

Please see following page.



➤ **DESCRIPTION OF THE ROLES AND RESPONSIBILITIES OF THE PROPOSER’S PRINCIPALS AND ON-SITE GENERAL MANAGER**

William “Bill” Borgsmiller, President & CEO

As President of ACI Jet, William Borgsmiller sets the overall strategic direction of the company, ensures the company is well positioned to take advantage of growth opportunities, and is capable of sustaining any economic downturn. As the founder of the company, he sets the tone and culture of the company, which encourages employees to excel in their roles and deliver exceptional service to our customers.

Andrew Robillard, Vice President, FBOs & Facilities

ACI Jet FBOs are led by Andrew Robillard, Vice President of FBOs and Facilities. In this role he is responsible for each of our FBO locations, including the oversight of the General Manager in Paso Robles. Mr. Robillard oversees and works closely with each General Manager to ensure industry best practices and standards are met. FBO development and project management is also led by Andrew Robillard, who would be responsible for the development in Paso Robles.

Captain George Dom, USN (Ret), Chief Operating Officer

Captain George Dom, USN (Ret) serves as the Chief Operating Officer of ACI Jet. In this role he oversees our operations and the work of the executive team. He provides guidance on strategic planning initiatives and continually reviews business operations to improve efficiencies.

Nathan Ross, Chief Financial Officer

As the Chief Financial Officer of ACI Jet, Nathan Ross ensures the financial well-being of the company, both in the present and the future. Mr. Ross manages the tracking and analysis of the historical financial performance of the company through a wide range of metrics and reports. He monitors the current financial condition of the company, and determines how best to deploy the company's investment in capital intensive projects, such as leasehold improvements and infrastructure. As the CFO, he also charts the future financial course of the company by developing and implementing economic strategies and forecasting future performance of the different business divisions.

Kellee Valentine, Senior Vice President, Flight Operations

As the SVP of Flight Operations, Kellee Valentine oversees ACI Jet's FAA Part 135 Air Carrier Certificate, including conformance and operational control of all aircraft under management. He oversees the development and implementation of policies and procedures to ensure compliance with all Federal Aviation Regulations and promotes efficient and safe air operations. Mr. Valentine is responsible for all of our flight crew members and dispatchers and has the authority to add and remove aircraft from the operating certificate. Mr. Valentine serves as the certificate's Security Officer (AAOSC) and oversees our Twelve-Five Standard Security Program (TFSSP).

David Jensen, Senior Vice President, Aircraft Maintenance

David Jensen serves as SVP of Aircraft Maintenance, where he oversees and directs the Part 145 Repair Station business division and line maintenance activity. Mr. Jensen ensures that our policies, procedures, and manuals are up to date and reflect industry best practices. He also is responsible for building the maintenance organization by attracting and retaining high quality talent to lead and develop the maintenance team.

Luke Newlon, General Manager, PRB

As the General Manager of ACI Jet, Paso Robles. Luke Newlon is responsible for the daily operations, personnel management, and the overall performance of the FBO. His oversight of the growth and development of the FBO in Paso Robles includes strategic planning, identifying growth opportunities, liaising with the various branches of the Military, and maintaining financial responsibility for daily operations.

John W. Tucker, Director of Marketing & Communications

ACI Jet's marketing department is led by John W. Tucker, Director of Marketing & Communications. Mr. Tucker defines corporate marketing and communications strategies and works alongside each member of the company's Executive Team to build action plans that generate revenue growth, increase productivity and efficiency, support ongoing recruiting efforts, and develop and strengthen the company's brand reputation.

ANTICIPATED STAFFING LEVELS AND HOURS OF OPERATION

As the FBO presently serving PRB, ACI Jet is intimately familiar with the service levels required to serve the customers of the Paso Robles Municipal Airport. The unique fluctuation in service demand caused by fires and military operations require fluid staffing levels.

In order to support customer needs, we staff four full-time Aircraft Ground Support Technicians. This number can quickly and easily increase by supplementing the staff with qualified employees from our San Luis Obispo location. This effectively means an additional 25 qualified Aircraft Ground Support Technicians can respond to an increase in demand within less than an hour.

The Hospitality and Experience team from ACI Jet San Luis Obispo provides concierge services to PRB passengers and flight crews, ensuring aircraft service requests are completed accurately and in a timely fashion. While the majority of their interactions with clients are through correspondence and phone conversations, their role is critical to allow the Aircraft Ground Support Technicians to focus on providing safe ground services. ACI Jet currently employees 10 Hospitality and Experience Agents who are adept at supporting Paso Robles at any given time.

ACI Jet Paso Robles operates daily between the hours of 7:00am and 7:30pm March - November and between the hours of 7:00am and 6:30pm December - February. During these times, staff is on site to assist with client needs. Customer service is available over the phone 24/7, answered by our staff seven days a week between 6:00am and 9:00pm. From 9:00pm to 6:00am, phones are answered by a third-party service that routes calls to on-call staff. As a 24/7 operation, we are able to respond to any request and can scale-up as FBO operations grow, including on-site Hospitality & Experience personnel.

DESCRIPTION OF THE TRAINING AND QUALITY ASSURANCE PROGRAMS TO BE IMPLEMENTED

ACI Jet's internally developed proprietary training plan is used at all of our FBO locations. Oversight is provided by the VP FBOs and Facilities, who in turn has designated trainers at each location. A major responsibility of the General Manager and designated trainers is to ensure that all employees are trained in accordance with our policies and procedures. These individuals ensure records are current and accurate and recurrent training is conducted within the designated time frames.

In Paso Robles, the Aircraft Ground Support Supervisor and Aircraft Ground Support Lead are designated as trainers for line service operations, while a Hospitality and Experience (H&E) Supervisor is the customer service trainer. The training is designed to conform with International Standards for Business Aircraft Handler (IS-BAH) standards, and local, state, and federal requirements. The training plan incorporates elements of employee onboarding, initial safety training, Paso Robles Airport training requirements, classroom/web-based instruction, fuel safety modules developed by ACI Jet's aviation fuel supplier (Avfuel), internally developed training modules for job-specific duties, and practical applications. The department trainers teach and sign off employees for job-specific modules. Leads and Trainers can be the same or separate individuals as they are different roles are appointed by management.

Regardless of position - whether an AGS or H&E - all new employees of ACI Jet's PRB location receive a welcome/employee orientation package, schedule, and are enrolled in Paylocity (a payroll and employee management system). As a California-based company – and with locations only in California – we are extremely familiar with the requirements and regulations of California labor and employment law.

After the first day of employment (orientation) of a new hire, the ACI Jet training plan commences. All employees receive safety training in the areas of the Safety and Quality Management System (SQMS), Security Training, Cal-OSHA Injury and Illness Prevention & Human Factors Training, the Emergency Response Plan (ERP), and Dangerous Goods and Hazardous Materials training. Additionally, AGS new hires are trained on Spill Prevention Control and Countermeasures (SPCC). These safety and security-focused items are foundational elements of the Training Plan and are critical for the safety and security of employees and clients alike.

Once a new hire starts, a profile for that individual is entered into our training system tracker. This electronic shared tracker can be viewed at both the corporate office and at the local level. A profile includes all the training elements relevant to the role for which the employee is hired. Upon completion of each training element, the trainer enters the date of completion into the electronic tracking system. At PRB, the on site local trainers are responsible for monitoring the training of the team with oversight and support from the General Manager, and VP of FBOs and Facilities in San Luis Obispo.

ACI Jet seeks to ensure that every employee at our company has a plan for professional growth. We've developed internal training programs that teach new leaders the skills they need to help grow themselves and their direct reports. The "Emerging Leaders" and "CLIMB" (Collaborative Leadership Inspiration Motivation and Balance) programs are year-long courses taught internally by our Director of Human Resources. Employees who complete these courses are the present and future leaders of our company and play a critical role in employee development and retention. At ACI Jet Paso Robles, several current staff have completed one of these courses or are currently enrolled.

Supervisor-Mentor and Lead-Mentor positions at ACI Jet Paso Robles are the result of these training programs and employee feedback.

All ACI Jet training follows industry standards and best practices, including IS-BAH, NFPA 409, ATA 103, and OSHA.

APPROACH AND TIMEFRAME INITIATING OPERATION AND APPROACH FOR USE OF EXCLUSIVE AREAS

Should ACI Jet become the successful applicant, we are prepared to continue providing services and support to all airport users on November 1, 2023 with no interruption to existing services.

Operational Plan



5.5 OPERATIONAL PLAN

➔ DESCRIPTION OF THE PROPOSED PRODUCTS AND SERVICES INCLUDING TYPE, RANGE, LEVEL, AND QUALITY AS WELL AS HOURS OF OPERATION

FBO SERVICES

ACI Jet intends to continue offering the full suite of services expected at our FBOs for any type of traveler and aircraft, with expanded services as the aerospace environment evolves new types of aircraft and operations. Both Jet-A and 100LL aviation fuels will be stored to meet ongoing demand levels following the quality control procedures outlined in this proposal, and both full-service and self-serve fueling will be available. Further, aircraft services for leisure and business travelers include concierge services provided by our Hospitality & Experience team members at San Luis Obispo Airport (SBP), baggage handling with luggage carts, a late-model crew car, and coordinated logistics for large group travelers including belt loaders and air stairs. To service aircraft, ACI Jet Paso Robles employs Line Service team members who are expertly trained in aircraft towing and repositioning, aircraft marshaling, disabled aircraft recovery, potable water and lavatory services, air starts, and the use of both 28V DC power carts and 400Hz 90KVA AC power carts. Both retail and wholesale sales of engine oil and lubricants and oxygen/nitrogen (O2/N2) services will remain available. Our intention is to offer aircraft de-icing services pending environmental approval by city, county and state regulators.

HOURS OF OPERATION

March-November: Daily, 7:00am to 7:30pm with 24/7 after-hours availability

December-February: Daily, 7:00am to 6:30pm with 24/7 after-hours availability

AIRCRAFT MAINTENANCE SERVICES

Light aircraft maintenance is currently provided by Air Jav who is financially subsidized by ACI Jet. In order to ensure total coverage and support for local and transient operators, overflow light aircraft maintenance services and specialized support is available through our Part 145 Repair Station in San Luis Obispo. For turbine-powered aircraft and heavier maintenance and inspections, the Repair Station is fully authorized and capable of providing turbine support for aircraft in Paso Robles. The Repair Station consistently draws in customers from around the country for maintenance services. Our fleet of “AOG” (unscheduled maintenance) vehicles and technicians are based in San Luis Obispo in addition to Van Nuys and Santa Ana. They are moments away from Paso Robles Airport for immediate on-site maintenance support of virtually any kind.

HOURS OF OPERATION

Air Jav Published Hours of Operation: Mon.-Fri., 9:00am to 5:00pm

ACI Jet MRO Hours of Operation: Sun.-Fri., 7:30am to 6:00pm with Saturday/after-hours availability

ACI Jet AOG Hours of Operation: 24/7/365

AIRCRAFT CHARTER & MANAGEMENT SERVICES

ACI Jet offers private jet charter services to and from Paso Robles Airport on its fleet of managed midsize and large-cabin, ultra-long-range business jets to both retail customers and aircraft charter brokers. If our development plan that unlocks capital investment is selected by the City, expansion of our facilities will open the doors for the potential to base aircraft at PRB.

HOURS OF OPERATION

ACI Jet Charter & Management: 24/7/365

➔ OVERVIEW OF THE COST ESTIMATES FOR THE VEHICLES, EQUIPMENT, AND AIRCRAFT TO BE DEPLOYED AT THE AIRPORT

ACI Jet Paso Robles’ close proximity to ACI Jet San Luis Obispo gives us the advantage of quickly moving equipment between the two sites when demand requires. Whether it’s an extra fuel truck, ground power unit, lavatory cart, air stairs, or an aircraft detail crew, we can safely, efficiently, and quickly relocate resources to ACI Jet Paso Robles.

This was demonstrated during busy fire seasons at a time when fuel delivery companies were overwhelmed. We were able to load a full 5,000 gallons truck on a local hazmat certified hauler and quickly transport fuel and equipment to Paso Robles, thus ensuring that there was no interruption to the Cal Fire base.

FUEL TRUCKS		EST. COST	EQUIPMENT		EST. COST
5k Gallon Jet-A Fuel Truck		\$217,000	28-Volt DC Aircraft GPU		\$96,000
5k Gallon Jet-A Fuel Truck		\$217,000	400Hz AC/DC GPU		\$110,000
3k Gallon Jet-A Fuel Truck		\$125,000	Turbine Air Start		\$75,000
1k Gallon 100LL Fuel Truck		\$100,000	Lavatory Cart		\$8,000
			Water Cart		\$5,000
			Tower De-Icing		\$18,500
			Follow-Me Cart		\$500
TUGS		EST. COST	VEHICLES		EST. COST
Lektro 8800 Tug		\$115,000	Crew Car		\$30,000
Lektro 8600		\$80,000	Pickup Truck		\$22,000
Gas Tug		\$55,000			

DESCRIPTION OF THE POLICIES AND PROCEDURES TO ENSURE THE ANTICIPATED PRODUCTS AND SERVICES WILL BE PROVIDED IN A SAFE, SECURE, EFFICIENT, PROMPT, AND PROFESSIONAL MANNER

ACI Jet boasts one of the most comprehensive and technologically advanced safety and training programs, customized to our operation in accordance with industry-standards and systems with proven reliability.

Our General Operations Manual (GOM) serves as the master training and procedures record and is maintained by the VP of FBOs and each FBO General Manager. It contains best practices and requirements for everything from driving and operating vehicles and equipment to answering phones, fueling aircraft, quality control, and every other action performed by FBO staff members.

ACI Jet training goes above and beyond industry standards. We developed our own “Lead-Mentor” program which features progressive levels of responsibility as training is completed, complete tracking of each employee’s training progress, recurrent training activities, and more. All Hospitality & Experience staff members and Line Service Technicians participate in this program. This not only ensures safety and quality, but fosters career and professional development for every employee.

Jet Fuel QC® is used for fuel quality, aircraft fueling safety and ATA 103 compliance. This system features real-time monitoring for truck inspections, fuel contamination, fuel hose pressure and more, and features immediate notifications for both faults and false positives. Fuel trucks can be remotely locked out for deviations or quality issues. Fuel inventory management is proactive through the use of Veeder-Root monitoring, which offers real-time remote monitoring of tank quantities, historical records and delivery reports.

Ensuring maximum professionalism, efficiency and security, customer information for ACI Jet FBOs is accomplished through use of the X-1 FBO management platform. Everything from client history and contact information to preferences and fuel types is recorded through this system with automated safeguards when scheduling future services for the client and their aircraft. Overnight phone coverage utilizes an answering service to route calls, with on-call services for both Line and Hospitality & Experience available at any time.

EVIDENCE OF ALL LICENSES, PERMITS, AND OPERATING CERTIFICATES REQUIRED BY ANY GOVERNMENTAL AGENCY

Please see **Attachments 3-5** for copies of all licenses, permits and operating certificates required.

PROPOSED TYPES AND LIMITS OF INSURANCE TO BE OBTAINED SPECIFICALLY RELATED TO THE OPPORTUNITY

Please see **Attachment 6**, evidence of current and proposed coverage of \$250M. Selecting ACI Jet will ensure seamless coverage moving forward.

- ✈ **EVIDENCE OF ANY ESTABLISHED OR ANTICIPATED INDUSTRY STANDARD SAFETY MANAGEMENT SYSTEM (SMS)**
Safety is an ACI Jet core value that is evident in every aspect of our operations. We established our Safety Quality Management System (SQMS) in 2010. It has matured into a tool that not only alerts the company to safety and quality issues, but now provides preemptive risk analysis to proactively prevent issues. Every report is reviewed by a designated department manager during regular safety meetings. We are certified to the highest third-party auditing standards of SMS performance:



- ✈ **SECURITY PLAN**

As the facility and operations have grown at Paso Robles, ACI Jet has developed a robust security program. This starts during the pre-employment phase when a background check is conducted prior to an offer being extended to a candidate. Once employed, all ACI Jet team members serving at Paso Robles Municipal Airport undergo detailed security training to familiarize them with the specifics of the operation. During non-business hours, ACI Jet ensures that hangars, office spaces and all aircraft services and passenger vehicles are secured. Further enhancing the security plan are cameras that provide 24/7 footage of the operating areas, with six months of historical record storage that is monitored and administered by our Information Technology team. A selection of ACI Jet ensures continuity of this security capability.

Marketing Plan



5.6 MARKETING PLAN

➔ DESCRIPTION OF THE PROPOSER’S TARGET MARKETS INCLUDING SIZE, COMPOSITION, TRENDS, AND FUTURE OUTLOOK AS WELL AS AN ANALYSIS OF THE DEMAND AND CAPACITY AT THE AIRPORT FOR THE ACTIVITIES PROPOSED **Private Aircraft of All Types**

Every aircraft that arrives at our FBOs – from large corporate jets to single-engine planes – is treated with the same special brand of ACI Jet service. A key enabler of our customers’ special experience are the relationships with local businesses, hotels, restaurants, car rental companies, and attractions that make our community special. The Paso Robles Airport provides a unique way to arrive and depart from our region and private aviation travelers have the ability to be significant contributors to our local economy. According to SLO CAL, tourism spending topped \$2.15 billion in 2022, with nearly 7.5 million visitors traveling through the region—a record high for the County. A full recovery of leisure and hospitality employment is expected in 2023 and trend upward from there. Economic growth will continue to be a priority in the region and ACI can help to provide the aviation infrastructure capable of supporting such activity in both the near future and the long term.



US & Allied Forces

As one of the largest fuel purchasers and airport users at the Paso Robles Airport, multiple military units have found a trusted wingman at ACI Jet. We have the full suite of capabilities to serve a wide variety of military aircraft and training operations. Our in-house concierge service goes well beyond what is expected of a typical FBO in order to ensure that everything from hospitality and transportation to entertainment and security are provided seamlessly and without fail.

Our top two customers, the British Royal Air Force (RAF) and United States Marine Corps (USMC) account for nearly a third of all fuel purchased at Paso Robles Airport. Thanks to our initiative, the majority of RAF and USMC operations were relocated from San Luis Obispo Airport to Paso Robles Airport after complex negotiations and detailed operational analysis. This resulted in more than 185,000 gallons of fuel sales at PRB over the last eight months, outpacing military utilization in prior years even when considering weather and aircraft-related issues that canceled much of the flying during the RAF’s last visit to PRB. The USMC was trending at 3,500 gallons per month prior to the move and now consistently generates as much as 8,500 gallons per month of uplift at PRB. Given our strong relationship with the RAF and USMC, Paso Robles Airport management, and the operational advantages of the surrounding area, military training operations are expected to continue to increase.



Firefighting, EMS & Law Enforcement

For the past 12 years ACI Jet has rapidly responded to Cal Fire’s needs during wildfire season while providing uninterrupted fuel supply, even when the demand for fuel outpaced the capacity of the storage tanks at PRB.



Aircraft Maintenance

Light aircraft maintenance at PRB is currently provided by Air Jav, an airport tenant financially supported by ACI Jet. Air Jav services light aircraft ranging from rotorcraft and single-engine piston planes to multi-engine turboprop aircraft. There is room for growth as the needs of local and regional aircraft owners expand. This arrangement is not unique for ACI, which has a long history of supporting the general aviation community by supporting various businesses and user groups to ensure that these services remain available at commercially viable rates.

In addition to light aircraft maintenance, ACI Jet's FAA Part 145 Repair Station provides on demand service to business jets and other complex aircraft. As one of only three Bombardier Authorized Service Facilities (ASF) in the United States, it provides both line and heavy maintenance to Bombardier and Citation business jets, in addition to unscheduled maintenance for nearly every make and model. Services are available at PRB with as little as 30 minutes notice.



Spaceport, Urban Air Mobility & Next Generation Aircraft

With its close relationship with Cal Poly and several unmanned and electric aircraft developers, ACI Jet can be counted on to readily adapt and support a variety of futuristic operations at PRB including horizontal launch spacecraft, unmanned systems, and urban air mobility development.

Demand & Capacity

ACI Jet has proven to be a reliable partner, providing an uninterrupted supply of fuel at PRB, even during the peak fire seasons that our region experienced over the last several years. Fuel is guaranteed through our strategic partnership with Jetspeed™, a fuel delivery company that we helped establish and grow into a fleet of aviation fuel trucks.

In addition to fuel, there is ample opportunity for growth in PRB fuel capacity in both operations and infrastructure. As demand increases, there may be a necessity for greater fuel storage, additional hangars, and other resources. ACI has a proven track record of developing a wide variety of facilities and resources to meet the needs of the airports and communities it supports.

✈️ MARKETING STRATEGIES UTILIZED TO REACH THE TARGET MARKET

ACI Jet's foundational market strategy is to maintain its reputation as a high quality company that routinely "delivers on its promises" in a safe and responsible manner. Beyond this core element of ACI's personality, other marketing strategies help to bring customers to our FBOs and the corresponding communities that they serve.

In addition to ACI's direct marketing efforts, a minority stake of the company is held by Freeman Holdings Group (FHG), the largest franchisee of the Million Air FBO network and operator of numerous other FBOs. This relationship provides ACI with a broad network of locations and companies through which it can communicate its offerings and leverage existing relationships to locate and engage opportunities for additional business.

Private Aircraft of All Types

ACI helps to raise awareness about its brand and the advantages of using the Paso Robles Airport via social media, articles and both local and industry publications. We also host, sponsor, and attend industry conferences, training and local social events, as well as other networking opportunities. This level of connection and involvement combined with reasonable AVGAS prices, courteous service, and no ramp fees for short term parking of light aircraft helps to preserve the company's reputation among locals and light GA customers, while still providing more complex and higher volume services to our turbine clients.

US & Allied Forces

Luke Newlon, our PRB General Manager, attends quarterly Department of Defense scheduling conferences to attract military aircraft to PRB. Our partner FHG holds multiple DLA contracts and contributed to the

expansion of our military service offerings. Based on our reputation and relationships, the Montana ANG elected to host a recent conference in SLO County. Our successful coordination of conference logistics resulted in the hosts saying they plan to return again in the near future.

Firefighting, EMS & Law Enforcement

While we do not generate marketing collateral specific to essential emergency service providers, we do engage in community activities with them and routinely support their missions through public outreach and including them in selected public facing materials.

Aircraft Maintenance

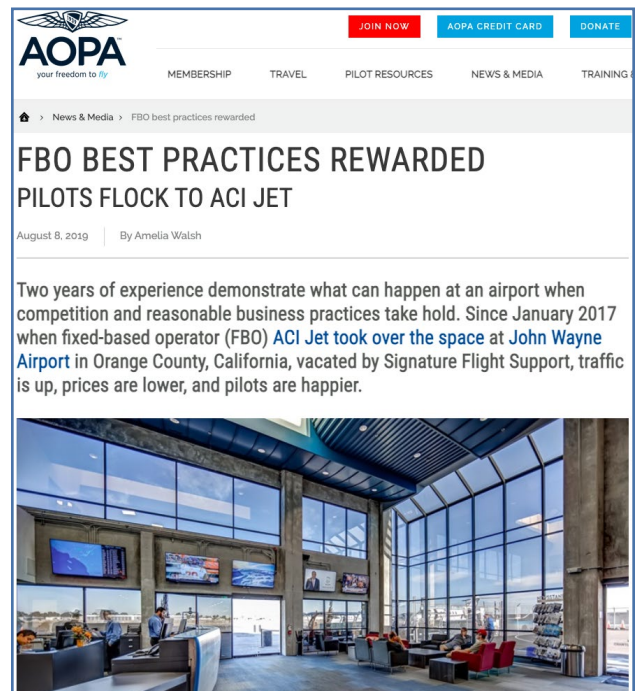
In 2023, ACI Jet partnered with Cuesta College and the County of San Luis Obispo to successfully launch the region’s first Aircraft Maintenance Technician (AMT) program. Graduates of the program will help to meet the critical demand for certified technicians demanded by both local and national aerospace activities. ACI Jet’s vision for Paso Robles imagines the program relocating to Paso Robles Airport in the coming years as the program matures and facilities permit. This strategy will also help to ensure a reliable source of talent for any future aircraft maintenance needs at the Paso Robles Airport.

Spaceport, Urban Air Mobility & Next Generation Aircraft

As noted elsewhere in our application, ACI Jet is a founding member of REACH (Regional Economic Action Coalition) and participant on the REACH Council and its Aerospace and Precision Manufacturing Industry Council. The relationships formed at REACH, along with our interaction with manned and unmanned urban mobility companies and Cal Poly Aerospace Department, provide visibility, insights, and an opportunity to inform and market to prospective future users of Paso Robles Airport.

DESCRIPTION OF THE PROPOSER’S PRICING STRATEGIES FOR ALL PRODUCTS, SERVICES, AND FACILITIES

ACI Jet has always placed a priority on fair, transparent pricing. The Aircraft Operators & Pilots Association (AOPA) recognized us as a leader in the aviation industry and specifically highlighted our FBO pricing strategy. Other FBOs followed suit. Our business model led to AOPA’s recognition that we inspired an “aviation renaissance” at John Wayne Airport. As of the date of this response, ACI Jet is a full \$0.85/gal lower than the California State average for self-serve Avgas and \$0.54/gal lower for full-service Jet-A at Paso Robles Airport. We are frequently featured on AirNav.com’s “Great Deals in Aviation Fuel” for the State of California. That said, our brand identity is to be “a service company that provides value rather than a value company that provides service.” This means that we generally do not compete solely on price. Rather, we aim to deliver unrivaled service in return for a fair price. It’s been a driver of our success and growth for decades. Customer ratings, positive comments, and a high percentage of repeat customers confirm the efficacy of our strategy.



OVERVIEW OF THE PROPOSER’S EXPERIENCE CHAMPIONING ISSUES THAT HAVE RESULTED IN GROWTH AND DEVELOPMENT OF AVIATION BUSINESSES AND AIRPORT ACTIVITY

ACI Jet-Cuesta College-SLO County Partnership

Per the Paso Robles Airport Business Improvement Plan, Section 2.0, “the airport is well positioned for business development based on [...] the fact that Cuesta College and Cal Poly are nearby and can be utilized to help develop the labor force necessary to support aviation related economic development investments.” Perhaps ACI Jet’s most significant recent contribution to the growth and development of aviation businesses is the Cuesta College Aviation Maintenance Technician (AMT) Program. We created a public-private partnership with Cuesta College and San Luis Obispo County to establish the region’s first Part 147 maintenance technician program to train certified aircraft technicians (“A&Ps”) for local aerospace businesses. Through our in-kind grant commitment of \$500,000, the program is set up for success in the

years to come. The first cohort of students will complete the course in August 2024 with many local aerospace companies eager to hire the graduates. A night class is slated to start in January 2024 and preparations are underway to offer dual-enrollment college credit to Paso Robles high school students beginning in late September 2023.

“Oliver Wyman’s projected worst-case forecast would see a shortage of 48,000 aircraft maintenance workers—a shortfall around 27%—by 2027 in North America. “Our more likely scenario predicts a gap of almost 43,000, or more than 24%” by 2027, ATEC said.”

Founding Member of Regional Economic Action Coalition (REACH)

ACI Jet team members are also members and participants of REACH. REACH is a regional group that “unite[s] the private sector across the region, break[s] down barriers to greater economic prosperity, and chart[s] a path for collective success” in the Central Coast. As a REACH founding member and active on its Council and Aerospace & Precision Manufacturing sub-committee, we have driven investment and collaborative influence toward the advancement of aerospace opportunities within the County and adjacent communities. (reachcentralcoast.org)

Introduction of Urban Air Mobility Service

ACI Jet has engaged in formal agreements with multiple Urban Air Mobility companies to become a first point of launch on the West Coast for these emerging technologies. A new era of innovative passenger services is on the horizon, and we have chosen to be a leader by facilitating the infrastructure enhancements required to make it a reality.

Individual Contributions

Members of ACI Jet’s Executive and Management Teams significantly contributed to the growth and development of aviation businesses and airport activity, and not just for ourselves:

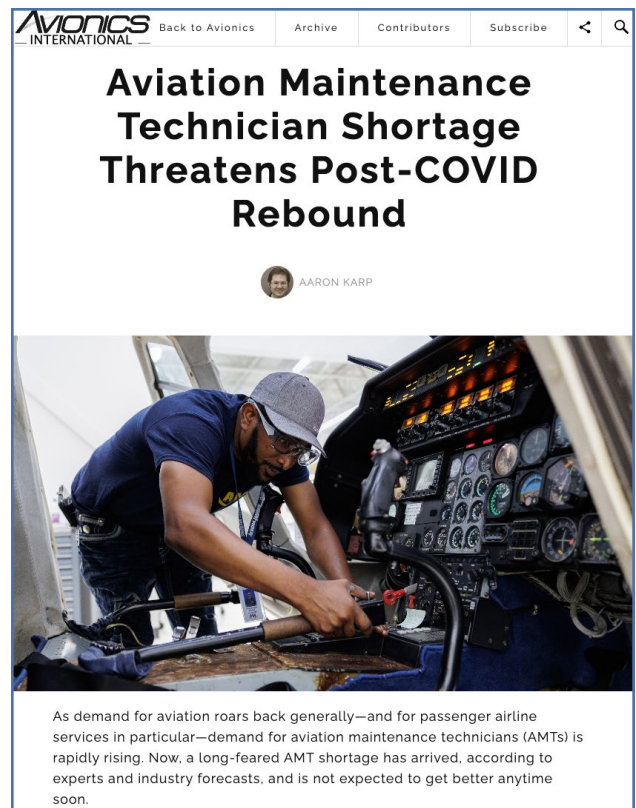
- Andrew Robillard, Vice President of FBOs, worked side-by-side with an iOS developer to create Stax™, a now-widely used resource by FBOs as a method to safely and efficiently plan hangar “stacking” or parking.
- Bill Borgsmiller, Founder and CEO, has personally been involved in major agreements, political initiatives and other activities that created a more accommodating and community-focused proliferation of aviation. As a member of the San Luis Obispo County Land Use Commission, Bill helped to negotiate the current terms for the County’s Airport Land Use Plan (ALUP), mitigating a City override by adopting a plan that enabled the airport to grow while addressing the concerns of the City and its residents.
- Many other team members represent the aviation industry by speaking at events, including local membership clubs like Rotary and Kiwanis, the Estrella Warbird Museum of which ACI Jet is a frequent sponsor and supporter, and others.

Contributions at San Luis Obispo County Airport (SBP)

ACI Jet delivered on a 20+ year phased facility development plan which attracted numerous based corporate aircraft and built an FAA Part 145 repair station that provides dozens of high-wage local jobs. The company also repurposed an aging airline maintenance facility into a viable airport business hub that now produces nationally-renowned science and space exploration equipment and serves as an interim home for the recently developed aviation maintenance training program.

Paso Robles Airport (PRB) - Promises made, promises delivered

ACI Jet’s relationship with PRB began with an emergency request from the City of Paso Robles to avoid a



crisis and to ensure a seamless transition of services and reliable supply of fuel after the previous FBO ran dry. At no point in the last 12 years have we allowed an interruption of fuel supply or service. We fulfilled the promises made in our 10-year plan to lay the groundwork for this very proposal by fostering the development and operation of multiple businesses, including a general aviation maintenance facility, flight schools, and a successful airport restaurant that now serves as the epicenter of activity at the airport and a gateway for local residents to enjoy the benefits that an airport brings to their community.

ACI Jet - Aviators Doing Aviation™

Internally, ACI Jet features programs and assistance aimed at advancing the careers of employees as they pursue professional careers within the aviation industry at large, not just within the company. The “Dream Unthreatened” flying club enables employees to fly on company owned light aircraft at significantly discounted rates. Numerous employees have gone on to fly commercial airliners, business jets and a few have remained within the ACI Jet fleet now as large-cabin corporate jet captains. For employees interested in careers in aviation maintenance, the Sprout Program is an opportunity to study while working and to get reimbursed for their exam fees. Upon completion of their coursework and examinations, they are guaranteed a job interview within the company’s Repair Station.

✈️ PROPOSED MARKETING BUDGET

Of ACI Jet’s three primary business units—FBOs, the Repair Station and Management/Charter Flight Of ACI Jet’s three primary business units, FBOs enjoy the largest marketing and communications budget. It includes line items aimed to attract new customers to our facilities while also conducting / participating in special events to help build a sense of camaraderie among airport users and community members. This year, we anticipate a total marketing spend for the entire company in excess of \$500,000. With a long-term lease at Paso Robles Airport, we anticipate an increased budget to drive traffic to the airport to support both the City’s goals for the airport and our development plans.

✈️ OVERALL VALUE TO THE AVIATION COMMUNITY

Our Mission: “To help people, businesses and communities reach their full aviation potential.”

Our Mission Statement is not just a phrase that hangs on our wall. It is a philosophy and a commitment that informs every decision we make as a company. It shapes our strategies and objectives while also guiding how we engage with employees and customers. Even our philanthropic efforts, which are largely governed by our Vy Foundation, are viewed through this lens with a primary goal to create aviation career pathways and opportunities for our community’s youth.

This focus and consistency enables us to not only “do what is right” for intrinsic reasons but also because it is a solid long-term business strategy, yielding the best results for both the company and the communities it serves.

✈️ PROVIDING LETTER(S) OF SUPPORT FROM EXISTING OR PROSPECTIVE CUSTOMERS FOR THE PROPOSER’S OPERATION AT THE AIRPORT IS DESIRABLE.

Please see [Attachments 7-9](#) for letters of support from existing customers.

Financial Plan

1001
Date August 18, 2022

County of San Luis Obispo

Pay to the Order of Cuesta College AMT Program \$ 500,000.00

Five Hundred Thousand and 00/100 Dollars

For: The Future of Aviation Maintenance
234 5678900 234 567890 100

Board of Supervisors
Authorized Signatory

ACI JET

August 18, 2022 4751

PAY TO THE ORDER OF Cuesta College AMT Program \$ 500,000.00

Five Hundred Thousand and 00/100 DOLLARS

MEMO The Future of Aviation Maintenance

AUTHORIZED BY
Walt H. Brown
"Helping people, businesses and communities reach their full aviation potential"

5.7 FINANCIAL PLAN

- **STATEMENT OF FINANCIAL CAPACITY FROM A QUALIFIED FINANCIAL INSTITUTION OR OTHER SOURCE EASILY VERIFIED BY THE CITY THAT IDENTIFIES THE SOURCES AND THE FUNDS AVAILABLE TO PROVIDE WORKING CAPITAL TO INITIATE THE PROPOSED ACTIVITIES AND MAKE ANY PROPOSED CAPITAL INVESTMENT**

Please see Confidential Information Packet, Tab “**Financial Capacity**”

- **THREE-YEAR HISTORICAL INCOME (PROFIT AND LOSS) STATEMENT**

Please see Confidential Information Packet, Tabs “**2020 P&L**,” “**2021 P&L**,” “**2022 P&L**” & “**PRB P&L**”

- **IDENTIFICATION OF RENTS, FEES, AND OTHER CHARGES PROPOSED TO BE PAID TO THE CITY**

ACI Jet proposes the payment of rents, fees, and other charges to the City of Paso Robles as outlined below. Direct payments consist of flowage fees calculated on a per-gallon basis and remitted to the City quarterly, and rents remitted to the City monthly.

FEE/RENT TYPE	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Fuel Flowage Fees (Jet-A)*	\$13,500	\$13,770	\$14,045	\$14,326	\$14,613
Fuel Flowage Fees (Avgas)*	\$77,400	\$78,948	\$80,527	\$82,137	\$83,780
Land & Building Rents**	\$156,079	\$160,762	\$165,584	\$170,552	\$175,669
Fuel Storage Rents**	\$7,680	\$7,910	\$8,148	\$8,392	\$8,644
Total	\$254,659	\$261,390	\$268,304	\$275,408	\$282,706

*Assumes 2% Annual Escalation | **Assumes 3% Annual Escalation

Proposed rents (as indicated above) are determined according to the available building space and overall footprint of occupied land, calculated as follows for year 1:

Proposed Fuel Storage Fees (as indicated above) are based on available storage space, calculated as follows for year 1:

RENTS	LAND	BLDG SPACE	STORAGE TYPE	STORAGE QTY
Hangar	10,000-sq-ft	10,000-sq-ft	Avgas Tank	12,000 gal.
Office Building	4,300-sq-ft	8,600-sq-ft	Jet-A Tank	20,000 gal.
Ramp	80,400-sq-ft	-	Annual Rent/Avail. Capacity (Gallons)	\$0.24
FBO Office	546-sq-ft	546-sq-ft	Annual Rent	\$7,680
Restaurant	1,780-sq-ft	1,780-sq-ft		
Public Access & Restrooms	745-sq-ft	745-sq-ft		
Terminal Lobby	1,333-sq-ft	1,333-sq-ft		
Total	99,104-sq-ft	23,004-sq-ft		
Annual Rent/Sq-Ft.	\$0.60	\$4.20		
Annual Rent	\$59,462	\$96,617		

Additional revenues generated for the City of Paso Robles shall include, but not be limited to, the following:

- City and District portions of applicable Sales & Use Taxes (fuel, oil, and other retail sales)
- City portion of unsecured property taxes generated as result of any ACI Jet aircraft or equipment which may be based in PRB

- **PROOF OF INSURANCE OR EVIDENCE OF ABILITY TO OBTAIN REQUIRED INSURANCE**

Please see **Attachment 6** for proof of insurance.

Development Plan



5.8 DEVELOPMENT PLAN

In addition to ACI Jet's baseline proposal, we are willing to make significant capital investments that greatly improve the user experience at the airport while also laying a strong foundation for future growth and economic development.

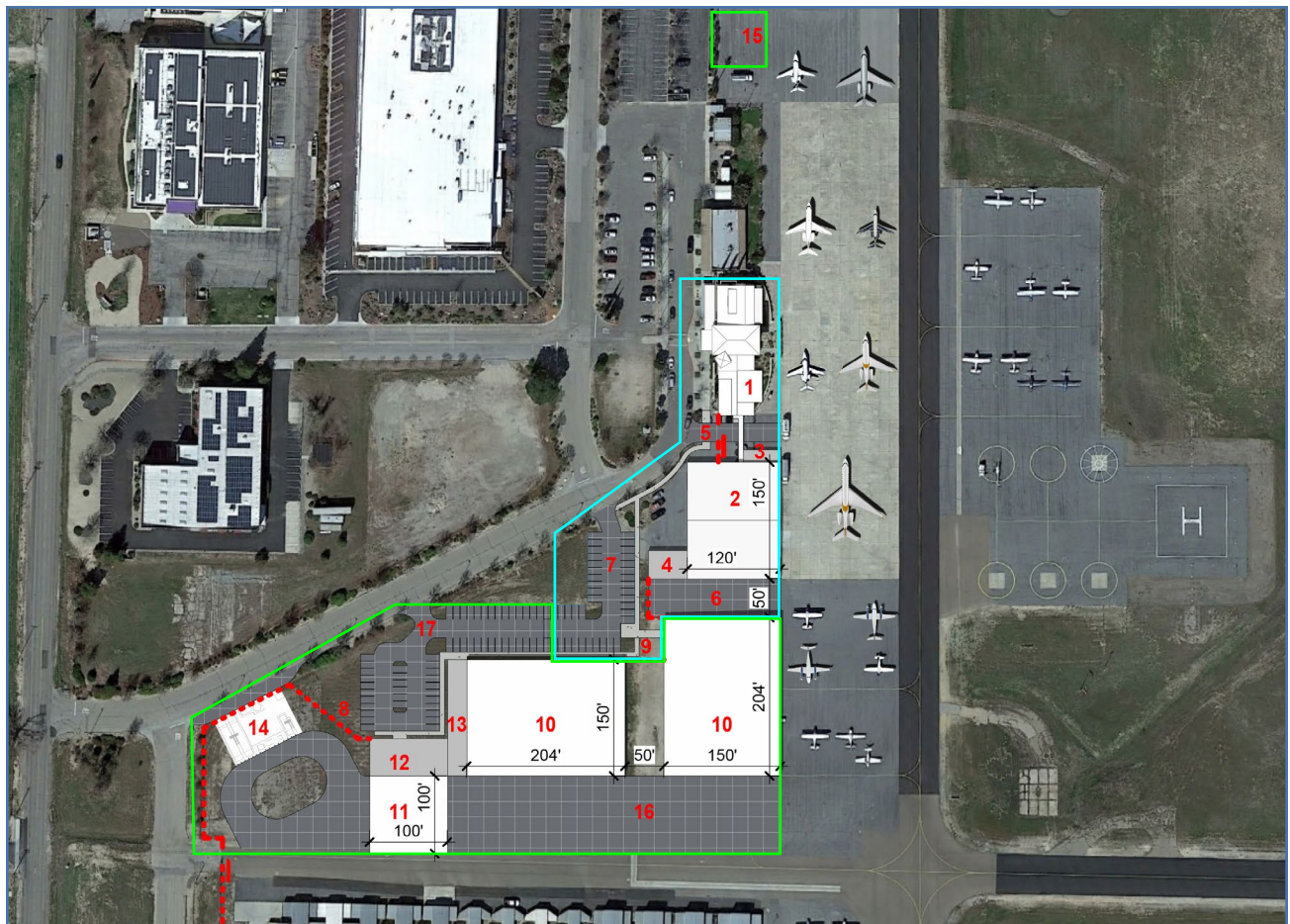
Our expanded development is contingent upon our ability to lease the following additional areas of the airport, most of which are identified in the RFP.

- Future FBO Development Area (165,794-sq-ft as identified in Attachment 6 of the RFP)
- Terminal Ramp (90,799-sq-ft as identified in Attachment 8 of the RFP)
- Transient Ramp (42,595-sq-ft as identified in Attachment 8 of the RFP)
- Heliport (as identified in Attachment 9 of the RFP)
- Terminal Overflow Ramp (43,738-sq-ft as identified in Attachment 10 of the RFP)
- The depicted land and parking areas south of the main terminal (excluding the Helicomm Avionics leasehold)

PRELIMINARY SITE PLAN AND FLOOR PLAN WHICH MAY INCLUDE A RENDERING OF THE PROPOSED IMPROVEMENTS

Please see [Attachments 10-15](#) for full-size renderings.

Site Plan:



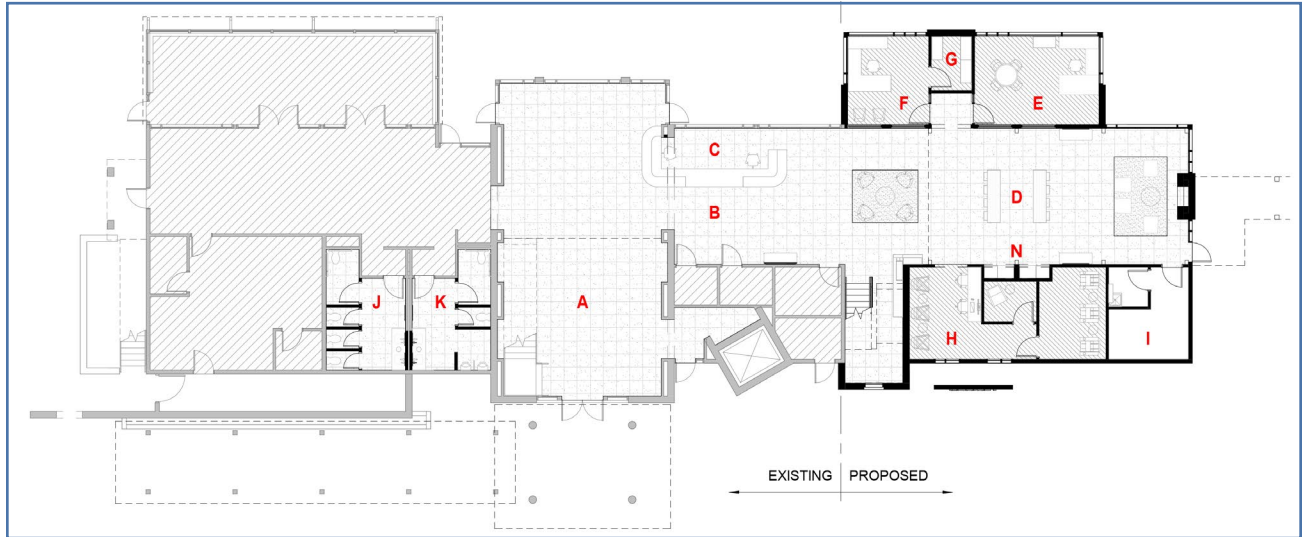
Phase 1 Committed Construction with City Acceptance of Development Plan

1 ACI Jet FBO; **2** Hangar (18,000-sq-ft); **3** Line Shack; **4** GSE; **5** Access Drive; **6** GSE Drive; **7** Parking Lot; **9** Sidewalk

Phase 2 Prospective Development Pending Demand & Property Availability

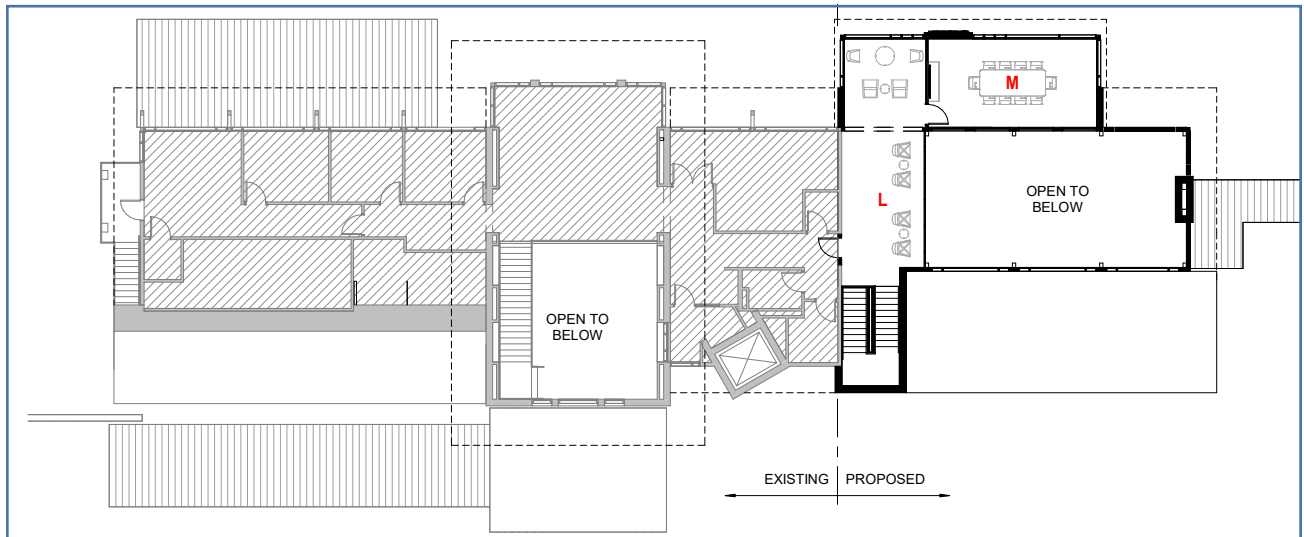
8 Security Fence; **10** Standard Hangar; **11** Prospective Educational Hangar (10,000-sq-ft); **12** Prospective Educational Space (6,000-sq-ft); **13** Helicomm Avionics; **14** Relocated Fuel Farm; **15** Relocated Self-Serve & Electric Charging; **16** Ramp; **17** Parking Lot

FBO Floor Plan, Level 1:



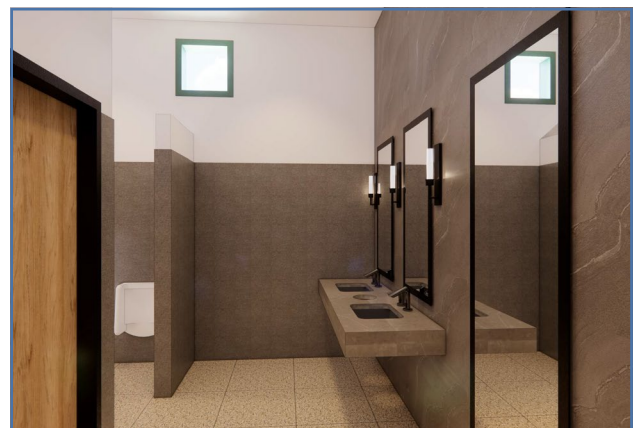
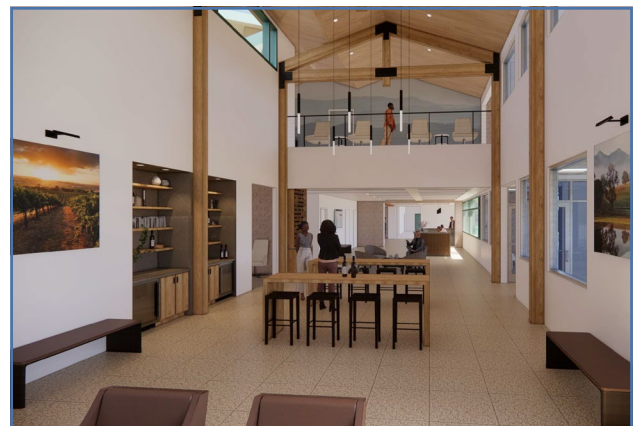
A Airport Lobby; **B** ACI Jet Lobby; **C** CSR; **D** Lounge; **E** GM; **F** Office; **G** Storage; **H** Flight Planning; **I** Support; **J** Women; **K** Men; **N** Amenities

FBO Floor Plan, Level 2:



L Upper Lounge; **M** Conference

Renderings:
Please see [Attachments 10-15](#) for full-size renderings.



DESCRIPTION OF AND PRELIMINARY SPECIFICATIONS FOR THE PROPOSED IMPROVEMENTS BY MAJOR COMPONENT

The City of Paso Robles constructed the main terminal in 2001 which serves as a central and focal element for all airport users. This structure was originally designed with the intention of future expansion to the south and ACI Jet's proposed development plan takes advantage of this to allow the facility to achieve its full potential. In addition to the proposed improvements below, we will refresh the interior and exterior of the entire facility with paint, carpet, lighting, and fixtures as appropriate. This approach serves to not only maximize the City's existing investment in the terminal but also to reduce costs in the future while greatly improving the passenger / airport user experience.

It should also be noted that this type of development has been successfully deployed at the Hawthorne Airport in Southern California. Much like our proposed project, a private entity refurbished and expanded an existing city owned structure that today houses the FBO, a highly successful restaurant (Eureka! burger), as well as the airport manager's office—surrounded by pioneering aviation and aerospace companies, including SpaceX. We believe this approach honors the City's original goals for the main terminal while adapting it to meet current market demands. It also aligns with Paso Robles' plans to pursue spaceport certification and to become a center for education and technical advancement in the aerospace sector.

Terminal Expansion & Executive Drive:

ACI Jet will expand the main terminal to the south in a manner that creates a sense of arrival when entering the shared main lobby of the terminal. The new front desk will provide a focal point for customers and help to create a natural transition into the FBO while also providing guidance for both travelers and restaurant patrons. Core elements and amenities will include (*please reference floor plans above*):

- F, G, E, I:** Administrative offices and additional space for line personnel and equipment.
- H:** Flight planning area with printing, charging, and flight tracking information.
- H:** Crew rest area and dedicated snooze room.
- M:** Executive conference room with expansive ramp and lobby views.
- B, D:** Expanded FBO lobby & lounge (separate from shared entry lobby).
- N:** Amenity area with complimentary snacks and beverages for FBO customers.

Finishes will include thoughtfully appointed natural woods, tile, and leathers to convey the City of Paso Robles' natural character while also speaking to its status as a growing and sophisticated city in one of California's premier wine regions.

Just beyond the southern wall of the expanded terminal, we will construct a secure executive drive that will provide convenient and controlled access to the ramp. A covered walkway between the expanded terminal and future hangar could also provide shade for waiting vehicles and a visual sense of continuity between the newly constructed facilities.

Executive Hangar with Line Office and GSE Facility:

ACI Jet will construct a new 18,000-sq-ft executive hangar with 28' high doors capable of housing a Bombardier Global 8000, currently the largest, fastest, and most fuel efficient purpose-built business jet in the world. This northwest corner of the hangar will be finished in glass and equipped with directional color controlled lighting to showcase aircraft and inspire airport visitors.

The northeast corner of the hangar will be outfitted with a line support office that flanks the executive drive opposite the new expanded terminal. This will provide additional interior space for AGS personnel and equipment with ample command and control views of both the ramp and interior portions of the executive hangar.

A ground support equipment "GSE" maintenance facility will be constructed adjacent to the southwest corner of the executive hangar along with a corresponding driveway to allow for vehicle and equipment access. This facility will provide for on-site maintenance and storage of tugs, refuelers, GPUs, and other ground support equipment.

New Parking Areas:

All parking spaces displaced by the construction of the expanded terminal and executive hangar will be replaced with a new parking area located along the south side of Wing Way just west of the new facilities.

Phase 2 Conceptual Improvements

While not defined in detail, conceptual Phase 2 improvements include the following:

- Two separate 30,600-sq-ft executive hangars with adjacent shop space for Helicomm Avionics.

- Approximately 40,000-sq-ft of new privately constructed ramp space.
- Relocated fuel farm and self-serve fuel facility (provides additional security and containment).
- Aerospace educational facilities (potential for Cal-Poly and Cuesta College joint development).

➔ **COST ESTIMATE OF PROPOSED IMPROVEMENTS BY MAJOR COMPONENT, SOURCE OF FUNDS, AND THE CONTRIBUTION EXPECTED, IF ANY, FROM THE CITY OR OTHERS**

ACI Jet estimates that the initial improvements in Phase 1 will cost approximately \$6M as detailed below:

ITEM	COST		
Construction Estimate	\$4,838,491	AV	\$15,000
A/E Fees	\$500,000	Radio Communications	\$12,000
Geo Tech	\$7,000	IT/Security	\$85,000
Furniture	\$125,000	Exterior + CSR Signage	\$75,000
Artwork	\$20,000	Contingency	\$284,874
Equipment Package	\$20,000	Total	\$5,982,365

ACI Jet will fund all costs associated with construction of the proposed improvements from a combination of cash reserves and commercial financing with no contributions required from the City of Paso Robles. In exchange for this investment, we propose the following lease terms for each of the respective areas:

AREA & PROPOSED LEASE TERM
Dedicated FBO Areas as identified in Section 2.2 of the RFP
<ul style="list-style-type: none"> • 40-year lease at the proposed rates in the baseline proposal plus CPI adjustments.
Future FBO Development Area (165,794-sq-ft as identified in Attachment 6)
<ul style="list-style-type: none"> • 40-year lease at .12/sq-ft/yr for the first 10 years then FMV thereafter for FBO developed areas. • Lease to terminate after 10 years for all undeveloped areas w/ROFR for future development. • Any areas developed / occupied by an institution of higher education to remain at .12/sq-ft/yr for 40yr term.
Terminal Ramp (90,799-sq-ft as identified in Attachment 8)
<ul style="list-style-type: none"> • 40-year lease at .12/sq-ft/yr + 20% of all ramp and parking fees for the first 10 years then FMV thereafter.
Transient Ramp (42,595-sq-ft as identified in Attachment 8)
<ul style="list-style-type: none"> • 40-year lease at .12/sq-ft/yr + 20% of all ramp and parking fees for the first 10 years then FMV thereafter.
Heliport (as identified in Attachment 9)
<ul style="list-style-type: none"> • 40-year lease at .12/sq-ft/yr + 20% of all ramp and parking fees for the first 10 years then FMV thereafter.
Terminal Overflow Ramp (43,738-sq-ft as identified in Attachment 10)
<ul style="list-style-type: none"> • 40-year lease at .12/sq-ft/yr + 20% of all ramp and parking fees for the first 10 years then FMV thereafter.
The depicted land and parking areas south of the main terminal (excluding Helicomm Avionics)
<ul style="list-style-type: none"> • 40-year lease at .12/sq-ft/yr + 20% of all ramp and parking fees for the first 10 years then FMV thereafter. • ROFR for Helicomm Avionics leasehold after expiration of current term and all extensions.

With respect to ramp maintenance, ACI Jet will maintain all new surfaces that it constructs at its own cost and expense. Existing surfaces owned by the City will be maintained at the City's expense, however our lease structure above provides that 20% of all ramp and parking fees will be paid to the City during the first 10 years. We propose that these funds be set aside to help cover the City's portion of the repairs when it is

able to secure FAA grant funding to refurbish these areas. Following the 10 year period, the lease at FMV will provide additional revenue that can be used to help cover / reimburse the City for its portion of any ramp repair costs. We also agree to work in good faith with the City of Paso Robles to help them secure grant funding from the FAA to facilitate any necessary repairs.

SCHEDULE FOR DESIGN, SITE PREPARATION (DEMOLITION), DEVELOPMENT, AND COMPLETION OF THE PROPOSED IMPROVEMENTS BY MAJOR COMPONENT

Assuming lease negotiations are completed and ACI Jet is awarded a 40-year lease as outlined above by the end of 2023, we estimate facility design and permitting will be complete by early 2025. Construction on Phase 1 would commence within 12 months of permit issuance and is estimated to occur in late 2025 or early 2026. Assuming 18 months of construction, the completed facilities would open sometime in 2027.



EVIDENCE OF THE ABILITY TO OBTAIN A BOND FROM A BONDING COMPANY OR IRREVOCABLE LETTER OF CREDIT FROM A FEDERALLY REGULATED BANK THAT GUARANTEES THE TIMELY, FULL, AND FAITHFUL PERFORMANCE OF THE PROPOSER’S CONSTRUCTION OBLIGATIONS IN THE AMOUNT EQUAL TO THE COST OF THE PROPOSED IMPROVEMENTS
Please see Confidential Information Packet, Tab “**Financial Capacity**”

IDENTIFICATION OF THE PROPOSED AMORTIZATION PERIOD FOR THE PROPOSED IMPROVEMENTS
ACI Jet would initially amortize any financed portion of its improvements over a period of twenty (20) years with respect to the loan amortization, but proposes that the negotiated lease term be set at 40 years. This will allow for refinancing, if necessary or desirable, and complies with FAA policies regarding the length of leases. We also believe that this is a commercially-reasonable term considering that all improvements revert to the City upon lease termination.

Additional Information



5.9 ADDITIONAL INFORMATION

➤ PROPOSER MAY INCLUDE ADDITIONAL INFORMATION CONSIDERED USEFUL IN HELPING THE CITY EVALUATE THE QUALIFICATIONS AND EXPERIENCE OF THE PROPOSER

All of us at ACI Jet appreciate being considered to continue our relationship with the Paso Robles Airport, hopefully for the long term. No other FBO operator knows PRB better than we do, nor cares more about the airport's long-term growth and success.

ACI Jet's value offering:

- Relationship with Freeman Holdings Group network of 20+ FBOs.
- Significant capital investment in a development plan that provides major benefits to the city.
- The terminal will achieve its full and intended potential with reduced costs for the Airport (cleaning and maintenance largely privatized).
- Long term community partner.
- Founding member of Regional Economic Action Coalition (REACH).
- Dedicated to serving the community with grants from ACI Jet's charity arm: Vy Foundation.
- Close ties with Cal Poly Aerospace Department.
- Partner with Cuesta College on its Aviation Maintenance Technician Program.
- Tech corridor proponent and advisor on Urban Mobility development.

10-year Record of Keeping Promises

- Delivered on all commitments made during the short term lease over the last 10 years.
- Provided a reliable fuel supply even while other airports reported shortages.
- Made major improvements in support equipment.
- Ensured reliable light aircraft and turbine aircraft handling, service, and maintenance.
- Defense Logistics Agency (DLA) contract and excellent relationships with many military operators.
- Ensured the implementation of a successful restaurant.
- Maintained properties under the leasehold in excellent condition.
- Significantly expanded locally-based charter offering.
- Provided expert consulting services for local business utilizing business aircraft.
- Promoted the airport in a positive way that highlighted its benefits to the community
- Improved the quality and levels of services at PRB.
- Goals achieved during years 1-3:
 1. Established a reputation for quality service and fair prices.
 2. Invested in the improvement of existing airport structures.
 3. Provided for the preservation of existing businesses on the airport.
 4. Effectively promoted the airport to pilots, local businesses, and the community.
- Goals achieved during years 4-6:
 1. Added and upgraded fuel trucks and ground support equipment.
 2. Provided any new or additional services that were needed at the airport.
 3. Facilitated the start-up and/or growth of "on-airport" businesses.
 4. Self-funded capital purchases without assistance from parent company.
- Goals achieved during years 7-10:
 1. Analyzed historical data to identify opportunities for capital investments.
 2. Worked with the City of Paso Robles to identify appropriate lease sites for construction.
 3. Continued serving the community with world-class service.
 4. Moved bi-annual Royal Air Force training detachments to PRB.
 5. Negotiate a new lease that is appropriate relative to proposed capital improvements.

The only thing remaining is capital investment with a long-term commitment by the City of Paso Robles and the airport community!

Attachments



ATTACHMENT 1 | RESUME ORIGINALS

WILLIAM ROBERT BORGS MILLER
805-782-9722 | bill@acijet.com

PROFESSIONAL AND EXPERIENCE & ACHIEVEMENTS

ACI Jet, San Luis Obispo, CA - President
1999 - Present

- Founded company in 1998 with \$75,000 in capital and expanded to \$75M in annual sales.
- Established and developed 4 full-service California FBO operations in San Luis Obispo, Paso Robles, and Orange County (John Wayne Airport).
- Manage and oversee the worldwide operation ACI Jet's corporate jet fleet.
- Manage and oversee aircraft maintenance conducted under ACI Jet's FAR 145 Repair Station.
- Provide overall company direction and procedural development.

Valley Oil Company (Texaco / Phillips 66), San Luis Obispo, CA - Sales Manager
1999 - 2001

- Represented Texaco and Phillips 66 for aviation fuel accounts in California and Nevada.
- Provided technical support and assistance to over 130 FBOs.

Sierra Pacific Industries, Anderson, CA - Pilot/Aircraft Mechanic
1997 - 1999

- Assisted in the maintenance and operation of the corporation's flight department.

United States Coast Guard, San Diego, CA - Federal Law Officer
1995 - 1997

- Conducted search and rescue, law enforcement and drug interdiction operations.

D.Z Incorporated, Red Bluff, CA - Pilot/FBO Manager
1992 - 1995

- Managed a small fixed base operation (FBO) and piloted company aircraft.

EDUCATION

Harvard Business School - General Management Program
September 2016

Embry-Riddle Aeronautical University - Bachelor of Science, Aeronautical Science
December 1999

- Minor in Aviation Business Administration
- Minor in Computer Science

FAA CERTIFICATES

Airline Transport Pilot | Multi-Engine | Instrument | Flight Instructor (CFI, CFII, MEI, Seaplane) | Mechanic (A&P)

PROFESSIONAL AFFILIATIONS / APPOINTMENTS

- National Business Aviation Association - Certified Aviation Manager
- French Hospital Foundation - Capital Campaign Committee Member
- County of San Luis Obispo - Airport Land Use Commissioner (6+ years)

----- **GEORGE B. DOM** -----

3444 Bullock Lane, San Luis Obispo, CA | Phone: (805) 704-2607 | E-mail: gdom@acijet.com

Skills and Accomplishments

Business Leadership

As COO, established a strategic planning and review process to achieve company alignment, accountability, and enhanced communication. Supervised the assumption of ACI Jet's former FBO competitor at KSN and 100+ hangars/tenants in record time. Initiated and led a company-wide project to upgrade ACI Jet's performance review process.

Executive Leadership

CO of the Navy's premiere carrier-based air wing; collaborative style achieved exceptional teamwork among eight direct-report Squadron Commanding Officers during planning, decision-making, execution and assessments that achieved sustained, superlative results under intense, high-tempo training and combat operations.

Transformational Leader

Responsible for initial integration of women into Atlantic Navy FA-18 fighter squadrons. Hand-picked by the Chief of Naval Operations to serve on a blue-ribbon panel to revolutionize Navy-wide training and education. Reengineered air wing cross-functional processes to substantially improve efficiency and combat performance. Successful cultural transformation of Fortune 100 flight department with world-wide mission requirements.

Strategic Planning

Assisted in the development of complex US policy with alternative courses of action and risk / reward implications to the Chairman of the Joint Chiefs of Staff.

Esprit de Corps

Principle-centered leader experienced in achieving tight-knit, high performance teams with sky-high morale. Routinely invited to speak to organizations in the U.S. and abroad on leadership and teamwork: "*High-Trust Leadership: A Decisive Advantage.*"

Career History

COO and Air Transport Pilot, ACI Jet, San Luis Obispo, CA 2019 - Present
Aviation Mgr/Pilot, Solarius Aviation, CA 2015 - 2019

5-jet flight department; 17 personnel; \$12M budget.

Leadership speaker, author, and performance consultant (www.georgedom.com). 2005 - Present
Founder/President, - NFS Advisors, Inc. 2008 - 2015

Business aviation consultant to Fortune 500 corporations, private companies and high net-worth individuals.

Senior Vice President, Boston JetSearch, Inc. 2003 - 2007
Corporate aviation consulting company.

Division Chief for Middle East Plans and Policy on the Joint Staff, Pentagon, Washington, DC 2002 - 2003
Coordinated strategic planning for *Operation Iraqi Freedom*.

Commander, Carrier Air Wing Seven 1999 - 2002

Composed of eight squadrons / 2500 personnel / 70 aircraft embarked on USS JFK and USS IKE. Absolute responsibility for all aspects of operations, maintenance/logistics, and training with an annual budget of \$50.1M. Achieved the highest levels of readiness, safety, camaraderie, and mission success, including combat operations against Iraq.

Commanding Officer / Flight Leader, Navy Flight Demonstration Squadron (Blue Angels) 1996 to 1998
Navy's public ambassador at 80 sites / 160 shows across the USA.

Commanding Officer, Strike-Fighter Squadron 37 1994 to 1996
A front-line FA-18C squadron with 12 aircraft / 230 personnel embarked on USS Dwight D Eisenhower.

Previous Experience:

Operations Officer and Instructor Pilot at the Navy Fighter Weapons School (Topgun); Air Wing Strike Leader in Operation Desert Storm, awarded Distinguished Flying Cross (combat V); Honorary Doctor of Science - Seton Hill University; 2001 Naval Aviator of Year.

Education

National Defense University - U.S. National Security Strategy 1992 - 1993
Navy Fighter Weapons School ("Topgun") - Advanced Air Combat Tactics and Weapons 1985
Duke University - AB Economics, ROTC Battalion Commander 1974-1977

NATHAN J ROSS, CPA, FINANCIAL EXECUTIVE / CFO

538 E Clark Ave, Santa Maria CA 93455 | 805.801.0331 | nathanross@hotmail.com

An accomplished financial professional and CPA offering two decades of experience managing all financial and accounting functions of rapidly growing full-service aviation firm and related entities. Skilled in designing, structuring, and implementing best business practices throughout an organization. Hands-on leader with proven ability to enhance financial performance, increase productivity among workforce, and improve internal controls. Vast knowledge of state and federal regulations (including FARs) as they pertain to private and commercial aviation, and experienced in complex business and tax issues.

PROFESSIONAL EXPERIENCE

Chief Financial Officer, Aviation Consultants, Inc. (ACIJET) 2007-Present

- Work directly with and provide guidance to department leaders in the establishment and enforcement of company policies, procedures, and internal controls while ensuring accounting, tax and regulatory compliance.
- Manage financial and accounting aspects of all major corporate ventures, including acquisitions, capital projects, and new services.
- Development of comprehensive budgets, analytical tools, and key metrics specific to each department and/or business unit, with reviews to evaluate financial performance and budgetary matters.
- Internal financial and accounting management; direct oversight of administrative staff including accounting, human resources, payroll, parts and inventory.
- Internal management of annual third-party financial statement audit, ensuring GAAP compliant accounting practices and financial reports.
- Responsible for preparation of all regulatory reports and tax returns, including payroll, sales and use taxes, fuel taxes, excise taxes, and income taxes for company and related entities.
- Provide consulting services to direct clients in regards to aircraft acquisitions, operating contracts, strategic financial and tax planning, and regulatory compliance as it pertains to aircraft ownership and flight department operations.

Controller, Aviation Consultants, Inc. 2003-2007

- Recruited by company President to take over general accounting functions of growing aviation charter business, in addition to financial reporting, budgeting, credit and treasury management.
- Designed and implemented all accounting policies, procedures, and best practices from ground up.
- Brought company into audit-tested compliance with various regulatory agencies, particularly the IRS and CDTEA.
- Worked with CEO reviewing analytics and assisting in business, financial and tax planning.
- Prepared all monthly, quarterly, and annual tax returns (payroll, fuel, sales, excise, income)

Public Accountant, Barbich, Longcrier, Hooper & King, CPAs 2001-2003

Income tax planning and preparation, member of audit team for various external financial statement audits & reviews, compiled quarterly/annual financial statements in accordance with GAAP, performed planning/consulting services for clients, and built comprehensive forecasting model to assist clients with business planning.

CAREER ACCOMPLISHMENTS

- Instrumental in the integration of acquired businesses. Helped facilitate the growth of a small charter operator into a nationally recognized full service aviation firm with over \$35M in annual revenues over multiple business divisions.
- Negotiated and implemented commercial card program while working with key vendors to maximize monthly spend; currently generating over \$120k in annual cash rebates.
- Built fully comprehensive business plans, including detailed financial forecasts, which helped secure financing for business expansion and acquire multiple long term property leases.
- Analysis of contract with major supplier revealed mathematical error in cost formula. Recalculated costs for prior two years per the supplier contract and was refunded over \$240k.

EDUCATION, CREDENTIALS & PROFESSIONAL ASSOCIATIONS

2004: Certified Public Accountant (active license) *American Institute of Certified Public Accountants*
1997- 2001: BS in Business Administration (Public Accounting Concentration), Mathematics Minor.
Graduated Magna Cum Laude *Cal Poly State University- San Luis Obispo, CA*

- American Institute of Certified Public Accountants (CPA License 91528)
- California Society of CPAs
- National Business Aviation Association (NBAA)

(805) 782-9722
arobillard@acijet.com

Andrew L. Robillard

PROFESSIONAL EXPERIENCE & ACHIEVEMENTS

ACI Jet, San Luis Obispo, CA - Vice President, FBOs and Facilities
2007 - Present

- Strategic planning for FBOs and company growth.
- Personnel management of General Management, Safety and Compliance, Hospitality and Experience, Aircraft Ground Support and Aircraft Facility and Detail.
- Property and construction management.
- Oversee fuel quality control and safety of FBO operations.

ACI Jet, San Luis Obispo, CA - Aircraft Line Service & Ground Support Equipment Maintenance

2005 - 2007

- Ensure on time delivery of products and services.
- Aircraft fueling, towing and servicing.
- Assist in maintaining fuel quality control.
- Provide first class customer service.

Cessna Aircraft Company, Sacramento, CA - Aircraft Line Service
2002 - 2004

- Aircraft fueling and defueling services.
- Detail services including washing, waxing, polishing and boot prepping.
- Provide line maintenance including oxygen, nitrogen, alcohol, hydraulic fluid.

EDUCATION

Embry-Riddle Aeronautical University - Bachelor of Science, Professional Aeronautics
MAY 2009

- Minor in Aviation Safety
- Minor in Aviation Management

Sacramento City College - Aircraft Maintenance Technician
MAY 2003

- Received FAA Aircraft Maintenance Certificate, for both airframe and powerplant

FAA CERTIFICATES

- Private Pilot Airplane
- Single-Engine Land
- Instrument Airplane
- Mechanic (Airframe & Powerplant)



ATTACHMENT 2 | RESUME ORIGINALS (CONTINUED)

KELLEE B. VALENTINE
11405 Eliano Street, Atascadero, CA 93422 • (805) 459 – 0632 • kelleev@gmail.com

FLIGHT EXPERIENCE

- **Airline Transport Pilot** Airplane Multiengine Land
- **Type Ratings** CE-525A, CE-560XL, CE-750, CL-604, GIV, GVI, BBD-700
- **Commercial Privileges** Airplane Single Engine Land
- **Flight Instructor** Airplane Single & Multiengine, Instrument Airplane
- **Ground Instructor** Advanced & Instrument
- **Total Flight Time** 9,205 Hours

PROFESSIONAL EXPERIENCE

ACI JET - San Luis Obispo, CA

Senior Vice President, Flight Operations/Director of Operations/Check Pilot - Global Express XRS 2015 – Present

- Overall accountability and authority for FAR Part 119/135 air carrier certificate and global flight operations.
- Lead a team of 70+ employees.
- Develop and implement flight operations policies and procedures.
- Onboard all new aircraft for FAR Part 135 operations and receive operating approval from various CAA's worldwide.
- Primary liaison with FAA/CAA's, and signatory of all FAR Part 135 Operations Specifications.

Chief Pilot/Check Pilot – Gulfstream 650 & Challenger 604 2012 – 2015

- Supervise and manage all flight crews; supervise dispatch personnel as it relates to compliance with FAR's.
- Assist Director of Operations with establishing flight crew standards and evaluate crewmembers' adherence to standards.
- Responsible for development and revisions of company-specific aircraft checklists.
- Responsible for pilot recruitment, training, retention, and upgrade in all fleet types.

Captain – Gulfstream IV, Challenger 604, Citation X, Citation XLS & Citation CJ2/3 2004 – 2012

- Supervise and manage all flight crews; supervise dispatch personnel as it relates to compliance with FAR's.
- Assist Director of Operations with establishing flight crew standards and evaluate crewmembers' adherence to standards.
- Responsible for pilot recruitment, training, retention, and upgrade in all fleet types.

CASTLE AVIATION - North Canton, OH

Captain/Instructor Pilot – Cessna CitationJet (CJ), Cessna Caravan & Piper Aerostar 2002 – 2004

- Transport passengers and primarily cargo throughout the United States and Canada.
- Teach initial & recurrent company indoctrination ground school and conduct flight training in C-208 and Aerostar aircraft.

HONORS & AWARDS

- Named 40 Under 40 in Aviation, Airport Business Magazine **October Issue, 2018**
- Honors College Student, University of Central Missouri, Warrensburg, MO **Fall 2000**

EDUCATION

- Bachelor of Science in Aeronautics, Embry-Riddle Aeronautical University **In Progress, CGPA 4.0**

Luke Newlon
805-548-1355
lnewlon@acijet.com

EXPERIENCE

GM, Paso Robles, ACI Jet
San Luis Obispo, CA
2012 - Present

- Enhance relationships with customers and airport authorities.
- Develop and document emergency procedures and protocols.
- Foster a culture that drives client loyalty and staff engagement.
- Serve in a customer-facing role, promoting the FBO and measuring customer satisfaction to improve capabilities.
- Ensure proper staffing levels and develop new business plans with capital requirements and anticipated performance.

United States Navy
Naval Station Lemoore, CA
2009 – 2012

- Served as a Qualified Legacy and Super Hornet Plane Captain.
- Facilitated the training of 60 team members on Legacy aircraft.
- Performed FA-18 daily inspections and platform servicing activities including fuel, oxygen, water, oils, and hydraulics.

United States Navy
U.S.S Abraham Lincoln
2004 – 2008

- Advanced from Plane Handler to Aircraft Director within 12 months.
- Earned numerous awards: Good Conduct Medal, National Defense Service Medal, Global War on Terrorism Expeditionary Medal, and Sea Service Deployment Ribbon.

EDUCATION

2013: Master of Business Administration UNIVERSITY OF PHOENIX, 3.72 GPA
2012: Bachelor of Science, Criminology CALIFORNIA STATE UNIVERSITY, FRESNO, President, Student Veterans Association

DAVID J. JENSEN
Phone: 805.215.2663 E-mail: davejensen23@gmail.com

PROFESSIONAL PROFILE
Aviation Maintenance Professional with over 20+ years of experience, including over 16 years of experience in 14 CFR Part 135 and Part 145 operations.

PROFESSIONAL EXPERIENCE

ACI Jet **San Luis Obispo, CA**
Senior Vice President, Aircraft Maintenance March 2019 – Present
Vice President, Aircraft Maintenance January 2015 – March 2019
Director of Maintenance – 135 & 145 December 2012 – December 2014
Assistant Director of Maintenance – 135 & 145 August 2012 – December 2012
Maintenance Supervisor October 2006 – August 2012
Maintenance Technician April 2005 - October 2006

- Member of the Executive Management Team: involved in strategic planning, program implementation, corporate branding, identifying, and reaching corporate goals and objectives.
- Oversee all aspects of ACI Jet's FAR 145 Maintenance department; responsible for developing policies and procedures; updating and maintaining company manuals; reviewing company financials relative to maintenance operations and develop procedures and or reporting tools to improve efficiency.
- Oversee all ACI Jet Maintenance locations. Responsible for Profit and Loss for the entire Maintenance Business Unit, as well as for each ACI Jet Maintenance location.
- Recruiting, onboarding, training, and performance management initiatives across the maintenance departments.
- Responsible for supervising a crew of technicians and inspectors in maintaining a fleet of Part 135 aircraft.
- Supervised technicians and inspectors under ACI's Part 145 Repair Station Certificate while performing regular duties as an aircraft technician/inspector.
- Performing scheduled and unscheduled line maintenance, engine changes, flight control rigging, electrical and avionics troubleshooting of several different manufactures systems. Engine run-up, tow and taxi qualified

United States Air Force Travis AFB, CA
Maintenance Technician / Flying Crew Chief July 1998 – October 2002

- Performed all required inspections and routine maintenance.
- As a Senior Airman and Staff Sergeant Select (E-5), I supervised five subordinates dedicated to the same aircraft.

EDUCATION

Service Elements	August 2014
Cessna Citation 680 Maintenance Initial	April 2014
Pilot Static/Transponder, RVSM Initial	November 2013
Eddy Current, Level I Limited Inspection of Aircraft Wheels	March 2013
Gulfstream GIV Maintenance Initial	July 2011
Honeywell GTC 36-100 & 36-150 APU Initial	June 2009
Pratt & Whitney PW500 Series Maintenance Initial	July 2008
Cessna Citation 560XL Maintenance Initial	August 2005
Avtech Exams Technical School	June 2003
Airframe, Powerplant and General Training, USAF	August – October 1998

Aircraft Model Experience
McDonnell Douglas KC-10a, Cessna Citation 500, 525, 625A, 525B, 550, 560B, 560, 560XL/XLS 680, 750, Cessna 310/340, Gulfstream GIVSP, G650, Bombardier Challenger 300/350/604/605/650/Global/XRS/5000/6000/6500/7500.

PROFESSIONAL AFFILIATIONS
National Business Aviation Association (NBAA) | Citation Jet Pilots (CJP) | Aircraft Electronics Association (AEA) | Collins Aerospace Dealer Advisory Board | Northern California Business Aviation Association (NCBAA) | Aviation Repair Station Association (ARSA) | Southern California Business Aviation Association (SCBAA)

John William Tucker
2071 Hanging Tree Ln., Templeton, CA 93465 • (661) 904-5831 • ishallhavellife@gmail.com

SELECT ACCOMPLISHMENTS & SKILL SETS

- Developed Salesforce CRM
- Coordinated the design and implementation of a 120-handset VoIP phone system
- Developed SharePoint finance system
- Designed (2) employee intranets
- Managed AdWords/GDN with \$100,000 budget
- Extensive writing for press and trade pubs
- Senior planner for dozens of trade events

PROFESSIONAL EXPERIENCE

ACI Jet - San Luis Obispo, CA 2017-Present
FBO, aircraft maintenance, aircraft management and jet charter provider
Director of Marketing & Communications

- Assisted the CEO/FBO management in securing a 35-year lease at John Wayne Airport (KSNA)
- Assisted the CEO and MRO management in securing numerous dealership and service authorizations for the company's Repair Station, including Bombardier Authorized Service Facility (ASF) certification
- Contributed to and supported record growth throughout tenure at the company

Jet Edge International - Van Nuys, CA 2015-2017
Aircraft management, jet charter, and aircraft sales/acquisitions provider
Director of Marketing

- Identified, retained, and directed mission-critical vendors, including PR firm, ad agency, printers and fulfillment, web developers, advertising consultants, SharePoint developer, telecom/IT providers
- Managed the company's third-party Information Technology and helpdesk services
- Contributed in the company's 74% growth in fleet size

TWC Aviation/Landmark Aircraft Management & Charter - Van Nuys, CA 2008-2015
Aircraft management, jet charter, and aircraft sales/acquisitions provider
Mgr., Marketing (Landmark, '15); Dir., Marketing (TWC Aviation, '12 to '15); Marketing Coordinator (TWC Aviation, '10 to '12); Flight Coordinator (TWC Aviation, '08 to '10)

- Designed and developed employee intranet to bring together over 300 employees and contractors
- Developed and implemented systems and procedures for tracking department objectives and progress, including lead and conversion tracking, customer and employee surveys, and quarterly reporting.
- Planned and coordinated on-premise trade events drawing 2,000+ attendees.

Clay Lacy Aviation - Van Nuys, CA 2007-2008
Aircraft management, jet charter, and fixed-base operations
Line Service Technician

Valencia Automation, Inc. - Valencia, CA 2001-2007
Manufacturer/broker of machined parts for aircraft components and automated machinery
Sales Manager, Production Controller, Buyer

EDUCATION
University of California, Los Angeles - Los Angeles, CA **Bachelor of Arts, Political Science, 2006**

REFERENCES

Bryan C. Murchison Capt., American Airlines Phone (818) 294-4627	Nancy Nicholas Former Charter Sales Exec. Phone (818) 515-6905	Brian Ford Avionics Mgr. / Best Friend Phone (303) 956-0904
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UNITED STATES OF AMERICA
DEPARTMENT OF TRANSPORTATION
FEDERAL AVIATION ADMINISTRATION

Air Agency Certificate

Number **W9BR551H**

This certificate is issued to
AVIATION CONSULTANTS, INC.
whose business address is
**945 AIRPORT DRIVE
SAN LUIS OBISPO, CA 93401**

upon finding that its organization complies in all respects
with the requirements of the Federal Aviation Regulations
relating to the establishment of an Air Agency, and is
empowered to operate an approved **REPAIR STATION**
with the following ratings:

**AIRFRAME
LIMITED AIRFRAME
LIMITED ACCESSORY
PROCESSING (06/20/2014)**

This certificate, unless canceled, suspended, or revoked,
shall continue in effect **INDEFINITELY**

Date issued:
**August 09, 2009
(Reissued June 20, 2014)**

By direction of the Administrator

**Antonio A. Kocho
Manager, San Jose FSDO**

This Certificate is not Transferable, and any major change in the location thereof, shall be immediately reported to the appropriate regional office of the Federal Aviation Administration.

Any alteration of this certificate is punishable by a fine of not exceeding \$1,000, or imprisonment not exceeding 3 years, or both

U.S. Department
of Transportation
Federal Aviation
Administration

Operations Specifications

AIR OPERATOR CERTIFICATE	
State of the Operator United States of America Issuing Authority Federal Aviation Administration AOC #: W9BA551H Expiration Date : N/A	Operational Points of Contact: Flight Operations Contact details, at which operational management can be contacted without undue delay, are listed in Chapter 0 of ACI Jet's ACOM (Section 0.3) Dba: ACI ACI Jet Operator Address: 4751 Aviaadores Way San Luis Obispo, California 93401 Telephone: +1 805 548 1300 Fax: +1 805 545 9225 E-mail: flightsops@acijet.com
This certificate certifies that AVIATION CONSULTANTS INC. is authorized to perform commercial air operations, as defined in the attached operations specifications, in accordance with the Operations Manual and the 14CFR135. Date of Issue: 05/25/2021 Name: Dennis K. Pearson Title: Principal Operations Inspector	

CERTIFICATION STATEMENT

I hereby certify that the attached is a true copy of the AVIATION CONSULTANTS INC. AOC issued at WP15 - San Jose (SJC) on 05/25/2021 by the FAA.

AVIATION CONSULTANTS INC.

A999-1
Amdt. No.: 3

Certificate No.: **W9BA551H**



TO: MR. ROGER OXBORROW
 CITY OF PASO ROBLES
 4912 WING WAY
 PASO ROBLES CA 93446

The Air Pollution Control District has received payment of your permit renewal fees. Attached below is your permit renewal. Please detach the bottom portion of this page and affix to your Permit to Operate.



PERMIT RENEWAL

DATE: July 19, 2022 Permit Number: 581-5

A permit renewal inspection was recently conducted at your facility and it has been determined from the inspection that the subject equipment is operated in compliance with the rules and regulations of the Air Pollution Control District. This is a renewal of the permit operating license until **July 2023**.

Please also consider this a receipt for your fees in the amount of **\$2,109.36**.

Equipment Location: **Paso Robles Jet Center, 4810 Wing Way, Paso Robles**

Equipment Location: Paso Robles Jet Center, 4810 Wing Way, Paso
 San Luis Obispo County Air Pollution Control District

Please affix this note to your Permit to Operate.

BUSINESS LICENSE

This business is licensed subject to the provisions of the City of El Paso de Robles Municipal Code. Issuance hereof does not entitle the owner to operate or maintain a business in violation of any other law or ordinance.

Starting January 1, 2021, Assembly Bill 1607 requires the prevention of gender-based discrimination of business establishments. A full notice is available in English or other languages by going to: <https://www.dca.ca.gov/publications/>

City of El Paso de Robles
"The Pass of the Oaks"

821 Pine Street, Ste. A, Paso Robles, CA 93446
 (805) 237-3999 • FAX (805) 237-6565

Business Name: ACI Jet
Business Location: 4900 WING WAY
 PASO ROBLES, CA 93446-8522
Owner Name(s): William Borgsmiller

BUSINESS LICENSE NO. 09847

Business Type: 167
Description: Aviation Fuel Sales
Effective Date: July 01, 2023
Expiration Date: June 30, 2024

AVIATION CONSULTANTS INC
 ACI JET
 4751 AVIADORES WAY
 SAN LUIS OBISPO, CA 93401

Special Message - Restricted to license holder only

TO BE POSTED IN A CONSPICUOUS PLACE

NOT TRANSFERABLE



COUNTY OF SAN LUIS OBISPO
 Department of Agriculture/Weights & Measures
 Martin Settevendemie
 2156 Sierra Way, Suite A, San Luis Obispo, CA 93401
 (805)781-5910

ID #: LC0029
 Bill #: 20230649

Effective: 5/1/2023
 Due by: 4/30/2023
 Bill Amount: \$683.20

PLEASE DETACH AND RETURN TOP PORTION WITH PAYMENT

County of San Luis Obispo - Device Registration

Total amount is due and payable immediately. Pay by check or money order only. Penalty may be assessed at 100%, accruing each 30 days which elapse without payment. Payment is late if postmarked after: **Sunday, April 30, 2023**

Item	Quantity	Rate	Total
Vehicle Tank Meter	5 x	\$50.00	\$250.00
State Fee	5 x	\$2.20	\$11.00
Device Fee	1 x	\$20.00	\$20.00
Retail Motor Fuel	1 x	\$2.20	\$2.20
State Fee	3 x	\$100.00	\$300.00
Location - Routine Device	1 x	\$100.00	\$100.00
Total Due:			\$683.20

RETAIN THIS PORTION AS YOUR RECEIPT

COUNTY OF SAN LUIS OBISPO
 Department of Agriculture/Weights & Measures
 Martin Settevendemie
 4900 Wing Way
 Paso Robles CA 93446

THIS REGISTRATION MUST BE CONSPICUOUSLY DISPLAYED AT PLACE OF BUSINESS 20230649

WEIGHTS AND MEASURES
 REGISTRATION CERTIFICATE

IDENTIFICATION ID	ANNUAL FEE	NUMBER OF DEVICES	EXPIRATION DATE
LC0029	\$683.20	6	4/30/2024

THIS CERTIFICATE IS VALID ONLY WHEN FEES HAVE BEEN PAID.
 THIS CERTIFICATE IS NOT TRANSFERABLE AND IS VOID UPON CHANGE OF OWNERSHIP OR LOCATION.

LOCATION OF BUSINESS REGISTERED
 ISSUED TO: **ACI - Paso Robles Jet Center**
 ACI
 4900 Wing Way
 Paso Robles CA 93446

COUNTY OF SAN LUIS OBISPO
 MARTIN SETTEVENDEMIE
 SEALER

COUNTY OF SAN LUIS OBISPO
 Department of Agriculture/Weights & Measures
 Martin Settevendemie
 2156 Sierra Way, Suite A, San Luis Obispo, CA 93401
 (805)781-5910

U.S. Department of Transportation
 Federal Aviation Administration

Air Carrier Certificate

This certifies that

AVIATION CONSULTANTS, INC
 4751 AVIADORES WAY
 SAN LUIS OBISPO, CA 93401

has met the requirements of the Federal Aviation Act of 1958, as amended, and the rules, regulations, and standards prescribed thereunder for the issuance of this certificate and is hereby authorized to operate as an air carrier and conduct common carriage operations in accordance with said Act and the rules, regulations, and standards prescribed thereunder and the terms, conditions, and limitations contained in the approved operations specifications.

This certificate is not transferable and, unless sooner surrendered, suspended, or revoked, shall continue in effect indefinitely.

By Direction of the Administrator

Certificate number W9BA551H

THOMAS B. HOLDEN, JR
 THOMAS B. HOLDEN, JR
 (Signature)

MANAGER
 (Title)

Effective date September 13, 2000

Issued at SAN JOSE, CA

SAN JOSE FSDO WP-15
 (Office)

ADDITIONAL INSURED ENDORSEMENT

This endorsement modifies insurance provided under the following:
COMMERCIAL GENERAL LIABILITY COVERAGE FORM
 SCHEDULE

Name of Additional Insured Person(s) or Organization(s):
 CITY OF PASO ROBLES
 1000 SPRING STREET
 PASO ROBLES, CA 93446

Information required to complete this Schedule, if not shown above, will be shown in the Declarations.

SECTION II - WHO IS AN INSURED is amended to include as an additional insured the person(s) or organization(s) shown in the Schedule, but only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by your acts or omissions or the acts or omissions of those acting on your behalf:

A. In the performance of your ongoing operations; or
 B. In connection with your premises owned by or rented to you.

As respects the above additional insured:

- this insurance does not apply to any claim or liability arising out of the use of any aircraft product manufactured, sold, handled, or distributed by the above additional insured.
- this insurance does not apply to the design, manufacture, repair, sale, or servicing of aircraft by the above additional insured.
- this insurance does not apply to structural alterations, new construction and demolition operations performed by or for that person or organization.

All other provisions of this policy remain the same.

This endorsement becomes effective MAY 9, 2023 to be attached to and hereby made a part of:
 Policy No. 1000221470-08
 Issued to AVIATION CONSULTANTS, INC., ACIAIR, LLC

By STARR INDEMNITY & LIABILITY COMPANY
 Endorsement No. TBA By [Signature]
 Date of Issue APRIL 12, 2023 (CK) (Authorized Representative)

Starr 10803 (6/20)

STARR
INSURANCE COMPANIES
 3353 Peachtree Road, NE, Suite 1000
 Atlanta, GA 30326

CITY OF PASO ROBLES
 1000 SPRING STREET
 PASO ROBLES, CA 93446

Named Insured:
 AVIATION CONSULTANTS, INC., ACIAIR, LLC
 4751 AVIADORES WAY
 SAN LUIS OBISPO, CA 93401

Policy Period: From: MAY 09, 2023 To: MAY 09, 2024
 Policy Number: 1000221470-08
 Issuing Company: STARR INDEMNITY & LIABILITY COMPANY

This is to certify that the policy(ies) listed herein have been issued providing coverage for the listed insured as further described. This certificate of insurance is not an insurance policy and does not amend, extend, or alter the coverage afforded by the policy(ies) listed herein. The actual policy(ies) listed herein, including any conditions, coverages, exclusions, and limitations, may be amended or may pertain. The insurance afforded by the policy(ies) listed on this certificate is subject to all the terms, exclusions, and conditions of such policy(ies).


Aviation Commercial General Liability	
	Limits of Insurance
Each Occurrence Limit	\$ 250,000,000.
Damage to Premises Rented to You Limit	\$ 100,000. Any one premises
Medical Expense Limit	\$ 25,000. Any one person
Personal & Advertising Injury Aggregate Limit	\$ 25,000,000.
General Aggregate Limit	\$ NOT APPLICABLE
Products/Completed Operations Aggregate Limit	\$ 250,000,000.
Hangarkeepers Limit	\$ 250,000,000.
Each Aircraft Limit	\$ 250,000,000.
Each Loss Limit	\$ 100,000. Each Aircraft
Hangarkeeper's Deductible	\$

FOR FURTHER INFORMATION SEE ATTACHED STARR FORM 10803.
 THE CERTIFICATE HOLDER IS INCLUDED AS ADDITIONAL INSURED, BUT SOLELY AS RESPECTS THE OPERATIONS OF THE NAMED INSURED. ADDITIONALLY, ROYAL AIR FORCE AIRBUS A400 OPERATIONS ARE SPECIFICALLY ACKNOWLEDGED.
 THE CERTIFICATE HOLDER WILL BE PROVIDED WITH THIRTY (30) DAYS (TEN (10) IF FOR NON-PAYMENT AND SEVEN (7) IF FOR WAR) NOTICE BY E-MAIL TO THE CONTACT PERSON LISTED BELOW. SUCH NOTICE WILL BE E-MAILED TO ROXBORROW@PRCITY.COM

Certificate Number: 2.1
 Issued By and Date: APRIL 12, 2023 (CK)
 By [Signature]
 (Authorized Representative)

Starr 10058 (6/06)





CUESTA COLLEGE
SAN LUIS OBISPO COUNTY COMMUNITY COLLEGE DISTRICT

Jill Stearns, Ph.D., Superintendent/President

May 23, 2023

Paso Robles Mayor and City Council
City of Paso Robles
1000 Spring Street
Paso Robles, CA 93446

Dear Honorable Mayor Martin and City Councilmembers,

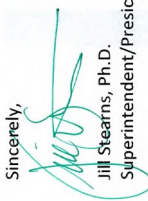
On behalf of Cuesta College, it is my pleasure to offer our strongest support for ACI Jet's proposal for a long-term lease at Paso Robles Airport to manage, operate, market, and expand its current fixed base operation (FBO) products, services, and facilities.

Over the last several years, ACI Jet and Cuesta College have partnered to establish an exciting new program to train students to earn a FAA certification as aviation maintenance technicians. Throughout the process my staff and I have been thoroughly impressed by ACI Jet's professionalism, integrity, and dedication to delivering on their commitments. This new program was established in record time thanks to ACI Jet's marketing prowess, aviation expertise, and trusted relationship with the FAA FSDO. Members of the local community now have the opportunity to be hired by SLO County aviation businesses in high-wage positions.

Cuesta College would be interested in discussing additional partnership opportunities with ACI Jet-PRB upon ACI Jet being granted a continued long term and expanded presence at Paso Robles Airport. This holds incredible possibility for expanded educational offerings in the North County.

With its 22-year proven record at San Luis Obispo Regional Airport, Paso Robles Airport, and John Wayne Airport, as well as its demonstrated commitment to the success of Paso Robles Airport, ACI Jet is the obvious, best choice to be granted a long-term lease at KPRB.


Sincerely,



Jill Stearns, Ph.D.
Superintendent/President

Build Your Future

Cuesta College P.O. Box 8106, San Luis Obispo, CA 93403-8106 (805) 546-3118 www.cuesta.edu



REACH
Ideas + Action for a Thriving Central Coast

June 20, 2023

William Borgsmiller
President/CEO, ACI Jet
4751 Aviaadores Way
San Luis Obispo, CA
93401

Dear Mr. Borgsmiller:

A vibrant aerospace sector is critical to fostering a thriving and innovative Central Coast economy. We appreciate ACI Jet's leadership in advancing this vision as a partner of REACH and the wider Central Coast community.


By way of background, REACH is a nonprofit, economic impact organization with a mission to increase economic prosperity on the Central Coast of California – serving San Luis Obispo and Santa Barbara Counties – through big thinking, bold action and regional collaboration. The north star of our work is collaboration with business, education, government and nonprofit partners to create good paying jobs and provide current and future generations the opportunity to thrive.

The REACH 2030 Action Plan identifies the aerospace sector as a priority industry for generating good paying jobs, leveraging our region's 16 airfields and 3 military installations. ACI Jet has been an important partner in this work, including contributing ongoing insights and expertise for the aviation industry to support the development of a 2-county comprehensive economic development strategy and serving as an industry partner in seeking to attract federal/state grants focused on expanding the region's broader aerospace and commercial space ecosystem.

ACI Jet has also been a leader in demonstrating how industry collaboration can bolster the region's workforce. The company's partnership with Cuesta College in the development of a new aviation maintenance technician program has set a model for how industry, education and community partners across the Central Coast can come together to address workforce needs and create pathways to economic opportunity for residents.

We are grateful for ACI Jet's regional leadership and look forward to this continued collaboration.

Sincerely,



Melissa James
President/CEO
REACH
melissa@reachcentralcoast.org

info@reachcentralcoast.org
reachcentralcoast.org



OFFICE OF THE PRESIDENT

May 23, 2023

City Hall
1000 Spring Street
Paso Robles, CA 93446

Dear Honorable Mayor & City Councilmembers,

I am writing to express Cal Poly's support of the Paso Robles Airport expansion and our appreciation of ACI Jet's services. North County and the airport are important to Cal Poly and we envision ongoing partnership and exciting economic and educational opportunities in the future.

A professionally functioning airport is one of the key ingredients to the success of a community like Paso Robles, benefitting both residents and businesses. A key element of that is having properly maintained airport facilities and a wide variety of professional aviation services that attract activity and create vibrancy.

In our experience, we have been pleased with the services provided by ACI Jet. Cal Poly's sports teams and boosters regularly depart from ACI Jet's FBO at KSBB on charter flights to sporting events, and our students regularly visit ACI Jet's Maintenance, Repair, and Overhaul (MRO) facility as part of their curriculum.

As the city continues to work on the expansion of the airport, I just wanted to take a moment to pass along our support and experiences. I appreciate the work you are doing and look forward to continuing our ongoing partnership to achieve a spaceport license in Paso Robles as well as future opportunities that benefit both north county and our students.

Sincerely,

Jeffrey D. Armstrong
President

CALIFORNIA POLYTECHNIC STATE UNIVERSITY SAN LUIS OBISPO CA 93407-1000



June 6, 2023

Honorable Mayor & City Councilmembers
City of Paso Robles
Paso Robles City Hall, Council Chambers
1000 Spring St.
Paso Robles, CA 93446

Dear Honorable Mayor & City Councilmembers,

My name is Chuong Nguyen, I am the Area Manager for Mercy Air 34 based out of the Paso Robles Municipal Airport. We are a component of Air Methods Corporation, an air medical service company. ACI Jet has provided us with the needed spaces for our operations over the past three years.

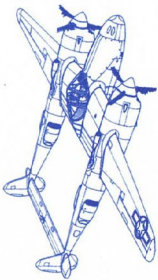
Since day one, ACI Jet has been friendly, hospitable, and an amazing partner for our team. They always go out of their way to support our needs and treat us as part of their family. This relationship enables us to continue with our mission of saving lives for the communities that we serve.

I had the opportunity to learn of ACI Jet's vision for the future at the Paso Robles Municipal Airport. Their plan indicated a commitment to general aviation and the energy to bring that vision to fruition.

I hope the Board will consider ACI Jet's bidding and grant them the opportunity to continue serving the City of Paso Robles. ACI Jet has my highest recommendation.

Very Respectfully

Chuong T. Nguyen
Area Manager
Mercy Air 34
Air Methods Corporation
(657) 352-8179



ESTRELLA WARIBIRDS MUSEUM

4251 Dry Creek Road, Paso Robles, CA 93446

Phone (805) 238-9317 • Website: www.ewarbirds.org

May 15, 2023

City Council
City of Paso Robles
1000 Spring Street
Paso Robles, CA 93446

RE: Consideration of ACI Jet for Airport Services

Dear Sirs,

I am writing on behalf of the Estrella Warbirds Museum to encourage you to consider favorably the application for ACI Jet for providing Paso Robles Airport services.

ACI Jet has been an ardent supporter of our museum, especially with respect to our Youth Aviation Program. The concept of sustainability of our organization depends upon strong ties to community, government and local businesses. We enjoy that strong connection with ACI Jet and our ability to collaborate on issues relative to the airport operations.

On behalf of the Board of Directors, it is without reservation that I support and endorse ACI Jet for providing services to Paso Robles Airport.

Respectfully submitted:

John G. Couch
President of the Board
Estrella Warbirds Museum
Johncouch@ewarbirds.org

Estrella Warbirds Museum is a non-profit under the provisions of sections 501(c)(3) of the IRS Code. Our tax ID number is: 77-0324714

6/5/2023

Honorable Mayor & City Councilmembers
City of Paso Robles
Paso Robles City Hall, Council Chambers
Paso Robles, CA 93446

I David Nuttle own and operate HellComm Avionics at The Paso Robles Airport. We provide Aircraft owners with installation and service-support of electronics in fixed wing and rotary wing aircraft. Our facility is leased from the City of Paso Robles.

I have had the pleasure of dealing with ACI JET since establishing my operation at this location for 5 years now. I have used them for providing fuel and moving aircraft when necessary.

I am in support of ACI Jet and their operation at Paso Robles Airport. They have proven to me to have the personnel and the resources to not only support the needs of my operation but from what I witness a very broad audience as well. They provide many additional necessary services and functions for training personnel in our area to support future needs of this industry. ACI JET runs a very professional operation with proper equipment and courteous and helpful staff.

Respectfully
David Nuttle
HellComm Avionics
4860 Wing Way
Paso Robles CA 93446







