



## SLC Dual Business Aircraft Partnership Offer

2021 Phenom 300E & 2016 Pilatus PC-12 || located at Luxury SLC Private Hangar



### Business Jet & TurboProp at SLC Airport Private Hangar

Half-partnership offer on pristine and immaculately maintained 2021 Phenom 300E & 2016 PC-12NG with occupancy at luxury private hangar at SLC Airport. One of a kind offer nearly impossible to get and comes with turnkey operations - hangar - pilots - management - flight control - accounting - legal and legacy financing.

New partner would roll into current operations and be able to fly upon closing. Owners are highly selective for personality match, but once found expect partner to be co-equal in usage of the aircraft and hangar facility for both business and personal.

## 2021 Embraer Phenom 300E

Immaculate, privately hangared 2021 Phenom 300E with divan, 2020 G12 upgrades to engine, avionics and airframe. Lowest hours Phenom 300E of the generation, Seats 9 with divan up and belted lav. Speaks for itself.

- 270 hours TT
- G3000 Avionics
- G-12 Upgrades
- 9 PAX, divan and belted lav
- Pristine Condition
- Privately Hangared life
- L3 Wifi
- ESP Platinum (still within free/warranty hours allotment)

## 2016 Pilatus PC-12NG

Equally immaculate, PC-12NG with privately hangared life and private, part 91-only operations. Extremely low time at 960 hours TT, with newly overhauled prop. In-house managed engine and airframe program. Comes with Honeywell Avionics Warranty Program (must have option for PC-12NG)

- 960 Hrs TT/Engine
- Honeywell Primus Apex avionics system
  - Honeywell Primus Apex avionics system with four 10-inch LCD screens
  - Synthetic vision, HUD symbology, CCD, and software-controlled menu navigation
  - Weather radar, long-range navigation systems, radar altimeter, and XM Weather
  - Aspen's Connected™ Panel Technology for wireless communication between mobile apps and avionics system
- Honeywell Avionics Warranty
- 9 PAX (8 Spacious Executive Seats plus belted lav)
- Large Cargo area and carrying capacity

PC-12 is a remarkable aircraft with a combination of exceptional performance, reliability, and versatility. Its low operating costs, spacious cabin, and rugged construction make it an ideal choice for corporate and private transportation.

**1. Performance:** Impressive short-field takeoff and landing capabilities, allowing it to operate from smaller airports and remote locations.

**2. Range** of up to 1,800 nautical miles and a maximum endurance of over 6 hours,\

**3. Cabin:** Spacious and flexible can be configured for various mission requirements. Comfortably seat up to 9 passengers with large windows, ample headroom, and a exec seating.

**4. Low Operating Costs:** The PC-12 is known for its cost-effectiveness. Its fuel efficiency, low maintenance requirements, and long service life contribute to reduced operating expenses.



# VALUE-ADD BENEFITS OF ONGOING OPERATIONS

## HANGAR HIGHLIGHTS

- Brand New Hangar
- Salt Lake International Airport
- Full Kitchenette / Cater Friendly
- Conference Room
- Beautiful Lobby
- Smart Technology Security Entry
- Gated Overnight Parking

## PILOTS:

- 2 Full time pilots, current and typed in both aircraft
- Both pilots can fly single in Pilatus
- If additional pilot is needed, have access to daily contracted pilots
- Both aircraft can launch on the same day
- Additional full-time pilot can be hired if needed

## AIRCRAFT MANAGEMENT COMPANY:

Full time aircraft maintenance supervisor / manages all maintenance services, annual inspections, service and safety logs, all aircraft reports and regulated controls. Works closely with pilots and travels with the aircraft to its service events.

Full time pilots coordinate flight operations,, scheduling, arrange travel services (hotel, car, etc.), arrange in-flight services (catering, etc.) and work closely with the maintenance supervisor.

## LEGAL WORK:

- Shared legal costs / pro-rata
- Industry Leading legal representation, John Schmidt / Aero Law
- Already completed legal docs:
  - Allocation Agreement
  - Dry Lease Agreement
  - Owner Agreement
  - Reimbursement Agreement
  - Secured Guaranty

## OPERATION COSTS:

- All partnership fixed costs shared pro-rata
- Conklin & de Decker maintenance rate guide per operational hour funded monthly
- Each Owner covers own direct & hourly variable flight costs:
  - Fuel, Engine & Maintenance programs, auto rentals, pilot hotels, meals, trip expenses
  - destination airport fees, Catering, etc;

# AIRCRAFT FINANCIALS:

Partner purchases 49% of both Aircraft and assumes 49% of the annual fixed operating expenses. The cost of all other features such as securing access to private hangar facilities, startup costs for aircraft operations or origination fees are included in the buy-in price. Any decision to increase fixed expenses such as hiring will be made jointly from partnership point forward.

## AIRCRAFT MARKET VALUE

Aircraft current market value backed by multiple recent comps in the market and LOIs from acquiring parties. The below values are somewhat conservative.

### **2021 Embraer Phenom 300E**

**\$12.75MM**

Loan - 3.16%

Balance - \$7.060MM note matures Jan 2027

### **2016 Pilatus PC-12NG**

**\$5.0MM**

Loan - 3.5%

Balance - \$2.400MM note matures August 2025

TOTAL AIRCRAFT PURCHASE PRICE::     \$17.75MM

## PRE-APPROVED ENROLLMENT INTO EXISTING FINANCING

Owner's banks have pre-approved new partner to be added to existing loans - blended 3.25% rate. New partner will assume 49% of the loan value and be responsible for 49% of the debt service payments.

- ❖ Assumption of 49% of loans will serve as payment of that portion of the total purchase price.

PRE-APPROVED FINANCING (49%):     \$4,635,400



# OPERATIONAL FINANCIALS

## Phenom 300E

### Ownership Fixed Costs

Phenom Debt Service	\$674,796
Phenom Fixed Costs	
Pilots, Certification, Hangar & Management, Insurance, KIP Admin Accting, Overhead), Monthly Detailing	\$444,643
Pubs and Subs	\$19,605
	<b>\$1,139,044</b>
Partner @ 49%	<b>\$558,132</b>

## Pilatus PC 12

### Ownership Fixed Costs

Pilatus Debt Service	\$258,228
Pilatus Fixed Costs	
Pilots, Certification, Hangar & Management, Insurance, KIP Admin Accting, Overhead), Monthly Detailing	\$445,269
Pubs and Subs	\$9,710
	<b>\$713,207</b>
Partner @ 49%	<b>\$349,471</b>

49% of Combined Aircraft Fixed & Debt Service

**\$907,603**

Monthly \$75,634

### Variable Cost Escrow

Annual Flight Hours/Partner	140		
C & D hourly ( No Engine)	140	\$625	\$87,500
Engine Plan	140	\$617	\$86,380
	Total maintenance		<b>\$173,880</b>

### Variable Cost Escrow

Annual Flight Hours/ Partner	120		
Maintenance + Engine Escrow (hr)	120	\$700	\$84,000
	Total maintenance		<b>\$84,000</b>

### Estimated Flight Hour Costs

Maintenance	\$1,242
Per Hour Fuel cost	\$1,155
Fuel Consumption/Hour	165
Fuel Cost	\$7.00
Hourly Fuel and Maintenance	<b>\$2,397</b>

### Estimated Flight Hour Costs

Maintenance	\$700
Per Hour Fuel cost	\$462
Fuel Consumption/Hour	66
Fuel Cost	\$7.00
Hourly Fuel and Maintenance	<b>\$1,162</b>

## SAVINGS+ Ops/Hangar/Financing

The following are estimates of expenses already incurred by the owner to fund startup operations and additional financial benefit to the new partner from buy-in to existing ops, financing and access to the private SLC Airport hangar.

### One-Time Savings

Interest rate savings (2.5 yr remaining):	\$857,000
Operations Startup Costs Savings:	
No Pilots Recruiting & Training Wait Time (normal 3-5 months on salary):	\$116,667
Flight School Certifications:	\$74,000
Private hangar access: (6-12 Month Wait list):	\$100,000

### Annual Savings

Management company & hangar (retail rate is \$32,820 vs. \$25,000):	\$93,840/yr
No markup on ongoing expenses (fuel, maint, HR, G&A, admin etc (10%):	\$240,000/yr
Self manage maintenance fund (saves 30%):	\$136,800/yr
Self managed parts savings (saves 50%):	\$100,000/yr
Reduced pilot payroll (2 pilots cross-trained):	\$200,000/yr

One-Time Savings: **\$1,147,667**

Annual Savings: **\$770,640**

Bonus Depreciation Tax Savings (80% x .55% tax rate): **\$3,770,000**



# MAKE OFFER

## 49% Aircraft Partnership Buy-In

Please send LOI offers reflecting current market price value of the aircraft plus a kicker to acknowledge some value from financial savings and startup operations expenses.

Aircraft Total Value: \$17.75M

**Partnership Buy-In 49%** \$8,697,500

Ops/Hangar/Financing Contribution: \$400,000

**Total Partnership Buy-In** \$9,097,500

### Payment:

\$4,635,400 | paid from financing assumption

\$4,462,100 | paid by partner



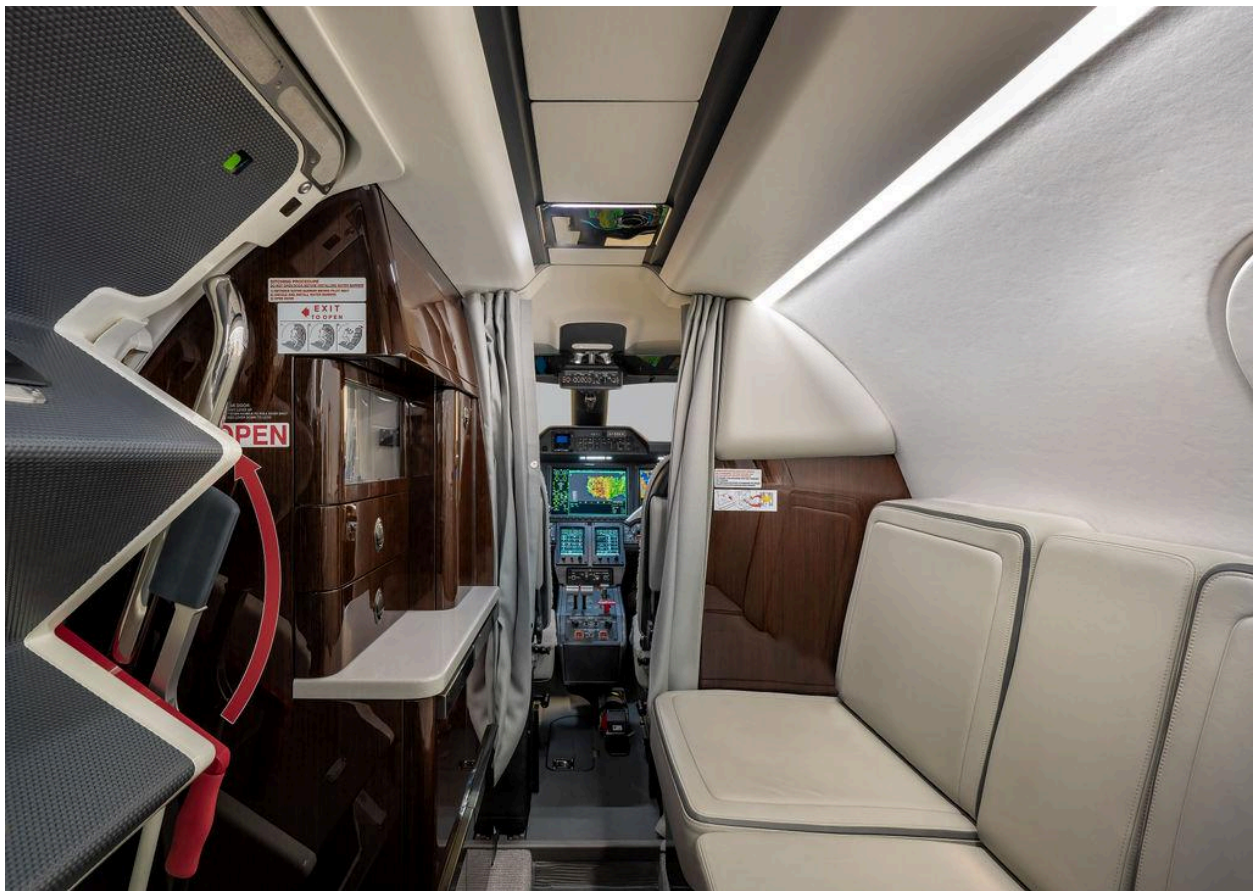
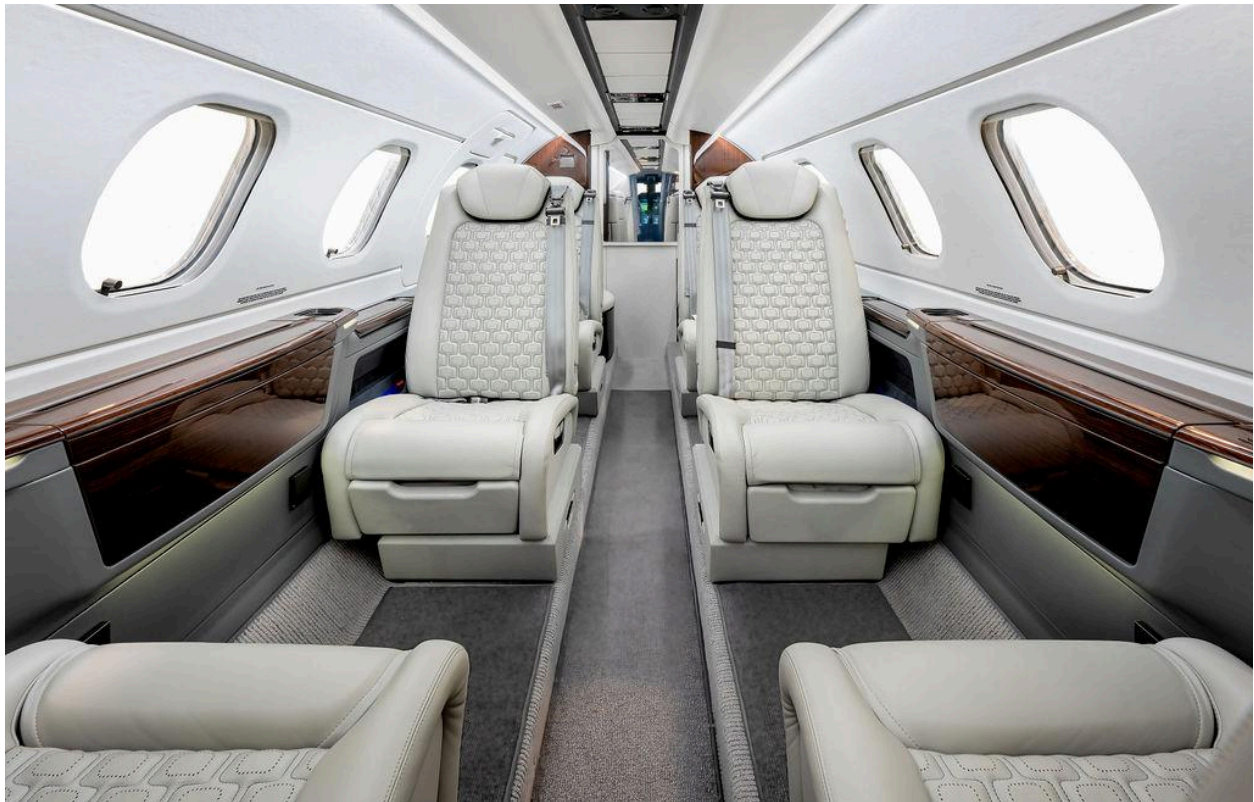
















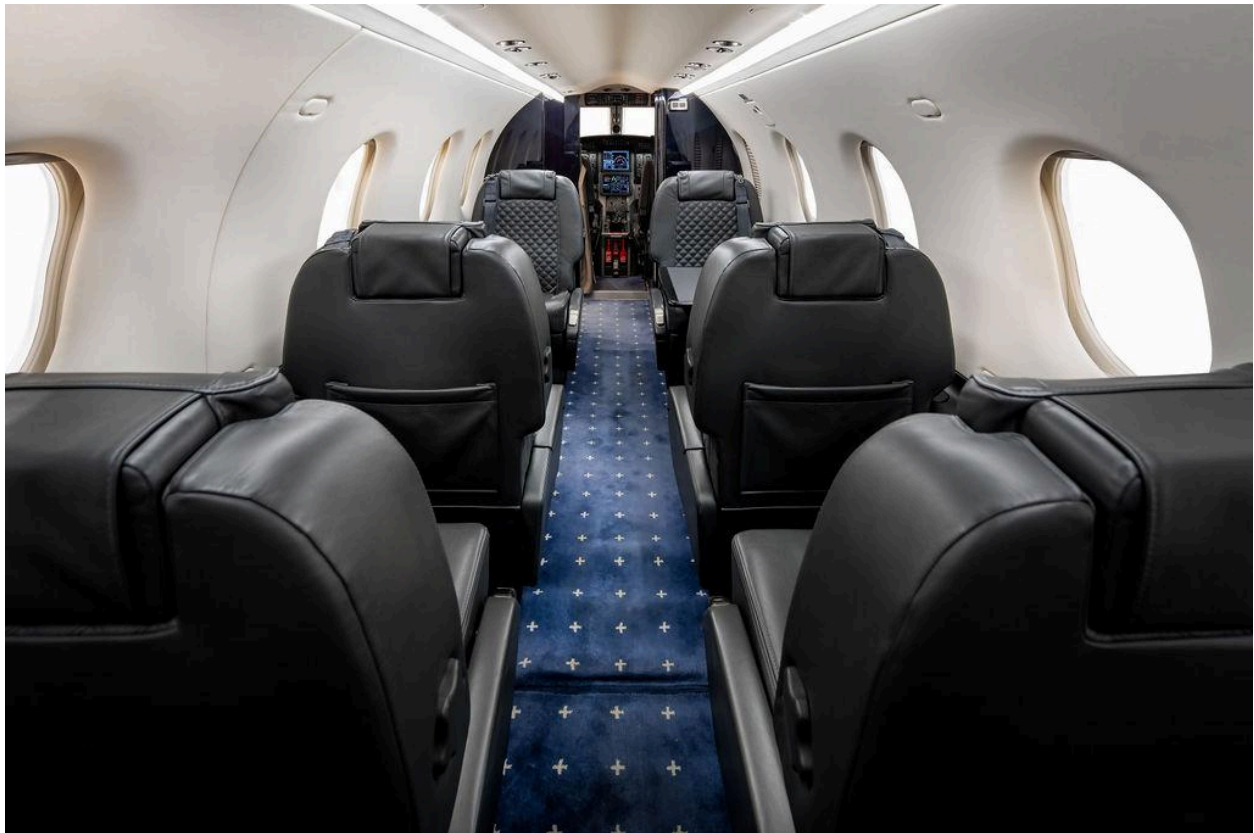




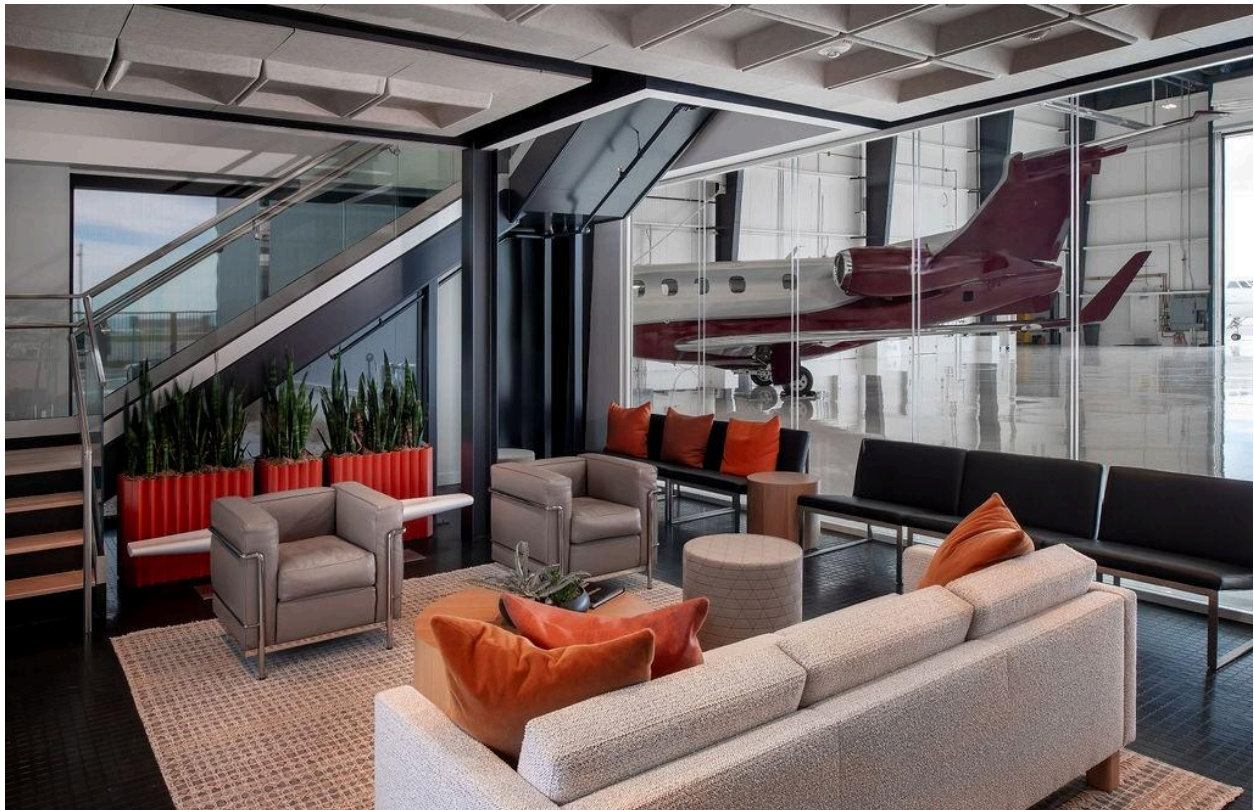
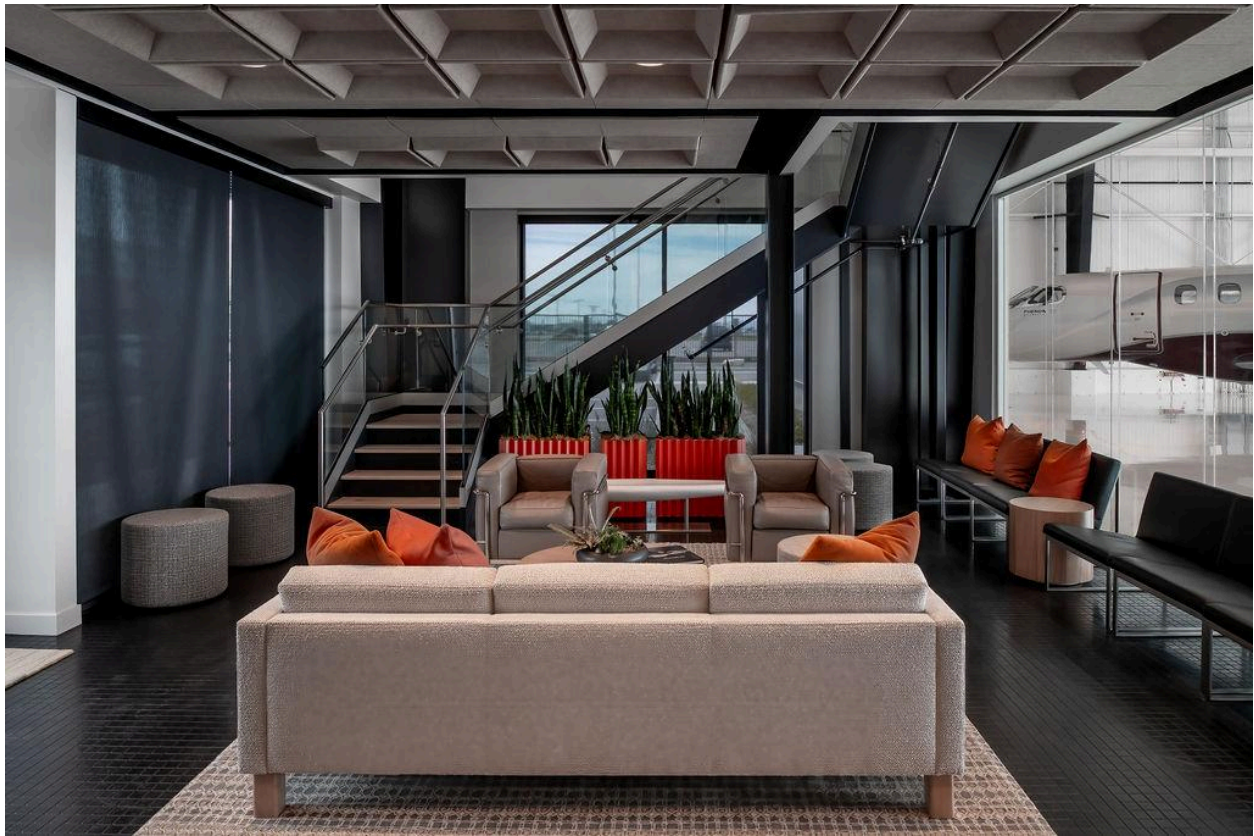




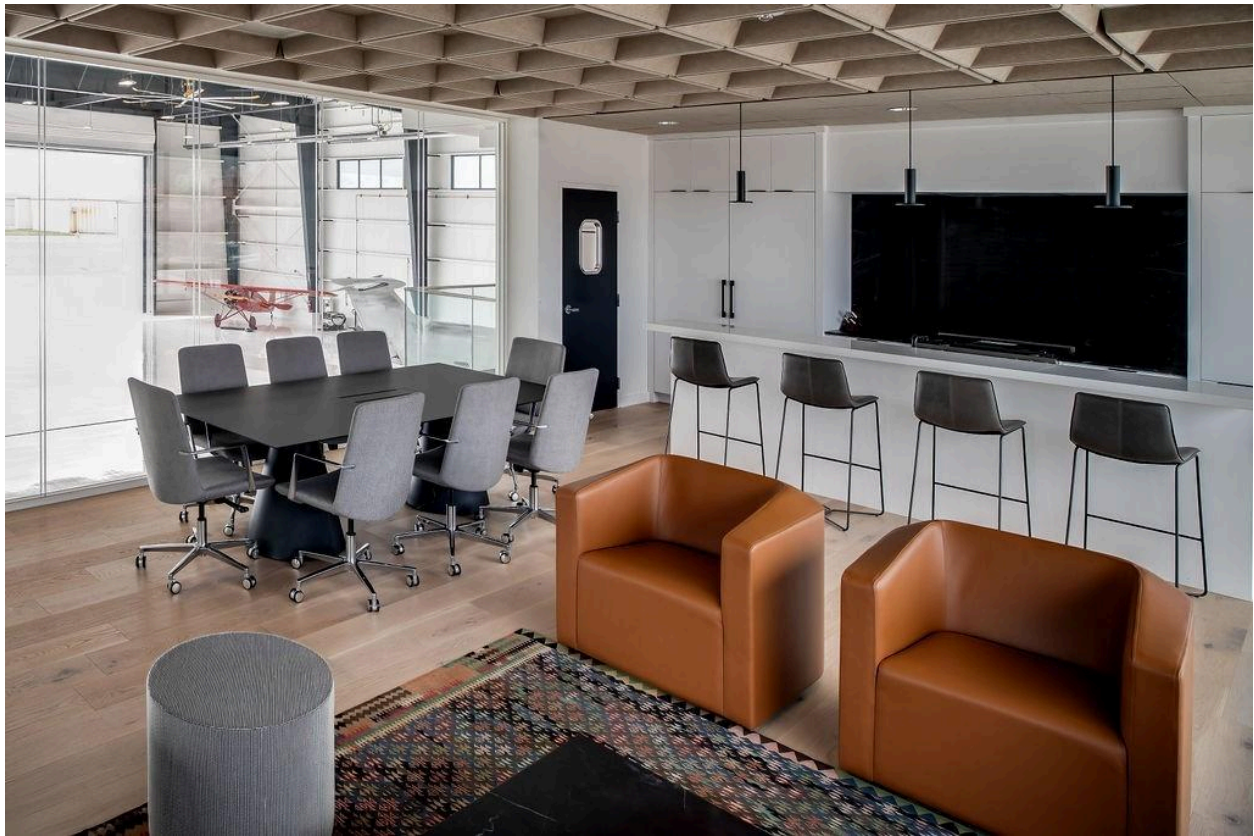


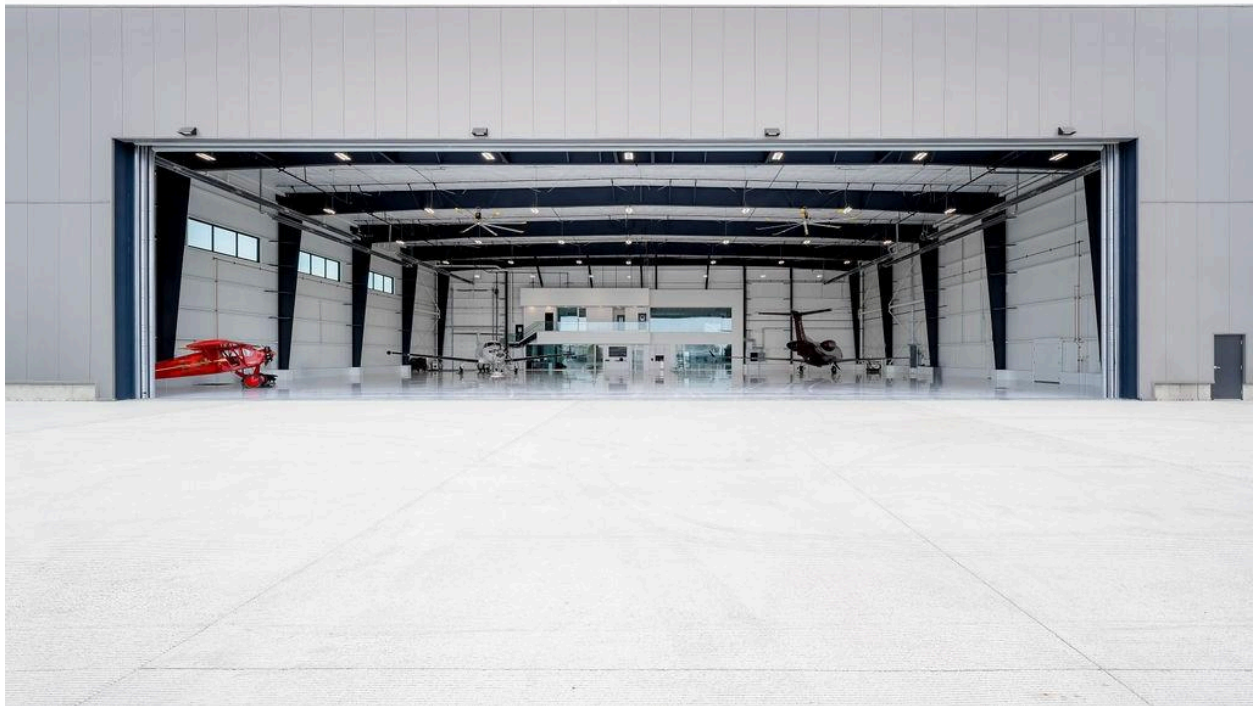


















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