

## Request for Proposal – Independence Airport Mechanic Services

Proposal submitted by Clint Spearman DBA Spearman's Aviation Services.

### **Section I: Resume / Company Profile**

I am a sole proprietor with an extensive business background. From 2003 through 2019 I owned and operated a transportation that focused on transporting bulk food grade products and petroleum products. In addition to the trucking portion of the business I owned and managed a truck repair facility and a freight brokerage. The business was sold in 2019 so I could pursue a career in aviation. I currently hold a commercial pilots license and an airframe and powerplant certificate with an inspector's authorization.

I have experience with a wide variety of general aviation aircraft that includes Cessna, Piper, and Beechcraft single and twin-engine aircraft. I also have experience with some small business jets and turboprops. I have performed pre-buy inspections, annual inspections and extensive repairs in addition to general maintenance on a wide selection of aircraft.

Additionally, I have bought and sold several aircraft in the last six years. Some of these have been damaged aircraft that I have repaired as needed. In addition to this, I have brokered other aircraft sales, including one unique aircraft that was disassemble and loaded into a container, then shipped to Slovakia.

### **Section II: References**

At this time, I will provide one business reference from my largest customer (from trucking). I can provide additional references as the process moves forward, but at this time it would be best for my present business interests if others were not contacted.

Polly Miller – Transportation and Warehouse Manager with The Western Sugar Company, Denver, Colorado. Her phone number is (303)304-3302 and email address is [pmmiller@westernsugar.com](mailto:pmmiller@westernsugar.com)

### **Section III: Business Plan**

**For** startup I will need some specialized tooling and shop equipment. I would prefer the city or airport authority purchase the necessary equipment (approximately \$12,000.00) and then lease it back to my company with a purchase option. The terms for something like this is negotiable and are not necessarily limiting factors.

Building space needs would be:

- Box hangar currently used for aircraft maintenance
- Tool Shop for office and/or specialty work

- Use of Vault hangar as needed
- 2 T hangars

My three-to-five-year plan is to have at least one full time mechanic in addition to myself, and I am willing to employ any more as needed. While I have no immediate interest in fuel sales, I am an entrepreneur and always interested in options. If the possibility of operating as a full service FBO is ever presented, I would be very interested in pursuing that.

My financial viability is good. I have very minimal debt and intend to enter into the contract without taking on any debt immediately. Since I am coming in from outside the area and taking on a lot of unknowns, I do not plan on over extending myself financially until relationships have been made and local aviators are willing to trust their aircraft services to me. As progress is made in reestablishing a reputable business, I will pace growth to match demand as needed.

#### **Section IV: Lease Proposal**

My lease proposal for the aforementioned building space is \$700.00 per month for all requested facilities, to be broken down as necessary by the Airport Authority. Utilities for the box hangar would be my responsibility.

In addition to this, I am requesting no rent for 90 days, then half rate for 90 days. After the initial six months, I will be responsible for the full rate.

#### **Section V: Insurance Documentation**

I am still waiting on a letter of insurability but I can have it soon. I currently have a policy that is very close to the required limits for another business I am currently operating.

#### **Section VI: Operational Commitments**

I am willing to monitor the Unicom frequency and participate in meetings for the airport and city. In addition to this I am willing to facilitate support for facility maintenance and aircraft fueling, the terms of which are negotiable.

#### **Optional Services:**

In addition to maintenance services, I intend to start a flight school. I plan to provide ground school in addition to flight training. This will most likely start as one aircraft, one instructor (myself) although I am currently working with some other individuals to accelerate this possibility and hire a flight instructor. If the community responds to the availability of consistent flight training and ground school I may request use of additional space to host classes.

I also plan on continuing to buy and sell aircraft and aircraft parts. I will also offer brokering services to individuals interested in buying or selling aircraft.

Thank you for your consideration of this proposal. If you have any questions or concerns, please feel free to call or email.

Clint Spearman

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