

Business Plan

Start up Needs For NAVYation in Iowa:

What we'd like:

- \$10,000 relocation assistance
- Hangar rent paid for 1.5 years
- Marketing assistance targeted to airport tenants and neighboring airports
- The referral of a young-man who would like to get his A&P license

What we need:

- Relocation assistance in any way possible
- Hangar rent paid for 1.5 years
- Parking
- 24 hour access to airport and hangar

Building Space needs:

- Half bathroom
- Insulation on all walls and hangar door
- Heat
- 50 X 70 hangar to start out with
- Office space
- Parking
- Tie down spots
- For hangar door not to face the sun would be great
- Electrical outlets every 20 feet
- Good Lighting

Marketing Plan

We've grown proficient at marketing on social media. With over 2,000 followers in the DFW metroplex and lots of weekly engagement as well as word of mouth. We hope our good reputation and quality of work will spread through word of mouth.

3-5 Year Growth Plan

Our growth plan is to expand to be able to fulfill the void of maintenance needed in the Independence area, as well as the surrounding areas. I hope to have two assistants/trainees within 2 years, and we'd be able to handle one annual inspection a day, plus the light maintenance involved after the inspection.

At the five year mark we will have expanded to meet the demands of aircraft owners in all the surrounding airports, guaranteed.

Financial Viability

Our shop rates are \$135.00 an hour per mechanic (including trainees) for maintenance. More money is made on inspections, but considering the base rate at \$135 an hour with 2 assistants is \$405 an hour, which is what I am making in the DFW area. If we manage to stay busy that is \$64,8000 a month. And is exactly why I'd like to open a maintenance shop, in hopes we can stay busy.

Funding Plan

I own all the tools to open up a maintenance shop already, and can setup shop in less than 10 minutes with my mobile outfit. If your city can provide a good hangar, that is all the funding we will need.

Lease Proposal

I would like a pretty big hangar. I think the one you're offering is good to start off with, but in the future we would need to expand into a bigger hangar with more amenities.

My proposed lease agreement, is that you guys fund the vault hangar for a 1.5 years, and start charging me \$1,500 a month after, until we get this business off the ground.

If you'd need to collect rent for office space, T hangar, and tie downs, please let me know and we can work something out.

Insurance Documentation

I have attached a copy of my current insurance to this email. I have a \$1,000,000 dollar coverage and it can be upgraded to fit your guys' needs.

Operational Commitments

I agree to have my assistants and I, help out with any community efforts you might need from us.

Thanks for your time and consideration.

Sincerely,

Randy Muñoz