



# Stakeholder Information Brief

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# GEAV Introduction



# It's About Going Places



## *Imagine...*

Instead of getting there in 10 hours driving or 4 hours in your C172 or your PA-28, or you can arrive in 2 hours, and burn almost the same fuel—or less.



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# GEAV Mission / Purpose

It's about going places  
...and pleasure-flying  
...safely and economically

Insured for Stakeholders

Renter insurance not  
needed

Part 91 only

Not Part 135

Stake in GEAV (Aircraft  
Share Rights), not title to  
aircraft

Hangared at South Valley  
Regional (U42) in  
West Jordan, Utah

Well-cared-for aircraft,  
flown only by  
Stakeholders

No sub-renting

Three reservations max

Stepped flight fees

Special assessments

Not considered  
investment stake

Share selling methods

- Self-sell
- Corporate-sell
- Potential Stakeholder must pass GEAV CFI checkout

Airport pass (SLCDA)

One-hour min CFI  
checkout each aircraft  
type

Type ratings are  
responsibility of  
Stakeholder

- Type training up front  
annually, tracked by  
Stakeholder

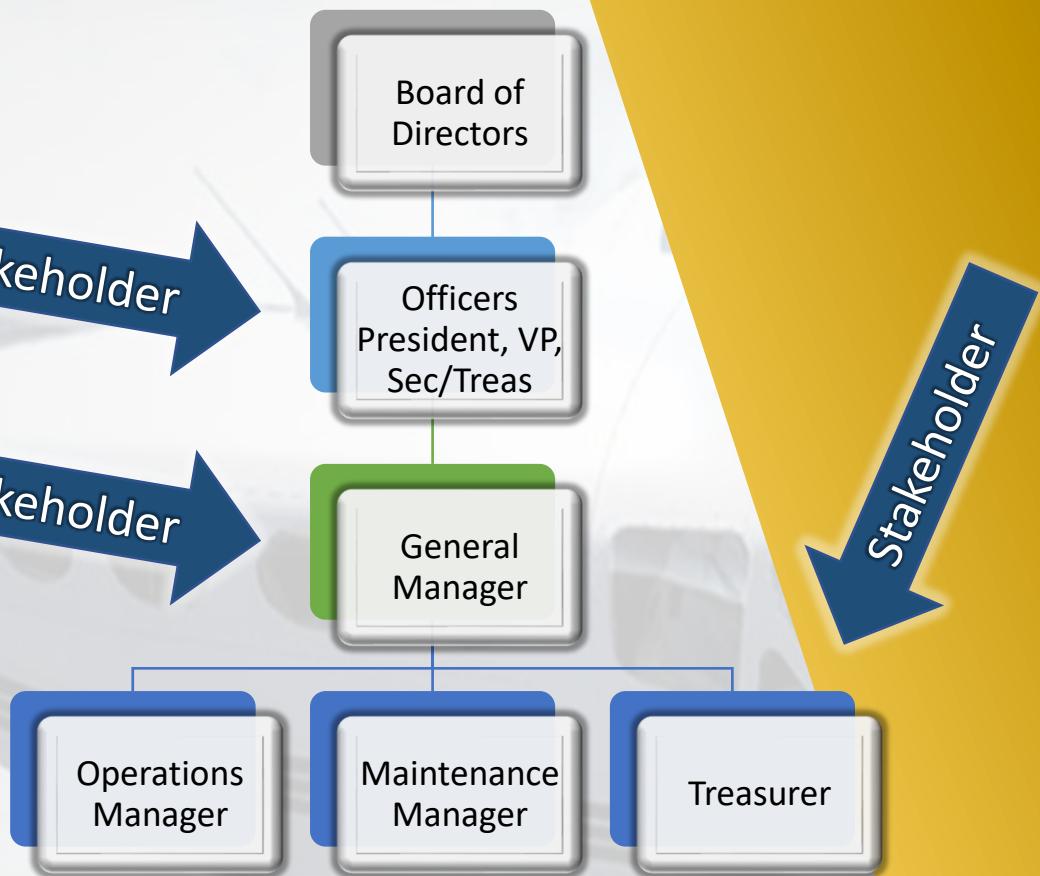


# GEAV Introduction

<b>Organization Type</b>	Special-purpose equity stakeholder with “Indirect Purchase” assets	<ul style="list-style-type: none"><li>• Stakeholder-run, Stakeholder-powered</li><li>• Corporation owns aircraft</li><li>• Stakeholders own Aircraft Share Rights</li></ul>
<b>Stakeholder-run</b>	Stakeholders fill officer positions by vote of stakeholders	<ul style="list-style-type: none"><li>• Be as involved or as hands-off as you want</li><li>• President</li><li>• VP Maintenance</li><li>• Secretary / Treasurer</li></ul>
<b>By-laws</b>	Stakeholder-drawn, Stakeholder-maintained	<ul style="list-style-type: none"><li>• Open for review</li><li>• Submitted for change/approval annually</li></ul>
<b>Aircraft</b>	Specifically researched for intended mission, safety, cost, economies, maintenance, longevity	<b>Mooney M20M Bravo GX</b> Fast Economical Piston Single Speed, economy, safety, range



# GEAV Organization



Stakeholder-run  
Stakeholder-powered



# Stakeholder Model

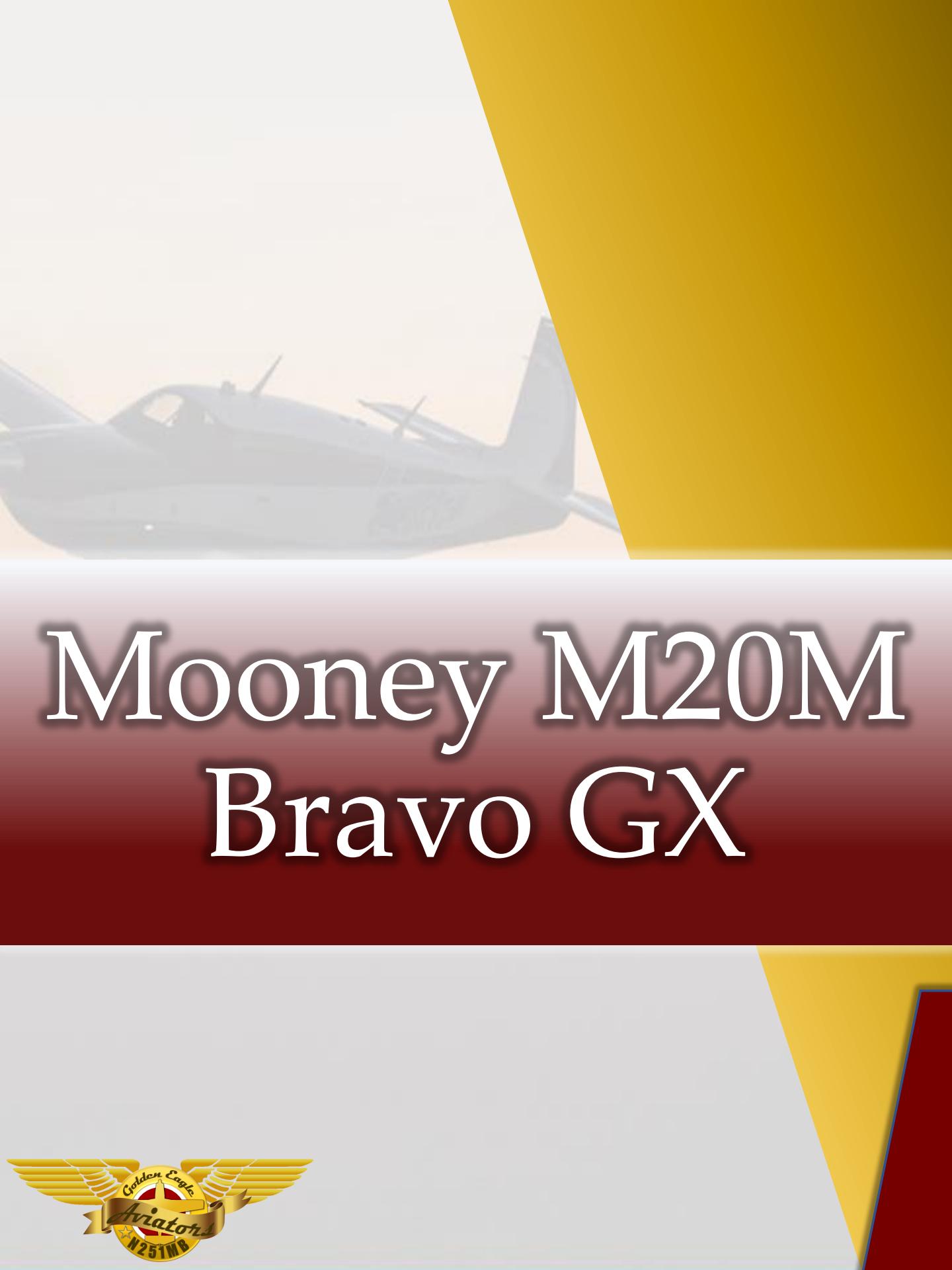


Past experience shows the 10-place Equity Stakeholder model has better results, less outlay, and similar to or better availability to 4-6 place fractionals and to center-run flight clubs.



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# Mooney M20M Bravo GX



# Mooney M20M Bravo GX



The M20M is the fastest piston single out there, and its legendary slippery efficiency brings down operating costs. "How fast do you want to go? ... The TLS [Bravo] is one answer: a go-for-broke and hang-a-bigger-mill-in-it approach to raw performance. Surrounded with quite a bit of hype during its development, the [Bravo] sprouts a 270-HP, turbocharged, intercooled Lycoming TIO-540-AF1[B] from the firewall to give whiz-bang speeds and climb rates." —Aviation Consumer

The M20M Bravo is super flexible as well. Storm along at 217 ktas (251 mph) at 20 gph, or we've seen 180 ktas (207 mph) at 11.7 gph. We even regularly see 140 ktas (161 mph) at 8 gph; fly Skyhawk consumption at Skylane speeds. Or just set economy fuel for 202 ktas (232 mph) at 16.6 gph if speed, extra economy, and range suit the mission. N251MB is FIKI/TKS and fully IFR capable with a factory Garmin G1000 avionics suite.

The Mooney M20M Bravo is the aircraft with everything: speed, economy, ramp appeal, modern glass avionics, providing more opportunities for your work and life. The M20M is without a doubt the best fast economical aircraft out there. Of all the variations Mooney has made, the M20M has come together with a balance of cost/economy and performance. Go where you want, when you want, without the hassle of involving TSA, and with advanced avionics, fast performance, and with safety and style.



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# GEAV Aircraft

## 2006 Mooney M20M Bravo GX

Seats (including crew)	4
Engine Reserve	Included in buy-in and hourly
Prop Reserve	Included in buy-in and hourly
Oil Change Reserve	Included in hourly
Avionics Upgrade	Included in buy-in
Max take-off Weight	3368 lb
Empty Weight	2355 lb
Operating Weight	2355 lb
Useful Load	1013 lb
Full-fuel Payload	401 lb (650 lb w/60 gal)
Approved Fuels	100 LL
Fuel Capacity	102 ga
Max Speed	217 kias
Normal Cruise	217 kias (75% power)
Economy Cruise	158 kias (50% power)
Rate of Climb	1230 fpm
Max Range	1150 nm
Certified Ceiling	25,000 ft
T/O Dist @ MTOW	1080 ft
Ldg Dist @ MTOW	1200 ft

N69MB (N251MB) is the third to last Bravo ever made.  
It is the fastest, most efficient piston single out there.



Buy-in

\$37,205 aircraft  
4,663 One-time  
3,079 Annual  
\$44,947 Total

Hourly (dry) \$90/hr (~\$180/hr wet)





# GEAV Benefits



# GEAV Benefits

## Aircraft Flexibility

As the fleet increases, you will have access to the aircraft for your mission. If you're going on your own, take the Mooney. If the family is coming along, take the pressurized twin. Never waste money on a flight that does not fit your needs.

## Maintenance

All maintenance is handled with a focus on safety. Inspections will all be managed, freeing up Stakeholders from worrying about adhering to rigorous maintenance standards.

## Financial Protection

As Stakeholders in the corporation, rather than owners of the actual aircraft, individuals are protected. Individual corporations could also be formed for each independent stake purchaser providing an extra layer of liability protection.

## Scheduling

A simple-to-use web-based scheduling system provides Stakeholders a reliable way to schedule flights and to confirm aircraft availability. Conflicts or special requests will be possible via quick phone call or message to individual Stakeholders.

## Pilot Currency

All pilots maintain and monitor aircraft and FAA currency using the web-based tracking system. Alerts will automatically be sent to Stakeholders with ample time to rectify lapsing requirements.

## Stakeholder Model

The aircraft is managed with all the hassles of aircraft ownership reduced or eliminated by sharing between the Stakeholders. The concept is to enjoy the aircraft for all the reasons you love aviation and avoid the challenges that most of us do not.

With a stake with access to the fleet, you get access to your aircraft for the hours that you need. The aircraft is ready to go when you are. Most of us fly less than 70 hours/year. When you include all your fixed costs and maintenance reserves, your traditional hourly rate could soar.

If you fly weekends or weekdays and less than 100 hours per year, then you are ideally suited to share your aircraft with Stakeholders.

Rather than pay the entire insurance premium, annual inspection, routine maintenance, hangar, cleaning, etc., you can fly your hours and have someone else pay 90% of your expenses and manage the details of aircraft ownership. You can be involved in as much or as little as you want.

Many of us will only use a plane for less than five years. To make your next aircraft easy to get into, GEAV can help you find a buyer for your stake as per your agreement, or find a buyer on your own for the price you set; it's your share.

Stakeholders will share a web-based scheduling system, and each Stakeholder will know availability, maintenance status, etc.



# Corporate / Stakeholder Costs

## Stakeholder

Provided by individual Stakeholders

Annual assessment

Hourly—flight time, fuel

Occasional assessment  
(see Corporate Costs)

## Corporate

Shared between all Stakeholders

Hangar

Insurance

Scheduling site

Aircraft maintenance

Annuals

Extra maintenance and repairs

Avionics or other upgrades  
(as agreed by Stakeholders)

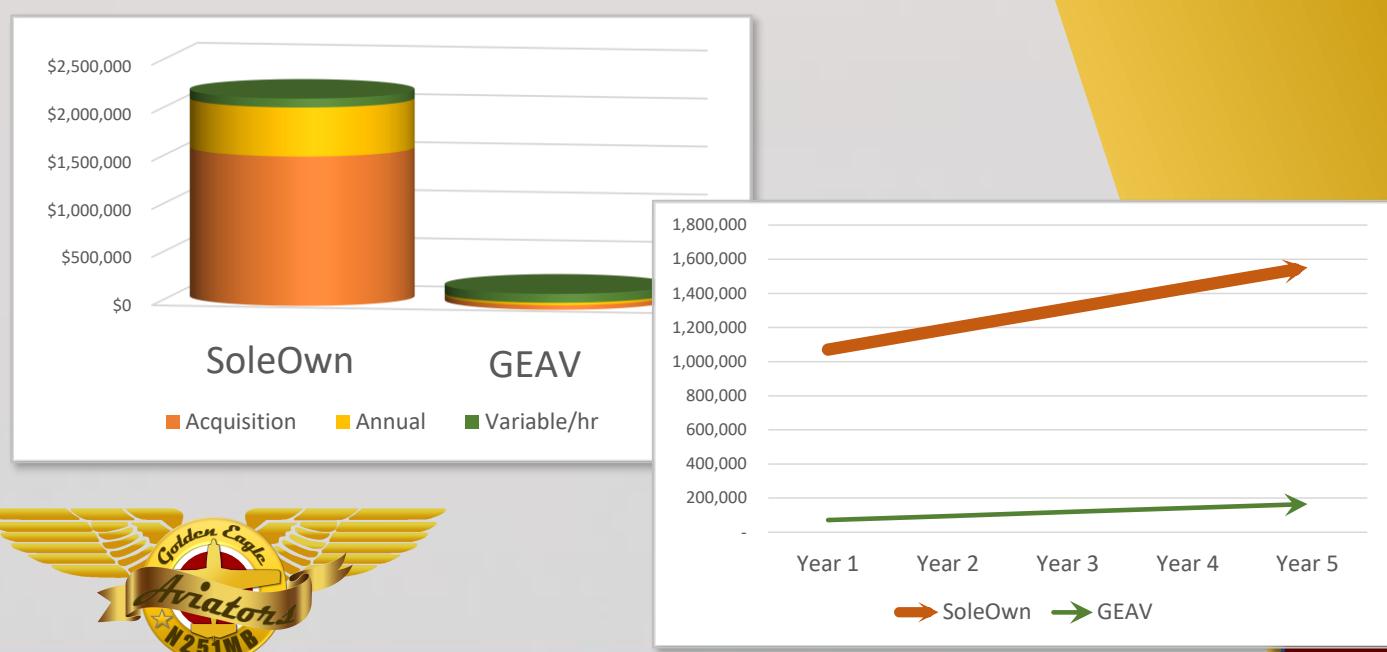


# Five-year Cost Comparison

Stakeholder model in GEAV includes all the benefits of aircraft ownership at a fraction of the cost.

There are three cost buckets associated with owning an aircraft.

Acquisition	Annual	Variable/hr
Aircraft	Annual	Fuel
Engine reserve	Hangar	Oil change reserve
Prop reserve	Insurance	Engine reserve
Avionics upgrades	Sched maint	Prop reserve
	Weather service	Reg maint



# GEAV Financial Advantage

Acquisition	Full Ownership	GEAV Stakeholder
Mooney M20M		
Aircraft/Stake Price w/eng/prop	450,000	45,000

Variable/Hourly	Hourly	Hourly (wet)
Mooney M20M		
Oil change reserve		
Engine Reserve		
Prop Reserve		
Scheduled Maint		
Misc Maint		
<b>M20M Total Variable \$/hr</b>	<b>90</b>	<b>213</b>

Fixed Annual	Full Ownership	GEAV Stakeholder
Mooney M20M		
Annual Inspection		
Hangar		
Weather service		
Insurance		
Refurb/Modernize		
100hr Inspection		
Unscheduled Maint		
<b>Total Fixed Annual</b>	<b>31,000</b>	<b>3,100</b>
	[monthly] 2,583	258



- Same aircraft
- Similar availability
- Less work
- Fraction of cost

Financial Advantage	Full	Stakeholder
Acquisition	450,000	45,000
Fixed Annual	31,000	3,100
Hourly @ 50 hrs/yr	10,625	10,625
Forecasted Recoup	(450,000)	(45,000)
<b>All-in Total Exp (5-yr Total)</b>	<b>\$208,125</b>	<b>\$68,625</b>
	\$694/mo	\$229/mo
<b>Retain Stake</b>	<b>\$658,125</b>	<b>\$113,625</b>
	\$2,194/mo	\$379/mo

# GEAV FAQs



# Pilot Requirements

## Stakeholder Pilot Insurance Requirements

Item	Low-time Pilot	High-time Pilot / Instructor
Accidents	No citations or at-fault accidents or citations in the past seven years	
Ratings	Pilot Single-engine Land	Pilot SEL Instrument
Insurance Hours Minimums	200 hours minimum	1000 hours
Retractable time	25 hours minimum	100 hours minimum
Time in make & model	25 hours minimum	25 hours minimum
Insurance policy	Named on policy	Named not needed

## Corporate-tracked

Item	Agency	Frequency
BFR	CFI	Biennial
Medical	AME (BasicMed or Class 3 min)	Biennial min

## Pilot-tracked

Item	Agency	Frequency
Airport badge	SLCDA	Biennial
Type training	Third-party	Annual

# Frequently Asked Questions

## Q: What if I don't meet the minimum insurance hours?

A: You can still buy in. You will need a qualified instructor to fly with you until you meet the minimums. Many/most of us will come in without enough "Time in make and model," for example.

## Q: How many stakeholders are we planning to have in the partnership?

A: There will ten stakeholders for the Mooney M20M Bravo GX. This spreads costs out and keeps availability at a manageable level.

## Q: Ten stakeholders sounds like a lot. Will the plane be available when I want it?

A: This model works well in other partnerships that have been experienced over three decades. It keeps costs low and manageable, and we limit ourselves on how many bookings we can have on the calendar at a time, which helps with availability. In another similar partnership, "the plane is almost always available when I want it."

## Q: Will the aircraft fleet expand?

A: Entirely up to the Stakeholders. Several ideas have been floated, such as a Cessna 421C pressurized twin, a Redbird MCX full-motion FAA-certified simulator, and others.

## Q: How are the acquisition prices calculated?

A: Initially, they are an estimate based on the current market. The estimate includes the price of the aircraft, plus engine and prop funds, and pro-rated first year annual maintenance.

## Q: Do you have the hangar secured?

A: The Bravo lives in a shade hangar at U42 today. In the meantime, we are on lists with Salt Lake City Department of Airports (SLCDA) for enclosed T-hangars. We can also either buy covers or find another temporary location until the permanent hangar becomes available; all partners have a say.

## Q: Will other airports be considered?

A: Yes, for future asset acquisitions. The corporate entity is setup to allow a sub-entity per airport. The Bravo will be at U42. Other airports could be considered for other aircraft

## Q: Where will the aircraft be located?

A: The aircraft will be located at South Valley Regional Airport (U42) in West Jordan, Utah.



# Documents

- Scheduling: aircraftclubs.com
- [POHs]
- [Checklists]
- [V-speeds]
- [Log locations]
- [Rules & Regs]
- [By-laws]
- [Photos]



