

From: [Finnigan, Tara](#)
To: [Oborny, Shirley](#)
Subject: FW: Thank You & Follow Up
Date: Friday, July 24, 2020 5:57:42 PM
Attachments: [ACI & Newport Beach Highlights.pdf](#)
[Light GA Support Letters Samples.pdf](#)

From: Bill Borgsmiller <bill@acijet.com>
Sent: Thursday, July 23, 2020 7:43 PM
To: Finnigan, Tara <TFinnigan@newportbeachca.gov>
Cc: Harp, Aaron <aharp@newportbeachca.gov>
Subject: FW: Thank You & Follow Up

[EXTERNAL EMAIL] DO NOT CLICK links or attachments unless you recognize the sender and know the content is safe.

Tara,

In advance of the Aviation Committee Meeting on Monday I connected with several community groups (AWG, SPON, CAANP) this morning and wanted to forward you some of the information presented as well as my follow up e-mail. (See attached & below.)

We took time to walk them through a video of our project and engaged in a 45 minute Q&A session. I think most of our responses were well received and the e-mail below provided some deliverables from the call as well as written responses to a couple of concerns. The fact that ACI is the only proposer willing to close at night was a positive for us and I think the highlights sheet (see attached) helped to communicate our message.

I wanted to submit these to you in advance of the meeting so they could be placed in the record / available to show if needed as attendance will be through Zoom.

Let me know if there is anything else needed on my side to make this happen.

Thanks!

-Bill

William Borgsmiller

President / CEO

main: [\(805\) 782-9722](tel:8057829722) | direct: [\(805\) 548-1310](tel:8055481310) | wborgsmiller@acijet.com
acijet.com | [@flyacijet](https://twitter.com/flyacijet)



ACI JET HAS BEEN A FRIEND TO/ENGAGED MEMBER OF THE NEWPORT BEACH COMMUNITY

- ACI Jet’s proposal works to maximize the light GA area and honors the hangar ratios requested by the City of Newport Beach/SoCal Pilots. We are the only Southeast FBO applicant to be **recommended by the Newport Beach Chamber of Commerce**.
- ACI Jet is the only FBO to take concrete action to reduce noise by proposing to **close at night except for emergency aircraft operations**.
- ACI Jet has a small, niche fleet of privately managed aircraft based in San Luis Obispo that primarily serve their owners. Our competition operates well over 100 aircraft and is one of the country’s largest charter operators.

ACI JET IS A VITAL PART OF THE LOCAL COMMUNITY

- ACI Jet connected local schools and youth organizations to aviation with interactive visits and contributed to at-risk youth organizations, including Big Brothers & Big Sisters, through numerous events and sponsorships.
- ACI Jet supported Dream Chaser 5 through the Make-A-Wish Foundation to grant terminally-ill children the wish of flight and hosted numerous social activities to benefit local organizations including the Orangewood Children’s Foundation, Orange County Sheriffs’ Museum, Women in Aviation and others, reconnecting the community with its airport.
- ACI Jet supported numerous job fairs and greatly improved benefits and working conditions for frontline FBO employees at SNA.

SOUTHEAST FBO APPLICANT COMPARISON

	OPTION 1	OPTION 2	ACI JET
Closed At Night Except For Emergencies	✗ (24/7 Avail.)	✗ (24/7 Avail.)	✓
Currently Sells Fuel To Light Aircraft	✗	✓	✓
Features Self-Serve Fuel For Light Aircraft	✗	✗	✓
Promotes FBO Service Of Jumbo Jets	✓	✗	✗
Large Charter Fleet	✓	✗	✗
Experience Operating an FBO at SNA	NO	NO	YES



From: Bill Borgsmiller <bill@acijet.com>

Sent: Thursday, July 23, 2020 5:55 PM

To: 'Beverly Moosmann' <bblaisesq@gmail.com>; 'Charles Klobe' <cklobe@me.com>; 'Craig Page' <cp29560@gmail.com>; 'Jack Stranberg' <jstranberg@cox.net>; 'Lorian Petry' <lorianpetry@hotmail.com>; 'mbeale.cmtc@gmail.com' <mbeale.cmtc@gmail.com>; 'Nancy Scarbrough' <nscarbrough@me.com>; 'Sue Dvorak' <susan_dvorak@hotmail.com>; 'William Coholan' <williamcoholan@gmail.com>; 'Jo Carol Hunter' <jocarol@ix.netcom.com>; 'Lichman, Barbara' <blichman@buchalter.com>; 'Esther Fine' <efine@surterreproperties.com>; 'Jane Spitz' <Jane.Spitz@dominionrisk.com>; Julie Johnson (Juliestewartjohnson@gmail.com) <Juliestewartjohnson@gmail.com>; 'Nancy Alston' <nanalston@gmail.com>; 'JPwinter@pacbell.net' <JPwinter@pacbell.net>

Subject: Thank You & Follow Up

All,

Thank you for taking the time to connect this morning. I hope you have found ACI to be a responsible and conscientious community partner during the last 3 years of service to Orange County. While our objectives may differ, communication and engagement is a core part of our company's culture and it is the first step towards finding common ground where we can work together.

As promised on the call, please find the following:

- ACI & Newport Beach Highlights (attached)
- A few letters of support from light aircraft owners (attached)
(We have many more if they are of interest / value.)
- An answer to the Clay Lacy GAF Question:
Clay Lacy did have a GAF in their initial proposal but removed it as part of their update per Addendum 16.
- My personal cell phone: [REDACTED]
I am always happy to connect and discuss airport issues / ways we can work to be a better neighbor. You are all welcome at our facility anytime.

Finally in closing, I want to address the 2 issues pointed out towards the end of the call:

- Concern about existence of the GAF (Customs Facility):
As mentioned on the call, should the County decide not to allow a GAF facility at the airport we would remove it from our design. If however one is located on the field, then we would like to have it in our facility. Except as mentioned above, all other proposers for both east & west side parcels provide for a Customs Office so there are no two proposals together that would exclude it.
- Concern that the open space at the south end of the parcel may later be used for larger aircraft:
We are willing to commit to maximizing this space with light aircraft hangars corresponding to the Socal Pilots' requested ratios and to bear the cost for the environmental work to do so. Language to this effect could be included in our lease and putting these hangars here will prevent the use of this space in the future by larger aircraft.

I hope that our responses to the two major concerns above are helpful and that our willingness to close the FBO at night demonstrates our level of commitment to the surrounding communities. All other proposals offer 24/7 service and we are the only FBO applicant to make this commitment.

I hope you choose to support ACI for its unique community oriented culture and its willingness to be the best neighbor possible.

-Bill

William Borgsmiller

President / CEO

main: [\(805\) 782-9722](tel:8057829722) | direct: [\(805\) 548-1310](tel:8055481310) | wborgsmiller@acijet.com
acijet.com | [@flyacijet](https://www.instagram.com/flyacijet)





*better housing,
better neighborhoods,
better future.*

March 24, 2020

Orange County Board of Supervisors
333 W. Santa Ana Blvd
Santa Ana, CA 92701

RE: ACI Jets at John Wayne Airport

Dear Board Members:

I am one of the very happy tenants of ACI Jets at KSNA and want to let the Board of Supervisors know that I believe that ACI Jets is the best alternative for current and future facilities for general aviation at KSNA for the following reasons:

1. They are on site already and are very familiar with the airport conditions and procedures that are unique to our operations.
2. They have already proven that they can provide 100LL general aviation fuel at much more competitive prices than previous operators and surrounding airports.
3. They have already proven that they are willing to spend the required capital to improve and maintain the existing hanger facilities that had fallen victim of the last operator's much deferred maintenance.
4. They have proven that they are committed to spending the required additional capital on new equipment for moving, fueling and maintaining aircraft.
5. They have proven that they can hire and manage line personnel that are efficient, courteous, well trained and tuned to the needs of us tenants and our aircraft.
6. They have already proven that **their management team considers all aircraft owners and operators, regardless of size, worthy of the attention and respect we deserve** and demand as we general aviation enthusiasts use the wonderful and convenient location of our airport.

I urge the Board to select ACI Jets so they can continue to serve our needs in the excellent manner that they have already demonstrated.

Sincerely,

Roderick MacDonald N826B



3/27/2020

Ms. Michelle Steel, Board Chair
Orange County Board of Supervisors
333 W. Santa Ana Boulevard
Room 465
Santa Ana, California 92701

Madam Chair and Board Members:

I operate Sunrise Aviation Company at John Wayne Airport and have done so for the past 35 years. My company is one of the two major flight training and aircraft rental enterprises on the field.

ACI Jet is currently an applicant for a long term lease at John Wayne Airport. I was among a persuasive majority that supported that company's initial bid for an interim lease in 2017, and I salute the Board's judgement at that time in awarding the contract to ACI Jet.

Since ACI Jet took up residence on the leasehold formerly occupied by Signature, the changes for General Aviation at John Wayne have exceeded my most optimistic expectations: prices dropped and quality of service improved well beyond what we had become accustomed to at Orange County. It is easy to say the entire GA community benefited, including ACI Jet's competitors.

I sincerely hope the Board makes the same choice this time around. ACI Jet has earned affection and respect in every area at our airport: tenants, local customers, and transient visitors.

Thank you for your time,

Michael Church
President

Nick MAGLIARDITI
c/o P.O. Box 11151
Newport Beach, CA 92658
Tel: (949) 439-0492
Email: nick@dlcompanies.com

July 21, 2020

Orange County Board of Supervisors
333 W. Santa Ana Blvd., Room 465
Santa Ana, CA 92702-0687

Re: Letter of Support for ACI Jet's proposed FBO Renovation

To Whom It May Concern:

I submit this letter in support of ACI Jet's proposed FBO Renovation project at John Wayne Airport.

I am a "late comer" to general aviation ("GA"), having received my private pilot license about 5 years ago. I did my training and started my GA experience at KSNA when Signature Flight Services managed the FBO at SNA. Not knowing much about FBO's at the time, I assumed the level of service I received from Signature was what was expected. A few years ago that assumption changed after ACI Jet was awarded the FBO rights at KSNA.

I have found that ACI Jet's level of service is second to none; whether (like me) you are flying a single engine plane or a Gulfstream. The staff and grounds crews are all very professional, courteous and always seeking to go the extra mile in providing service to pilots as well as passengers that may be visiting for the first time. That service level starts with the renovation of the FBO space, making it state of the art, modern and comfortable. I have used the conference rooms on many occasions to meet with people and they all have expressed how nice it is to meet there and fly from the FBO. To top it off, ACI Jet has always provided very competitive fuel pricing that I and I am sure all other GA pilots stationed at KSNA enjoy (when Signature had the FBO they priced the fuel so high that many GA pilots stopped in Chino to refuel before heading to our home base at SNA!).

As a result, ACI Jet is not only a great FBO operator at SNA that I hope to see there for a long time, but I also believe they are the best FBO operator for SNA and the best positioned to bring the FBO facilities to the next level of service that our aviation community deserves.

I fully support the proposed project.

Sincerely,



Nick Magliarditi

OC Aircraft Sales

July 9, 2020

ATTN: Orange County Board of Supervisors

333 W. Santa Ana Blvd, Room 465

Santa Ana, CA 92702-0687

RE: ACI Jet Orange County Proposal

Dear Distinguished Members of the Orange County Board of Supervisors,

My name is Gary Sequeira, President of OC Aircraft Sales based out of Orange County.

I have been operating on this airport for over 40 years, in the capacity of owning a flight school, a sales operation, and a maintenance facility for light GA aircraft. As an operator at the General Aviation level on this field, I have witnessed many, many changes. The times before ACI Jet took over the lease here at John Wayne, our fuel prices were through the roof, and services were anything but personal. It wasn't until they made their presence felt, and were instated to displace one of the other national FBO's on the field, that General Aviation as we knew it, returned to the status that we so enjoyed, for so many years. All of the staff and management at ACI, have been openly engaged with the General Aviation public. Their operation has the feel of a home grown community facility, with the ability to service and accommodate all aircraft, from a Cessna 120, to a Gulfstream G5.

Their CEO, Bill Borgsmiller, has reached out to the public at all levels, and is engaging and willing to listen to any and all of the GA public thoughts. With the upcoming decisions, as to whom should be awarded for long-term leases here at John Wayne, I can without a doubt, and with no hesitation, recommend ACI Jet, to be in line to be with us for the next generation.

All my best,



Gary Sequeira

President

OC Aircraft Sales



Orange County **FLIGHT CENTER**

April 16, 2020

Dear Orange County Board of Supervisors,

I am submitting this letter as a formal letter of support for ACI Jet, KSNA.

Orange County Flight Center has been at John Wayne Airport for 35 years, during which time we've seen a lot of FBO's come and go. When ACI Jets came to KSNA we saw a big improvement with customer service, fuel prices, and support.

ACI Jet support has made a positive impact on our business and other flight schools. ACI Jet employed many young people who always dreamed of becoming pilots and couldn't afford flight lessons and gave them the opportunity to fly with us and receive a big discount from ACI.

ACI Jet also supported us by reducing fuel prices, and that helps us tremendously to keep our hourly rates low and help our customers fly more frequently.

ACI Jet always goes out of their way to support their tenants, vendors, and employees, and treats them like family. They bring in a very enthusiastic approach that we have not seen at John Wayne for a long time.

We would like to see ACI Jet stay at John Wayne Airport because it has been a superb working relationship with all of us here at Orange County Flight Center.

Thank you



Annie Akmakjian
Operations Manager
Orange County Flight Center, Inc.
949-756-1300
Annie@ocfc.com

Training To Live By.



Scott Horton
19060 Shadow Ridge Lane
Yorba Linda, California 92886
310.924.1647 | scott@hortonmail.net

February 24, 2020

Orange County Board of Supervisors
333 W. Santa Ana Blvd
Santa Ana, CA 92701

Subject: Support for ACI Jet Proposal at John Wayne Airport

Dear Orange County Board of Supervisors:

I am familiar with the General Aviation Improvement Program at John Wayne Airport. I would like to voice my support for ACI Jet and their proposal for the east side of the airport.

I currently base my single-engine piston aircraft, a Diamond DA40, at ACI Jet and provide flight instruction services out of their facility. From my experience, I believe ACI Jet is rather unique in the aviation community. It is an organization capable of providing excellent service to large jet aircraft, yet they also demonstrate a strong commitment to the grassroots of aviation by providing significant value-added service to small general aviation aircraft also.

ACI Jet has an unusually large number of well-trained linemen on the ramp and my aircraft is always met by at least one ramper who assists with parking and keeping my plane clear of all other aircraft and obstructions. Furthermore, avgas is promptly provided at prices similar to much smaller FBO's at non-commercial airports.

I think ACI Jet has proven they are able to provide a facility that reflects what all users of private terminals desire at John Wayne Airport. From their beautiful, modern building to the first-class service provided by the friendly staff, ACI Jet is exceptionally qualified to be the FBO on the east side of the airport.

Sincerely,



Scott Horton



2141 ICON Way
Vacaville, CA 95688

T 707 564 4000
F 707 564 4004

www.iconaircraft.com
info@iconaircraft.com

Orange County Board of Supervisors
333 W. Santa Ana Blvd, Room 465
Santa Ana, CA 91702-0687

RE: ACI Jet East side FBO Proposal

Dear Orange County Board of Supervisors,

ACI Jet has quickly become a pillar of the Orange County landscape and a partner to many companies within Orange County and our surrounding communities. The purpose of this letter is to strongly recommend ACI Jet for the east side FBO.

ICON Aircraft is a recreational aircraft unlike any other. ICON Aircraft's mission is to accelerate the democratization of personal flight and 3-D mobility. ICON creates consumer-friendly, safe, technologically advanced aircraft that make the adventure of flying more accessible to mainstream consumers. ICON's first aircraft is the A5, an amphibious sport plane that fuses outstanding aeronautical engineering with world-class product design and unprecedented safety features. The A5 is the world's first production aircraft that is spin-resistant, making it arguably one of the safest small aircraft ever created. The A5 has won some of the world's most prestigious design awards and has inspired a global following.

ACI Jet has continually welcomed ICON Aircraft. They have hosted several events that have given us tremendous exposure and allowed us to share our product with the wonderful people of Orange County. Having traveled the country promoting ICON and having visited countless FBO's, I can honestly say that ACI Jet is one of the very best. They are inclusive, welcoming and provide fantastic service to all their customers. We choose ACI Jet when flying into Orange County because of the first-class customer service, the fuel pricing, the new facility, and the truly remarkable relationships that we have built with their entire staff. ACI Jet's commitment to aviation is unparalleled as most of their front-line team are pilots or mechanics in training. It is obvious that aviation is a vital part of the foundation and the entire structure at ACI Jet, beginning with the line staff and continuing up to their CEO.

John Wayne Airport and Orange County would not be the same without ACI Jet and it would be a considerable misstep to replace their operation. I respectfully urge you to consider all the various companies in Orange County that are thriving because of ACI Jet and the lasting impact they have had on the surrounding community.

Please let me know if I can provide any further information.

Sincerely,

Noah Collins
Regional Sales Director
ICON Aircraft
noah.collins@iconaircraft.com
www.iconaircraft.com

Orange County Board of Supervisors
333 W. Santa Ana Blvd, Room 465
Santa Ana, CA 92702-0687

3 April 2020

Dear Sirs/Madams:

I am writing this letter in support of ACI Jet's proposal for a long-term lease at John Wayne Airport. My partners and I have been tenants at John Wayne Airport for the past 12 years. We currently own a 2015 Cirrus SR22T light general aviation aircraft. We have been tenants at ACI for the past year. Since arriving at John Wayne Airport, we have done business with Atlantic Aviation, Signature Flight Support, and now ACI Jet. By far ACI Jet is the best of the 3 and one of the very best FBO facilities in the nation I have ever experienced.

In the relatively short time they have been at Santa Ana, they have been a game changer at John Wayne Airport and markedly improved the general aviation facilities, especially for light general aviation. A simple example is the gas price. Upon obtaining their lease they immediately lowered the gas price at SNA to bring it more in line with other airports in the Los Angeles Basin. No longer are we being price gauged and punished for being based at John Wayne. As a result of their action, they have forced the other FBOs to similar price their products.


Their facility is beautiful and a pleasure to share with my passengers, many of whom are nervous first-time general aviation flyers. The staff is friendly, helpful and courteous. They reassure my passengers they are about to experience something special. I no longer have to apologize to my passengers for the snobby attitude since we aren't flying the latest and greatest business jet. While I realize I'm small potatoes, ACI Jet has never made me feel like that.

As a tenant, ACI has been excellent to work with and treated us with respect unlike the previous FBO. They are general aviation friendly especially for us smaller guys going into a large public airport like John Wayne. This has improved the reputation of John Wayne Airport. While previously transient aircraft were advised to go elsewhere, ACI Jet has changed the airport's reputation in the General Aviation community.

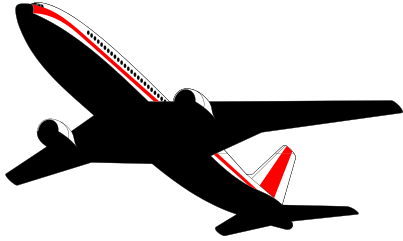
Technologically they are quite advanced, and their text request system is superb; something I have not experienced at other FBO's. During a recent training event, I was able to project information directly from my iPad to the large screen in one of their conference rooms. This is something you expect in a large hotel that caters to business, but not in an FBO at an airport.

In summary, ACI Jet has been a great community addition to John Wayne Airport. I heartily support their plans for expansion and a long-term lease. Through their actions, they have earned my support.

Sincerely,



Brian Brown
N5227PS



Ralph L. Cummings M.D.

Senior Aviation Medical Examiner

24953 Paseo de Valencia 21A
Laguna Hills, California 92653
(949) 859-6886

Orange County Board of Supervisors
333 W Santa Ana Blvd. Room 465
Santa Ana CA 92702-0687

Re: JWA GA Improvement

I am a medical specialist in Internal Medicine with 35 years of medical practice. I am also a Senior Aviation Medical Examiner designated by the FAA to certify the medical qualifications of pilots to fly in civil airspace. Eight years ago I retired my medical practice in order to concentrate on my activity as an AME. I hold commercial, instrument, and multi-engine pilot certificates. I fly in Southern California Airspace on a weekly basis. John Wayne Airport has been my home airport since the early 1970's.

Professionally I issue about 1500 Aviation Medical Certificates per year. The vast majority of my pilots holders of Class 1 and Class 2 Certificates and are working for Part 121 and Part 135 operators. Many also fly smaller airplanes. Because of my close contact with pilots I am very aware of the status of General Aviation at John Wayne Airport.

For the past few decades JWA, although ideally located, was not a hospitable environment in which to fly and maintain GA airplanes. That changed completely when ACI Jet successfully obtained the lease for the spaces and services formerly held by Signature Aviation.

- Overnight the cost of fuel came down to prices competitive levels.
- The FBO buildings were renovated and upgraded to create a beautiful and tasteful environment.
- The ACI Jet staff was and continues to be friendly, helpful, and professional.
- Services for GA became easily available and competitively priced.

In short, John Wayne Airport and ACI Jet became a delightful place to store, fly, and maintain a GA airplane.

As you consider the details for the GA improvement project I encourage you to designate ACI Jet to be responsible for as much of JWA's GA facilities as they are willing take on. Since ACI Jet's arrival at this airport they have proven to be excellent stewards of what they have been given and deserve to be rewarded.

I have seen ACI Jet's proposed plans and am very excited about the possibility that all of those plans will come to reality in the near future..

Sincerely:

Ralph L Cummings MD

Orange County Board of Supervisors

333 W. Santa Ana Blvd., Room 465

Santa Ana, CA 92

To Orange County Board of Supervisors,

As a charter pilot, I have used ACI Jet services several times while traveling with passengers to and from John Wayne Airport.

I have always appreciated the great facility and the smooth service received by all employees, but it's only since I started managing a Kodiak 100 (light single engine turboprop) based at ACI that I realized the great service that they strive to provide.

The level of attention of all their employees is great and the service is always the best one. What makes ACI stand out from other FBOs (in addition to their great facility) is that you will always get the best service they can give you, no matter if you fly an executive jet or a light GA aircraft. This is for me the most important thing. Their service is not based on the type of aircraft but it's a mind set, it's part of their business model.

I really think ACI is one of the best FBOs I've ever visited and recommend them for the east side FBO leasehold.

In faith,


Andrea Tortorelli



Orange County Board of Supervisors,

My name is Michael Morgan, owner of Imagine Air, an aviation concierge and aircraft ownership service. Imagine Air specializes in Cirrus aircraft management and training services in Southern California. It is my belief that ACI Jet is the most suited FBO for the east side leasehold. With a portion of the east side lease site dedicated for light GA, ACI Jet has proven through their history the past three years that they truly care about light GA and want to make sure that everyone is accommodated on the field, fairly. Since ACI Jet's inception, fuel prices have been fair and reasonable. Their transparency demonstrates itself in the fuel pricing board that is displayed at the front desk. You know exactly what you are getting with ACI, no gimmicks. ACI Jet also has an employee flight program that helps their employees get their pilot's license at a fraction of the cost by providing the employees an aircraft to train in. They are training the future of aviators.

While the airport was once known as a place to fly in and out, people now enjoy hanging out in the FBO. ACI has created a sense of community and "fun" at the airport with their events, In N Out truck and Santa visits during the holidays and historically, their 4th of July BBQ's among many others. Their new lobby provides a great place to meet as they have created conference rooms, a smart bar area with electronic plug-ins and a multitude of areas to meet and gather before and after flight. Our passengers thoroughly enjoy the atmosphere of ACI.

Please take this letter as my recommendation for ACI Jets proposal for the east side FBO lease site. They will be the best home for our GA needs. Contact me should you have questions or would like to speak further.

Sincerely,

Michael Morgan

President / CEO

A handwritten signature in blue ink, consisting of a series of loops and a long horizontal stroke extending to the right.

Alan J. Herrmann
24996 Pathway Dr, Laguna Niguel, CA 92677

ATTN:

Orange County Board of Supervisors
333 W. Santa Ana Blvd, Room 465
Santa Ana, CA 92702-0687

To Whom it May Concern:

It is with incredible enthusiasm and passion that I recommend ACI Jet for the John Wayne Airport improvement project.

I am a current business owner, husband, father of 2, brother, son, pilot and aviation enthusiast. My family and I have been residents of Orange County for over 30 years and truly love the community! John Wayne Airport is the home of our current aircraft and we have truly appreciated and enjoyed the incredible service that ACI Jet consistently offers. In the 14 years that I have been flying, I have never been to a Flight Base Operator that has come even close to the service levels of ACI Jet. Every single person that is employed by ACI Jet is top notch and treats everybody with great passion and respect, regardless of the type of aircraft that you own, rent, or fly in. ACI Jet sets the standard for Flight Base Operators.

It goes without saying that my family and I are 100% supportive of ACI Jet and welcome the opportunity to continue to see them support the community.

Please let me know if I can provide any more information that would be helpful to the support of ACI Jet.

Sincerely,

A handwritten signature in black ink, appearing to read 'Alan J. Herrmann', followed by a long horizontal flourish.

Alan J. Herrmann

Orange County Board of Supervisors
333 W Santa Ana Blvd, Room 465
Santa Ana, CA 92702-0687

Supervisors:

Since 1966 – AIR VIEWS has operated our aerial photography business from Orange County/John Wayne Airport. AIR VIEWS provides imagery that delivers “visual communication” to the southern California real estate marketplace.

For the past couple years, we have provided marketing images for ACI Jet. My observation was “WOW” when they upgraded their FBO Terminal. Bringing the Blue Hanger with a current modern “today” look. Interaction with Bill Borgsmiller and his staff have impressed me with their coordination and teamwork. More importantly, employees are friendly, want to help and seem to enjoy their jobs. Result is a “good vibe” when you are their guests.

My understanding is that ACI Jet is willing to invest and assist in the redevelopment of John Wayne Airport. Mr. Borgsmiller has an aviation passion and business leadership that should be given serious consideration in the forthcoming changes and improvements at John Wayne Airport.

With Regards,

A handwritten signature in black ink that reads "Fred Emmert". The signature is written in a cursive, flowing style.

Fred Emmert – Owner
AIR VIEWS Aerial Photography
1701 E Edinger Avenue – Suite C4, Santa Ana CA 92705-5011
fred@airviews.com O:714 -435-17000 C:714-309-4501

Orange County Board of Supervisors

333 W. Santa Ana Blvd, Room 465

Santa Ana, CA 92702-0687

Dear Supervisors:

As a long time tenet of the SNA airport (30+ years), I am writing in support of ACI's application for the upgrading of the FBO's. Over the last several years I have been a customer of Atlantic Aviation, Martin Aviation, Signature (the worst) and ACI with a helicopter, a light aircraft and a Cessna Citation. The degree of service that ACI gives to the general aviation customer is head and shoulders above the competition, from fuel prices, ground service personnel, customer service and the management team. I could go into numerous examples from over the years but I'm trying to keep this brief. Just let me say that it's a pleasure doing business with ACI and it was a definite upgrade when you awarded them the contract.

Sincerely,

A handwritten signature in black ink, appearing to be 'Gus Doppes', with a large, stylized flourish extending to the right.

Gus Doppes

32 Deep Sea
Newport Coast

92657

714-931-2937

AVIAT, LLC

February 28, 2020

Orange County Board of Supervisors
333 W. Santa Ana Blvd, Room 465
Santa Ana, CA 92702-0687

Dear Board members,

I am writing in support of ACI's expansion plans for the East side.

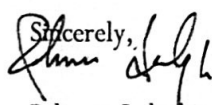
I have been a general aviation tenant of John Wayne airport since 1995. There has been little change to airport's general aviation infrastructure, other than the covered parking on the west side. At the same time Orange county's economy and population has grown by multiples.

General Aviation is an economic engine as well as it contributes to furtherance of commerce evidenced by growth in corporate aviation.

This project not only will help John Wayne Airport's infrastructure to service general aviation but will be a boost to local economy and county's tax base.

Despite the short term of their initial lease, ACI Jet has demonstrated the willingness to invest in JWA since their arrival on the field and their enthusiasm / contribution to the airport is palpable.

I hope the board can support ACI Jet by allowing them to make such a major commitment to JWA.

Sincerely,

Bahman Sadeghi
Aviat, LLC



SIGNATURE

Orange County Board of Supervisors
333 W. Santa Ana Blvd, Room 465
Santa Ana, CA 92702-0687

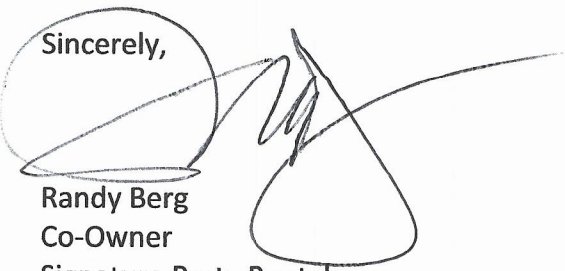
Dear Orange County Board of Supervisors,

My name is Randy Berg, owner of Signature Party Rentals, an event rental company based out of Orange County for over 30 years. It is with great pleasure to provide my support for ACI Jet's plans for the east side of the airport.

The presence of ACI Jet at John Wayne Airport has changed the quality of the General Aviation experience. ACI shows compassion and care for their customers. There has been a resurgence of GA activity due to fairly priced fuel, improved services and facilities in addition to a sense of community and "fun" that we had been lacking for quite some time. With that said, ACI holds themselves to a very high standard and maintains high levels of safety and service all while ensuring the customer experience is one to remember. They are often spoken about in the aviation community to be used as an example for other FBOs around the country.

It is my strong opinion that ACI Jet will continue to serve the community, businesses, local partners and their customers with their full attention as they have proven that they are a company you can depend on.

Sincerely,



Randy Berg
Co-Owner
Signature Party Rentals