

## Hayward Airport Plot "F" Transfer to Daniel Umanzor

## ~ BUSINESS/OPERATING PLAN ~

Purpose to Operate at the Hayward Airport:

**Plot "F" particulars** – address is 21593 Skywest Drive, Hayward, CA 94542 – Plot "F" consists of approximately 45,000 SqFt, including the Building of 5,000 SqFt (Hanger/Reception and Classrooms) plus ramp, aircraft and auto parking of 35,000 SqFt; leased for some 50-years by Aviation Training, Inc., This is the subject of this desired leasehold transfer from Jerome Hoffmann of Aviation Training, Inc. to Daniel Umanzor of Savage Aviation, LLC.

**Purpose:** To continue and weave my existing Hayward Airport business into the facility at Plot "F", including Aircraft Maintenance (to remain at my existing lease at 20511 for the time-being) – aircraft repairs and avionics and panel building to immediately transfer to Plot "F" hanger. Currently, we are building instrument panels using specialized machining equipment. We are currently the only shop in the bay area specializing in this type of work. For us to receive a Garmin dealer license we need dedicated avionics workspace. The available office space in the Plot F will allow us to comply with this requirement. We plan to also rent space to a new flight school, and an aircraft accessory repair station that is currently located off airport. My overall goal is to benefit from the security of a long-term Hayward Airport Lease.

**Employees:** At this time, we have just expanded to 3 full time employees and 2 part time. all my employees are experienced and trained by me personally over the past 2 years to provide repeatable quality service. where required, Factory Training and Certification is provided. All employees are offered benefits and a relaxed work environment allowing for personal growth and job satisfaction. We are all active members of this airport community, and donate our time to many airport groups that focus on bringing people in from the local community to help bring awareness to our airport.

**Vision Statement:** My goals are to maintain the hanger and grounds in a professional and cosmetically beautiful manner; I hope also to maintain safety in and around the premises. My long-term goals are to expand the hanger to allow my airframe and power plant shop to be located under the same roof as my avionics shop. we hope in the next few years to receive our avionics repair station certificate then to expand over to the airframe and powerplant repair station. I hope also to expand the existing grounds with T-Shades an amenity available in every bay area airport except hayward.

**Safety Issues:** As part of my goals to improve the Plot “F” hanger and grounds, I plan to vigilantly maintain the hanger and grounds, including Fire Safety Protocols and advice from grounds maintenance professional assistance, including irrigation and plant management. My goal will always be to make Plot “F” a beacon of community pride.

**Five-Year Plan:** already outlined above – building and grounds maintenance, T-shade additions at the front of the building and full utilization of the hanger, front office and classrooms.

**New Business:** My plan is that through innovative business offerings (avionics, panel building, specialized airframe and power plant maintenance, certified accessory repair and carefully selected Flight School activities) the business at Plot “F” will grow carefully but exponentially – my management oversight and skills will enhance this growth!

**Advertising:** my business has primarily grown through community “word-of-mouth”; if required, I will seek-out other forms of print and electronic advertising; but the quality and consistency of my work and those working under me have thus far more than helped “advertise” my business (any and all significant exterior signage will be pre-approved by the Airport Manager)

I also attach my prior financials and business plans to supplement this Plan

Thank you for your consideration of my Business/Operating Plan for Plot “F” – if any questions, please feel free to contact me:

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