



Atlantic Aviation
5201 Tennyson Parkway, Suite 150
Plano, Texas 75024

November 2021

Rufus James
Airport Manager
Fort Lauderdale Executive Airport
6000 NW 21st Ave.
Fort Lauderdale, FL 33309

Dear Mr. James,

As the CEO of Atlantic Aviation, the second largest FBO chain in America, I am delighted to confirm that we have recently entered into an agreement to acquire the Lynx FBO chain, comprising all of their airport locations, including the one at your airport, Fort Lauderdale Executive Airport (FXE).

We want to take this opportunity to introduce ourselves to you and to affirm our commitment to the Airport, the aircraft community, the local community and all the stakeholders of FXE. We don't make this commitment lightly. We are tenants at over 60 airports in the US and strive to be exemplary at every location.

As one of the largest and longest established aviation service providers, we bring a great amount of experience and expertise in service and safety to your airport. Moreover, Atlantic has a strong track record of investing capital in equipment, facilities, and hangars while staying committed to local talent and customs.

We are very excited about becoming a member of the FXE community and feel confident the relationship between Atlantic and your fine airport will be mutually beneficial.

Please feel free to reach out to me, Tim Bannon, COO, 972.905.2539, Clive Lowe, EVP, 410.274.6443, or anyone from Atlantic if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Louis T. Pepper". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Louis T. Pepper, CEO
Atlantic Aviation



An Introduction to Atlantic Aviation



ATLANTIC



Submitted to the City of Fort
Lauderdale
November 2021



INTRODUCTION

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Atlantic Aviation is a diverse, inclusive, and environmentally advanced, multi-billion dollar, 70-location FBO developer and operator. We are a nationwide chain, with global reach and a local focus.

We are delighted and honored to provide The City of Fort Lauderdale with this summary introduction to who we are, what we do and the way we do it. Our operating principles are rooted in the values of safety, culture, community, service and industry leading operations. We are committed to being a trusted long term partner for the Fort Lauderdale Executive Airport and the wider City of Fort Lauderdale community, fully vested in all that is important to you through the provision of excellent GA facilities and operations.



We are exceptionally well placed to provide Fort Lauderdale Executive Airport (FXE) with the flagship FBO it deserves and look forward to making this exciting project a reality.

CORPORATE MANAGEMENT TEAM

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Lou Pepper <i>Chief Executive Officer</i>	Brad Troutman <i>Chief Financial Officer</i>	Tim Bannon <i>Chief Operating Officer</i>	Clive Lowe <i>EVP, Business Development</i>	Sue Sommers <i>SVP, Sales & Marketing</i>	Todd Smith <i>VP, Risk & Safety</i>
<ul style="list-style-type: none"> Acquired Atlantic in 2000 and was part-owner and CEO prior to the acquisition by MIC Began career at Teterboro Airport and was the original owner / franchisor of Million Air Over 40 years of experience in General Aviation 	<ul style="list-style-type: none"> Joined Atlantic in 2019 as CFO Previously served as VP of Investor Relations and Chief of Staff CFO at Andeavor Responsible for finance and accounting functions as well as strategic analysis, treasury management, and oversight of MGS team for accounting and tax 	<ul style="list-style-type: none"> Joined Atlantic in 2000 and became COO in 2019 Previously served as Regional Vice President (Mountain) Responsible for overseeing Atlantic's daily business operations and promoting its culture and vision Previously owner and GM of Million Air's Bridgeport and Hartford FBOs 	<ul style="list-style-type: none"> Joined Atlantic in 2005 as a Regional Director and assumed current role in 2013 Previously served as Executive VP at AvPORTS Responsible for M&A, portfolio development, real estate investment, and industry and government affairs 	<ul style="list-style-type: none"> Joined Atlantic in 2000 Responsible for implementation of 'Atlantic Attitude' across the organization Responsible for overseeing brand management, marketing, sales initiatives, and customer development 	<ul style="list-style-type: none"> Joined Atlantic in 2006 Responsible for all safety and risk management functions, including internal controls, safety training and management, environment management and regulatory compliance

OVERVIEW

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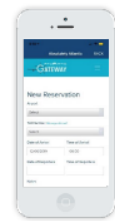
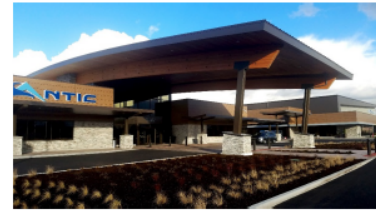


Core Operating Philosophy

As a preeminent, integrated passenger, crew, flight, aircraft and airport premium service and associated facility provider in the Business and General Aviation market, Atlantic pumps over 250 million gallons of aviation fuel per year and manages approximately 700 tenants in over nearly 6 million SF of hangar and office space.

Atlantic is keenly focused on achieving the goals and objectives of the airport authorities we serve. We offer ourselves as a partner that:

- Is recognized throughout the industry for providing first-class FBO customer services while ensuring a safe and secure environment.
- Knows and services virtually every FBO customer in both the US and those traveling internationally. We know the customer, their aircraft, and needs and stand ready to support them as visitors, corporate citizens, or potential corporate citizens in the community
- Attracts and retains management and operating teams comprising some of the most experienced and qualified FBO managers, Line Service Technicians, and Customer Service Representatives in the nation; empowered to provide excellence to every aspect of the customer experience at your airport.
- Deploys advanced technology in security, customer information management and service tracking to ensure that customer needs are met, passenger and aircraft processing is handled efficiently, especially during peak periods; and that revenue is maximized for the airport



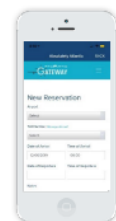
OVERVIEW

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- Has national and global reach through our network, customer, and knowledge base, linking all our locations to the power of a single operating platform, while at the same time never losing the local touch
- Is an industry leader in the quest to advance a decarbonized aviation industry through sustainable fuel supply, and the support of electric aviation operating models
- Has successfully developed FBO facilities at 26 locations across the U.S. over the past few years, investing over \$200 million in new FBO facility development and refurbishing existing GA facilities. Atlantic's FBO facilities are known for their world-class appearance, sustainability credentials and customer amenities, and are valuable assets to their communities.
- Is a financially strong company in its own right, with more than sufficient internal resources to finance substantial capital investment
- Is a diverse and inclusive company with a culture committed to supporting our employees and the communities we serve and seeking to advance the social, as well as the economic goals of all our stakeholders in a responsible, forward-thinking, and empowering manner.

Atlantic prides itself on its reputation for being a valued and valuable community citizen. One fully vested in the economic development goals of the area; one who understands the inherently unique attributes of each airport; and one who brings to bear the benefit our unrivalled operating expertise and industry trusted culture and systems at every location we serve for all General Aviation users.

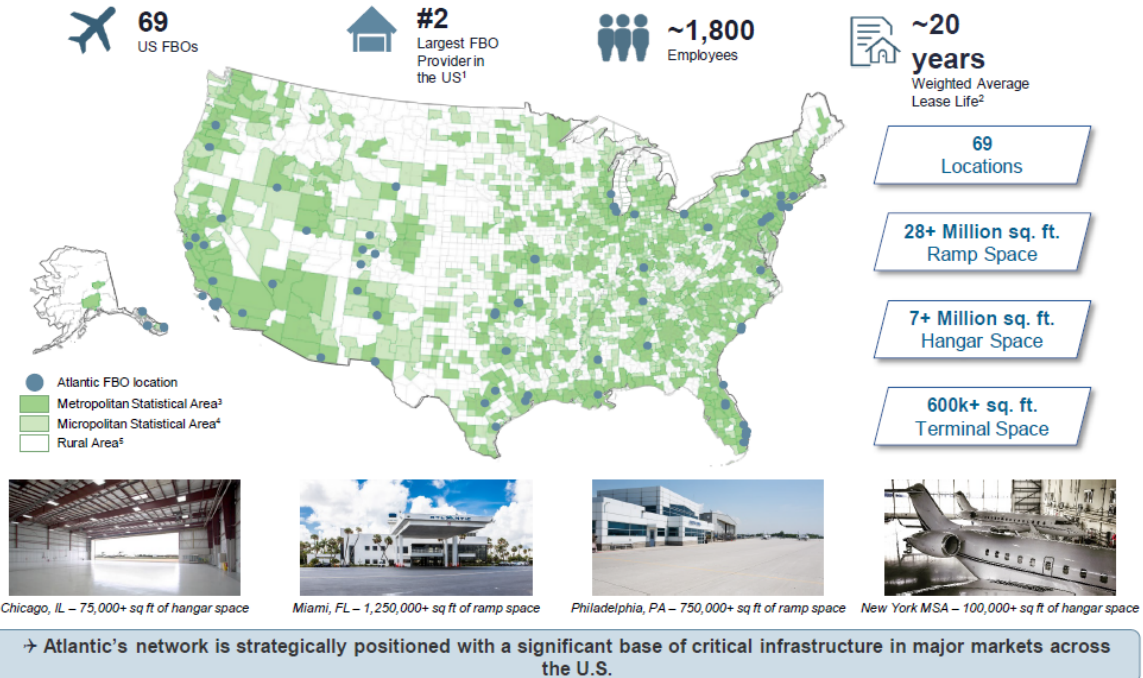


ATLANTIC OVERVIEW

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Atlantic provides essential airport infrastructure services through a network of strategically located FBOs across the US



AIRPORT AND CUSTOMER BENEFITS OF ATLANTIC

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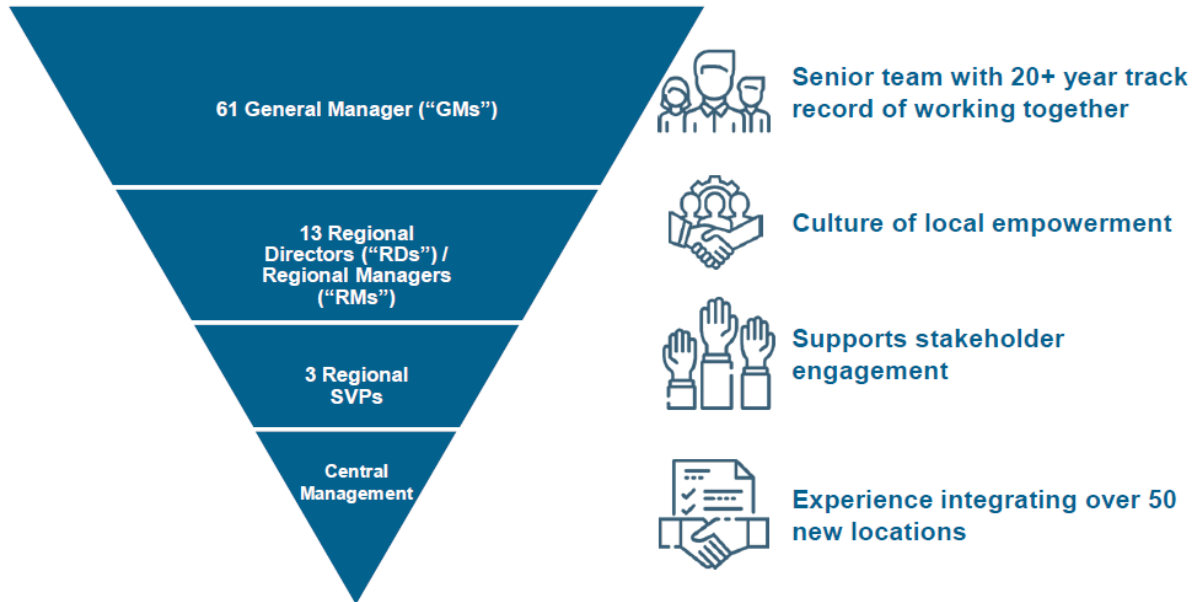
Atlantic delivers value for its customers, offering a premium product that meets customer requirements across a uniquely diversified footprint



- ✓ Trusted, market-leading provider of FBO infrastructure and services
- ✓ Highly tailored, localized approach with strong customer relationships
- ✓ Ongoing investment in facilities to cater to larger aircraft and ensure consistently high standards
- ✓ Expanding use of proprietary systems to provide a simplified, efficient customer experience



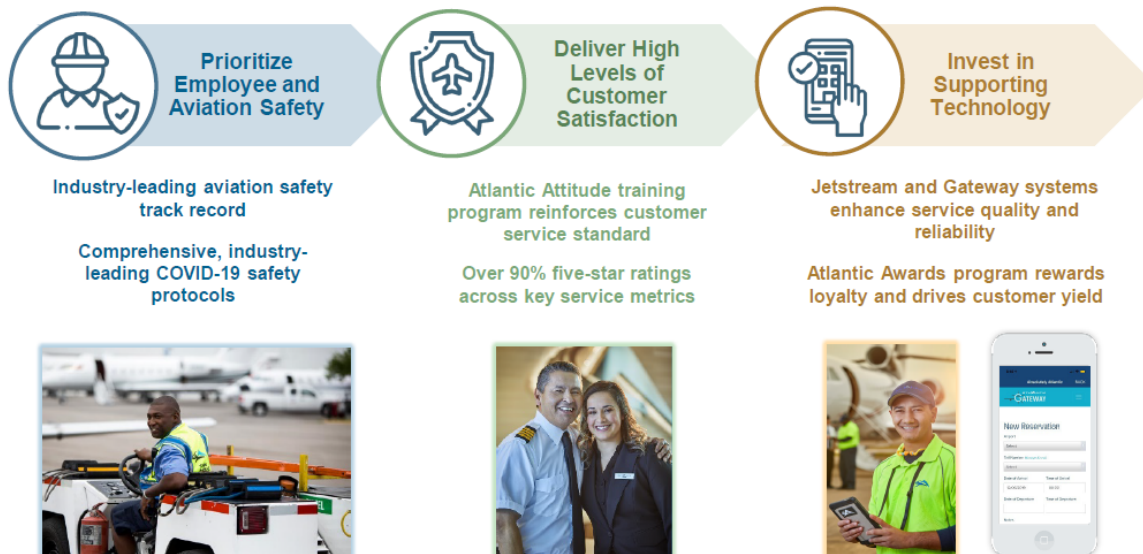
Atlantic is led by a strong management team with significant aviation experience, which is supported by a deep pool of talent at the regional and local levels



→ Empowered local and regional managers coupled with seasoned senior executives drive Atlantic's culture



In addition to reinforcing Atlantic's barriers to entry, the Company's focus on safety and quality of service acts as a key differentiator



→ Atlantic's leading safety and service standards are highly valued by both employees and customers, and are a top priority



Atlantic has developed scalable, proprietary IT systems which have evolved with the business, facilitating a smooth customer experience and rapid growth in visits, and allowing Atlantic to maximize the capacity of existing infrastructure

FBO Management System: JetStream

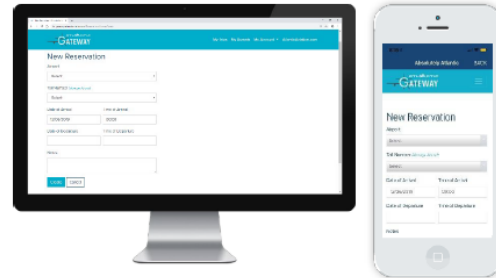


Proprietary, integrated FBO management platform and point-of-sale system

JetStream

- ✓ Supports maximization of fixed ramp and hangar capacity
- ✓ Improves safety and reliability
- ✓ Facilitates scalable operating model and resource sharing

Customer Portal: Gateway



Online and mobile portal for booking and managing reservations

Gateway

- ✓ Strengthens customer engagement, including by providing live updates on services
- ✓ Captures a growing pool of data
- ✓ Seamless booking and communication with Atlantic team



Atlantic is an environmental and social steward in the communities it serves and has a range of sustainability initiatives



Social and Governance Initiatives



Community Involvement



Diversity, Equity & Inclusion



Gallery of Recently Completed Development Projects

- Salt Lake City, UT (SLC)
- Las Vegas, NV (LAS)
- DeKalb Peachtree, Atlanta, GA (PDK)
- Pittsburgh, PA (PIT)
- Reno, NV (RNO)

SALT LAKE CITY, UT – SLC STREET SIDE



SLC LOBBY AND CUSTOMER SERVICE DESK

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LAS VEGAS, NV - LAS AIRSIDE RAMP

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LAS EXECUTIVE LOBBY

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NEW TERMINAL FACILITIES (PDK, RNO, PIT)

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