



MONTEREY PACIFIC INTERNATIONAL Jet

# We Commit. You Benefit.

## Asset Management – Sole Ownership



# Your Management Team



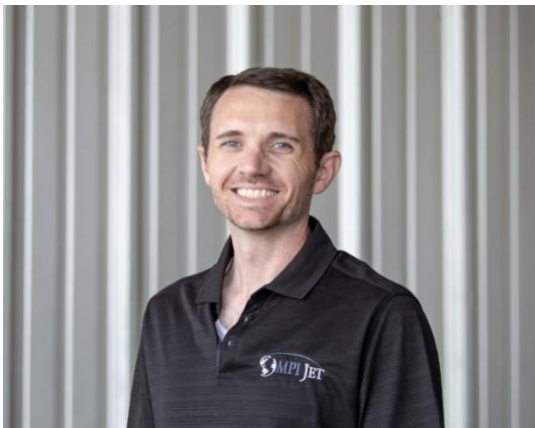
**Steve McIntyre, President**

Steve's passion for aviation started the long process of learning to fly with his son Matthew back in 1999 as a "father-son experience." Steve's love for aviation eventually led him to purchase an aircraft that started Monterey Pacific Executive Charter. His business "know how" and determination proved to make Monterey Pacific Executive Charter a thriving, safe and expanding business striving for customer service and transparency.



**James Garamendi, Director of Operations**

James is an active Airline Transport-rated pilot with more than 8,000+ flight hours and 20+ years of aviation industry experience. While serving in the U.S. Army's Priority Jet Transport Unit, he was responsible for the travel of foreign and domestic officials and diplomats. As Director of Operations for MPIJet, James is responsible for leading and overseeing our team and maintaining our high level of safety and customer service.



**Matthew McIntyre, Chief Pilot**

Matt has been flying since the age of 13. His first flight was in a modified Pitts Special with world-renowned, airshow acrobatic pilot Sean Tucker. Matt has a BS in Aeronautical Management and Technology from ASU. As a commercial Pilot he has 8,000 hours total time including 1,000 multi-engine hours. He also has APS Upset recurrent training, Acrobatic flight experience and five years as a 141 flight instructor with over 4,500 hours dual given.



**Noah Bronner, Deputy Director of Operations**

Noah is a 2019 LeTourneau University graduate. Prior to joining MPIJet, Noah served at Textron Aviation's Wichita, KS based service center. Along with his team of mechanics, Noah supervised and managed the maintenance of NetJet's Cessna manufactured fleet. Like other management team members, Noah maintains his commercial, multi-engine pilot currency. Noah assists his management peers with maintaining safe and reliable operations.

[www.mpijet.com](http://www.mpijet.com)

# Our Commitment to You

## INDUSTRY SAFETY EXPECTATIONS

At MPIJet, we strive to continually exceed the industry's safety minimums. Year after year, our team and operations are audited by ARGUS: an international aviation safety assessment group. Earlier this year, our team received the ARGUS GOLD safety standard award. Award requirements include the following:

- Comprehensive pilot background checks
- Operational safety assessment
- Continuous monitoring of
  - o Management personnel
  - o Pilot flight experience
  - o Flight training
  - o Incident history

In addition to the ARGUS program, our team utilizes a safety management system (SMS) which helps to assure the effectiveness of safety risk controls, procedures, practices, and policies. Once a month, our team meets to discuss safety metrics, updates to procedures, and any potential flight risks.

Furthermore, regardless of their history with MPI, all passengers on both owner and charter flights are screened by the nation's TSA passenger NO FLY list.

## PILOT RECRUITMENT AND TRAINING

We only allow the best in the industry to serve as your crew. MPIJet recruits, hires, and trains highly qualified crew members. We also manage all your pilot's payroll, employment taxes, and health benefits. From ongoing employee relationships and conflict resolution, your crew is taken care of by a professional human resources team.

### Pilot Facts

- Every captain holds an Airline Transport Pilot certification (ATP), meaning, he/she has at least 1,500 of flight experience
- Our captains and co-pilots have an average of three-times the hours above this minimum
- Co-Pilots are type rated in your aircraft and are trained to pilot the aircraft solo
- Regardless of experience, every crewmember annually completes at least 16 hours of FAA certified full motion simulator or in-aircraft training
- Flight reviews/check-rides are conducted bi-annually
- All crew members complete an annual emergency training course



# Unparalleled Reliability & Savings

## MANAGEMENT

MPIJet is the all-in-one asset management company.

- Maintenance
- Crew
- Predictable Rates
- On-call support
- Automatic Discounts

Leave it to our talented team of professionals to manage your asset as economically and safely as possible. MPIJet's industry connections and competitive contract pricing with vendors guarantees you the best overall value of hiring our team.

Day-to-day management of your aircraft includes:

- Technical Service: equipment maintenance, safety checks and repairs
- Administrative Requirements: record keeping, reporting, budgeting, and payment on behalf of the client for aircraft and flight related expenses (hangar rental, management fees, engine warranties, fuel, car rental, catering, etc.)
- Training Assistance: programs for pilots, crew, maintenance and other staff
- Security Systems & Procedures: facility, aircraft, crew and passengers
- FAA compliance and regulating monitoring

## LOWER YOUR COST

When owners are not flying, they can opt to enroll their aircraft into our charter program. This program allows MPIJet to dry-lease the aircraft to non-aircraft owners throughout the month. Through this program, owners can see a 5% to 20% reduction in monthly ownership costs. These percentages are determined by the owner(s)—that is, how often they aim to utilize their aircraft vs charter use. Fleet wide, MPI flies and average 175 charter hours a month.

## ON YOUR SCHEDULE

Your schedule is our schedule. Owners can schedule flights weeks or months to days or hours ahead of their flight. In the event that their aircraft is not available—due to scheduled maintenance or charter—we have a fleet of comparable aircraft available to accommodate travel needs at a discounted owner rate.

## FRACTIONAL OWNERSHIP

Not ready to own 100% of an aircraft? No problem. Consider our fractional ownership program. Fractional ownership is an effective way meet your budget and lower your acquisition cost and liability. Choose from our list of fractional aircraft, purposed for a range of missions.

Ask the team member that sent you our Sole Ownership Brochure about our Fractional Ownership opportunities.

# Frequently Asked Questions

## **Q. Why should I put my aircraft on a charter certificate?**

A. Air charter is a good way to offset fixed expenses of owning a private plane. For example, in some cases, placing the aircraft on a charter certificate avoids the necessity to pay sales tax on your initial acquisition. Additionally, you may be eligible for an annual fuel tax rebate. To charter your plane according to FAA regulations, you must be on a 135 certificate.

## **Q. Can MPIJet help me buy a plane?**

A. Yes, MPI Jet can help you identify the best aircraft to fit your needs and help you through the purchasing process. Through our affiliate EverFlight, we have purchased and sold numerous aircraft.

## **Q. Can I choose my own flight crew?**

A. MPIJet assists its customers in selecting a flight crew and is highly qualified in screening the right crew members for your aircraft. If you already have a flight crew, we will provide training and ongoing certification as necessary. MPI Jet provides all personnel administration such as payroll, lease, 401K program and full benefits.

## **Q. What steps are taken to transition my aircraft into MPIJet's management fleet?**

A. MPIJet begins the management process by screening and hiring a flight crew who meets our rigorous standards for experience and safety. We establish payroll and benefits, if necessary, for the crew. MPIJet then initiates aircraft insurance coverage. We coordinate with owner(s) to complete preference listing for services (catering, snacks, papers, etc) and transfer all accounts on behalf of the owner (engine program, maintenance tracking, subscriptions, etc). Then, we set up fuel card accounts for the aircraft.

## **Q. What is the Pilot Rebate Program?**

A. Each managed aircraft comes with a designated full-time pilot and the salary and benefits are paid for by the aircraft owner. The Pilot Rebate Program pays the owner of the aircraft we manage \$500 per day for every day their pilot flies for another entity and is another way to reduce the cost of aircraft ownership.

## **Q. What are the costs associated with aircraft management?**

A. Owners are charged a monthly management fee based on the model and utilization of the aircraft and the fee includes flight support personnel, aircraft maintenance, flight scheduling, records and administration, hangar space, management fees, and insurance. For a detailed list of these services, see below.

# Your Asset is Our Responsibility

## Services Overview\*

### Aircraft

Hangar  
Interior/Exterior Detailing  
Insurance  
Cabin Catering  
Navigation Charts

### Crew

Training  
Salary & Benefits  
Performance Calculators  
IT

### Management - Not Chartered

Scheduling Personnel & Software  
Management Rate

### Management - Chartered\*\*

Broker  
Marketing

\*Including but not limited to

\*\*In addition to services in Not Chartered





SMS Certified



ARGUS GOLD Rated



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