Evektor Harmony Training Aircraft

Prepared For:

[redacted]

Addison, TX 75001

Prepared By:

[redacted]

www.AlionAviation.com

Executive Summary

Alion Aviation is pleased to present [redacted] with this comprehensive proposal for the Evektor Harmony training aircraft. Thank you for providing us the opportunity to understand the needs of [redacted] and the challenges of your growing flight school. We understand the challenges you face in the modern pilot training environment. We also recognize the opportunity given to us and we want to help provide solutions for [redacted] that will help solidify you as a leader in the pilot training industry.

After our discussions we are confident that the Harmony will effectively address your flight school's needs. Our goal is to help your school provide the most economical training aircraft, while also being state of the art, and helping you draw more students to your school versus the competition.

By implementing the Harmony into your flight school, you will enjoy these benefits:

- Lower overall price for initial acquisition than any Part 23 airplane
- One of the lowest operating costs in GA
- Well-built durable metal aircraft
- The most modern avionics in aviation
- Option of AvGas or MoGas, cut fuel cost by approx. 40%
- Ability to train Private, Instrument (in VMC), and Commercial
- Very safe and stable flying characteristics
- Immediate positive ROI



The Harmony is a training airplane that is simply loaded with features. Our quality metal construction is something that stems from many decades of manufacturing tradition. We offer a full glass cockpit, along with a 2-axis autopilot, and the optional safety of a BRS aircraft parachute system. All of these, and much more, are offered in this fantastic airplane.

Mission Statement

Alion Aviation's mission is to help our partner flight schools achieve three common goals: steady growth, reduce total fleet expenses, and increase safety.

Company Background

Alion Aviation was started from the belief that a new type of training airplane will provide the pilot training industry with the tools they need. We believe the Harmony is the tool needed to provide the very best training, while also increasing profits. We understand, first hand, what flight schools need to operate a safe and efficient fleet of training airplanes. The Harmony's price, and overall operating costs, are of such that their users can achieve a significant return on their investment quickly, while simultaneously creating a safer training environment.

Alion Aviation has partnered with many flight schools from around the United States. Not only do we represent and sell some fantastic airplanes, but we are also financially sound and are looking forward to many more years of partnering with pilot training facilities.

The Evektor Harmony

- Rotax 912iS 100hp Fuel Injected Engine
- 3 Blade, Ground Adjustable, Prop
- Garmin or Dynon Avionics
- Back-up Battery and ADAHRS
- ADS-B In and Out
- Electric Trim both Aileron and Elevator
- Engine Monitoring System
- LED Landing and Position Lights
- Canopy Sunshade
- 31.7 Gallon Fuel Tank

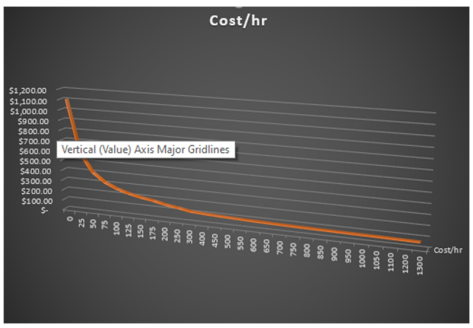


Optional Equipment

- Dual Axis Autopilot (Needed for TAA)
- 2nd EFIS
- Garmin WAAS enabled GPS Navigator
- BRS Ballistic Parachute
- Premium Paint

Why Harmony?

When comparing the Harmony to other training aircraft, the benefits of choosing our airplane are easy to see.



- $41/hour operating cost
- Low per year fixed costs
- Standardized Training
- Low Cost Rotax Engine, 2000-hour TBO
- Annuals/100-hour Inspections only $1000
- 4 Gln/Hour, <3 Gln/Hr in the Traffic Pattern
- Nationwide Support for Parts & Service

75 Hours/Month x Harmony Average of $150/Hour =

Approx. $11,250/month Revenue

Harmony Yearly Pro Forma

- 900 hour per year
- Rental Income $135,000
- Fixed and Variable Costs $45,468

Combined Statement		
		End of year total
Lease Income	$	135,000
Expenses:		
Fuel	$	18,000
Oil	$	2,520
Engine Hour Allocation/Set Aside	$	8,550
Prop Overhaul/Set Aside	$	360
100 Maint Set Aside	$	8,100
Insurance	$	4,500
Garmin Subscription	$	300
Annual Inspection	$	1,000
Improvements/Maintenance	$	300
LLC Formation Tax Prep/Administration	$	-
Hangar Costs	$	-
Total Expenses	$	43,630
Debt Service	$	45,468
Profit	$	45,902.00