

Dear Foley City Officials,

As your committed airport FBO manager and tenant at the Foley Airport for the last 10 years, I would like to request consideration to extend my lease for another 5 years with a 5-year option.

I also request that you consider granting permission to add a business partner, Timothy (TJ) Zoltak, to that lease. Mr. Zoltak is a like minded business man and fellow aviator, who wishes to assist me to continue operating the FBO and conducting Private Pilot flight training at the Foley Municipal Airport indefinitely. It is our intention to jointly operate the facility in much the same manner as I have been doing for the past 10 years.

As you are aware, I have discontinued training the Navy flight cadets in Sept of 2019, which was the mainstay for the business of Lightning Aviation. Since that time, I have struggled to keep the business solvent. The reduced flight training and maintenance has severely affected the revenue, and I am overburdened operating it without adequate staffing. After investing 10 years into making the airport a place pilots feel please to come for fuel, training, and maintenance, I do not want to see it fall into the condition it was in when I began operating here. At present there is simply not enough revenue to cover the rent and utilities.

Tim (TJ) has experience as a business owner and flight instructor, and will be a great asset for the operation of the FBO. If you grant this lease renewal, Timothy plans to invest his business skills, innovations, and assets into the airport facility. His contributions will add additional airplanes, and bring additional maintenance, which will boost revenue sufficiently to keep the operation solvent. If approved, we will re-brand the flight school to be named "Fly Foley." I am eager to obtain his assistance to manage this business and see it thrive again.

I've always believed this airport is an important portal to our city. I hope you will assist us in obtaining this opportunity to continue working to keep it a welcoming experience for those who wish to enjoy the aviation services we seek to provide this community.

Roger Watkins

Lightning Aviation LLC

Attachment A. - Overview

This proposal, by qualified individuals, seek to establish a ***Center for Aviation Promotion and Flight Instruction*** (CAPFI) at the Foley Municipal Airport. This shall be a multifaceted initiative that promotes use of aviation resources to address the advancement of general aviation, address the international shortage of pilots and other aviation career professionals, the marketing of aviation services including guidance for the generation of educational funds through grants and partnerships

The CAPFI shall promote the Foley Municipal Airport as a “Destination”, supporting economic development, educational opportunities, tourism, and the advancement of aviation. We envision the usefulness of initiatives to improve and increase general aviation by partnering with national organizations such as the Aircraft Owners and Pilots Association, the Experimental Aircraft Association, and the airlines, as well as recreational pilots.

- We hope to assist the Baldwin County School administration in obtaining funding for development for an aviation pathway program.
- Interest private and public K-12 institutions in adding aviation programs to existing curricula.
- Faulkner College is in the “needs assessment / development” stage for a two-year aviation degree to be supported by a partner Part 61 flight school.
Provide area pilots access to rental planes for training and recreational use.

- **Our Vision Statement**

The Foley Municipal Airport Is ...

- A Multi-Purpose Destination for:
 - Business
 - Industry
 - Recreation
 - Housing
 - Tourism
 - Day Trips
- The FBO must:
 - Be a Progressive, Forward-Thinking Entity,
 - Provide a Safe, Thriving, Enthusiastic, Inclusive Environment Provide Outstanding FBO Services
 - Support Aviation Organizations
 - Be prepared to capitalize on opportunities that become Available
 - Operate Based on User and Community Developed Policies and Procedures
 - Be An Advocate For Aviation
 - Model Advancements in the Aviation Environment
 - Be a Site for Local Aviation Community Activities
 - Generate Income for the City of Foley
 - Be A Resource Structured to Meet The Needs of Users
 - Provide Aviation Training to the Local College and Schools, as well as the general population.
 - Be a Good Neighbor

ATTACHMENT B

Proposer's - Financially Responsible:

Roger Watkins, currently doing business as: (Lightning Aviation LLC), and TJ Zoltak are proposing to do business as partners of "Fly Foley" LLC.

Neither have ever personally, or in any business with which they have been involved:

1. Declared bankrupt, filed a petition in any bankruptcy court, filed for protection from creditors in bankruptcy court, or had involuntary proceedings filed in bankruptcy court.
2. Ever been a defaulter as surety upon any obligation to anyone.
3. Had any pending liens, claims or litigation, or lawsuits.
4. Had contracts terminated prior to their expiration terms, voluntarily or involuntarily.
5. Both are military combat veterans.