

Mr. Hardy Bullock  
Director of Aviation & Community Services  
Truckee Tahoe Airport District  
10356 Truckee Airport Road  
Truckee, CA 96161

Dear Mr. Bullock,

We are submitting this RFP response to express Mountain Lion Aviation's serious intent and sincere interest in leasing and improving for aeronautical purposes in a yet-to-be-constructed hangar at the Truckee Tahoe Airport. We would be honored to work with you.

- 1. Description of services provided by the firm including those services ancillary to the operation, an example would be an aircraft charter company that provides type recurrent training additional to its principal service offering.**

Mountain Lion Aviation offers the following services to our clientele:

1. On demand charter service
2. Flight school
  - Mountain Lion Aviation is the only Cirrus Training Center operating in the Tahoe region
3. Scenic Tahoe tours

We currently share office space with Sierra Aero. Given the strong synergies of our two businesses, we are proud to work in close partnership with this fine company. Mountain Lion Aviation provides flight training, both in the air on our Cirrus aircraft and on the ground in a Redbird MX2 flight simulator. We not only work closely with Sierra Aero as they perform expert and needed aircraft maintenance on our fleet of aircraft, they are our exclusive partner in providing maintenance and aircraft management for our airplanes. We also do everything we can to encourage students to participate in flight training through Sierra Aero's flight school. Our two businesses share great synergies, and the partnership continues to work very well.

- 2. History of company, past performance on similar airports, experience of key personnel, three references of airport contacts who awarded or administered a lease or permit for services.**

Mountain Lion Aviation's chairman Jim Wilkinson bought Sierra Skyport LTD from Rodney Aiglstorfer of Minden, Nevada in February 2017. This business transaction included the purchase of the Part 135 Charter Certificate and rights to operate a Cirrus Training Center. Within weeks of opening our doors, Mountain Lion Aviation became a profitable business.

**Three airport contacts who can serve as references:**

**Rodney Aiglstorfer**, Minden Tahoe Aviation  
775-685-9919  
[info@minden.aero](mailto:info@minden.aero)

**Jessica Fay, Sierra Aero**  
530-359-8751  
[Jessica@flytruckee.com](mailto:Jessica@flytruckee.com)

**Jill McClendon, Truckee Tahoe Airport District**  
530-587-4119, ext. 127  
[Jill.mcclendon@truckeetahoeairport.com](mailto:Jill.mcclendon@truckeetahoeairport.com)

The following make up our key personnel:

**Chris Barbera, CEO**

- Chris has many years of diverse aviation experience, including flight instruction, charter operations, customer service, and business leadership. Chris is expert in all matters of flight safety and aircraft systems, and he has extensive flight experience in mountain areas and other challenging aviation environments.
- Chris began his aviation career at the age of 14 when he began taking lessons and discovered that aviation was his personal passion. On his 16th birthday Chris took his first solo flight, and he completed his pilot's exam the minute he turned 17 when he could legally do so. Chris spent several years as a flight instructor teaching in Reno, Nevada on various different types of aircraft, and he eventually began work in charter aviation, including leading the successful operations team at Sierra Skyport.
- Chris has logged 5,000 hours of flying with 1,800 hours of instruction.
- He maintains a close personal relationship with the FAA.
- His flying experience includes international travel, crew resource management and experience operating different aircraft including turbine, turboprop and piston aircraft.
- Chris lives in Minden, Nevada with his wife Amy and their two children Avery and Braxton.

**Jeffrey Fay, Director of Maintenance**

- Jeffrey (with Sierra Aero) expertly maintains our fleet of Cirrus aircraft.
- Jeffrey is both Cirrus and Garmin factory trained for maintenance.
- Jeffrey is a former US Army CH-47 pilot.
- Jeffrey holds Airframe and Powerplant (A&P) and Inspector Authorization (IA) certifications.
- Jeffrey and his wife Jessica are established business owners at Truckee Tahoe Airport.

**Rob Lober, Captain**

- Rob is an airline transport pilot who possesses a wealth of local knowledge about noise avoidance.
- Rob is also an Airframe and Powerplant (A&P) mechanic.
- Rob has lived in the Tahoe region for the past 28 years and he brings extensive mountain flying experience to Mountain Lion Aviation. Rob has been flying since 1980 and holds an Airline Transport Pilot license with

nearly 5,000 hours of flight time. He is rated in multi-engine and single engine airplanes as well as seaplanes and gliders. Rob is also a Certified Flight Instructor and holds an Airframe and Powerplant mechanic's license.

- In addition to serving as a pilot at Mountain Lion Aviation, Rob currently acts as the Nevada/High Sierra Field Director for the Seaplane Pilots Association and as the AOPA Airport Support Network Volunteer for Truckee Tahoe Airport (KTRK). He is the past Chief Pilot for Los Medicos Voladores (The Flying Doctors) and is a member of both Lighthawk and Angel Flight. Rob also co-chaired the first Airport Community Advisory Team for the Truckee Tahoe Airport.
- Rob holds a Bachelor of Science degree in General Engineering from the University of Illinois and a Master of Business Administration from the University of Chicago. He lives in Crystal Bay with his wife Elise and step-son Halen.

### **Jim Wilkinson, Chairman**

- Jim Wilkinson is a resident of Truckee, and he owns several businesses in the area. Jim is a licensed pilot.
- Jim has a passion for preserving Truckee's heritage, environment and way of life. Jim and his wife are deeply committed to the local community of Truckee, and support several key philanthropic organizations locally.
- Jim also has a strong passion for creating professional jobs in Truckee, and his many local businesses have helped create new jobs for long-time Truckee residents.
- Jim currently serves as Chairman and CEO of TrailRunner International, which is a global advisory and venture firm with offices in San Francisco, New York, Washington, D.C., Beijing, and Truckee.
- Prior to founding TrailRunner, Jim served as SVP, Head of International Corporate Affairs for Alibaba Group, the world's largest online and mobile marketplace. At Alibaba Group, Jim played a key leadership role in the company's historic IPO in 2014. He also designed and led Alibaba's international communications strategy, and he built the company's international corporate communications and government relations teams.
- Prior to joining Alibaba Group, Jim served as Executive Vice President, Communications for PepsiCo, a global food and beverage leader with net revenues of more than \$65 billion. Jim joined PepsiCo from Brunswick Group, where he served in San Francisco as Managing Partner for International Business and Financial Strategy.
- Prior to Brunswick Group, Jim served as Chief of Staff for U.S. Secretary of the Treasury Henry M. Paulson, serving as Paulson's senior strategist and counselor, and working on matters of financial policy and crisis management. Prior to his work for the Treasury, Jim served as Senior Advisor to U.S. Secretary of State Condoleezza Rice and worked with Rice in the White House as Deputy National Security Advisor for Communications.
- From 2002-2003, Jim was Director of Strategic Communications for General Tommy R. Franks at U.S. Central Command, and from 2000-2001 served in the White House as Deputy Assistant to the President and

Deputy Director of Communications. Prior to working in the White House, Jim spent several years working in the U.S. Congress for House Majority Leader Dick Armey (R-TX) and the National Republican Congressional Committee.

- Jim served as an officer in the U.S. Navy Reserves, and also taught international communications at The Johns Hopkins University. Jim holds degrees from the University of Texas at Arlington and The Johns Hopkins University.
- Jim is an endurance sports enthusiast (including 26 marathons) and enjoys trail running, playing chess, snowboarding, and playing acoustic guitar. He and his wife Erin, and their two children Sierra and Sawyer live in Truckee.

#### **Devin Noe, Chief Possibilities Officer**

- Devin will be onsite to staff the Mountain Lion Aviation office on a full time basis.
- Devin works directly with our clients to help them design their unique personal mobility solutions. She is extremely organized. She also loves aviation and new adventures, and is dedicated to providing our clients with the best possible customer service.
- Devin has lived in the Tahoe area since 2006. She is an elite athlete who was a member of the University of Nevada Reno's WAC soccer championship team. She graduated with a degree in American history, with minors in business administration and museum studies.
- Prior to joining Mountain Lion Aviation, Devin worked in the sports performance, fitness, and nutrition coaching space, and she has also worked as a customer service leader in the wine and food industry.
- Devin makes her home here in Truckee at Donner Lake.

### **3. A brief description of financial solvency and the reference to a qualified banking institution whom you authorize the District to speak with.**

Mountain Lion Aviation banks locally at Plumas Bank for our day-to-day business needs.

Aside from creating a successful business for the services that Mountain Lion Aviation provides, Jim Wilkinson has the financial resources to more than adequately equip the new hangar with any and all needed upgrades. Jim is willing to both sign a long term lease on the hangar, as well as immediately provide personal funds for the buildout.

Our chairman Jim Wilkinson's family office is led by a financial planner with Merrill Lynch. Airport staff is free to contact her directly at (214) 969-2642 to verify assets.

### **4. A four-year plan of future business development or business offering, if any:**

Our business plan is simple. Continue to support the local Truckee community with our flight school and our charter operations. Our partnership with Sierra Aero continues to work well and our business is already sustainable for the long term. We will continue to slowly and methodically grow our Truckee business in a disciplined manner that will reflect the very best in corporate governance, partnership with the local community and helping to support others.

**5. A list of licenses, certifications and authorized repair aircraft type credentials:**

Mountain Lion has an FAA Air Carrier Certificate certified for On-Demand operations. All pilots are at a minimum Commercial pilot certified, working on certification for written exams for pilots. Mountain Lion is a certified Cirrus Training Center staffed with Cirrus Standardized Instructor Pilot(s). We partner with Sierra Aero who is also Cirrus Certified for all maintenance needs. We have a FAA certified Flight Simulator for flight training.

**6. A development plan outlining the tenant improvements that support your business.**

We will create a professional office space that can also be used for the community as a whole. One of Mr. Wilkinson's other Truckee-based companies, TrailRunner International, has office space at the Pioneer Commerce Center which is fast becoming known as one of the most innovative work spaces in all of Truckee. We invite you to come visit us there at 10925 Pioneer Trail so that you can get a feel of the professional environment we have already built. The Truckee Donner Chamber of Commerce now regularly brings influencers to the TrailRunner office, to show off the space we have created there and to drive home an economic development message that we are committed to creating professional jobs for Truckee residents.

We would create an elegant working office space at the new hangar, and we are prepared to partner with the airport team to ensure this office space meets their approval. We want to help preserve the fantastic environment that the airport is building. We are also committed to ensuring that the new hangar is operated in a manner consistent with the very best in environmental protections.

Once the hangar and office space is completely outfitted and ready for open business, we will make it available as a gathering place to host community, youth and family, civil air patrol, EAA and experimental aircraft events. We see this space as the community's space.

**7. A narrative showing how its operation will reduce impact from overflight, arrival, and departures on the surrounding community and how compliance with noise abatement procedures and District curfews will be accomplished.**

Once we are able to lease the new hangar space, Mountain Lion Aviation will be based here in Truckee and therefore, we will no longer be repositioning planes into and out of Truckee. As proven from airport operations data, current reposition flights have resulted in twice the operations that were necessary had we been based at the Truckee Airport. To date, Mountain Lion Aviation aircraft have no noise complaints from the community with operations beginning February of 2017.

Granting Mountain Lion Aviation this hangar will lead to key reductions in operations at the Truckee Airport. Additionally, specific training will continue to be used in all of Mountain Lion Aviation's flight school and charter training curriculum. This training will be given by local and/or senior pilots who have numerous hours operating in and out of the Truckee Airport.

Respectfully submitted by: Chris Barbera, CEO, Mountain Lion Aviation  
775-544-6769; chris@mountainlion.aero