



Stakeholder  
Information  
Brief

# Contents

GEAV Introduction

Mooney M20M Bravo GX

GEAV Benefits

GEAV FAQs

Potential Asset Examples





# GEAV Introduction



# It's About Going Places



*Imagine...*

Instead of getting there in 10 hours driving or 4 hours in your C172 or your PA-28, or you can arrive in 2 hours, and burn almost the same fuel—or less.



Office: 801.230.2160  
Cell: 801.230.2160  
Email: ppetersen@geav.pro

Headquarters  
3216 West 8510 South  
West Jordan, Utah 84088

# GEAV Mission / Purpose

It's about going places  
...and pleasure-flying  
...safely and economically

Insured for Stakeholders

Renter insurance not  
needed

Part 91 only  
Not Part 135

Stake in GEAV (Aircraft  
Share Rights), not title to  
aircraft

Hangared at South Valley  
Regional (U42) in  
West Jordan, Utah

Well-cared-for aircraft,  
flown only by  
Stakeholders

No sub-renting

Three reservations max

Stepped flight fees

Special assessments

Not considered  
investment stake

Share selling methods

- Self-sell
- Corporate-sell
- Potential Stakeholder must pass GEAV CFI checkout

Airport pass (SLCDA)

One-hour min CFI  
checkout each aircraft  
type

Type ratings are  
responsibility of  
Stakeholder

- Type training up front annually, tracked by Stakeholder





# GEAV Introduction

## Organization Type

Special-purpose equity stakeholder with “Indirect Purchase” assets

- Stakeholder-run, Stakeholder-powered
- Corporation owns aircraft
- Stakeholders own Aircraft Share Rights

## Stakeholder-run

Stakeholders fill officer positions by vote of stakeholders

- Be as involved or as hands-off as you want
- President
- VP Maintenance
- Secretary / Treasurer

## By-laws

Stakeholder-drawn, Stakeholder-maintained

- Open for review
- Submitted for change/approval annually

## Aircraft

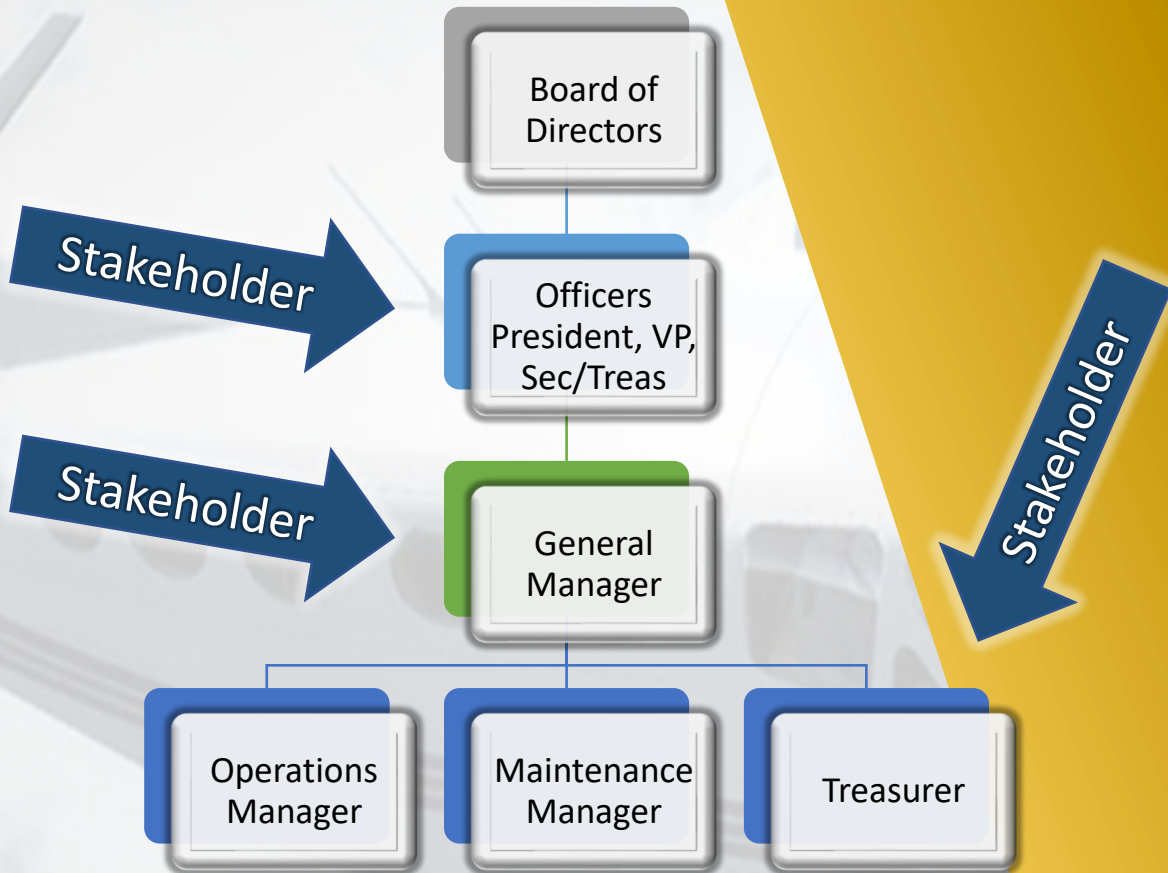
Specifically researched for intended mission, safety, cost, economies, maintenance, longevity

### Mooney M20M Bravo GX

Fast Economical Piston Single Speed, economy, safety, range



# GEAV Organization



Stakeholder-run  
Stakeholder-  
powered



# Stakeholder Model



Past experience shows the 10-place Equity Stakeholder model has better results, less outlay, and similar to or better availability to 4-6 place fractionals and to center-run flight clubs.

Office: 801.230.2160  
Cell: 801.230.2160  
Email: ppetersen@geav.pro

Headquarters  
3216 West 8510 South  
West Jordan, Utah 84088







# Mooney M20M Bravo GX



# Mooney M20M Bravo GX



The M20M is the fastest piston single out there, and its legendary slippery efficiency brings down operating costs. "How fast do you want to go? ... The TLS [Bravo] is one answer: a go-for-broke and hang-a-bigger-mill-in-it approach to raw performance. Surrounded with quite a bit of hype during its development, the [Bravo] sprouts a 270-HP, turbocharged, intercooled Lycoming TIO-540-AF1[B] from the firewall to give whiz-bang speeds and climb rates." –Aviation Consumer

The M20M Bravo is super flexible as well. Storm along at 217 ktas (251 mph) at 20 gph, or we've seen 180 ktas (207 mph) at 11.7 gph. We even regularly see 140 ktas (161 mph) at 8 gph; fly Skyhawk consumption at Skylane speeds. Or just set economy fuel for 202 ktas (232 mph) at 16.6 gph if speed, extra economy, and range suit the mission. N251MB is FIKI/TKS and fully IFR capable with a factory Garmin G1000 avionics suite.

The Mooney M20M Bravo is the aircraft with everything: speed, economy, ramp appeal, modern glass avionics, providing more opportunities for your work and life. The M20M is without a doubt the best fast economical aircraft out there. Of all the variations Mooney has made, the M20M has come together with a balance of cost/economy and performance. Go where you want, when you want, without the hassle of involving TSA, and with advanced avionics, fast performance, and with safety and style.



Office: 801.230.2160  
Cell: 801.230.2160  
Email: ppetersen@geav.pro

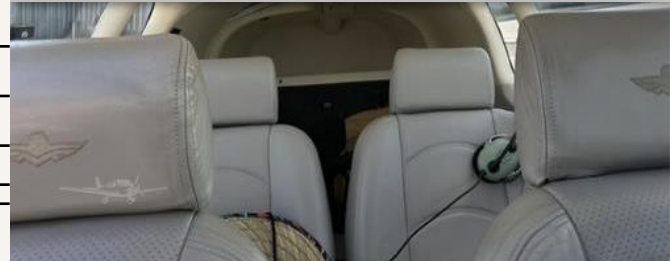
Headquarters  
3216 West 8510 South  
West Jordan, Utah 84088



# GEAV Aircraft

## 2006 Mooney M20M Bravo GX

Seats (including crew)	4
Engine Reserve	Included in buy-in and hourly
Prop Reserve	Included in buy-in and hourly
Oil Change Reserve	Included in hourly
Avionics Upgrade	Included in buy-in
Max take-off Weight	3368 lb
Empty Weight	2355 lb
Operating Weight	2355 lb
Useful Load	1013 lb
Full-fuel Payload	401 lb (650 lb w/60 gal)
Approved Fuels	100 LL
Fuel Capacity	102 ga
Max Speed	217 kias
Normal Cruise	217 kias (75% power)
Economy Cruise	158 kias (50% power)
Rate of Climb	1230 fpm
Max Range	1150 nm
Certified Ceiling	25,000 ft
T/O Dist @ MTOW	1080 ft
Ldg Dist @ MTOW	1200 ft



N69MB (N251MB) is the third to last Bravo ever made. It is the fastest, most efficient piston single out there.



**Buy-in**

**\$37,205** aircraft  
 4,663 One-time  
 3,079 Annual  
**\$44,947** Total

**Hourly (dry)** \$90/hr (~\$180/hr wet)





# GEAV Benefits





# GEAV Benefits

## **Aircraft Flexibility**

As the fleet increases, you will have access to the aircraft for your mission. If you're going on your own, take the Mooney. If the family is coming along, take the pressurized twin. Never waste money on a flight that does not fit your needs.

## **Maintenance**

All maintenance is handled with a focus on safety. Inspections will all be managed, freeing up Stakeholders from worrying about adhering to rigorous maintenance standards.

## **Financial Protection**

As Stakeholders in the corporation, rather than owners of the actual aircraft, individuals are protected. Individual corporations could also be formed for each independent stake purchaser providing an extra layer of liability protection.

## **Scheduling**

A simple-to-use web-based scheduling system provides Stakeholders a reliable way to schedule flights and to confirm aircraft availability. Conflicts or special requests will be possible via quick phone call or message to individual Stakeholders.

## **Pilot Currency**

All pilots maintain and monitor aircraft and FAA currency using the web-based tracking system. Alerts will automatically be sent to Stakeholders with ample time to rectify lapsing requirements.

## **Stakeholder Model**

The aircraft is managed with all the hassles of aircraft ownership reduced or eliminated by sharing between the Stakeholders. The concept is to enjoy the aircraft for all the reasons you love aviation and avoid the challenges that most of us do not.

With a stake with access to the fleet, you get access to your aircraft for the hours that you need. The aircraft is ready to go when you are. Most of us fly less than 70 hours/year. When you include all your fixed costs and maintenance reserves, your traditional hourly rate could soar.

If you fly weekends or weekdays and less than 100 hours per year, then you are ideally suited to share your aircraft with Stakeholders.

Rather than pay the entire insurance premium, annual inspection, routine maintenance, hangar, cleaning, etc., you can fly your hours and have someone else pay 90% of your expenses and manage the details of aircraft ownership. You can be involved in as much or as little as you want.

Many of us will only use a plane for less than five years. To make your next aircraft easy to get into, GEAV can help you find a buyer for your stake as per your agreement, or find a buyer on your own for the price you set; it's your share.

Stakeholders will share a web-based scheduling system, and each Stakeholder will know availability, maintenance status, etc.



# Corporate / Stakeholder Costs

## Stakeholder

Provided by individual Stakeholders

Annual assessment

Hourly—flight time, fuel

Occasional assessment  
(see Corporate Costs)

## Corporate

Shared between all Stakeholders

Hangar

Insurance

Scheduling site

Aircraft maintenance

Annuals

Extra maintenance and repairs

Avionics or other upgrades  
(as agreed by Stakeholders)



# Five-year Cost Comparison

Stakeholder model in GEAV includes all the benefits of aircraft ownership at a fraction of the cost.

There are three cost buckets associated with owning an aircraft.

## Acquisition

## Annual

## Variable/hr

Aircraft

Annual

Fuel

Engine reserve

Hangar

Oil change

Prop reserve

Insurance

reserve

Avionics  
upgrades

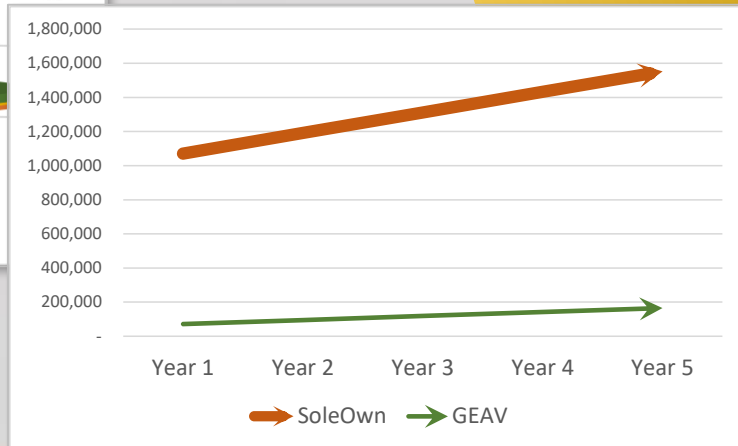
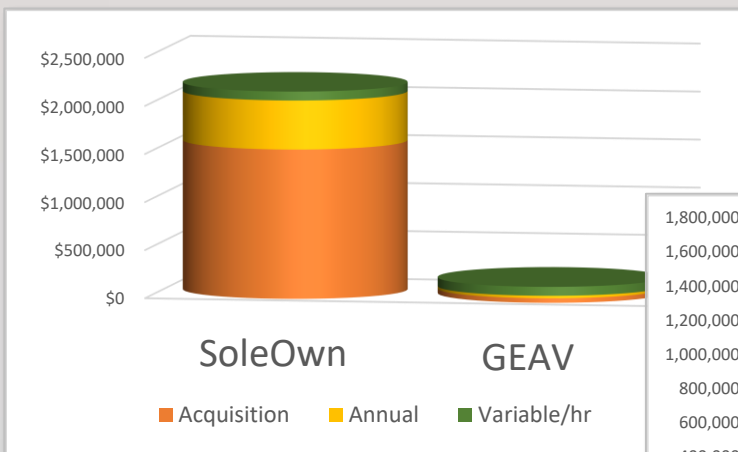
Sched maint

Engine reserve

Weather  
service

Prop reserve

Reg maint



# GEAV Financial Advantage

Acquisition Mooney M20M	Full Ownership	GEAV Stakeholder
<b>Aircraft/Stake Price w/eng/prop</b>	<b>450,000</b>	<b>45,000</b>

Variable/Hourly Mooney M20M	Hourly	Hourly (wet)
Oil change reserve		
Engine Reserve		
Prop Reserve		
Scheduled Maint		
Misc Maint		
<b>M20M Total Variable \$/hr</b>	<b>90</b>	<b>213</b>

Fixed Annual Mooney M20M	Full Ownership	GEAV Stakeholder
Annual Inspection		
Hangar		
Weather service		
Insurance		
Refurb/Modernize		
100hr Inspection		
Unscheduled Maint		
<b>Total Fixed Annual</b>	<b>31,000</b>	<b>3,100</b>
	<small>[monthly] 2,583</small>	<small>258</small>



- ✓ Same aircraft
- ✓ Similar availability
- ✓ Less work
- ✓ Fraction of cost

Financial Advantage	Full	Stakeholder
Acquisition	450,000	45,000
Fixed Annual	31,000	3,100
Hourly @ 50 hrs/yr	10,625	10,625
Forecasted Recoup	(450,000)	(45,000)
<b>All-in Total Exp (5-yr Total)</b>	<b>\$208,125</b>	<b>\$68,625</b>
	<small>\$694/mo</small>	<small>\$229/mo</small>
<b>Retain Stake</b>	<b>\$658,125</b>	<b>\$113,625</b>
	<small>\$2,194/mo</small>	<small>\$379/mo</small>





# GEAV FAQs



# Pilot Requirements

## Stakeholder Pilot Insurance Requirements

Item	Low-time Pilot	High-time Pilot / Instructor
Accidents	No citations or at-fault accidents or citations in the past seven years	
Ratings	Pilot Single-engine Land	Pilot SEL Instrument
Insurance Hours Minimums	200 hours minimum	1000 hours
Retractable time	25 hours minimum	100 hours minimum
Time in make & model	25 hours minimum	25 hours minimum
Insurance policy	Named on policy	Named not needed

## Corporate-tracked

Item	Agency	Frequency
BFR	CFI	Biennial
Medical	AME (BasicMed or Class 3 min)	Biennial min

## Pilot-tracked

Item	Agency	Frequency
Airport badge	SLCDA	Biennial
Type training	Third-party	Annual

# Frequently Asked Questions

**Q: What if I don't meet the minimum insurance hours?**

A: You can still buy in. You will need a qualified instructor to fly with you until you meet the minimums. Many/most of us will come in without enough "Time in make and model," for example.

**Q: How many stakeholders are we planning to have in the partnership?**

A: There will be ten stakeholders for the Mooney M20M Bravo GX. This spreads costs out and keeps availability at a manageable level.

**Q: Ten stakeholders sounds like a lot. Will the plane be available when I want it?**

A: This model works well in other partnerships that have been experienced over three decades. It keeps costs low and manageable, and we limit ourselves on how many bookings we can have on the calendar at a time, which helps with availability. In another similar partnership, "the plane is almost always available when I want it."

**Q: Will the aircraft fleet expand?**

A: Entirely up to the Stakeholders. Several ideas have been floated, such as a Cessna 421C pressurized twin, a Redbird MCX full-motion FAA-certified simulator, and others.

**Q: How are the acquisition prices calculated?**

A: Initially, they are an estimate based on the current market. The estimate includes the price of the aircraft, plus engine and prop funds, and pro-rated first year annual maintenance.

**Q: Do you have the hangar secured?**

A: The Bravo lives in a shade hangar at U42 today. In the meantime, we are on lists with Salt Lake City Department of Airports (SLCDA) for enclosed T-hangars. We can also either buy covers or find another temporary location until the permanent hangar becomes available; all partners have a say.

**Q: Will other airports be considered?**

A: Yes, for future asset acquisitions. The corporate entity is setup to allow a sub-entity per airport. The Bravo will be at U42. Other airports could be considered for other aircraft.

**Q: Where will the aircraft be located?**

A: The aircraft will be located at South Valley Regional Airport (U42) in West Jordan, Utah.



# Documents

Scheduling: aircraftclubs.com

[POHs]

[Checklists]

[V-speeds]

[Log locations]

[Rules & Regs]

[By-laws]

[Photos]

**PILOT'S OPERATING HANDBOOK  
AND  
FAA APPROVED  
AIRPLANE FLIGHT MANUAL  
MOONEY  
M20M**

THIS HANDBOOK INCLUDES THE MATERIAL REQUIRED TO BE FURNISHED TO THE PILOT BY THE FEDERAL AVIATION REGULATIONS, AND CONSTITUTES THE FAA APPROVED AIRPLANE FLIGHT MANUAL. THIS DOCUMENT MUST BE CARRIED IN THE AIRCRAFT AT ALL TIMES.

MOONEY AIRCRAFT CORPORATION  
LOUIS SCHREINER FIELD  
KENNELLVILLE, TEXAS 78938

SERIAL NUMBER: \_\_\_\_\_  
REGISTRATION NUMBER: \_\_\_\_\_

FAA APPROVED: *Michelle M. Owsley*

Michelle M. Owsley  
Manager, Aircraft Certification Office  
FEDERAL AVIATION ADMINISTRATION  
2801 MacArthur Boulevard  
Fort Worth, Texas 76137-0150

FAA APPROVED in Normal Category based on CAR PART 23 and applicable portions of FAR PART 23, applicable to Model M20M S/N listed above only.

ORIGINAL ISSUE 7-91  
Revision E 7-97

POHAFM NUMBER - 3502

**PILOT'S OPERATING HANDBOOK  
AND  
FAA APPROVED AIRPLANE FLIGHT MANUAL**



**CESSNA AIRCRAFT COMPANY**

**82 MODEL 421C**

Serial Number: \_\_\_\_\_  
Registration Mark: \_\_\_\_\_

Member of CEMA

CESSNA AIRCRAFT COMPANY  
Wichita Division  
Wichita, Kansas

2 November 1993

**MOONEY OVATION M20**  
Engineer Code: Checklist & Procedures

— FLOODED ENGINE START —

Throttle: \_\_\_\_\_ IDLE OPEN  
Mixture: \_\_\_\_\_ IDLE CUT-OFF  
LOW Fuel Boost Pump: \_\_\_\_\_ ON for 8-10 seconds, then OFF  
Propeller/Start Switch: \_\_\_\_\_ CLEAR  
Magnetron/Start Switch: \_\_\_\_\_ START  
Mixture: \_\_\_\_\_ release to 50% when engine starts, slowly ADVANCE as engine warms  
Throttle: \_\_\_\_\_ IDLE - 600 - 750 RPM

— WARM ENGINE START —

Throttle: \_\_\_\_\_ IDLE + 1 INCH OPEN  
Mixture: \_\_\_\_\_ FULL RICH  
LOW Fuel Boost Pump: \_\_\_\_\_ ON to clear fuel system  
Propeller Area: \_\_\_\_\_ CLEAR  
Magnetron/Start Switch: \_\_\_\_\_ START  
Mixture: \_\_\_\_\_ release to 50% when engine starts, slowly ADVANCE as engine warms  
Throttle: \_\_\_\_\_ IDLE - 600 - 750 RPM

— HOT ENGINE START —

Throttle: \_\_\_\_\_ FULL OPEN  
Mixture: \_\_\_\_\_ IDLE CUT-OFF  
LOW Fuel Boost Pump: \_\_\_\_\_ ON for 10 seconds, then OFF  
Propeller Area: \_\_\_\_\_ FULL RICH  
Magnetron/Start Switch: \_\_\_\_\_ START  
Throttle: \_\_\_\_\_ release to 50% when engine starts, slowly ADVANCE as engine warms  
Throttle: \_\_\_\_\_ IDLE - 600 - 750 RPM

**BEFORE TAXI**

Radio Master Switch: \_\_\_\_\_ SET & PROGRAMMED  
NAV/COMM: \_\_\_\_\_ SET UP & TEST  
Intercom: \_\_\_\_\_ SET LOCAL  
Exhaustor Trim Switch: \_\_\_\_\_ ON  
Pilot Heat: \_\_\_\_\_ AS DESIRED  
STBY VMC Switch: \_\_\_\_\_ ON  
Fuel Selector (FUEL): \_\_\_\_\_ CHECK RED ANTIKICKER  
Circuit Breaker (CB): \_\_\_\_\_ AS DESIRED  
Propeller Area (CP): \_\_\_\_\_ FULL RICH or BLUE ARC  
Cabin Heat (CH): \_\_\_\_\_ AS DESIRED  
Flight Instruments: \_\_\_\_\_ CHECK WORKING  
Flight Controls: \_\_\_\_\_ CHECK WORKING

**BEFORE TAKEOFF**

Parking Brake: \_\_\_\_\_ PROPER TANK (Fuel)  
Fuel Selector: \_\_\_\_\_ FULL RICH  
Mixture: \_\_\_\_\_ FULL RICH  
Throttle: \_\_\_\_\_ FULL RICH  
Alternate Air: \_\_\_\_\_ ON

Engineer Code: Checklist & Procedures by JAG/Doc Page 2

INCLUDES THE MATERIAL REQUIRED TO BE FURNISHED TO THE PILOT BY FAR PART 23 AND APPLICABLE PORTIONS OF FAR PART 23, APPLICABLE TO MODEL M20M S/N LISTED ABOVE ONLY.

CESSNA AIRCRAFT COMPANY  
Wichita Division  
Wichita, Kansas

Altitude (ft)	IAS (NO RESERVE)		KIAS (NO RESERVE)		V <sub>R</sub> (ft)	V <sub>R</sub> (ft)	V <sub>R</sub> (ft)	V <sub>R</sub> (ft)	V <sub>R</sub> (ft)
	MPH	KIAS	MPH	KIAS					
2500	72	111	67	103	4.9	5.6	6.2	6.7	7.2
2800	75	128	8.1	103	5.6	6.2	6.7	7.2	7.7
3000	77	134	8.1	103	5.6	6.2	6.7	7.2	7.7
3200	78	133	8.4	103	5.6	6.2	6.7	7.2	7.7
3500	81	141	8.1	103	5.6	6.2	6.7	7.2	7.7
4000	82	134	9.0	103	5.3	6.0	6.4	6.9	7.4
4500	85	127	7.7	103	5.9	6.5	7.0	7.5	8.0
5000	61	116	6.3	103	6.3	6.3	6.3	6.3	6.3
5500	55	108	6.5	103	6.3	6.3	6.3	6.3	6.3
6000	49	100	6.0	103	6.3	6.3	6.3	6.3	6.3
7500	78	133	8.4	103	6.0	6.5	7.0	7.5	8.0
8000	71	127	7.7	103	6.0	6.5	7.0	7.5	8.0
8500	64	121	7.1	103	6.0	6.5	7.0	7.5	8.0
9000	58	113	6.7	103	6.0	6.5	7.0	7.5	8.0
9500	52	105	6.2	103	6.0	6.5	7.0	7.5	8.0
10,000	2850	70	129	7.6	5.0	6.40	6.3	6.3	810
	2800	67	125	7.3	5.2	6.50	6.5	6.5	820
	2500	61	118	6.9	5.5	6.55	7.0	7.0	830
	2400	55	110	6.4	5.9	6.45	7.5	7.5	825
	2300	49	100	6.0	6.3	6.35	8.0	8.0	800

