

CONTRA COSTA COUNTY AIRPORTS

SUPPLEMENTAL QUESTIONNAIRE

for

New Business/Development

The applicant is to supply the following information to the Contra Costa County Director of Airports, 550 Sally Ride Drive, Concord, CA 94520. Should you have any questions, please call (925) 646-5722.

A. Identity and Relationships of Applicant

1. Name, address, and telephone number.
2. Type of organization and the name of the State under the laws of which it is organized.
3. List designated agent for service process in the State of California.
4. List the names and addresses and briefly indicate the expertise and responsibilities of all directors, officers, and key management personnel of the applicant.
5. State the name, address, citizenship, and principal business of each person holding five percent (5%) or more of applicant's total voting stock, together with the amount and percentages held. Also state the name, address, citizenship and principal business of any person whose account, if other than the holder, such interest held. If any of these people are related by blood or marriage, include the relationship:
6. List all subsidiaries of the applicant, briefly describing the relationship to the applicant and the principal business.
7. Describe the shares of stock or other interests the applicant or any of its subsidiaries holds in any (1) other business at Buchanan Field, (2) other business at Byron Airport, or (3) person substantially engaged in the business of aeronautics. Provide the same information for all people listed in 5 above.
8. As used in this request, a subsidiary means any business of which the applicant owns ten percent (10%) or more of the voting stock, and any subsidiaries of the applicant's subsidiary.

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B. Financial Information

1. Supply copies of 10K reports filed with the SEC for the past two years, if such reports were filed.
2. To the extent not applied under B.1, supply for the most recent twelve-month period and the preceding calendar year:
 - (a) A balance sheet;
 - (b) A profit and loss statement;
 - (c) A cash flow statement.

Each of the above statements should be audited copies, if possible, and should be signed by the auditor. If statements are not audited, the applicant or an authorized agent of the applicant must sign the statements.

C. Operational Information

1. Provide a brief chronological narrative of the ownership and operations of the business, including:
 - (a) Number of years in similar businesses;
 - (b) For the past three calendar years, total revenues at each site;
 - (c) Detailed information regarding the time operations/services will be provided to the public.
2. Provide any waiting list for proposed business or development.
3. Describe equipment, ground facilities, and personnel to be utilized.

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D. Proposed Operations

1. Describe plans for any proposed construction.
2. Provide for the first normalized year of operations, an illustrative traffic forecast indicating, in the aggregate, estimated revenue by transient aircraft, and major markets in which above traffic will be generated.
3. Provide for the first normalized year of operations, an illustrative proforma balance sheet (as at the end of the period), profit and loss statement on a fully allocated cost basis, and statement of sources and uses of funds. Provide, to the extent practical, derivation of unit costs used in estimating operating expenses.
4. Describe any assistance agreements the applicant will rely upon for managerial or technical expertise.

E. Compliance Disposition

1. Provide a description of each formal or docketed complaint lodged against the applicant, in the past five years, regarding compliance with the Federal Aviation Act or the rules, regulations, and requirements issued under the Act. Indicate the final disposition, if any, of the matters.
2. State whether any of persons and/or companies listed in Item A above, either as a partner, officer, director, or stockholder has been affiliated with, controlled, or participated in control of any air carrier which during such association, was found to have committed knowing, willful violations of the Act, or of any order, rule, or regulation issued under the Act. If so, list the orders covering the period from ten years ago to date.
3. Provide a description of any civil actions brought against the applicant, arising out of its aeronautical businesses. Describe the current status or final disposition.

F. Specific Service Proposal for Buchanan Field Airport

The following are requested for informational purposes only. The information provided will not be used for decision-making purposes with respect to a business having access to the airport.

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1. Describe the proposed service to the Buchanan Field market including but not limited to:
 - (a) What new services will be provided at the Airport?
 - (b) What type of equipment will be added as a result of the service?
2. What are your facility needs at Buchanan Field?
 - (a) Acreage for development
 - (b) Hangar space
 - (c) Office Space
 - (d) Ramp space
 - (e) Airfield access
3. What advertising plans do you have?
4. Will you provide aircraft sales?
5. Will you provide aircraft charter services?
6. Please indicate your Federal employer ID number.
7. Name and position of person completing this questionnaire.

G. Information on Buchanan Field

1. We provide the following for your information: Current business/develop arrangements at the Buchanan Field Airport
 - (a) Development \$25,000 non-refundable certified check
Deposit

Provide non-refundable cashiers check in the amount of \$25,000 to the Airport. This check should be submitted with the submission of the Business/Development Questionnaire to the Director of Airports. The development deposit will cover the costs to develop the lease and perform the necessary environmental analysis. Any remaining funds after the lease and environmental processes are complete will be returned upon commencement of project construction. Alternatively, if the lease and

