

**1. REQUESTED MOTION:**

**ACTION REQUESTED:** Authorize expenditures to the following vendors not to exceed \$361,853.00 toward down payment for purchase of an EC 145 Helicopter airframe construction. Expenditures include a final 5% down payment of \$185,950.00 to American Eurocopter Corporation toward the purchase of the airframe. The remaining balance of \$175,903.00 represents 10% of the purchase price of additional airframe options to be distributed in the following manner: A not to exceed amount of \$110,333.00 to American Eurocopter and an estimated amount of \$65,570.00 to Metro Aviation.

**WHY ACTION IS NECESSARY:** Expenditures over \$100,000.00 must have Board approval, according to Section 9.4.1 of the Lee County Purchasing and Payment Procedures Manual.

**WHAT ACTION ACCOMPLISHES:** Completes the reserve agreement for new helicopter purchase to augment the current Lee County EMS air ambulance unit by the year 2004.

**2. DEPARTMENTAL CATEGORY:**  
**COMMISSION DISTRICT #:**

C7A

**3. MEETING DATE:**

12-17-2002

**4. AGENDA:**

- CONSENT
- ADMINISTRATIVE
- APPEALS
- PUBLIC
- WALK ON
- TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:**  
(Specify)

- STATUTE
- ORDINANCE
- ADMIN. CODE AC4-1
- OTHER

**6. REQUESTOR OF INFORMATION:**

- A. COMMISSIONER \_\_\_\_\_
- B. DEPARTMENT \_\_\_\_\_
- C. DIVISION Public Safety
- BY: John D. Wilson
- For

**7. BACKGROUND:** At the June 2002 Management and Planning Meeting, staff received direction to bring this item before the Board for consideration. The board approved the purchase of a new helicopter air ambulance on August 6, 2002 on blue sheet (No. 20020821).

To recap the basis for this request, the airframe for the additional helicopter will not be available until the year 2004. This time frame puts the current helicopter into its 14<sup>th</sup> year of service. To acquire the proposed EC145 Helicopter called for and up front payment of 5% of the ship's basic cost (\$185,950.00) to reserve an airframe. The initial down payment was paid in August 2002. This would be followed by an additional \$361,853.00 representing and additional 5% for the basic airframe and 10% of the purchased options. This was budgeted for and approved in fiscal year 2002-03. The remainder of the payment will be due when the helicopter is delivered.

Account String: KF5260100100.506430.7100

**8. MANAGEMENT RECOMMENDATIONS:**

**9. RECOMMENDED APPROVAL:**

Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
					OA	OM	Risk	GC	
<i>[Signature]</i>	<i>[Signature]</i>			<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>
				12/5/02	12/5/02	12/5	12/5/02	12/5/02	

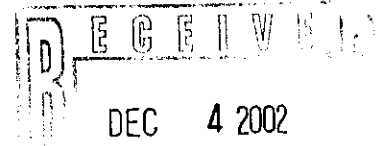
**10. COMMISSION ACTION:**

- APPROVED
- DENIED
- DEFERRED
- OTHER

RECEIVED BY  
COUNTY ADMIN. *[Signature]*  
12/5 11:00  
COUNTY ADMIN.  
FORWARDED TO: *[Signature]*  
12/5 3:00

AEC/02L/MSD-046  
December 3, 2002

Chris Hansen, EMS Chief  
Lee County Division of Public Safety  
14752 Six Mile Cypress Parkway  
Fort Myers, FL 33912



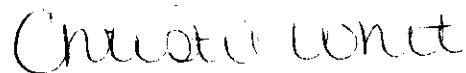
LEE COUNTY

Dear Mr. Hansen:

Please find enclosed Amendment #1 to Purchase Agreement V-3693 adding the completion of your new EC145. Please have both copies signed in the appropriate place and return to my office for completion. I will then forward you your executed copy.

If you have any questions, please do not hesitate to contact Mark McAfee at (941) 355-0723.

Best regards,

  
Christie White  
Marketing Sales Contract Administrator

<b>Customer:</b> Lee County Board of County Commissioners PO Box 398 Fort Myers, FL 33902	<b>Model:</b> EC145 <b>S/N:</b> <b>Reg. #</b> N911LZ	<b>Date Prepared:</b> 03 December 2002 <b>Page</b> One of Two <b>Contract Number:</b> V-3693 <b>Amendment Number:</b> # 1
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ADD to total price on original Purchase Agreement				3,719,000
Item No.	Quantity	Description	Unit Price	Total
		<b>AIRFRAME OPTIONAL EQUIPMENT:</b>		
	B-3111-100-00	7" Instrument Panel w/Pilot & Copilot Glareshield	7,835	
	B-6701-001-00	Dual Controls – Copilot Collective w/Manual Engine Back-up and Additional Switches	26,619	
	B-6721-001-00	Copilot Controls Cover	968	
	B-2104-100-00	Bleed Air Heating	41,556	
	B-2576-003-00	Ventilation for Avionic Deck	19,740	
	B-2433-005-00	40Ah Battery, 24V in lieu of Standard Battery	4,165	
	B-2577-001-00	Battery Relocation	48,848	
	B-7924-001-00	Fuzz Burner – Engines	7,150	
	B-8512-001-11	Hoist, Fixed Provisions Only, RH Side	54,618	
	B-8511-005-10	Cargo Hook, Fixed Provisions Only	14,548	
	B-8511-002-10	Cargo Hook Mirror, Fixed Provisions	5,428	
	B-2524-003-10	Cockpit Cabin Separation Curtain (NVG specific Version) – Fixed Provisions	2,100	
	B-2524-003-20	Cockpit Cabin Separation Curtain (NVG specific Version) – Removable Provisions	3,328	
	B-7165-002-00	Engine Compressor Washing Device	7,516	
	B-5211-001-00	Copilot Door Sliding Window	779	
	B-2514-003-01	Map Case Integrated in Copilot Door	4,840	
	B-5633-001-10	Clam Shell Door Window – LH	3,386	
	B-5633-001-20	Clam Shell Door Window – RH	3,386	
	B-2514-002-00	Tinted Sunshades for Cockpit Windshield, Roof Section, Pilot & Copilot, Complete	1,156	
	B-2524-030-10	IFR Training Screen, Fixed Provisions	649	
	B-2524-030-20	IFR Training Screen, Removable Provisions	2,395	
	B-5213-001-11	Sliding Door Fastener Intermediate & Max RH Side	5,935	
	B-3111-001-10	Map Case on I-Panel Glareshield	590	
	B-2321-005-10	M'ARMS Usage Monitoring System (UMS)	184,560	
	B-8541-001-10	Wire Strike Protection System – Fixed Provisions	31,527	
	B-8541-001-20	Wire Strike Protection System – Removable Provisions <i>(Provisions may be deleted by Buyer with no penalty by notification to AEC no later than April 1, 2003.)</i>	16,944	
	B-2581-002-00	Comfort Improvement Kit Pilot/Copilot Door Locking Device LH/RH <i>(P/N B520M4023051 and/or B520M4022051)</i>	INCL 3,488	
<b>Subtotal, Airframe Optional Equipment</b>				504,054
		<b>OPTIONAL AVIONICS EQPT. SP IFR NON-NVG COMPATIBLE: SOLUTION C</b>		470,828
	B-2212-001-00	Flight Control Display Module – 1 (FCDM) Flight Control Display Module – 2 (FCDM) Flight Control Display System – 1 (FCDS) (2) X SMD 45 H (PFD, ND), (2) X ICP/RCU Automatic Flight Control System (AFCS)		
		<b>ADDITIONAL AVIONICS EQUIPMENT:</b>		19,570
	B-3443-010-00	VRU	19,570	
<b>SEE PAGE TWO FOR TOTAL PRICE FOR ADDED ITEMS</b>				994,452



2701 forum drive, grand prairie, texas 75052-7099

**PURCHASE AGREEMENT  
AMENDMENT**

<b>Customer:</b> Lee County Board of County Commissioners PO Box 398 Fort Myers, FL 33902	<b>Model: EC145</b> <b>S/N:</b>  <b>Reg. # N911LZ</b>	<b>Date Prepared: 03 December 2002</b> <b>Page Two of Two</b>  <b>Contract Number: V-3693</b> <b>Amendment Number: # 1</b>
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ADD to total price on original Purchase Agreement			Unit Price	Cont'd Total
Item No.	Quantity	Description		
		<b>REQUIRED IFR EQUIPMENT:</b>		84,953
	B-2212-300-00	MEGHAS Sensor Kit	84,953	
		<b>ADDITIONAL PILOT TRAINING:</b>		23,929
		<i>EC145 Pilot Ground School at AEC for an additional three (3) Pilots for a total of five (5) Pilots to be trained in Customer's aircraft for a total of 4.5 flight hours per Pilot.</i>		
<b>TOTAL PRICE FOR ADDED ITEMS</b>				<b>1,103,334</b>

DELETE from total price on original Purchase Agreement			Unit Price	Total
Item No.	Quantity	Description		
<b>TOTAL PRICE FOR DELETED ITEMS</b>				<b>-0-</b>
<b>Net increase (decrease) to total price</b>				<b>1,103,334</b>

<b>Type of Payment: COD</b>	<b>Method of Delivery: FAF Grand Prairie, TX</b>	<b>New Total Price</b>	<b>4,822,334</b>
	<b>Delivery date and price will be firm until Buyer acceptance and return of this document by: <u>December 31, 2002</u></b>	Deposits:	
		<b>1<sup>st</sup> Deposit</b> Rcv'd 9/6/02	(185,950)
		<b>2<sup>nd</sup> Deposit</b> Options – Due 4/1/03	(110,333)
		<b>3<sup>rd</sup> Deposit</b> Airframe – Due 4/1/03	(185,950)

<b>This order is subject to the terms and conditions set forth on the attachment hereof except as modified hereon.</b>	<b>Balance Due</b>	<b>\$4,340,101</b>
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<b>Accepted and Confirmed</b> This _____ day of _____  <b>American Eurocopter Corporation</b>  By _____ <b>Authorized Representative</b>	<b>Date Accepted:</b>	<b>Buyer:</b> Lee County Board of County Commissioners
	<b>Ordered by:</b>	
	<b>Title:</b>	

<b>Customer:</b> Lee County Board of County Commissioners PO Box 398 Fort Myers, FL 33902	<b>Model:</b> EC145 <b>S/N:</b> <b>Reg. #</b> N911LZ	<b>Date Prepared:</b> 03 December 2002 <b>Page One of Two</b> <b>Contract Number:</b> V-3693 <b>Amendment Number:</b> # 1
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<b>This order is subject to the terms and conditions set forth on the attachment hereof except as modified hereon.</b>	<b>Balance Due</b>	<b>\$4,340,101</b>
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<b>Accepted and Confirmed</b> This _____ day of _____  <b>American Eurocopter Corporation</b>  By _____ <b>Authorized Representative</b>	<b>Date Accepted:</b>	<b>Buyer:</b> Lee County Board of County Commissioners
	<b>Ordered by:</b>	
	<b>Title:</b>	

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. 20020821**

**1. REQUESTED MOTION:**

**ACTION REQUESTED:** Authorize expenditures not to exceed \$185,950.00 to reserve an EC145 Helicopter airframe construction. Approve transfer from General Fund Reserves for this expenditure

**WHY ACTION IS NECESSARY:** Expenditures over \$50,000 must have Board approval, according to Section 9.4.1 of the Lee County Purchasing and Payment Procedures Manual.

**WHAT ACTION ACCOMPLISHES:** Reserves an airframe for a new helicopter to replace the current Lee County EMS air ambulance unit by the year 2004.

**2. DEPARTMENTAL CATEGORY: 7  
COMMISSION DISTRICT #:**

**3. MEETING DATE: August 6, 2002**

**5. REQUIREMENT/PURPOSE:  
(Specify)**

STATUTE  
 ORDINANCE  
 ADMIN. CODE AC 4-1  
 OTHER

**6. REQUESTOR OF INFORMATION:**

**A. COMMISSIONER**  
**B. DEPARTMENT**  
**C. DIVISION** Public Safety  
 BY: John D. Wilson *JW*

CONSENT  
 ADMINISTRATIVE  
 APPEALS  
 PUBLIC  
 WALK ON  
 TIME REQUIRED:

**7. BACKGROUND:** At the June 2002 Management and Planning Meeting, staff received direction to bring this item before the Board for consideration. Additional information was requested concerning the proposed purchase of a new air ambulance on timesharing, revenue generated by the new ship, availability of grants to offset the purchase, and the need for additional pilots if the County continued to operate both the current and proposed air ambulances. These responses are contained in Attachment A. Attachment B summarizes the reasons for considering purchasing an additional air ambulance unit.

To recap the basis for this request, the airframe for the additional helicopter would not be available until the year 2004. This timeframe puts the current helicopter into its 14<sup>th</sup> year of service. To acquire the proposed EC 145 Helicopter would call for an up front payment of five percent of the air ship's basic cost to reserve an airframe, which would require the county to furnish requested \$185,950.00 expenditure in this fiscal year. This would be followed by an additional \$361,853.00 payment, which needs to be budgeted in the next fiscal year. The remainder of the payment would be due when the helicopter is delivered.

Attachment A: Response to issues raised at the June 3, 2002 Management & Planning Committee Meeting  
Attachment B: Need for new helicopter

**8. MANAGEMENT RECOMMENDATIONS:** Staff will forward to BOCC for consideration.

**9. RECOMMENDED APPROVAL:**

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
					OA	OM	Risk	GC	
<i>JW</i>									

**COMMISSION ACTION:**

APPROVED  
 DENIED  
 DEFERRED  
 OTHER

## Attachment A

### Response to Issues Raised At the June 3, 2002 Management & Planning Committee Meeting Regarding Acquisition of an Additional EMS Helicopter

1. **Time Sharing of EMS Air Ambulance Units:** Collier County Emergency Services would like to use the current EMS air ambulance unit as a backup when their helicopter is scheduled for maintenance service. They have also expressed a willingness to share in the operating expenses of the current air ship to help offset operating costs to Lee County of maintaining two aircraft.
2. **Revenue Generated by Additional Air Ambulance Unit:** The County is in the initial stage of applying for FAR 135 status from the Federal Aviation Agency (FAA). This status would allow the County to use the National Ambulance Fee Schedule to recoup the cost of the additional airship through a fee rate structure that is over and above what we currently charge for air ship operations. These higher rates would be within approved Medicare reimbursement rates for reasonable service, be phased over a four-year period, and would recoup purchase costs for the additional air ambulance unit by year 13 of its operation.
3. **Grant Availability to Offset Purchase:** The following grant programs could help offset the cost of the additional air ambulance unit:
  - a. EMS Trust Fund County Award Monies: Amount: Up to \$100,000. This funding normally is shared with local fire service agencies providing ALS non-transport services. It could be used to offset this cost because of the enhancement to EMS service. This funding source is different than the 50/50 matching grant used to help purchase the current air ship.
  - b. Emergency Management Preparedness Assistance Trust Fund, Competitive Grant. Amount: Up to \$300,000. This grant program provides funding to projects that further state and local emergency management objectives as designated by the State of Florida in the Notice of Fund Availability published annually. Given the current focus of Domestic/Homeland Security and that Lee County EMS is under contract with the State as a first tier regional response team asset, these funds may be available to offset a portion of the purchase costs.
  - c. Homeland Security Bill Funding: Amount: Unknown. The proposed federal funding in response to the September 11 terrorist attacks may be a potential source again because of Lee County EMS's role as a regional domestic security disaster response team. Justification could be based on the increased payload capability, faster response time, and the additional capability of second ship in response to a terrorism incident.
4. **Need for Additional Pilots:** Additional pilots would not be needed to run the new air ship. The same pilot rotation program would be used. If the decision to use run both airships at the same time (i.e. during the tourist season to assist in call response), the EMS Chief Pilot position could operate the other ship subject to rest period regulations currently in place.



## **Attachment B Need For a New Helicopter**

The following forms the rationale for looking a purchasing a new helicopter for provide air ambulance service for  
3 County:

### **Low availability compared to industry standards:**

Present as well as future availability of current air ship is expected to continue to slowly decrease. This is because our present ship is aging and will require additional maintenance. The industry standard for availability is generally considered to be above 95% with 98% (approximately 1 week of down time on the aircraft), being a desirable target. Our availability has never exceeded 90% and last year we achieved only 82%. If a new aircraft could be added to our existing fleet, industry standards could easily be achieved. Low availability also affects present as well as future ability to handle critical call volume. In our case, critical call volume is defined as those calls where transport to the hospital resulted in a significant timesavings not afforded by other means. At present we average about 1 time sensitive critical call per day. Therefore, 18% availability equates to a loss of approximately 60 critical transports per year.

### **Current medical standards:**

Lack of space has always been a problem in properly attending to a patient. Thirteen years ago, the acquisition of our present aircraft was considered a vast improvement over the aircraft then being used. The picture presents itself no differently now than it was then. Higher medical standards are now being applied in a pre-hospital setting. The result is greater demands being placed on the medic now and in the future. This requires re-evaluation of the work environment to see if both present and future standards could be met. Areas of concern were:

- An eventual commitment to a two-medical crew (considered standard in most aero medical transport systems)  
The ability to highly specialized transports of critical patients both now and in the future.

### **Maintaining market share:**

Presently Lee County provides mutual aid to surrounding counties as part of our agreements with them. They also rely on helicopter mutual aid from other services. We need to insure that our ability to assist those counties remains at the same level presently available from those other sources. In the past this concern was not as important as it is going to be in the future. In attempting to reduce the costs to our operations by assuming the responsibility of an operational change to FAR 135, we gain the potential revenue afforded by these flights. Whether it is critical inter-facility call or a critical field transport, the ability to handle these calls is going to be an essential part of our future economic well-being.

### **Type of aircraft:**

Discussion over this issue resolved around the same points as arose during the purchase of the aircraft we currently operate. Very few aircraft effectively meet the needs of the EMS industry. This is essentially a flying box with as small an overall footprint as possible, yet containing the maximum room available for use. This limited our search to basically three aircraft. And, as long as the initial cost remained below the lease vs. purchase threshold for the period of ownership, the decision become one based on operational needs. The choice of the EC 145 as a final recommendation followed close examination of the issues listed above.

**MANAGEMENT & PLANNING COMMITTEE  
AGENDA REQUEST FORM  
COMMISSION DISTRICT #ALL**

**INITIATED BY:** John Wilson, Division of Public Safety

**REQUESTED BY:**

**TITLE OF ITEM FOR THE AGENDA:** Acquisition of an Additional EMS Helicopter

**1. DESCRIPTION AND OBJECTIVE OF THE ISSUE** Lee County Public Safety/EMS has been examining the need for an additional helicopter to maintain air ambulance service levels. The need for evaluation is based on the current air ship's low availability to industry standards, changing medical standards since the purchase of the current ship 12 years ago, maintaining a segment of the market to assure cost recovery for services provided, and the type of aircraft available. These factors are discussed in more detail in Attachment A. EMS staff recommendation is to look at purchasing an airship that could carry two patients and two paramedics.

**2. PROPOSED POLICY, PROCEDURE OR PLAN OF ACTION** The proposed solution is to acquire an additional air ship and use the current ship as a backup when the newer ship is in for scheduled maintenance or during the busy winter season. In ten years time, the new ship would then go to backup status, the current ship would be sold, and an additional ship would be purchased.

The air frame for the additional helicopter would not be available until the year 2004, which would put our current helicopter into its 14<sup>th</sup> year of service. To acquire the proposed helicopter would call for a purchase or lease up front payment of five percent of the ship's basic cost to reserve an airframe for construction. To meet the 2004 deadline would require the county to put up the five percent cost (\$185,950) in this fiscal year, followed by another \$361,853 in the next fiscal year, with the remainder due when the helicopter is delivered.

**3. OPTIONS (List advantages/Disadvantages of Each Option Listed)**

1. **Furnish the five percent up front cost this fiscal year.** *Advantages:* assures reservation of a limited number of allocated airframes by the proposed year of purchase, speeds up the time frame to gain the service benefits discussed in Attachment A. *Disadvantages:* Cost is not currently budgeted and would have to come from reserves or some other revenue source.
2. **Provide for five percent up front cost in next year's EMS budget.** *Advantages:* Does not require taking funds from reserves or other revenue sources this year, delays the added cost for purchase until year 2005. *Disadvantages:* Delay may result in the county not being able to purchase the recommended airship due to the limited number of airframes available in the next two years, delays the benefits resulting from the services furnished by the new helicopter.
3. **Do not purchase a new helicopter and continue using current ship until its useful life is over (20 years):** *Advantage:* Delays cost of purchasing a new airship for six years. *Disadvantages:* continued reduced service availability due to helicopter's age and maintenance schedule, increased maintenance costs, increased difficulty in maintaining market share, expected higher cost to purchase the recommended airship by delaying acquisition.

**4. FINANCIAL IMPACTS/FUNDING SOURCE**

Proposed total cost of recommended helicopter is \$5.478 million, of which \$3.719 million is for the airship and \$1.759 million is for the cost to outfit it as an air ambulance. Funding sources for the ship could come from general revenue, revenue received from EMS bill collections or a combination of these revenue sources. Cost options to either purchase or lease the new ship are contained in Attachment B.

**5. STAFF RECOMMENDATIONS, AND JUSTIFICATION FOR RECOMMENDATIONS**

Staff recommends that the Board purchase the additional helicopter for the reasons stated. Staff also requests bringing the issue of paying the initial up front cost to the Board for funding this year.

**6. Mandated:** Y N **BY WHAT AUTHORITY?**

<u>DEPARTMENT DIRECTOR SIGNATURE</u>	<u>COUNTY ADMINISTRATOR SIGNATURE</u>	<u>MEETING DATE</u>	<u>TIME REQUIRED</u>
		June 3, 2002	10 15 Minutes

## Attachment A

### Need for a New Helicopter

The following forms the rationale for pursuing a new helicopter to provide air ambulance service for Lee County.

#### Low availability compared to industry standards:

Present as well as future availability of current helicopter is expected to continue to slowly decrease. This is primarily due to the fact that our present ship is aging and will require additional maintenance. The industry standard for availability is generally considered to be above 95% with 98% (approximately 1 week of down time on the aircraft), being a desirable target. Our availability has never exceeded 90% and last year we only achieved 82%. If a new aircraft could be added to our existing fleet, industry standards could easily be achieved. Low availability also affects present as well as future ability to handle critical call volume. In our case critical call volume is defined as those calls where transport to the hospital resulted in a significant time savings not afforded by other means. At present we average about 1 time sensitive critical call per day. Therefore, an 18% unavailability equates to a loss of approximately 60 critical transports per year.

#### Current medical standards:

Lack of space has always been a problem in properly attending to a patient. 13 years ago the acquisition of our present aircraft was considered a vast improvement over the aircraft then being used. The picture presents itself no differently now than it was then. Higher medical standards are now being applied in a pre-hospital setting. The result is greater demands being placed on the medic now and in the future. This requires re-evaluation of the work environment to see if both present and future standards could be met. Areas of concern were:

- An eventual commitment to a two medic crew (considered standard in most aeromedical transport systems)
- The ability to do highly specialized transports of critical patients both now and in the future.

#### Maintaining Market Share:

Presently Lee County provides mutual aid to surrounding counties as part of our agreements with them. They also rely on helicopter mutual aid from other sources. We need to insure that our ability to assist those counties remains at the same level presently available from those other sources. In the past this concern was not as important as it is going to be in the future. In attempting to reduce the costs to our operation by assuming the responsibility of an operational change to FAR 135, we gain the potential revenue afforded by these flights. Whether it is a critical inter-facility call or a critical field transport, the ability to handle these calls is going to be an essential part of our economic well being in the future. Additionally, the availability of two aircraft will minimize impacts on out of county transports vs. in county needs.

#### Type of Aircraft:

Discussion over this issue revolved around the same points as arose during the purchase of the aircraft we presently operate. Very few aircraft effectively meet the needs of the EMS industry. This is essentially a flying box with as small an overall footprint as possible, yet containing the maximum room available for use. This limited our search to basically 3 aircraft. And, as long as the initial cost remained below the lease vs. purchase threshold for the period of ownership, the decision became one based on operational needs. The choice of the EC145 as a final recommendation followed close examination of the issues listed above.

## Attachment B

### Analysis of Cost to Purchase or Lease New EMS Helicopter

The analysis contains the following information

**Schedule I:** A comparison of the costs to purchase a new air ship , lease it or maintain the current air ship operation. The lease is a ten year operational one @ 12%. A municipal lease would add an additional \$50,000 in costs. It also includes the amount in annual billable revenue that would be used to help in recovering the cost based on going to the FAR 135 schedule. Ten years are shown on the schedule, with years 11- 20 using the same numbers as year 10.

**Schedule II:** Assumption schedule used to derive the numbers to do the lease buy analysis on the recommended airship for acquisition: an EC-145 helicopter. Included on this schedule are assumptions on the expected annual number air transports based on historical population trends, the net cost recovery per transport, CPI inflation, utility inflation, fuel costs per gallon, direct operating costs for both the current ship and the new ship, hourly flight time per transport, projected flight time, fuel consumption per flight hour for both the current and the new ship, insurance rate % of the ship's hull value, insurance costs, billing and collection fee percentages, projected fee increase and the residual value of the air frame at year ten.

**Schedule III:** The table lists the assumptions used to derive the annual billable revenue listed on Schedule I.

**Schedule IV:** Return on Investment tables based on non-discounted cash flows and discount rates ranging from 5% to 9%.

10 Year Cashflow Pro Forma  
 Lease Buy Analysis of EC146  
 Schedule 1

Cost Category (See column) See Schedule 1 and Assumptions	Project Year 1	Project Year 2	Project Year 3	Project Year 4	Project Year 5	Project Year 6	Project Year 7	Project Year 8	Project Year 9	Project Year 10
	476,637	244,438	596,563	507,018	548,731	605,392	603,223	632,428	653,726	681,273

ACQUISITION MODEL

W Operating Lease	X Projected Direct Operating Cost (operator)	Y Fuel Costs (operator)	Z Fuel Costs (operator)	AA Incremental Maintenance and Training Costs	AB Incremental Insurance Costs	AC Incremental Labor Costs (operator)	AD Incremental Labor Costs (operator)	AE Total Incremental Costs	AF Total Incremental Costs (EC 146)	AG Total Cash Outflow	AH Net Cashflow
4,905	5,199	5,521	5,073	6,559	7,063	7,849	8,281	8,871	9,254	9,754	12,155
10,000	10,200	10,609	10,927	11,258	11,593	11,941	12,299	12,669	13,044	13,424	13,813
189,650	238,528	277,364	326,085	384,828	450,581	527,217	614,753	714,283	827,811	958,344	1,107,871
18,000	19,300	20,800	22,500	24,400	26,500	28,800	31,300	34,000	36,900	40,000	43,400
33,265	34,879	37,543	40,312	43,293	46,488	50,000	53,927	58,276	63,051	68,262	73,919
286,117	373,307	477,846	603,150	761,847	958,163	1,194,017	1,470,480	1,788,564	2,149,311	2,554,811	3,017,060
5,929,000	773,307	237,246	263,153	318,545	387,733	473,278	578,000	703,811	851,611	1,024,401	1,226,201
16,303,480	211,151	217,582	223,868	229,788	235,600	241,547	247,620	253,816	260,136	266,581	273,154
660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000

OPERATING LEASE MODEL

AI Operating Lease	AJ Projected Direct Operating Cost	AK Fuel Costs (operator)	AL Fuel Costs (operator)	AM Incremental Maintenance and Training Costs	AN Incremental Insurance Costs	AO Incremental Labor Costs (operator)	AP Incremental Labor Costs (operator)	AQ Total Incremental Costs	AR Total Incremental Costs (EC 146)	AS Total Cash Outflow	AT Net Cashflow
4,905	5,199	5,521	5,073	6,559	7,063	7,849	8,281	8,871	9,254	9,754	12,155
10,000	10,200	10,609	10,927	11,258	11,593	11,941	12,299	12,669	13,044	13,424	13,813
189,650	238,528	277,364	326,085	384,828	450,581	527,217	614,753	714,283	827,811	958,344	1,107,871
18,000	19,300	20,800	22,500	24,400	26,500	28,800	31,300	34,000	36,900	40,000	43,400
33,265	34,879	37,543	40,312	43,293	46,488	50,000	53,927	58,276	63,051	68,262	73,919
286,117	373,307	477,846	603,150	761,847	958,163	1,194,017	1,470,480	1,788,564	2,149,311	2,554,811	3,017,060
5,929,000	773,307	237,246	263,153	318,545	387,733	473,278	578,000	703,811	851,611	1,024,401	1,226,201
16,303,480	211,151	217,582	223,868	229,788	235,600	241,547	247,620	253,816	260,136	266,581	273,154
660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000

NOA

AV FAR 31 Change Priced	AW Direct Operating Costs	AX Fuel Costs	AY Total Direct Costs	AZ Total Cash Outflow
315	117,850	21,483	143,140	143,140
64,399	21,483	143,140	186,022	186,022
324	143,140	21,483	164,623	164,623
324	186,022	143,140	329,162	329,162
341	214,423	50,144	264,567	264,567
341	264,567	214,423	478,990	478,990
341	329,162	264,567	593,729	593,729
341	368,185	329,162	697,347	697,347
341	411,711	368,185	779,896	779,896
341	460,699	411,711	872,409	872,409
341	515,447	460,699	976,146	976,146
341	576,900	515,447	1,092,347	1,092,347
341	645,823	576,900	1,222,723	1,222,723
341	722,923	645,823	1,368,746	1,368,746
341	808,900	722,923	1,531,823	1,531,823
341	904,559	808,900	1,713,459	1,713,459
341	1,010,600	904,559	1,915,159	1,915,159
341	1,127,941	1,010,600	2,138,541	2,138,541
341	1,257,483	1,127,941	2,385,424	2,385,424
341	1,400,127	1,257,483	2,657,610	2,657,610
341	1,566,874	1,400,127	2,966,901	2,966,901
341	1,758,723	1,566,874	3,313,577	3,313,577
341	1,976,684	1,758,723	3,702,401	3,702,401
341	2,221,764	1,976,684	4,134,085	4,134,085
341	2,505,083	2,221,764	4,615,847	4,615,847
341	2,827,641	2,505,083	5,148,890	5,148,890
341	3,190,447	2,827,641	5,734,131	5,734,131
341	3,604,501	3,190,447	6,373,578	6,373,578
341	4,080,913	3,604,501	7,078,021	7,078,021
341	4,630,694	4,080,913	7,859,607	7,859,607
341	5,265,955	4,630,694	8,720,301	8,720,301
341	5,988,706	5,265,955	9,673,006	9,673,006
341	6,800,047	5,988,706	10,811,712	10,811,712
341	7,702,988	6,800,047	12,138,420	12,138,420
341	8,700,629	7,702,988	13,665,129	13,665,129
341	9,806,070	8,700,629	15,394,758	15,394,758
341	11,033,309	9,806,070	17,340,397	17,340,397
341	12,495,348	11,033,309	19,515,706	19,515,706
341	14,205,187	12,495,348	21,934,695	21,934,695
341	16,175,926	14,205,187	24,612,284	24,612,284
341	18,420,565	16,175,926	27,563,473	27,563,473
341	20,963,104	18,420,565	30,803,062	30,803,062
341	23,817,643	20,963,104	34,346,151	34,346,151
341	26,998,182	23,817,643	38,207,740	38,207,740
341	30,518,821	26,998,182	42,303,929	42,303,929
341	34,493,560	30,518,821	46,651,718	46,651,718
341	38,937,399	34,493,560	51,267,107	51,267,107
341	43,865,238	38,937,399	56,156,996	56,156,996
341	49,292,077	43,865,238	61,337,885	61,337,885
341	55,232,916	49,292,077	66,827,774	66,827,774
341	61,702,755	55,232,916	72,643,663	72,643,663
341	68,718,594	61,702,755	78,793,552	78,793,552
341	76,298,433	68,718,594	85,284,441	85,284,441
341	84,458,272	76,298,433	92,123,330	92,123,330
341	93,214,111	84,458,272	99,318,219	99,318,219
341	102,581,950	93,214,111	106,877,108	106,877,108
341	112,567,789	102,581,950	114,807,997	114,807,997
341	123,190,628	112,567,789	123,127,886	123,127,886
341	134,457,467	123,190,628	131,344,775	131,344,775
341	146,285,306	134,457,467	140,466,664	140,466,664
341	158,690,145	146,285,306	150,500,553	150,500,553
341	171,679,984	158,690,145	161,453,442	161,453,442
341	185,271,823	171,679,984	173,333,331	173,333,331
341	199,482,662	185,271,823	186,147,220	186,147,220
341	214,329,501	199,482,662	199,493,109	199,493,109
341	229,828,340	214,329,501	214,387,998	214,387,998
341	245,995,179	229,828,340	230,834,887	230,834,887
341	262,846,018	245,995,179	248,840,776	248,840,776
341	280,396,857	262,846,018	268,403,665	268,403,665
341	298,663,696	280,396,857	289,530,554	289,530,554
341	317,653,535	298,663,696	312,228,443	312,228,443
341	337,382,374	317,653,535	336,603,332	336,603,332
341	357,867,213	337,382,374	362,672,221	362,672,221
341	379,115,052	357,867,213	390,443,110	390,443,110
341	401,142,891	379,115,052	420,924,999	420,924,999
341	423,967,730	401,142,891	454,136,888	454,136,888
341	447,605,569	423,967,730	490,188,777	490,188,777
341	472,063,408	447,605,569	529,090,666	529,090,666
341	497,347,247	472,063,408	570,852,555	570,852,555
341	523,472,086	497,347,247	615,484,444	615,484,444
341	550,453,925	523,472,086	664,006,333	664,006,333
341	578,297,764	550,453,925	716,438,222	716,438,222
341	607,020,603	578,297,764	772,790,111	772,790,111
341	636,638,442	607,020,603	833,172,000	833,172,000
341	667,167,281	636,638,442	897,693,889	897,693,889
341	698,722,120	667,167,281	966,175,778	966,175,778
341	731,319,959	698,722,120	1,038,727,667	1,038,727,667
341	765,976,798	731,319,959	1,116,369,556	1,116,369,556
341	802,709,637	765,976,798	1,200,111,445	1,200,111,445
341	841,533,476	802,709,637	1,299,963,334	1,299,963,334
341	882,463,315	841,533,476	1,415,935,223	1,415,935,223
341	925,515,154	882,463,315	1,549,037,112	1,549,037,112
341	970,705,993	925,515,154	1,699,269,001	1,699,269,001
341	1,018,051,832	970,705,993	1,866,740,890	1,866,740,890
341	1,067,570,671	1,018,051,832	2,052,462,779	2,052,462,779
341	1,119,280,510	1,067,570,671	2,257,444,668	2,257,444,668
341	1,173,190,349	1,119,280,510	2,481,796,557	2,481,796,557
341	1,229,417,188	1,173,190,349	2,725,628,446	2,725,628,446
341	1,287,968,027	1,229,417,188	3,000,050,335	3,000,050,335
341	1,348,858,866	1,287,968,027	3,306,072,224	3,306,072,224
341	1,412,105,705	1,348,858,866	3,644,804,113	3,644,804,113
341	1,477,734,544	1,412,105,705	4,017,346,002	4,017,346,002
341	1,545,772,383	1,477,734,544	4,424,707,891	4,424,707,891
341	1,616,246,222	1,545,772,383	4,868,989,780	4,868,989,780
341	1,689,281,061	1,616,246,222	5,351,291,669	5,351,291,669
341	1,7			

10 Year Cashflow Pro Forma  
Lease Analysis of EC145  
Assumption Schedule  
Schedule II

	Project Year 1	Project Year 2	Project Year 3	Project Year 4	Project Year 5	Project Year 6	Project Year 7	Project Year 8	Project Year 9	Project Year 10
Derivation	Based on Historical Data	388	378	418	437	480	503	528	553	653
Transports (Based on Population Trends)	1,323.59 \$	1,281.04 \$	1,273.53 \$	1,286.47 \$	1,256.69 \$	1,256.68 \$	1,246.69 \$	1,256.69 \$	1,256.69 \$	1,256.69
Incremental Net Cost Recovery Per Transport	0%	3%	3%	3%	3%	3%	3%	3%	3%	5%
CPI Inflation	Based on Historical Data	0%	3%	3%	3%	3%	3%	3%	3%	5%
Utility Inflation	Based on Historical Data	0%	5%	5%	5%	5%	5%	5%	5%	5%
Fuel Costs Per Gallon	1.75 \$	1.84 \$	1.93 \$	2.03 \$	2.13 \$	2.23 \$	2.33 \$	2.46 \$	2.59 \$	2.71
Lease Payment Factor Per Year (10 Year Lease)	12%									
Doc (including Fuel) for BO-105	525.00 \$	540.75 \$	566.87 \$	573.88 \$	590.89 \$	603.82 \$	620.86 \$	645.68 \$	685.05 \$	685.01
Doc (excluding Fuel) for EC-145	546.44 \$	562.83 \$	578.72 \$	597.11 \$	615.02 \$	633.47 \$	652.43 \$	672.03 \$	692.21 \$	712.28
Incremental Direct Operating Cost Per Hour	21.44 \$	22.08 \$	22.75 \$	23.43 \$	24.13 \$	24.85 \$	25.66 \$	26.57 \$	27.57	27.97
Flight Time Per Transport	0.622	0.622	0.622	0.622	0.622	0.622	0.622	0.622	0.622	0.622
Projected Flight Time	224.08	235.41	247.12	259.24	271.84	284.98	298.60	312.78	328.47	344.89
Unit Siding Price	6,500,000									
Fuel Consumption Per Flight Hour BO-105	85	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000
Fuel Consumption Per Flight Hour EC-145	78	78,000	78,000	78,000	78,000	78,000	78,000	78,000	78,000	78,000
Projected Incremental Fuel Consumption Per Flight Hour	13	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000	13,000
Insurance Rate % of Hull Value	6.1%	6.3%	6.5%	6.7%	6.9%	7.1%	7.3%	7.5%	7.8%	8.0%
Incremental Insurance Costs	188,850.00 \$	205,955.50 \$	217,364.17 \$	228,885.03 \$	238,127.84 \$	246,501.47 \$	262,216.52 \$	274,283.81 \$	266,711.50 \$	289,512.85
Billing and Collection Fee	7%	7.2%	7.4%	7.6%	7.5%	8.1%	8.4%	8.5%	8.8%	9.1%
Projected Fee Increase %	0	2%	2%	2%	2%	0%	0%	0%	0%	0%
Risk/Host Value of Air Frame										75%
Hurdle Rate (Discount Rate)										

See Schedule IV

Schedule III.1  
Impact of Medicaid Fee Schedule Over 5 Years (Priority 1)

	Year 1	Year 2	Year 3	Year 4	Year 5
Phase In New	20%	40%	60%	80%	100%
Phase Out Old	80%	60%	40%	20%	0%
Base Year Effective Allowable Including Provision	2,025.30	2,110.58	2,195.86	2,281.14	2,366.42
Year 5 Allowable (No CPI)	2,594.07	2,594.07	2,594.07	2,594.07	2,594.07
Effective Allowable	2,259.05	2,403.94	2,548.83	2,693.72	2,838.61
Probable Collectibility	0.9	0.9	0.9	0.9	0.9
Average Hst Revenue Per Medicare Priority 1 Tra	2,031.15	2,217.58	2,404.01	2,590.44	2,776.87
Mx of Medicare Priority 1	11.80%	11.80%	11.80%	11.80%	11.80%
Frequency of Transports	42	45	47	49	52
Projected Revenue	56,494	59,000	61,506	64,012	66,518

Schedule III.2  
Impact of Medicare Fee Schedule Over 5 Years (Priority 1 and J) (Assume 45 BUS-Emergency)

	Year 1	Year 2	Year 3	Year 4	Year 5
Phase In New	20%	40%	60%	80%	100%
Phase Out Old	80%	60%	40%	20%	0%
Base Year Effective Allowable Including Provision	394.18	400.86	407.54	414.22	420.90
Year 5 Allowable (No CPI)	377.48	377.48	377.48	377.48	377.48
Effective Allowable	390.53	397.21	403.89	410.57	417.25
Probable Collectibility	0.9	0.9	0.9	0.9	0.9
Average Hst Revenue Per Medicare Priority 1 Tra	351.74	352.36	352.98	353.60	354.22
Mx of Medicare Priority 1	16.50%	16.50%	16.50%	16.50%	16.50%
Frequency of Transports	59	57	55	53	51
Projected Revenue	20,199	21,391	22,583	23,775	24,967

Schedule III.3  
Impact of Fee Increase on Commercial and Self Pay

	Year 1	Year 2	Year 3	Year 4	Year 5
Net Revenue System from Commercial and Self	250,435	267,565	284,695	301,825	318,955

Schedule III.4  
Total Revenue By Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Medicare	130,187	120,992	111,797	102,602	93,407
Medicaid	5,890	5,860	5,830	5,800	5,770
Insurance/Self Pay	365,455	387,505	409,555	431,605	453,655
Total	501,532	514,357	527,182	540,007	552,832
Commercial Cost Recovery	478,827	484,452	490,077	495,702	501,327
Net Incremental Cost Recovery	22,705	29,905	37,105	44,305	51,505





**Return on Investment**  
**Schedule IV.a**  
**Non Discounted Cashflows**

	10 Year	20 Year
NPV Operating Lease (Discounted) Net Cost	\$ (4,213,972)	\$ (7,970,233)
NPV Purchase (Discounted) Net Cost	\$ 1,011,028	\$ 3,854,767
Cost(Savings) Acquisition Over Operating Lease	\$ (5,225,000)	\$ (11,825,000)
NPV on Status Quo Model (Maintain BO-105)	\$ (1,376,858)	\$ (3,343,926)
Cost(Savings) of Acquisition Over Status Quo	\$ (2,387,895)	\$ (7,198,693)

**Return on Investment**  
**Schedule IV.b**  
**Discount Rate=6%**

	10 Year	20 Year
NPV Operating Lease (Discounted) Net Cost	\$3,133,814	\$4,677,575
NPV Purchase (Discounted) Net Cost	\$1,161,457	\$1,009,911
Cost(Savings) Acquisition Over Operating Lease	(\$1,972,367)	(\$3,667,663)
NPV on Status Quo Model (Maintain BO-105)	\$982,237	\$1,790,666
Cost(Savings) of Acquisition Over Status Quo	\$ 179,220	\$ (780,755)

Pay Back Period on Aircraft Acquisition 20.95 Years

**Return on Investment**  
**Schedule IV.c**  
**Discount Rate=7%**

	10 Year	20 Year
NPV Operating Lease (Discounted) Net Cost	\$2,995,400	\$4,336,548
NPV Purchase (Discounted) Net Cost	\$1,403,082	\$1,418,707
Cost(Savings) Acquisition Over Operating Lease	(\$1,592,318)	(\$2,917,841)
NPV on Status Quo Model (Maintain BO-105)	\$932,861	\$1,635,166
Cost(Savings) of Acquisition Over Status Quo	\$ 470,222	\$ (216,479)

Pay Back Period on Aircraft Acquisition 20.95 Years

**Return on Investment**  
**Schedule IV.d**  
**Discount Rate=8%**

	10 Year	20 Year
NPV Operating Lease (Discounted) Net Cost	\$2,866,268	\$4,033,738
NPV Purchase (Discounted) Net Cost	\$1,619,533	\$1,761,342
Cost(Savings) Acquisition Over Operating Lease	(\$1,246,734)	(\$2,272,396)
NPV on Status Quo Model (Maintain BO-105)	\$887,087	\$1,498,462
Cost(Savings) of Acquisition Over Status Quo	\$ 732,446	\$ 262,880

Pay Back Period on Aircraft Acquisition 20.95 Years

**Return on Investment**  
**Schedule IV.e**  
**Discount Rate=9%**

	10 Year	20 Year
NPV Operating Lease (Discounted) Net Cost	\$2,745,648	\$3,763,928
NPV Purchase (Discounted) Net Cost	\$1,813,421	\$2,048,932
Cost(Savings) Acquisition Over Operating Lease	(\$932,227)	(\$1,714,996)
NPV on Status Quo Model (Maintain BO-105)	\$844,602	\$1,377,849
Cost(Savings) of Acquisition Over Status Quo	\$ 968,819	\$ 671,083

**Return on Investment  
Schedule IV.b  
Discount Rate=5%**

5%

	10 Year	15 Year	20 Year
NPV Operating Lease (Discounted) Net Cost	\$3,282,360	\$4,280,745	\$5,063,006
NPV Purchase (Discounted) Net Cost	\$891,718	\$684,070	\$521,373
Cost(Savings) Acquisition Over Operating Lease	(\$2,390,642)	(\$3,596,675)	(\$4,541,633)
NPV on Status Quo Model (Maintain BO-105)	\$1,035,568	\$1,558,397	\$1,968,048
Cost(Savings) of Acquisition Over Status Quo	\$ (143,851)	\$ (874,327)	\$ (1,446,675)

**Pay Back Period on Aircraft Acquisition**

**20.95 Years**

10 Year Cashflow Pro Forma  
Lease Buy Analysis of EC145  
Schedule 1

	Project Year 1	Project Year 2	Project Year 3	Project Year 4	Project Year 5	Project Year 6	Project Year 7	Project Year 8	Project Year 9	Project Year 10
V	Cost Recovery (Incremental) See Schedule III and Assumption 5	\$ 476,637	\$ 494,458	\$ 505,568	\$ 527,019	\$ 548,731	\$ 575,332	\$ 603,228	\$ 631,468	\$ 661,126
W	Operating Lease	4,805	5,199	5,621	6,073	6,559	7,083	7,649	8,261	8,921
X	Projected Direct Operating Cost (Incremental)									
Y	Fuel Costs (Incremental)	5,098	5,623	6,198	6,827	7,516	8,275	9,110	10,029	11,041
Z	Part 135 FAR Start Up Costs	20,000								
AA	Incremental Maintenance and Training Costs	10,000	10,300	10,609	10,927	11,255	11,593	11,941	12,299	12,668
AB	Incremental Insurance Costs	196,850	208,956	217,364	228,085	239,128	250,501	262,217	274,283	286,712
AC	Incremental Labor Costs (Loaded)	10,000	10,300	10,609	10,927	11,255	11,593	11,941	12,299	12,668
AD	Incremental Billing and Collections Costs	33,365	34,929	37,545	40,312	43,232	46,388	50,420	54,450	58,602
AE	Total Incremental Costs	260,117	273,307	287,946	303,153	318,945	335,733	353,276	371,620	390,811
AF	Hypothetical Purchase (Sale) of Air Frame (EC 145)	5,500,000								
AG	Total Cash Outflow	5,780,117	273,307	287,946	303,153	318,945	335,733	353,276	371,620	390,811
AH	Net Cashflow	\$ (5,303,480)	\$ 211,151	\$ 217,622	\$ 223,966	\$ 229,786	\$ 235,890	\$ 242,947	\$ 250,846	\$ 259,316
AI	Operating Lease	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000	660,000
AJ	Projected Direct Operating Cost	4,805	5,189	5,621	6,073	6,559	7,083	7,649	8,261	8,921
AK	Fuel Costs (Incremental)	5,098	5,623	6,198	6,827	7,516	8,275	9,110	10,029	11,041
AL	Part 135 FAR Start Up Costs	20,000								
AM	Incremental Maintenance Supplies	10,000	10,300	10,609	10,927	11,255	11,593	11,941	12,299	12,668
AN	Incremental Insurance Costs	196,850	206,956	217,364	228,085	239,128	250,501	262,217	274,283	286,712
AO	Incremental Labor Costs (Loaded)	10,000	10,300	10,609	10,927	11,255	11,593	11,941	12,299	12,668
AP	Incremental Billing and Collections Costs	33,365	34,929	37,545	40,312	43,232	46,388	50,420	54,450	58,602
AQ	Total Incremental Costs	940,117	953,307	967,946	983,153	998,945	1,015,733	1,033,276	1,051,620	1,070,811
AR	Hypothetical Purchase (Sale) of Air Frame (EC 145)	940,117								
AS	Total Cash Outflow	(463,480)	(448,849)	(442,378)	(436,134)	(430,214)	(423,600)	(417,324)	(410,959)	(404,884)
AT	Net Cashflow	\$ 315	\$ 321	\$ 328	\$ 334	\$ 341	\$ 347	\$ 354	\$ 361	\$ 368
AU	FAR 91 Charge Per Transport									
AV	FAR 91 Cost Recovery (50% Collectability)									
AW	Direct Operating Costs	117,850	127,297	137,636	148,721	160,609	173,447	187,311	202,283	218,452
AX	Fuel Costs	25,491	28,117	30,981	34,137	37,581	41,373	45,548	50,144	55,203
AY	Total Direct Costs	143,341	155,414	168,617	182,858	198,190	214,820	232,859	252,427	273,655
AZ	Maint. Operation with B0-105	(143,341)	(151,044)	(159,673)	(169,074)	(179,292)	(189,478)	(199,678)	(209,841)	(219,937)

Note 1: Acquisition Model Cashflow for years 11-20 is based on year 10 Cashflow without gain of Aircraft at 10 Year Point

ACQUISITION MODEL

OPERATING LEASE MODEL

NO