

VOLARE HANGARS AT WICKENBURG AIRPORT - E25

RFP 25-02 WICKENBURG MUNICIPAL AIRPORT COMMERCIAL DEVELOPMENT: 7.31.25 SUBMITTAL

Submitted By:

EQUITY 1000 LLC (Owner & Founder of Volare Hangars)

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PROPOSER'S PROPOSAL FOR RFP 25-02 WICKENBURG MUNICIPAL AIRPORT
COMMERCIAL DEVELOPMENT

1.1 Proposer's Proposal: For the proposal opening July 31, 2025.

1.2 Conditions Accepted: The undersigned Proposer declares that before preparing this proposal, he or she has read the Proposal Documents carefully, and that this proposal is made with full knowledge of the kind, quality, and quantity of services to be furnished by signing this proposal. Proposer understands all conditions contained in the Proposal Documents are final. To the best of Proposer's knowledge everything contained in this proposal is true and accurate. Proposer agrees to move forward with the proposed terms in this document if selected, subject to final contract language.

1.3 Contract Acceptance: Proposer proposes and agrees that if this proposal is accepted, he or she will enter into a contract with the Town of Wickenburg within one hundred and twenty (120) days after the town's acceptance of this proposal subject to final details of the contract and attorney review.

The undersigned deponent, of lawful age, being duly sworn upon his oath, deposes and says:

That he/she has lawful authority to execute the within and foregoing proposal; that he/she has executed the same by subscribing his/her name hereto under oath for and on behalf of said Proposer; that Proposer has not directly or indirectly entered into any agreement, express or implied, with any Proposer or Proposers, having for its object the controlling of the price or amount of such proposal or proposals, the limiting of the proposals or the Proposers, the parceling out to any Proposer or any other person of any part of the contract or any part of the subject matter of the proposal or proposals or of the profits thereof, and that he/she has not and will not divulge the sealed proposal to any other person whatsoever, except those having a partnership or financial interest with him and said Proposer, until after the sealed proposal or proposals are open. Nothing contained herein this proposal shall be deemed as a contractual binding agreement between Proposer and any other party unless a separate written agreement is executed by all parties stating such contractual obligations.

That Proposer has received and reviewed all Addenda Nos. N/A issued for this Proposal. (Proposer's failure to list all Addenda numbers issued shall be grounds for rejection of the Proposal).

Sincerely,



John Panfil - Equity 1000 LLC

Managing Member

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EXECUTIVE SUMMARY

I. INTRODUCTION

Volare Hangars, an Equity 1000 LLC brand specializing in aviation related developments and strategic planning, submits this response to RFP 25-02 to the Wickenburg Town Council to plan and develop portions of the Wickenburg Municipal Airport (E25) under the Airport Layout Plan (ALP) provided by Coffman Associates, dated March 3rd, 2014. Our team recognizes the critical need for modern aviation facilities and services to support local and regional demand for both short term and long term economic growth. Identifying a variety of development phases to accommodate both transient and based aircraft with a goal of making Wickenburg Airport a sought after destination to for pilots, businesses and tourists to fly into. Volare Hangars is excited and committed to executing a comprehensive development plan that aligns with the Town's vision and goals.

Volare Hangars can assist in stimulating economic growth for the Town of Wickenburg by expanding aviation infrastructure, attracting aviation related businesses, and actively increasing airport revenue potential. Additionally, we aim to create new opportunities for commercial and lifestyle developments, stimulate the local economy by increasing the tax base with new businesses and high net-worth individuals, along with expanding job opportunities within the community. This development is structured as a public-private partnership, fostering collaboration between municipal stakeholders and private investors to maximize economic benefits and long-term stability, while maintaining the Town's western motif. Our master development plan is expected to make improvements both inside and outside the fence, to create a fully integrated aviation and lifestyle ecosystem.

Separating the master development into three phases will ensure that the construction schedule aligns with market demands providing parallel growth to prevent any over development issues that could occur by having several vacant buildings with minimal usage. Such as unnecessary overhead and maintenance or an out dated/dysfunctional building once the demand increases to begin utilizing the vacant spaces. As well as allowing us to coordinate the future phases of development to the current trends and needs, along with the latest and greatest technology/automation.

If selected as the development partner for this RFP, Volare Hangars team will establish a new entity as the holding company and developer of Wickenburg Airport, i.e. Volare Hangars at Wickenburg, LLC. The following plan is subject to change based on market data and feedback from both the community and Town Council to ensure the best use and improvements are provided to the airport and Town of Wickenburg. Volare Hangars would like to take over the management and operation of the fuel tanks/services to ensure proper improvements are made and can offer attractive fuel pricing to tenants. This will also allow better results for future FBO build-to-suite development, providing the FBO with the best possible fuel infrastructure to service the airport.

II. Project Summary

- Phase 1 - Additional GA & Small Business Box Hangars
 - (9) 90'x50' street side box hangars
 - (16) 50'x40' box hangars
 - (13) 60'x40' box hangars
 - Total = (38) box hangars
- Phase 2 - Executive Hangars, Tie Downs & FBO/MRO
 - (11) 100'x95' street side executive hangars
 - (12) 100'x80' executive hangars
 - Total = (23) executive hangars
 - (30) tie downs for transient and based aircraft parking
 - Solicitation of a long term FBO and separate MRO utilizing build-to-suite hangars to accommodate the selected FBO/MRO needs that provide top tier services for both based and transient aircraft.
 - Part of FBO build-to-suite will include upgraded fuel tanks/relocation, along with a state of the art aircraft wash bay
- Phase 3 - Wickenburg Terminal & Helipad/Parking Expansion
 - (1) main terminal will be developed as a standalone building in collaboration with the Town Council to incorporate the Wickenburg motif and history. The site for the future terminal building can be utilized as additional aircraft ramp parking for the FBO and MRO facilities until the demand triggers the construction of a terminal building.
 - The construction of the terminal building will include dedicated parking lots and a traffic study to optimize the flow of vehicular transportation in and out of the airport.
 - At the time a terminal building becomes needed, both a dedicated helicopter operations pad and parking area will be constructed on the North end of the development away from airplane/vehicular traffic.

LEASE TERMS & ESTIMATED TIMELINE/PRICING

III. Proposed Ground Lease Terms

- 50 year ground lease (45 years + 5 year extension) for each phase of development, each phase will have the following timeline.
 - Up to 1 year for pre-development to ensure proper engineering, surveying, studies, pre-marketing, and FAA requirements are met and planned development is feasible.
 - Up to 6 months for designing and permitting construction plans after pre-development process and verification completed
 - Up to 18 months of construction for each phase.
 - Rent payments for ground lease to start as each phase receives occupancy
- Rent rate for ground lease starts at \$0.25/SF with 3% annual increases.
- Rent abatement provided for capital improvements made to the infrastructure of the airport that benefits others outside of the building area, i.e. taxiway extensions, roadways/streets, entrance way, landscaping, public parking, public utilities, parks, etc.
- Ability to condominium plat each hangar to have it's own parcel number and be able to sell individual hangars, any buyer would assume the same ground lease terms and requirements.
 - The condominium association also provides the airport with a sustainable way to ensure there is a reserve set aside for making ground lease payments and maintaining the property.



IV. Estimated Timeline & Pricing

- Phase 1 - Begins upon executing ground lease
 - Estimated completion within 24 months of lease execution
 - Estimated pricing to rent a phase 1 hangar is $\pm \$15/\text{sf}$ annually or $\pm \$250/\text{sf}$ to purchase
- Phase 2 - Begins once Phase 1 reaches 90% occupancy or as alternatively determined by both parties
 - Estimated completion within 48 months of lease execution
 - Estimated pricing to rent a phase 2 hangar is $\pm \$20/\text{sf}$ annually or $\pm \$300/\text{sf}$ to purchase
 - Estimated pricing for FBO/MRO is TBD based on build-to-suite hangar costs
- Phase 3 - Begins once Phase 2 reaches 90% occupancy or as alternatively determined by both parties
 - Estimated completion within 72 months of lease execution
 - Estimated pricing for terminal building is TBD based on expenses and if town of Wickenburg would prefer to purchase the building, rent it or provide ground lease rent abatement for the use of the terminal building.



DEVELOPMENT OBJECTIVES & STRATEGIC IMPLEMENTATION

V. DEVELOPMENT OBJECTIVES

The primary objectives of this development are:

- **Enhance Economic Growth:** Support local and regional economic development by providing additional aviation infrastructure.
- **Increase Airport Capacity:** Expand the airport's ability to accommodate diverse aviation activities, from private aircraft storage to commercial operations.
- **Improve Safety and Services:** Enhance emergency response capabilities, aircraft maintenance facilities, and fueling services.
- **Maximize Land Use Efficiency:** Optimize the use of available land under the ALP and municipal planning guidelines.
- **Encourage Public-Private Partnerships:** Foster collaboration between the Town of Wickenburg, local businesses, and aviation stakeholders to ensure long-term sustainability and economic stability.
- **Absorb Existing Fuel Services Management:** Explore the potential of managing fuel services to relieve operational burdens on the airport while enhancing fueling service quality and increasing overall capacity.
- **Encourage Destination Visitors:** Develop facilities and amenities that attract pilots, tourists, and aviation enthusiasts to Wickenburg as a travel destination.
- **Provide Space for Local Restaurants and Gift Shops:** Designate commercial spaces to accommodate locally-owned restaurants, shops, and services that enhance the visitor experience and contribute to the local economy.
- **Provide Professional Office Space:** Establish flexible office spaces for aviation-related businesses, flight schools, and professional services, supporting long-term business growth at the airport.
- **Prepare for the Future of eVTOLs and Hybrids:** Incorporate infrastructure to support emerging electric vertical takeoff and landing (eVTOL) aircraft and hybrid aviation technology.
- **Work with the Equestrian Network:** Develop partnerships and facilities that integrate aviation and equestrian activities, supporting the unique character of Wickenburg.
- **Support Commercial & Lifestyle Development:** Create opportunities for businesses, retail, and services that enhance the airport's role as a hub for economic and lifestyle activities.
- **Expand the Tax Base & Job Market:** Strengthen the local economy by generating new revenue sources and employment opportunities tied to airport expansion.

VI. DEVELOPMENT PLAN & IMPLEMENTATION

The final plan will be evaluated against market conditions, demographics, and economic health. The project may be phased accordingly to adapt to financial and operational feasibility.

Step 1: Planning & Design

- Conduct site due diligence, including geo-technical analysis, surveying, and topographical studies.
- Finalize site plans and engineering designs.
- Secure necessary approvals and permits.
- Establish funding strategies and potential partnership agreements.

Step 2: Infrastructure & Site Preparation

- Conduct site grading, utility connections, and foundational work.
- Begin constructing essential infrastructure, including roads, parking, and tie-down stalls.

Step 3: Facility Construction

- Build hangars, commercial lease parcels, and service buildings.
- Develop fueling stations, wash bays, and fire protection facilities.

Step 4: Operational Rollout & Completion

- Final inspections and regulatory compliance checks.
- Open facilities to tenants, businesses, and aviation users.

FUNDING, SALES, & INVESTMENT STRATEGY

Volare Hangars proposes a combination of funding and ownership models to support development while providing long-term sustainability for the airport. This includes options for both lease and purchase of hangar spaces, enabling a mix of private ownership and rental opportunities.

- **Private investment** for hangar and facility construction.
- **Public funding and grants** for infrastructure improvements and emergency service facilities.
 - Solar energy
 - Water reclamation and storage
 - Alternative Fuels - Synthetic, Hydrogen, etc.
- **Long-term lease agreements** with aviation tenants to ensure sustainable revenue generation.
- **Hangar Sales:** Offering opportunities for private ownership of hangar spaces, providing long-term value for aircraft owners and investors.
- **Potential FAA and state funding support** for aviation-related improvements.

MARKETING EXPOSURE

VII. PUBLIC RELATIONS & MARKETING

Volare Hangars is committed to actively engaging the public, stakeholders, and potential investors through a structured marketing and public relations strategy. This includes:

- **Community Engagement:** Hosting informational meetings and outreach efforts to keep Wickenburg residents informed and involved in the development process.
- **Strategic Partnerships:** Collaborating with aviation industry leaders, municipal representatives, and business networks to enhance project visibility and credibility.
- **Marketing Initiatives:** Leveraging digital and traditional media, including social media campaigns, press releases, and industry events to attract interest and investment.
- **Branding & Promotion:** Developing promotional materials, including renderings, brochures, and presentations, to showcase the vision and potential of the Wickenburg Municipal Airport development.
- **Sponsored Associations:** Volare Hangars proudly supports and collaborates with the following aviation organizations:
 - Volare Hangars – www.volarehangars.com
 - Experimental Aircraft Association (EAA) – www.eaa.org
 - General Aviation Manufacturers Association (GAMA) – gama.aero
 - National Business Aviation Association (NBAA) – www.nbaa.org
 - Arizona Pilots Association – www.azpilots.org
 - Citation Jet Pilots Owner Pilot Association (CJP) - <https://www.citationjetpilots.com/>
- Previous Hangar Videos - <https://www.youtube.com/@VolareEstates>



DEVELOPMENT TEAM

EQUITY 1000 LLC - Volare Hangars Owner/Principals

- Owner/Developer of Volare Hangars brand and developer of Volare Hangars at Pegasus Airpark (5AZ3) and Volare Hangars at Stellar (P19). Equity 1000 members are pilots in training and proud owner of a Cessna Cardinal 177RG that is turbonormalized.
- The family owned company has various expertise ranging from construction management of high rise buildings in downtown Chicago, energy management/ESCO services, creating public/private partnerships writing white paper programs between governments and the world bank, hold degrees in accounting and real estate development, provided strategic planning/budgeting on projects upwards of \$2.5 billion and much more.
- Will be overseeing project approvals, company/development decisions and strategic planning, construction drawings, operations, contractor/supplier/service provider bids and selection, construction, marketing, and sales/leasing.
- Volare Hangars Website - volarehangars.com
- Company Website - <https://equity1000.com/>

CHRIS PHILLIPS - Developer/Construction Manager

- Chris has extensive project management experience in the aviation industry working with companies such as Lockheed Martin, Boeing, and Northrop Grumman where he lead teams to several successful new prototype to production projects including high tech hangar spaces for the industry leading aviation defense companies. He is also a pilot and flight engineer with over 3,000 flight hours, and successfully developed a series of modern hangars at Fox Field Airport. Chris secured the ±75 acre ground lease on the Northeast corner of Deer Valley airport to develop ±250 hangars.
- Will be managing the engineering, drawings/designs, permitting, and construction. As well as oversee contractors, suppliers and 3rd party services related to construction and airport services/improvements.
- Link to Resume - <https://docsend.com/view/7t9jii44tqki96pf>

BOOMERANG CAPITAL PARTNERS - Capital Manager

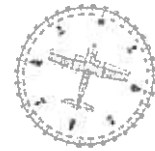
- Primary partnership making Volare Hangars developments successful and oversee the capital management, investor relations, accounting and record keeping of each project. Some of their executive team are pilots and volunteer for the U.S. Coast Guard
- Through their extremely knowledgeable executive team and employees with various expertise they manage a current portfolio of over \$250 million, have established their own REIT, and in their 14+ years of business have successfully secured, managed and implemented capital for over 2000+ projects. While the main business they promote is fix and flip lending, they have several other funds under their management and investments into commercial real estate/hangars.
- Company Website - <https://boomerangcapital.com/about/>

BLUCOR - General Contractor

- Top tier GC and underground civil contractor with proprietary products and processes that is constantly innovating and designing ways to improve the qualitative results and cycle time of construction. Family owned company full of pilots that fly everything from small piston planes to light jets and helicopters.
- Will provide a design-build role under an open book contract and committed to the construction of this project.
- Have provided excellent contractor services for Volare Hangars at Pegasus and Volare Hangars at Stellar developments.
- Company Website - <http://blucor.com/>

****Upon request can provide references and detailed list of sample projects for each member of the development team which information will be confidential and not released to the public.***

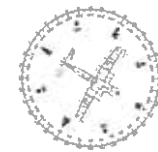
PROPOSED DEVELOPMENT CONCEPT



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Date: 2025-03-05

South West Facing View



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South Facing View



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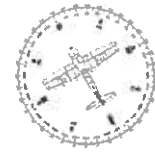
East Facing View



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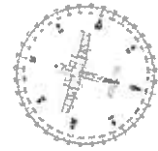
North East Facing View



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East Facing View



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East Facing View



Terminal #01 - Parking - FBO - Tie-Down

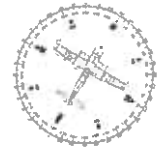


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North West Facing View



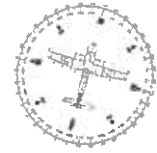
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PREVIOUS HANGAR DEVELOPMENT PHOTOS



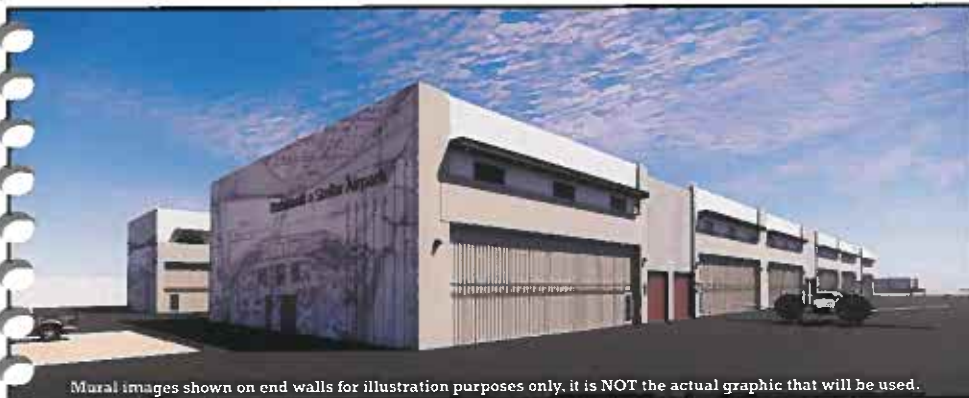
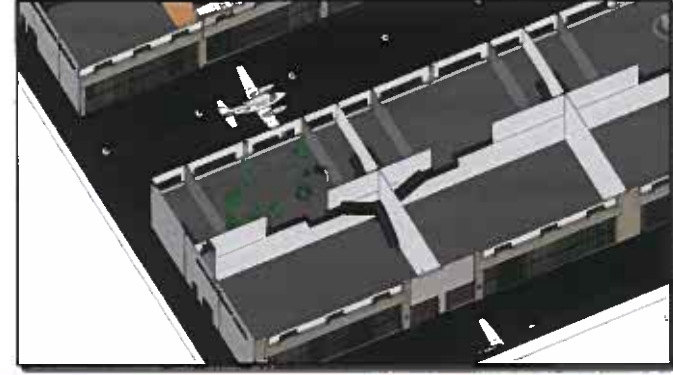
PREVIOUS HANGAR DEVELOPMENT PHOTOS



PREVIOUS HANGAR DEVELOPMENT PHOTOS



CURRENT HANGAR DEVELOPMENT RENDERINGS



KEY SUPPORTERS OF VOLARE HANGARS DEVELOPMENTS

