

# **B&C AVIATION SERVICES PROPOSAL FOR SERVICES**

## **SLC Mosquito Abatement District**

### **OVERVIEW**

B&C Aviation Services is pleased to submit this proposal for services to support SLC Mosquito Abatement District in creating a functioning aviation maintenance department by providing expertise on the H125 (Astar) maintenance requirements and inspection program. And create a working inventory of parts, components, and tooling while also providing training as required for the continual monitoring of helicopter(s).

### **The Objective**

- Need #1: Aircraft maintenance program
- Need #2: Vendor relationships for contracts
- Need #3: Aircraft and hangar inventory
- Need #4: Proper training

### **The Opportunity**

- Goal #1: Establish the aircraft maintenance program to include a Standard Operating Procedures (SOP) within 12 months
- Goal #2: Provide a list of vendors for parts and components.
- Goal #3: Build up the required inventory for both the hangar and aircraft
- Goal #4: Provide a training program for mechanics and essential personnel

### **The Solution**

- Recommendation #1: Use Digital Airware as the tracking system for the aircraft and hangar.
- Recommendation #2: Use specific vendors such as RSI, AHS, NVH, and Piranha
- Recommendation #3: Begin providing Part Numbers for the bench stock of parts/hardware/components along with Part Numbers for tooling
- Recommendation #4: Create a training program with lesson plans for mechanics and personnel that will handle or work around the aircraft

## OUR PROPOSAL

SLC Mosquito Abatement District is at its infancy stage within the helicopter operations. Creating a solid foundation for the maintenance side of the house is paramount to avoid any unnecessary down time. SLC Mosquito Abatement District faces a daunting task of figuring out all the regulations and requirements of keeping the aircraft legal and safe.

B&C Aviation Services has the solution to this problem. We have experience building an aviation maintenance department from the ground up specifically for the AIRBUS H125 helicopter. We will start by providing options for tracking systems and vendors. Building a fully customizable and living SOP along with bench stock and tooling for the aircraft. SLC Mosquito Abatement District can also expect to be trained on the tracking system and how to operate around the aircraft on the ground. SLC Mosquito Abatement District will fully benefit from having the foundation of an established program that can be modified as needed to fit their needs. Most importantly, we stand by our product to ensure that it will run smoothly and if any issues arise, we are ready to assist in any way.

### Timeline for Execution

Key project dates are outlined below. Dates are best-guess estimates and are subject to change until a contract is executed.

Description	Start Date	End Date	Duration
Project Start	January 1, 2025		
Maintenance tracking system options	January 1, 2025	January 31, 2025	1 Month
Vendor List	February 1, 2025	February 28, 2025	1 Month
Maintenance SOP	January 1, 2025	March 31, 2025	3 Months
Inventory build-up	April 1, 2025	December 31, 2025	9 Months
Tooling	April 1, 2025	June 30, 2025	3 Months
Training Program	July 1, 2025	December 31, 2025	6 Months
Tracking system set-up	August 1, 2025	December 31, 2025	5 Months
Project End		December 31, 2025	1 Year

### Supplied Material

The following materials are to be supplied by SLC Mosquito Abatement District for this project. For B&C Aviation Services to meet project milestones, this material must be supplied on schedule. The due dates included in the following table represent our best guess based on current proposed project dates:

Materials to be supplied by SLC Mosquito Abatement District	Due Date*
Decision on tracking system	02/28/2025
Decision on Vendors	06/01/2025
Decision on final SOP and training	12/25/2025

*\*We cannot be responsible for cost overruns caused by our client's failure to deliver materials by agreed-upon due dates.*

## EXPECTED RESULTS

We expect our proposed solution to SLC Mosquito Abatement District's requirements to provide the following results:

### Financial Benefits

- Result #1: Cost to build program is lower per hour than hiring permanent staff
- Result #2: Proper vendors with competitive pricing will be established
- Result #3: Less down time of aircraft so that aircraft is mission ready and able to bring in revenue

### Technical Benefits

- Result #1: Program built by experience
- Result #2: Fully customizable and legal maintenance program
- Result #3: Experienced Mechanic on the H125 for maintenance decisions

### Other Benefits

The benefits of using our experience and labor to create the maintenance department and maintain the aircraft will be a fraction of the cost as opposed to hiring full time employees or using an aircraft management program and hiring a mechanic. Our experience that we have standing up a department will also allow your company to trust that the department meets the FAA regulations and the maintenance/inspection requirements.

## PRICING

The following table details the pricing for delivery of the services outlined in this proposal. This pricing is valid for 100 days (about 3 and a half months) from the date of this proposal:

Services Cost Category #1	
Maintenance SOP	\$10,000
Inventory and tooling set-up	\$25,000
Tracking system and vendor options	\$5,000

Total Services <b>Category #1</b> Costs	\$40,000
<b>Services Cost Category #2</b>	
Input of aircraft into tracking system	\$15,000
Training program lesson plans	\$5,000
Tracking system set-up	\$20,000
Total Services <b>Category #2</b> Costs	\$40,000
<b>Services Cost Category #3</b>	
Maintenance hourly rate	\$150/hr.
Additional Mechanic requirement	\$100/hr.
Total Services <b>Category #3</b> Costs	\$250/hr.
<b>Total</b>	<b>\$80,000</b>

Disclaimer: The prices listed in the preceding table are an estimate for the services discussed. This summary is not a warranty of final price. Estimates are subject to change if project specifications are changed or costs for outsourced services change before a contract is executed.

## QUALIFICATIONS

B&C Aviation Services has the experience and licenses required to stand up and maintain an aviation department in the following ways:

- Personally responsible for standing up the maintenance department of the DPS Aero Bureau
- A&P/IA licensed

## CONCLUSION

We look forward to working with SLC Mosquito Abatement District and supporting your efforts in creating and implementing the aviation maintenance program along with providing the training and support required for the program. We are confident that we can meet the challenges ahead and stand ready to partner with you in delivering an efficient and reliable program.

If you have questions on this proposal, feel free to contact Me (Bradley Correa) at your convenience by email at [bc178211@gmail.com](mailto:bc178211@gmail.com) or by phone at (808) 346-4457. We will contact you next week to arrange a follow-up conversation on the proposal.

Thank you for your consideration,

Bradley Correa  
Owner/A&P/IA