

## Maverick Helicopters Organizational Overview

- a. Maverick was started in 1996 to provide Las Vegas with a VIP Helicopter Experience over the Las Vegas Strip and to surrounding destinations like the Grand Canyon, Valley of Fire, Red Rock or any destination of a guest's choice. Maverick has always been the leader in acquiring the newest quiet technology helicopters to help reduce noise in the valley. Currently Maverick is still the only Helicopter Company flying 100% quiet technology and has been since 2006. Maverick partners with the hospitality industry constantly to help show off what Vegas has to offer as a city.
- b. Maverick has maintained a steady growth for the past few years and continues to hold a preferred position throughout the local hospitality industry. Maverick currently is the only approved Helicopter and Airplane operator for sightseeing tours that can be sold throughout the MGM Resorts International Hotels. Maverick also remains the exclusive Helicopter provider to the Las Vegas Motor Speedway and supports events like EDC and NASCAR annually to move the drivers, guests and invited guests with VIP expedited transportation. When it comes to competition in the Helicopter market, Maverick has to understand there is some business we can compete with based on location and age of a helicopter and type of helicopters other companies offer. Maverick just continues to focus on providing that once in a lifetime experience with the newest and youngest fleet of Helicopters to compliment the hotels and hospitality industry as they are always reinvesting, we believe in the same.
- c. Maverick supports the Tourism industry in several ways. For example showing off properties in the air with a message to their client as they fly over the strip. The LVCVA offers sales missions and reverse sales missions and Maverick attends as many of these as possible and extends our support to help make the missions the over the top experience people expect with Vegas. Some would say that Vegas is the gateway to the Grand Canyon. We have guests that come to Vegas just to fly to the Grand Canyon and mark it off the bucket list.
- d. Maverick is completing a \$5mm remodel of an old hangar building into a state of the art lobby with a small café, gift shops and a floor to ceiling view of McCarran International Airport with VIP lounge to raise the level of service. Maverick also just spent two years upgrading its transportation fleet so we can continue to offer complimentary transportation, but in limo coaches.
- e. I believe the projections are fair. Even with the world currency constantly changing against the dollar, people love to come to Vegas and the more we can provide the guest with other options and activities the more people will continue to come to Vegas.

## 2. Current and Future Infrastructure Needs

- a. We are just finishing our remodel and then we will upgrade the old lobby we had and offer this as event space for incoming meetings, groups, weddings, etc. In addition to the McCarran expansion, we just started the expansion of our Henderson facility where we operate additional helicopters and airplanes.

b. Not only for Safety reason but there needs to be a stop light installed at Signature Flight Support on the LV Strip in our opinion. The city did a Great Job of developing a safe place for people to take a photo by the Vegas sign. However it also creates a problem throughout the day with people running across the streets because there isn't enough parking. By the time you drive from Sunset Road to the Welcome to Las Vegas Sign, you have built up some speed and can't always see the people. The U Turns heading from southbound to northbound on the Strip have also increased, so pulling out of Signature southbound is getting extremely challenging.

c. Stop light by Signature and more parking at the Vegas Sign.

d. The biggest challenge to Maverick is the lead time to acquire new Helicopters. On average you wait 18 to 24 months for New Helicopters so keeping up with what the industry is predicting is key for us to keep up with the demand so we can continue to have the largest all quiet technology helicopter fleet in Las Vegas.

e. Provide some tax incentives for tourism based companies, vs increasing our taxes or give time to implement the tax changes. The hospitality industry has to issue rates to companies 12 to 18 months in advance. Several of these international contracts are not easy to change if you can even change, so when new legislation is passed and effective immediately the small business can't absorb some of the fees in the competitive markets we are all in.

f. Maverick believes Southern Nevada does a good job in keeping up with planning its infrastructure for our needs. The McCarran team has a tracking system so they can help assist the operators with our routes to identify if we are flying outside the "stay quiet routes." I am not sure where funding is at for this software, but this is hugely helpful for the operators and if we can earmark any funds to ensure this system is funded that would be helpful to maintain all operators staying compliant and safe.