

Aviation Resource Group International Firm Background & Qualifications

Aviation Resource Group International (“ARGI”) was established in 1975 by W. Stephen Dennis. Steve perceived an emerging industry demand for a standard set of criteria and a comprehensive methodology to value the unique characteristics of aviation-related holdings for sale, acquisition, funding, and estate-planning purposes. As an integral part of ARGI’s valuation expertise, Mr. Dennis initiated a tracking system to reveal information specific to the value and structure of aviation service transactions that are mostly private, and otherwise unknown. Using this proprietary data, ARGI was able to profile an aviation services company against its peers, and accurately determine a fair market value. Such valuation expertise was the springboard for ARGI’s transaction advisory services, involving the firm in the vast majority of deals being completed in the aviation service industry. Mr. Dennis has completed numerous aviation service transactions over 45 years of leading ARGI and 100’s of related engagements and other project work.

“ARGI worked effectively to present the strengths of Executive Beechcraft to high-level industry contacts that they brought to the table. My family and I appreciated their efforts... after all, this was the most important transaction of our financial lives”

—Dan Meisinger,
Former Principal

Since joining the firm in 1998, Mark Chambers has applied a financial and operations background to further develop databases and metrics used by ARGI to advise both buyers and sellers of aviation service businesses, and expand services offered to clients. Mr. Chambers has completed numerous aviation service transactions during the past 22 years ranging in size from \$5 to \$75 million in transaction value, along with engagements dealing with related matters.

Steve Dennis is Chairman of ARGI, and oversees client contacts and assignments in the U.S., and increasingly in other parts of the world as private aviation expands globally. Mark Chambers is ARGI’s Managing Partner, concentrating his efforts here in the U.S. ARGI professionals have held progressively senior positions in leading aviation service companies, have established reputations as experienced advisors to owners of aviation concerns, hold advanced business degrees, and are experienced pilots. ARGI has an in-depth understanding of the aviation service industry and its most influential players. ARGI professionals are relied upon by shareholders, executive management, investment groups, and the legal community. (Detailed resumes are available at argi.com)

Having completed over 300 engagements positions ARGI as a recognized leader in aviation service mergers and acquisitions, valuations, and related advisory work. Clients are mostly aviation service operations, commonly known as FBOs or SASOs, technical



“ARGI was most definitely the reason we completed the sale of JetCorp, but they worked shoulder-to-shoulder with me, my partners and the management team way before we talked to prospective buyers to structure and position the sale in unique and effective ways”

—Doug McCollum,
Founder and Former Principal

“TAC Air has expanded over the years predominately through acquisition, and we rely heavily on ARGI to lead us to the right targets that present a good fit to our growth. These guys create a straightforward business environment inside the deal that gets us to a successful close—even in the toughest transactions”

—Greg Arnold, Principal

service (or maintenance) businesses, charter-management companies, and corporate flight departments. ARGI engagements are primarily related to determining value, structuring transactions and managing the deal process between buyer and seller.

Transaction-related engagements include:

- Establishing fair market value of businesses, real estate, and assets.
- Sale, acquisition, and merger of FBOs and other specialized aviation businesses, e.g., identify potential prospects/targets, set transaction strategy/structuring, manage negotiation and process, prepare deal documents, oversee due diligence, and organize an efficient closing.
- Capital funding requests, loan placement services, and financial planning.

Other aviation service business engagements;

- Facility development planning, e.g., executive terminal buildings, hangars, and fuel storage facilities.
- Marketing plan development and implementation.
- RFP response development and preparation.
- Ground and facility lease assessment and negotiation.
- “C” Level recruitment and placement.
- Litigation support and expert testimony.

ARGI maintains membership in various industry associations including the National Air Transportation Association (NATA), and the National Business Aviation Association (NBAA), and is routinely called upon to assist with business valuation and other financial matters for individual member companies and the industry. ARGI professionals also contribute articles and interviews for industry publications such as *Aviation International News* (AIN) and NATA's *Aviation Business Journal*. ARGI provides financial support for numerous community programs such as the Civil Air Patrol (CAP) and the Juvenile Diabetes Association (JDA).

ARGI principals believe the most reliable indicator of the firm's capabilities and commitment to quality is the measure of project satisfaction consistently experienced by clients. As a result, the firm has placed a high priority on developing a professional reputation throughout the aviation industry as a company that is ready, willing, and able to go the extra distance necessary to meet and exceed a client's expectations.

