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OVERVIEW  
AND  
CAPABILITY

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A D V A N C E D   A I R



**Advanced Air, LLC**

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# OVERVIEW AND CAPABILITY

Advanced Air, LLC

*October 2023*

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## ABOUT US

### VISION

To be a world-renowned sustainable aviation solution.

### MISSION

To enrich the lives of our employees, customers, communities, and stakeholders, one flight at a time.

### VALUES

Safety, Integrity,  
Transparency, Teamwork,  
Fulfillment, and Respect

Advanced Air, LLC is an innovative, service-oriented aviation company headquartered in Hawthorne, California, approximately three miles from LAX. We were founded in 2005 by our President, Levi Stockton, as an FAA approved, Part 135, On-Demand Air Carrier focused on superlative aircraft management and on-demand charter. Today, Advanced Air has over 150 employees and 16 aircraft, from turboprops to regional jets, operated in both scheduled and on-demand service. Our business began with providing a premier, private aircraft experience and that superior level of customer service extends to all of our operations, both scheduled and on-demand. Our successful growth is driven by our adherence to our core values of: safety, security, teamwork and reliability. We are in this business for the long run and take a disciplined, thoughtful approach to growth opportunities. We value enduring customer relationships built on mutually beneficial outcomes.

Since receiving our Commuter Air Carrier Authority in 2017, we have worked diligently to invest in the infrastructure required and capitalize on existing distribution channels. We are connected to the major Global Distribution Systems (GDS) utilized by travel agents and industry professionals, including Amadeus and Sabre. Additionally, you will see us on Online Travel Agencies including Expedia, Travelocity, and Orbitz. Advanced Air, LLC is in talks with a major air carrier to provide interline and codeshare services.

More than a decade of commitment, collaboration and capital from a dedicated team of entrepreneurs and professionals who share a passion for aviation has been the foundation of Advanced Air's success. Our relationships are built on trust and transparency and each passenger entrusted to the care of this team is our priority.

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### *Flight Management Team*

Our comprehensive Flight Management Department consists of Dispatch, Logistics, Crew Scheduling, Maintenance, Training, Client Concierge, and Charter Sales. The team meets every morning, 7 days a week, to review and discuss the day's activity and look ahead for the week. Licensed Dispatchers are consistently monitoring weather conditions, airport activity, ATC, flight plans, and anything that could adversely affect safe and efficient operations. All flight plans are filed by Licensed Dispatchers to ensure the best routing and fuel planning. Even more importantly, we always have a second set of eyes monitoring weather, aircraft and airport limitations, etc. All flight plans are sent digitally to the crewmember's iPad for review and discussion of any necessary adjustments. The Dispatch team works in tandem with the Logistics Team overseeing flight following, crew duty compliance, as well as crew and aircraft accommodations. The Training and Crew Scheduling specialists ensure crew currency and training requirements and manage crew schedules to maximize availability for flight. The Owner Concierge team is dedicated specifically to managing the needs of the aircraft owner, assisting with flight scheduling, aircraft stock and detailing, and any other owner-specific need. This entire team is dedicated to ensuring all flight operations are not only safe, compliant and cost-effective, but also prioritizing professionalism, efficiency and superior customer service.

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## A B O U T U S

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### *Pilot Recruitment and Oversight*

Deciding when and where you are going to fly your aircraft should be the hardest decision you have to make while owning an aircraft. No aircraft owner should ever have to worry about overseeing and managing their flight crew. Hassle and headache-free pilot oversight is what Advanced Air provides. With over a century of combined years in the industry, Advanced Air's management team has the tools, expertise, and experience to effectively manage your flight crew.

It all starts with a dedicated training department whose mission is to ensure each pilot operating the aircraft is fully qualified, up to speed with the latest industry changes, and is continually reaching higher standards when it comes to knowledge and aircraft operation. Using a world class contract training provider, operating the latest aircraft simulators, allowing the pilot to experience real world emergencies in a controlled environment, sharpens their skills year in and year out.

Standardization is the key to familiarity. No patient would want two different surgeons performing the operation two different ways. No passenger wants two different flight crews operating the aircraft two different ways. A flight department that operates over 12,000 flight hours a year lends itself to standardization and allows itself to hold its pilots accountable to standardization. No two flight crews at Advanced Air operate the aircraft differently.

No aircraft owner or pilot wants to worry about planning their personal life around others. Staffed with a pool of qualified pilots, the Advanced Air Flight Operations department is able to allow the flight crew to maintain a schedule and a well-balanced quality of life without worrying about conflicts with the owner's schedule.

In order to maintain our pilot pool, Advanced Air has implemented an all-inclusive approach to pilot recruitment and combating the pilot shortage. Key initiatives include:

- Maintaining Partnerships with Southwest Airlines' Destination 225 Program and ATP flight schools as a recruiting pipeline.
- Providing opportunities for pilots to build flight time within our busy Part 135 Scheduled/Commuter operations.
- Providing a competitive total compensation and benefit package, including Airline Travel Benefits.
- Upgrading and promoting from within our own pilot group.

There is no need to approve pilot's time off or worry if crew will be unavailable for scheduled trips. The owner can rest easy knowing their aircraft and pilot assets are under Advanced Air's watchful eye.



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## DESTINATION 225 PILOT PATHWAYS PROGRAM WITH SOUTHWEST AIRLINES

Advanced Air recently became the newest airline to join Southwest Airlines' Destination 225 Pilot Pathways Program. This is an exciting partnership bringing together Advanced Air and Southwest Airlines flight crews, offering a pathway for motivated and qualified candidates to future flight careers with SWA.

PILOTS WILL COME THROUGH THE ADVANCED AIR PIPELINE THROUGH FOUR DIFFERENT PATHWAYS UNDER DESTINATION 225:

*University pathway:* recent college graduate aviators from the four accredited universities that SWA partners with. In addition, this pathway is also extended to college graduates who complete an internship with SWA.

*CAE Cadets:* prospective candidates will begin flight training with CAE (partner of SWA) and apply for the Destination 225 program. This is appealing to a lot of pilot candidates, especially those who are just looking to begin their careers and start building flight time.

*Military pathway:* active military pilots who do not yet meet the minimum requirements to start their career as an airline pilot.

*Employee pathway:* Southwest employees are allowed to also go through this program in accordance with CAE as well.

After they have been fully vetted by Southwest Airlines (training, ADAPT test, interviews, etc.) they will come through the Advanced Air pipeline via application. From there, we will put them through our interview process. Once they get to the offer stage and accept, they will stay with Advanced Air for a total of 24 months, actively flying and setting themselves up for success. At the end of the 24-month period, they will filter back through the pathway into a pilot position with Southwest Airlines.

*SWAs University partners include Arizona State University, Southeastern Oklahoma State University, University of Nebraska at Omaha, and University of Oklahoma.*

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## ADVANCED AIR & CRESCENT CITY, CA

Advanced Air is extremely interested in being the Essential Air Service Provider serving Del Norte County Regional Airport in Crescent City. With our headquarters in Los Angeles and our current seasonal operations at Mammoth – Yosemite Airport we view this as a perfect match, representing the final piece to our complex scheduled service puzzle. Our current route structure can easily and reliably serve Del Norte County and the surrounding area and our close proximity to home gives us a reliability and service advantage that others would struggle to achieve. We are extremely excited about the new community partnerships and relationships we have already begun to forge and look forward to further developing these partnerships.

### THE ADVANCED AIR DIFFERENCE

Advanced Air's team has a diverse skillset with experts across all facets of the aviation business. We believe our team can add value to the community based on our collective experiences in developing airport real estate, increasing enplanements in rural communities and creating plans to utilize airports for economic growth. Advanced Air is interested in a long-term partnership with Del Norte County and the Border Coast Regional Airport Authority to create a support system that can sustain growth at the airport and scale effectively with newly implemented strategies. A partnership with Advanced Air means our full and transparent support for the community and our shared insights on the hard lessons we've learned over the past 15+ years in business.

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*Levi Stockton*  
President & Founder,  
Advanced Air

“Crescent City is an EAS community we’ve been interested in for a long time. At its basic core, our business plan is to partner with communities that have growth potential and fall within our current service area to ensure we provide a high-level product. Crescent City checks those boxes and provides an exciting opportunity to leverage the airport as an economic tool for growth.”

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## MEDIA

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### MARKETING DEL NORTE COUNTY AND CRESCENT CITY, C A:

Advanced Air will commit resources to partner with the local community to increase awareness of the airport and its importance to the local economy and tourism. To grow ridership with the goal of achieving and maintaining 10,000 annual enplanements, we will also work closely with the Border Coast Regional Airport Authority, the local Chamber of Commerce, and other community stakeholders to coordinate and expand your ongoing marketing strategies and efforts to bring visitors to the area. To increase airport and air travel awareness with local residents, we will be involved with local organizations, events and sponsorships. We will also use our digital media channels and promoted posts/ads to market the airport and surrounding area.

### COMMUNITY PARTNERSHIPS:

When Advanced Air enters a market, we view the community and the stakeholders as partners. From our experiences, we have discovered that grass roots interest is the best way to ensure our success and keep the community stakeholders involved as an active participant in the development of the airport and air service. We believe that cross marketing with local businesses can build air service awareness from the ground up and provide us with a base viewership on which to build larger marketing plans. We will build relationships for the long term and continually foster more within the business community.

### *Right:*

Example of Billboard  
Promotion promoting  
our Merced routes.



## MEDIA

*Below:*

A few examples of promotional campaigns promoting some of our current routes.





AALTITUDE.ORG

@AALTITUDE

ADVANCED AIR



# aaltitude

WINTER 2023

## Conceptual Magazine

A COLLECTION OF IDEAS & INITIAL CONCEPTS  
FOR UPCOMING INFLIGHT MAGAZINE  
LAUNCHING WINTER 2023



EXPERIENCES

# BUILDING THE BUZZ

# PLANNING

## MAGAZINE OVERVIEW

In late November/early December, Advanced Air will launch the inaugural issue of its in-flight magazine timed to Mammoth's Winter season. The publication will reflect Advanced Air's vision and values and provide an additional opportunity for customers to more intimately connect with our brand. Each issue will consist of an editorial mix of destination spotlights, character profiles, cover culture, adventure, business and insight into the company and its leaders. It will be published quarterly, feature ads from partners, and be distributed on Advanced Air's regional airline flights, our private charters, throughout Jet Center Los Angeles, and at events and businesses throughout local communities.

## OBJECTIVES

Primary:

- Extend and enhance brand awareness for Advanced Air and its diverse suite of offerings.
- Connect with our customer(s).

## STORIES

Tell stories around our business and these businesses as a way  
to uplift the destination.

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## SCHEDULED SERVICE

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### *EAS/RASE*

[www.advancedairlines.com](http://www.advancedairlines.com)

Advanced Air's Scheduled Service operations cater to two diverse demographics: Support for Federal (EAS) and State (RASE) Essential Air Service programs that provide much-needed air service to the country's rural communities and a Semi-Private network offering seasonal flights to popular tourist destinations.

*Current Federal and State Subsidized EAS and RASE Contracts:* Current markets served by Advanced Air in this category include Gallup and Silver City, NM as well as Merced, CA. These markets are served by our King Air 350 and PC-12 aircraft and connect these rural communities to medium and large hubs including Albuquerque, Phoenix, Los Angeles and Las Vegas.

**Silver City, NM:** This represents Advanced Air's first EAS contract and service started in January 2019. Since then, the contract has come up for bid two more times and Advanced Air was again selected by both the community and the DOT. The contract will come up for bid again in late 2024 and Advanced Air expects to finalize a contract for an additional four years, flying 2,400 hours annually.

**Merced, CA:** Advanced Air was granted this contract for four years starting January 1, 2021, providing 24 round trip flights per week (12 each) to Los Angeles and Las Vegas, for a total of 3,800 hours annually.

**Carlsbad, NM:** Advanced Air was granted this contract for two years starting November 5, 2023, providing 12 roundtrip flights per week to Albuquerque and 7 round trip flights per week to Phoenix, for a total of 2,300 hours annually.

**Gallup, NM:** Gallup, NM represents the first City in New Mexico to be awarded the RASE (Rural Air Service Enhancement) Grant. Advanced Air was selected by the City of Gallup for a two-year contract beginning August 1, 2022, providing daily flights between Gallup and Phoenix, for a total of 800 hours annually. This innovative grant program is expected to be renewed by the NMDOT after two years and will be opened up to allow subsidies for 30-passenger aircraft.

**Las Cruces, NM:** Las Cruces was the second City in New Mexico to be awarded the RASE (Rural Air Service Enhancement) Grant. Advanced Air was selected by the City of Las Cruces for a two-year contract beginning January 16, 2023, providing daily flights between Las Cruces and Albuquerque, for a total of 730 hours annually.

## SCHEDULED SERVICE

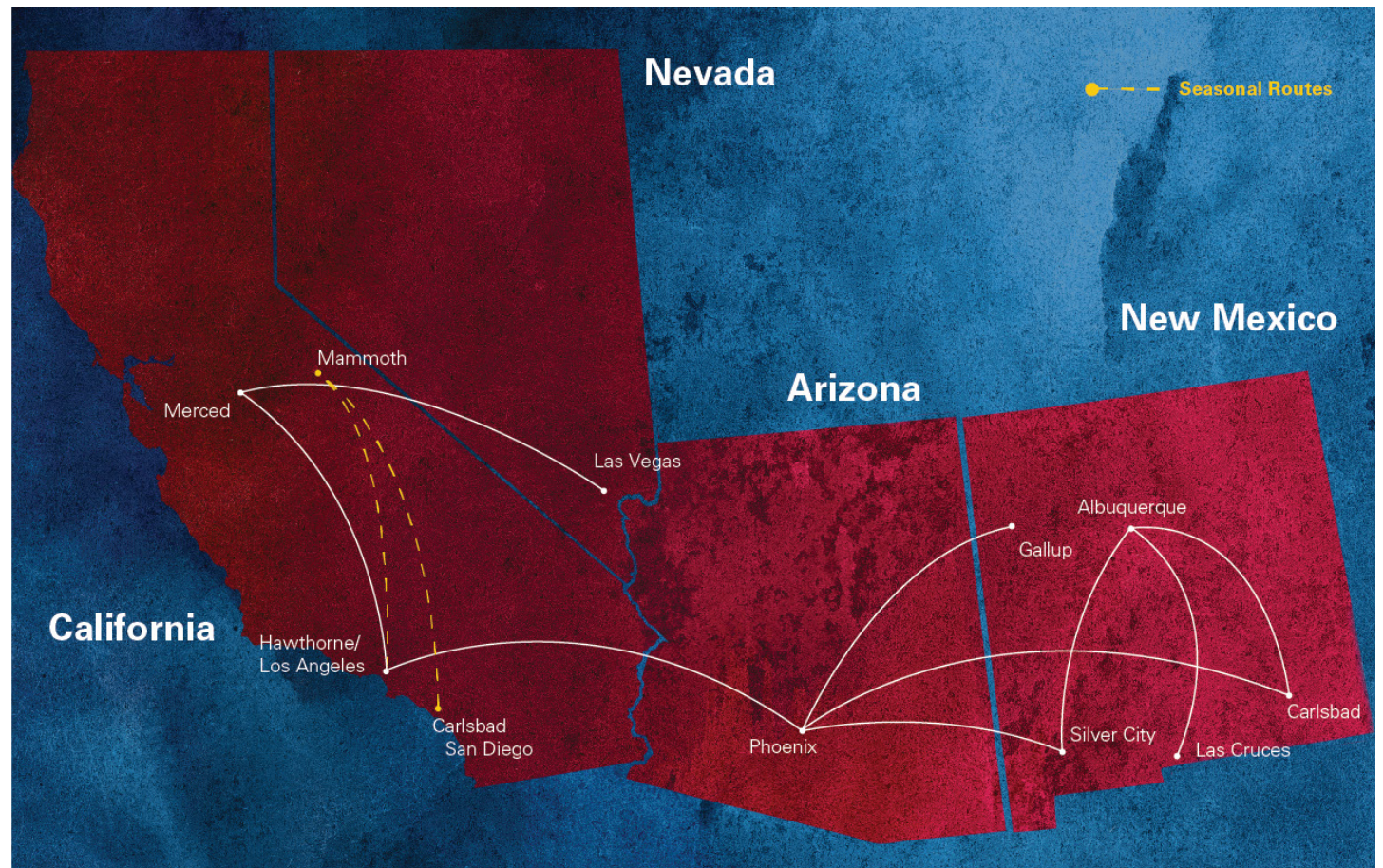
*Semi-Private Network*  
[www.advancedairlines.com](http://www.advancedairlines.com)

**Mammoth Lakes, CA:** The Semi-Private network currently operates seasonal flights to Mammoth Lakes, CA (Mammoth Mountain Ski Resort) from Hawthorne/Los Angeles, CA and Carlsbad/San Diego, CA with the Dornier 328 Jet. This market has significant potential for growth in both frequency and markets served. The MMH route has established Advanced as a recognized regional jet operator serving popular, yet inaccessible, tourist destinations. The additional of service between Crescent City, CA and Oakland or Hawthorne/Los Angeles provides a key market for maximizing efficiency and flexibility within the DoJet fleet while keeping all operations within the same hub and spoke area.

### Current Routes

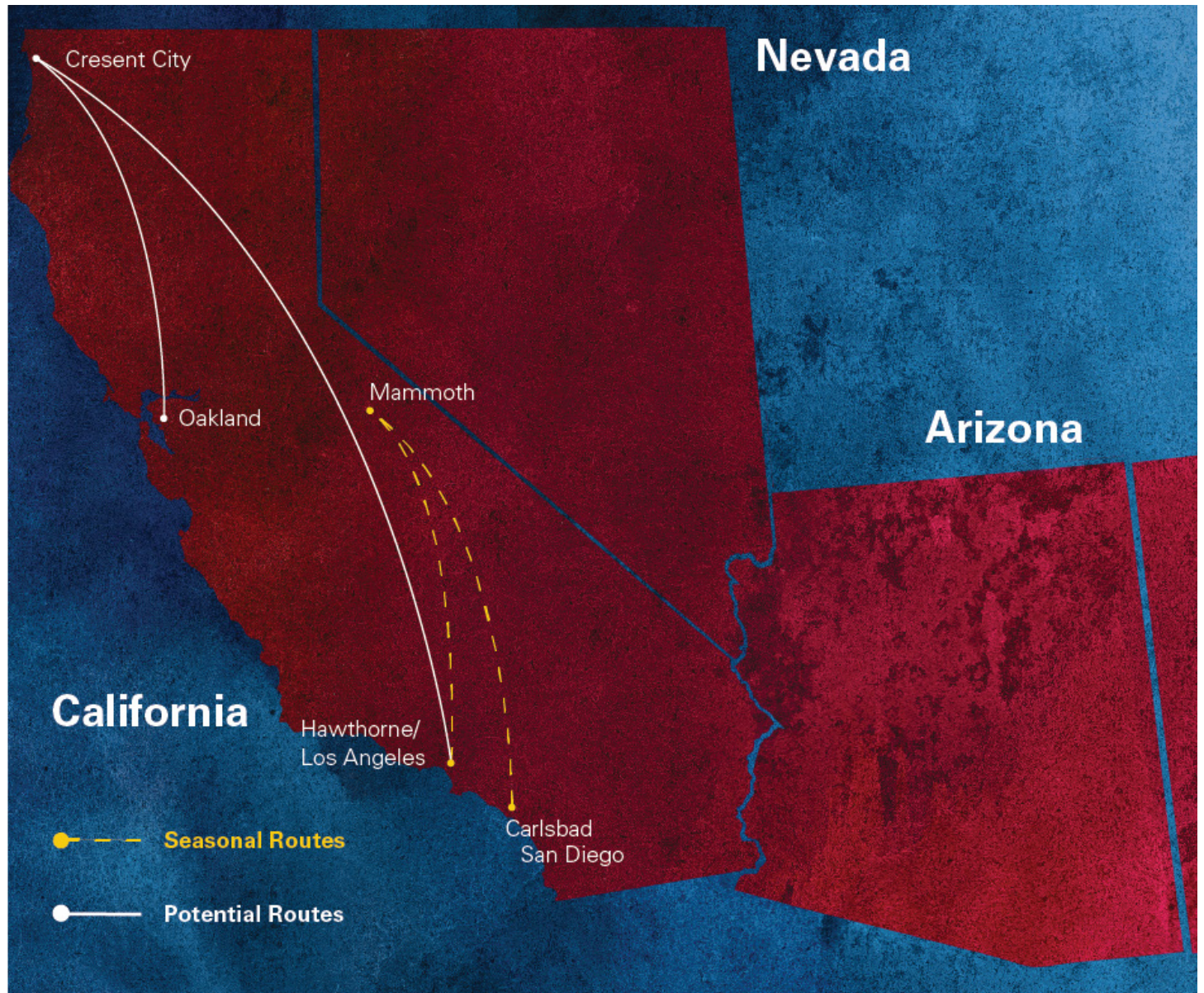
#### Operational Statistics:

- Perfect Operations Safety Record – zero accidents
- 98% Completion Record
- 95% On-Time Record
- 10,000 Annual Departures
- 12,000 Annual Fleet Hours Flown
- 45,000 Annual Passengers



*Dornier Jet Routes*

**Advanced Air's job is to meet with officials and local stakeholders to determine what destinations will best serve the community and maximize enplanements. This is an illustration of options, but we are open to discussing other potential destinations.**



## AIRCRAFT SPECIFICATIONS

### *Dornier 328 Jet*

#### *Aircraft Amenities:*

Comfortable stand-up cabin

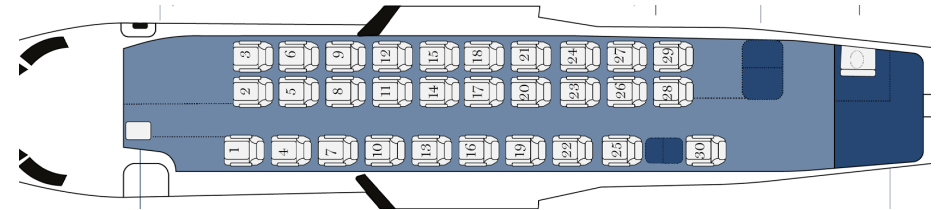
Large baggage that can accommodate golf clubs, skis and other odd-size baggage

Spacious lavatory

Flight Attendant onboard; complimentary refreshments

#### CAPABLE AND VERSATILE.

The Dornier 328 Jet combines extreme comfort and performance. This regional airliner is by far the best performing 30-passenger jet for short runway operations, allowing consistently higher passenger loads than its competitors. As a matter of fact, this was the primary reason that Advanced Air selected this aircraft for regional operations. We operate consistently at full capacity from 5,000 ft. runways including Hawthorne and Carlsbad, CA. The Dornier 328 twin engine jet airliner has exceptional performance capabilities in mountainous airports and is clean, comfortable and sleek for any mission within the region.



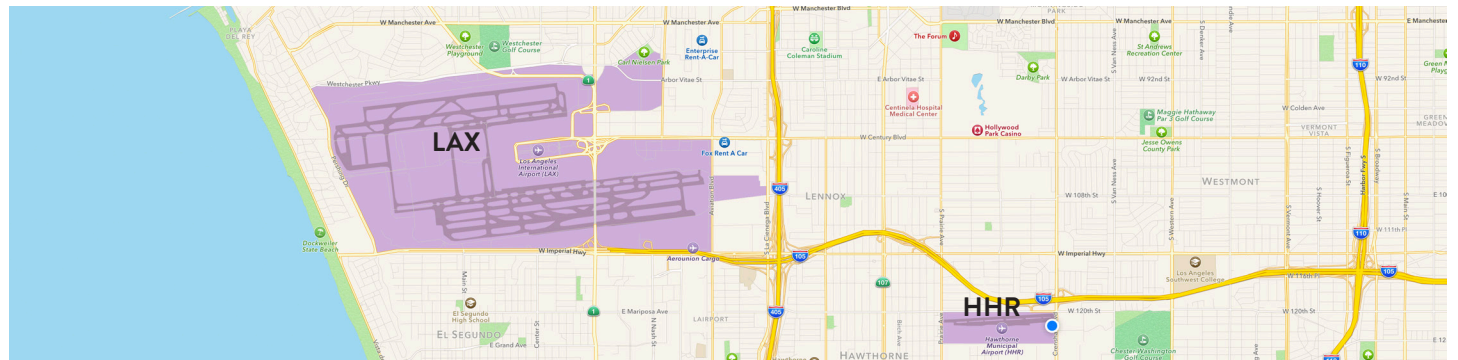
## BUSINESS SILOS

### *Jet Center Los Angeles Fixed Base Operator (FBO)*

[www.jetcenterla.com](http://www.jetcenterla.com)

Jet Center Los Angeles is owned by Advanced Air, LLC and serves to enhance the service level provided to fleet aircraft owners by controlling aircraft storage and fuel costs. FBO Management also creates an additional revenue stream for the company with fuel sales and aircraft services provided to not only the Advanced Air fleet, but also other airport-based aircraft and transient aircraft flying into the busy Los Angeles basin.

The FBO is located just 3 miles from LAX and a short two miles from the best LA Sports and Entertainment venues, including SoFi Stadium, KIA Forum, Intuit Dome and YouTube Theater, offering both connecting and local customers a wide variety of benefits. The spacious facility offers comfortable seating and passenger amenities, providing customers a quiet place to work while they wait for departure or enjoy a meal or beer at our onsite brewpub, Eureka. The taxi for our ramp to the runway is 50 feet and operations are exempt from traffic metering implemented during peak times at LAX.





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## S A F E T Y   A N D   O P E R A T I O N S

Since our founding, we have continually invested in technology and our personnel to create and unwavering culture of safety, service and professionalism. Safety is our highest priority and as such we have built a reputation in the industry backed by the endorsement of multiple third party auditors. We are Argus Platinum Rated, IS-BAO Stage II Certified, an active participant in the Air Charter Safety Foundation and a BARS Registered Operator. We operate an active Safety Management System and have built an extensive training program that incorporates scenario-based simulator training at FlightSafety International.



### AIR CHARTER SAFETY FOUNDATION REGISTERED

The foundation leads and supports the advancement of the highest safety standards available to allow the business, charter and fractional ownership industry to offer the safest air transportation products in the world and to provide objective information about these standards and services to the public.



### ARGUS PLATINUM RATING

The world's most prestigious third-party vetting system for charter operations. This Platinum rating is granted only to operators who, after completing a rigorous operations, maintenance, and safety audit by industry experts, demonstrate that their procedures meet what is considered to be the "best practices."



### IS-BAO STAGE II CERTIFIED

IS-BAO Stage II Certified: A code deemed by the International Business Aviation Council to be the best practices designed for achieving high levels of safety and professionalism for business aircraft operations.



### BARS FLIGHT SAFETY

Bars Safety Program is a risk-based model framed against the actual threats posed to aviation operations, particularly those that occur within challenging and remote environments. It directly links these threats to associated controls, recovery and mitigation measures as opposed to outdated and prescriptive formats previously used within a number of industry sectors.

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## S A F E T Y   A N D   O P E R A T I O N S

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### SAFETY MANAGEMENT SYSTEM

Safety, above all, has always been an Advanced Air priority. Less than 4% of all operators worldwide meet the safety standards maintained by Advanced Air. With a flawless safety record - no accidents, incidents or FAA violations - Advanced Air continues to be a leader in the competitive charter industry.

Over the last five years Advanced Air has invested significant resources toward creating a robust safety management system to cover every aspect of the operation from preflight to emergency response. We have several reporting systems that allow Pilots, Line Service Technicians, Maintenance Technicians, Customer Service Representatives, and Management to report anything from an inferior hotel on a crew overnight to ground support equipment failure or an aircraft gear malfunction. For Pilots and Maintenance Technicians we are associated with a FAA-supported Aviation Safety Action Program (ASAP). The goal of ASAP is to detect problems and safety hazards in flight operations before those problems could result in an accident. ASAP has been approved for Part 121 airline operators for some time but was just recently approved to be used by Part 91 and 135 operators in general aviation.

Director of Safety oversees:

- Assistant Director of Safety
- Safety Risk Analysis
- Emergency Response/ Safety Training
- Safety Meetings
- Internal and External Audits
- Third Party Audits
- Overall Safety culture

Tools of Advanced Air's Safety Management System:

- SMS Reporting
- FRAT scoring
- Emergency Response/ Family Assistance
- Third-Party Aircraft Tracking

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## LEADERSHIP TEAM

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### *Levi Stockton*

Levi Stockton is the President and Founder of Advanced Air, LLC and Jet Center Los Angeles. Under Levi's leadership Advanced Air, LLC and Jet Center Los Angeles have grown to 150 employees, 200,000 square feet of Hangar Space, 16 aircraft and 10 diversified arms of revenue, including Advanced Airlines scheduled service. Levi is a current ATP-Rated company Line Captain and uses his knowledge of the aviation industry to set and implement the company's overall strategy, vision and direction. In addition, Levi has modeled a company culture based on safety, family values and service that make Advanced Air and Jet Center Los Angeles a great place to work and do business. Levi is on the board of the Air Charter Safety Foundation and active in the Los Angeles Young Presidents' Organization.



### *Donny Sandusky*

As the Executive Vice President Donny Sandusky is directly responsible for maximizing the performance of both Advanced Air, LLC and Jet Center Los Angeles. As a current CL300 and BE-350 Line Captain and ATP-Rated pilot, Donny has successfully overseen company growth from 20 to 150 employees, doubled the hangar space at Hawthorne Airport to 200,000 square feet, increased fuel sales to over 1M gallons per year and expansion of the Advanced Air fleet to 16 aircraft. As a key member of the executive team Donny is integral to designing and implementing company business operations and establishing procedures that promote our company culture and overall vision. Donny holds a Bachelor's of Science Degree in Professional Aeronautics from Embry-Riddle Aeronautical University.



### *Michael Wootton*

Michael Wootton is the Vice President of Flight Operations for Advanced Air, LLC. He joined Advanced Air, LLC in 2016 bringing a broad base of experience from different sectors of the Charter and Fractional world. Michael studied Criminology at the University of Texas of the Permian Basin before beginning flight training at Sierra Academy of Aeronautics, where he met Levi Stockton on his first day of training. Upon completion of his training Michael continued his tenure at Sierra Academy as a flight instructor and later joined Levi flying cargo, before transitioning to the charter and fractional aircraft business. He holds an Airline Transport Pilot Certificate with type ratings in the SA227, Hawker 800, Falcon 20, LR Jet series aircraft and Lear 45. Michael has served as a line Captain and Flight Instructor for most of these aircraft for which he holds type ratings and additionally has served as a Check Airman on the Lear 45.

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## LEADERSHIP TEAM

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### *Douglas Galbraith*

Doug Galbraith is the Chief Pilot and oversees 50 pilots for Advanced Air, LLC. Among his many duties Doug manages the overall operations of the aviation department. This includes managing flight and ground personnel, coordinating maintenance and scheduling flights. Doug adjusts and applies all risk management assessments for the flights and conditions. Additionally, Doug has assisted in developing Advanced Air's Pilot Training Programs and General Operating Manuals. Doug is a Current Captain on the Challenger 300 and holds a Gold Seal Flight Instructor Rating. Doug holds a Bachelor's of Science Degree in Aviation Management and Associate of Science Degree in Commercial Aviation from the Southern Illinois University. Doug has been working at Advanced Air, LLC since 2014 and previously held the Assistant chief Pilot role.



### *Tony Pint*

Tony Pint is the Director of Maintenance for Advanced Air, LLC. With a passion for aviation, he started his career as a UH60 Blackhawk mechanic while serving in the US Army. After leaving active duty, he continued on for several years in the California National Guard. Tony received his FAA Airframe and Power Plant Certificate after graduating from Northrop-Rice University of Aeronautics in 1996. His first Civilian aviation job was at Garrett Aviation LAX where he started in the engine shop building Honeywell TFE-731 and CFE-738 engines and ultimately became an Inspector. After seven years at Garrett, Tony joined a large, Southern California Charter operator where he again excelled becoming the Chief inspector for their FAR Part 145 repair station. At the same company, Tony became the Director of Maintenance where he was responsible for over 30 different business aircraft. In August of 2017, Tony joined Advanced Air, LLC as the new Director of Maintenance. Tony's aviation passion goes beyond maintenance. As a rated Private Pilot he is currently working on his IFR, Multi-Engine, and Commercial ratings.



### *Ryan Gers*

Ryan Gers is the Director of Flight Support who joined Advanced Air in 2021 to develop the Dispatch program and now manages the Dispatch, Logistics, and Scheduling departments. His role focuses on establishing effective processes and inter-departmental coordination to ensure flight operations run smoothly, safely, and efficiently. Prior to Advanced Air, Ryan served in the military as an Air Battle Manager for the Air Force. He was also a dispatcher at 21 carriers. Ryan is a graduate of the University of Arizona where he earned a Bachelor of Arts Degree in History. He also holds a Master of Arts Degree in European History from the American Military University.

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## LEADERSHIP TEAM

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### *Joe Del Rio*

As a career flight instructor Joe is a teacher at heart. He leads the effort in the comprehensive training of Advanced Air's GOM, Ops specs and Operating Procedures. Joe has an extensive understanding of FAR 135, 91 and 61 requirements and successfully translates his knowledge to our crew members within the Advanced Air training environment. Joe oversees the training departments curriculum development and is directly responsible for the success of our pilots and flight attendants.



### *Steven Smith*

As the Director of Safety & Security Steve manages the airline's Safety Management program and is responsible for maintaining a robust safety & security culture within the entire company. As a current commercial rated pilot Steve uses his deep knowledge of aviation operational safety to facilitate, review and analyze safety related trends to recommend mitigation techniques and implement controls that affect all departments within the company.



### *Barbara Hunt*

Barbara Hunt joined the team in early 2017 as Vice President of Business Operations for Advanced Air, LLC. Growing up in Denver, Colorado and mentored by a father in the Airline industry, she cultivated a love for airports and aviation at a young age. Barbara holds a Bachelor of Science in Business Administration from the University of Colorado in Boulder. After an early career transition from hotel management to aviation management, she was part of an executive team who helped build a small local aircraft charter business into a nationally-recognized, full-service aviation company. Her extensive career in Aviation has included roles in Flight Operations, Charter Management, Human Resources, Sales & Marketing, Customer Service, Client Relations, Accounting and Finance.



### *Beatriz Fernandez*

As Human Resources Director, Beatriz is responsible for all human resources policies, programs, and services for the organization. Areas of responsibility include employment, employee relations, health and welfare, safety, organization development and learning, and compliance with all applicable federal, state, and local laws. Since her leadership appointment in 2020, she has been instrumental in integrating human resources initiatives into the strategic goals of the organization.

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## LEADERSHIP TEAM

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### *Shawn Fairbairn*

Shawn Fairbairn is the Director of Flight & Operations Optimization and responsible for Charter Sales, VIP, Airline Customer Service and Ramp teams. Prior to Advanced Air, he managed multiple flight departments, coordinated global routes, and oversaw Maintenance, Repair, and Overhaul (MRO) stations. Fairbairn brings a diversified aviation experience and specializes in process optimization and team building, which will be put to use while continuing to build the Airline department structure. He holds a Bachelor's degree in Aeronautical Sciences from Northrop University.

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### *Gabriel Candido*

Gabriel Candido is the VIP Concierge Manager and is responsible for taking care of the company's aircraft owners and their aircraft, which includes managing all of their travel plans as well as the detailing and cleaning of all aircraft. Candido started his career in aviation as a student pilot earning his private pilot license logging over 120 hours. Prior to Advanced Air, he spent four years working as a Lineman at the Chino Airport, and five years serving as Ramp Supervisor at the Ontario Airport. He also brings experience working in the world of private charter, where at Van Nuys Airport he would dispatch and do charter sales for a Part 135 Operator.

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### *Jeffrey Zeleny*

Jeffrey Zeleny joined the team in 2022 as Controller for Advanced Air LLC and Jet Center Los Angeles. Jeffrey oversees the accounting department and is dedicated to keeping our business running smoothly. Jeffrey holds a Master of Business Administration and Management from Thunderbird School of Global Management and a Bachelor of Arts degree in Anthropology from the University of Arizona.

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