



September 18, 2023

Greg Wood
City Manager
Crossville, TN
392 N. Main St.
Crossville, TN 38555

Dear Greg:

This letter is to serve to notify you of Azure Flight Support's request for approval from the City to subcontract flight training services to Tennessee Flight Training (TFT) based out of Nashville (BNA).

Tennessee Flight Training has been in business for over 13 years (first as Nashville Flight Training) and they have served over 4,000 customers while sending hundreds of pilots to the airlines.

I have known their owner, Chris Erlanson, for over 6 years and have found him to be a high integrity business and family man who has a passion for aviation and training the next generation of aviators. He and his team are singularly focused on the flight training business and building a great business here in Tennessee.

Initially very little will change, but the benefits of Azure partnering with TFT will allow both our instructors and students opportunities with more equipment, airline partnerships and advanced training. Johnna McCoy will assist TFT in scheduling and management of operations and Greg Livingston and his maintenance team will provide maintenance on the CSV aircraft. TFT will be using our CSV maintenance team to assist in maintenance of their Nashville based aircraft which will help our maintenance business in CSV grow.

TFT will initially purchase and lease our fleet of 172's and will supplement the demand with their fleet of 13 aircraft based at their two other locations.

I believe this will result in more growth of flight training activity in Crossville as TFT focuses on marketing and growing their flight training business.

Tennessee Flight Training has an exclusive partnership in Tennessee with Embry Riddle Aeronautical University that offers students a degreed program option with the world's premier aviation university.

We view this opportunity to partner with Chris and TFT as a chance to provide better service to the community in the area of training.

We have other exciting news to announce. Last Friday we completed the acquisition of a Part 135 Charter company based in Portsmouth NH. Over the next 6 months we will move the operation to Tennessee and add additional aircraft to the aircraft currently operated by the company. We are partnering with SMN Investments out of Greenville TN which already owns and operates two private jets.

Soon we will be able to offer air charter services and aircraft management services to the Crossville business community.

I can be reached at 615-804-6740 or allen.howell@azureflightsupport.com if you have any questions or need additional information.

Sincerely,

A handwritten signature in blue ink that reads "Allen Howell".

Allen Howell
CEO and Partner,
Azure Holdings, LLC, Azure Flight Support LLC