



August 21, 2020

Re: Aircraft Rate Change & Update Concerning Operations through COVID-19

Friends,

As fall approaches and the tourist season winds down, we are planning a few changes to operations at Southern Maine Aviation:

1. **Beginning September 1st, we will be increasing the rental rate of the Skyhawk fleet from \$150 to \$155 per hour.** These aircrafts are heavily utilized and we must adjust the rates to support them. **We also will be lowering the cost of the Garmin G1000 glass aircraft to \$160 per hour.** This would be a great time to make the transition to glass technology, especially for career bound pilots.
2. We will continue to restrict the use of the facilities by non-essential personnel during this time. Customers needing fuel and limited services will be provided for during this time. The restaurant can provide patio and takeout services but picking up your lunch and coming over to our lobby will not be allowed. We have set up a picnic table on the patio for you to use and practice safe social distancing.

In accordance with the Governor of Maine's previous orders (<https://www.maine.gov/covid19/>), we are requiring anyone entering the FBO to wear a face covering, and/or if social distancing (6 feet) cannot be achieved "in a public setting".

Conditions will be monitored / evaluated daily, and restrictions may be extended beyond this if the State of Maine issues revised guidance. Our plans may change due to health advisories and conditions described by the CDC. Please use caution and be patient while we do our best to meet everyone's needs. Flight instructors can still be reached by telephone or email to help with remote training or scheduling.

Please contact Andrew Button (480-721-7064) or Mark Damuth (207-651-9308) for additional information.

Thanks for your patience and understanding. We are looking forward to returning to more normal operations as soon as possible but will follow State of Maine guidelines appropriately as we do.

Thank you,

Mark Damuth
General Manager