

### AIRCRAFT EXCHANGE SERVICES

#### Compass' Services

Compass acts as an intermediary in all exchange transactions involving aircraft. This includes:

- Acting as QI in forward exchanges of aircraft.
- Acting as Exchange Accommodation Titleholder in reverse exchanges of aircraft.
- Acting as a dealer to take title to both the old and new aircraft in a trade-in for state sales and use tax purposes.

#### Compass Adds Value

Compass is an experienced exchange intermediary that knows the law regarding deferred exchanges under Section 1031 and reverse exchanges under Revenue Procedure 2000-37. What sets Compass apart is our experience, service, and attention to detail. Compass' principals have the following experience and qualifications as aircraft like kind exchange intermediaries:

- Completed several hundred exchanges of aircraft for large and small business enterprises and high net worth individuals.
- Handling complex exchanges involving aircraft acquired from every manufacturer, used aircraft, synthetically leased aircraft, aircraft delivered under ferry permits, imported aircraft, fractions, and "green" aircraft.
- Knowledge of sales and use tax laws for aircraft sales, resales, and leases in most major states.
- Knowledge of the mechanics and procedures of closing an aircraft transaction.

#### Compass is Part of the Taxpayer's Team

We believe Compass works best when working closely together with the taxpayer's advisors, brokers, accountants, and legal advisors. Compass' exchange team, consisting of an experienced tax attorney and exchange coordinator, work diligently to communicate with taxpayer's advisors to make sure that the transaction progresses smoothly.

#### Use Compass as a Resource

Please call us to ask any questions you may have on aircraft exchanges. We welcome your call to discuss how we can assist you in your aircraft transaction.