



# 2010 Alabama Public Airport Rates & Charges Survey

September 22, 2010



# Rates & Charges Survey Summary

- May, 2010 Alabama Aeronautics Bureau distributes first state-wide Rates & Charges Survey to 80 public use airports
- Survey included: fuel flowage revenues, ground, and various hangar building rates and some operational type questions
- Summary represents only a portion of information gathered. Anticipate results being useful for airports to capitalize on sources of revenue available



## 2010 Alabama Public Airport – Rates and Charges Survey

### 2010 Alabama Public Airport - Rates and Charges Survey

The Alabama Department of Transportation Aeronautics Bureau is requesting your assistance in completing the first state-wide Rates and Charges Survey of general aviation and non-hub commercial airports. The primary focus of this survey is to better understand current trends in rental rates and charges for airport properties within the state, including both aviation and non-aviation uses. The results of this survey will be presented and discussed in the upcoming 2010 Alabama Airport Conference to be held in Montgomery, Alabama September 20 thru 22<sup>nd</sup>.

Please submit your airport's 2010 rates and charges by completing all questions, including specific fees charged. If a question does not apply to your airport, please write "N/A" or "not applicable" where appropriate. **Please return the completed survey to the Aeronautics Bureau by May 28, 2010.**

Please mail or fax to:  
Dr. John C. Eagerton IV  
Chief, Aeronautics Bureau  
Alabama Department of Transportation  
1409 Coliseum Boulevard  
Montgomery, Alabama 36130  
Fax: 334-353-6540

Survey can also be submitted via e-mail to: [tumerea@dot.state.al.us](mailto:tumerea@dot.state.al.us)

For questions or assistance in completing the survey, contact Kip Turner, Aeronautics Bureau at (334) 353-6223 or via e-mail at [tumerea@dot.state.al.us](mailto:tumerea@dot.state.al.us). Thank you for your time and participation in our survey.

#### 1. AIRPORT CONTACT INFORMATION: (Provide primary airport contact information)

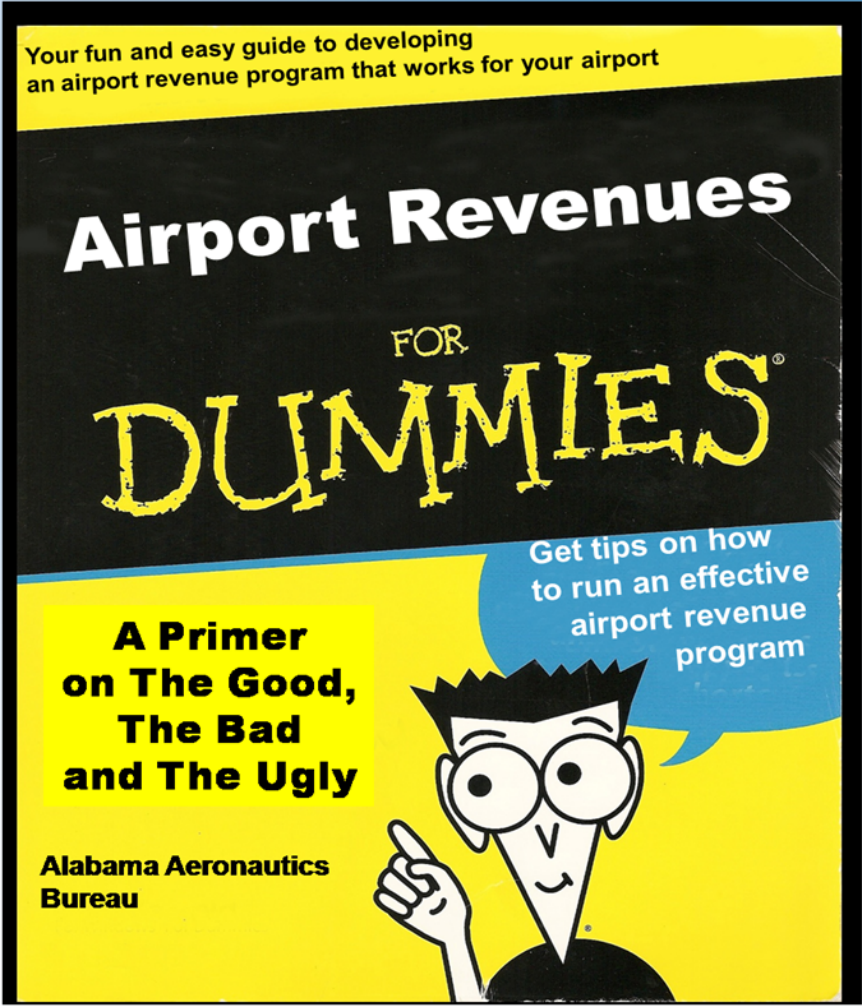
Airport Facility Name:
Airport Contact Name:
Address (City, State, Zip):
Email address:
Phone:
Fax:





# Goals:

- Gain a better understanding of current trends in rental rates & various fees
- Help identify sources of revenue available to general aviation airports in Alabama
- Provide a source and database for airports to use in reference
- Reinforce importance of airports being able to capitalize on all potential revenues available





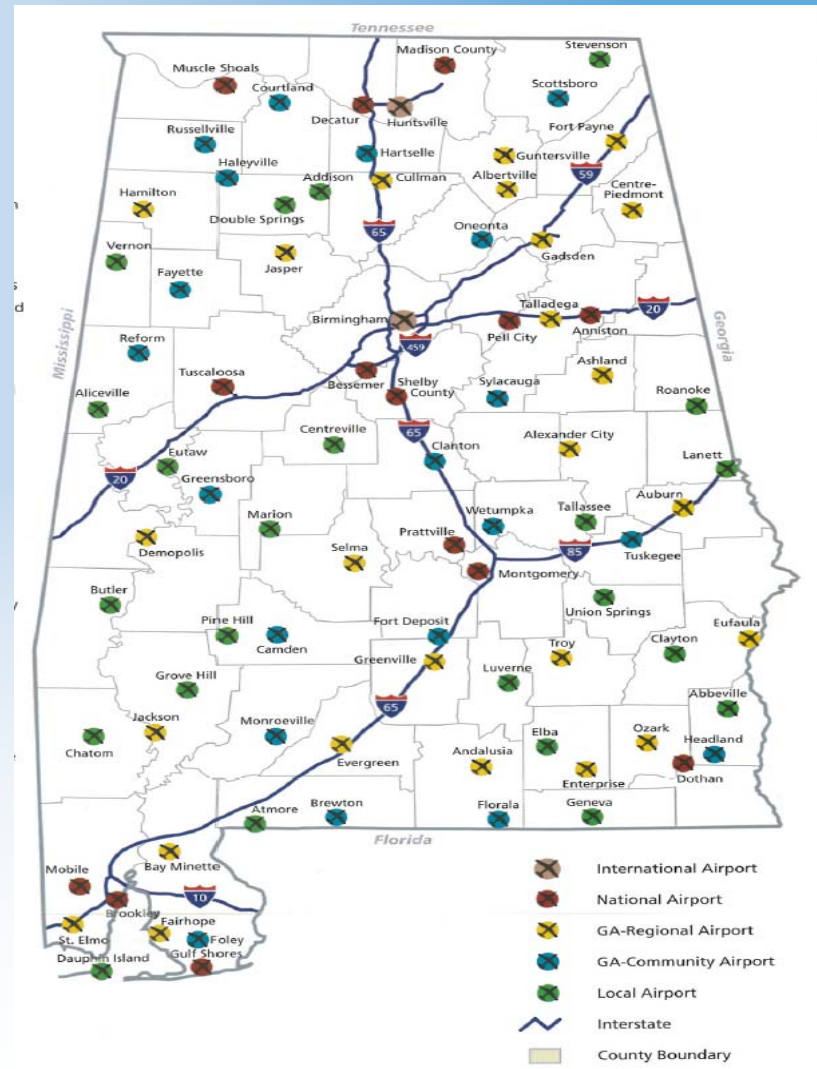


➤ 34 out of 80 (42%) airports responded to survey.

➤ Alabama's Statewide Airport System Plan (5 categories):

- ❖ International Airports
- ❖ National Airports
- ❖ General Aviation-Regional
- ❖ General Aviation-Community
- ❖ Local Airports

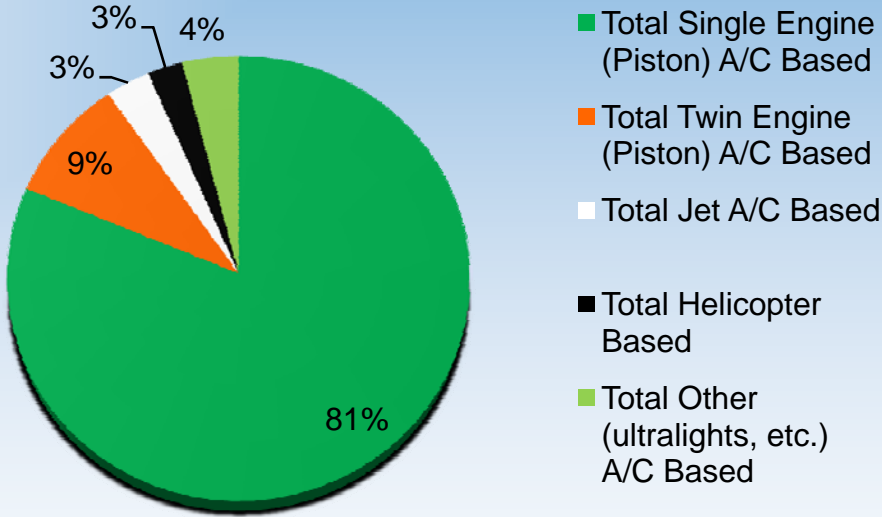
➤ International Airports were not surveyed





# Based Aircraft

- 29 airports reported having aircraft based on their field for a combined total of 1,297 based aircraft at these locations
- 4 airports reported having over 100 based aircraft
- After removing the 4 airports with over 100 based aircraft, the remaining 25 airports averaged 34 aircraft each
- Single engine aircraft made up approximately 81% of the total based aircraft reported

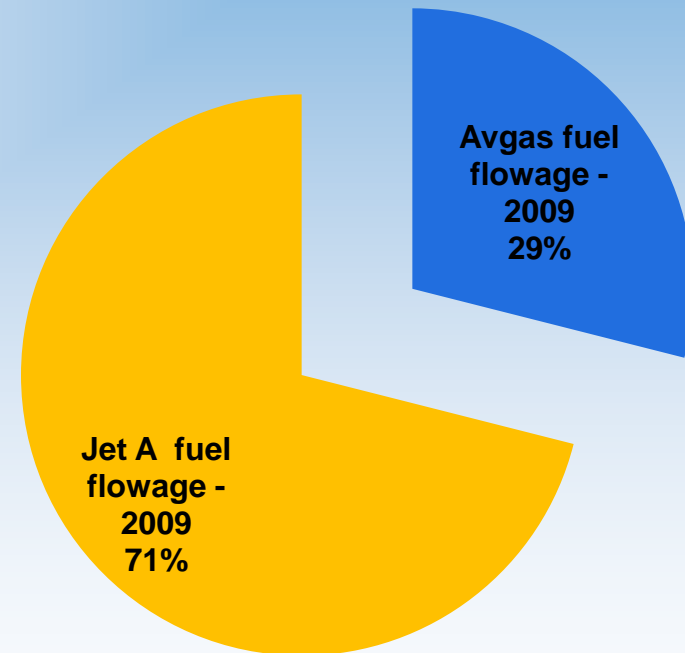




## Fuel Flowage Revenues

- 21 airports reported selling either Avgas or Jet A fuel in 2009
- All but 1 of these airports received some type of profit margin or flowage fee on their fuel sales.
- Most airports having fuel sales reported using some type of mark-up on fuel sales as their method of revenue while 6 airports received a flowage fee from a commercial operator or FBO handling the fuel at their airport.
- 71% of fuel sales were Jet A

## Fuel Sold Comparison







### Jet A:

- 15 of the 34 airports reporting sold a total of 2,002,328 gallons of Jet A in 2009.
- One airport sold approximately 43% of the total amount (864,246 gallons) leaving an average of approximately 51,731 gallons per airport for the remaining 14 airports.
- Revenues were recorded thru both flowage fees and tacked on profit margins equaling an average of \$0.04 cents per gallon in flowage fees or \$1.34 per gallon in profit margins.

### Avgas (100LL):

- 21 airports responding to the survey claimed to have sold a total of 815,908 gallons of Avgas in 2009.
- Two airports sold over 100,000 gallons each leaving an average of 19,906 gallons each for the remaining 19 airports.
- Revenues were reported thru both flowage fees and profit margins added to cost of fuel for an average of \$0.04 cents per gallon or \$0.91 per gallon respectively.

**Note:** There was a broad range in revenues reported from Jet A & Avgas sales from \$0.85 to \$2.00 (Jet A) & \$0.35 to \$1.50 (Avgas).

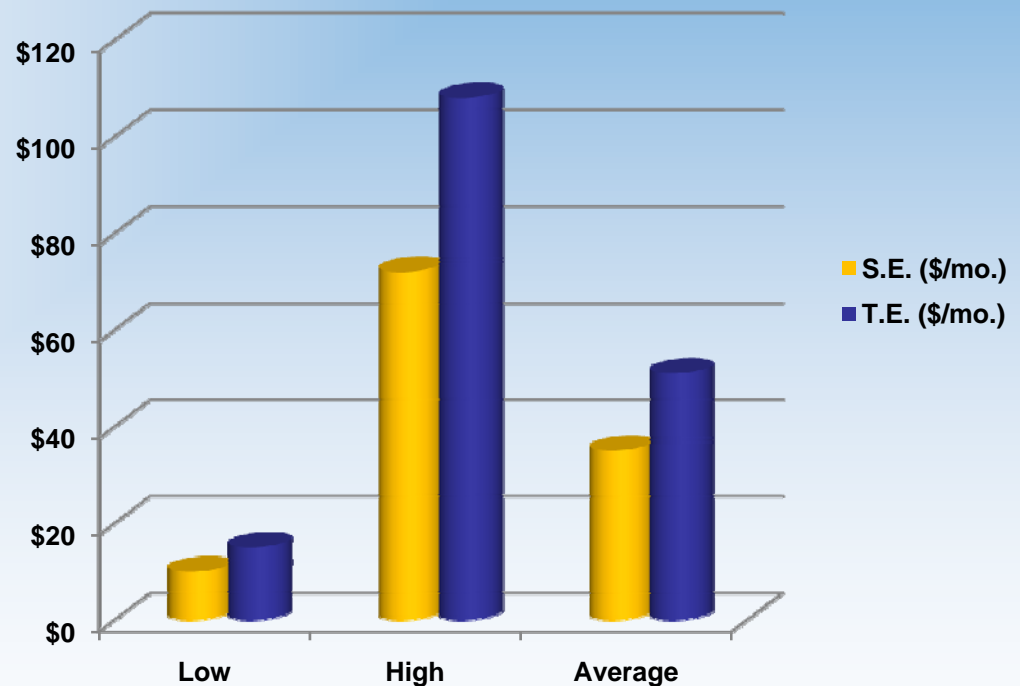




## Aircraft Storage - Tie-Downs

- Only 15 out of 34 airports responding reported charging some type of a tie-down fee in 2009
- 24 airports had tie-down activity with 26% of their spots being occupied on average
- Two airports reported maintaining a 100% tie-down occupancy rate
- Rates ranged from \$10.00 to \$72.00 (SE) & \$15.00 to \$108.00 (ME)

## Tie-down Rates







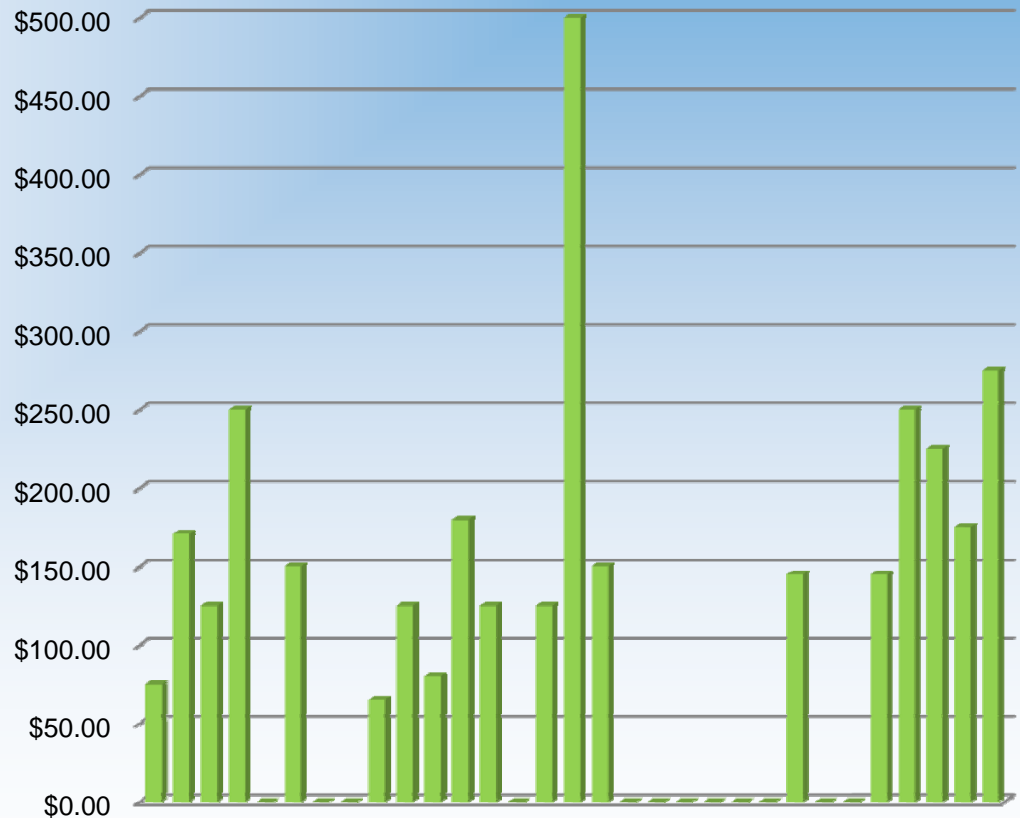
## Airport T-Hangar Rentals

➤ 21 airports reported having T-Hangar facilities for a combined total of 649 T-hangar spots.

➤ All but 4 airports reported a 100% occupancy rate in 2009. Those 4 had a combined 79% occupancy rate.

➤ Rates varied considerably from \$45 to \$500 (SE) & \$125 to \$500 (ME). The higher rates were attributed to National or GA-Regional type airports.

## T-Hangar Rates





## Shade Hangar Rentals

- 11 of the 34 airports rented shade hangars in 2009 for a total of 132 shade hangars
- 9 out of 11 reported 100% occupancy for these hangars, the other 2 averaged 65%
- Rates ranged from \$17 to \$165. All but 1 airport had the same price for both ME & SE.
- Average rates for utilities vs. w/o utilities were similar (\$93 & \$92 respectively)

## Moontown Airport

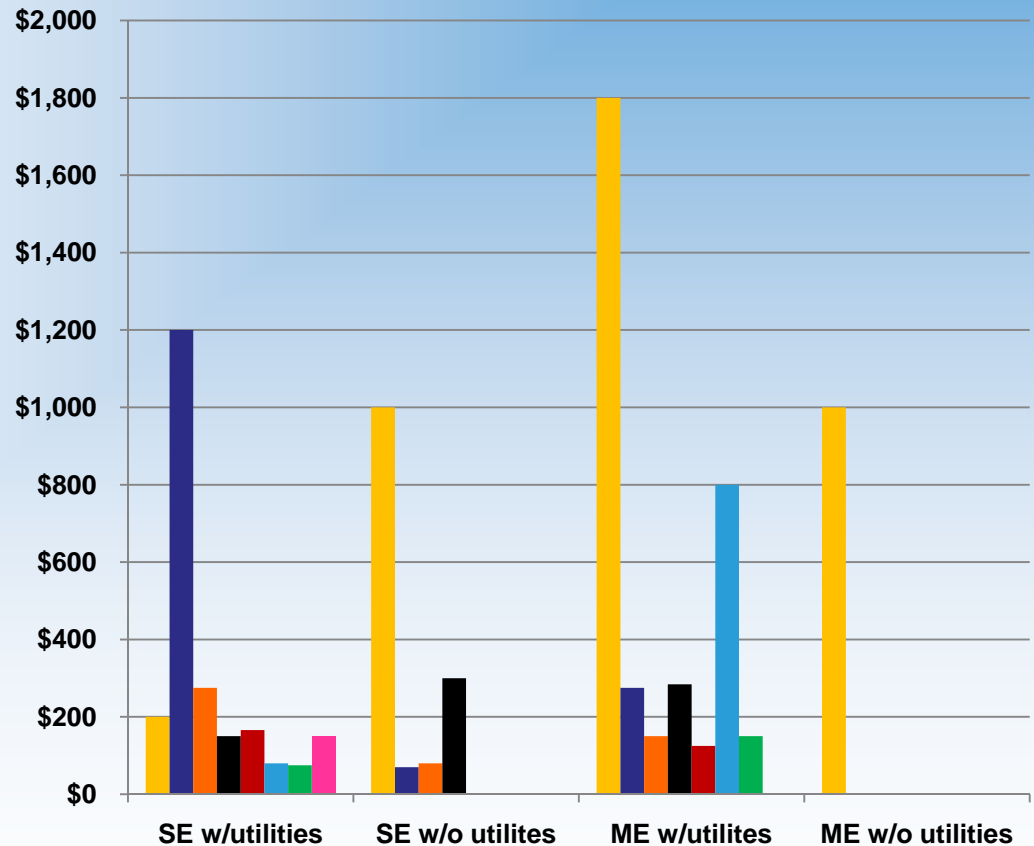




## Community Hangar Rentals

- 12 airports reported having community or “Gang” style hangars for a combined total of 103 spots.
- 3 airports stated having 20 or more spots leaving an average of approximately 4 each for the remaining airports.
- 6 out of 12 reported a 100% occupancy while the rest had a combined 75% occupancy rate
- Rates varied from \$70 to \$1,800

## Community Style Hangar Fees





# Airport Ground Leases



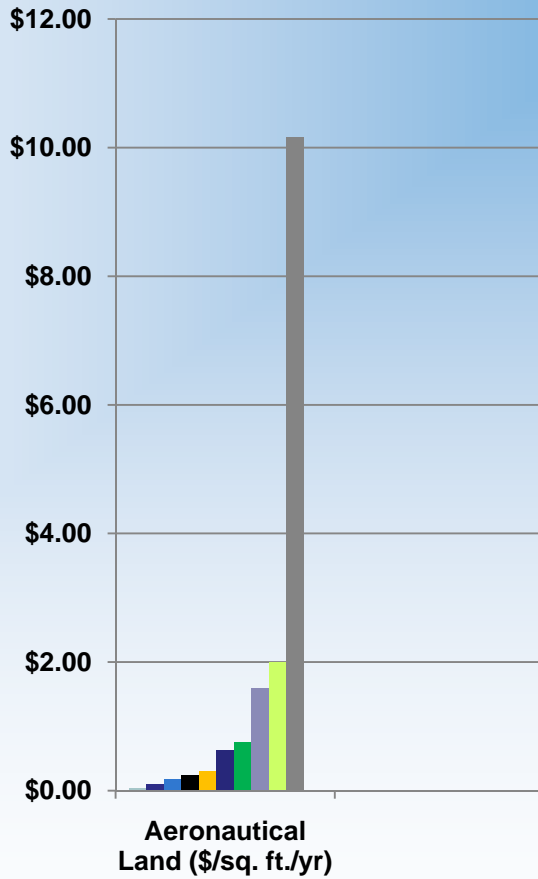


## Aeronautical Land Leases

➤ 14 airports reported some type of aeronautical land lease (inside the fence, unimproved land, with airside capability)

➤ Different types of rates were used to include: rates based on sq. footage, acres, & specific lot sizes

➤ 10 airports relied on sq. footage with rates varying from \$0.0345 cents per sq. ft. to \$10.162. Once the highest 3 were removed, **\$0.32 cents per sq. ft. was average**



	Aeronautical Land (\$/sq.ft./yr)	Aeronautical Land (\$/acre/yr)
Low	\$0.0345	\$300
High	\$10.162	\$4,200
Average	\$1.60 or \$0.32 (w/o top 3 airports)	\$1,708





### **Pavement (Ramp) Leases:**

Only 2 airports stated a separate pavement (ramp) lease for finished ramp space with a combined average rate of \$0.81 cents per sq. ft.

### **Non-Aeronautical Land Leases:**

4 airports reported non-aeronautical land leases (outside the fence, non-agricultural). 3 airports based their rates on \$ per acre per year for a combined average of \$2,294 per acre. 1 airport based the rate at 10% of the current appraisal value

### **Agricultural Land Leases:**

8 airports received revenues from agricultural land leases totaling over 1,622 acres of airport land being leased for agricultural purposes. Rates varied from \$12.50 per acre/yr. to \$171.88 per acre/yr. After removing the highest rate reported, the average combined rate was \$47.50 per acre/yr. in 2009.







## Corporate Hangar Rentals

- 12 airports reported a combined total of 20 corporate hangars with half of those including utilities.
- 11 airports maintained a 100% occupancy rate in 2009.
- Sizes ranged from 20'x20' (400 sq. ft.) to 100'x150' (15,000 sq. ft.). 12 hangars were sized around 6,000 sq. ft. or less
- Rates varied from \$10 to \$800 pre month for a combined average of \$1.10 per sq. ft.

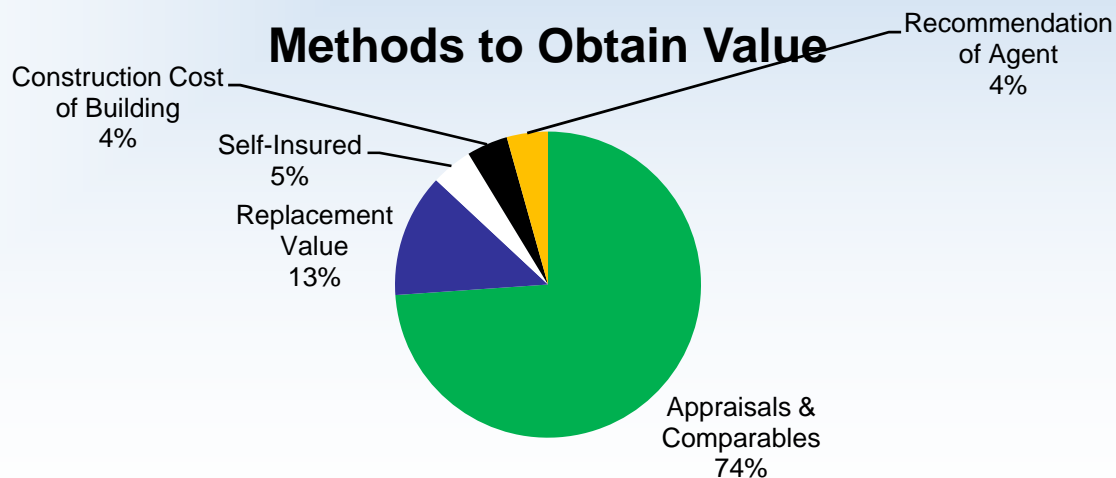
## Maintenance Hangars

- 16 airports reported having some type of maintenance hangar for aeronautical type maintenance work.
- All but 2 airports had a 100% occupancy for 2009.
- Sizes ranged from 60'x60' (3,600 sq. ft.) for general aviation type maintenance to as large as 51,628 sq. ft. for depot type maintenance. Half of the airports have a GA facility around 7,000 sq. ft. or less in size.
- Rates varied from \$0.18 cents sq./ft. to \$10.84 sq. ft.





- 7 airports reported having a commercial tenant operated Fixed Base Operation (FBO) on their field, while the remaining airports either reported operating an FBO themselves or didn't have these services available.
- 19 airports reported new construction underway or being completed in 2009
- 23 airports reported the following methods of estimating the insurable value of their buildings: appraisals & comparables (17 airports used this method), replacement value, self-insured, construction cost of building, and recommendation of insurance agent.





## Additional Airport Revenues

Other sources of revenue reported included:

- Rental car concessions
- Vending
- Maintenance fees
- Parking fees
- Commercial activity fee
- Fire department fee
- Commercial spraying
- Storage rooms
- Farming
- Industrial tenants

## \$100 Hamburger







# ALABAMA DEPARTMENT OF TRANSPORTATION



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# Questions

What Violations Or Maintenance Issues Were Listed In Your Last Inspection Report?

What Specific Items Were Listed On Your Last Grant Application?

What Is The Balance Of Your 2009 AIP Grant?





# Airport System Manager (ASM)

What Is It?

What Does It Do?

Who Is it For?

How Does It Work?







# Getting Started

1. Log Onto [www.dot.state.al.us](http://www.dot.state.al.us)
2. Click “Alabama Airport Management” Under The Quick Links Section In The Top Right-hand Corner Of The Page.





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# ALDOT *Aeronautics* Bureau



ALDOT Home

Aeronautics Home

## Welcome to the ALDOT's Airport Manager Tools

To gain entry to this site you must be assigned a User Name and Password from the Alabama Department of Transportation – Aeronautics Bureau or an already registered airport manager.

If you are an airport manager and have not yet received account information, please contact the ALDOT – Aeronautics Bureau

If you already have an account, please provide the login information below

User Name:

Password:

Remember me next time.

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Please send questions or comments about this site to [webmaster@dot.state.al.us](mailto:webmaster@dot.state.al.us)

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## ALDOT Airport Manager Tools

This site is designed to provide airport managers and their designated staff/consultants access to information regarding their airport licensing and grants. To access information for your airport, please choose one of the following options by selecting the buttons on the side menu.

**Airport Licensing** – This page will provide summary information regarding licensing status and recent inspection information. It will also summarize and describe issues needing attention in order to renew your airport license.

**Grant Applications** – Provides information regarding the status of grant applications and approvals.

**Grant Accounting** – Provides access to grant payment and balance information.

**Security** – Allows airport managers to create new user accounts for designated staff and/or consultants. An account must be created for each individual user. Only managers designated by the ALDOT Aeronautics Bureau will be allowed to create additional user accounts. Airport managers and any accounts created by the airport manager are restricted from viewing information for other airports.

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## ██████████ MUNI

Owner Name:	CITY OF ██████████	Last Inspection:	7/13/2009
Manager Name:	██████████	Scheduled Inspection:	██████████
Telephone:	██████████	Scheduled Re-Inspection:	██████████
NPIAS Airport:	<input checked="" type="checkbox"/>	License Category:	PUBLIC
5010 Submittal:	██████████	License in Effect:	<input checked="" type="checkbox"/>
		Last Security Plan Submitted:	██████████
		Security Plan Update Due:	██████████

### Inspection Summary View Inspection Report

Runways: 17/35

Approach/Departure Path:	In Compliance	Airport Lighting:	In Compliance
Primary Surface:	Maintenance	Rwy/Taxi/Apron Condition:	Good
Runway Safety Area:	In Compliance	Fueling Area:	Maintenance
Airport Markings:	Good	Prohibited Activities:	In Compliance
Wind Direction Indicator:	In Compliance		

### Deficiencies

Description	Violation/Maintenance	Rwy End	Corrective Action
450-9-1-.12(2) Primary Surface	Maintenance	17/35	Remove obstructions within 125 feet of runway centerline along both sides and all obstructions within 200 feet of extended runway centerline 125 feet each side.

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Select Program Year: 2009 ▼

## Pre-Applications

Project Description

<input type="button" value="Select"/>	
---------------------------------------	--

## Applications

Project Description

<input type="button" value="Select"/>	CONSTRUCT T-HANGAR
<input type="button" value="Select"/>	CONSTRUCT T-HANGAR
<input type="button" value="Select"/>	Description1

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[Redacted]

Program Year: 2009

	Federal	State	Sponsor	Total
Estimated Funding:	\$19,380,242	\$510,006	\$510,007	\$20,400,255

### Pre-Applications

Pre-Application Received: 8/21/2009  
 Pre-App Forwarded to FAA: 8/28/2009

Project Description: [Redacted]

### Engineering Review

Review Date	Review Type	Comments
8/31/2009	Construction	
8/4/2009	90	
8/18/2009	50	Test
8/18/2009	As-Built	

### Consultant Contracts

Consultant/Contractor: [Redacted]  
 Draft Consultant Contract Received: 5/21/2009  
 Independent Cost Analysis Complete: 5/7/2009  
 Executed Contract Received: 5/21/2009  
 Contract Comments: No Comments

Consultant/Contractor: [Redacted] Vivbur Smith Associates  
 Draft Consultant Contract Received: 8/14/2009  
 Independent Cost Analysis Complete: 8/20/2009  
 Executed Contract Received: 8/28/2009  
 Contract Comments: Comments for [Redacted]

[Return to Grant Pre-Applicator](#)







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Program Year:

Project Description:

	Federal	State	Sponsor	Total
Estimated Funding:	<input type="text" value="\$197,375"/>	<input type="text" value="\$5,194"/>	<input type="text" value="\$5,194"/>	<input type="text" value="\$207,763"/>

### Application

Grant Application Received:

Grant Forwarded to FAA:

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Select the Grant Number you wish to view

## Grants

Grant Number	Description	Status
3-01-██████████09	<a href="#">CONSTRUCT T-HANGAR - ██████████ 2009 - FAA # 3-01-██████████09</a>	Open
3-01-██████████09	<a href="#">CONSTRUCT T-HANGAR (PHASE 2) - ██████████ 2009B - FAA # 3-01-██████████09</a>	Open

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[Redacted]

Grant Status:

### Contact Information

Airport Sponsor:

Address:

City State Zip:

Grant Number:

### Funding Totals

	Federal	State	Sponsor	Total
Original Grant Amount	\$197,375	\$5,194	\$5,194	\$207,763
Amended Amount	\$0	\$0	\$0	\$0
<b>Total</b>	<b>\$197,375</b>	<b>\$5,194</b>	<b>\$5,194</b>	<b>\$207,763</b>
Payment Totals	\$149,798	\$3,942	\$3,943	\$157,683
<b>Grant Balance *</b>	<b>\$47,577</b>	<b>\$1,252</b>	<b>\$1,251</b>	<b>\$50,080</b>

\* Grant Balance does not reflect invoices in process.

### Invoices

Invoice	Inv. Date	Federal	State	Sponsor	Total	Warrant No.	Warrant. Date
012-2009-001	8/12/2009	\$23,099	\$608	\$608	\$24,315	00090631638	9/9/2009
012-2009-002	8/31/2009	\$3,393	\$89	\$90	\$3,572	00000104056	11/20/2009
012-2009-003	9/24/2009	\$1,974	\$52	\$52	\$2,078	00000104057	11/20/2009
012-2009-004	2/3/2010	\$2,045	\$54	\$54	\$2,153	00000344963	4/10/2010
012-2009-005	3/5/2010	\$117,955	\$3,104	\$3,104	\$124,163	00000365885	4/22/2010
012-2009-006	4/1/2010	\$1,332	\$35	\$35	\$1,402	00000365885	4/22/2010

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### Add New User Account

Account Level:

Contact Name:

Phone:


E-Mail:

User Name:



Password:

Re-Enter Password:

### Existing User Accounts

	Name	Phone	Email	User Name	Password	Enabled?
	Airport Manager	<input type="text"/>	<input type="text"/>	[Redacted]	<input type="text"/>	<input checked="" type="checkbox"/>

To add a new user – Complete all entries in the "Add New User Account" section. You must re-enter the password for confirmation. The password must be at least 8 characters long and must contain at least one upper-case letter, one lower case and at least one number. Click the "Add New User" button after you have entered the required information.

To change the existing user information, click the "Edit" icon  the same row as the user. Click the save icon  to save changes or the cancel button  to discard any changes.

To disable a user, uncheck the "Enable" check box on the same row as the user.

Be sure to save your changes by pressing the "Add New User" or "Save Changes" buttons. Failure to do this may result in loss of information.





# Recommendations/Cautions

Sponsors - Always Consider Your Privacy

Consultants – Give Some Thoughts To Your Passwords  
Be Consistent, But Don't Use The Same Passwords

Consider Turnover – Continually Maintain The System

