

Economic Development at General Aviation Airports

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Economic Development

The Basics

Ramp fees, fuel flowage, hangar rent are all basic revenue streams at airports. But how can we maximize these and look for new sources of revenue and maintain a positive customer experience.

Fuel Flowage and Hangar Rent

Nobody Get's Rich off of Fuel Flowage And Hangar Rent

- Fuel flowage fee's should be priced based on the surrounding area fee's. I suggest a 50 mile radius of the airport
- Hangar /plane port rent should follow suit here. Rent should be market based and fair to the airport and the tenant. Annual review and adjustments if necessary, should be a standard business practice. In addition, do you charge for tie down space, tow in/out service ?
- Ramp fees are a fair and reasonable fee. Yes there will be screaming and gnashing of teeth. However, it wont last long and no one is going to bypass your airport over it in spite of what they say !

Other Sources of Revenue

Nobody Get's Rich off of Fuel Flowage And Hangar Rent

- Landing fees are now common at GA airports. Often these are assessed if the aircraft operator does not buy fuel. An in lieu of fuel fee in most cases
- Notice of land available for hangars or other aeronautical facilities
- Terminal/transient vehicle parking. What ?
- EV Charging stations for vehicles including aircraft

Special Events

Use of your airport for special events should also carry a fee. Events such as hangar parties, musical performances, fashion shows, weddings, etc, all should come at a fee. For example:

- Security
- Catering
- Parking
- Hangar or terminal use
- Golf carts/shuttling

It doesn't have to be a high cost, but you have the right to generate revenue on use of your property !

Fun Stuff Your Special Events

Potential Events

- Fly ins
- Community awareness of the airport
- Career opportunities within the aviation industry
- Holiday celebrations i.e. 4th of July, Memorial Day

Fun Stuff

- Have a cookout and sell concessions
- Food trucks !
- Ice cream social

I hate to say it, but social media can help here

Business Center or Conference Rooms

These facilities make great revenue generators if you have them. Events such as:

- Corporate events/retreats
- Graduation parties
- Wedding showers
- Local civic group meetings

Airport Development Fund

An Airport Development Fund is exactly that. It's a nominal charge added on to monthly hangar rents or a fuel surcharge where the money is placed into a development fund account specifically for needed things to enhance the customer experience. What might qualify for such a fund:

- New lighting on the airfield
- A tractor to mow the property
- A new or renovated business center
- A snow plow
- Self service fuel pumps
- Tow tractor
- Onsite café/restaurant

Aeronautical Activity

- Anyone performing any commercial activity on your airport property should pay a fee and provide proof of insurance, period.
- Any entity or person coming from another airport to do aircraft maintenance should pay a fee and provide proof of insurance

Airport Development P3

A Public Private Partnership (P3) is a growing form of development, particularly at smaller airports with less access to capital. Don't be afraid of this as a path to new facilities. Using someone else's money is not a bad thing. Especially if it gets you new facilities and revenue streams.



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**Kiss
Aficionado**
