



Aviation Management
Consulting Group

FBO Fee Comparison Study

Truckee Tahoe Airport District

Truckee Tahoe Airport

December 20, 2021



December 20, 2021

Mr. Kevin Smith, A.A.E.
General Manager
Truckee Tahoe Airport District
10356 Truckee Airport Road
Truckee, California 96161

RE: Fixed Base Operator (FBO) Fee Comparison Study

Dear Mr. Smith:

In accordance with your request and authorization, Aviation Management Consulting Group (AMCG) has prepared a summary report of the FBO Fee Comparison Study for the Truckee Tahoe Airport for your review and consideration.

AMCG is pleased to have been called on to conduct this FBO Fee Comparison Study. Please contact me if you have any questions pertaining to this analysis or the recommendations provided.

Helping your aviation management excellence,

A handwritten signature in blue ink that reads "Jeff A. Kohlman". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Jeff A. Kohlman
Managing Principal
Aviation Management Consulting Group, Inc.

I. INTRODUCTION..... 2

- A. Scope of Work..... 2
- B. Project Approach..... 2
- C. FBO Fee Summary 2
- D. Current Situation 3

II. SIGNIFICANT FINDINGS 4

- A. Resort Destination Airports 4

III. CONCLUSIONS..... 8

- A. Fee Comparison Results..... 8

IV. APPENDIX..... 9

- A. Airport Sponsor/FBO Datasheets..... 9

I. INTRODUCTION**A. Scope of Work**

The Truckee Tahoe Airport District (TTAD) has engaged Aviation Management Consulting Group (AMCG) to prepare an FBO Fee Comparison Study for the Truckee Tahoe Airport (Airport). To achieve this objective, AMCG identified the current FBO related fees charged by the TTAD and conducted research for similar fees at comparable resort destination airports. A comparison of fees charged by FBOs at those airports and the TTAD is outlined in this report.

B. Project Approach

To achieve the scope of work, AMCG completed the following work program:

- identified the existing FBO fees at the Airport,
- obtained and analyzed FBO fees (and related information) from comparable resort destination airports identified, and
- provided a comparison to the District on the type and level of FBO fees to be charged.

C. FBO Fee Summary

The following FBO fees outlined are reflective of the current situation at the Airport and are currently being implemented.

Aircraft Towing Fee – a fee charged when a customer requests an aircraft to be moved from one position to another.

Ramp Fee – a fee charged to transient customers using the ramp. It is common practice for a ramp fee to be waived with a minimum fuel purchase.

Lavatory Service Fee – a fee charged to service an aircraft lavatory.

Potable Water Service Fee – a fee charged to provide potable water to an aircraft.

Ground Power Unit Fee – a fee charged to provide auxiliary ground power to an aircraft preparing for engine startup.

Overnight Aircraft Parking Fee (Tiedown) – a fee charged to customers desirous of parking an aircraft on the ramp overnight. These aircraft parking areas provide chocks or three-point tiedown anchors to secure the aircraft. Overnight parking on a ramp is typically less expensive than overnight aircraft parking in a hangar.

Overnight Aircraft Parking Fee (Hangar) – a fee charged to customers desirous of storing an aircraft within a hangar overnight, usually shared with other aircraft. Overnight parking in a hangar is typically more expensive than overnight aircraft parking on a ramp. In certain cases, storing an aircraft in a heated hangar serves the purpose of deicing or pre-heating an aircraft.

D. Current Situation

It is important to note that additional fees may be imposed by the TTAD or commercial aeronautical operators at the Airport. However, this analysis is focused solely on FBO related fees charged by the TTAD. It is AMCG’s understanding that the TTAD currently charges the following FBO related fees.

Table 1 – Current District FBO Fees

Type of FBO Fee	Fee	Notes
Fuel Pricing (posted retail as of 11/12/21)	\$6.46 \$6.27 \$5.72	Jet A Full Service Avgas Full Service Avgas Self-Service
Aircraft Towing Fee	\$100 \$150	Aircraft less than 5,500 lbs MTOW Aircraft greater than 5,500 lbs MTOW
Transient Use Fee (Ramp Fee)*	No fee \$40 \$100 \$200 \$390 \$675 \$40	Aircraft less than 5,500 lbs MTOW (Single Engine) Aircraft 5,501 to 8,499 lbs MTOW (Multi-Engine) Aircraft 8,500 to 12,499 lbs MTOW (Turboprop/Light Jet) Aircraft 12,500 to 19,999 lbs MTOW (Turboprop/Light Jet) Aircraft 20,000 to 49,999 lbs MTOW (Jet) Aircraft greater than 50,000 lbs MTOW (Jet) Helicopter greater than 3,000 lbs MTOW
Lavatory Service Fee	\$110	Per service
Potable Water Service Fee	\$75 \$12	Per service for 5 gallons Each additional 5 gallons
Ground Power Unit Fee	\$100	30 minutes
Aircraft Jump Start	\$65	Per service
Overnight Aircraft Parking Fee (Tiedown)**	\$15 \$25 \$35 \$55 \$75 \$175 \$25	Aircraft less than 5,500 lbs MTOW (Single Engine) Aircraft 5,501 to 8,499 lbs MTOW (Multi-Engine) Aircraft 8,500 to 12,499 lbs MTOW (Turboprop/Light Jet) Aircraft 12,500 to 19,999 lbs MTOW (Turboprop/Light Jet) Aircraft 20,000 to 49,999 lbs MTOW (Jet) Aircraft greater than 50,000 lbs MTOW (Jet) Helicopter greater than 3,000 lbs MTOW
Overnight Aircraft Parking Fee (Hangar) <i>T-Hangar</i> <i>Executive Hangar</i> <i>Heated Executive Hangar</i>	\$75 \$125 \$175 \$250 \$25	Twin Engine Turboprop/Light Jet Jet Per hour
Overnight Electric Plug in Fee	\$5	Per night

* Fee is waived with designated gallons of fuel purchase. Fee is higher during Airport’s peak period (June to September AND December to March).

** The TTAD also provides options for aircraft tiedown parking on a monthly and annual basis.

II. SIGNIFICANT FINDINGS

Consistent with the project approach, FBO fees at comparable resort destination airports were analyzed.

A. Resort Destination Airports

The Airport is located in a resort destination market. As such, nine airports in resort destination markets (with a primary focus on general aviation) were included in this analysis which are more reflective of the Airport market as follows:

Table 2 – Resort Destination Airports

Resort Destination Airports									
Airport Name	Location	NPIAS Classification	GA Airport Asset Study Classification	Tower	Precision Approach	Airport Acreage	Longest Runway	Total Airport Operations	Total Based Aircraft
Big Bear City Airport (L35)	Big Bear City, California	General Aviation	Local	No	No	117	5,850	30,000	90
Coeur d'Alene Airport (COE)	Coeur d'Alene, Idaho	General Aviation	Regional	No	Yes	1,140	7,400	123,052	232
Heber Valley Airport (HCR)	Heber, Utah	General Aviation	Regional	No	No	401	6,898	8,570	100
Lake Tahoe Airport (TVL)	South Lake Tahoe, California	General Aviation	Local	No	No	348	8,541	25,875	21
Minden-Tahoe Airport (MEV)	Minden, Nevada	General Aviation	Regional	No	No	996	7,399	90,500	270
Rifle Garfield County Airport (RIL)	Rifle, Colorado	General Aviation	Regional	No	Yes	517	7,000	14,382	22
St. George Regional Airport (SGU)	St. George, Utah	Primary Non-Hub	N/A	No	Yes	1,204	9,300	80,105	195
Steamboat Springs Airport (SBS)	Steamboat Springs, Colorado	General Aviation	Regional	No	No	436	4,452	10,658	56
Telluride Regional Airport (TEX)	Telluride, Colorado	General Aviation	Local	No	No	542	7,111	9,402	27

Of the nine airports, the following four do not charge a landing fee:

- Big Bear Airport
- Coeur d'Alene Airport
- Minden-Tahoe Airport
- Steamboat Springs Airport

FBO fees and related information were gathered from nine resort destination airports. A summary of findings is provided in Table 3. Detailed fee information for FBOs operated by the public airport sponsor vs. a private entity are provided in the Appendix.

Table 3 – Resort Destination Airports Summary

Airport Identifier	FBO	Fuel Pricing	Ramp Fee	Aircraft Towing Fee	Lavatory Service Fee	Potable Water Service Fee	Ground Power Unit Fee	Overnight Parking Fee	
								Tiedown	Hangar
L35	Airport	Jet A FS - Yes Avgas FS - N/A Avgas SS - Yes	No	No	No	N/A	No	Yes	N/A
COE	Resort Aviation Jet Center	Jet A FS - Yes Avgas FS - Yes Avgas SS - N/A	Yes*	N/A	Yes	Yes	Yes	N/A	Yes
	StanCraft Jet Center	Jet A FS - Yes Avgas FS - Yes Avgas SS - Yes	Yes*	Yes	Yes	Yes	Yes	Yes	Yes
HCR	OK3Air	Jet A FS - Yes Avgas FS - Yes Avgas SS - Yes	Yes*	Yes	Yes	Yes	Yes	Yes	Yes
TVL	Mountain West Aviation	Jet A FS - Yes Avgas FS - Yes Avgas SS - N/A	Yes*	No	Yes	N/A	Yes	Yes	Yes
MEV	Hutt Aviation	Jet A FS - Yes Avgas FS - Yes Avgas SS - Yes	No**	No	Yes	Yes	Yes	Yes	Yes
RIL	Atlantic Aviation	Jet A FS - Yes Avgas FS - Yes Avgas SS - Yes	No**	Yes	Yes	Yes	Yes	Yes	Yes
SGU	Above View Jet Center	Jet A FS - Yes Avgas FS - Yes Avgas SS - Yes	Yes*	No	Yes	N/A	Yes	Yes	Yes
SBS	Airport	Jet A FS - Yes Avgas FS - Yes Avgas SS - N/A	Yes	Yes	N/A	N/A	Yes	Yes	Yes
TEX	Airport	Jet A FS - Yes Avgas FS - Yes Avgas SS - Yes	No	No	Yes	Yes	Yes	Yes	Yes

N/A indicates a service is not provided

* Waived with fuel purchase

** Charge a Facility Fee that can be waived with fuel purchase

Significant findings follow:

- Fuel Pricing (Posted Retail)
 - 9 of the 10 FBOs provide Jet A Full Service ranging from \$3.69 to \$7.69
 - 9 of the 10 FBOs provide Avgas Full Service ranging from \$5.46 to \$6.80
 - 7 of the 10 FBOs provide Avgas Self-Service ranging from \$4.50 to \$6.30
- Ramp Fee
 - 6 of the 10 FBOs charge a ramp fee as follows:
 - Single engine aircraft – ranging from \$25 to \$35
 - Multi-engine aircraft – ranging from \$15 to \$75
 - Turboprop/Light Jet – ranging from \$30 to \$285

- Jet – ranging from \$50 to \$480
- 4 of the 10 FBOs do not charge a ramp fee to single engine aircraft
- 2 of the 10 FBOs do not charge a ramp fee to multi-engine aircraft
- 2 of the 10 FBOs charge a ramp fee to single engine aircraft
- 4 FBOs do not charge a ramp fee (2 of which charge a facility fee in place of a ramp fee)
- Aircraft Towing Fee
 - 4 of the 10 FBOs charge an aircraft towing fee ranging from \$45 to \$150
 - 6 of the 10 FBOs do not charge an aircraft towing fee
- Lavatory Service Fee
 - 8 of the 10 FBOs charge a lavatory service fee ranging from \$40 to \$90 per use for all aircraft types
 - 2 FBOs do not offer lavatory service
- Potable Water Service Fee
 - 6 of the 10 FBOs charge a potable water service fee ranging from \$30 to \$95
 - 4 FBOs do not offer potable water
- Ground Power Unit Fee
 - 9 of the 10 FBOs charge a ground power unit fee ranging from \$40 to \$85
 - 1 of the 10 FBOs implements a rate by the hour
 - 1 of the 10 FBOs implements a rate by the half hour
 - 6 of the 10 FBOs implement a rate per use
 - 1 of the 10 FBOs do not offer ground power unit services
- Overnight Aircraft Parking Fee (Tiedown)
 - 7 of the 10 FBOs charge overnight aircraft parking fees for tiedown as follows:
 - Single engine aircraft – ranging from \$5 to \$45 per night
 - Multi-engine aircraft – ranging from \$7 to \$95 per night
 - Turboprop/Light Jet – ranging from \$50 to \$100 per night
 - Jet – ranging from \$60 to \$235 per night
 - 2 of the 10 FBOs collect an overnight aircraft parking fee for tiedown on behalf of the airport sponsor
 - 1 of the 10 FBOs charges \$35 to single engine and multi engine aircraft after 7 days

- Overnight Aircraft Parking Fee (Hangar)
 - 9 of the 10 FBOs charge overnight aircraft parking fees in a hangar as follows:
 - Single engine aircraft – ranging from \$50 to \$175 per night
 - Multi-engine aircraft – ranging from \$75 to \$300 per night
 - Turboprop/Light Jet – ranging from \$150 to \$780 per night
 - Jet – ranging from \$200 to \$1,480 per night
 - 2 of the 10 FBOs offer a heated hangar option at a higher cost
 - 1 of the 10 FBOs charge overnight aircraft parking fees in a hangar based on the season (winter or summer)
 - 1 of the 10 FBOs do not offer overnight aircraft parking in a hangar

III. CONCLUSIONS

A. Fee Comparison Results

As conveyed in Table 4, AMCG has identified how the TTAD FBO related fees compare to similar fees charged by FBOs at resort destination airports. The difference shows where the TTAD falls within the average of each identified fee. It is significant to note the Transient Use fee (Ramp) for the TTAD has been multiplied by 75% to be consistent with the methodology used in the *Financial Allocation Analysis*.

Table 4 – FBO Fee Comparison Results

FBO Fee Comparison Results						
Fee Type	Minimum	Maximum	Mean	TRK Current Price	Difference	Findings
Fuel Pricing						
<i>Jet A Full Service</i>	\$3.69	\$7.69	\$5.80	\$6.46	\$0.66	Slightly higher than mean but within range
<i>Avgas Full Service</i>	\$5.46	\$6.80	\$6.03	\$6.27	\$0.24	Reasonable relative to the mean
<i>Avgas Self-Service</i>	\$4.50	\$6.30	\$5.40	\$5.72	\$0.32	Reasonable relative to the mean
Ramp						
<i>Single Engine</i>	\$25.00	\$35.00	\$30.00	N/A	N/A	Reasonable not to charge
<i>Multi-Engine*</i>	\$15.00	\$75.00	\$38.33	\$30.00	(\$8.33)	Slightly lower than mean but within range
<i>Turboprop/Light Jet*</i>	\$30.00	\$285.00	\$126.11	\$112.50	\$23.89	Slightly lower than mean but within range
<i>Jet*</i>	\$50.00	\$480.00	\$246.25	\$397.50	\$283.75	Significantly higher than mean and outside of range
Aircraft Towing	\$45.00	\$150.00	\$90.00	\$93.75	\$35.00	Slightly higher than mean but within range
Lavatory Services	\$40.00	\$90.00	\$65.00	\$110.00	\$45.00	Considerably higher than mean and outside of range
Potable Water Services	\$30.00	\$95.00	\$52.50	\$75.00	\$22.50	Considerably higher than mean but within range
Ground Power Unit	\$40.00	\$85.00	\$60.56	\$100.00	\$39.44	Considerably higher than mean and outside of range
Overnight Aircraft Parking (Tiedown)						
<i>Single Engine</i>	\$5.00	\$45.00	\$17.29	\$15.00	(\$2.29)	Slightly lower than mean but within range
<i>Multi-Engine</i>	\$7.00	\$95.00	\$37.00	\$25.00	(\$12.00)	Slightly lower than mean but within range
<i>Turboprop/Light Jet*</i>	\$50.00	\$100.00	\$82.60	\$45.00*	(\$37.60)	Considerably lower than mean and outside of range
<i>Jet*</i>	\$60.00	\$235.00	\$162.50	\$125.00*	(\$37.50)	Slightly lower than mean but within range
Overnight Aircraft Parking (Hangar)						
<i>Single Engine</i>	\$50.00	\$175.00	\$105.91	\$75.00	(\$30.91)	Slightly lower than mean but within range
<i>Multi-Engine</i>	\$75.00	\$300.00	\$183.75	\$125.00	(\$58.75)	Slightly lower than mean but within range
<i>Turboprop/Light Jet</i>	\$150.00	\$780.00	\$334.18	\$175.00	(\$159.18)	Considerably lower than mean but within range
<i>Jet</i>	\$200.00	\$1,480.00	\$638.00	\$250.00	(\$388.00)	Considerably lower than mean but within range

* TRK current price of fee is based on an average of all fees associated with that fee type.

IV. APPENDIX

A. Airport Sponsor/FBO Datasheets

Big Bear City Airport (L35)

City: Big Bear
 State: California
 Sponsor/FBO: Big Bear Airport District
 Contact Date: November 2021



FBO Fees
Retail Fuel Pricing
Jet A Full Service - \$3.69
Avgas Full Service - Not provided
Avgas Self Service - \$4.82
Aircraft Towing Fees
No fee
Lavatory Fees
No fee
Potable Water Fees
Not offered
GPU Fees
No fee
Ramp Fees
No fee
Overnight Aircraft Parking Fees (Tiedown)
Single Engine - \$5
Multi Engine - \$7
Overnight Aircraft Parking Fees (Hangar)
Not offered

Steamboat Springs Airport (SBS)

City: Steamboat Springs
 State: Colorado
 Sponsor/FBO: City of Steamboat Springs
 Contact Date: November 2021



FBO Fees	
Retail Fuel Pricing	
Jet A Full Service - \$5.72	
Avgas Full Service - \$5.46	
Avgas Self Service - Not provided	
Aircraft Towing Fees	
\$45	
Lavatory Fees	
Not offered	
Potable Water Fees	
Not offered	
GPU Fees	
\$60	
Ramp Fees	
Single engine - No fee	
Multi engine - \$15	
Turboprop/Small Jett - \$30	
Jet/Large Helicopter - \$50	
Overnight Aircraft Parking Fees (Tiedown)	
Single Engine - \$10	
Multi Engine - \$30	
Turboprop/Light Jet - \$50	
Jet - \$60	
Overnight Aircraft Parking Fees (Hangar)	
<i>Summer Rates</i>	<i>Winter Rates</i>
Single Engine - \$75 (\$50 for additional nights)	Single Engine - \$175 (\$100 for additional nights)
Multi Engine - \$125 (\$100 for additional nights)	Multi Engine - \$250 (\$150 for additional nights)
Turboprop/Light Jet - \$150-\$200 (\$125-\$175 for additional nights)	Turboprop/Light Jet - \$300-\$400 (\$200-\$300 for additional nights)
Jet - \$225 (\$200 for additional nights)	Jet - \$450 (\$350 for additional nights)

Telluride Regional Airport (TEX)

City: Telluride
 State: Colorado
 Sponsor/FBO: Telluride Regional Airport Authority
 Contact Date: November 2021



FBO Fees
Retail Fuel Pricing
Jet A Full Service - \$7.69
Avgas Full Service - \$6.25
Avgas Self Service - \$5.25
Aircraft Towing Fees
No fee
Lavatory Fees
\$60
Potable Water Fees
\$45
GPU Fees
\$60 per hour
Ramp Fees
No fee
Overnight Aircraft Parking Fees (Tiedown)
Single Engine - \$20
Multi Engine - \$30
Turboprop/Light Jet - \$75
Jet - \$200
<i>Note: Overnight parking fees are calculated based on aircraft square footage at \$0.021 (piston aircraft) and \$0.042 (jet/turbine aircraft).</i>
Overnight Aircraft Parking Fees (Hangar)
Single Engine - \$118
Multi Engine - \$153
Turboprop/Light Jet - \$200
Jet - \$450
<i>Note: Overnight hangar fees are calculated based on aircraft square footage at \$0.118 for all aircraft.</i>