

Pinal Airpark and San Manuel Airport Rates and Fees Survey Analysis Update

Pinal County Contract No: ED14-001

Draft Report

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Prepared For:
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Airport Economic Development Department



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Preface

The following sections of the 2016 *Draft Pinal Airpark and San Manuel Airport Rates and Fees Survey Analysis* have been updated based on review of current (2019) rates and fees at the comparable airports within this study.

Revised Section: Summary of Survey Analysis and Key Findings

Airport: *San Manuel (E77)*

T-Hangar (non-specific size) (Monthly)

Of the comparable airports surveyed, Eloy Municipal's rate has increased since 2016. The revised monthly T-hangar rate for Eloy was used to recalculate the average rate. The results are as follows:

High Rate:	\$215.36	Eloy Municipal Airport
Low Rate:	\$70.00	Cochise County Airport
Average Rate:	\$112.59	(excluding San Manuel existing rate)
Existing E77 Rate:	\$160.00	

Recommendation: The suggested rate of \$185.00 per month as described in the 2016 Draft Analysis remains valid per the reasons provided. No change to the suggested rate is recommended.

It should be noted that the rate charged for hangars of non-specific type and size at other comparable airports in the Analysis (see San Manuel Airport Rates and Fees Comparison Summary (2019) table) averages \$193.75. At \$185, this rate would also be in line with other airports in the area should Pinal County wish to charge for other hangars other than a T-hangar.

Airport: *Pinal Airpark (MZJ)*

Aircraft Parking Update

Single-Engine Open Tie-Down (Monthly)

Previous version did not include a monthly rate for Phoenix Goodyear Airport; a rate charged by the City of Phoenix Aviation Department for their monthly open tie-downs was able to be included in this revised version. The results are as follows:

High Rate:	\$54.00	William J. Fox Airfield (CA)
Low Rate:	\$0.00	Abilene Regional (TX) and Roswell International Air Center (NM)
Average Rate:	\$24.45	
Existing MZJ Rate:	None	

Recommendation: The suggested rate of \$25.00 per month as described in the 2016 Draft Analysis remains valid per the reasons provided. No change to the suggested rate is recommended.

Single-Engine Open Tie-Down (Daily)

Of the comparable airports surveyed, Marana Regional's rate has increased since 2016. The revised rate for Marana was used to recalculate the average rate. The results are as follows:

High Rate:	\$7.00	Marana Regional Airport
Low Rate:	\$0.00	Phoenix Goodyear, Abilene Regional (TX), and Roswell International Air Center (NM)
Average Rate:	\$2.83	
Existing E77 Rate:	None	

Recommendation: The suggested rate of \$5.00 per day as described in the 2016 Draft Analysis remains valid per the reasons provided. No change to the suggested rate is recommended.

Twin-Engine Open Tie-Down (Monthly)

Previous version did not include a monthly rate for Phoenix Goodyear Airport; a rate charged by the City of Phoenix Aviation Department for their monthly open tie-downs was able to be included in this revised version. The results are as follows:

High Rate:	\$72.00	Marana Regional Airport
Low Rate:	\$0.00	Abilene Regional (TX) and Roswell International Air Center (NM)
Average Rate:	\$28.11	
Existing MZJ Rate:	None	

Recommendation: The suggested rate of \$35.00 per month as described in the 2016 Draft Analysis remains valid per the reasons provided. No change to the suggested rate is recommended.

Twin-Engine Open Tie-Down (Daily)

Of the comparable airports surveyed, Marana Regional's rate has increased since 2016. The revised rate for Marana was used to recalculate the average rate. Phoenix Goodyear was excluded from the calculations because the rates are set by the FBO on the airfield, and they are specific to aircraft make/model. The results are as follows:

High Rate:	\$10.00	Kingman Airport, Marana Regional Airport, and Mojave Air and Space Port
Low Rate:	\$0.00	Abilene Regional (TX) and Roswell International Air Center (NM)
Average Rate:	\$6.00	
Existing MZJ Rate:	None	

Recommendation: The suggested rate of \$7.00 per day as described in the 2016 Draft Analysis remains valid per the reasons provided. No change to the suggested rate is recommended.

Turboprop Open Tie-Down (Monthly)

Previous version did not include a monthly rate for Phoenix Goodyear Airport; a rate charged by the City of Phoenix Aviation Department for their monthly open tie-downs was able to be included in this revised version. Likewise, Marana Regional's rate has increased since 2016. The recalculated results are as follows:

High Rate:	\$116.00	Marana Regional Airport
Low Rate:	\$0.00	Abilene Regional (TX) and Roswell International Air Center (NM)
Average Rate:	\$35.45	

Existing MZJ Rate: None

Recommendation: The suggested rate of \$45.00 per month as described in the 2016 Draft Analysis remains valid per the reasons provided. No change to the suggested rate is necessary; however, **it is recommended that this rate also apply to turbine aircraft weighing less than 12,500 pounds.**

Turboprop Open Tie-Down (Daily)

Of the comparable airports surveyed, Marana Regional's rate has increased since 2016. The revised rate for Marana was used to recalculate the average rate. Phoenix Goodyear was excluded from the calculations because the rates are set by the FBO on the airfield, and they are specific to aircraft make/model. The results are as follows:

High Rate:	\$15.00	Marana Regional Airport and Mojave Air and Space Port
Low Rate:	\$0.00	Abilene Regional (TX) and Roswell International Air Center (NM)

Average Rate: \$8.00

Existing MZJ Rate: None

Recommendation: The suggested rate of \$10.00 per day as described in the 2016 Draft Analysis remains valid per the reasons provided. However, in this case, because Marana's rates increased, this proposed rate will be less, which may be advantageous to the County. No change to the suggested rate is necessary; however, **it is recommended that this rate also apply to turbine aircraft weighing less than 12,500 pounds.**

Helicopter Open Tie-Down (Monthly)

Previous version did not include a monthly rate for Phoenix Goodyear Airport; a rate charged by the City of Phoenix Aviation Department for their monthly open tie-downs was able to be included in this revised version. Likewise, Marana Regional's rate has increased since 2016. The recalculated results are as follows:

High Rate:	\$116.00	Marana Regional Airport
Low Rate:	\$0.00	Abilene Regional (TX) and Roswell International Air Center (NM)

Average Rate: \$37.54

Existing MZJ Rate: None

Recommendation: The suggested rate of \$30.00 per month as described in the 2016 Draft Analysis remains valid per the reasons provided. No change to the suggested rate is recommended.

Helicopter Open Tie-Down (Daily)

Of the comparable airports surveyed, Marana Regional's rate has increased since 2016. The revised rate for Marana was used to recalculate the average rate. Phoenix Goodyear was excluded from the calculations because the rates are set by the FBO on the airfield, and they are specific to aircraft make/model. The results are as follows:

High Rate:	\$15.00	Marana Regional Airport
Low Rate:	\$0.00	Abilene Regional (TX) and Roswell International Air Center (NM)

Average Rate: \$5.00

Existing MZJ Rate: None

Recommendation: The suggested rate of \$6.00 per day as described in the 2016 Draft Analysis remains valid per the reasons provided. No change to the suggested rate is recommended.

As noted in the Draft 2016 Analysis, the County should decide if they will charge all turbine aircraft one monthly and daily rate regardless of the aircraft's size and weight, or if it would like to charge based on where an aircraft falls within a certain weight range. The original Analysis included proposed monthly and daily rates in categories of aircraft weighing 50,000 pounds – 200,000 pounds plus. For a complete comparison to similar airports in the Analysis, aircraft in the 12,500 – 24,999 pounds and 25,000 – 49,999 pounds categories have been added. Additionally, for comparative purposes, a flat monthly and daily rate for turbine aircraft weighing more than 12,500 pounds was derived should the County wish to only charge one rate for aircraft in this category. The flat monthly and daily rates were calculated by taking the average of the proposed monthly and daily rates in each of the five weight categories. Charging the monthly/daily fee based on where an aircraft falls within a weight range will likely generate more revenue for the County versus charging one rate for all turbine aircraft. Marana Regional and Phoenix Goodyear (via the FBO Lux Air) subscribe to this practice. On the contrary, charging in this manner may be more difficult from an accounting and administrative perspective.

Aircraft Open Parking 12,500 lbs. up to 24,999 lbs. (Monthly)

Previous version did not include a rate suggestion for this category; thus, it has been added here. Phoenix Goodyear was excluded from calculations because the City of Phoenix has specific rates it charges select tenant based on their needs and uses, and therefore this rate varies greatly.

High Rate:	\$172.00	Marana Regional Airport
Low Rate:	\$0.00	Abilene Regional (TX) and Roswell International Air Center (NM)
Average Rate:	\$56.50	
Existing MZJ Rate:	None	

Recommendation: A proposed rate of \$65.00 per month is recommended at MZJ within this weight category. It is slightly above the average of other similar airports, but it is less than the Airport's closest competitor (Marana Regional) which may be advantageous to the County.

Aircraft Open Parking 12,500 lbs. up to 24,999 lbs. (Daily)

Previous version did not include a rate suggestion for this category; thus, it has been added here. Phoenix Goodyear was excluded from calculations because the FBO determines a daily rate based specifically on aircraft make/model.

High Rate:	\$75.00	Mojave Air and Space Port
Low Rate:	\$0.00	Abilene Regional (TX) and Roswell International Air Center (NM)
Average Rate:	\$26.25	
Existing MZJ Rate:	None	

Recommendation: A proposed rate of \$25.00 per day is recommended at MZJ within this category. This is inline with the regional average.

Aircraft Open Parking 25,000 lbs. up to 49,999 lbs. (Monthly)

Previous version did not include a rate suggestion for this category; thus, it has been added here. Phoenix Goodyear was excluded from calculations because the City of Phoenix has specific rates it charges select tenant based on their needs and uses, and therefore this rate varies greatly.

High Rate: \$284.00 Marana Regional Airport
Low Rate: \$0.00 Abilene Regional (TX) and Roswell International Air Center (NM)

Average Rate: \$84.50

Existing MZJ Rate: None

Recommendation: A proposed rate of \$95.00 per month is recommended at MZJ within this weight category. It is slightly above the average of other similar airports, but it is less than the Airport's closest competitor (Marana Regional) which may be advantageous to the County.

Aircraft Open Parking 25,000 lbs. up to 49,999 lbs. (Daily)

Previous version did not include a rate suggestion for this category; thus, it has been added here. Phoenix Goodyear was excluded from calculations because the FBO determines a daily rate based specifically on aircraft make/model.

High Rate: \$75.00 Mojave Air and Space Port
Low Rate: \$0.00 Abilene Regional (TX) and Roswell International Air Center (NM)

Average Rate: \$27.50

Existing MZJ Rate: None

Recommendation: A proposed rate of \$35.00 per day is recommended at MZJ within this category. This is slightly above average, but identical to the rate charged by Marana Regional within this category.

Aircraft Open Parking 50,000 lbs. up to 99,999 lbs. (Daily)

Of the comparable airports surveyed, Marana Regional's rate has increased since 2016. The revised rate for Marana was used to recalculate the average rate. Phoenix Goodyear was excluded from calculations because the FBO determines a daily rate based specifically on aircraft make/model.

Note: The *monthly* rate within this category did not change at any of the comparable airports, including Marana. Thus, the previous recommend rate is still valid.

High Rate: \$75.00 Marana Regional and Mojave Air and Space Port
Low Rate: \$0.00 Abilene Regional (TX) and Roswell International Air Center (NM)

Average Rate: \$37.50

Existing MZJ Rate: None

Recommendation: A proposed rate of \$75.00 per day is recommended at MZJ within this category. This is above average, but identical to the rate charged by Marana Regional within this category.

Aircraft Open Parking 100,000 lbs. up to 200,000 lbs. (Daily)

Of the comparable airports surveyed, Marana Regional's rate has increased since 2016. The revised rate for Marana was used to recalculate the average rate. Phoenix Goodyear was excluded from calculations because the FBO determines a daily rate based specifically on aircraft make/model.

Note: The *monthly* rate within this category did not change at any of the comparable airports, including Marana. Thus, the previous recommend rate is still valid.

High Rate:	\$250.00	Mojave Air and Space Port
Low Rate:	\$0.00	Abilene Regional (TX) and Roswell International Air Center (NM)
Average Rate:	\$100.00	
Existing MZJ Rate:	None	

Recommendation: A proposed rate of \$100.00 per day is recommended at MZJ within this category. This is comparable to other airports in the region, but is slightly less than the rate charged by Marana Regional within this category which may be advantageous for the County.

Aircraft Open Parking >200,000 lbs. (Monthly/Daily)

According to the Draft 2016 Analysis, Marana Regional was the only airport in the study to publish a rate for the monthly and daily storage of aircraft in excess of 200,000 pounds. However, upon review of Marana’s current rates, there is no longer a rate published for aircraft in this category. Pinal County may elect to keep the recommended rates within the Draft 2016 Analysis for aircraft in this category if they feel they will be utilized at MZJ. Monthly and daily proposed rates were \$600.00 and \$120.00, respectively.

Hangar Fees – Various Categories Update

The hangar rates at the various study airports are still as described in the Draft 2016 Analysis – different airports have various methods to assess fees for monthly hangar rates, as well as varying sizes. The airports where rates slightly increased include Kingman Airport, Phoenix Goodyear Airport, and Mojave Air and Space Port (see Pinal Airpark Rates and Fees Comparison Summary (2019) table for new rates). However, the increases are not significant enough to suggest that the proposed fees in the 2016 Draft Analysis be revised.

Fuel Flowage Fee per Gallon Update

Of the comparable airports surveyed, Kingman and Phoenix Goodyear Airports’ rates have increased since 2016. Furthermore, to simplify calculations, one fuel flowage rate was used for Marana; the rate used in the calculation was the published fuel flowage rate for and FBO or Specialty Operator with a ground lease.

High Rate:	\$0.35	William J. Fox Airfield (CA)
Low Rate:	\$0.00	Mohave Air and Space Port (NM)
Average Rate:	\$0.099	
Existing MZJ Rate:	None	

Recommendation: The suggested rate of \$0.10 per gallon as described in the 2016 Draft Analysis remains valid per the reasons provided. No change to the suggested rate is recommended.

Ground Lease Fees Update

Ground lease fees at the study airports have changed slightly since 2016. As noted in the Draft 2016 Analysis, Marana Regional still has a special lease agreement with one of its major tenants, and Mojave Air and Space Port’s rates still vary greatly in range; therefore, rates for these airports were not included in this update. Likewise, Roswell International Air Center indicated that their ground lease rates are determined on a case by case basis, and thus were also not included in revised calculations. Airports where rates have changed include Kingman Airport, Phoenix Goodyear Airport, and Abilene Regional Airport (see Pinal Airpark Rates and Fees Comparison Summary (2019) table for new rates).

Ground Lease for Improved Site (with utilities and taxiway access)

High Rate: \$0.37/sq. ft./year Phoenix Goodyear Airport

Low Rate: \$0.16/sq. ft./year Kingman Airport

Average Rate: \$0.28/sq.ft./year (excluding MZJ existing rate)

Existing MZJ Rate: Varies; typically, \$0.06/sq.ft./year

Recommendation: Based on slight changes in rates at other study airports, a revised suggested rate of \$0.25 per square foot per year is recommended. This is only \$0.05 more than the proposed rate in the Draft 2016 Analysis and is likely still a good starting point for MZJ. This rate will generate more revenue than the current rate is producing but remain competitive for attracting new tenants to the airport as well. The suggestion to adjust the rate accordingly on an annual or bi-annual basis (or another time period deemed reasonable to the County) also remains valid.

Ground Lease for Unimproved Site (no utilities with *or* without taxiway access)

High Rate: \$0.37/sq. ft./year Phoenix Goodyear Airport

Low Rate: \$0.2062/sq. ft./year Abilene Regional Airport

Average Rate: \$0.27/sq.ft./year (excluding MZJ existing rate)

Existing MZJ Rate: Varies; typically, \$0.06/sq.ft./year

Recommendation: The rates charged at other study airports do not change within the unimproved site category, i.e. the rate is the same if the unimproved site has taxiway access or not. Therefore, the revised MZJ rate will be the same for an unimproved site without utilities whether or not it has taxiway access or not. Based on slight changes in rates at other airports, the revised suggested rate of \$0.20 per square foot per year is recommended. Again, this is likely a good starting point for MZJ that will generate more revenue than the current rate is producing but remain competitive for attracting new tenants to the airport. The suggestion to adjust the rate accordingly on an annual or bi-annual basis (or another time period deemed reasonable to the County) also remains valid.

Revised Section: Summary and Recommendations

Only one airport in the analysis of comparable airports to San Manuel Airport changed since 2016 – the monthly T-hangar (non-specific size) fee at Eloy Municipal. However, revised calculations indicate that the proposed fee of \$185.00 in this category as recommended in the Draft 2016 Analysis is still valid. As a result, no updates to Table 3 – *Summary of Proposed Rates and Fees for San Manuel Airport (E77)* were made during this update. Table 3 as presented in the 2016 Draft Analysis still represents the current proposed rates and fees for San Manuel Airport based on the findings of this revised (2019) analysis. Table 3 is included within this report for ease of reference. To review the specific change in rates at Eloy Municipal Airport, please see a revised version of the table entitled *San Manuel Airport Rates and Fees Comparison Summary (2019)* attached to this report.

As a result of increases and/or changes at several comparable airports to Pinal Airpark, some of the proposed rates and fees have been revised. Specific changes proposed include:

- Combined turbine aircraft that weigh less than 12,500 pounds with the monthly/daily fee for turboprop aircraft
- Revised the monthly and daily “flat rate” fee for turbine aircraft weighing more than 12,500 pounds
- Added a monthly and daily fee for aircraft that fall within the 12,500 pounds to 24,999

pounds and 25,000 pounds to 49,999 pounds weight categories; recommended County choose either flat rate fee or weight-based fee for turbine aircraft

- Revised the daily fee for open parking for aircraft that fall within the 50,000 to 99,999 pounds weight category
- Revised the daily fee for open parking for aircraft that fall within the 100,000 to 200,000 pounds weight category
- Revised the ground lease fee for improved sites (with utilities and taxiway access)
- Combined and revised the ground lease fee for unimproved sites (to include no utilities with or without taxiway access)

As a result of these suggested changes to the original rates and fees for Pinal Airpark, Table 4 – *Summary of Proposed Rates and Fees for Pinal Airpark (MZJ)* has been updated. The revised Table is attached for review. Text in bold indicates specific rates/fees that were modified from the original Draft 2016 Analysis. Likewise, a revised version of the table entitled *Pinal Airpark Rates and Fees Comparison Summary (2019)* is also attached to this report for reference.

Table 3 Summary of Proposed Rates and Fees for San Manuel Airport (E77) (2019)

Rate/Fee Description	Existing Amount (\$)	Proposed Amount (\$)	Proposed Action	Basis for Change
Single-Engine Open Tie-Down (Monthly)	None	\$25.00	Establish new monthly fee	Results of rates and fees survey
Single-Engine Open Tie-Down (Daily)	None	\$5.00	Establish new daily fee	Results of rates and fees survey
Twin-Engine Open Tie-Down (Monthly)	None	\$35.00	Establish new monthly fee	Results of rates and fees survey
Twin-Engine Open Tie-Down (Daily)	None	\$7.00	Establish new daily fee	Results of rates and fees survey
Turboprop Open Tie-Down (Monthly)	None	\$45.00	Establish new monthly fee	Results of rates and fees survey
Turboprop Open Tie-Down (Daily)	None	\$10.00	Establish new daily fee	Results of rates and fees survey
Jet Open Tie-Down (Monthly)	None	\$55.00	Establish new monthly fee	Results of rates and fees survey
Jet Open Tie-Down (Daily)	None	\$15.00	Establish new daily fee	Results of rates and fees survey
Helicopter Open Tie-Down <12,500 lbs. (Monthly)	None	\$25.00	Establish new monthly fee	Results of rates and fees survey
Helicopter Open Tie-Down <12,500 lbs. (Daily)	None	\$5.00	Establish new daily fee	Results of rates and fees survey
Helicopter Open Tie-Down >12,500 lbs. (Monthly)	None	\$35.00	Establish new monthly fee	Results of rates and fees survey
Helicopter Open Tie-Down >12,500 lbs. (Daily)	None	\$7.00	Establish new daily fee	Results of rates and fees survey
Twin-Rotor Helicopter Open Tie-Down (Monthly)	None	\$45.00	Establish new monthly fee	Results of rates and fees survey
Twin-Rotor Helicopter Open Tie-Down (Daily)	None	\$10.00	Establish new daily fee	Results of rates and fees survey
Covered/Shaded Tie-Down (non-specific size) (Monthly)	None; currently do not exist	\$45.00	Establish new monthly fee; may need to revise this fee once a shade structure is actually constructed	Results of rates and fees survey
Covered/Shaded Tie-Down (non-specific size) (Daily)	None; currently do not exist	\$10.00	Establish new daily fee; may need to revise this fee once a shade structure is actually constructed	Results of rates and fees survey
T-Hangar (non-specific size) (Monthly)	\$160.00	\$185.00	Increase existing monthly fee	Results of rates and fees survey; high demand
Ground Lease (Annually)	\$50.00	\$0.10/sq. ft.	Consider changing to proposed fee, or keep a flat fee and increase annually	Results of rates and fees survey

Note. No changes to Table 3 were made as a result of this update. Proposed rates are still considered valid.

Source: Original table created by Armstrong Consultants, Inc., 2016; revalidated by Dibble Engineering, August 2019

Table 4 Summary of Proposed Rates and Fees for Pinal Airpark (MZJ) (2019)

Rate/Fee Description	Existing Amount (\$)	Proposed Amount (\$)	Proposed Action	Basis for Change
Single-Engine Open Tie-Down (Monthly)	None	\$25.00	Establish new monthly fee	Results of rates and fees survey
Single-Engine Open Tie-Down (Daily)	None	\$5.00	Establish new daily fee	Results of rates and fees survey
Twin-Engine Open Tie-Down (Monthly)	None	\$35.00	Establish new monthly fee	Results of rates and fees survey
Twin-Engine Open Tie-Down (Daily)	None	\$7.00	Establish new daily fee	Results of rates and fees survey
Turboprop or Turbine <12,500 lbs. Open (Monthly)	None	\$45.00	Establish new monthly fee	Results of rates and fees survey
Turboprop or Turbine <12,500 lbs. Open (Daily)	None	\$10.00	Establish new daily fee	Results of rates and fees survey
Helicopter Open Tie-Down (Monthly)	None	\$30.00	Establish new monthly fee	Results of rates and fees survey
Helicopter Open Tie-Down (Daily)	None	\$6.00	Establish new daily fee	Results of rates and fees survey
Jet Open Parking (Monthly) (Flat Rate)	None	\$245.00	Establish new monthly fee	Results of rates and fees survey
Jet Open Parking (Daily) (Flat Rate)	None	\$75.00	Establish new daily fee	Results of rates and fees survey
Note: Rates below represent turbine aircraft weighing greater than 12,500 pounds and are further broken down into additional categories based on weight. County should elect to charge either the flat monthly/daily rates above or elect to charge turbine aircraft by weight as shown below.				
Aircraft Open Parking 12,500 lbs. to 24,999 lbs. (Monthly)	None	\$65.00	Establish new monthly fee	Results of revised rates and fees survey
Aircraft Open Parking 12,500 lbs. to 24,999 lbs. (Daily)	None	\$25.00	Establish new daily fee	Results of revised rates and fees survey
Aircraft Open Parking 25,000 lbs. to 49,999 lbs. (Monthly)	None	\$95.00	Establish new monthly fee	Results of revised rates and fees survey
Aircraft Open Parking 25,000 lbs. to 49,999 lbs. (Daily)	None	\$35.00	Establish new daily fee	Results of revised rates and fees survey
Aircraft Open Parking 50,000 lbs. to 99,999 lbs. (Monthly)	None	\$150.00	Establish new monthly fee	Results of rates and fees survey
Aircraft Open Parking 50,000 lbs. to 99,999 lbs. (Daily)	None	\$75.00	Establish new daily fee	Results of revised rates and fees survey
Aircraft Open Parking 100,000 lbs. to 200,000 lbs. (Monthly)	None	\$300.00	Establish new monthly fee	Results of rates and fees survey

Table 4 Summary of Proposed Rates and Fees for Pinal Airpark (MZJ) (2019) contd.

Rate/Fee Description	Existing Amount (\$)	Proposed Amount (\$)	Proposed Action	Basis for Change
Aircraft Open Parking 100,000 lbs. to 200,000 lbs. (Daily)	None	\$100.00	Establish new daily fee	Results of revised rates and fees survey
Aircraft Open Parking >200,000 lbs. (Monthly)	None	\$600.00	County should decide whether to charge a flat fee or by aircraft weight; Establish new monthly fee	Results of rates and fees survey
Aircraft Open Parking >200,000 lbs. (Daily)	None	\$120.00	County should decide whether to charge a flat fee or by aircraft weight; Establish new daily fee	Results of rates and fees survey
Covered/Shaded Tie-Down (non-specific size) (Monthly)	None; currently do not exist	\$65.00	Establish new daily fee; may need to revise this fee once a shade structure is actually constructed	Results of rates and fees survey
T-Hangar (Various sizes and age) (Monthly)	None; currently do not exist	\$200.00 - \$250.00	Re-asses T-hangar fee once actually constructed at airport	Results of rates and fees survey
Executive Hangar (non-specific size) (Monthly)	Varies by tenant	TBD	County to decide on either a flat rate or amount per square foot per year	Results of rates and fees survey
Fuel Flowage Fee per Gallon	None	\$0.10/gallon	Establish new fuel flowage fee; County to decide if transient users and tenants are charged different rates	Results of rates and fees survey
Airport Use/Landing Fee	None	\$0.50	Establish new landing fee of \$0.50 per 1,000 lbs. of take-off weight for aircraft weighing 12,500 lbs. or more	Results of rates and fees survey
Ground Lease for Improved Site (with utilities and taxiway access)	Varies; typically \$0.06/sq. ft./year	\$0.25/sq. ft./year	Increase existing rate	Results of revised rates and fees survey
Ground Lease for Unimproved Site (no utilities with <i>or</i> without taxiway access)	Varies; typically \$0.06/sq. ft./year	\$0.20/sq. ft./year	Increase existing rate	Results of revised rates and fees survey

Note. Text in bold indicates changes made from the original table dated April 2016.

Source: Original table created by Armstrong Consultants, Inc., April 2016; revised and updated by Dibble Engineering, August 2019

Pinal Airpark Rates and Fees Comparison Summary (2019)

Service Category	Subject Airport	Comparable Airports Located in Arizona			Comparable Airports Located Outside of Arizona				
	Pinal Airpark ¹	Kingman Airport & Industrial Park ²	Marana Regional Airport ³	Phoenix Goodyear Airport ⁴	Abilene Regional Airport - TX ⁵	Mojave Air and Space Port - CA ⁶	Roswell Intl. Air Center - NM ⁷	William J. Fox Airfield - CA ⁸	
Tie-Down Fees									
Single Engine Open Tie-Down (Monthly)	None	\$25.00	\$50.00	\$17.70	None	N/A	None	\$54.00	
Single Engine Open Tie-Down (Daily)		\$5.00	\$7.00	None		\$5.00		N/A	
Twin Engine Open Tie-Down (Monthly)		\$25.00	\$72.00	\$17.70		N/A		\$54.00	
Twin Engine Open Tie-Down (Daily)		\$10.00	\$10.00	Set by FBO		\$10.00		N/A	
Turboprop Open Tie-Down (Monthly)		\$25.00	\$116.00	\$17.70		N/A		\$54.00	
Turboprop Open Tie-Down (Daily)		\$10.00	\$15.00	Set by FBO		\$15.00		N/A	
Jet Open Tie-Down <12,500 lbs. (Monthly)		N/A	\$116.00	\$17.70		N/A		\$54.00	
Jet Open Tie-Down <12,500 lbs. (Daily)		\$25.00	\$16.00	Set by FBO		\$15.00		N/A	
Helicopter Open Tie-Down (Monthly)			\$116.00	\$17.70				\$54.00	
Helicopter Open Tie-Down (Daily)			\$15.00	Set by FBO		N/A		N/A	
Aircraft Open Tie-Down 12,500 lbs. to 24,999 lbs. (Monthly)			N/A	\$172.00		Varies by tenant			\$54.00
Aircraft Open Tie-Down 12,500 lbs. to 24,999 lbs. (Daily)				\$30.00		Set by FBO		\$75.00	N/A
Aircraft Open Tie-Down 25,000 lbs. to 49,999 lbs. (Monthly)				\$284.00		Varies by tenant		N/A	\$54.00
Aircraft Open Tie-Down 25,000 lbs. to 49,999 lbs. (Daily)				\$35.00		Set by FBO		\$75.00	N/A
Aircraft Open Tie-Down 50,000 lbs. to 99,999 lbs. (Monthly)			\$200.00	\$562.00		Varies by tenant		N/A	\$54.00
Aircraft Open Tie-Down 50,000 lbs. to 99,999 lbs. (Daily)				\$75.00		Set by FBO		\$75.00	
Aircraft Open Tie-Down 100,000 lbs. to 200,000 lbs. (Monthly)			N/A	\$1,119.00		Varies by tenant		N/A	
Aircraft Open Tie-Down 100,000 lbs. to 200,000 lbs. (Daily)				\$150.00		Set by FBO		\$250.00	
Covered/Shaded Tie-Down (non-specific size) (Monthly)			\$75.00	\$112.75		Varies by tenant			
Covered/Shaded Tie-Down - Small (Monthly)				N/A		\$50.36			N/A
Covered/Shaded Tie-Down - Large (Monthly)				\$67.01					
Airship Parking (Monthly)		N/A	\$500.00	N/A	N/A				
Airship Parking (Daily)			\$50.00			N/A			
Large Aircraft Unpaved Parking Position (approx. 250' x 500') (Monthly)	\$671.00		N/A	Varies by tenant					
Hangar Fees									
T-Hangar (various sizes and age) (Monthly)	Currently leased to tenants; see ground lease section	N/A	\$279 - \$670	N/A	N/A	\$0.27/ sq. ft. per month	N/A	N/A	
T-Hangar - Small (Monthly)		\$268.64		\$164.64					
T-Hangar - Large (Monthly)		\$345.99	N/A	\$213.59					
Executive Hangar (Monthly)		\$535.23		N/A					
Aircraft Fuel Related Fees									
Fuel Flowage Fee per gallon; (non-specific)	No Fee	\$0.04	N/A	\$0.11	\$0.0675	No Fee	\$0.04	\$0.35	
Fuel Flowage Fee per gallon; FBO or SASO with ground lease			\$0.09						
Fuel Flowage Fee per gallon; Commercial Self-Fueler with Permit		N/A	\$0.20	N/A	N/A	N/A	N/A	N/A	
Self Fueling Permit (Annually)			\$100.00						
Commercial Self Fueling Permit (Annually)			\$500.00						

Service Category	Subject Airport	Comparable Airports Located in Arizona			Comparable Airports Located Outside of Arizona			
	Pinal Airpark ¹	Kingman Airport & Industrial Park ²	Marana Regional Airport ³	Phoenix Goodyear Airport ⁴	Abilene Regional Airport - TX ⁵	Mojave Air and Space Port - CA ⁶	Roswell Intl. Air Center - NM ⁷	William J. Fox Airfield - CA ⁸
Miscellaneous Fees								
Airport Use Fee (Aeronautical)		N/A	\$250.00	N/A	N/A	N/A	N/A	N/A
Airport Use Fee (Non-Aeronautical)			\$500.00					
Airport Landing Fee	No Fee	\$.75 x 1000 lbs A/C > 12'500 lbs	No Fee	No fee	\$0.43 X 1000 lbs A/C > 12,000 lbs	No Fee	\$0.50 per 1,000 lbs. AC > 12,500 lbs.	No Fee (noncommercial)
Ground Lease Fees								
Ground Lease for Improved Sites (with utilities and taxiway access)	\$0.06/sq. ft. per year	0.16/ sq. ft. per year	Varies by tenant	\$0.37/ sq. ft. per year	N/A	N/A	N/A	\$0.32/sq. ft. per year
Ground Lease for Unimproved Site (no utilities, with taxiway access)	\$0.06/sq. ft. per year	N/A	Varies by tenant	\$0.37/sq. ft. per year	\$0.2062/ sq. ft. per year	\$0.05 to \$0.60/sq. ft. per year	Varies by tenant	\$0.24/sq. ft. per year
Ground Lease for Unimproved Site (no utilities, no taxiway access)	Flat rate; varies		N/A	\$.37/sq. ft. per year	\$0.2062/ sq. ft. per year	N/A	Varies by tenant	N/A

Notes:

- 1) Abilene Regional Airport: There are no fees associated with the open tie-downs. The ground lease rates do not specify if the site is improved or unimproved. The \$0.43 landing fee is charged for signatory carriers, whereas \$0.53 is charged for non-signatory carriers.
 - 2) Kingman Airport and Industrial Park: The ground lease rates do not specify if the site is improved or unimproved. Long-term leases are subject to 3% annual increase for inflation.
 - 3) Marana Regional Airport: All T-hangars and shaded tie-downs are owned and rented by Pima Aviation, Inc.; T-hangar rates vary by type - rates are \$279.06, \$310.06, \$496.10, and \$669.74 and include sales tax. The Town of
 - 4) Mojave Air and Space Port: Tie-down fees may be waived with fuel purchase. The ground lease rates do not specify if the site is improved or unimproved.
 - 5) Phoenix Goodyear Airport: Covered/shaded tie-down and T-hangar rental fees include City of Goodyear sales tax. City of Phoenix Aviation Department does not directly charge aircraft daily/overnight fees, but the FBO (Lux Air Jet Center) does depending on aircraft type. Ramp fees are waived with fuel purchase, but overnight fees apply to each aircraft. Overnight fee ranges from \$50 - \$500, with the average of \$150. No landing fees are charged at the Airport; however, the Aviation Department has specific rates it charges the MRO on the airfield for the use of the runway. That amount could not be disclosed. Open tie-downs are charged per space, not per aircraft.
 - 6) Pinal Airpark: Pinal County has special lease agreements with several companies on the airfield such as MAS, Aircraft Demolition, LLC, amongst others. All lease agreements are subject to an annual CPI increase of 1.5%.
 - 7) Roswell International Air Center Airport: The rental rates for long-term land leases typically increase annually based on the CPI, or 2.5%, whichever is greater. The ground lease rates are determined on a case-by-case basis.
 - 8) William J. Fox Airfield: Requests for updated rates from the Airport went unanswered; rates as shown current as of April 2016.
- Source: Original table created by Armstrong Consultants, Inc., April 2016; revised and updated by Dibble Engineering, August 2019

San Manuel Airport Rates and Fees Comparison Summary (2019)

Service Category	Subject Airport	Comparable Airports							
	San Manuel Airport	Benson Municipal Airport ¹	Bisbee Municipal Airport ²	Cochise County Airport ³	Eloy Municipal Airport ⁴	Kearny Airport	Safford Regional Airport ⁵	Sierra Vista Municipal Airport ⁶	
Tie-Down Fees									
Single-Engine Open Tie-Down (Monthly)	None	\$45.00	\$15.00	\$25.00	\$305.54	\$20.00	N/A	\$45.00	
Single-Engine Open Tie-Down (Daily)		\$5.00	\$6.00	\$5.00	\$7.00	\$3.00	\$5.00	\$5.00	
Twin-Engine Open Tie-Down (Monthly)		\$65.00	\$20.00	\$25.00	\$305.54	\$20.00	N/A	\$65.00	
Twin-Engine Open Tie-Down (Daily)		\$6.00	\$8.00	\$5.00	\$7.00	\$3.00	\$10.00	\$6.00	
Turboprop Open Tie-Down (Monthly)		\$65.00	\$50.00	\$25.00	\$305.54	\$20.00	N/A	\$65.00	
Turboprop Open Tie-Down <12,500 lbs. (Daily)		\$6.00	\$10.00	\$5.00	\$7.00	\$3.00	\$40.00	\$6.00	
Turboprop Open Tie-Down >12,500 lbs. (Daily)		N/A	N/A		N/A	N/A	\$75.00	N/A	
Jet Open Tie-Down (Monthly)		\$90.00	\$50.00		\$305.54	\$20.00	N/A	\$90.00	
Jet Open Tie-Down <12,500 lbs. (Daily)		\$10.00	\$10.00		\$7.00	\$3.00	\$40.00	\$10.00	
Jet Open Tie-Down >12,500 lbs. (Daily)		N/A	N/A				\$75.00	N/A	
Helicopter Open Tie-Down <12,500 lbs. (Monthly)		\$100.00	\$15.00					\$100.00	
Helicopter Open Tie-Down <12,500 lbs. (Daily)		\$10.00	\$6.00		N/A			\$10.00	
Helicopter Open Tie-Down >12,500 lbs. (Monthly)		\$100.00	\$20.00					\$100.00	
Helicopter Open Tie-Down >12,500 lbs. (Daily)		\$10.00	\$8.00					\$10.00	
Twin-Rotor Helicopter Tie-Down (Monthly)		\$100.00	\$50.00			N/A	N/A	\$100.00	
Twin-Rotor Helicopter Tie-Down (Daily)		\$10.00	\$10.00					\$10.00	
Oversized (Special) Open Tie-Down (Monthly)		\$200.00							
Oversized (Special) Open Tie-Down (Daily)		\$20.00	N/A						
Covered/Shaded Tie-Down (non-specific size) (Monthly)			N/A	\$45.00	\$40.00			\$55.00	N/A
Covered/Shaded Tie-Down (non-specific size) (Daily/Overnight)				N/A	\$10.00			N/A	
Hangar Fees									
T-Hangar (non-specific size) (Monthly)	\$160.00		N/A	\$70.00/\$80.00	\$215.36		\$85.00		
Hangar (non-specific type - small) (Monthly)		N/A	\$120.00			N/A		N/A	
Hangar (non-specific type - large) (Monthly)			\$300.00						
Hangar (non-specific type and size) (Monthly)		\$275.00 - \$350.00				\$75.00			
Hangar (various sizes and age) (Monthly)			N/A		\$1,500.00 - \$2,100.00			\$255.00 - \$355.00	
Hangar (short-term ≤ 14 days) (Daily)								\$38.00	
Hangar (short-term ≤ 14 days) (Weekly)								\$114.00	
Miscellaneous Fees									
Fuel Flowage Fee (100LL/Jet A)/gallon	No Fee						\$0.06/\$0.08		
Airport Landing Fee/Ramp Fee - Twin Engine				N/A			\$5.00		
Airport Landing Fee/Ramp Fee - Jet/Turbine <12,500 lbs.		N/A	N/A		N/A	N/A	\$10.00	N/A	
Airport Landing Fee/Ramp Fee - Jet/Turbine >12,500 lbs.				\$50.00 - \$100.00			\$10.00 plus \$1 per additional 1,000 lbs		

Service Category	Subject Airport	Comparable Airports						
	San Manuel Airport	Benson Municipal Airport ¹	Bisbee Municipal Airport ²	Cochise County Airport ³	Eloy Municipal Airport ⁴	Kearny Airport	Safford Regional Airport ⁵	Sierra Vista Municipal Airport ⁶
Ground Lease Fees								
Ground Lease (Basic) (Annually)	\$50.00	Varies		Varies			N/A	
Ground Lease for Unimproved Hangar Site with Taxiway Access							\$0.12/sq. ft. per year	
Ground Lease for Unimproved Hangar Site off Taxiway							\$0.08/sq. ft. per year	
Ground Lease for Commercial Site	N/A	N/A	N/A	N/A	N/A	N/A	\$0.05/sq. ft. per year, minimum 5 year lease	N/A
Hangar Lease (Inflation)							3% annual increase (renewable leases)	
Ground Lease (Inflation)							3% annual increase (renewable leases)	

Notes:

1) Benson Municipal Airport: City does not own the hangars on the airport; rental rates listed are for both T-hangar/conventional hangars. There is a balloon launch fee of \$500, and a UAV launch fee of \$500 for one day, \$300 for 2-5 consecutive days, and \$200 for six or more consecutive days. Ground leases vary between \$380 per year to \$3,500 per year; there are currently four tenants with ground leases. Requests for updated rates from the Airport went unanswered; rates as shown current as of April 2016.

2) Bisbee Municipal Airport: No transient parking fee shall be charged for the first night of parking if the aircraft is fueled at the airport. A late fee of \$3.50 or 10% of the amount due, whichever is greater, will be added to any fee that has not been paid in full by the seventh (7th) day after any such fee is due. Requests for updated rates from the Airport went unanswered; rates as shown current as of April 2016.

3) Cochise County Airport: Shade tie-down daily/overnight fee is reduced to \$5.00 with fuel purchase. The open tie-down daily fee is waived with a fuel purchase. The ramp fee for business aircraft is waived with a minimum of 100, 150, or 200 gallon fuel purchase depending on aircraft's size. Current ground leases for private hangars are reported as \$185/year and \$600/year. Requests for updated rates from the Airport went unanswered; rates as shown current as of April 2016.

4) Eloy Municipal Airport: FBO on airport pays the entire monthly open tie-down fee for all tie-downs, and then collects directly from users; most use is attributed to the aircraft used for SkyDive Arizona. Because of this, Eloy will not be used for comparison in the open tie-down monthly rate comparison. Fees do not include tax.

5) Safford Regional Airport: Ramp fees are waived with a fuel purchase. \$10/month late fee or otherwise specified in contract for fees over 30 delinquent. The airport also has a \$120 annual aeronautical business permit fee and a \$500 annual aerial applicator permit fee.

6) Sierra Vista Municipal Airport: See website for exact hangar rental fees per aircraft size; www.sierravista.gov

Source: Original table created by Armstrong Consultants, Inc., April 2016; revised and updated by Dibble Engineering, August 2019