



Aeronautics Division

2011 Rates & Charges Analysis



Executive Summary

ABOUT THE SURVEY

It is essential for airports to charge fees that are both fair for users and tenants, while at the same time helping to cover the costs of operating the airport. The Wyoming Department of Transportation (WYDOT) - Aeronautics Division routinely collects information from a variety of airports to distribute to Wyoming airports to assist in achieving these two goals. In the 2011 Rates and Charges Analysis, 32 Wyoming airports and 36 airports from neighboring states

participated. The survey collected rates and charges information for many typical user fees including landing fees, fuel flowage fees, and hangar rents. Where applicable, the Executive Summary compares current rates and charges to those collected in 2006. In some categories, the 2011 Survey asked for different information than that collected in 2006. As such, not all categories offer comparisons between the 2006 and 2011 surveys.

Rates & Charges Purpose of the Survey

It can be a difficult process for airport operators to establish fair and competitive rates and charges at their airport. The airport operator needs to establish fees that balance the goals of financial self-sufficiency and fairness to airport users, while remaining competitive. The Wyoming Airports Rates and Charges Guide was developed to help airport boards and managers reach these goals. In addition to this Executive Summary, airports in Wyoming were provided with individual, custom tailored, documents that compare their airport to similar airports.

Airline and Airport Agreement Structure

In order to calculate rates and charges at a commercial service airport, the airport's agreements with airlines can either be compensatory, where the airport assumes the financial risk; residual, where the airline assumes the financial risk; or a hybrid of both agreement types. In a pure residual agreement, an airport will always break even as the airlines are charged accordingly and any excess revenues are returned. On the other hand, compensatory agreements allow an airport to retain revenues that exceed expenses, which can be used for capital costs, reserve accounts, etc. Neither agreement type assures a greater revenue stream and needs to be considered individually for airports depending on traffic levels, projects costs, and other considerations.

	2006 Average	2011 Commercial Average
Hybrid	18%	27%
Residual	0%	27%
Compensatory	82%	46%

Airline Rates and Charges

RATES CHARGED TO SIGNATORY AIRLINES

Signatory airlines are those that have signed a long-term agreement with the airport, which allows the air carrier to have a "vote" in the decisions of the airport, and is usually associated with the residual-cost approach to airport financing.

	2011 Commercial Average	2011 Compensatory Average	2011 Residual Average	2011 Hybrid Average
Ticket Counters	\$27.98/sq ft/yr (13)	\$22.41/sq ft/yr (5)	\$42.02/sq ft/yr (2)	\$27.94/sq ft/yr (6)
Offices	\$27/sq ft/yr (15)	\$22.41/sq ft/yr (5)	\$31.32/sq ft/yr (4)	\$27.94/sq ft/yr (6)
Gate Holding Area	\$24.23/sq ft/yr (6)	\$14.98/sq ft/yr (2)	--	\$28.85/sq ft/yr (4)
Landing Fees	\$1.42/1,000lbs landed weight (15)	\$0.96/1,000lbs landed weight (4)	\$1.87/1,000lbs landed weight (3)	\$1.69/1,000lbs landed weight (6)
Baggage Claim	\$24.79/sq ft/yr (8)	\$23.45/sq ft/yr (2)	\$34.22/sq ft/yr (2)	\$20.75/sq ft/yr (4)
Common Areas	\$24.51/sq ft/yr (6)	\$10.09/sq ft/yr (3)	\$62.44/sq ft/yr (1)	\$27.17/sq ft/yr (2)
Loading Bridges	\$22.50/aircraft turn (2)	--	\$35/aircraft turn (1)	\$10/aircraft turn (1)

Airline Rates and Charges

RATES CHARGED TO NON-SIGNATORY AIRLINES

Non-Signatory airlines are those that operate with limited or seasonal service and generally do not enter into a signatory agreement.

	2006 Average	2011 Commercial Average	2011 Compensatory Average	2011 Residual Average	2011 Hybrid Average
Ticket Counters	\$21.05/sq ft/yr	\$45.39/sq ft/yr (5)	\$47/sq ft/yr (1)	\$51.62/sq ft/yr (2)	\$38.37/sq ft/yr (2)
Offices	--	\$35.50/sq ft/yr (6)	\$16.53/sq ft/yr (2)	\$51.62/sq ft/yr (2)	\$38.37/sq ft/yr (2)
Gate Holding Area	--	\$28.05/sq ft/yr (2)	\$10.75/sq ft/yr (1)	--	\$45.35/sq ft/yr (1)
Landing Fees	--	\$1.73/1,000lbs landed weight (15)	\$1.08/1,000lbs landed weight (6)	\$2.08/1,000lbs landed weight (4)	\$2.83/1,000lbs landed weight (3)
Baggage Claim	--	\$23.00/sq ft/yr (1)	\$23.00/sq ft/yr (1)	--	--
Common Areas	--	\$187.50/aircraft turn (2)	\$175/aircraft turn (1)	--	--
Loading Bridges	--	\$27.50/aircraft turn (2)	--	\$35/aircraft turn (1)	\$20/aircraft turn (1)

Only one airport surveyed charges less than \$4.50 per enplaned passenger for Passenger Facility Charges.

Airport Rates and Charges

TERMINAL CONCESSIONS AND ADVERTISING

(The 2006 Survey did not request comparable information)

Terminal concessions and advertising fees are fees that are charged by the airport for the operation of concessions or for advertising at the airport.

	2011 Commercial Average
Restaurant	8% of gross revenue (7)
Vending Machines	17% of gross revenue (15)
Retail	9% of gross revenue (7)
Carts & Kiosks	\$17.16/sq ft/yr (1)
Wall Displays	\$105/month (6)
Floor Displays	\$78.33/month (3)

CAR RENTAL

Car rental fees are fees charged by the airport to agencies that operate the car rental facilities and services for airport passengers.

	2006 Average	2011 Commercial Average
In-Terminal Counters/Office Space	10% of Gross Revenue	\$21.06/sq ft/yr (11) or 10% of gross revenue (15)
Ready/Return Area	--	\$85/space (3) or \$2,800/yr (3)
Car Fuel Sales	--	5% of gross revenue (1) or \$0.15/sq ft/yr (1)
Off Airport Car Rental	--	8.2% of gross revenue (8)

CUSTOMER FACILITY CHARGE

(The 2006 Survey did not request comparable information)

A Customer Facility Charge is a fee charged to a specific tenant type improvement that is constructed by the airport. Most commonly, these are charged for consolidated rental car facilities.

	2011 Commercial Average
Customer Facility Charge (per person)	\$3.56 (6)

GROUND TRANSPORTATION

Ground transportation fees are fees charged by the airport to ground transportation providers.

	2011 Commercial Average
Taxis	\$450 for annual permit (4)
Courtesy Cars	\$260 for annual permit (4)
Buses	\$450 for annual permit (2) or \$1/entry (2)



Did you know...

Wyoming is ranked #5 out of all states for the number of registered aircraft per capita.

Landing Fees

Landing fees are charged by the airport to aircraft landing at the airport, typically for larger aircraft.

	2006 Average	2011 Average	2011 Commercial Average	2011 GA Average
Percent of Airports that Charge Landing Fee	21% (90)	16% (68)	31% (26)	7% (42)
Rate per 1,000 lbs. landing weight	\$0.85 (48)	\$2 (9)	\$2 (9)	No rates were reported

COLLECTION METHOD FOR LANDING FEES

	2006 Average (14)	2011 Average (11)	2011 Commercial Average (8)	2011 GA Average (3)
Invoice	36% (5)	27% (3)	13% (1)	67% (2)
Self-Reporting	14% (2)	0%	0%	0%
FBO Staff	0%	64% (7)	75% (6)	33% (1)
Monthly Billing	43% (6) (all billing)	27% (3)	38% (3)	0%
Annual Billing	--	0%	0%	0%
Other	7% (1)	9% (1)	0%	33% (1)

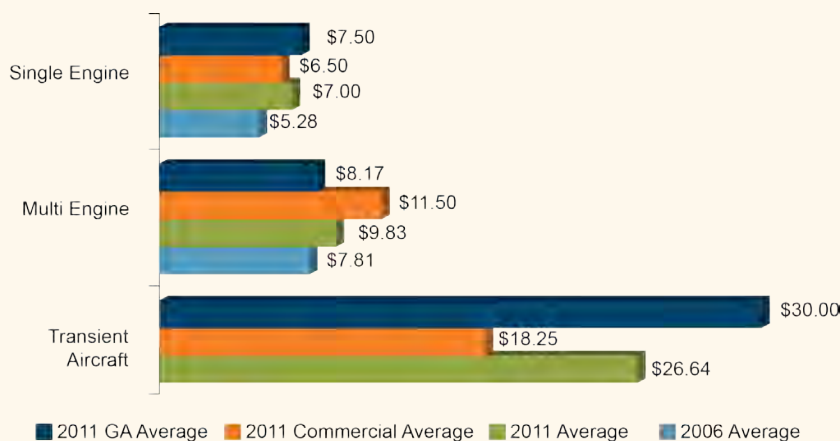
Tie-Downs

AIRPORT OWNED TIE-DOWNS

Tie-downs are areas on the ramp designated for aircraft parking and are typically equipped with tie-down anchors. Some airports elect to assess transient tie-down fees only to airports that do not purchase fuel.

	2006 Average	2011 Average	2011 Commercial Average	2011 GA Average
Single Engine	\$5.28/night, \$37.81/month	\$7/night (6), \$26/month (14)	\$6.50/night (3), \$27.33/month (3)	\$7.50/night (3), \$25.64/month (11)
Multi Engine	\$7.81/night, \$43.50/month	\$9.83/night (6), \$26.62/month (13)	\$11.50/night (3), \$31.33/month (3)	\$8.17/night (3), \$25.20/month (10)
Transient Aircraft	--	\$26.64/night (7), \$152/month (6)	\$18.25/night (2), \$22.00/month (1)	\$30/night (5), \$178/month (5)

TIE-DOWN FEES PER NIGHT



Definitions

Airport Reference Code (ARC)-

Coding system developed by the FAA to relate airport design criteria to the operational and physical characteristics of the airplane types that will operate at a particular airport.

Enplanements- The total number of revenue passengers boarding aircraft, including originating, stopover, and transfer passengers, in scheduled and non-schedule services.

Fixed Base Operator (FBO)-

Businesses that conduct general aviation sales, service, and support operations.

Fuel Flowage Fee- A fee assessed to fuel tank operators by the airport for each gallon of fuel dispensed.

Ground Lease- A lease of a portion of airport property upon which a privately owned structure exists.

National Plan of Integrated Airport Systems (NPIAS)- The FAA plan that identifies the airports that are significant to air commerce in the United States. Inclusion in the national plan makes an airport eligible to receive Airport Improvement Program (AIP) funds.

Primary Service Airports-

Public-use commercial service airports enplaning at least 10,000 passengers annually, and are included in NPIAS.

Signatory- Describes an air carrier that had signed a long-term agreement with the airport, which allows the air carrier to have a "vote" in the decisions of the airport, and is usually associated with the residual-cost approach to airport financing.

Non-Signatory- Describes an air carrier that operates with limited or seasonal service and generally does not enter into a signatory agreement.

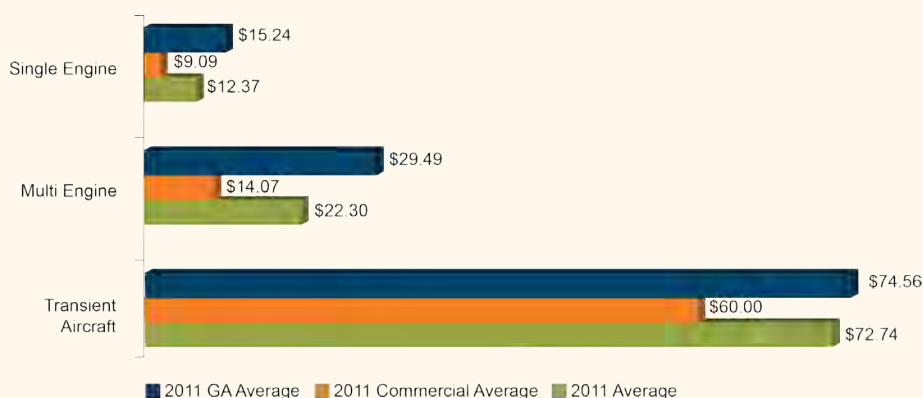
Tie-Downs

FBO OWNED TIE-DOWNS

(The 2006 Survey did not request comparable information)

	2011 Average	2011 Commercial Average	2011 GA Average
Single Engine	\$12.37/night (15), \$71/month (8)	\$9.09/night (7), \$75.00/month (1)	\$15.24/night (8), \$70.43/month (7)
Multi Engine	\$22.30/night (15), \$111.63/month (8)	\$14.07/night (7), \$75.00/month (1)	\$29.49/night (8), \$116.86/month (7)
Transient Aircraft	\$72.74/night (8), \$390/month (5)	\$60.00/night (1), \$600/month (1)	\$74.56/night (7), \$337.50/month (4)

TIE-DOWN FEES PER NIGHT



Fuel

FUEL PROVIDER (PERCENT OF AIRPORTS)

(The 2006 Survey did not request comparable information)

Fuel providers are those that manage the fuel service at the airport.

	2011 Average (62)	2011 Commercial Average (24)	2011 GA Average (38)
Airport	39% (24)	33% (8)	42% (16)
FBO	48% (30)	46% (11)	50% (19)
Both Airport and FBO	13% (8)	21% (5)	8% (3)

TYPE OF FUEL AVAILABLE

	2006 Average (48)	2011 Average (67)	2011 Commercial Average (25)	2011 GA Average (42)
100LL Only	27% (13)	20% (14)	0%	33% (14)
Both Jet A and 100LL	73% (35)	80% (53)	100% (25)	67% (28)

FUEL FLOWAGE FEE (PER GALLON)

A fuel flowage fee is a fee assessed to fuel tank operators by the airport for each gallon of fuel dispensed.

	2006 Average	2011 Average	2011 Commercial Average	2011 GA Average
Jet A	\$0.05	\$0.07 (34)	\$0.08 (20)	\$0.06 (14)
100LL	\$0.05	\$0.07 (35)	\$0.07 (19)	\$0.06 (16)

Hangar Rentals and Rates

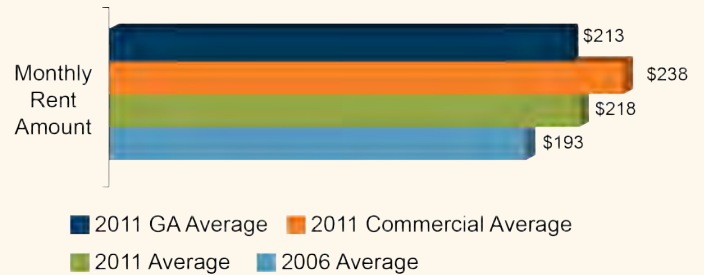
The data portrayed below for age, condition, rental basis, approximate size, and utilities are the response categories with the largest number of responses rather than an average. The Number of Stalls/Aircraft Capacity and Monthly Rent Amounts are reported as averages. The monthly rent amount is the only comparable rate from the 2006 survey. If additional information is desired on rates charged for hangars at specific locations (with or without certain amenities), see the 2011 Rates and Charges Guide Technical Report, available through WYDOT Aeronautics Division.

BOX HANGARS

A box hangar is a basic rectangular shaped hangar.

	2006 Average	2011 Average	2011 Commercial Average	2011 GA Average
Age (years)	--	>30 years	>30 years	>30 years
Condition (Good, Fair, Poor)	--	Good	Good	Good
Number of Stalls/Aircraft Capacity	--	6	5	7
Rental Basis	--	Flat Fee	Flat Fee	Flat Fee
Approximate Size	--	<2,500 Sq. Ft.	<2,500 Sq. Ft.	<2,500 Sq. Ft.
Monthly Rent Amount	\$0.70/sq ft/yr or \$193/month	\$218/month	\$238/month	\$213/month
Utilities Offered	--	Electricity included	Gas and Electricity included in rent	Electricity available or included

BOX HANGAR AVERAGE MONTHLY RENT



! *Did you know...*
 Currently, about 1 million commercial passengers use Wyoming airports each year.



Hangar Rentals and Rates

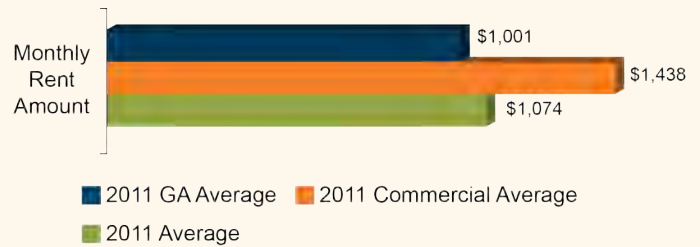
CORPORATE HANGARS

(The 2006 Survey did not request comparable information)

Corporate hangars are larger and designated for corporate aircraft use.

	2011 Average	2011 Commercial Average	2011 GA Average
Age (years)	<10 years	<10 years	<10 years
Condition (Good, Fair, Poor)	Good	Good	Good
Number of Stalls/ Aircraft Capacity	2	3	1
Rental Basis	Flat Fee	Flat Fee	Flat Fee
Approximate Size	5,000 to 10,000 Sq. Ft.	5,000 to 10,000 Sq. Ft.	2,500 to 3,500 Sq. Ft.
Monthly Rent Amount	\$1,074/month	\$1,438/month	\$1,001/month
Utilities Offered	Gas available	Gas, Electricity, Water, and Sewage available	Electricity, water, and sewage available

CORPORATE HANGAR AVERAGE MONTHLY RENT

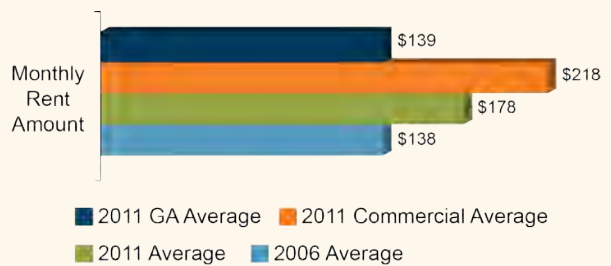


T-HANGARS

T-hangars are hangars shaped in a “T” that offer aircraft parking from both sides of the hangar, typically saving space while offering more aircraft hangar slots.

	2006 Average	2011 Average	2011 Commercial Average	2011 GA Average
Age (years)	--	20 to 30 years	20 to 30 years	20 to 30 years
Condition (Good, Fair, Poor)	--	Good	Good	Good
Number of Stalls/ Aircraft Capacity	--	10	7	12
Rental Basis	--	Flat Fee	Flat Fee	Flat Fee
Approximate Size	--	<2,500 Sq. Ft.	<2,500 Sq. Ft.	<2,500 Sq. Ft.
Monthly Rent Amount	\$1.31/sq ft/yr or \$138/month	\$178/month	\$218/month	\$140/month
Utilities Offered	--	Electricity included	Electricity available or included	Electricity included

T-HANGAR AVERAGE MONTHLY RENT



! *Did you know...*
 There are 120 airports in Wyoming, of which 40 are publically owned.

WAITING LIST

	2006 Average (58)	2011 Average (68)	2011 Commercial Average (24)	2011 GA Average (44)
Hangars	59% (34)	46% (31)	33% (8)	53% (23)
Tie-Downs	0%	0%	0%	0%

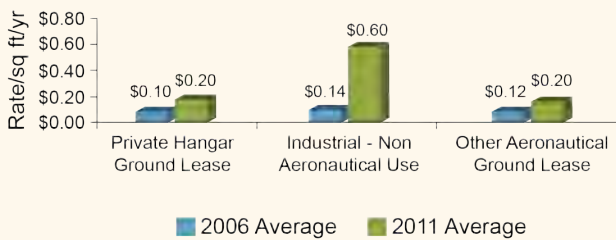
Ground Leases

GROUND LEASES

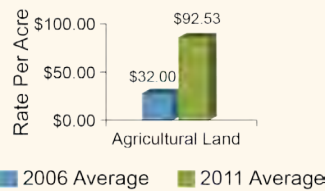
A ground lease is the lease of a portion of airport property upon which a privately owned structure exists.

	2006 Average	2011 Average	2011 Commercial Average	2011 GA Average
Private Hangar Ground Lease	\$0.10/sq ft/yr	\$0.20/sq ft/yr (50)	\$0.22/sq ft/yr (17)	\$0.13/sq ft/yr (32)
Agricultural Land	\$32/acre/yr	\$92.53/acre (5)	\$92.53/acre (5)	--
Commercial-Non-Aeronautical Use	--	\$0.15/sq ft/yr (9)	\$0.15/sq ft/yr (6)	\$0.17/sq ft/yr (3)
Industrial - Non-Aeronautical	\$0.14/sq ft/yr	\$0.60/sq ft/yr (4) or 17% of Gross Revenue (1)	\$0.60/sq ft/yr (4)	17% of Gross Revenue (1)
Open Storage	--	\$0.09/sq ft/yr (3)	\$0.10/sq ft/yr (1)	\$0.08/sq ft/yr (2)
Other Aeronautical Ground Lease	\$0.12/sq ft/yr	\$0.20/sq ft/yr (15)	\$0.17/sq ft/yr (8)	\$0.25/sq ft/yr (7)
Warehouses	--	\$0.15/sq ft/yr (2)	\$0.15/sq ft/yr (2)	--

AVERAGE GROUND LEASE



AVERAGE AGRICULTURAL LAND LEASE



*Averages are shown only for rates that were reported in the 2006 and 2011 surveys.

Airport Owned Buildings

RATES CHARGED FOR OTHER AIRPORT OWNED BUILDINGS

	2006 Average	2011 Average	2011 Commercial Average	2011 GA Average
FBO	\$0.70/sq ft/yr (median average) or \$1,352.50/month	\$1.55/sq ft/yr (9) or \$27,771/yr (3) or \$606/month (3)	\$1.55/sq ft/yr (9)	\$27,771/yr (3) or \$606/month (3)
Aircraft Maintenance	--	\$1.20/sq ft/yr (3)	\$1.41/sq ft/yr (2)	\$0.78/sq ft/yr (1)
Cargo	--	\$2.44/sq ft/yr (2)	\$2.44/sq ft/yr (2)	--
Other Government	--	\$6.45 (13)	\$6.83/sq ft/yr (12)	\$0.38/sq ft/yr (1)
Other Medical	--	\$13.48/sq ft/yr (1)	\$13.48/sq ft/yr (1)	--

Parking and Special Use

AVERAGE PARKING RATES

(The 2006 Survey did not request comparable information)

Parking Rates are the fees charged to passengers by the owner/operator of the parking facilities.

	2011 Commercial Average	
	Short Term	Long Term
Hourly	\$1.13/hour (8)	\$2/hour (5)
Daily	\$7/day (9)	\$7.25/day (6)
Monthly	\$121.50/month (2)	\$114/month (4)

PARKING (THIRD PARTY OPERATORS)

(The 2006 Survey did not request comparable information)

Parking (Third Party Operator) is the fee charged by the airport to the owner/operators of parking facilities on airport property.

	2011 Commercial Average
Short Term	72% of Gross Revenue (1)
Long Term	72% of Gross Revenue (1)

SPECIAL USE AND EVENTS

(The 2006 Survey did not request comparable information)

	2011 Average	2011 Commercial Average	2011 GA Average
Special Event	\$833/day or use (3) or \$375/application fee (2)	\$833/day or use (3)	\$375/application fee (2)
Short-term Storage	\$50/use (1)	\$50/use (1)	--



Did you know...

Wyoming's long history with aviation began with three stops (Cheyenne, Rawlins, and Rock Springs) on the original transcontinental air mail route.

Advertising

ADVERTISING (PERCENTAGE USED)

	2006 Average	2011 Average	2011 Commercial Average	2011 GA Average
Television	22% (10)	21% (11)	46% (11)	0%
Radio	46% (21)	42% (22)	71% (17)	17% (5)
Billboards	9% (4)	15% (8)	25% (6)	7% (2)
Airport Directory	67% (31)	66% (35)	58% (14)	72% (21)
Newspaper	54% (25)	45% (24)	67% (16)	28% (8)
Magazines	48% (22)	28% (15)	42% (10)	17% (5)
Internet	57% (26)	79% (42)	75% (18)	83% (24)
Annual Marketing Expenditures	\$2,500/yr (Median Average)	\$42,211.05/yr (37)	\$83,781/yr (18)	\$2,828/yr (19)



Did you know...

According to a 2009 study, Wyoming airports support over 14,000 jobs with a total payroll of \$375,000,000.

Insurance

Insurance rates are rates paid by the airport or grouped with government entities.

	Type	Limit	Deductible	Annual Premium	Grouped with Government (e.g. City/ County)
2006 Average					
	Bodily Injury	\$100,250,000	\$500,000	\$69,550	--
	General Airport Liability	--	--	--	--
	Hangars Keepers Liability	--	--	--	--
	Property Damage	\$33,250,000	\$25,250	\$47,050	--
2011 Average					
	Bodily Injury	\$1,500,000 (22)	\$2,000 (8)	\$7,250 (7)	--
	General Airport Liability	\$2,000,000 (35)	\$2,000 (16)	\$10,250 (26)	--
	Hangars Keepers Liability	\$4,500,000 (20)	\$1,000 (9)	\$9,000 (5)	--
	Property Damage	\$4,500,000 (24)	\$1,000 (13)	\$7,915 (12)	--
2011 Commercial Average					
	Bodily Injury	\$1,500,000 (12)	\$3,750 (6)	\$7,250 (7)	--
	General Airport Liability	\$5,000,000 (17)	\$5,000 (9)	\$16,000 (16)	--
	Hangars Keepers Liability	\$7,500,000 (10)	\$1,250 (6)	\$9,000 (7)	--
	Property Damage	\$5,000,000 (12)	\$5,000 (8)	\$23,000 (9)	--
2011 GA Average					
	Bodily Injury	\$1,500,000 (10)	\$1,000 (2)	--	--
	General Airport Liability	\$1,000,000 (18)	\$1,000 (7)	\$6,778 (10)	--
	Hangars Keepers Liability	\$1,000,000 (10)	\$1,000 (3)	--	--
	Property Damage	\$1,500,000 (12)	\$1,000 (5)	\$3,958 (3)	--



Aeronautics Division

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All the data used throughout this comparison report came from the results of the 2011 Wyoming Airport Rates and Charges Guide sponsored by the WYDOT Aeronautics Division.

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