



**RATES & FEES**  
**FISCAL YEAR 2018-2019**

**OCTOBER 2018**

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## **I. Introduction**

The purpose of this document is to develop and maintain uniform published rates and fees for Page Field and Base Operations customers. Prior to the beginning of each fiscal year, Page Field rates and fees will be approved by the Board of Port Commissioners. Interim changes to these rates and fees may be made by the Executive Director or his designee in the event that such revisions are necessary to respond to significant changes in market conditions or to maintain the airport's competitive market position in the general aviation community.

From time to time it is necessary to provide reasonable fee adjustments to resolve Base Operations customer service issues that may arise during the course of regular business operations. As Base Operations takes great measures to provide nationally consistent services to its customers, there are occasions when it is appropriate to make adjustments to fuel, service or other fees to attain customer satisfaction goals and maintain customer loyalty. In these cases, the general aviation director may deviate from the rates and fees herein following the guidelines established by Operations Instruction 6302, Fee Adjustment Procedures.

## **II. Aviation Petroleum Products**

### **A. Standard Pricing**

The Port Authority has developed various fuel purchase programs to meet the needs of a wide variety of Page Field customers. Each of these programs uses a fixed margin formula. The retail sales price of the fuel product includes the cost of fuel, taxes and the Authority's margin, inclusive of the established Fuel Flowage Fee. Retail sales prices are subject to change as the cost of fuel changes. The Authority's margin is established in Section II A., Aviation Petroleum Products, Standard Pricing. Discounts authorized in Section II B., Discount Program, will reduce the Authority's net margins.

#### **1. Avgas – Full Service**

The margin of this product is \$1.00 per gallon. This fee is combined with the product's cost to determine the retail sales price per gallon. As an example, if the Port Authority's cost per gallon is \$3.45 (inclusive of taxes), then the addition of the margin would make the retail sales price \$4.45 per gallon.

2. Avgas – Self Service

The Port Authority has installed an Avgas self-service fueling system, allowing an alternative low-cost purchase option for this product. The margin of this product is \$.50 per gallon. The self- service price is \$.50 below the posted retail price of the day. For example, if the Avgas posted price of the day is \$4.38, then the price of self-service would be \$3.88.

3. Motor Gasoline (Mogas) – Self-Service

The Port Authority has installed an unleaded gasoline (mogas) self-service fueling system for aviation use. The margin of this product is \$.50 per gallon. For example, if the Port Authority’s cost per gallon is \$3.75 (inclusive of taxes), then the price of self- service mogas would be \$4.25.

4. Jet A

The margin of this product is \$1.87 per gallon. This fee is combined with the product’s cost to determine the retail sales price per gallon. As an example, if the Port Authority’s cost per gallon is \$2.65 (inclusive of taxes), then the addition of the margin would make the retail sales price \$4.52 per gallon.

5. Aviation Oil and Additives

Aviation oil products and fuel additives are provided to customers upon request. Base Operations maintains a variety of product lines to meet customer needs. Pricing for these products is detailed below.

Aviation Oil

All Types ..... Cost Times 2 ..... Per Quart

Fuel Additives

Prist or Equivalent ... \$.09 Per Gallon of Jet A, Dispensed

B. Discount Program

The Lee County Port Authority has implemented a standardized fuel discount program for both Full Service Avgas and Jet A for based and itinerant customers. This discount is consistent with industry standards and recognizes the contribution of our based customers as well as our aeronautical service providers. No discount is offered for the self-service Avgas or Mogas products.

For the purposes of the discount programs, a based customer is one who has in effect a current building lease, land lease, hangar agreement, or tie-down agreement with the Authority. Itinerant customers are those customers who do not qualify as based customers.

1. Avgas

Itinerant Aircraft Discount

Itinerant aircraft shall be allowed a discount based upon volume. The discount shall be based on the current posted retail price. The discount shall be based upon each fuel delivery and shall not include cumulative fuel deliveries. The following table details this discount program.

1-25.9 gallons .....	no discount
26-50.9 gallons .....	\$.05 per gallon
51-150.9 gallons .....	\$.10 per gallon
151-500.9 gallons .....	\$.15 per gallon
501 and up .....	\$.20 per gallon

U.S. Government and other aircraft approved by the Defense Logistics Agency – Energy (DLA-Energy) who pay using the Aviation Into-Plane Reimbursement (AIR) Card will receive the same discount.

Based Aircraft Discount

Based aircraft shall be allowed a discount exclusive of volume. The discount shall be a \$.20 per gallon reduction in the current posted retail price.

Prepay Discount

To qualify for the Prepay Discount, customers must have an established direct bill account in good standing with the Authority. Customers must further “deposit on account” (prepaid balance

account) with the Authority a minimum of \$6,000. The prepaid balance account may never fall below the requested fuel purchase. Fuel purchases will be charged against the prepaid balance account at a discount of \$.30 versus the posted retail price of the day. If at any time, the purchase of fuel is in excess of the prepaid balance account, then the sale will not be eligible for this discount program and the difference will have to be paid for at the time of the fuel sale. All payments towards the prepaid balance account to replenish the customer account are required to at least meet the initial minimum prepaid balance of \$6,000 as stated above. For example; if a customer has a prepaid balance of \$74 left on his or her account and wishes to continue to participate in the Prepay Discount program; the customer must replenish the prepaid balance account with a minimum of \$5,926 to get the account up to the minimum prepaid balance account requirement. Smaller incremental payments to replenish the prepaid balance that do not bring the prepaid account up to the required minimum \$6,000 will not be accepted for purpose of qualifying for discounts under this program.

#### Self-Fueling Operator Discount

This program requires that the operator obtain a Lee County Port Authority Self-Fueling Permit. Self-fueling operations are strictly limited to the fueling of tenant-owned or exclusively leased aircraft, using only the tenant's employees and the tenant's equipment.

An Operator who has received authorization to self-fuel and has a current Self-Fueling Permit may be eligible for this program. In addition, to qualify for this program, an Operator must deposit with the Authority increments of at least \$22,000 and purchase on an annual basis more than 60,000 gallons of Avgas from the Authority. If credit balance falls below cost of fuel purchase, fuelings will be invoiced at the based price until the account is replenished. All subsequent deposits shall be a minimum of \$22,000.

This discount shall be based upon the Port Authority's fuel purchase cost at the time of delivery, plus \$.80 per gallon when delivered into either a mobile fuel vessel or a fuel storage facility. This cost includes the Self-Fueling Storage Facility Fee of \$.20 and Fuel Flowage Fees of \$.30 per gallon. If fuel is delivered into an aircraft, an additional \$.30 per gallon will be charged.

An operator participating in this program who fails to meet the annual fuel consumption requirements may be invoiced in the differential per unit amount between the Based Discount and the Commercial Operator Discount times the operator's annual gallons purchased.

2. Jet A

Itinerant Aircraft Discount

Itinerant aircraft shall be allowed a discount based upon volume. The discount shall be based on the current posted retail price inclusive of all taxes. The discount shall be based upon each fuel delivery and shall not include cumulative fuel deliveries. The following table details this discount program.

1-100 gallons .....	no discount
101-200 gallons .....	\$.05 per gallon
201-400 gallons .....	\$.10 per gallon
401-700 gallons .....	\$.15 per gallon
701-1,000 gallons .....	\$.20 per gallon
1,001-2,000 gallons .....	\$.25 per gallon
2,001 and up .....	\$.40 per gallon

U.S. Government and other aircraft approved by the Defense Logistics Agency – Energy (DLA-Energy) who pay using the Aviation Into-Plane Reimbursement (AIR) Card will receive the same discount but will not be charged the Federal Kerosene and LUST Tax.

Based Aircraft Discount

Based aircraft shall be allowed a discount exclusive of volume. The discount shall be a \$.42 per gallon reduction in the current posted retail price, inclusive of all taxes.

Contract Fuel

The Port Authority participates with the current contracted fuel supplier, Avfuel, in their contract fuel program. All fuel purchases made by the customer on contract fuel are billed directly to the customer by Avfuel. Avfuel reimburses the Port Authority for the cost of fuel as well as the appropriate per gallon into-wing rate. The following tables detail the established into-wing rates for contract fuel.

Contract Itinerant

1-100 gallons .....	\$1.60 per gallon
101-200 gallons .....	\$1.55 per gallon
201-400 gallons .....	\$1.50 per gallon
401-700 gallons .....	\$1.45 per gallon
701-1,000 gallons .....	\$1.40 per gallon
1,001-2,000 gallons .....	\$1.35 per gallon
2,001 and up .....	\$0.90 per gallon

Contract Itinerant High Volume

For itinerant customers to qualify for this rate they must have purchased a minimum of 15,000 gallons the previous fiscal year (October to September). Customers qualifying for this program will have an established into-wing rate of \$1.30, regardless of number of gallons per uplift.

Contract Based

Based customers participating in the contract fuel program will have an established into-wing rate of \$1.15 per gallon, regardless of number of gallons per uplift.

Self Fueling Operator Discount

This program requires that the operator obtain a Lee County Port Authority Self-Fueling Permit. Self-fueling operations are strictly limited to the fueling of tenant-owned or exclusively leased aircraft, using only the tenant's employees and the tenant's equipment.

An Operator who has received authorization to self-fuel and has a current Self-Fueling Permit may be eligible for this program. In addition, to qualify for this program, an Operator must deposit with the Authority increments of at least \$22,000 and purchase on an annual basis more than 60,000 gallons of Jet A from the Authority. If credit balance falls below the cost of fuel purchase, fuelings will be invoiced at the based or itinerant price as appropriate until the account is replenished. All subsequent deposits shall be a minimum of \$22,000.

This discount shall be based upon the Port Authority's fuel purchase cost at the time of delivery, plus \$1.05 per gallon when delivered into either a mobile fuel vessel or a fuel storage facility. This cost includes the Self-Fueling Storage Facility Fee of \$.20 per gallon and Fuel Flowage Fees of \$.30 per gallon. If fuel is delivered into an aircraft, an additional \$.35 per gallon will be charged.

An Operator participating in this program who fails to meet the annual fuel consumption requirements may be invoiced in the differential per unit amount between the Based Discount and the Commercial Operator Discount times the Operator’s annual gallons purchased.

C. Fuel Storage Facility and Fuel Flowage Fees

Fuel Storage Facility Fee

Tenants participating in an approved self-fueling program and purchasing fuel directly from the Port Authority will pay a Fuel Storage Facility Fee of \$.20 per gallon.

Fuel Flowage Fee

A Fuel Flowage fee of \$.30 per gallon is applied to all aviation use fuels to include all Port Authority and tenant self –fueling programs.

**III. Hangars and Tie-Downs**

A. Fees

Aircraft Hangars – Monthly

“A” Hangars:

A-1 through A-8 .....	\$428
A-9 through A-28 .....	\$375
A-29 through A-38 .....	\$214
A-39 through A-68 .....	\$375

“B” Hangars:

B-1 through B-6 .....	\$293
B-7 .....	\$261
B-8 through B-13 .....	\$293
B-14 .....	\$261
B-16 through B-18 .....	\$130
B-19 through B-20 .....	\$228
B-21 .....	\$261
B-22 through B-32 .....	\$228
B-33 through B-35 .....	\$130
B-36 .....	\$261
 B-41 through B-46 .....	 \$261

“F” Hangars:

F-1 through F-4 .....	\$359
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F-5 .....	\$456
F-6 through F-13 .....	\$359
F-14 .....	\$456
F-15 through F-21 .....	\$359
F-22 through F-23 .....	\$716
F-24 through F-36 .....	\$359
F-37 through F-44 .....	\$390
F-45 through F-64 .....	\$326
F-65 through F-68 .....	\$390
F-69 through F-78 .....	\$326

“U” Hangars:

All “U” Hangars .....	\$188
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Multi-Storage Hangars – Monthly

Monthly storage fees will be based on size of aircraft to be stored. Aircraft wingspan will be multiplied by nose-to-tail length to determine square footage of footprint, rounded up to the nearest foot, and then multiplied by \$.45/square foot. Helicopter footprint will be determined by multiplying the length of the main rotor blade by the length of the body.

Multi-Hangar – Daily

Single/Small Twin/Helicopter .....	\$63.00
Cabin Class Twin .....	\$73.50
Very Light Jet (VLJ).....	\$81.25
Light Jet/Turboprop .....	\$89.25
Mid-size Jet.....	\$105.85
Super Mid-size Jet.....	\$154.55
Heavy Jet.....	\$255.00

If, in a calendar month, an aircraft is stored in a multi-storage hangar for a length of time to where the daily rate would exceed the monthly rate, then the monthly rate may be charged.

Tie-Downs – Monthly

North, South, Southeast and Southwest Ramps .....	\$33.00
Itinerant Ramp .....	\$130.00
Commercial .....	\$44.00

B. Discounts

Hangar and tie-down fees paid for a one-year period in advance will be entitled to a 5 percent discount. Prepaid amounts are subject to change for increases in hangar and tie down rent as determined by the Authority.

C. Aircraft Hangar Wait List

Customers who wish to be placed on the Aircraft Hangar Wait List must submit a completed Request for Hangar Space along with a nonrefundable deposit of \$50.

D. Lost Key Replacement

The Authority will charge a \$10 fee for each lost key replacement and a \$30 fee for replacement of hangar locks.

**IV. Itinerant Ramp Fees**

**A. Usage and Fees**

Itinerant aircraft will be charged an Itinerant Ramp Fee dependent on the size of aircraft. The fee is a daily fee and will be waived for up to three consecutive days for those customers purchasing the minimum amount of fuel. Aircraft remaining for more than three days will be charged the appropriate fee regardless of fuel purchase. Fees may be waived for one day for donated humanitarian missions such as Angel Flight upon approval of the General Aviation Director or his/her designee.

Aircraft Category

Single/Small Twin/Helicopter .....	\$10.00/day
Minimum fuel purchase to waive fee .....	10 gallons or top off
Cabin Class Twin .....	\$25.00/day
Minimum fuel purchase to waive fee .....	60 gallons or top off
VLJ.....	\$40.00/day
Minimum fuel purchase to waive fee.....	80 gallons or top off
Light Jet/Turboprop .....	\$50.00/day
Minimum fuel purchase to waive fee .....	120 gallons or top off
Mid-Size Jet .....	\$80.00/day
Minimum fuel purchase to waive fee .....	160 gallons or top off
Super Mid-Size Jet .....	\$120.00/day
Minimum fuel purchase to waive fee .....	250 gallons or top off
Heavy Jet .....	\$200.00/day
Minimum fuel purchase to waive fee .....	320 gallons or top off

**V. Landing Fees**

Landing fees are to be collected for commercial aircraft operations. A commercial operator is defined as a person, business, or other entity with or without a contract with the Lee County Port Authority to provide aeronautical services to the public. Landing fees will be charged as follows.

Aircraft Category

Single/Cabin-Class .....	\$ 5.00
Turbine .....	\$10.00
Helicopter .....	\$ 8.00

Landing fees do not apply to commercial operators that are based at Page Field and maintain leased or owned facilities such as hangar or office. Flight instructors with an independent flight instructor agreement shall pay landing fees up to a maximum of \$50.00 per month. Flight instructors subject to the landing fee shall be responsible to pay for only the final landing of a multi-landing lesson.

## **VI. Other Fees**

### **A. Catering Fee**

A 20% handling fee will be added to catering orders that are ordered by Page Field staff.

### **B. After Hours Fee**

Normal hours of operation are 0700-2300 local. Should a customer require services outside of normal business hours, Page Field staff will accommodate that request free of charge one hour before or one hour after normal business hours. For requests for service outside of those hours, the customer will be charged an hourly rate of \$50 without proration.

### **C. Air Camping Fee**

Air camping fee at approved locations shall be \$10.00 per night in addition to any applicable ramp usage fees. Prior approval from the Airport Director or designee is required for all aircraft operators.

### **D. Self-Service Maintenance Facility Fee**

A self-service maintenance facility is provided for hangar and tie-down tenants to perform minor owner maintenance such as oil changes, at no fee. Should a tenant require the services of a specialty mechanic who does not hold an agreement with the Port Authority, the self-service maintenance facility may be used on a limited basis with approval of the Airport Director or designee at a fee of \$25 per half day or \$40 per full day. Such approval will be contingent upon the mechanic providing documentation to include proof of liability insurance.

### **E. Conference/Seminar Room Fee**

Conference and seminar rooms are available for aviation and aircraft related use for a nominal charge. The conference room is available at an hourly rate of \$35 per hour. Use of the seminar room is available in four hour increments at a rate of \$150 per increment. Page Field tenants and Base Operations customers may use either room for business meetings as available without charge.

F. Aircraft Lavatory Service

Aircraft lavatory service is available at a fee of \$40.00 per lavatory per service, regardless of aircraft type.

G. Aircraft Ground Power Unit (GPU)

An aircraft ground power unit (GPU) is available on a complimentary basis on the Base Operations ramp for aircraft engine start. Extended GPU use on the Base Operations ramp is available at a rate of \$45.00 per hour or portion thereof after 60 minutes. If available, a GPU may be requested on other areas of the airport at a rate of \$55.00 per hour or portion thereof commencing on GPU start up.

H. Base Operations Facility Usage Fee

Page Field Aeronautical Operators may choose to use the Base Operations Terminal Facility in connection with a permitted Commercial Departure. A Commercial Departure is defined as a live departure from Base Operations whereby the Operator enplanes their passengers utilizing the Base Operations Terminal Facility. This fee shall be applied per Commercial Departure and in addition to applicable Ramp Fees as established herein.

1-2 Passengers.....	\$50.00
3-6 Passengers.....	\$75.00
7+ Passengers.....	\$100.00

I. Washington Reagan National (DCA) Access Standard Security Program (DASSP)

Operators may use Base Operations for originating direct flights to DCA under the DASSP. Such flights are subject to a fee of \$300.00 per aircraft per DASSP flight.

J. Lost/Damaged Grounding Cable Fee

A fee of \$35.00 will be assessed for replacement of any lost or damaged aircraft grounding cable.

**VII. Sublease Fees**

Per Part II, Section 4: Subleasing Requirements of the Minimum Standards for Aeronautical Activities for Page Field, allow Operators to sub-lease under certain conditions and approval of Port Authority.

Sub-lessee fees shall be based on the following schedule and shall be applied to owned, operated, leased or managed aircraft.

Fees associated with subleasing:

0 to 2 aircraft .....	\$ 50/month
3 to 5 aircraft .....	\$100/month
6 or more aircraft .....	\$200/month

**VIII. Buildings and Land**

A. Buildings

The Authority has several buildings that may become available from time to time for either aeronautical services or other business purposes. Lease terms are negotiable and are based on fair market value.

B. Land

The Lee County Port Authority leases unimproved land to those parties interested in providing an aeronautical service or other business service at Page Field. Rental rates for unimproved land are determined through negotiations and a fair market appraisal conducted by the Authority's fee appraiser.

**IX. Late Charges**

All invoices not paid by the required due date shall accrue interest at a rate of 18% per annum, unless otherwise provided for in the tenant's or aeronautical provider's lease or use agreement with the Lee County Port Authority.