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**REQUEST FOR QUALIFICATIONS  
FOR A  
FIXED BASE OPERATOR  
ON  
SAWYER INTERNATIONAL AIRPORT**

Due to the expiration of the current Fixed Base Operator (FBO) agreement at Sawyer International Airport (“the Airport”) and consistent with County policy, Marquette County, Michigan, by and through its Board of County Commissioners as the sponsor, owner and operator of the Airport, hereby issues this Request for Qualifications (“RFQ”) for operating FBO services on Sawyer International Airport.

This Request for Qualifications invites each potential proponent to perform its own investigations and make its own assessments as to the extent and nature of the business best suited for the Airport while adhering to the FBO minimum standards as set forth in *Sawyer International Airport Minimum Standards, Section III- Fixed Base Operators(FBO)* as well as other Airport requirements stated in, including, but not limited to, the Airport Rules and Regulations, applicable FAA regulations, and orders, Airport Improvement Program Grant Assurances, and applicable FAA Advisory Circulars. The minimum standards can be found on the Sawyer International Airport Web site at: <http://www.sawyerairport.com/> .

The current FBO Agreement runs concurrent with leases for the existing FBO Terminal, Hangars and other Facilities. The current agreement requires the FBO to maintain and operate the existing Airport Fuel Farm, collect landing fees, ramp fees and provide other services not included in the FBO Minimum Standards.

The County is interested in contracting with one company to provide existing services and to expand the FBO services at the Airport. With reference to these various Airport requirements and regulations, each proponent is invited to submit their qualifications including any additional proposed FBO services on the Airport.

**QUALIFICATION FORMAT**

There is no proscribed format for formal qualifications, except that they must be typewritten offers strictly responsive to this RFQ. Eight (8) complete copies of each qualification are required, of which at least one (1) is properly signed in ink by a representative of the proponent authorized to make contractual commitments. An electronic copy of the qualification shall also be submitted.

At a minimum, each qualification must contain:

- a. A prequalification statement as provided in the Minimum Standards;
- b. A business/marketing plan for proposed FBO services;
- c. A detailed operational and concept plan for provision of FBO services on the Airport along with a site plan identifying any proposed construction;
- d. Identification of all persons and entities having a financial or other ownership interest in the proposed FBO;

- e. At least five credit and business references;
- f. A listing of all aeronautical products, facilities and services to be offered;
- g. Pricing policy and typical prices;
- h. A plan and schedule of capital acquisitions and improvements;
- i. Resumes or profiles of key management and other personnel intended for the proposed FBO;
- j. Pro forma operating statements for the first three years of operations;
- k. Proposed rents and fees to County;
- l. Location, type, and other information on additional operations that the proponent may deem significant or as may be required elsewhere in this RFQ and;
- m. Copies of the Proponent’s past two fiscal years’ financial statements prepared in accordance with generally accepted accounting principles by an independent CPA and certified by an authorized representative. At a minimum, these will include:
  - Balance sheet
  - Statement of changes in financial position
  - Income statement
  - All footnotes relative to the above statements
  - Amount of unencumbered capital assets

Only two copies of information submitted under “m” need to be included and can be place in a separate envelop. Financial documents provided by the proponent (as required in the Sawyer International Airport Minimum Standards for FBO Services Business Application Section X – Applications/Application for Business Operation) are to be reviewed and authenticated by either a single appointed financial representative, or a third-party financial analyst appointed by the County Administrator, which will then recommend financial solvency of the proponent to the Board of Commissioners.

If a proponent is a newly formed entity, indicate the amount and source of the capitalization.

If the qualifications are being submitted by a subsidiary of a parent company or corporation, such subsidiary may submit the required financial information for the parent company, provided such parent company is bound jointly with the subsidiary in the qualifications and, if the subsidiary is awarded an FBO agreement, the parent company must acknowledge its joint obligations with its subsidiary and the qualifications must be accompanied by a certified copy of a resolution by the Board of Directors of the parent company authorizing such joint obligations.

### **SELECTION CRITERIA**

In reviewing qualifications to select an FBO, the County will consider the factors listed below which are not in any particular order of importance. Please note: **THIS IS NOT A BID!**

1. **Proposed Plan.** Strength/quality of overall plan for provision of FBO services, including considerations related to operational, business, marketing and concept of qualification for provision of FBO services, and quality and range of aeronautical related products, facilities and services proposed to be offered on the Airport.

2. **Relevant Experience.** Experience and qualifications of management and other key personnel, business references (at least five), and successful experience with development and operation of FBOs at comparable airports.
3. **Capital Improvements.** Quality and value to Marquette County, the Airport, and Airport users of Airport improvements proposed for construction, and capacity to develop Airport property, as proposed.
4. **Financial Value.** Financial value to County and Airport, including proposed rents and fees and any proposed minimum annual guarantee.
5. **Local Connection.** History or experience of proponent with the Sawyer International Airport in the provision of FBO or similar services, understanding of local and regional communities' values, interests and conditions, and understanding of Airport plans and interests.
6. **Other Factors.** Other factor(s) or information reasonably determined to be useful to the County's decision in determining the best interest of Marquette County and the Sawyer International Airport as identified by evaluators.

Each of the above selection criteria factors and considerations will be evaluated and assigned a number score from zero-to-ten (0-10) with higher numbers being scored more favorably to each proponent and lower numbers being scored less favorably. The relative merit of proponent will generally be determined by which qualifications receive the overall highest scores. The final determination of the success of a proponent will be primarily evaluated based on what is in the best interest of Marquette County, the Airport and compliance with requirements of this RFQ.

The highest numerical score in any particular category does not necessarily guarantee a successful proponent or the execution of a FBO agreement that is based on the qualifications submitted.

### **SECURITY DEPOSIT**

A security deposit in the form of a bond, certified check, cashier's check, money order, or irrevocable letter of credit from a commercial bank rated B or better by a nationally recognized rating agency, made payable to the order of Marquette County in the amount of one thousand dollars (\$1,000) must be submitted with each qualification. In the event the successful proponent fails to timely execute a FBO agreement offered by the County on the basis of its qualification, the Security Deposit of that proponent will be forfeited.

Except as provided above, the Security Deposit will be returned without interest to all proponents immediately after the successful proponent executes the FBO Agreement. If the County decides not to award a FBO agreement as a result of this RFQ, all security deposits will be returned.

Qualifications that do not include a Security Deposit will not be accepted.

## **OTHER TERMS AND CONDITIONS OF RFQ**

The County will not consider any proponent that proposes to use or includes off Airport or “through the fence” property that is located outside the Airport property boundary as shown on the Airport Layout Plan.

The County will not consider any proponents that do not meet the minimum requirements set forth in the Airport Minimum Standards for an FBO.

The final determination of an award will be made by the Marquette County Board of Commissioners. Proponents may be required to make a personal presentation of their qualifications before the Board of County Commissioners and County Management.

The County may, at its election, negotiate for the modification of any submission. Negotiations will not be conducted for services that are below those outlined in the Airport Minimum Standards. By submission of their qualifications, proponent agrees to be strictly bound thereby.

All material submitted with or as part of the qualifications shall become the property of the County and will not be returned.

No FBO Agreement will be implied from the submission of any qualification and no obligation arising out of the qualifications submitted hereunder (including any negotiations that follow) shall be binding upon the County, its officers, employees, consultants, or agents unless and until duly executed by all parties and in accordance with the laws of the State of Michigan.

Marquette County is a public entity, and as such, its records may be subject to disclosure to the public under the Michigan Open Records Act. Accordingly, proponent recognizes that any confidential information given to the County before, with, or after their qualification, either orally or in writing, if not outlined as confidential and appropriately designated as confidential, is not given in confidence and may be used or disclosed to others, for any purpose at any time, without obligation for compensation and without liability of any kind whatsoever.

Proponent must identify each portion of its qualifications which deems confidential. Only those parts of a qualification that contain proprietary, financial, patents, copyrights, trade secrets, or other information not considered to be public record under the Michigan Open Records Act may be held as confidential by the County. Proponents must provide justification of what materials, upon request, should not be disclosed. Marquette County may otherwise use or disclose the data submitted by each proponent for any purpose, unless its use is so identified and restricted by a proponent. The proponent’s opinion of what constitutes proprietary information is not necessarily binding on Marquette County.

The County reserves the right to:

1. To select one, two, or more respondents with whom the County may pursue negotiations pursuant to this RFQ.
2. To reject any and all qualifications received pursuant to this RFQ for whatever reason deemed necessary or for no specified reason.

3. To amend or otherwise modify this RFQ prior to the submission date and to cancel this RFQ with or without the substitution of another RFQ.
4. To request more detailed qualification statements and/or references and to conduct investigations with respect to the qualifications and/or reputations claimed by proponent.
5. To not proceed with the evaluation process as indicated by this RFQ for whatever reason.
6. To require additional information to clarify or supplement qualifications.
7. To expressly waive any non-compliance with non-substantive requirements of this RFQ in any qualification submitted.
8. To negotiate regarding unacceptable provisions incorporated in an otherwise acceptable qualification.
9. To reject any and all qualifications received that include or contemplate the use of off airport or “through the fence” property as part of their business or operating plan.

#### **FBO LEASE, LENGTH OF LEASE TERM AND OTHER LEASE PROVISIONS**

The length of the FBO agreement will be contemporaneous with the lease agreements, based on the minimum length necessary to reflect the proposed level of capital investment in the Airport and allowing proponent adequate time to amortize leasehold improvements and to secure a loan, if necessary, to finance the improvements.

Minimum Lease Rates, for current FBO facilities are reflected in the attached Exhibit A. Proponents should indicate which facilities they intend to lease along with proposed lease rates. Alternate facilities are also available for lease. Leases are as is where is with the FBO required to maintain facilities.

The successful proponent shall provide to the County for each improvement to be constructed, payment and performance bonds or other appropriate security approved by the County, equal to at least 100% of the total of the contract price for that improvement, generally on the forms customarily required by a construction lender.

All construction on Airport will be required to meet or exceed applicable construction and engineering standards for airport facilities as required under applicable FAA guidelines and all other federal, state and local codes and regulations. The construction will be required to be commenced and completed within specified time frames as provided in any final agreement.

The County will require the FBO to operate and maintain the Airport Fuel Farm in compliance with FAA, federal, state, local and airline regulations and requirements. The successful proponent will be responsible for supplying Jet A and 100 low lead fuel as specified in the minimum standards.

The FBO will collect landing and ramp fees as shown in the attached Exhibit B. The Airport currently receives 60% of the fees with 40% going to the FBO, this is the minimum the County will accept. Minimum fuel flowage fees paid to the County are shown in the attached Exhibit C. The FBO shall also help with removal of disabled aircraft upon request. The FBO will keep daily detailed records of fees collected and submit quarterly to Airport. Fees paid to the Airport for the years 2004 through 2018 from the FBO are shown in Exhibit D.

The FAA prohibits the County from granting another operator the right to provide the same or similar services except on “the same or substantially the same real terms, indexed and adjusted for changes in inflation and prevailing economic conditions at the time of this Agreement.”

### **PREMISES AVAILABLE FOR LEASE**

Premises to be covered by lease will encompass only the land Proponent identifies in its qualification. No property shall be leased for non-aeronautical purposes as such use might inhibit the growth of aeronautical use of the Airport. Any lease of property in the aeronautical area of an airport leased for non-aeronautical purposes may be subject to termination if it is determined the property is needed for aeronautical purposes. Rights of first refusal or other “land banking” options will not be accepted.

### **SUBMISSION INSTRUCTIONS:**

In order to be considered, **qualifications must be received by 4:00 p.m. EST on April 1, 2019** at the following address:

**Sawyer International Airport  
125 G Ave.  
Gwinn, MI 49841  
Attn: Steven Schenden**

Qualifications may be submitted in person, by certified mail, or delivery service. Oral, telephone, electronic mail or facsimile qualifications will not be accepted. Envelopes must be firmly sealed and clearly marked on the outside, “**FBO QUALIFICATION**”. The electronic copy may be submitted with qualification on a portable storage device or e-mailed to [sschenden@mqtco.org](mailto:sschenden@mqtco.org). Qualifications received after the date and time stated above or not properly identified or sealed or otherwise not in compliance with the submission instructions may be refused or rejected at the sole discretion of the County.

The submission of qualifications shall be conclusive evidence that the proponent considers itself adequately experienced and competent to provide FBO services at Sawyer International Airport and has made an independent, comprehensive, and conscientious investigation of all the facts and circumstances the proponent deems relevant to the entrepreneurial success of its qualification and has not relied on any of the facts and circumstances as they may have been reported in this RFQ. The County does not claim to know all the facts and circumstances that might be relevant to entrepreneurial success as an FBO at the Airport and does not warrant the truth or accuracy of any facts outlined in this RFQ.

The submission of qualifications shall be conclusive evidence that the proponent has read and is familiar with the RFQ. No claim for adjustment of any provisions of the RFQ shall be honored after receipt of qualification by the County on grounds that the proponent was not fully informed as to existing site conditions or any related matter.

The County and its officials, employees, and consultants should not be lobbied either individually or collectively regarding this RFQ. Proponents, their friends, acquaintances and their agents should not contact any County personnel or representatives orally or in writing to arrange introductory meetings, visits, or special presentations, or any other opportunities beyond that afforded by this RFQ in any attempt to influence the outcome of the selection process. Violation of this no lobby policy, by or on behalf of a proponent, may result in the disqualification of that proponent.

Question concerning this RFQ must be submitted in writing to the Director of Operations by March 18, 2019, 4:00 p.m. EST. The Director of Operations will respond to all timely submitted questions in a single response to all persons who represent a corporate entity that have identified themselves via e-mail to the Director of Operations as [sschenden@mqtco.org](mailto:sschenden@mqtco.org) as contemplating submitting a qualification. Any entity contemplating submitting a qualification should notify the Director of Operations by the above date for submitting questions of their intent to do so, to receive all responses issued by the Airport.

Proponents are strongly encouraged to participate in a site visit at the Airport. The Director of Operations should be contacted to schedule and coordinate a time and date for such site visit for all interested representatives of the proponent(s).

### **SAWYER INTERNATIONAL AIRPORT INFORMATION:**

The Airport is a publicly owned and operated commercial service airport located near Marquette Michigan, in the Forsyth Township, Michigan.

The present Airport site encompasses approximately 2275 acres, and includes one runway described in the following data:

	<b><u>Runway 1/19</u></b>
Dimensions	9,071 x 150
Surface	Asphalt/Grooved
Weight Bearing Capacity	Single 114,000, Double 181,000 Double Tandem 317,000, Dual Double Tandem 741,000
Visual Slope Indicator	4 Light PAPI
Approach Lights	MALSR Runway 01
Runway End Identifier Lights	Yes runway 19
Touchdown Point	Yes/No Lights
Instrument Approach	LOC/GS Runway 01
Markings	Precision

Sawyer International Airport is controlled by FAA contract Air Traffic Control Tower that operates from 6:00 am to 10:00 pm local time daily. Runway 1/19 is served by a full length parallel taxiway. Runway 1/19 was renovated in 2018.

In 1999 Marquette County established Sawyer International Airport at the former K.I. Sawyer Air Force Base and closed the existing County Airport in Negaunee Michigan. The County constructed a 26,000 square foot passenger terminal building, as well as the construction of parking areas and access road improvements.

In 2006 the Airport constructed a 65,000 Sq. ft. Air Rescue and Fire Fighting/Snow Removal Equipment (ARFF/SRE) facility was constructed. The ARFF building contains two bays, an apparatus storage area, maintenance and parts repair area, a day/training room and a watch alarm room. This facility is located on the west side of 1/19, north of the Passenger Terminal. Sawyer International Airport provides Bravo Index personnel coverage and Charlie index ARFF equipment capability.

Currently the Airport provides direct service to: Minneapolis/St Paul, Chicago, and Detroit. Airlines serving the region via Sawyer International Airport are Skywest/dba Delta Airlines and Envoy/American Airline with three to five flights/day, varying seasonally. Envoy operates a Maintenance, Repair and Overhaul (MRO) operation with approximately 250 employees at the airport.

Sawyer International Airport has a 2,110,307 sq. ft. commercial ramp and a 495,000 sq. ft. general aviation ramp owned and maintained by the Airport.

The existing FBO facility consists of a 7528 sq. ft. terminal renovated in 1999, a four 9,606 sq. ft. hangars a 4,392 sq. ft. fuel truck garage. Additional hangar space is available for lease from the Airport.

The above ground fuel farm is owned by the County and operated by the current FBO. The County owns four 20,000 gallon Jet A tanks. The FBO owns a 10,000 gallon 100 Low Lead tank at the fuel farm. The current FBO owns and operates a 1,000 gallon self-serve 100 Low Lead tank on the General Aviation Ramp.

Within 30 days of execution of an FBO Agreement and prior to commencement of any FBO operations, the successful proponent will be required to provide proof of insurance in the amounts required for all proposed activities.

Any Airport ground and/or facilities that may be leased by a successful proponent would be leased in an "as is" condition, without warranties or representations from Marquette County that the ground and/or facilities are suitable for a particular purpose, or can accommodate any particular weight or size of aircraft. At the end of the term of the lease, any investigation of site conditions or any cleanup, remediation, removal, or restoration work required by any federal, state, or local government agency or political subdivision, because of hazardous material(s) present in the soil or ground water on or under the ground and/or facilities, will be proponent(s) sole responsibility.

Additional Airport information may be found in the following attached Exhibits:

- A. Minimum Lease Rates for Current FBO Facilities
- B. Sawyer International Airport Fee Schedule
- C. Sawyer International Airport Fuel Flowage Fees
- D. FBO Fees Paid to Airport 2003-Current



## **EXHIBIT A**

Minimum Lease Rates for Current FBO Facilities

Building	Description	Sq. Ft.	Rent/Mo.	Per Year	Per SF
Building 427	GA Terminal	7,528	\$1,909.25		
Exclusive Area	GA Terminal	4,058		\$14,608.80	\$ 3.60
Common GA		3,470		\$8,328.00	\$ 2.39
Building 423 **	Hangar	18,648	\$1,554.00	\$18,648.00	\$ 1.00
Building 424**	Hangar	9,606	\$800.50	\$9,606.00	\$ 1.00
Building 425**	Hangar	9,606	\$800.50	\$9,606.00	\$ 1.00
Building 626	Fuel Truck Storage	4,392	\$549.00	\$6,588.00	\$ 1.50
Total			\$5,613.25	\$67,384.80	

## **EXHIBIT B**

### Landing Fees

- Aircraft based at Sawyer don't pay landing fees as they pay fees associated to the airport (hangar/fuel).
- State of Michigan and federally owned aircraft are exempt from landing fees per grant agreement provisions.
- Scheduled airlines pay fees specified in the operating agreement.

Aircraft Max. Gross Landing Weight	Landing Fee	Ramp Fee
<b>0 thru 4,199</b>		
Single Engine – 4 Passenger and Under	\$0	\$7.50
<b>4,200 thru 5,999</b>		
Cessna Skymaster, 303, 310 – 337 Piper Seneca, Aztec, Beechcraft Baron Eclipse 500	\$15.00	\$15.00
<b>6,000 thru 9,999</b>		
Cessna 340 – 425, Aerocommander, Navajo, Aerostar Beechcraft Duke, Queen Air	\$25.00	\$25.00
King Air 90/E90, Pilatus, TBM700, Cheyenne II, Conquest II, Caravan 690A – 980 Turbo Commander	\$30.00	\$40.00
<b>10,000 thru 12,499</b>		
Turbo Commander 1000, Beech 99, King Air F90/100, Cheyenne III/IV Merlin II/III, Raytheon Premier 1 Lear 23/24/24B, Piaggio, Phenom 100 Citation 500/501/510/525, MU-2	\$40.00	\$45.00
<b>12,500 thru 15,999</b>		
Lear 25D, 35/36, Jetstream 31 Citation 550, 560 Ultra, King Air 200-350, Beech 400, Metro II/III	\$60.00	\$50.00
<b>16,000 thru 19,999</b>		
Lear 45-60, Sabreliner 40/60, Westwind Falcon 10, Beech 1900D, Phenom 300 Citation 560 Excel, Jetstream 41	\$75.00	\$60.00
<b>20,000 thru 29,999</b>		
Citation 680, Hawker 700 thru 1000 Falcon 20, Gulfstream 150/200	\$85.00	\$70.00
<b>30,000 thru 39,999</b>		
Falcon 50/2000, Citation 750 Challenger 300 – 604	\$100.00	\$80.00
<b>40,000 thru 59,999</b>		
Falcon 900, Gulfstream II, III, IV Challenger 800, Embraer 135 thru 145	\$125.00	\$100.00
<b>60,000 thru 99,999 (Global Exp./5000, G5)</b>		
	\$175.00	\$0.02 per Sq. Ft. LxWx\$0.02
<b>100,000 and above \$2.25 per 1000 lb. Max Landing Weight Ex. 150000/1000=150x\$2.25=\$337.50</b>		

Effective: Upon Approval

## **EXHIBIT C**

## Sawyer International Airport Fuel Flowage Fees

Fuel Flowage	Fees
Contract Fuel (Charter Aircraft)	\$ 0.08/Gallon
DNR/State	\$ 0.06/Gallon
Into Plane (DoD Aircraft under contract)	\$ 0.04/Gallon
General Aviation Jet A	\$ 0.11/Gallon
General Aviation 100 LL	\$ 0.09/Gallon
Fuel Sales - American/Delta	\$ 0.09/Gallon
Defuel Envoy	\$ 0.04/Gallon
Refuel Envoy	\$ 0.04/Gallon
Angel Flights	Exempt

## **EXHIBIT D**

**FBO Fees Paid to Sawyer International Airport 2004 through 2018**

Year	Contract Fuel		DNR/State		Into Plane		Non-Airline		RAMC Detuel		RAMC Fuel Sales		RAMC Refuel		Sch-Airline			
	Amount	Gallons	Amount	Gallons	Amount	Gallons	Jet A Amount	Gallons	100 LL Amount	Amount	Gallons	Amount	Gallons	Amount	Gallons	Amount	Gallons	
2004	\$1,337.92	16,724	\$657.10	6,571	\$2,563.77	64,095	\$23,617.70	94,068		\$848.09	42,105	\$23,643.17	315,342	\$842.09	42,105	\$26,437.13	330,464	
2005	\$934.40	20,680	\$512.46	10,548	\$1,183.20	28,697	\$11,975.49	108,707		\$964.76	45,239	\$22,019.72	293,596	\$964.78	48,239	\$34,000.75	367,544	
2006	\$672.30	8,494	\$376.97	6,283	\$703.24	17,581	\$8,195.59	136,581		\$534.22	26,711	\$20,636.87	275,158	\$683.93	34,197	\$35,486.31	449,115	
2007	\$1,023.76	12,797	\$684.50	14,650	\$1,298.04	16,285	\$7,253.73	120,586		\$1,787.75	44,673	\$25,461.57	300,884	\$969.75	48,495	\$32,890.18	414,879	
2008	\$581.27	6,409	\$347.57	5,808	\$411.96	10,299	\$8,959.33	149,326		\$887.99	44,400	\$23,643.78	315,250	\$887.96	44,400	\$29,272.85	368,042	
2009	\$1,078.90	3,867	\$320.35	5,340	\$689.20	17,230	\$5,873.11	97,885		\$1,120.96	55,950	\$24,443.29	325,910	\$1,120.98	56,050	\$24,512.08	306,526	
2010	\$591.28	7,391	\$358.95	5,982	\$433.57	10,839	\$5,388.16	89,860		\$1,118.14	55,908	\$23,352.31	311,364	\$1,369.55	68,478	\$36,774.96	459,687	
2011	\$751.38	9,392	\$1,009.47	6,568	\$1,179.20	29,482	\$9,108.12	82,797	\$2,558.49	28,422	\$1,859.32	41,377	\$21,262.68	236,252	\$2,272.28	59,807	\$44,811.18	419,767
2012	\$124.24	1,553	\$643.71	10,728	\$798.90	19,972	\$9,477.53	86,150	\$2,770.20	30,772	\$2,303.84	57,596	\$14,872.77	174,588	\$2,540.72	63,518	\$30,340.12	337,113
2013	\$26.72	334	\$962.12	16,030	\$364.04	9,076	\$8,918.43	80,074	\$2,009.46	36,609	\$2,311.80	56,695	\$14,236.02	157,177	\$2,661.46	65,539	\$33,596.36	373,293
2014	\$0.00	0	\$1,475.47	19,211	\$385.27	9,632	\$9,068.67	82,426	\$1,831.25	20,354	\$1,899.04	47,476	\$16,452.90	182,810	\$1,899.04	47,476	\$26,545.32	294,948
2015	\$0.00	0	\$944.97	15,716	\$3,636.72	90,918	\$8,941.79	81,287	\$2,363.00	33,659	\$1,428.14	35,703	\$8,308.40	94,295	\$1,255.60	32,140	\$31,088.16	345,424
2016	\$0.00	0	\$873.57	14,560	\$2,174.84	61,871	\$16,890.75	153,549	\$1,784.22	18,962	\$1,013.48	25,337	\$19,153.71	212,819	\$1,013.48	25,337	\$11,899.44	132,036
2017	\$0.00	0	\$882.68	15,212	\$1,123.96	28,099	\$13,332.65	123,960	\$1,936.76	21,517	\$2,171.60	54,290	\$14,102.46	156,694	\$3,402.90	30,250	\$17,223.12	206,830
2018	\$0.00	0	\$685.32	11,422	\$2,567.56	64,189	\$14,127.33	128,432	\$2,324.79	25,828	\$1,977.72	49,443	\$21,314.52	236,828	\$1,743.60	43,590	\$22,157.82	246,198
Average	\$474.81	5,842.76	\$715.68	10,975	\$1,300.90	31,884	\$10,741.89	107,713	\$2,197.27	27,015	\$1,481.79	45,527	\$19,526.94	239,264	\$1,575.21	47,308	\$29,135.72	336,791

Year	County Hangar		Landing Fees		Parking Fees		Tie-Down Fee	
	Amount	# Planes	Amount	# of Fees	Amount	#	Amount	#
2004	\$2,727.50	57	\$5,649.00	763				
2005	\$645.00	105	\$5,562.00	784	\$322.50	44		
2006	\$1,124.50	132	\$4,078.00	537	\$562.50	66	\$22.50	8
2007	\$1,641.50	224	\$6,255.60	1,380	\$720.00	75		
2008	\$2,295.67	146	\$7,607.60	1,074	\$642.50	86	\$5.00	1
2009	\$3,801.12	134	\$6,042.50	853	\$1,038.00	110	\$45.00	10
2010	\$1,887.76	309	\$6,763.00	964	\$6,507.50	479	\$2,350.00	160
2011	\$2,948.16	162	\$12,552.88	2,146	\$5,728.45	203	\$9.75	2
2012	\$2,021.88	152	\$14,851.54	1,371	\$6,042.89	94	\$153.00	12
2013	\$1,201.01	73	\$9,467.85	866	\$1,496.15	77	\$18.00	3
2014	\$5,454.00	50	\$9,963.91	575	\$1,822.39	100	\$13.50	3
2015	\$267.00	21	\$11,983.00	662	\$2,656.20	82	\$253.50	24
2016	\$264.00	22	\$13,129.25	659	\$1,285.50	75	\$0.00	0
2017	\$0.00	0	\$14,998.00	748	\$210.00	2	\$30.00	4
2018	\$0.00	0	\$18,886.00	700	\$814.50	30	\$243.00	48
Average	\$1,751.94	106	\$9,852.68	939	\$2,132.08	109	\$261.94	23