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## **Rates and Charges**

### **Fiscal Year 2020**

(October 1, 2019 – September 30, 2020)

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**NOTE: This document may be revised at any time. Please visit our website at [www.flyneples.com](http://www.flyneples.com) for the most current rates and charges.**

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## Introduction

These rates and charges have been established by the City of Naples Airport Authority (the “Authority”) by taking into account the costs associated with the operation and maintenance of the airport, as well as the necessary recovery of capital investment into its facilities. It is the policy of the Authority to make the facilities and services of the Naples Airport available to the general public on reasonable terms without unjust discrimination.

Any rates and charges now in effect or hereafter adopted or revised, upon adoption or revision, are incorporated into the Rules and Regulations by reference. The administration of these rules and regulations shall be under the authority, responsibility and control of the Executive Director.

It should be noted that there are significant regulatory guidelines that must be considered when developing airport rates and charges.

## FBO Services – Naples Aviation

### Aviation Fuel Pricing

#### **A. General**

In accordance with federal regulations, an airport sponsor, including the Authority, may elect to provide certain aeronautical services directly using its own employees, vehicles, equipment and resources. In this case, the sponsor can exercise its proprietary exclusive right. **The Authority, as the operator of the Naples Airport (the “Airport”), declares its proprietary exclusive right to provide the sale of aviation fuels via its fixed-base operator (FBO), Naples Aviation.** Nothing contained in the fuel program shall be interpreted to be a waiver, abrogation or otherwise inconsistent with such exclusive right.

The Authority occasionally reviews its aviation fuel program to offer advantageous fuel purchase options to meet airport customers’ needs. Any person who participates in any Authority fuel program does so subject to the explicit condition and understanding that the Authority may modify its fuel program pricing structures at any time and may promulgate additional rules, regulations and ordinances or amend existing fuel licenses and permits at any time with or without prior notice.

For current prices, visit [www.flynaples.com](http://www.flynaples.com) or contact Naples Aviation Customer Service at (239) 643-0404.

#### **B. Fuel Pricing Components**

Fuel pricing for the various programs is based on a number of factors related to the costs of providing the service and includes a return on the investment made by the Authority. These components include:

**Cost of Goods Sold (COGS)** - The actual cost of the fuel product delivered to the Airport.

**Expenses** – Annual direct and allocated indirect labor, operational expenses and capital recovery costs associated with the operation of the FBO. The current expense rate is \$0.85 per gallon.

**Margin** – Set fee established for various programs that represents the Authority’s return for assuming the inherent risks to provide fuel services including the investment in FBO facilities and equipment. The current margin for full service Jet A is \$1.55 per gallon and AvGas is \$1.05 per gallon. The Authority reserves the right to adjust the margin from time-to-time to reflect changing economic conditions and/or other factors.

**Airfield Cost Recovery (ACR)** – A separately calculated fee determined using a compensatory rate methodology that includes the previous fiscal year’s annual operating and capital recovery cost related to the airfield and divided by the total annual fuel volume. The ACR may be considered an alternative to a landing fee. The current ACR was calculated to be \$0.43 per gallon of fuel, but has been discounted to \$0.35.

The price for non-discounted full-service retail Jet A is based on the aforementioned components and applied as follows:

$$\text{Jet A Retail \$} = \text{COGS} + \text{Expenses} + \text{Jet A Margin} + \text{ACR}$$

The price for non-discounted Full-Service Retail AvGas is based using a methodology similar to that of Jet A and applied as follows:

$$\text{AvGas Retail Price} = \text{COGS} + \text{Expenses} + \text{AvGas Margin} + \text{ACR}$$

**C. Fuel Pricing Discounts**

Pursuant to the reservation of proprietary exclusive rights, the Authority currently provides fuel discount programs as listed below. These discount programs cannot be combined.

**Jet A**

1. Transactional Discount
2. Tenant Discount
3. Contract Fuel Discount Program (through AvFuel)

**AvGas**

1. Self-Service Fueling Discount
2. Tenant Discount

## **Jet A Fuel Discounts (see Table 1)**

### **1. Transaction Discount**

A discount off retail price based on the uplift per each transaction as shown in Table 1.

### **2. Tenant Discount**

A discount off the retail price is available to tenants with either an annual (12 month) lease or short-term (3 months or longer) lease. To be eligible, the aircraft must be associated with an Authority-approved lease or sublease. Determination of eligibility shall be in the full discretion of the Authority and backup documentation may be required.

### **3. Contract Fuel Discount Program**

The contract fuel program offers a significant discount off the retail Jet A fuel price for customers participating with AvFuel. Customers must use their AvFuel contract card as the payment method in order to receive this discount. Only aircraft owned by the customer or under the customer's exclusive control, may be fueled under this program, a list of which must be provided to the Authority. The Authority, in its sole discretion, reserves the right to request additional information regarding aircraft ownership/exclusive control and to reject any aircraft from the program that it deems ineligible. Customers may contact AvFuel at 1-800-466-2778 to obtain information on the contract fuel program.

The volume thresholds are determined monthly based on the previous twelve months of purchases from Naples Aviation. Table 1 presents the various levels of volume and the discounts / ITP (Into Plane Rate) conveyed for each level.

Customers who purchase more than 1,500,000 gallons annually are also offered complimentary ground support services and equipment, which includes the use of the lavatory cart, ground power unit (GPU), towing, potable water and dishwashing services.

## **AvGas Fuel Discounts (see Table 2)**

### **1. Self-Service Fueling Discount**

There are two AvGas Authority-owned and operated Public Self-Service Fueling Facilities available for customers located on the north and south sides of the General Aviation Terminal. Public Self-Service Fueling pricing is set to provide the lowest cost fuel option for AvGas customers who pump their own fuel. Payment must be made at the pump using a credit card.

### **2. Tenant Discount**

A discount off the retail price is available to tenants with either an annual (12 month) lease or short-term (3 months or longer) lease. To be eligible, the aircraft must be listed on an Authority-approved lease or sublease. Determination of eligibility shall be in the full discretion of the Authority and backup documentation may be required.

See tables below for aviation fuel pricing discounts:

**Table 1 – Jet A Discount Program**

<u>Jet A Discount Program</u>	<b>Discount from Retail Price</b>	<b>Into Plane Rate (ITP)</b>
1. Transaction Discount		
250- 749 gallons	\$ 0.10	n/a
750-1,499 gallons	\$ 0.20	n/a
1,500 plus gallons	\$ 0.30	n/a
2. Tenant Discount		
Short-term lease (minimum 3 months)	\$ 1.00	n/a
Annual lease (minimum 12 months)	\$ 1.35	n/a
3. Contract Fuel Program (AvFuel)		
Less than 24,999 gallons	\$ 0.40	\$ 2.35
25,000 - 74,999 gallons	\$ 0.70	\$ 2.05
75,000 - 249,999 gallons	\$ 1.00	\$ 1.75
250,000 - 749,999 gallons	\$ 1.20	\$ 1.55
750,000 - 1,499,999 gallons	\$ 1.30	\$ 1.45
1,500,000 gallons +	\$ 1.40	\$ 1.35

**Table 2 – AvGas Discount Program**

<u>AvGas Discount Program</u>	<u>Discount from Retail Price</u>
1. Self-Service Discount	
Pilot self fuels	\$ 1.50
2. Tenant Discount	
Short-term lease (minimum 3 months)	\$ 0.50
Annual lease (minimum 12 months)	\$ 1.05

**D. Tenant Self-Fueling Tanks**

Self-Fueling (not to be confused with Public Self-Service Fueling) by airport tenants is permitted under the Private Self-Fueling License and strict compliance with the Airport Rules and Regulations. There is an initial, one-time non-refundable fee of one thousand (\$1,000.00), payable to the Authority upon application for a license. The Private Self Fueling License requires that the tenant pay the established Airfield Cost Recovery (ACR) Fee to the Authority, which is calculated based on the net gallons delivered into the tenant’s fuel storage facility. The current ACR is \$0.35 per gallon. The tenant is responsible for promptly providing the Authority with the bill of lading for each fuel delivery and submitting fueling logs upon demand by the Authority.

**E. Aviation Oil**

Regular	Cost x 2 per quart
Turbine	Cost x 1.3 per quart

## **Line Services**

Naples Aviation provides various aircraft services, including, but not limited to, towing, lavatory service and potable water. The cost to provide services and to operate and maintain the associated equipment is not included in the ACR.

Rates are listed in Table 3.

### **A. Ramp Fees**

Ramp fees have been established for all transient aircraft utilizing the airport.<sup>1</sup> Ramp fees will be waived with minimum fuel purchase.

### **B. Towing**

There is no charge for towing service when it is performed at the FBO's discretion and for its own benefit. A reasonable fee to recover labor and equipment costs is charged for other towing services, including, but not limited to, pilot-requested services and towing to the wash rack.

Rates and charges for Executive Hangars include towing services. T-hangar tenants have the option to contract for towing services on a monthly basis with a six-month (6-month) minimum agreement. All other towing services are charged on a per-tow basis.

### **C. Lavatory Cart**

The operation of the lavatory cart includes labor, depreciation and purchase of chemicals.

### **D. Ground Power Unit (GPU) 28V**

Ground power units are available to assist aircraft by providing fully regulated electrical power to aircraft with minimal noise while on the ground, without running the auxiliary power unit.

### **E. Ground Power Unit (GPU) 60 KVA**

A 60 KVA, 400 Hertz, 115V, AC ground power unit is available for larger aircraft.

### **F. Air Conditioner Unit**

An air conditioning unit which is designed to supply preconditioned hot or cold air to an aircraft in order to maintain comfortable aircraft cabin temperature.

### **G. Air Start**

An air start unit is used to provide a positive pressure air source for jet aircraft engine starting.

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<sup>1</sup> Ramp space and airspace capacity in Southwest Florida is demand-driven and occasionally ramp space is not available during peak season for all aircraft that wish to utilize the airport for short durations regardless of services received.



**H. Baggage Belt Loader**

Use of this equipment by Authority staff involved in loading large amounts or exceedingly heavy baggage at the Authority's discretion will be at no cost to the customer. A fee will be charged for pilot- or company-requested use of this equipment.

**I. Telehandler**

All-terrain, high-reach forklift, which can be used to move goods or equipment.

**J. Scissor Lift**

Equipment used to safely elevate personnel for off-the-ground tasks.

**K. Articulating Boom Lift**

Equipment used to safely elevate personnel for off-the-ground tasks.

**L. Potable Water**

Water is provided to aircraft as requested to refill the water tank for potable usage.

**M. Dishwashing**

Dishwashing service is available with differing rates for machine- or hand-washing.

**N. Laundering**

Linens and other small washable items will be laundered, folded and returned the following day.

**O. Dry Cleaning**

Dry cleaning is available through a third party vendor. Prices vary by service.

**P. Aircraft Recovery Fees**

Recovery of costs incurred by the FBO for recovery of aircraft associated with an accident, incident, excursion from the runway or other situation requiring the use of personnel, outside resources and/or equipment.

**Q. Fuel Spill Cleanup Fees**

Naples Aviation maintains the necessary equipment and materials to respond immediately to fuel spills on the airport. The customer is responsible for any costs associated with the cleanup of any fuel spill due to the customer's operations or condition of the customer's aircraft. A flat fee will be charged to the customers for fuel spills of five (5) gallons or less and for fuel spills of ten (10) gallons or less. The customer will be charged the direct cost (materials, labor, disposal fee, etc.) of spills greater than ten (10) gallons. This fee is based on historical cost.

**Table 3 – Line Services Rates**

<b>A. Ramp Fees</b> (waived with minimum fuel purchase):		
Single Engine	\$ 25.00	or 10 gallons
Twin Engine	\$ 40.00	or 20 gallons
Turbo Prop	\$ 150.00	or 70 gallons
Jet - SM (<42' wing)	\$ 225.00	or 80 gallons
Jet - MED (42' - 57' wing)	\$ 400.00	or 200 gallons
Jet - LRG (58' - 64' wing)	\$ 600.00	or 300 gallons
Jet - XLRG (>64' wing)	\$ 1,000.00	or 400 gallons
Helicopter	\$ 50.00	or 20 gallons
<b>B. Towing</b>	\$ 60.00	per requested service
T-Hangar Tenants	\$ 200.00	per month (6-month minimum)
<b>C. Lavatory Cart Service</b>	\$ 50.00	per service
<b>D. Ground Power Unit 28V</b>	\$ 35.00	per 1-hour service
<b>E. Ground Power Unit 60 KVA</b>	\$ 75.00	per 1-hour service
<b>F. Air Conditioner Unit</b>	\$ 100.00	per 1-hour service
<b>G. Air Start</b>	\$ 200.00	per service
<b>H. Baggage Belt Loader</b>	\$ 100.00	per requested service
<b>I. Telehandler</b>	\$ 250.00	per hour with 1-hour minimum
<b>J. Scissor Lift</b>	\$ 150.00	per hour with 1-hour minimum
<b>K. Articulating Boom Lift</b>	\$ 150.00	per hour with 1-hour minimum
<b>L. Potable Water</b>	\$ 40.00	per service
<b>M. Dishwashing</b>	\$ 25.00	per bin
	\$ 50.00	per bin (hand-washed)
<b>N. Laundering</b>	\$ 25.00	per load
<b>O. Dry Cleaning</b>	TBD	Actual cost for third party service
<b>P. Aircraft Recovery</b>	TBD	Actual costs for time, materials and third parties
<b>Q. Fuel Spill Cleanup</b>	\$ 250.00	Up to 5 Gallons
	\$ 500.00	More than 5 gallons – 10 gallons
	TBD	More than 10 gallons - actual costs for time, materials and third parties

### **III. Aircraft Parking and Storage**

Rates have been established for Shade hangars, T-hangars, executive hangar storage, General Aviation Multiplex and Tie-Downs/Ramp Parking. Rates are listed in Table 4.

#### **A. Shade Hangars, T-Hangars and Executive Hangars**

Rates have been established for Shade hangars (formerly known as t-shelters), T-hangars, executive hangar storage based on a 2019 appraisal. Rates are reviewed annually and adjusted as necessary for inflation, historical cost of operation and rental rates of comparable units.

Customers interested in leasing aircraft storage space shall contact the Leasing Department at (239) 643-0733 or [Leasing@FlyNaples.com](mailto:Leasing@FlyNaples.com). Customers interested in leasing aircraft storage space that is not yet available must first apply to be placed on the “Hangar Waiting List.” Payment of a non-refundable fee per aircraft and per hangar type is required at the time of waitlist application. The Authority may return the fee to a customer, if the customer requests removal from the waiting list prior to being offered a hangar for lease.

Leases shall only be entered into with the registered owner of the aircraft associated with the lease. An appropriate aircraft must be owned by the lessee within ninety (90) days of hangar lease commencement. An appropriate aircraft is understood to be one that meets the minimum requirements for the class of hangar under lease.

#### **B. General Aviation Multiplex Hangars**

General Aviation Multiplex Hangars are owned by the Authority and are leased to the tenant along with land and/or office space. Hangar lease rates may be established by appraisal on a case-by-case basis. Maintenance and utilities are the responsibility of the tenant.

#### **C. Tie-Downs/Ramp Parking**

Tie-down fees are charged per size of aircraft and space occupied. Customers wishing to lease aircraft storage space should contact the Leasing Department. Tenants wishing to base aircraft at the airport (minimum twelve months) are required to sign a lease and provide a certificate of insurance for aircraft/aviation liability with the Authority as an additional insured.

**Table 4 – Aircraft Parking and Storage**

**A. Shade Hangars, T- Hangars and Executive Hangars**

**Shade hangars**

**Annual Lease:**

Standard End-Unit (partial) Shade Hangar	\$ 155.00
Standard Shade Hangar	\$ 195.00

**Transient:**

Daily	\$ 45.00
Weekly	\$ 192.00
Monthly	\$ 547.00

**T-Hangars**

Standard End-Unit (partial) Hangar with Hydraulic Door	\$ 270.00	
Standard 40' Hangar with Rolling Door	\$ 325.00	
Standard 41' Hangar with Rolling Door	\$ 350.00	
Standard 40' -41' Hangar with Rolling Door and Extra Storage Space	\$ 390.00	to \$ 500.00
Standard 40' - 42' Hangar with Bi-Fold or Hydraulic Door	\$ 425.00	
Standard 40' - 41' Hangar with Bi-Fold or Hydraulic Door and Extra Storage Space	\$ 490.00	to \$ 605.00
Large 45' Hangar with Bi-Fold Door	\$ 535.00	
Large 45' Hangar with Hydraulic Door	\$ 545.00	
Large 47' Hangar with Bi-Fold Door	\$ 600.00	
Large 45' Hangar with Bi-Fold or Hydraulic Door and Extra Storage Space	\$ 657.00	to \$ 710.00
Cabin Class 57' Hangar with Bi-Fold or Hydraulic Door	\$ 685.00	

**Executive Hangar**

Annual Lease (per square foot, per month)	\$ 1.00
Transient (per night):	
Single engine	\$ 83.00
Twin engine	\$ 110.00
Turbo Prop	\$ 164.00
Jet	\$ 193.00
Transient (per month):	
Single engine	\$ 1,285.00
Twin engine	\$ 1,749.00
Turbo Prop	\$ 2,567.00
Jet	\$ 2,977.00

**B. General Aviation Multiplex Hangars**

Rates established by appraisal on a case-by-case basis.

**Table 4 – Aircraft Parking and Storage (continued)**

<b>C. Tie-downs</b>		
Annual Lease:		
	Single Engine	\$ 95.00
	Twin Engine	\$ 150.00
	Turbo Prop	\$ 355.00
	Jet - Small (<42' wing)	\$ 430.00
	Jet - Medium (42' - 57' wing)	\$ 480.00
	Jet - Large (58' - 64' wing)	\$ 535.00
	Jet - Extra Large (>64' wing)	\$ 600.00
	Helicopter	\$ 155.00
Short-term lease (minimum 3 months):		
	Single Engine	\$ 115.00
	Twin Engine	\$ 200.00
	Turbo Prop	\$ 415.00
	Jet - Small (<42' wing)	\$ 490.00
	Jet - Medium (42' - 57' wing)	\$ 540.00
	Jet - Large (58' - 64' wing)	\$ 620.00
	Jet - Extra Large (>64' wing)	\$ 775.00
	Helicopter	\$ 200.00
Transient - monthly with no lease:		
	Single Engine	\$ 250.00
	Twin Engine	\$ 500.00
	Turbo Prop	\$ 750.00
	Jet - Small (<42' wing)	\$ 1,250.00
	Jet - Medium (42' - 57' wing)	\$ 1,500.00
	Jet - Large (58' - 64' wing)	\$ 2,250.00
	Jet - Extra Large (>64' wing)	\$ 3,000.00
	Helicopter	\$ 750.00
Transient - Daily:		
	Single Engine	\$ 25.00
	Twin Engine	\$ 40.00
	Turbo Prop	\$ 75.00
	Jet - Small (<42' wing)	\$ 125.00
	Jet - Medium (42' - 57' wing)	\$ 150.00
	Jet - Large (58' - 64' wing)	\$ 225.00
	Jet - Extra Large (>64' wing)	\$ 300.00
	Helicopter	\$ 75.00

### III. Buildings

Rental rates are established based on market conditions and periodic appraisals. Rates are reviewed annually and adjusted as necessary for inflation, historical cost of operation and rental rates of comparable units.

Rates for buildings (other than hangars) are listed in Table 5.

A. **Airport Office Building Offices**

Basic utility service is included in the lease rate.

B. **Commercial Terminal Offices and Ticket Counters**

C. **General Aviation Terminal Rental Car Counters**

Rates for Rental Car Counters in the General Aviation Terminal were established for four (4) rental car counters at a flat rate per counter with periodic adjustments.

D. **General Aviation Multiplex Office**

General Aviation Multiplex Offices are owned by the Authority and are leased to the tenant along with land and/or hangar space. Maintenance and utilities are the responsibility of the tenant.

E. **Storage Units in T-Hangar Buildings**

Rates have been established for Storage Units in T-Hangar Buildings based on a 2019 appraisal.

F. **General Information**

The Authority's standard lease in effect at the time of signing will be used in leasing facilities. Lease rates will be in accordance with the City of Naples Airport Authority Rates and Charges, which may be changed from time to time at the sole discretion of the NAA. All leases require the payment of a security deposit. See also "Reimbursement of Administrative Costs and Legal Fees."

All Lessees are responsible for strict compliance with the City of Naples Airport Authority Rules and Regulations and all Local, State and Federal laws pertaining to their operations. Parties interested in leasing office space should contact the Leasing Department at (239) 643-0733 or Leasing@FlyNaples.com.

**Subleasing:** Approval for subleasing must be obtained in advance from the Authority. Subleases having (i.) an initial term of more than five (5) years; or (ii.) a provision to extend the initial term beyond five (5) years requires Board approval. Shorter term subleases may be approved by the Executive Director. See also "Reimbursement of Administrative Costs and Legal Fees."

**Table 5 – Building Lease Rates**

**A. Airport Office Building:**

Suite #1	\$ 19.47	per square foot per year
Suites #2-#10	\$ 20.00	per square foot per year

**B. Commercial Terminal:**

Aeronautical Office	\$ 20.00	per square foot per year
Aeronautical Ticket Counter	\$ 30.00	per square foot per year
Baggage Belt	\$ 10.00	per square foot per year
Non-Aeronautical Office	\$ 20.00	per square foot per year
Non-Aeronautical Counter	\$ 26.92	per square foot per year

**C. General Aviation Terminal:**

Rental Car Counter	\$ 286.13	per month
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**D. General Aviation Multiplex Office:**

Rates established by appraisal on a case-by-case basis

**E. Storage Units in T-Hangar Buildings:**

Small Units with Personnel Doors	\$ 110.00	per month
Medium Units with Personnel Doors	\$ 210.00	per month
Large Units with Personnel Doors	\$ 310.00	per month
Large Units with Overhead Doors	\$ 350.00	per month
X-Large Units with Overhead Doors	\$ 480.00	per month

Note: Other rates may be negotiated on a case-by-case basis through competitive solicitations or other similar process.

## V. Land

Federal law implemented by the Federal Aviation Administration (FAA) through grant assurances requires the Authority to maintain consistent rates for comparable leased property and facilities. In 2019, an appraisal was commissioned to determine fair market rent for airport land leases. Rates are reviewed annually and adjusted as necessary for inflation, historical cost of operation and rental rates for comparable land.

The land lease areas at the Naples Airport are located on the North, South, East and West Quadrants. Rates for each Quadrant are listed in Table 6.

Previously existing long-term agreements that do not fall within the parameters of the established rates and charges will be renegotiated upon termination of the existing agreements.

### A. General Information

It is the policy of the Authority to make the facilities and services of the Naples Airport available to the general public on reasonable terms without unjust discrimination.

The Authority's standard lease will be used in leasing facilities. Lease rates will be in accordance with the City of Naples Airport Authority Rates and Charges, which may be changed from time to time at the sole discretion of the Authority or negotiated on a case-by-case basis. In no event shall a negotiated rental rate be less than the established land rent rate.

Additional fees may be incurred for services such as the preparation of the site sketch and legal description for the requested parcel. See also "Reimbursement of Administrative Costs and Legal Fees" on page 21.

All Lessees are responsible for strict compliance with the City of Naples Airport Authority Rules and Regulations and all Local, State and Federal laws pertaining to their operations.

Subleasing: Approval for subleasing must be obtained in advance from the Authority. Subleases having (i.) an initial term of more than five (5) years; or (ii.) a provision to extend the initial term beyond five (5) years require Board approval. Shorter term subleases may be approved by the Executive Director. See also "Reimbursement of Administrative Costs and Legal Fees."

**Table 6 – Land Rates**

<b>A. Land:</b>			
North Quadrant	\$	0.33	per square foot per year
South Quadrant	\$	0.45	per square foot per year
East Quadrant	\$	0.52	per square foot per year
West Quadrant	\$	0.175	per square foot per year
<b>B. Site Sketch and Legal</b>			
<b>Description Fee:</b>		TBD	actual cost
Note: Other rates may be negotiated on a case-by-case basis through competitive solicitations or other similar process.			



## VI. Concession Fees

Concession Fees are charged for the following services on the airport: Car rental, vending, catering, aircraft detailing and mobile aircraft maintenance. Rental car and vending concessionaires are selected through a competitive selection process conducted from time to time at the discretion of the Authority. The basic Concession Fee established on the airport is consistent with regional and national rates. Rates are listed in Table 7.

### A. Car Rental

Rental car counters located in the Commercial Terminal and the General Aviation Terminal. Rental car agencies in the Commercial Terminal are required to pay a percentage of gross revenues, and rental car agencies in the General Aviation Terminal are required to pay a minimum annual guarantee (MAG), or a percentage of gross revenues, whichever is greater. In addition, agencies serving other facilities on the airport are required to pay the Authority a percentage of gross revenues. See, also, Page 19, G. Customer Facility Charges (CFCs).

See, also, “Rental Car Facilities”.

### B. Vending

Concessionaires shall pay to the Authority a percentage of their monthly gross revenues for income generated from the vending machines located in Authority-owned buildings. The rate was established through a competitive bid process.

### C. Catering

Catering is provided as a service for general aviation customers. Concessionaires shall pay to the Authority a percentage of gross revenues directly billed by the vendor and an additional percentage of gross revenues collected by the Authority on behalf of the vendor.

### D. Aircraft Detailing

Aircraft detailing and washing is provided as a concession for the general aviation customer. Concessionaires shall pay to the Authority a percentage of gross revenues directly billed by the vendor and a percentage of gross revenues collected by the Authority for the vendor.

### E. Mobile Aircraft Maintenance for Aircraft on Ground (AOG)

Mobile Aircraft Maintenance concessionaires are limited to performing work specifically related to an AOG, and shall not engage in general aircraft maintenance or repair. Concessionaires shall pay to the Authority \$500.00 per year. This shall not apply to warranty work performed or contracted for by the manufacturer at no charge to the customer.

**Table 7 – Concession Fees**

<b>A. Rental Cars</b>	
Commercial Terminal	10% of gross sales
General Aviation Terminal	10% of gross sales or minimum annual guarantee (MAG)
Off Airport	10% of gross sales
<b>B. Vending</b>	
	20% of gross sales
<b>C. Catering</b>	
	10% vendor bills customer 13% NAA bills customer
<b>D. Aircraft Detailing</b>	
	10% vendor bills customer 13% NAA bills customer
<b>E. Mobile Aircraft Maintenance for AOG</b>	
	\$ 500.00 per year

## VII. Rental Car Facilities

A Rental Car Facility is located in the south quadrant of the airport, near the Commercial Terminal. It includes car washing and fueling equipment, a vehicular staging area and an overflow parking area.

Rates are listed in Table 8.

### A. **Fuel (Auto Gas)**

The Authority has established a cost plus formula. Rental car companies must have an approved on-airport or off-airport rental car agreement with the Authority in order to use the fueling facility.

### B. **Car Wash**

The Authority has established a per-wash rate that includes costs associated with operating the car wash facility. This rate does not cover depreciation or damage repair. Individual car rental companies will be billed for any damage caused by their company. If an individual company cannot be identified, all rental car companies will share the cost equally.

### C. **Ready Return Parking**

There are ready return parking spaces located directly adjacent to the Commercial Terminal, which may be allocated annually based upon the volume and activity reported by the rental car companies operating out of the Commercial Terminal for the previous year.

An additional lot serves the rental car companies operating out of the General Aviation Terminal.

Each of the rental car companies operating out of the General Aviation Terminal is also allotted two (2) curbside parking spaces in close proximity to the General Aviation Terminal.

### D. **Overflow Parking – Commercial Terminal**

A 69,559 square foot area is available for lease in the South Quadrant of the airport. Space is allocated based upon the volume and activity report for the previous year, or as otherwise determined by mutual agreement.

### E. **Equipment Storage Units**

Equipment storage units are available for lease by Rental Car Companies.

### F. **Fuel and Car Wash Access Keys**

Each rental car company operating under a concession agreement with the Authority may be provided access to the fueling and car wash facility. Two (2) keys for the electronic access system will be issued at no charge. Additional or replacement keys may be obtained for a non-refundable fee each. Keys must be surrendered to the Authority upon termination of the concession agreement.

**G. Customer Facility Charges**

The cost of the Rental Car Facility is reimbursed to the Authority through Customer Facility Charges (CFCs) collected by the rental car companies. The cost of the General Aviation Terminal Rental Car Improvements (counters, ready return lot, and Wash/Fueling Facility renovation) have also been reimbursed to the Authority through CFCs. Both the on- and off-airport rental car companies are required to collect CFCs for each rental transaction day, up to a maximum of seven (7) days per rental.

**Table 8 – Rental Car Facility Fees**

<b>A. Fuel (Auto Gas)</b>	Fuel cost plus	\$ 0.25	per gallon
<b>B. Car Wash</b>		\$ 0.75	per wash
<b>C. Ready Return Parking</b>			
	Commercial Terminal	\$ 18.40	per space per month
	General Aviation Terminal - Long-Term	\$ 13.56	per space per month
	General Aviation Terminal - Curbside Ready	\$ 28.62	per space per month
<b>D. Overflow Parking</b>			
	Commercial Terminal	\$ 0.446	per square foot, per year
<b>E. Equipment Storage Units</b>		\$ 4.38	per square foot, per year
<b>F. Fuel and Car Wash Access Keys</b>			
	First 2 keys	No charge	
	Additional keys and replacements	\$ 30.00	per key
<b>G. Customer Facility Charges (CFCs)</b>		\$ 2.50	per day (max. 7 days)

## VIII. Other

Rates and charges for other miscellaneous items and services are listed on Table 9.

### A. **Returned Check Fee**

Payments made by check, which are returned due to insufficient funds are subject to a returned check fee in addition to any late payment fees and/or interest that may be applicable at the time the returned payment is received by the Authority.

### B. **Photocopies**

Photocopies are available at a rate per one-sided copy.

These rates are comparable with rates charged in the local community by others providing these services. These rates will cover the operating and maintenance costs of the fax machine and the copier.

### C. **Tenant Airport ID Badges**

Every airfield lease tenant may be issued up to two (2) badges at no charge to allow them access to their hangar or other leasehold area. Additional or replacement badges for authorized individuals may be obtained for a non-refundable fee. Evidence of eligibility for an ID badge is required which may include proof of aircraft ownership, partnership, club membership or spousal relationship. Determination of satisfaction of eligibility shall be at the sole discretion of the Authority.

ID badges are the property of the Authority and must be immediately returned upon termination of eligibility. There is a fee for each badge not returned at the end of the eligibility period.

### D. **Keys**

Tenants may be issued two (2) keys at no charge to allow them access to their hangar or other leasehold area. Additional or replacement keys may be obtained for a non-refundable fee. Locks may be changed upon request and payment of a lock change fee and fees for each replacement key.

All keys remain the property of the Authority and must be immediately returned upon termination of a lease. In the event that all keys are not returned, fees for a lock change and replacement keys will be charged.

### E. **Construction Badges**

In accordance with Authority security procedures, construction badges are issued to individuals that have passed specific training and background checks and who will be in the movement/non-movement area for construction projects or other work. This fee has been established to cover personnel, equipment and materials costs.

**F. Airfield Escorts**

From time to time, tenants request Authority staff to escort their contractors, vendors, etc. to and from their hangar. The Authority provides this service based on the availability of Authority staff. This fee has been established to cover personnel and vehicle costs. Tenants should contact the Duty Officer at (239) 564-1692 in advance to schedule this service.

**G. Public Information Requests**

The Authority adopted the copying charges as provided in the Florida Statutes as the established rate for Public Information Requests. In addition, the Authority maintains the right to charge for extensive staff time (15 minutes or more) to access and copy requested information. Copying charges are exempt from sales tax.

**H. Reimbursement of Administrative Costs and Legal Fees**

To reimburse a portion of the operating and administrative costs and legal fees incurred by the Authority, the initiating party requesting review, preparation or modification of any documents by the Authority shall pay an administrative fee regardless of the outcome of the proposed transaction. For standard transactions, payment of this administrative fee is due at the time the request is made. For more complex transactions, payment is due prior to approval and/or execution of any document by the Authority. See the schedule of administrative fees is in Table 9.

**I. U.S. Customs User Fees**

In order to recover costs associated with this facility, the Authority has established User Fees for clearing customs based on the size of the aircraft. Customers wishing to clear customs after-hours will be responsible for any overtime charges with a minimum charge of two (2) hours. Overtime hours include the Customs Officer's travel time to and from the airport.

Galley refuse and garbage from international arriving aircraft is accepted at the Naples Airport and must be disposed of in accordance with federal regulations. A per aircraft fee has been established for each aircraft requiring this service.

**J. Special Events**

Non-aeronautical special events that are held on airport grounds will incur a fee for each day of the event, which shall be negotiated on a case-by-case basis. Non-profit organizations may be exempted from the event fee, which eligibility will be determined on a case-by-case basis. A Special Event Agreement must be executed with a minimum of ninety (90) days advance notice. In order to meet the operational needs of the airport, the Authority may place limits on the quantity, duration and/or timing of non-aeronautical special events.

**Table 9 – Other Fees**

<b>A. Returned Check Fee</b>	\$ 25.00	each
<b>B. Photocopies</b>	\$ 0.15	per page
<b>C. Tenant Badges</b>		
Up to 2 badges		no charge
Additional and replacement badges	\$ 50.00	per badge
Non-returned badges	\$ 50.00	per badge
<b>D. Keys</b>		
First 2 keys	\$ -	no charge
Additional and replacement keys	\$ 30.00	per key
Lock change	\$ 50.00	per change
<b>E. Construction Badges</b>		
Administration fee - full ID		no charge
Administration fee - non photo	\$ 50.00	per badge
Replacement badge	\$ 50.00	per badge
Non-returned badges	\$ 50.00	per badge
<b>F. Airfield Escorts (1 hour minimum)</b>	\$ 50.00	per hour
<b>G. Public Records Requests</b>		
Standard copies - one sided	\$ 0.15	per page
Standard copies - two sided	\$ 0.20	per page
Certified copies	\$ 1.00	per page
Staff cost, aerial maps, blueprints and/or video tapes		staff time x hourly rate

**Table 9 – Other Fees (continued)**



## H. Administrative Costs and Legal Fees

Standard Consent to Sublease	\$350.00 due at time of request
Standard Amendment to Consent to Sublease (e.g. change in aircraft)	\$200.00 due at time of request
Other (more complex) Amendments to Consent to Sublease	\$350.00 due at time of request
Building and Land Leases for Leases with an initial term of less than 12 months	\$350.00 due at time of request
Standard Consent to Encumbrance and Agreement with Lender	\$350.00 due at time of request
Standard Certificate of Transfer of Interest in Condominium	\$350.00 due at time of request
Standard Assignment and Assumption of Leasehold Agreement	\$500.00 due at time of request
Amendment to Leasehold Agreement	Determined on a case-by-case basis. Due prior to approval and/or execution of document(s) by the Authority
Special Event Agreement	Determined on a case-by-case basis. Due prior to approval and/or execution of document(s) by the Authority
Other	Determined on a case-by-case basis. Due prior to approval and/or execution of document(s) by the Authority

## I. U.S. Customs User Fees

Single engine	\$ 50.00 per clearing
Twin engine	\$100.00 per clearing
Turbo-Prop (single or twin engine)	\$150.00 per clearing
Jet - SM (<42' wing)	\$200.00 per clearing
Jet - MED (42' - 57' wing)	\$300.00 per clearing
Jet - LRG (58' - 64' wing)	\$350.00 per clearing
Jet - XLRG (>64' wing)	\$400.00 per clearing
After hours /overtime fee	\$140.00 per hour (2 hour minimum)
International garage fee	\$ 75.00 per aircraft

## J. Special Events

As negotiated on a case-by-case basis