

Market Rates for Airport Leases

Making Leases Work For You

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Traditional Lease Development



- Conventional Hangars
- T-hangar
- Shop Space
- Offices
- Concessions
- Auto Parking
- Restaurants
- Tie downs
- Land

Non Traditional Leases



- Utilities
 - Electric
 - Water
- Telephone exchange
- Through the fence operations
- Minerals (Oil, Gas, Sand)
- Agricultural

Who Leases



- Government
- Corporate
- Third Party
- Other property owners

How To Determine Lease Rates

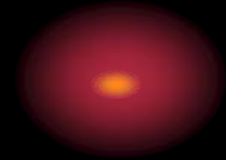


- Traditional Market Analysis
- Airport Surveys
- Supply and Demand
- Construction Costs and Rate of Return

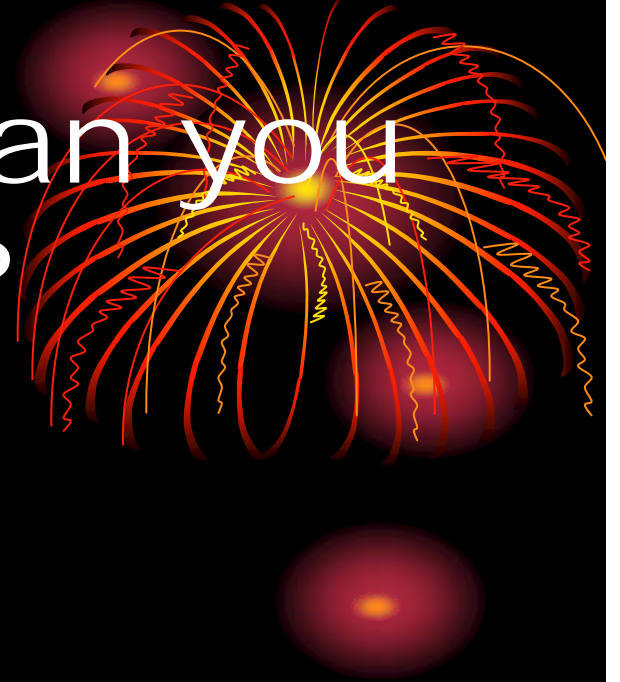
What Leases Should You Do?



- Traditional Leases
- Develop Total Package Leases
 - Hangars
 - Ramps
 - Tie Downs
 - Fuel
 - Land
 - Office



What Problems Can you Anticipate?



- Maintenance
- Utilities
- Noise
- Customers
- Community Support
- Default
- Legal Action

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Any Questions?

Thank You!