



FBO Pricing Policy

Updated 7/01/2020

FUEL DISCOUNTS – Discounts will be granted for volume purchases according to the following schedule:

Fuel Purchase Volume Discounts (Single Purchase):

400 gallons	\$.20 discount per gallon
1,000 gallons	\$.30 discount per gallon
2,500 gallons	\$.40 discount per gallon
5,000 gallons	\$.60 discount per gallon
10,000 gallons	\$1.00 discount per gallon

Aircraft owners/operators may enter into bulk fuel purchase agreements with SBIAA for additional fuel price discounts.

PARKING – Airport parking fees shall be waived with minimum fuel purchases according to the following schedule:

Parking fees for aircraft NOT exceeding 12,500 lbs. certified gross landing weight (more than four (4) hours, not exceeding 24 hours) parked on the Luxivair SBD ramp:

	<u>Parking Fee</u>	<u>Fuel Purchase Required to Waive Parking Fees</u>
Single Engine	\$10.00	15 gallons
Multi-Engine/Piston Helicopter	\$15.00	25 gallons
Jet/Turbine Helicopter	\$25.00	40 gallons

Parking fees for aircraft exceeding 12,500 lbs. certified gross landing weight (more than four (4) hours, not exceeding 24 hours) parked on the Luxivair SBD ramp:

	<u>Aircraft Length</u>	<u>Parking Fee</u>	<u>Fuel Purchase Required to Waive Parking Fees</u>
Group IA	Less than 50 feet	\$20.00	100 gallons
Group IB	51 to 90 feet	\$25.00	300 gallons
Group II	91 to 125 feet	\$35.00	500 gallons
Group III	126 to 158 feet	\$45.00	600 gallons
Group IV	159 to 199 feet	\$55.00	750 gallons
Group V	200 feet and larger	\$65.00	1,000 gallons



GROUND SUPPORT EQUIPMENT – The following fees shall apply for use of ground handling equipment:

<u>Equipment</u>	<u>Per Hour</u>	<u>Daily</u>
Main Deck Cargo Loader	\$250.00	\$1,000.00
Lower Deck Cargo Loader	\$250.00	\$1,000.00
Ground Power Unit	\$125.00	\$500.00
Air Conditioning Unit	\$125.00	\$500.00
Large Tug	\$75.00	\$300.00
Large Forklift (26k or 45k lbs capacity)	\$75.00	\$300.00
Cargo Scissor Lift	\$60.00	\$250.00
Belt Loader	\$50.00	\$200.00
Small Tug	\$30.00	\$120.00
Small Forklift	\$30.00	\$120.00
Golf Cart	\$10.00	\$40.00
Tow bar (aircraft over 12,500)		\$20.00
Cargo Dolly		\$5.00

GROUND SUPPORT SERVICES – The following fees shall apply to FBO ground support services:

GPU use for Aircraft Start-up (waived with fuel purchase of 50+ gallons)	\$30.00 per start
Air Start (waived with fuel purchase of 50+ gallons)	\$40.00 per start
Stair Truck Use	\$150.00 per day
Stair Truck Service*	\$75.00 per operation
*Includes Airport Staff to block aircraft and operate stair truck, overtime charges not included (one operation is defined as one use to load OR unload personnel from aircraft).	

	<u>Aircraft under 12,500 CGLW</u>	<u>Aircraft over 12,500 CLGW</u>
Potable Water Service	N/A	\$75.00 per service
Hangar Positioning Fee	\$15.00 per service	\$20.00 per service
Aircraft Towing Fee	\$30.00 one way	\$50.00 one way
Lavatory Service	N/A	\$75.00 per service



DAILY HANGAR FEE - If hangar space is available, the following policy shall be used to establish pricing of daily hangar use of more than 2 hours, not exceeding 24 hours:

- \$0.03 per sq/ft based on aircraft length x wingspan (rectangle)

DEFUEL SERVICE AND STORAGE FEES: - If refuelers and fuel storage are available, the following policy shall be used to establish pricing:

- Minimum defuel service fee: \$150.00, plus;
 - \$75.00 daily defuel storage fee of more than 4 hours, not exceeding 24 hours
- Over 300 gallons: \$.30 per gallon off, and \$.30 per gallon on aircraft, plus;
 - \$75.00 daily defuel storage fee of more than 4 hours, not exceeding 24 hours

AVIATION FUEL – The following policy shall be used to establish aviation fuel prices:

- Retail Jet-A price will be based on wholesale purchase cost, tax, + \$1.75 markup with +/- 15% price discretion based on local market conditions.
- Retail AvGas 100LL price will be based on wholesale purchase cost, tax, + \$1.00 markup with +/- 15% price discretion based on local market conditions. Self-Serve AvGas will be discounted \$.70 per gallon below retail pricing. Price basis for pre-existing fuel contracts will be based on wholesale purchase cost, tax, + \$1.50 markup.

AVIATION FUEL PRODUCTS – The following policy shall be used to establish prices for aviation lubricants and additives:

- Aircraft engine oil quart prices will be based on wholesale cost, tax, + 80% markup with +/- 15% price discretion based on local market conditions.
- Fuel Anti-Icing inhibitor additive will be \$.05 per each Jet-A gallon dispensed.

FUELING SERVICES AFTER HOUR CALLOUT FEE – A fee shall be assessed for fueling staff called out during non-operating hours as follows:

- An after-hour callout fee of \$150.00 will be assessed during hours when fueling staff are not on routine scheduled working hours. The fee will include an attendant for a period not exceeding 4 hours.



PUMP FEES – The following per gallon pump fees are applicable to entities that own and store aviation fuels in any SBIAA owned and operated fuel farm. The following fees are applicable to all aviation fuels dispensed by the SBIAA FBO into aircraft owned by the same entity storing fuel in the SBIAA owned fuel farm. The SBIAA FBO pumping services are only available to entities that own fuel (stored in the SBIAA owned fuel farm) for the sole purpose of refueling aircraft owned by such entity.

Pump fee pricing tiers (per fuel order)

1 - 400 gallons	\$1.30 per gallon
401 - 1,000 gallons	\$1.20 per gallon
1001 - 2,500 gallons	\$1.10 per gallon
2501 - 5,000 gallons	\$.90 per gallon
5001 gallons and up	\$.60 per gallon

FBO SERVICES – The following fees shall apply to the FBO services listed below:

	<u>Per Hour</u>	<u>Daily</u>
Conference Room (for aeronautical users only - first hour waived with 50+ gallon fuel purchase)	\$50.00	\$200.00
Conference Room Audio Visual Setup Fee	\$50.00	
Catering or Aircraft Cleaning	20% markup	
Linen Laundering	\$30.00 per service	
Dish Washing	\$30.00 per service	
Monthly Parking of Approved Vehicles (waived with fuel purchase of 50+ gallons per month)	\$50.00	
Disposal of Regulated Garbage - International Aircraft (applicable to aircraft carrying less than 31 passengers)	\$200.00 per service	
Cargo Loading Services	\$50.00/hour per person	

PERMITS - The following permits are required to conduct non-aviation commercial activity:

Off-Airport rental cars	\$1,000.00 annual permit
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EXECUTIVE DIRECTORS DISCRETION – the Executive Director of SBIAA shall have the discretion to modify fees, to the extent that is necessary to meet market conditions or to match verified contract fueling pricing for commercial or military operators with the understanding that any such modification of fees be disclosed to SBIAA Commissioners in a subsequent report. In no instance shall a fee be established that fails to yield a positive return.