

# Determination Process for Marina and Airport Lease Rates & Schedule of Rates and Fees



## Rates & Fee Determination Factors

1. Abide by Washington State Constitution, Article VIII, Section 7: *No Gifting of public funds*
2. Follow Strategic Plan
3. Follow Port's Operating Rates & Operating Budget Policies
4. Market value
5. Demand



# Strategic Plan

## Marina Strategy 4.3 and Airport Strategy 5.2

*To manage operations, capital facilities, and lands in a manner that strives to generate sufficient revenues to offset operating expenses.*



## **Operating Budget Policy**

*The Commission will set a budget on an annual basis. The Port budget shall balance operating and non-operating revenues with operating and non-operating expenditures with general fund tax levy revenue being used for capital improvement projects or for port reserve fund.*

## **Operating Rates Policy**

*Port user fees and charges shall cover the cost of that service except to the extent that the Commission has determined that the service in question provides a general public benefit.*

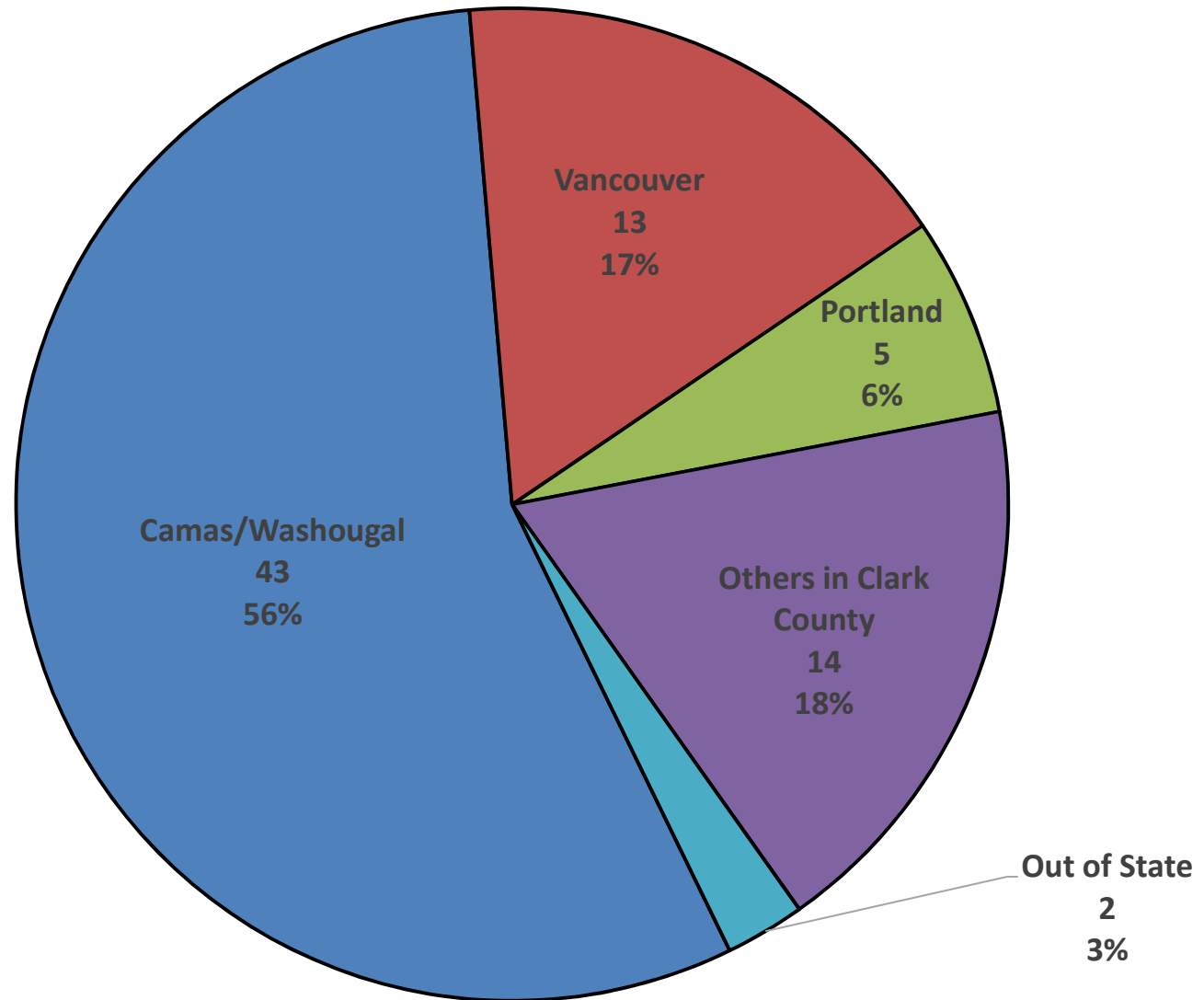
*To establish appropriate pricing of leases, the Port will use the current market value of the leasable assets (land, buildings, and/or related infrastructure) as the basis for rent calculation. The asset will be revalued as appropriate and the pricing will be adjusted as warranted.*

# Market Value – Airport's

## *Survey local airports*

Grove Field	\$198.75-\$364.00
Pearson Airfield	\$288.00-\$491.00
Portland-Troutdale Airport	\$256.42-\$390.00
<i>*Port owned hangars don't have electricity and experience high turnover due to this.</i>	
Ken Jernstedt Airfield	\$240.92-\$284.27
Scappoose Airpark	\$151.00-\$236.00

## Where Do Grove Field Tenants Live?



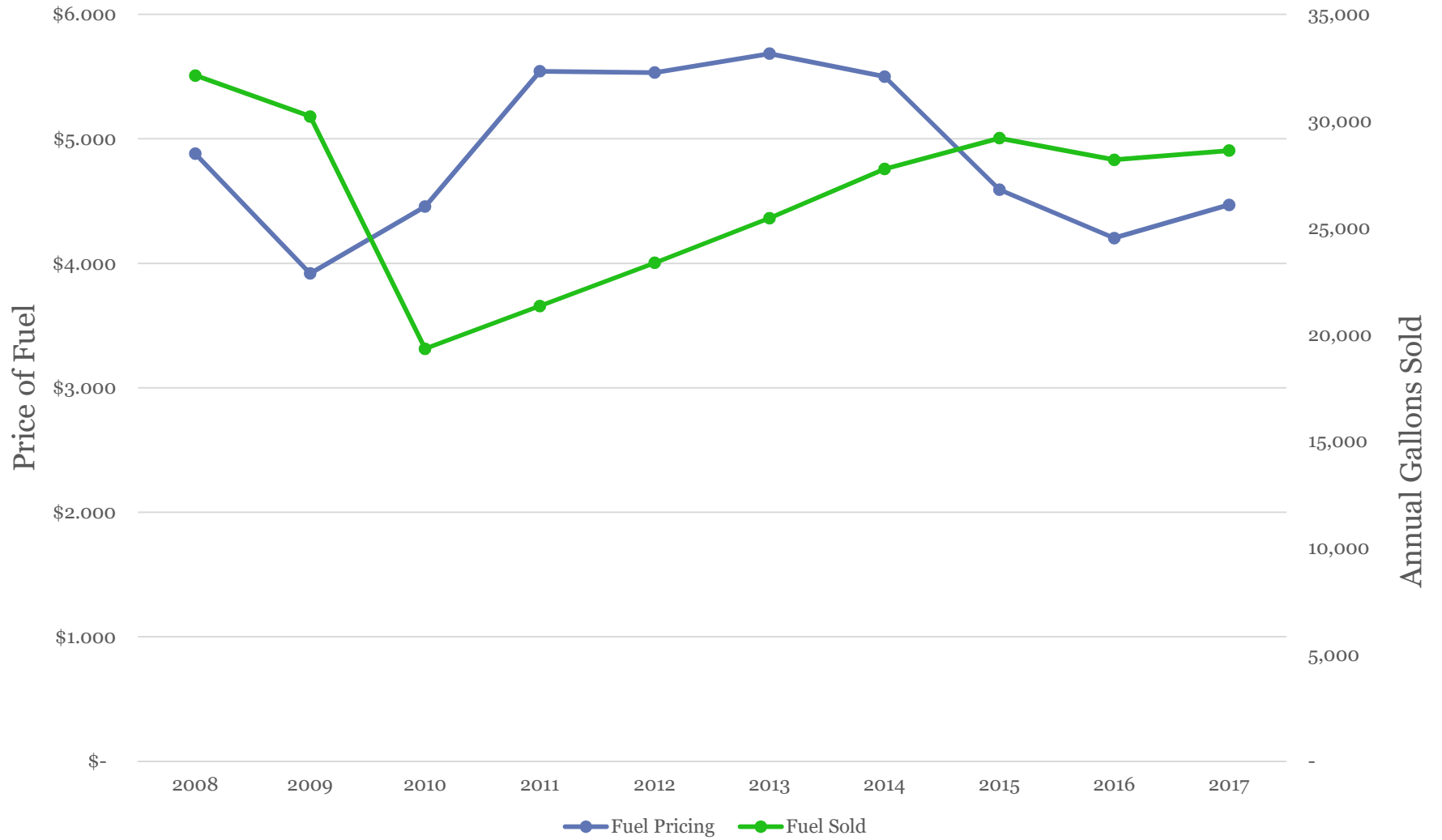
# Demand

## Grove Field Airport

### Hangars

- Consistently 98-100% full for the last 8 years. Immelman Hangars caused a temporary drop in occupancy in 2017, with 7 tenants moving there. Re-opening of C Row hangars caused a vacancy increase in early 2018.
- Currently 8 on waitlist for A, B, or D hangars. Two on waitlist for any hangar.
- Other airports surveyed were also 98%-100% occupied.

## Fuel Pricing and Annual Gallons of Fuel Sold Trend





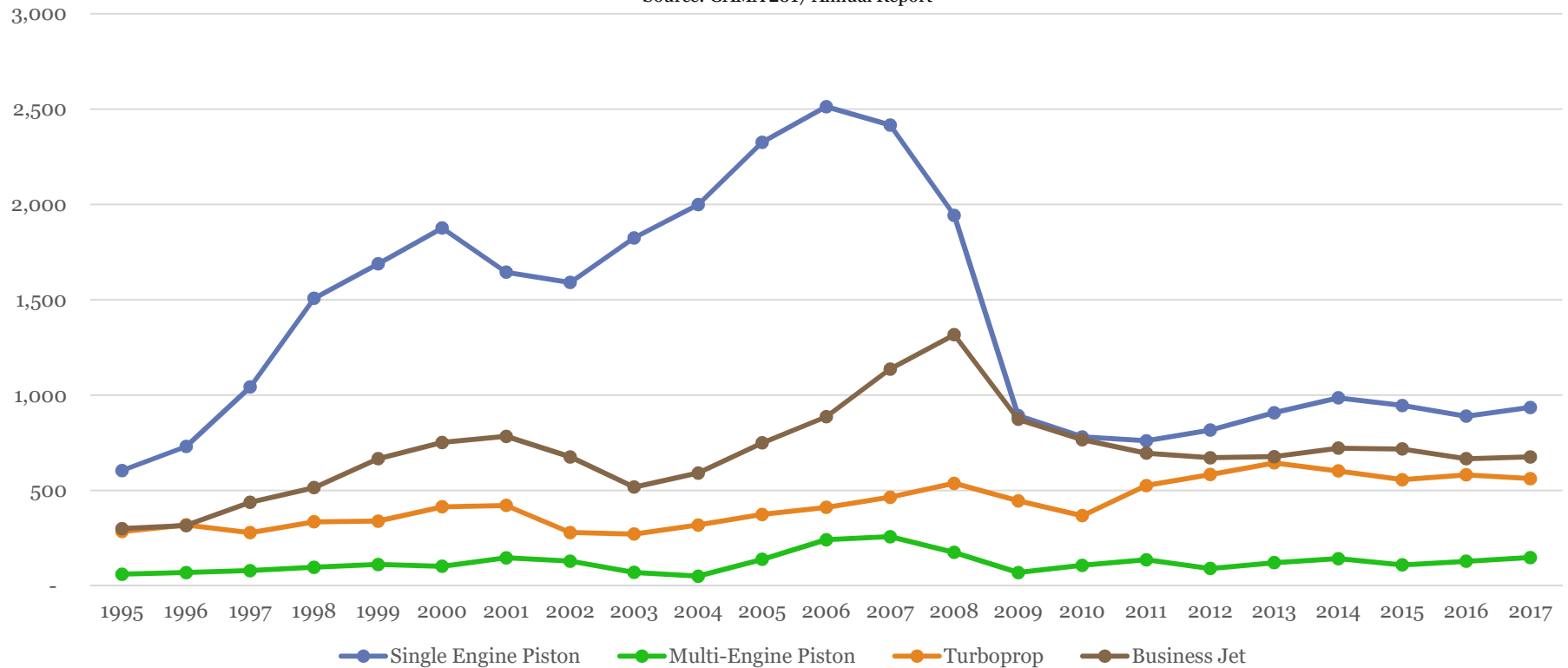
# Trend of Fuel Sold at Grove versus Nationally

Source: GAMA 2017 Annual Report



## Aircraft Manufactured Trend

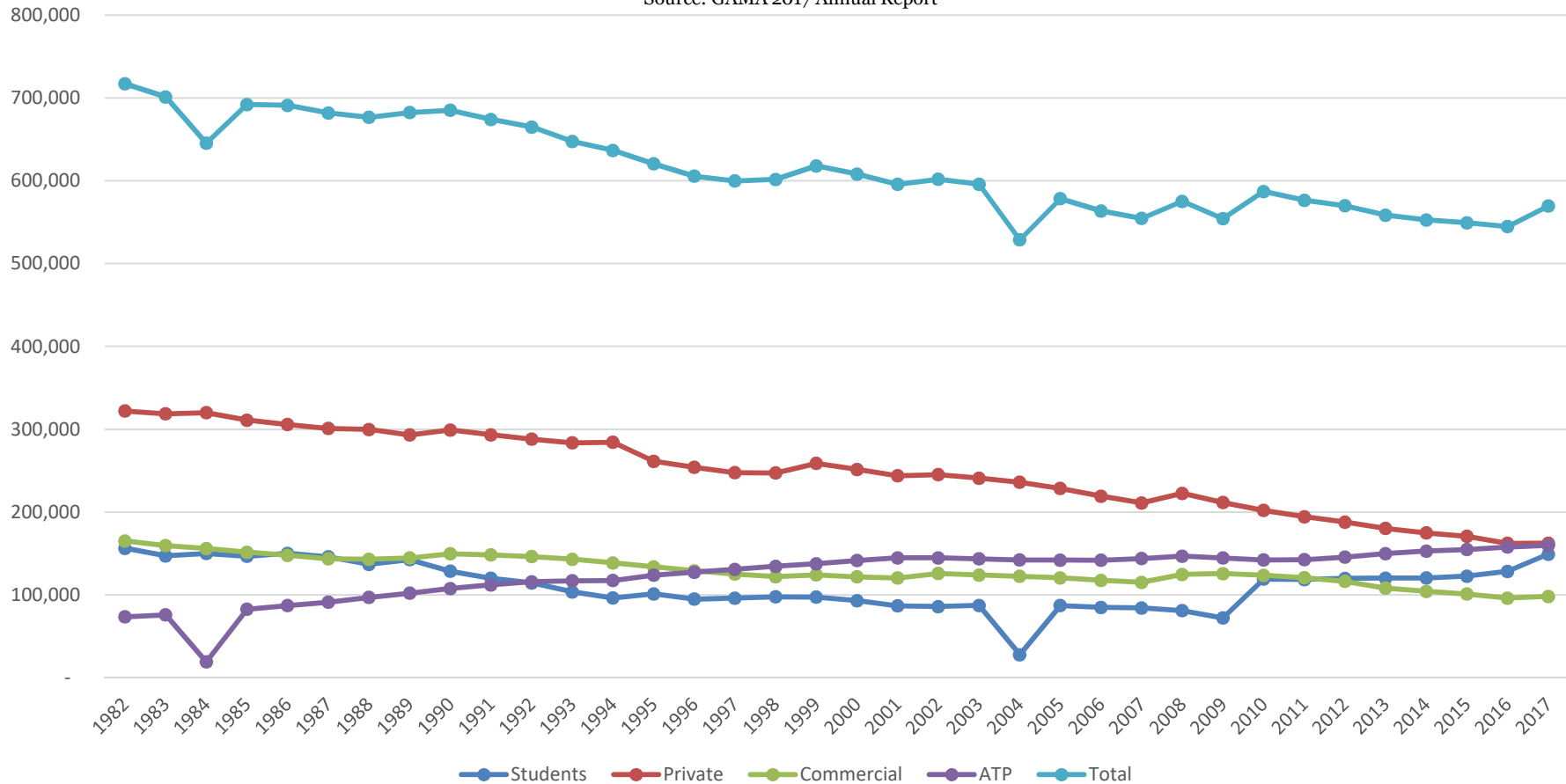
Source: GAMA 2017 Annual Report



- Piston Engine Airplanes increased by 3.3% from 2016; and are manufacturing 2.1% more than the last 5-year average.
- Turboprop Airplanes decreased by 3.3% from 2016; and are manufacturing 4.6% less than the last 5-year average.
- Business Jets increased by 1.3% from 2016; but are manufacturing 2.3% less than the last 5-year average.

## Active FAA Certificated Pilot Trend

Source: GAMA 2017 Annual Report



- Washington State houses 3-4% of the total pilots in the United States.
- Active pilots grew by 4.2% since 2016.
- Women only comprise 7% of pilots; this has only grown by .82% since 1982 or 36 years.

# Market Value – Marina's

## *Survey local marinas*

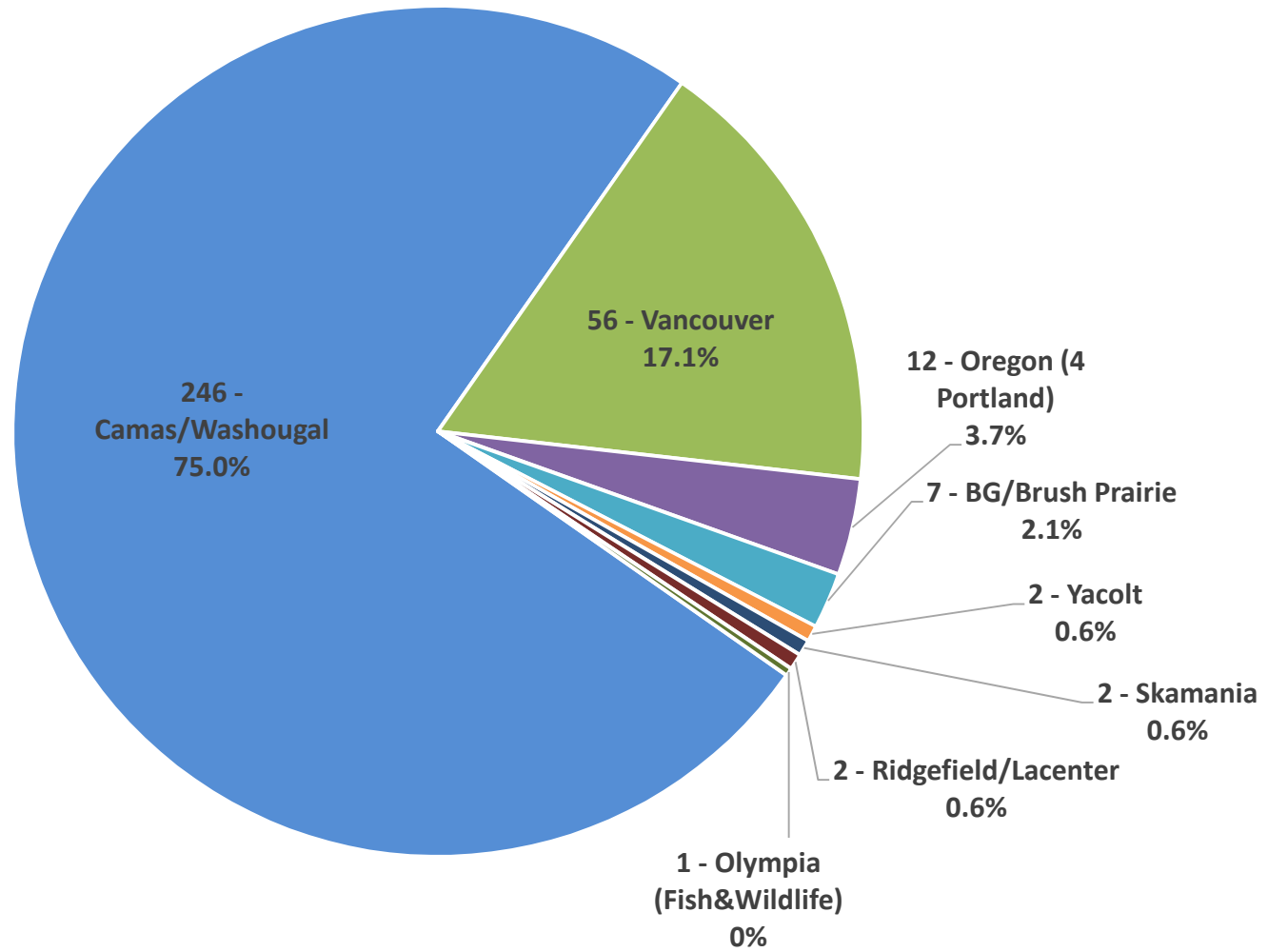
### Uncovered Slips

Port of Camas-Washougal	\$90.00-\$193.50
Steamboat Landing	\$165.00-\$290.00
Columbia Crossings	\$190.00-\$322.00
Port of Hood River	\$122.99-\$163.68

### Covered Slips

Port of Camas-Washougal	\$136.00-\$286.25
Steamboat Landing	No Covered Slips
Columbia Crossings	\$213.75-\$412.00
Port of Hood River	No Covered Slips

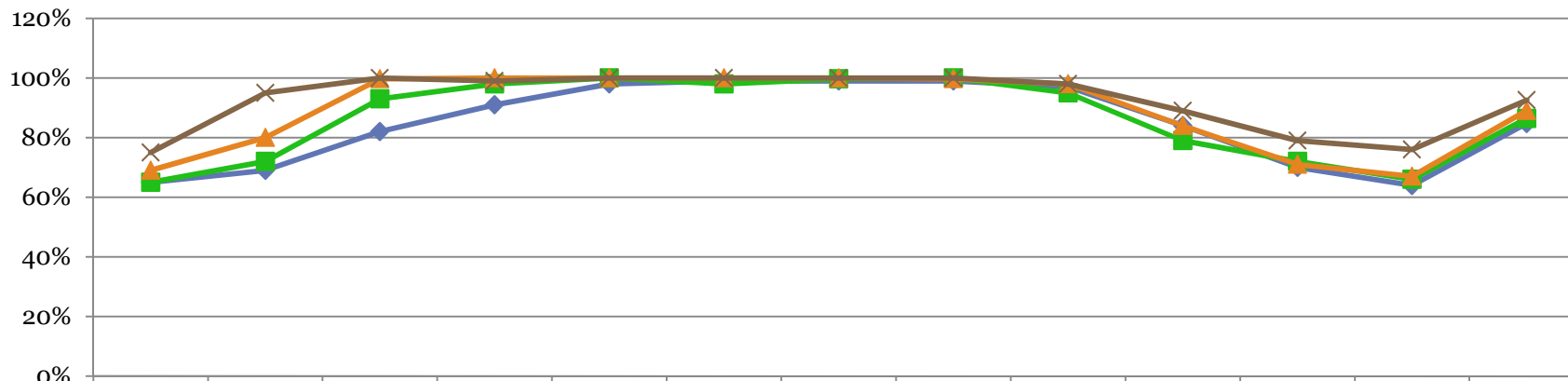
## Where do POCW Marina Tenants Live?



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## Marina

- Annual Average Occupancy Rate:



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Avg %
◆ 2014	65%	69%	82%	91%	98%	99%	99%	99%	97%	84%	70%	64%	85%
■ 2015	65%	72%	93%	98%	100%	98%	100%	100%	95%	79%	72%	66%	86%
▲ 2016	69%	80%	100%	100%	100%	100%	100%	100%	98%	84%	71%	67%	89%
× 2017	75%	95%	100%	99%	100%	100%	100%	100%	98%	89%	79%	76%	93%

# Demand

## Marina

### Moorage Slips

- Annual Average Occupancy by Slip Size:

