

# AIRPORT FINANCIAL INFORMATION



Sequim Valley Airport's revenue generally comes from development, fuel sales, leases and user fees. For many years Sequim Valley Airport operated at a loss or break even status. This, along with depreciation schedules have helped keep the airport from having to pay significant income taxes. With rising land values, property sales, increased user fees and state grants, the airport has become more profitable and the future looks optimistic.



# AIRPORT USER FEES



## SEQUIM VALLEY AIRPORT USER FEES:

### *Honor System (Effective 2017)*

**LANDING FEES:** (landing fee is waived if avgas is purchased)

SEL: \$10.

MEL: \$15.

Turbine: \$20.

Air Taxi, Cargo, Military and Commercial Flights: \$20.

Young Eagles, EAA Events, W-28 hangar owners and residents are exempt from above fees. Any non-commercial aircraft returning the same day do not have to pay twice.

### **TIE DOWN:**

Overnight \$10.

Week \$25.

Month \$50.

### **AIRPORT AUTO PARKING:**

Less than 5 hours: Free

Day: \$4.

Week: \$15.

Month: \$35.

Please use payment envelopes provided and use payment drop box located on the log sign on lawn area between large maintenance hangar and office trailer or mail. Cash or check payable to Sequim Valley Airport. Thank you!

Mailing Address:

468 Dorothy Hunt Lane, Sequim, WA 98382

# CURRENT REVENUE SOURCES

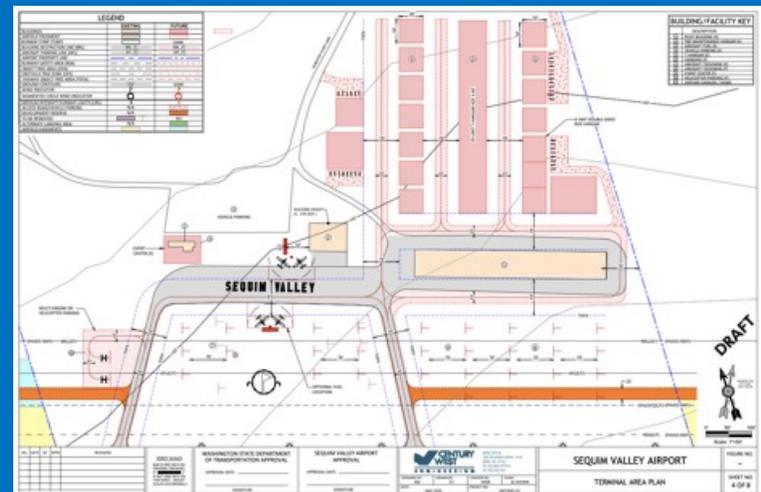
Sequim Valley Airport's primary revenue sources:

- Fuel sales
- Landing fees
- Tie down fees
- Main hangar rental fees
- Tiny House cabin rental fees
- Airport access fees from airpark lots
- T-Hangar Association fees
- Road maintenance fees
- Auto parking fees
- Event income
- Payments from property sales



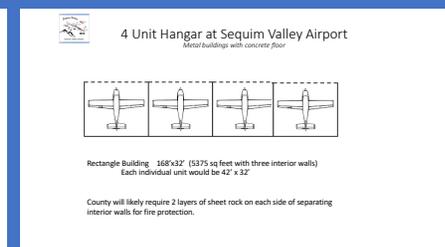
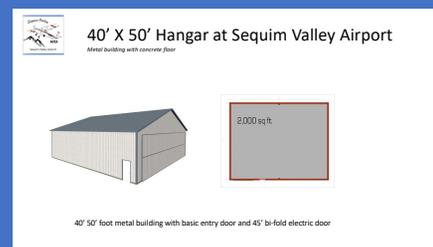
# POTENTIAL FUTURE REVENUE SOURCES FOR SEQUIM VALLEY AIRPORT

- Additional T-Hangars
- Corporate hangars
- Aviation related manufacturing facilities
- Additional Airpark development
- Additional “Tiny House” cabin rental fees
- Airport access fees from new airpark lots
- Event Center
- Air taxi company
- Limited flight school
- Scenic flights and tours
- Aircraft maintenance company
- Aircraft and avionics repair
- Aircraft parts manufacturing company
- Small airline with limited service to Seattle, Everett, Tacoma and San Juan Islands



# POTENTIAL FUTURE REVENUE SOURCES FOR SEQUIM VALLEY AIRPORT (continued)

- Air Cargo facility that might serve companies such as Fed Ex, UPS, Amazon, DHL and US Mail
- Jet fuel concession
- RV hookups
- Additional farming operations
- Restaurant and office space
- Mini storage units
- Forest Firefighting operations
- Emergency management services
- Additional military training
- Air Cargo facility that might serve companies such as Fed Ex, UPS, Amazon, DHL and US Mail
- Aviation themed restaurant or café
- Other aviation related businesses



# STATE FUNDING FOR AIRPORTS IN WASHINGTON STATE

This article talks about the state aircraft excise tax being redirected from the state general fund to airport grants. With more state funding available in the future, small airports in Washington State should be better positioned for growth and financial stability.

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## \$600K today or \$900K tomorrow?



**Ben Sclair**  
Touch & Go

What sounds better to you? \$637,000 today or \$900,000 in the near future? But first some back story before you answer:

Way back in 2015, Washington state's HB 1526 became law. The legislation re-allocated 100% of the aircraft excise tax to the Washington State Department of Transportation aviation airport aid grant program.

Previously, just 10% went to the grant program, while the remaining 90% was directed to the state's general fund.

Upon passage, the Washington State Department of Transportation used those funds to leverage more than \$10 million in federal matching funds the state's airports used to build, re-build and maintain their various assets.

Here's where it gets good. As airport projects were completed, the state's Department of Revenue forecast that the state would collect \$900,000 in sales and Business & Occupation tax back into the general fund. Payback.

HB 1526 was originally sponsored by Representative Tom Dent.

Ben Sclair is Publisher. He can be reached at [ben@generalaviationnews.com](mailto:ben@generalaviationnews.com).

But the legislation was really formed by the efforts of the Washington State Aviation Alliance (WSAA). WSAA's mission is "to serve as a collective voice for aviation and airport-related organizations to protect and promote aviation in the state of Washington."

As you might imagine, the WSAA has garnered a good amount of goodwill in the state's capitol as a result of delivering on the promise of returning more to the general fund than was originally re-directed.

The alliance is made up of a combination of voting, non-voting and associate members, such as the Washington Airport Management Association, the Washington Pilots Association, Washington Public Ports Association, Washington Seaplane Pilots Association, the Aircraft Owners and Pilots Association, *General Aviation News*, Centerpoint Aviation Law, airports, colleges, and more.

In order to move forward with WSAA support, 100% of the voting members must agree on an issue. One no vote will scuttle WSAA support. And with such a diverse membership, getting all parties on the same page is no small task.

In the case of HB 1526, it worked out as a win-win-win. The state's airports win, the pilots win with better maintained infrastructure, and the state wins with more money in the general fund. So, what sounds better to you?

**Washington State Aviation Alliance**

**The Umbrella of Strength**

The Washington State Aviation Alliance serves as a collective voice for aviation and airport-related organizations to protect and promote aviation in the State of Washington.

WAMA	WSCAA	WPA	WPPA	RAF	PNBAA	WSPA	WSAA
Washington Airport Management Association	Washington State Community Airport Association	Washington Pilots Association	Washington Public Ports Association	AOPA NBAA GA NEWS KAWO S4J CWJ BBCC	Recreational Aviation Foundation	Pacific Northwest Business Aviation Association	Washington Seaplane Pilots Association

• Aircraft Owners and Pilots Association •  
 • National Business Aviation Association • GA News •  
 • Arlington Municipal Airport (KAWO) •  
 • Harvey Field (S43) • Central Washington University •  
 • Big Bend Community College •

**WSDOT Aviation Division serves in partnership with WSAA**

**Have something to say?**  
Send comments to [comments@generalaviationnews.com](mailto:comments@generalaviationnews.com) or fax 858-712-1960.

# 2020-21 UPDATE

2020-21 produced significant increases in overall revenue due to:

- Increased rentals of the tiny house cabins due to Covid and more offerings including fire pit, bike and increased awareness of availability and services.
- Fuel revenues increased due to system / fueling area upgrades, additional marketing and rebranding.
- The old underground fuel tank was removed in June 2020 permanently eliminating DOE annual required fuel insurance at \$3200. year
- Additional Discovery Trail Farm Airpark lot sales and airport access fee payoffs.
- SBA Loan payoff eliminating a \$900 monthly payment and permanent debt reduction
- Airport entry road and T-hanger area paving and repairs completed giving the airport a better overall look and appeal to airport customers

# SUMMARY

The airport's financial outlook in the future looks strong due to local economic growth, new construction, and a variety of new development options. A moderate state funding outlook for paving grants and WSDOT low interest construction loans (CARB loans) for local airports is also positive. New Federal grants might also be possible. This makes the financial outlook and long-term options better than ever for current and future airport investors and owners.

