

# COUNTY AIRPORT ISSUES

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## LEGAL LIABILITY OF AIRPORT OWNERS

- Proper maintenance of aircraft movement areas, such as ramps, taxiways and runways
- Construction, temporary closures, proper barricade and markings
- Use of NOTAM system to advise pilots
- Use of AWOS system to advise pilots
- Prompt snow removal
- Do your best to ascertain that all aircraft and pilots based at the airport are in compliance with the FAA regulations
- Put language in your hangar leases requiring aircraft to be airworthy when flown
- Do not let your hangars become junk storage facilities

## AIRPORT OWNERS AND FIXED BASE OPERATORS

- What is an FBO vs. segmented service providers
- Financial realities of the small airport FBO
- Segmented providers seldom succeed at small airports - why?
- Should the airport owner provide services such as fuel sales? Invading the province of private businesses?
- Is a prior bad experience justification for presuming all FBOs will fail to perform?
- What do you want your airport to be?
  - Just a "gas station" or a thriving community asset?

## FINDING THE RIGHT FBO

- What services can the candidate provide?
- Flight school
- Maintenance shop

- Niche business
- Be prepared to be creative in your charges
  - fuel flow fees
  - percentage rent vs. fixed rent vs. hybrid
- Prior history and knowledge of the FBO business
- Financially stable
- Adequate financial reserves
- Be realistic about business prospects at your airport