

Oelwein Airport Advisory Board FBO Contract Review

FBO Compensation FY23

Contract	35,292
Shop Hangar Rental Value	6,000
Electric Reimbursement	600
Profit From Fuel Sales – Unknown (markup amount not provided)	
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Total FBO Compensation minus Fuel Sale Profit	\$41,892
FY 23 Revenue Budget	\$52,600
FBO Portion of Airport Revenue	80%

At the 9/15 board meeting in a discussion of providing flight training, member Bagge correctly put in perspective, flight training is unaffordable. Whether we like it or not, our culture is constantly changing. Services we've been provided in the past are no longer practical, but with the help of technology, life goes on.

The role of a full time FBO has also changed over the years. A few of the services once offered that are no longer available are aircraft rental, flight instruction, biannual flight reviews, crew car maintenance/repair. The self-serve fuel system will require less labor. The in cockpit ability to access airport information and internet access with smart phones have been game changers for general aviation. Attendance at small airports is no longer expected, and seldom required. The airport functions as it should on weekends and after hours.

As a responsibility of this board's appointment, the FBO position should be evaluated. The City's desire that the airport maintain a balanced budget leaves little revenue for facility maintenance or improvements after FBO expenses. Seal coat is needed to preserve the asphalt paving, the fuel system will need tank and pump upgrades along with other projects to maintain the infrastructure. For FY23 there is \$3,000 budgeted under building. Is an FBO affordable?

