



KGFL RENTAL RATES  
PARKING LOT PROPOSAL  
ADDITIONAL CORPORATE HANGARS

# KGFL RENTAL RATES (2017)

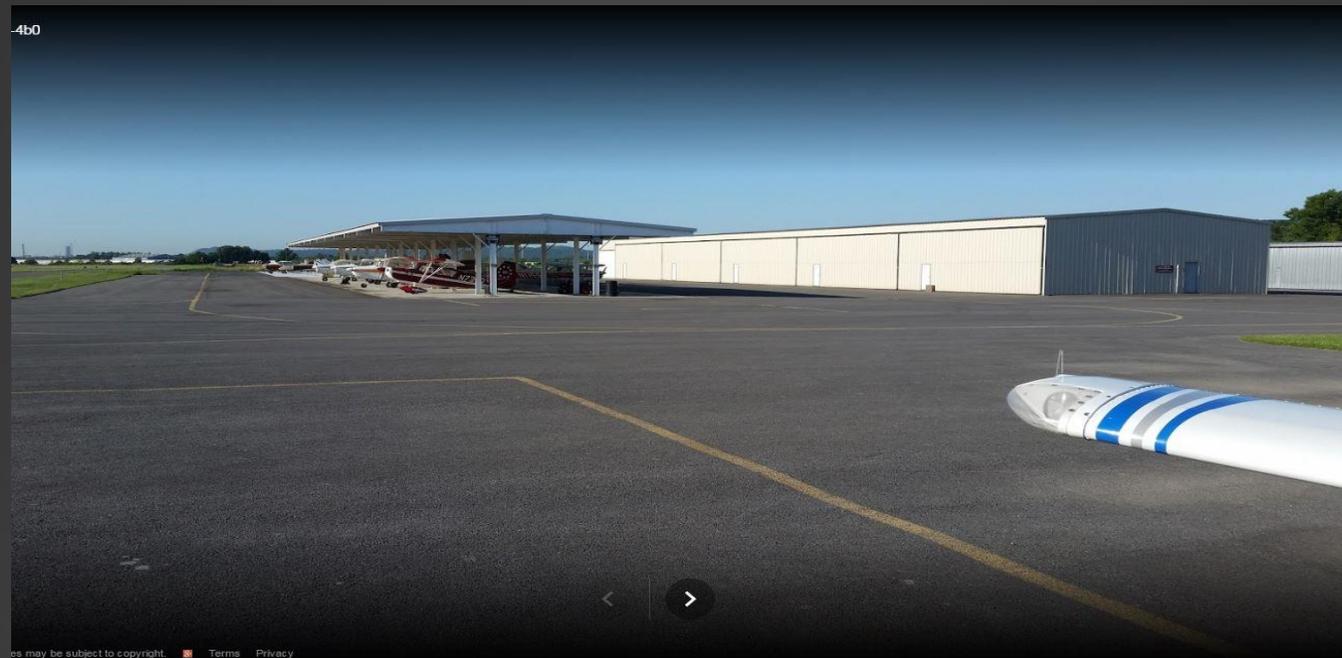
	Group Hangar	Small T-Hangar	Mid T-Hangar	Large T-Hangar	Tiedown
Rich Air/County Hgrs	400	280	340	n/a	75/120
Rich Air/Private Hgrs	Declined - stated complex pricing reasons				
Saratoga	Declined - stated competition reasons				
Jefferson Co.	140	225	250	325	75
Dutchess Co.	n/a	n/a	440	695	
Columbia Co.	381	n/a	404	n/a	67
Hamilton Co.	n/a	n/a	265	n/a	20
Orange Co.	n/a	350	375-475	500	65/85
Genesee Co.	n/a	185	240	320	50
South Albany	n/a	160	225	300/325	

Schenectady	n/a	280	390	410	60
Saranac Lake	80	n/a	280	280	80
Rutland	75/night	n/a	n/a	n/a	55
Albany Intl.	.62 per sq ft	n/a	348.36	n/a	120

## Area Rates and Comparisons with Rich Air's Hangar / Tie-down Rates "Per Month"

(See Key Below)												
LOCATION	Distance from KGFL	# of Based Aircraft	Group	+ or - KGFL	S T-Hangar	+ or - KGFL	Mid T-Hangar	+ or - KGFL	LG - T-hangar	+ or - KGFL	Tiedown	+ or - KGFL
KGFL	NA	60	\$400	NA	\$280	NA	\$340	NA	NA	NA	\$75 / \$120	NA
Within Market Range: 50 Miles or Less of KGFL & or Location Attraction Related (IE: SLK)												
5B2	24 MILES	68	NA	NA	NA	NA	\$407	+	NA	NA	NA	NA
(Saratoga Co.)							(\$0.39/Sqf)					
KRUT*	35 MILES	30	\$2,250	+	NA	NA	NA	NA	NA	NA	\$55	-
(Rutland)			(\$75/night)									
KSCH	37 MILES	86	NA	NA	\$280	SAME	\$390	+	\$410	NA	\$60	-
(Schenectady)												
KALB*	42 MILES	88	\$647	+	NA	NA	\$348	+	NA	NA	\$120	+ & SAME
(Albany)			(\$0.62/Sqf)									
KSLK	78 MILES	16	\$80	NA	\$280	SAME	\$280	NA	NA	NA	\$80	NA
(Saranac Lake)			(No Doors)		(Poor Con.)		(Door Issues)				(Summer Only)	
MORE THAN 50 MILES FROM KGFL (Out of Market Range)...												
4B0 * (P)	55 MILES	46	NA	NA	\$160 (P)	NA	\$225	NA	\$300 - \$325	NA	NA	NA
(South Albany)					\$225	-	\$300 - \$325	-	(NA)			
1B1	73 MILES	26	\$381	-	NA	NA	\$404	+	NA	NA	\$67	-
(Columbia Co.)												
20N	97 MILES	33	NA	NA	NA	NA	\$440	+	\$695	NA	NA	NA
(Dutches Co.)												
KVGC	105 MILES	44	NA	NA	NA	NA	\$265	-	NA	NA	\$20	-
(Hamilton Co.)												
KART	130 MILES	35	\$140	-	\$225	-	\$250	-	\$325	NA	\$75	SAME
(Jefferson Co.)												
KMGJ	131 MILES	161	NA	NA	\$350	+	\$375 - \$450	+	\$500	NA	\$65 - \$85	- & +
(Orange Co.)												
KGVQ	230 MILES	56	NA	NA	\$185	-	\$240	-	\$320	NA	NA	NA
(Genesee Co.)												
key							Key Facts on Results...					
Within Market Range: 50 Miles or Less of KGFL & or Location Attraction Related (IE: SLK)							Sqf. Based on a Cessna 182 at 1,044 Sq. feet T-Hangars : KGFL is the Lowest 4 out of 5 Airports within Target Market (SLK Disqualified - T-Hagar's not comparable; Tie-down only available in Summer) Tie-down: KGFL is 50% higher and 50% Lower compared to 5 Market Airports The County's Hangar Rate comparison chart previously and currently submitted to the committee is still very misleading and DOES NOT accurately represent the data collected. Rich Air feels that based on the above rate comparison information when compared to our target market airports, Rich Air on avg. is very reasonably priced within out target market.					
Outside Target Market: Greater Than 50 Miles												
KGFL INFO												
Rates Higher Than KGFL		Rates Lower Than KGFL										
See Notes or Correction Noted												
* Originally Misleading Information... (Corrected: More accurate representation has been provided)												
(p) Picture Available (4B0: South Albany... NO SMALL T-HANGAR for \$160 - ROOF ONLY... SEE PICTURE!)												

# SOUTH ALBANY 4B0 (\$160 = ROOF ONLY)



## Rich Air: Hangar and Tie-down (Proposed Rates for 2017 Vs. Previous Rates).

<i><b>Description</b></i>	Proposed Rates / Mo 2017	<i>Last Rate Change Date</i>	Past Rate / MO	Years Without Change
Main Hangar	\$400	2015	\$350	2yrs
Southern T-Hangar	\$280	2012	\$265	5yrs
Northern T-Hangar	\$340	2015	\$325	2yrs
Outer Tie-down	\$75	2012	\$65	5yrs
Inner Tie-down	\$120	2012	\$105	5yrs

## Key Facts on Results...

Sqf. Based on a Cessna 182 at 1,044 Sq. feet

T-Hangars : KGFL is the Lowest of 4 out of 5 Airports within Target Market

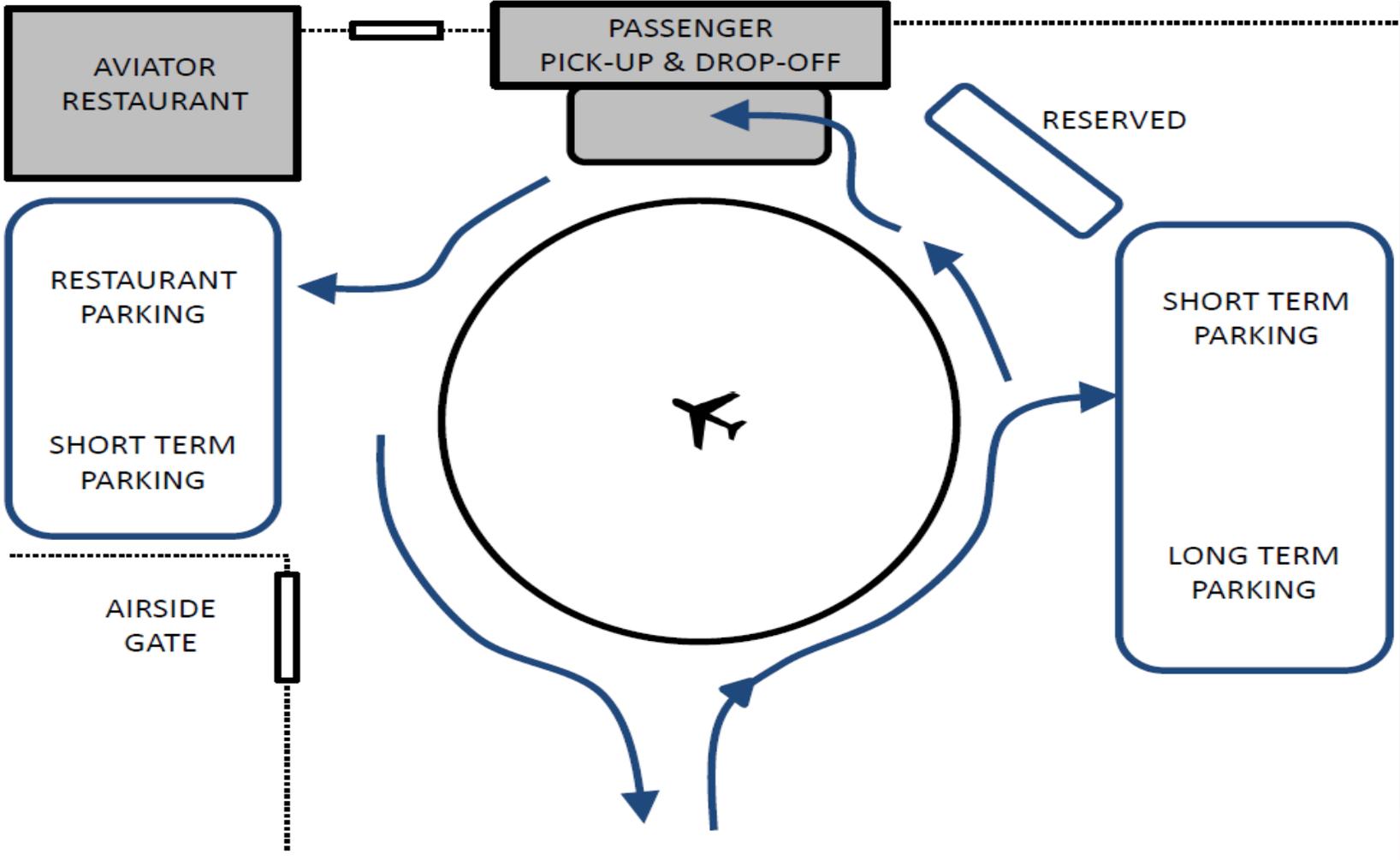
(SLK Disqualified - T-Hagar's not comparable; Tie-down only available in Summer)

Tie-down: KGFL is 50% higher and 50% Lower compared to 5 Market Airports

**In closing... The County's Hangar Rate comparison chart previously and currently submitted to the committee is still very misleading and DOES NOT accurately represent the data collected. Rich Air feels that based on the above rate comparison information when compared to our target market airports, Rich Air on avg. is very reasonably priced within our target market.**

# **RICH AIR / SCHERMERHORN PARKING PLAN PROPOSAL**

# ORIGINAL COUNTY PROPOSED PARKING PLAN



Rich Air's Parking Plan Proposal...

**LONG-TERM AIRPORT PARKING**

**ENTERPRISE**  
**HERTZ**

**LONG-TERM AIRPORT PARKING** →  
← **RESTAURANT PARKING**

ONE WAY

ONE WAY

**FIRE LANE**

**FIRE LANE**

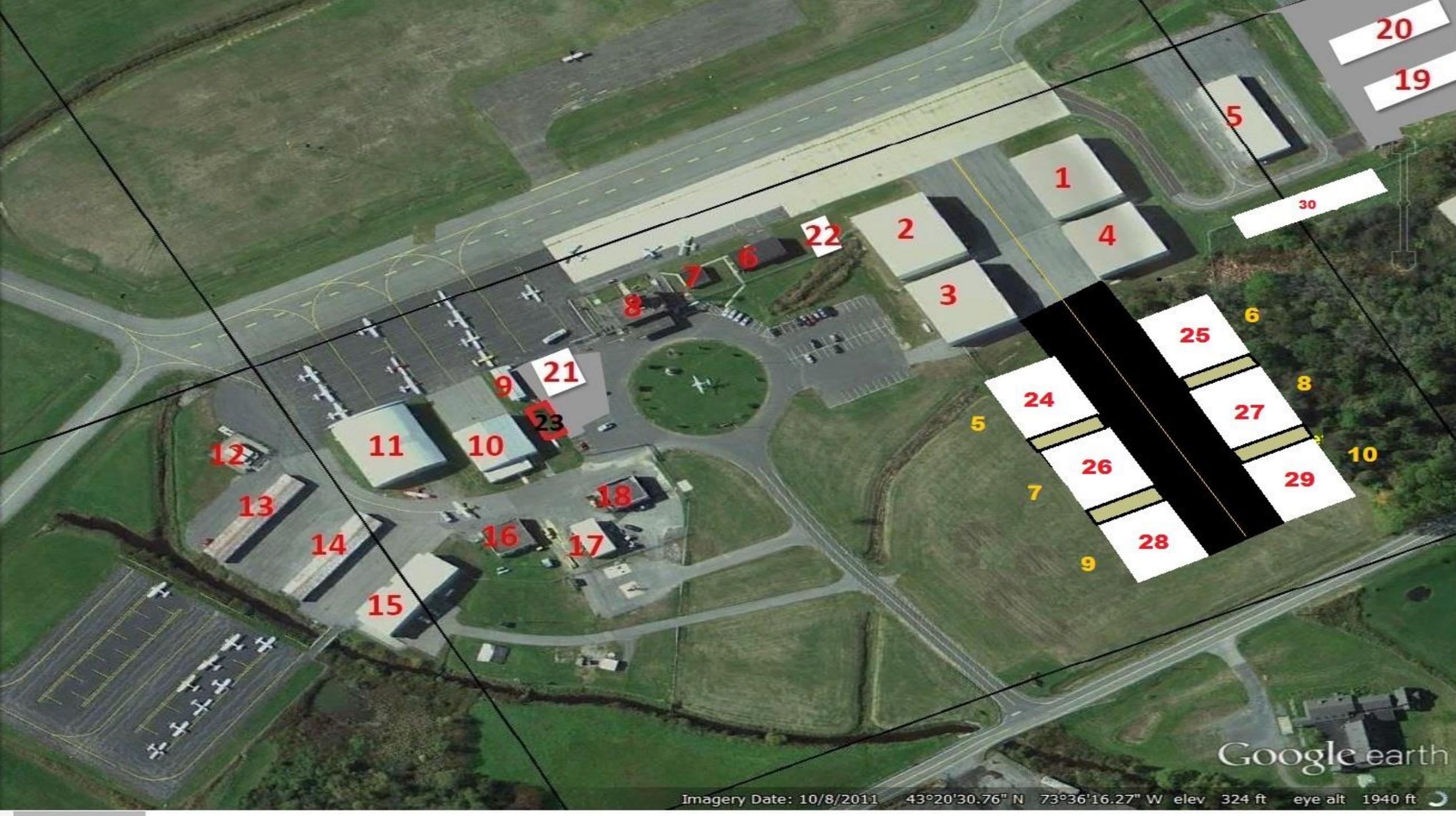
**RESTAURANT PARKING**

Google



- 40 Additional Parking Spaces Added (Totaling 100 + Total Airport Parking Spaces)
  - 4 Additional Handicap Spaces
  - 8 Rental Car Spaces Added
- New pattern directs traffic safely, while keeping fire lanes open and more accessible
- Addresses current and future Restaurant & Airport Parking needs
- More convenient access to the terminal for Ramp Access by Passengers & Pilots
- Easier Snow removal & Less Grass to Cut
- Current Utility Conduits (Properly Mitigated to Ground Level or Appropriately Marked)
- Additional Lighting if needed can be potentially added to existing parking lot lighting
- Warren County Sheriffs Department will continue to enforce parking rules
- Funding Source - 100% Paid for by Rich Schermerhorn

**ADDITIONAL CORPORATE HANGARS  
NEEDED**



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Google earth

# CURRENT AND FUTURE NEEDS ALREADY EXISTS FOR ADDITIONAL CORPORATE HANGARS

- Current interest already in the works to reserve Corporate Aircraft Hangars 5 & 6 (Bldgs. 24 & 25 previously proposed to and approved by Warren County).
- Strong interest already exists to reserve future corporate aircraft hangars when they become available.
- Transient Corporate Aircraft Hangar Space is currently unavailable and is urgently needed... Corporate Aircraft Hangars are at 100% occupancy.
- ***Proposed Solution... Construction of 4 Additional Corporate Aircraft Hangars, (Bldgs. 24 & 25 + Bldgs. 26,27,28 & 29), bringing the total proposed corporate hangars to 6, (10 Total Corporate Aircraft Hangars).***
- **FYI: Final determination from the FAA on Building's 24 & 25, (Corporate Aircraft Hangars 5 & 6), regarding previously proposed new Corporate Aircraft Hangars at KGFL is expected soon...**
  - Any update on taxiway paving grant from NYS for Corporate Aircraft Hangars?