

Attachment 2
 Independent Commercial Activity on Airport Property
 Comparisons of Options

#1 – Modest Independent Fee	#2 – Tiered Fee	#3 – Balanced Approach
Current Negotiated Proposal	Proposal Under Consideration	Proposal Under Consideration
Independent Flight Instructors Pay a \$200.00 Annual Fee	Independent Flight Instructors would pay a tiered fee based upon the amount of instruction performed	All Flight Instruction must go through an approved Flight School at SBA and appropriate fees charged
Airport has generated \$0 since implementation	Impossible to project revenue	Revenue will be based upon the number of flight schools and flight training activity
Difficult to manage and enforce	Difficult to manage and enforce	Enforcement is easier but will still require additional Airport position to police
Significantly less than what staff recommended	An attempted compromise to meet FAA direction and ensure fairness	Developed from guidance from the FAA to avoid future complaints
Unfair policy for brick and mortar businesses offering the same service	Unfair to brick and mortar and would likely result in another violation and the Airport unable to defend	Favorable to brick and mortar operators and their Flight Instructors
A violation of FAA Policy – Economic Discrimination	A likely violation of FAA Policy – Economic Discrimination	FAA supported Option. Will satisfy the complaint of Economic Discrimination