

# REAL FBO FACTS



The Voice of Aviation Business



# FOREWORD

NATA is working to provide a well-rounded perspective on the FBO industry in light of the ongoing debate on access and fees at publicly funded airports.

NATA's goals are to promote the Real Facts About FBOs and highlight the extraordinary services provided by our FBO members through the FBOs: Above and Beyond initiative. NATA invites you to share the Real Facts About FBOs by placing the images and information below on your website as well as on your social media channels and other communications.

Help NATA continue to meet rhetoric with facts in support of free enterprise.

[www.nata.aero/realfbofacts](http://www.nata.aero/realfbofacts)

FOLLOW NATA ON SOCIAL MEDIA AND HELP US PROVIDE A WELL-ROUNDED PERSPECTIVE ON THE FBO INDUSTRY BY SHARING:

#REALFBOFACTS



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- FBOs provide vital airport and community access and a continuous, safe supply of aviation fuel. Without this vital infrastructure, general aviation would have fewer flying options, and more obstacles to our important and shared mission of increasing the GA pilot population.
- FBOs are not just facilities to service local pilots, but serve as gateways toward encouraging economic investment and links to community businesses beyond the airport boundary.
- FBOs provide a steady revenue stream in the form of rents and fees that protect airports from the volatility of the open marketplace.
- FBOs compete vigorously with each other on price, service, and quality of facilities.

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- Competition between FBOs is not limited to other on-field providers. Increased aircraft efficiency means an FBO competes for fuel sales with aircraft departure points and destinations. Additionally, pilots and passengers often have a choice of airports near their ultimate destination.
- Piston and jet pilots utilize various websites and contract fuel programs to identify the facilities offering the services and pricing that meet their needs—as a result there is vibrant competition within the FBO space today.
- Every FBO market and region is different, with specific local economic circumstances. Therefore, fuel prices also vary by region based on seasonal demand, weather, and other factors.

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- NATA fully supports the ongoing work and collaboration between member FBOs and their local airport authorities.
- NATA supports the free market system envisioned by Congress and established by the federal grant assurances for the provision of aeronautical services at public-use airports.
- Airport fees and lease processes are open and competitive. As a standard, airport sponsor fees are typically determined in a very public manner by the airport's governing body with sufficient public notice to the general aviation community.
- As government entities, airports are held to their local community standards or public and/or airport charter. The bids for commercial activities are publicly announced and competitively bid.

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The U.S. FBO industry offers the most cost-effective method to service an aircraft. In other parts of the world, fees are significantly higher.

At the top of mind for every FBO is the duty to prioritize safety in the delivery of aviation fuel and ground handling services for the passengers, pilots and aircraft utilizing the National Airspace System.

FBOs are very aware that public-use airport sponsors monitor the pricing of aeronautical services under the requirements of FAA Grant Assurance 22 to furnish services on a “reasonable, and not unjustly discriminatory, basis to all users thereof.”



# REAL FBO FACTS



- The aviation services industry is an efficient one, attracting investment, meeting customer needs and creating community value. An alignment of interests, financial and otherwise, exists between an airport, the FBO, and users to deliver benefits in a way that might not be possible in other sectors.
- NATA and its members strongly support the FAA's policy recommending that airports implement minimum standards – providing benefits, including creating a safer operating environment, guaranteeing higher quality services to the public, and protecting the airport by ensuring service providers maintain a minimum level of training, equipment, staffing, and insurance coverage.

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