

February 15, 2023

Prepared for Wendy Thomas

Supervisor, District 3

El Dorado County

Revenue Opportunities at Placerville Airport, El Dorado County

Opportunities exist at the Placerville airport to better serve the community and create a significant income stream for El Dorado County. By finishing the development of the hangar sites at the east end of the Placerville Airport, the county could develop a significant revenue stream while at the same time serving the increasing needs of private and commercial aviation in our county. This could overcome the current airport revenue shortfalls.

History*

In approximately 2000, the FAA approached the management of the airport informing them that they were in violation of FAA regulations at the east end of the airport. Their regulations required a 7:1 clearance from the centerline of the runway to any obstacles lateral to that centerline. This required the removal of much of the hillside on the northeast end of the airport. In reviewing the FAA's edict, management at that time saw an opportunity to get help from the Federal Government to expand the number of hangars available for general aviation commercial operations, and addition of an east end heliport. Staff negotiated the FAA to fund the planning, surveying, grading, paving, and striping of five taxiways that could be used to develop hangars on. About 90% of the work was completed to having a fully functioning, income producing hangar area for Placerville Airport. We estimate that the FAA currently has approved space for 25 General Aviation hangars and 10 commercial hangars. Thousands of yards of earth were cut away from the existing hillside and relocated to the west to make pads for new hangars. The taxi ways were finished, paved, and striped, and drainage was constructed. Some electrical work has been done to provide lighting for the project.

The county needed to run water and power to the site to meet code requirements for the development, which is partially done. There is an 8-inch

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hydrant and an electrical terminal power pole within about ¼ mile of the site. Apparently, there is some concern about an 8-inch water line being big enough to meet code today, but that could be easily overcome with a storage tank and pump at the site.

The county never completed the project for reasons unknown. We have been told that no records exist at the county to explain why the hangar development project was delayed or abandoned.

Revenue Potential for El Dorado County

Just doing some cursory math, a conservative estimate for the lease income that could be developed for the county in the short run comes to over \$100,000 per year (see addendum A).

This estimate does not include longer term revenue streams which could be acquired by getting FAA approval for more commercial hangars and a heliport down at the east end. There are more paved taxiways and FAA graded clearings that were created and paid for by the FAA but the approval for these sites was never finished, probably because the county ran into budget problems during one of the recessions during that time frame.

This estimate also does not include potential incomes from Property Taxes, fuel sales, and possessory taxes that would be derived from private and commercial aircraft owners that would build hangars on the site.

Attached to this document you will also find a list of general aircraft owners who are interested in building hangars at Placerville airport. This list was created with very little effort as the demand for hangars in this area is enormous. If we put the word out throughout Northern California, there is no doubt we could lease out every space we could develop here.

Many new businesses could be attracted to Placerville Airport with the development of commercial hangar space. The lucrative commercial potential for FBO's (Fixed Base Operators) to establish themselves here could provide additional revenues such as fuel sales, sales taxes, payroll taxes, income taxes and

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the economic stimulus it would provide to the local area by stimulating commerce. It is public knowledge that the El Dorado County Sheriff wants to build a hangar here for the Airbus helicopter they hope to purchase. It is rumored that PG&E, and Mountain Enterprises have also recently inquired about hangars for their helicopters. Any one of these FBO's could bring substantial revenue to EDC. A few years ago, when CalStar medical transport was based here they produced approximately \$5,000/month for the county as an example.

A Jet Center is not out of the realm of possibility. Any business, when considering a site for operations, considers the availability of a nearby airport in its business plan. Some more excavation at the east end could produce room for a hangar that size, and the length of the runway is long enough for jets as it is, although some legal qualifications would have to be met. (See Illustration 1)

Existing aircraft ramp tie - downs could be retro fitted with overhead shade roofs with solar panels for ramp A and ramp C. These up-graded plane parking tie-downs could potentially generate a considerable up charge in storage fee increases. These improvements will produce a nearly "All-weather" enhanced protection storage area for the valuable aircraft at the PVF airport. These additions will provide protection from the Sun, UV, Rain, Hail, and snow, and would be highly desirable to local pilots. (See Illustration 2)

Additional revenues could be generated by attracting a restaurant and marketing for movie industry opportunities.

Respectfully submitted,

Patrick W. Philbrick – Airport User

530.217.7704

patphilbrick@pm.me

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Additional Attachments

Also attached to this document are the list of interested private aircraft owners who have expressed interest in building hangars at Placerville airport, and some Google Earth photos of the sites that could be developed.

Addendum A

Assumptions for Annualized Revenue Estimates

Average size of a General Aviation Hangar: 1680 sq. ft.

Average size of a commercial hangar: 4000 sq. ft

Lease cost for GA hangar: \$.082 sq. ft

Lease cost for Commercial Hangar: \$.164 sq. ft.

Potential revenue from sites currently approved by the FAA-:

25 general aviation hangars: \$41,328/year

10 commercial hangars: \$78,700/year

Total potential revenue: \$120,000/year

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Illustration 1



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Illustration 2

Ramps A & C can be developer for shade/WX protection with Solar Panels



— Ramp A
— Ramp C

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PLACERVILLE AIRPORT
EL DORADO COUNTY,
CA

EAST END DEVELOPMENT

8/7/2022

| NAME | OWN A/C | BUSINESS/HANGAR | BOX or TEE | PHONE | EMAIL | BUSINESS OR HANGAR |
|---------------------|---------|-----------------|------------|--------------|--------------------------|--------------------|
| TREVOR ANDERS | N3700J | | | 530-295-3399 | inverted2001@hotmail.com | yes |
| RAY ARCENEUX | | | | 916-296-7481 | rayarceneux@gmail.com | YES |
| LYNN ASPEGREN | N134LC | | | 707-494-6782 | aspegres55@aol.com | |
| KEN BAIOCCHI | | | | 916-983-0384 | kbaiocchi@hotmail.com | YES |
| ROB BULAGA | | | | 310-691-0697 | rbulaga@jrc.kkcg.org | YES |
| JUAN A DELAZAR AZAR | | | | 530-957-4712 | delazarp@jrc.kkcg.org | YES |
| DOUG DELAPP | | | | 530-622-7660 | delapp@jrc.kkcg.org | yes |
| CORY EDGECOMB | N11YS | | | 916-220-6620 | edgcomb@comcast.net | YES |
| TRACEY FREMD | | | | 847-217-4786 | tfremd@jrc.kkcg.org | yes |
| GLENN & JUDI GORDON | N442M | | | 916-813-7210 | judygordon@gmail.com | YES |
| TONY GUNGLIONS | | | | 408-602-1246 | thuglions@aol.com | YES |
| ROGER HUBBARD | | | | 530-622-8486 | redmrg@yahoo.com | YES |
| JENNIFER JARRETT | | | | 530-363-3435 | jarrettj@jrc.kkcg.org | YES |
| JAMES JOHNSON | | | | 916-296-9104 | johnsonj@yahoo.com | YES |
| DALE KRAL | N8437W | | | 408-209-7567 | denlovis@gmail.com | YES |
| BEN LOVUM | | | | 831-214-4247 | lugerld@yahoo.com | yes |
| DAVE LUGERT | N733RN | | | 530-306-1717 | | YES |
| JOHN NATALLA | | COUNTY | | | | |

C:\Users\jim\Documents\EAAD\DISPLAY DAV\PVF EAST END HANGAR INTEREST

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PLACERVILLE AIRPORT
EL DORADO COUNTY,
CA

EAST END DEVELOPMENT

8/7/2022

| NAME | OWN A/C | BUSINESS/HANGAR | BOX or TEE | PHONE | EMAIL | BUSINESS OR HANGAR |
|-----------------------|---------|-----------------|------------|--------------|-----------------------------------|--------------------|
| DON NEITHINGER | | | | 916-835-6093 | ndi888@yahoo.com | YES |
| TODD NOVELLO | | | | 408-623-0141 | trngjohn7@gmail.com | YES |
| PATRICK PHILBRICK | N711AR | | | 530-271-7724 | patrickphilbrick@att.net | YES |
| MARK PILKINGTON | N560AQ | | | | markp@wagneris.com | YES |
| GREG STEIN, R WAMPACH | N2375C | | | 916-862-0175 | greg.stein77@gmail.com | yes |
| TIM SULLIVAN | N7909H | | | 530-417-0761 | timsv@pacbell.net | YES |
| JOHN VYBRAL | N8437W | | | 530-644-1011 | vybral@protonmail.com | YES |
| R WAMPACH, G STEIN | N2375C | | | 530-306-1730 | rwampach@att.net | yes |
| JIM WILSON | N8437W | COUNTY | | 916-337-6700 | James.Wilson.consulting@gmail.com | YES |

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Interested in Selling a Hangar or Opening a Business at the East End of Placerville Airport PVF

The Building Department of the Placerville County Specific Only of any Public and Charitable Party are commission on economic impact of the project. It estimates the feasibility of developing hangars at the east end of the Placerville Airport. The results of this study will be presented to the Board of Supervisors in hopes of encouraging them to go forward with the project. Anyone interested in participating with the County to build these hangars or hangars or businesses to the east end of the airport will call the person whose name is listed in this study. If you are interested and we will forward it to the Building Department to add in this study.

| NO. | Name | Member of business | Type of Hangar or business | Open in Area?? | PHONE | EMAIL | Interested in Airport activities |
|-----|----------------------------|----------------------------|----------------------------|----------------|-------------------------|---------------------------------|----------------------------------|
| 1 | Patrick Phillips | hangar | Full Hangar | YES/NTA | 530-217-7704 | patrickphillips@comcast.net | YES |
| 2 | Glenn and Judi Gordon | Hangar | Full | YES-N442M | 8712174786 | glennjudygordon@comcast.net | YES |
| 3 | Richard Kamm | | Full | YES-N2379 | 830-201-7228 | RICHARDKAMM@ATTN.NET | YES |
| 4 | Greg Skin | Hangar | Full | YES-N2379 | 916-912-0175 | greg.skin@regis.com | YES |
| 5 | TIM Sullivan | Hangar | Full | YES-N17909H | 530-917-0361 | tim.sullivan@pacbell.net | YES |
| 6 | Tracey Fyfe | Hangar | Full | Pending | 916-220-6620 | traceyfyfe@comcast.net | YES |
| 7 | Jennifer Jarrett | hangar | Full | YES-N8437W | 530-698-8486 | rednare3@yahoo.com | YES |
| 8 | JOHN VIBIRAL | hangar | Full | Pending | 530-644-1014 | VIBIRAL@PACBELL.COM | YES |
| 9 | Rogael Hossain | Hangar | Full | Pending | 908-602-1416 | Rhubbard3@aol.com | YES |
| 10 | Dale Krul | Hangar/Tree | Full | YES-N5431W | 916-306-9104 | dalekrul@pacbell.com | YES |
| 11 | James Johnson | hangar | Full | YES | 530-963-3435 | jdjohnson@pacbell.com | YES |
| 12 | Rod Nevarez | hangar | Full | YES | 908-623-0141 | rodnevarez@pacbell.com | YES |
| 13 | Rob Bolaga | Business/Hangar | Full | YES | 916-983-0384 | rob@frekaero.com | YES |
| 14 | Robert Anderson | Business/Hangar | Full | YES | 530-651-3320 | INVERTED@COMCAST.COM | YES |
| 15 | IZEBE ANDRES | Hangar | Full | YES | (530)219-4297 | izabead@pacbell.com | YES |
| 16 | David Luyfert | Hangar | Full | YES | (408) 700-7567 | David.Luyfert@pacbell.com | YES |
| 17 | Sean Lauer | Hangar | Full | YES | 916-337-6700 | sean.lauer@pacbell.com | YES |
| 18 | Jim Wilson | Hangar | Full | YES | | James.Wilson@pacbell.com | YES |
| 19 | Key BAIJOSEHI | | Full | YES | | Key.Baijosehi@pacbell.com | YES |
| 20 | John Nishida | | Full | YES | 530-306-1717 | John.Nishida@pacbell.com | YES |

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Interested in Building a Hangar or Opening a Business at the East End of Placerville Airport?

The Placerville Department of Planning and Community Development is currently accepting applications for the development of a new hangar at the east end of the Placerville Airport. The results of the study will be presented to the Board of Supervisors at their next meeting. If you are interested in participating with the County by building the hangar, or opening a business at the airport, we will appreciate your input. Please contact the Department of Planning and Community Development at the Placerville Airport.

| NO. | Name | Hangar or Business | Type of Hangar or Business | Own or Rent? | PHONE | EMAIL | Interested in Airport Address? (Yes/No) |
|-----|------------------|--------------------|----------------------------|--------------|--------------|------------------------------------|---|
| 01 | Patrick Malbeck | Hangar | Full Hangar | Yes/NTIKR | 530.217.3704 | patrick.malbeck@placerville.ca.gov | Yes |
| 02 | Mark Pflumacher | Full | Full | Yes/STOKA | 530.200.6668 | markpflumacher@placerville.ca.gov | Yes |
| 03 | Deanna Delaney | Full | Full | Yes | 530.957.1712 | delaneyd@placerville.ca.gov | Yes |
| 04 | Tommy Guadagnoli | Full | Full | Yes | 916.813.7210 | tommyguadagnoli@placerville.ca.gov | Yes |
| 05 | John A. del 1202 | Full | Full | Yes | 310.691.0692 | johnadel@placerville.ca.gov | Yes |
| 06 | Ray Arceneaux | Business | Business | Yes | 916.296.7481 | bechpilot@adl.com | Yes |
| 07 | DONNETHINGER | Full | Full | Yes | 916.835.6093 | donnet@placerville.ca.gov | Yes |
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LOCAL AIRPORT COMPS

Ground Lease Rates - Non Commercial
 By Scott Herring via phone calls to airports 7/20/2019

| AIRPORT | AIRPORT ID | \$ SF/PER MONTH | \$ SF/PER YEAR | Base Size |
|--------------------------|------------|-----------------|----------------|-----------------------|
| Placerville / Georgetown | KPVE/E36 | 0.082 | 0.980 | 2,940.00 |
| Calaveras County Airport | KCPU | 0.050 | 0.600 | 1,800.00 |
| Quincy, Ca | 201 | 0.040 | 0.480 | 1,440.00 |
| Auburn, Ca | KAUN | 0.039 | 0.470 | 1,410.00 |
| Columbia, Ca | O22 | 0.039 | 0.470 | 1,410.00 |
| Grass Valley, Ca | KG00 | 0.033 | 0.400 | 1,200.00 |
| Visalia, Ca | KVIS | 0.032 | 0.380 | 1,140.00 |
| Porterville, Ca | KPTV | 0.026 | 0.310 | 930.00 |
| Mariposa Airport | KMPI | 0.023 | 0.280 | 840.00 |
| Minden, Nv | KMEV | 0.015 | 0.180 | 540.00 |
| Red Bluff | | 0.0466 | | |
| | | 0.033 | 0.397 | Average excluding EDC |

Yr. 2023

Handwritten notes:
 SF @ No.
 .082 = PVF
 Highest .050 = KCPU
 .032 = Difference
 40% Greater
 SF @ No.
 .033 Avg.
 .082 = PVF
 ± 250% greater