

Exhibit A

Proposed Discounts

Avgas and Unleaded Discounts

To continue providing the availability of self-service fuel for 100LL Avgas and Unleaded fuel, Staff recommends adjusting the self-service discount. By providing a competitive rate the Airport is able to attract and retain customers who prefer to self-serve their aircraft. On average the self-service price/gal. will be increasing \$0.32/gal for self-service fuel after discounts are applied.

Historical 100LL Avgas Sales

FY17: 88,311 gallons
FY18: 91,076 gallons
FY19: 90,000 gallons (projection)

Service Level	Current Discount/gal.	Proposed Discount/gal.
Full Service Based	\$0.19	\$0.25
Self Service Transient	\$0.18	\$0.30
Self Service Based	\$0.41	\$0.45
Full Service Special Events	\$0.25	\$0.25

Monthly 100LL Avgas Discounts	
Gallons/MO	Discount/gal.
250-349	\$0.25
350-449	\$0.55
Greater than 550	\$0.60

Jet-A Discounts

Historical Jet-A Sales

FY17: 58,713 gallons
FY18: 79,012 gallons
FY19: 93,000 gallons projection

Jet-A Fuel Discount for Based Customers

Jet-A	Current Discount/gal.	Proposed Discount/gal.
Full Service Based	\$0.21	\$0.25

Jet-A Contract Fuel Discount for Based Aircraft

Jet-A Contract Fuel is a discount fuel program offered through our fuel supplier Avfuel. The Contract Fuel program gives aircraft operators the ability to purchase fuel at Avfuel branded dealers for less than regular retail prices. The Airport uses this program to attract and retain customers. Based customers generally receive larger discounts vs transient customers on fuel because based customers buy the majority of their fuel at their based airport.

Current In-To-Wing Rate	Proposed	Gallons/Month
\$1.50/gal.	\$1.50/gal.	0-1999
New Rate	\$1.45/gal	2000-3999
New Rate	\$1.40/gal	4000-5999
New Rate	\$1.35/gal	Over 6000

Transient Jet-A Discounts/Transaction

Gallons/Transaction	Discount/gal.	*Contract Fuel Discount	CAA Discount
1-299	\$0.00	\$0.05	\$0.15
300-499	\$0.25	\$0.30	\$0.40
500 – 999	\$0.45	\$0.50	\$0.60
Greater than 1000	\$0.85	\$0.90	\$1.00

Transient Jet-A Monthly Volume Discounts

Gallons/Month	Discount/gal.	*Contract Fuel Discount	CAA Discount
3000 - 5999	\$0.90	\$0.95	\$1.05
6000 - 10000	\$1.00	\$1.05	\$1.15