

Vertiport Economics

8 Vertiport Gates

Westfarms Mall, Farmington/W. Hartford, CT

# of TLOF's	2
# of Aircraft	8
Vertiport Revenue	
Annual Revenue x # of Aircraft	2,800,000
Landing Fees # Vprts X 25% Revenue	700,000
Charging Fees # Vprts X 40% Revenue	1,120,000
Terminal, Gate & Storage Fees # Vpts X 35% Revenue	980,000
Base Airline Rent/\$50k per aircraft	400,000
Total Revenue	3,200,000
Vertiport Operating Expenses	
SG&A 12% of Vprts Revenue	336,000
Lease 15% of Vprts Revenue	392,000
Base Landlord Lease = 50% of Base Airline Rent	200,000
Liability Insurance	36,000
Dep.# TLOFX2.564%X \$ Cap.Inv. 39yr.sched.\$38Kyr.	32,650
Zero/Low Interest Fed/ST Loans 3% P/I 5yr.	14,446
Bond Debt I/O 8.5% 7 yr.	39,819
Energy 21% Vprts Rev. (higher than solar forecast)	588,000
3rd Party Mgmt Fee # TLOFX10% Vpts Revenue	280,000
Facility Maintenance 2% of Vpts Rev x #TLOF	56,000
Total Operating Expenses	1,974,916
Total Vertiport Operating Profit	1,225,084
Pre-tax Income %	38%
EBITDA	1,312,000
EBITDA %	41%
Landlord Summary:	
Annual Income:	\$ 592,000
Price Sq Ft.calc. from % Rev+Base.:	\$ 5.74
Tenant Allowance Recaptured in Rent over Years	\$ 0.87

up to 4 Airline/Operators- each with 2 gates

Airline/Operators pay variable expense on landing charging & terminal fees + fixed base rent.

Landlord base rent is 50% of base rent we charge tenants

Balance of expenses are variable plus fixed debt

EBITDA \$1.3M

Landlord creates new revenue stream

Recaptures TI's investment less than 1 year.