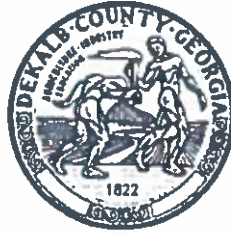


Agenda Item
2023-1321

Received P&C
2/16/24
@ 2:27pm

DeKalb County



DeKalb Peachtree Airport

(770) 936-5440
FAX: (770) 936-5446

212 Administration Building
2000 Airport Road, Atlanta, Georgia 30341

February 7, 2024

TO: Phyllis Head, Purchasing Manager, Purchasing & Contracting

FROM: Hunter Hines, Interim Airport Director 

SUBJECT: Purchasing & Contracting's Request for Updated User Department Recommendation: RFP No. 22-500625, Eastside Aviation Development on DeKalb Peachtree Airport, Recommended Awardee: Sky Harbour Group

This references your request for an updated department recommendation. Please see attached.

Airport records reflect that the anticipated amount of generated revenue from a lease agreement with Sky Harbour Group to develop corporate hangars over a fifty (50) year term remains at \$576,607,163.00.

Listed below is a breakdown of the revenue that is proposed to be collected by DeKalb County, DeKalb County School Board, and City of Chamblee:

Ad Valorem Breakdown	Share	
DeKalb County Split	29%	
DeKalb School Board Split	55%	
Chamblee Split	16%	
Airport (Ground Rent, Fuel Surcharge)		\$67,406,941
DeKalb County (Ad Valorem, Property tax, Aircraft Sales Tax, Fuel Tax)		\$211,270,337
DeKalb County School Board (Ad Valorem)		\$230,790,756
Chamblee (Ad Valorem)		\$67,139,129
Total		\$576,607,163

Please let us know how we can be of additional assistance.

Revenue Element	Assumptions				
	Acres	Total SF	Rate	Rent Revenue	
Ground Rent		12.8	557568 \$	1.05 \$	585,446
	Surcharge	Hangar SF	Flowage PSF	Fuel Revenue	
Fuel Surcharge		0.16	132200	10 \$	211,520
	Surcharge	Hangar SF	Flowage PSF	Oil Revenue	
Oil Surcharge		0.16	132200	0.05 \$	1,058
	Jet Value Per Hangar # of 14k units	AV rate	Ad Valorem Tax		
Ad Valorem	\$	31,500,000	9	1.75%	\$ 4,961,250
	Annual Escalator				
Escalator			2.0%		
Ad Valorem Breakdown	Share	Totals			
DeKalb County Split	29%	\$ 1,438,763			
Dekalb School Board Split	55%	\$ 2,728,688			
Chamblee Split	16%	\$ 793,800			
DeKalb County Property Tax					
Development Value	\$	33,050,000			
Property Tax Rate		1.21%			
Property Taxes	\$	399,905			
DeKalb County Fuel Tax					
Campus Flowage		1322000	gallons		
Cost per gallon	\$	6.50			
Fuel Tax		3%			
Total	\$	257,790			
Sales Tax on Aircraft					
Aircraft value in campus	\$	283,500,000			
sales per jet per lease		4			
Sales tax rate		3%			
Total	\$	34,020,000			
Lease term		50			
Average per year	\$	680,400			
Normalize year 1	\$	401,436			
			TOTAL		\$ 6,818,405

Year	1	2	3	4	5	6	7	8	9	10
Airport Revenue	\$ 796,966	\$ 812,906	\$ 829,164	\$ 845,747	\$ 862,662	\$ 879,915	\$ 897,514	\$ 915,464	\$ 933,773	\$ 952,449
DeKalb County Revenue	\$ 2,497,894	\$ 2,547,851	\$ 2,598,808	\$ 2,650,785	\$ 2,703,800	\$ 2,757,876	\$ 2,813,034	\$ 2,869,294	\$ 2,926,680	\$ 2,985,214
DeKalb County School Board Revenue	\$ 2,728,688	\$ 2,783,261	\$ 2,838,926	\$ 2,895,705	\$ 2,953,619	\$ 3,012,691	\$ 3,072,945	\$ 3,134,404	\$ 3,197,092	\$ 3,261,034
Chamblee Revenue	\$ 793,800	\$ 809,676	\$ 825,870	\$ 842,387	\$ 859,235	\$ 876,419	\$ 893,948	\$ 911,827	\$ 930,063	\$ 948,664
Total	\$ 6,817,347	\$ 6,953,694	\$ 7,092,768	\$ 7,234,624	\$ 7,379,316	\$ 7,526,902	\$ 7,677,440	\$ 7,830,989	\$ 7,987,609	\$ 8,147,361

Category Breakdown	1	2	3	4	5	6	7	8	9	10
Ad Valorem Tax	\$ 4,961,250	\$ 5,060,475	\$ 5,161,685	\$ 5,264,918	\$ 5,370,217	\$ 5,477,621	\$ 5,587,173	\$ 5,698,917	\$ 5,812,895	\$ 5,929,153
Property Tax	\$ 399,905	\$ 407,903	\$ 416,061	\$ 424,382	\$ 432,870	\$ 441,527	\$ 450,358	\$ 459,365	\$ 468,552	\$ 477,923
Aircraft sales Tax	\$ 401,436	\$ 409,465	\$ 417,654	\$ 426,007	\$ 434,527	\$ 443,218	\$ 452,082	\$ 461,124	\$ 470,346	\$ 479,753
Flowage tax and fuel/oil fees	\$ 257,790	\$ 262,946	\$ 268,205	\$ 273,569	\$ 279,040	\$ 284,621	\$ 290,313	\$ 296,120	\$ 302,042	\$ 308,083
Ground rent	\$ 585,446	\$ 597,155	\$ 609,098	\$ 621,280	\$ 633,706	\$ 646,380	\$ 659,308	\$ 672,494	\$ 685,944	\$ 699,663
Fuel surcharge	\$ 211,520	\$ 215,750	\$ 220,065	\$ 224,467	\$ 228,956	\$ 233,535	\$ 238,206	\$ 242,970	\$ 247,829	\$ 252,786
Total	\$ 6,817,347	\$ 6,953,694	\$ 7,092,768	\$ 7,234,624	\$ 7,379,316	\$ 7,526,902	\$ 7,677,440	\$ 7,830,989	\$ 7,987,609	\$ 8,147,361

Year	11	12	13	14	15	16	17	18	19	20
Airport Revenue	\$ 971,498	\$ 990,928	\$ 1,010,746	\$ 1,030,961	\$ 1,051,580	\$ 1,072,612	\$ 1,094,064	\$ 1,115,945	\$ 1,138,264	\$ 1,161,030
DeKalb County Revenue	\$ 3,044,918	\$ 3,105,817	\$ 3,167,933	\$ 3,231,292	\$ 3,295,917	\$ 3,361,836	\$ 3,429,072	\$ 3,497,654	\$ 3,567,607	\$ 3,638,959
DeKalb County School Board Revenue	\$ 3,326,255	\$ 3,392,780	\$ 3,460,636	\$ 3,529,848	\$ 3,600,445	\$ 3,672,454	\$ 3,745,903	\$ 3,820,821	\$ 3,897,238	\$ 3,975,182
Chamblee Revenue	\$ 967,638	\$ 986,991	\$ 1,006,730	\$ 1,026,865	\$ 1,047,402	\$ 1,068,350	\$ 1,089,717	\$ 1,111,512	\$ 1,133,742	\$ 1,156,417
Total	\$ 8,310,308	\$ 8,476,515	\$ 8,646,045	\$ 8,818,966	\$ 8,995,345	\$ 9,175,252	\$ 9,358,757	\$ 9,545,932	\$ 9,736,851	\$ 9,931,588

Category Breakdown	11	12	13	14	15	16	17	18	19	20
Ad Valorem Tax	\$ 6,047,736	\$ 6,168,691	\$ 6,292,065	\$ 6,417,906	\$ 6,546,264	\$ 6,677,189	\$ 6,810,733	\$ 6,946,948	\$ 7,085,887	\$ 7,227,604
Property Tax	\$ 487,482	\$ 497,232	\$ 507,176	\$ 517,320	\$ 527,666	\$ 538,219	\$ 548,984	\$ 559,964	\$ 571,163	\$ 582,586
Aircraft sales Tax	\$ 489,348	\$ 499,135	\$ 509,118	\$ 519,300	\$ 529,686	\$ 540,280	\$ 551,086	\$ 562,107	\$ 573,349	\$ 584,816
Flowage tax and fuel/oil fees	\$ 314,245	\$ 320,529	\$ 326,940	\$ 333,479	\$ 340,148	\$ 346,951	\$ 353,890	\$ 360,968	\$ 368,188	\$ 375,551
Ground rent	\$ 713,656	\$ 727,929	\$ 742,488	\$ 757,337	\$ 772,484	\$ 787,934	\$ 803,692	\$ 819,766	\$ 836,162	\$ 852,885
Fuel surcharge	\$ 257,842	\$ 262,999	\$ 268,259	\$ 273,624	\$ 279,096	\$ 284,678	\$ 290,372	\$ 296,179	\$ 302,103	\$ 308,145
Total	\$ 8,310,308	\$ 8,476,515	\$ 8,646,045	\$ 8,818,966	\$ 8,995,345	\$ 9,175,252	\$ 9,358,757	\$ 9,545,932	\$ 9,736,851	\$ 9,931,588

Year	21	22	23	24	25	26	27	28	29	30
Airport Revenue	\$ 1,184,250	\$ 1,207,935	\$ 1,232,094	\$ 1,256,736	\$ 1,281,870	\$ 1,307,508	\$ 1,333,658	\$ 1,360,331	\$ 1,387,538	\$ 1,415,289
DeKalb County Revenue	\$ 3,711,738	\$ 3,785,973	\$ 3,861,693	\$ 3,938,926	\$ 4,017,705	\$ 4,098,059	\$ 4,180,020	\$ 4,263,621	\$ 4,348,893	\$ 4,435,871
DeKalb County School Board Revenue	\$ 4,054,686	\$ 4,135,780	\$ 4,218,495	\$ 4,302,865	\$ 4,388,923	\$ 4,476,701	\$ 4,566,235	\$ 4,657,560	\$ 4,750,711	\$ 4,845,725
Chamblee Revenue	\$ 1,179,545	\$ 1,203,136	\$ 1,227,199	\$ 1,251,743	\$ 1,276,777	\$ 1,302,313	\$ 1,328,359	\$ 1,354,926	\$ 1,382,025	\$ 1,409,666
Total	\$ 10,130,220	\$ 10,332,824	\$ 10,539,480	\$ 10,750,270	\$ 10,965,276	\$ 11,184,581	\$ 11,408,273	\$ 11,636,438	\$ 11,869,167	\$ 12,106,550

Category Breakdown	21	22	23	24	25	26	27	28	29	30
Ad Valorem Tax	\$ 7,372,157	\$ 7,519,600	\$ 7,669,992	\$ 7,823,391	\$ 7,979,859	\$ 8,139,456	\$ 8,302,246	\$ 8,468,291	\$ 8,637,656	\$ 8,810,409
Property Tax	\$ 594,238	\$ 606,123	\$ 618,245	\$ 630,610	\$ 643,222	\$ 656,087	\$ 669,208	\$ 682,592	\$ 696,244	\$ 710,169
Aircraft sales Tax	\$ 596,513	\$ 608,443	\$ 620,612	\$ 633,024	\$ 645,685	\$ 658,598	\$ 671,770	\$ 685,206	\$ 698,910	\$ 712,888
Flowage tax and fuel/oil fees	\$ 383,062	\$ 390,724	\$ 398,538	\$ 406,509	\$ 414,639	\$ 422,932	\$ 431,390	\$ 440,018	\$ 448,819	\$ 457,795
Ground rent	\$ 869,943	\$ 887,341	\$ 905,088	\$ 923,190	\$ 941,654	\$ 960,487	\$ 979,697	\$ 999,291	\$ 1,019,276	\$ 1,039,662
Fuel surcharge	\$ 314,308	\$ 320,594	\$ 327,006	\$ 333,546	\$ 340,217	\$ 347,021	\$ 353,961	\$ 361,041	\$ 368,261	\$ 375,627
Total	\$ 10,130,220	\$ 10,332,824	\$ 10,539,480	\$ 10,750,270	\$ 10,965,276	\$ 11,184,581	\$ 11,408,273	\$ 11,636,438	\$ 11,869,167	\$ 12,106,550

Year	31	32	33	34	35	36	37	38	39	40
Airport Revenue	\$ 1,443,594	\$ 1,472,466	\$ 1,501,916	\$ 1,531,954	\$ 1,562,593	\$ 1,593,845	\$ 1,625,722	\$ 1,658,236	\$ 1,691,401	\$ 1,725,229
DeKalb County Revenue	\$ 4,524,588	\$ 4,615,080	\$ 4,707,382	\$ 4,801,529	\$ 4,897,560	\$ 4,995,511	\$ 5,095,421	\$ 5,197,330	\$ 5,301,276	\$ 5,407,302
DeKalb County School Board Revenue	\$ 4,942,640	\$ 5,041,493	\$ 5,142,322	\$ 5,245,169	\$ 5,350,072	\$ 5,457,074	\$ 5,566,215	\$ 5,677,539	\$ 5,791,090	\$ 5,906,912
Chamblee Revenue	\$ 1,437,859	\$ 1,466,616	\$ 1,495,948	\$ 1,525,867	\$ 1,556,385	\$ 1,587,512	\$ 1,619,263	\$ 1,651,648	\$ 1,684,681	\$ 1,718,374
Total	\$ 12,348,681	\$ 12,595,655	\$ 12,847,568	\$ 13,104,519	\$ 13,366,610	\$ 13,633,942	\$ 13,906,621	\$ 14,184,753	\$ 14,468,448	\$ 14,757,817

Category Breakdown	31	32	33	34	35	36	37	38	39	40
Ad Valorem Tax	\$ 8,986,618	\$ 9,166,350	\$ 9,349,677	\$ 9,536,671	\$ 9,727,404	\$ 9,921,952	\$ 10,120,391	\$ 10,322,799	\$ 10,529,255	\$ 10,739,840
Property Tax	\$ 724,373	\$ 738,860	\$ 753,637	\$ 768,710	\$ 784,084	\$ 799,766	\$ 815,761	\$ 832,076	\$ 848,718	\$ 865,692
Aircraft sales Tax	\$ 727,146	\$ 741,689	\$ 756,522	\$ 771,653	\$ 787,086	\$ 802,828	\$ 818,884	\$ 835,262	\$ 851,967	\$ 869,006
Flowage tax and fuel/oil fees	\$ 466,951	\$ 476,290	\$ 485,816	\$ 495,532	\$ 505,443	\$ 515,552	\$ 525,863	\$ 536,380	\$ 547,107	\$ 558,050
Ground rent	\$ 1,060,455	\$ 1,081,664	\$ 1,103,298	\$ 1,125,363	\$ 1,147,871	\$ 1,170,828	\$ 1,194,245	\$ 1,218,130	\$ 1,242,492	\$ 1,267,342
Fuel surcharge	\$ 383,139	\$ 390,802	\$ 398,618	\$ 406,590	\$ 414,722	\$ 423,017	\$ 431,477	\$ 440,107	\$ 448,909	\$ 457,887
Total	\$ 12,348,681	\$ 12,595,655	\$ 12,847,568	\$ 13,104,519	\$ 13,366,610	\$ 13,633,942	\$ 13,906,621	\$ 14,184,753	\$ 14,468,448	\$ 14,757,817

Year	41	42	43	44	45	46	47	48	49	50	Total
Airport Revenue	\$ 1,759,733	\$ 1,794,928	\$ 1,830,827	\$ 1,867,443	\$ 1,904,792	\$ 1,942,888	\$ 1,981,746	\$ 2,021,381	\$ 2,061,808	\$ 2,103,044	\$ 67,406,941
DeKalb County Revenue	\$ 5,515,448	\$ 5,625,757	\$ 5,738,272	\$ 5,853,037	\$ 5,970,098	\$ 6,089,500	\$ 6,211,290	\$ 6,335,516	\$ 6,462,226	\$ 6,591,471	\$ 211,270,337
DeKalb County School Board Revenue	\$ 6,025,050	\$ 6,145,551	\$ 6,268,462	\$ 6,393,832	\$ 6,521,708	\$ 6,652,142	\$ 6,785,185	\$ 6,920,889	\$ 7,059,307	\$ 7,200,493	\$ 230,790,756
Chamblee Revenue	\$ 1,752,742	\$ 1,787,797	\$ 1,823,553	\$ 1,860,024	\$ 1,897,224	\$ 1,935,169	\$ 1,973,872	\$ 2,013,349	\$ 2,053,616	\$ 2,094,689	\$ 67,139,129
Total	\$ 15,052,973	\$ 15,354,033	\$ 15,661,114	\$ 15,974,336	\$ 16,293,823	\$ 16,619,699	\$ 16,952,093	\$ 17,291,135	\$ 17,636,958	\$ 17,989,697	\$ 576,607,163

Category Breakdown	41	42	43	44	45	46	47	48	49	50	Total
Ad Valorem Tax	\$ 10,954,637	\$ 11,173,730	\$ 11,397,204	\$ 11,625,148	\$ 11,857,651	\$ 12,094,804	\$ 12,336,700	\$ 12,583,434	\$ 12,835,103	\$ 13,091,805	\$ 419,619,555
Property Tax	\$ 883,006	\$ 900,666	\$ 918,680	\$ 937,053	\$ 955,794	\$ 974,910	\$ 994,408	\$ 1,014,296	\$ 1,034,582	\$ 1,055,274	\$ 33,823,726
Aircraft sales Tax	\$ 886,387	\$ 904,114	\$ 922,197	\$ 940,641	\$ 959,453	\$ 978,642	\$ 998,215	\$ 1,018,180	\$ 1,038,543	\$ 1,059,314	\$ 33,953,217
Flowage tax and fuel/oil fees	\$ 569,211	\$ 580,595	\$ 592,207	\$ 604,051	\$ 616,132	\$ 628,454	\$ 641,024	\$ 653,844	\$ 666,921	\$ 680,259	\$ 21,803,724
Ground rent	\$ 1,292,689	\$ 1,318,543	\$ 1,344,914	\$ 1,371,812	\$ 1,399,248	\$ 1,427,233	\$ 1,455,778	\$ 1,484,893	\$ 1,514,591	\$ 1,544,883	\$ 49,516,706
Fuel surcharge	\$ 467,045	\$ 476,385	\$ 485,913	\$ 495,631	\$ 505,544	\$ 515,655	\$ 525,968	\$ 536,487	\$ 547,217	\$ 558,161	\$ 17,890,235
Total	\$ 15,052,973	\$ 15,354,033	\$ 15,661,114	\$ 15,974,336	\$ 16,293,823	\$ 16,619,699	\$ 16,952,093	\$ 17,291,135	\$ 17,636,958	\$ 17,989,697	\$ 576,607,163