

**THE MASSACHUSETTS  
ECONOMIC IMPACT  
STUDY**

***APPENDIX 1***

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**Step 1**  
**Marshfield**  
**Plymouth County**  
**Data**

Activity	Portion Due to Airport	Business Sales	Payroll (Wages)	Full Time Employees	Building Space Sq. Feet
<b><u>I. On-Airport</u></b>					
<i>Operation: Airport Facility</i>					
Airport Bldg & Facilities	100%	5,653,795	172,780	13	x
FAA/ Government	100%	-	-	-	x
Airlines	100%	-	-	-	x
Other	100%	-	-	-	x
<i>Use: FBO (not included above)</i>					
Aircraft Rental/ Sales	100%	631,716	106,704	4	x
Aircraft Parts/ Maint	100%	-	-	-	x
Fuel Sales	100%	-	-	-	x
For Hire Services	100%	-	-	-	x
Flight Instruction	100%	-	-	-	x
Other	100%	-	-	-	x
<i>Use: On-Airport Freight Service</i>					
Air Freight Service	100%	-	-	-	x
Warehousing	100%	-	-	-	x
Other	100%	-	-	-	x
<i>Use: On-Airport Pax Service</i>					
Restaurant	100%	-	-	-	x
Retail	100%	-	-	-	x
Car Rental	100%	-	-	-	x
Other	100%	-	-	-	x
<b><u>II. Off-Airport</u></b>					
<i>Use: Off-Airport Air Freight</i>					
Air Freight Service	-	-	-	-	x
Warehousing	-	-	-	-	x
Other	-	-	-	-	x
<i>Use: Off-Airport Pax Service</i>					
Air Ticket Sales	50%	0	0	0	x
Hotel/ Motel	50%	140,630	45,266	2	x
Food/ Beverage	50%	133,599	37,348	3	x
Rental Car	50%	33,580	6,561	0	x
Entertainment	50%	35,383	11,239	0	x
Other/ Retail	50%	249,483	77,513	5	x
<i>Beneficiaries (Net of Air Freight &amp; Pax User Effects)</i>					
Offices- (Finan/ Ins)	100%				
Manufacturing- Hi Tech	100%				
Warehousing Facility	100%				
Transportation Facility	100%				
Other- Info Tech	100%				
Other- Consulting	100%				
Other- Ad Agency	100%				

**Step 1**  
**Marshfield**  
**Plymouth County**  
***Data***

Activity	Portion Due to Airport	Business Sales	Payroll (Wages)	Full Time Employees	Building Space Sq. Feet
<b>III. Fiscal Impact</b>					
<i>Local Revenue</i>					
Rev- Landing Fees	100%	-	-		
Rev- Storage Fees	100%	-	-		
Rev- Fuel Flowage Fees	100%	-	-		
Rev- Other Fees	100%	-	-		
<i>State Revenue</i>					
Rev- Registration Fees	100%	-	-		
Rev- Fuel Tax	100%	-	-		
Rev- Other Fees	100%	-	-		
<i>Local Spending on Improvements</i>					
Spending: Materials, Ec	100%	-	-		
Spending: Services	100%	-	-		
<i>State Spending on Improvements</i>					
Spending: Materials, Ec	100%	-	-		
Spending: Services	100%	-	-		
<b>IV. Other</b>					
Capital Improvements	100%	0	0	0	x

**Step 2**  
**Marshfield**  
**Plymouth County**  
**RIMS Multipliers- Massachusetts**

Activity	Massachusetts per Direct Output		
	Total Output	Total Wages	Total Employment
<b>I. On-Airport</b>			
<i>Operation: Airport Facility</i>			
Airport Bldg & Facilities	1.8805	0.5006	14.5136
FAA/ Government	1.9945	0.9015	24.8540
Airlines	1.8805	0.5006	14.5136
Other	-	-	-
<i>Use: FBO</i>			
Aircraft Rental/ Sales	1.9343	0.4621	15.4292
Aircraft Parts/ Maint	1.9002	0.5625	20.4249
Fuel Sales	1.9002	0.5625	20.4249
For Hire Services	1.8805	0.5006	14.5136
Flight Instruction	1.8805	0.5006	14.5136
Other	-	-	-
<i>Use: On-Airport Freight Service</i>			
Air Freight Service	2.3124	0.7319	22.9707
Warehousing	1.9946	0.5416	18.7849
Other	-	-	-
<i>Use: On-Airport Pax Service</i>			
Restaurant	2.0066	0.5748	32.0097
Retail	1.9377	0.6172	27.7927
Car Rental	1.9343	0.4621	15.4292
Other	1.9347	0.6487	27.1307
<b>II. Off-Airport</b>			
<i>Use: Off-Airport Air Freight</i>			
Air Freight Service	1.9905	0.5712	19.0786
Warehousing	1.9946	0.5416	18.7849
Other	-	-	-
<i>Use: Off-Airport Pax Service</i>			
Air Ticket Sales	2.0919	0.6851	23.5725
Hotel/ Motel	2.0090	0.6353	24.9270
Food/ Beverage	2.0066	0.5748	32.0097
Rental Car	1.9343	0.4621	15.4292
Entertainment	2.0924	0.6568	23.2708
Other/ Retail	1.9377	0.6172	27.7927
<i>Beneficiaries (Net of Air Freight &amp; Pax User Effects)</i>			
Offices- (Finan/ Ins)	1.9682	0.5162	14.2864
Manufacturing- Hi Tech	2.2295	0.4709	11.6064
Warehousing Facility	1.9946	0.5416	18.7849
Transportation Facility	1.9905	0.5712	19.0786
Other- Info Tech	2.2198	0.8265	19.0602
Other- Consulting	2.1754	0.9048	22.8496
Other- Ad Agency	2.1493	0.7725	20.9854
<b>IV. Other</b>			
Capital Improvements	2.1351	0.6654	23.3

\* RIMS Multipliers from BEA.



### Step 3

#### Marshfield

#### Plymouth County

#### RIMS Multipliers- Massachusetts

Activity	Direct Effects			Total Effects		
	Total Output	Total Wages	Total Employment	Total Output	Total Wages	Total Employment
<b><u>I. On-Airport</u></b>						
<i>Operation: Airport Facility</i>						
Airport Bldg & Facilities	5,653,795	172,780	13	10,631,961	2,830,290	82
FAA/ Government	0	0	0	0	0	0
Airlines	0	0	0	0	0	0
Other	0	0	0	0	0	0
<i>Use: FBO</i>						
Aircraft Rental/ Sales	631,716	106,704	4	1,221,928	291,916	10
Aircraft Parts/ Maint	0	0	0	0	0	0
Fuel Sales	0	0	0	0	0	0
For Hire Services	0	0	0	0	0	0
Flight Instruction	0	0	0	0	0	0
Other	0	0	0	0	0	0
<i>Use: On-Airport Freight Service</i>						
Air Freight Service	0	0	0	0	0	0
Warehousing	0	0	0	0	0	0
Other	0	0	0	0	0	0
<i>Use: On-Airport Pax Service</i>						
Restaurant	0	0	0	0	0	0
Retail	0	0	0	0	0	0
Car Rental	0	0	0	0	0	0
Other	0	0	0	0	0	0
<b><u>II. Off-Airport</u></b>						
<i>Use: Off-Airport Air Freight</i>						
Air Freight Service	0	0	0	0	0	0
Warehousing	0	0	0	0	0	0
Other	0	0	0	0	0	0
<i>Use: Off-Airport Pax Service</i>						
Air Ticket Sales	0	0	0	0	0	0
Hotel/ Motel	70,315	22,633	1	141,263	44,671	2
Food/ Beverage	66,799	18,674	2	134,039	38,396	2
Rental Car	16,790	3,280	0	32,477	7,759	0
Entertainment	17,691	5,620	0	37,018	11,620	0
Other/ Retail	124,742	38,756	2	241,712	76,990	3
<i>Beneficiaries (Net of Air Freight &amp; Pax User Effects)</i>						
Offices- (Finan/ Ins)	0	0	0	0	0	0
Manufacturing- Hi Tech	0	0	0	0	0	0
Warehousing Facility	0	0	0	0	0	0
Transportation Facility	0	0	0	0	0	0
Other- Info Tech	0	0	0	0	0	0
Other- Consulting	0	0	0	0	0	0
Other- Ad Agency	0	0	0	0	0	0
<b><u>IV. Other</u></b>						
Capital Improvements	0	0	0	0	0	0

**Step 4**  
**Marshfield**  
**Plymouth County**  
**RIMS Multipliers- Massachusetts**

Activity	Direct Airport Impacts			Total Impacts		
	Business Sales* (\$)	Payroll (Wages \$)	Employment	Business Sales* (\$)	Payroll (Wages \$)	Employment
<b><u>I. On-Airport</u></b>						
Airport Facility	5,653,795	172,780	13	10,631,961	2,830,290	82
FBO	631,716	106,704	4	1,221,928	291,916	10
On-Airport Freight Service	0	0	0	0	0	0
On-Airport Pax Service	0	0	0	0	0	0
Subtotal	6,285,511	279,484	17	11,853,890	3,122,206	92
<b><u>II. Off-Airport</u></b>						
Off-Airport Pax Service	296,337	88,964	5	586,508	179,436	8
<b>Grand Total Effect</b>	<b>6,581,848</b>	<b>368,448</b>	<b>22</b>	<b>12,440,398</b>	<b>3,301,642</b>	<b>100</b>
<b><u>III. Fiscal Impact</u></b>						
	<b><u>Revenue</u></b>					
Public Use**	0					
Private Use	0					
<b><u>IV. Other</u></b>						
Capital Improvements	0	0	0	0	0	0

**THE MASSACHUSETTS  
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***APPENDIX 2***

## Exhibit 19

### Statewide Economic Impacts

#### *RIMS Multipliers- Massachusetts*

Activity	Direct Airport Impacts			Total Impacts		
	Business Sales*	Payroll (Wages)	Employment	Business Sales*	Payroll (Wages)	Employment
<b>I. On-Airport</b>						
Airport Facility	98,525,281	21,634,902	687	188,258,629	59,807,887	1,829
FBO	119,199,642	25,336,460	932	225,570,138	60,231,381	1,964
On-Airport Freight Service	16,606,316	1,523,033	179	36,780,830	11,184,330	371
On-Airport Pax Service	<u>15,136,313</u>	<u>2,962,349</u>	<u>162</u>	<u>29,586,563</u>	<u>7,924,813</u>	<u>376</u>
Subtotal	249,467,552	51,456,744	1,959	480,196,160	139,148,410	4,541
<b>II. Off-Airport</b>						
Off-Airport Pax Service	174,584,637	52,168,328	3,210	348,083,812	105,507,303	4,777
<b>Grand Total Effect</b>	424,052,189	103,625,072	5,169	828,279,972	244,655,714	9,318
<i>* Business Sales represent wages and profit.</i> <i>** Publicly owned airports.</i>						
<b>III. Fiscal Impact</b>						
	<b>Revenue</b>					
Public Use**	8,637,105					
Private Use	1,181,731					
<b>IV. Other</b>						
Capital Improvements	7,834,954	2,681,278	71	16,728,410	5,213,378	200

## Exhibit 20

### State-Wide Economic Impact of Commercial Aviation Airports

Category	Business Sales (\$Million)	Payroll (Wages) (\$Million)	Employment
<b>Primary Economic Impacts</b>			
On-Airport	103	21	851
Capital Investment	6	2	43
Off-Site	<u>164</u>	<u>49</u>	<u>3,025</u>
Subtotal	273	72	3,919
<b>Induced Economic Impacts</b>			
On-Airport	98	35	978
Capital Investment	6	2	85
Off-Site	<u>163</u>	<u>50</u>	<u>1,474</u>
Subtotal	267	87	2,538
<b>Total Economic Impacts</b>			
On-Airport	201	56	1,829
Capital Investment	12	4	128
Off-Site	<u>328</u>	<u>99</u>	<u>4,499</u>
Subtotal	541	159	6,457

## Exhibit 21

### State-Wide Economic Impact of General Aviation Airports

Category	Business Sales (\$Million)	Payroll (Wages) (\$Million)	Employment
<b><u>Primary Economic Impacts</u></b>			
On-Airport	146	30	1,108
Capital Investment	2	1	28
Off-Site	<u>10</u>	<u>3</u>	<u>185</u>
Subtotal	159	34	1,321
<b><u>Induced Economic Impacts</u></b>			
On-Airport	133	53	1,604
Capital Investment	3	1	44
Off-Site	<u>10</u>	<u>3</u>	<u>93</u>
Subtotal	146	56	1,741
<b><u>Total Economic Impacts</u></b>			
On-Airport	279	83	2,712
Capital Investment	5	2	72
Off-Site	<u>20</u>	<u>6</u>	<u>278</u>
Subtotal	304	91	3,062

## Exhibit 22

### General Aviation Visitor Profile

Item	Passenger Type	
	Business	Pleasure
Average Persons/Aircraft	3	2
Average Stay (Days)	2.4	2.1
Average Expenditure/ Pax(\$)	182	130

**Exhibit 23****Economic Impact of Primary Aviation in Massachusetts*****Annual Visitor Expenditures***

<b>Airport</b>	<b>Est Annual Scheduled Comm Visitors</b>	<b>Annual # of Days Stayed</b>	<b>Annual Visitor Expenditure (\$)</b>
<b><u>Cape &amp; Island</u></b>			
Barnstable Municipal (Hyannis)	88,312	741,821	71,843,726
Martha's Vineyard	52,276	439,118	42,527,659
Nantucket Memorial	145,068	1,218,571	118,015,962
Provincetown Municipal	<u>12,580</u>	<u>105,672</u>	<u>10,234,103</u>
Subtotal	298,236	2,505,182	242,621,450
<b><u>Rest of Massachusetts</u></b>			
New Bedford Regional	8,030	24,090	4,063,180
Worcester Regional	<u>13,656</u>	<u>40,968</u>	<u>6,909,936</u>
Subtotal	21,686	65,058	10,973,116
<b>Total Massachusetts</b>	319,922	2,570,240	253,594,566



**Exhibit 23**  
**Economic Impact of General Aviation in Massachusetts**

***Annual Visitor Expenditures***

Airport	Estimated Annual GA Visitors	Annual # of Days Stayed	Annual GA Visitor Expenditure (\$)
<b><u>Cape &amp; Island</u></b>			
Barnstable Municipal (Hyannis)	167,231	486,491	28,447,075
Cape Cod (Marstons Mills)	1,838	5,345	312,570
Chatham Municipal	1,995	5,804	339,362
Falmouth Airpark	1,129	3,284	192,007
Katama Airpark (Edgartown)	6,300	18,327	1,071,668
Martha's Vineyard	34,096	99,189	5,799,962
Nantucket Memorial	60,375	175,636	10,270,153
Provincetown Municipal	<u>186,244</u>	<u>541,800</u>	<u>31,681,191</u>
Subtotal	459,208	1,335,877	78,113,988
<b><u>Rest of Massachusetts</u></b>			
Barnes-Westfield	3,773	6,288	636,041
Beverly Municipal	17,290	28,816	2,914,613
Fitchburg Municipal Airport	3,602	6,003	607,130
Gardner	1,176	1,960	198,246
Great Barrington	2,254	3,757	379,972
Hanson-Cranland	1,519	2,532	256,068
Lawrence	20,289	33,815	3,420,239
Mansfield	7,166	11,944	1,208,064
Marlboro	228	380	38,410
Marshfield Airport	3,516	5,860	592,674
Myricks	227	378	38,204
New Bedford Regional Airport	15,651	26,084	2,638,326
North Adams	1,964	3,273	331,072
Northampton	10,045	16,742	1,693,355
Norwood	27,563	45,938	4,646,401
Orange	14,112	23,520	2,378,958
Oxford	1,617	2,695	272,589
Palmer	1,960	3,267	330,411
Pittsfield Municipal Airport	5,145	8,575	867,328
Plum Island	2,358	3,930	397,525
Plymouth Municipal Airport	15,435	25,725	2,601,985
Southbridge	3,430	5,717	578,219
Spencer	490	817	82,603
Sterling Airport	588	980	99,123
Stow	1,715	2,858	289,109
Tanner-Hiller	1,862	3,103	313,890
Taunton Municipal Airport	2,720	4,533	458,445
Turners Falls	1,960	3,267	330,411
Westover Metropolitan Airport	2,131	3,552	359,245
Worcester Regional Airport	<u>13,356</u>	<u>22,260</u>	<u>2,251,493</u>
Subtotal	185,139	308,565	31,210,151
<b>Total Massachusetts</b>	<b>644,346</b>	<b>1,644,441</b>	<b>109,324,139</b>

## Exhibit 24

### Economic Impact of General Aviation in Massachusetts

#### *Annual Visitor Expenditures*

Airport	Estimated Annual GA Visitors	Annual # of Days Stayed	Annual GA Visitor Expenditure (\$)
<b><u>Cape &amp; Island</u></b>			
Barnstable Municipal (Hyannis)	167,231	486,491	28,447,075
Cape Cod (Marstons Mills)	1,838	5,345	312,570
Chatham Municipal	1,995	5,804	339,362
Falmouth Airpark	1,129	3,284	192,007
Katama Airpark (Edgartown)	6,300	18,327	1,071,668
Martha's Vineyard	34,096	99,189	5,799,962
Nantucket Memorial	60,375	175,636	10,270,153
Provincetown Municipal	<u>186,244</u>	<u>541,800</u>	<u>31,681,191</u>
Subtotal	459,208	1,335,877	78,113,988
<b><u>Rest of Massachusetts</u></b>			
Barnes-Westfield	3,773	6,288	636,041
Beverly Municipal	17,290	28,816	2,914,613
Fitchburg Municipal Airport	3,602	6,003	607,130
Gardner	1,176	1,960	198,246
Great Barrington	2,254	3,757	379,972
Hanson-Cranland	1,519	2,532	256,068
Lawrence	20,289	33,815	3,420,239
Mansfield	7,166	11,944	1,208,064
Marlboro	228	380	38,410
Marshfield Airport	3,516	5,860	592,674
Myricks	227	378	38,204
New Bedford Regional Airport	15,651	26,084	2,638,326
North Adams	1,964	3,273	331,072
Northampton	10,045	16,742	1,693,355
Norwood	27,563	45,938	4,646,401
Orange	14,112	23,520	2,378,958
Oxford	1,617	2,695	272,589
Palmer	1,960	3,267	330,411
Pittsfield Municipal Airport	5,145	8,575	867,328
Plum Island	2,358	3,930	397,525
Plymouth Municipal Airport	15,435	25,725	2,601,985
Southbridge	3,430	5,717	578,219
Spencer	490	817	82,603
Sterling Airport	588	980	99,123
Stow	1,715	2,858	289,109
Tanner-Hiller	1,862	3,103	313,890
Taunton Municipal Airport	2,720	4,533	458,445
Turners Falls	1,960	3,267	330,411
Westover Metropolitan Airport	2,131	3,552	359,245
Worcester Regional Airport	<u>13,356</u>	<u>22,260</u>	<u>2,251,493</u>
Subtotal	185,139	308,565	31,210,151
<b>Total Massachusetts</b>	644,346	1,644,441	109,324,139

**Exhibit 25**  
**State-Wide Economic Impact by Airport**

Airport		Primary Economic Impacts			Total Economic Impacts		
		Output	Payroll	Emp	Output	Payroll	Emp
Primary							
Barnstable Municipal (Hyannis)	HYA	82,987,152	20,441,888	1,155	165,498,723	48,653,853	1,907
Martha's Vineyard	MVY	34,913,442	9,501,618	552	68,929,890	20,350,801	846
Nantucket Memorial	ACK	87,569,570	23,988,224	1,386	173,384,750	51,977,663	2,215
New Bedford Regional	EWB	18,938,218	4,905,598	203	36,640,326	10,545,604	371
Provincetown Municipal	PVC	23,907,152	6,814,022	403	47,347,588	14,030,287	617
Worcester Regional	ORH	<u>19,387,597</u>	<u>4,933,268</u>	<u>175</u>	<u>36,991,459</u>	<u>10,121,971</u>	<u>373</u>
Subtotal		267,703,132	70,584,617	3,876	528,792,736	155,680,179	6,328
General Aviation							
Barnes Municipal (Westfield)	BAF	25,447,707	5,553,529	174	48,754,787	15,595,132	486
Beverly Municipal	BVY	6,421,105	1,594,115	71	12,432,149	3,912,411	146
Cape Cod (Marstons Mills)	2B1	800,449	166,595	11	1,517,109	410,704	21
Chatham Municipal	CQX	3,006,573	611,065	27	5,747,769	1,589,695	61
Cranland (Hanson)	MA02	413,356	85,234	3	781,528	211,404	7
Falmouth Airport	FMH	262,148	79,107	3	499,529	136,760	6
Fitchburg Municipal	FIT	5,486,295	1,239,528	49	10,420,686	2,849,349	104
Gardner Municipal	GDM	2,265,447	416,106	15	4,334,668	1,092,374	35
Great Barrington	GBR	1,539,912	375,166	13	2,910,323	793,110	25
Harriman and West (North Adams)	AQW	4,530,166	937,480	36	8,703,829	2,158,766	70
Hopedale		378,523	78,305	3	711,813	189,489	5
Katama Airpark (Edgartown)	1B2	580,156	169,332	11	1,156,069	345,280	17
Lawrence Municipal	LWM	17,154,288	3,766,446	129	32,370,278	8,751,076	267
Mansfield Municipal	1B9	1,788,577	414,982	27	3,391,238	924,935	50
Marlboro	MXG	1,234,486	241,727	10	2,321,956	618,521	18
Marshfield	3B2	6,581,848	368,448	22	12,440,398	3,301,642	100
Metropolitan (Palmer)	PMX	831,140	176,437	9	1,573,844	429,100	18
Minute Man Air Field (Stow)	6B6	2,092,315	428,443	20	3,993,046	1,049,380	34
Myricks (Berkley)	MA18	519,265	111,936	9	977,231	260,746	12
Norfolk		193,841	60,169	3	364,517	97,037	4
Northampton	7B2	4,923,395	1,103,066	51	9,628,450	2,667,696	110
Norwood Memorial	OWD	27,394,654	5,781,644	206	51,791,587	13,973,218	459
Orange Municipal	ORE	2,727,673	688,917	41	5,222,015	1,477,529	58
Oxford	OXF	988,335	179,820	9	1,908,222	471,986	20
Pittsfield Municipal	PSF	3,278,500	1,194,242	43	6,355,922	1,591,037	89
Plum Island (Newburyport)	2B2	1,566,967	296,002	11	2,997,011	762,364	24
Plymouth Municipal	PYM	16,490,938	2,990,246	135	32,428,607	11,797,334	375
Shirley		915,645	157,998	8	1,764,353	427,971	15
Southbridge Municipal	3B0	335,288	94,106	6	654,359	195,329	9
Spencer	MA10	171,260	91,786	4	322,870	86,600	8
Sterling	3B3	213,208	98,011	5	413,061	129,227	9
Tanner-Hiller (Barre)	8B5	491,019	110,193	8	936,785	260,074	12
Taunton Municipal	TAN	10,847,013	2,298,287	68	21,181,078	8,049,502	233
Turners Falls (Montague)	0B5	283,432	80,777	6	547,121	159,156	10
Westover Metropolitan (Chicopee)	CEF	<u>4,194,132</u>	<u>1,001,211</u>	<u>47</u>	<u>7,933,028</u>	<u>2,209,605</u>	<u>72</u>
		156,349,057	33,040,455	1,293	299,487,235	88,975,534	2,991
Grand Total		424,052,189	103,625,072	5,169	828,279,972	244,655,714	9,318

\*Source: Database Products, O&D Plus



**THE MASSACHUSETTS  
ECONOMIC IMPACT  
STUDY**

***APPENDIX 3***

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**TABLE 1  
AVIATION-RELATED FUEL TAX REVENUE  
NEW ENGLAND AND NEW YORK (a)  
1985-1998**

State	JET FUEL			AVGAS			TOTAL FUEL TAX REVENUE
	Tax Per Gallon	Total Gallons	Total Revenue	Tax Per Gallon	Total Gallons	Total Revenue	
CONNECTICUT (b)	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
MAINE (c)							
1985	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$261,561
1986	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$274,810
1987	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$268,242
1988	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$272,084
1989	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$669,281
1990	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$982,074
1991	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$898,659
1992	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$787,870
1993	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$743,174
1994	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$1,135,682
1995	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$577,138
1996	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$802,505
1997	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$709,073
1998	\$0.034	N/A	N/A	\$0.19	N/A	N/A	\$779,236
MASSACHUSETTS							
1985	N.A.	N.A.	N.A.	\$0.10	6,531,853	\$522,549.00	\$522,549
1986	N.A.	N.A.	N.A.	\$0.10	5,633,759	\$450,701.00	\$450,701
1987	N.A.	N.A.	N.A.	\$0.10	5,907,294	\$472,583.00	\$472,583
1988	N.A.	N.A.	N.A.	\$0.10	5,577,032	\$446,162.00	\$446,162
1989 (d)	\$0.05	126,847,360	\$6,342,368.00	\$0.10	5,567,380	\$445,389.00	\$6,787,757
1990	\$0.05	270,220,940	\$13,511,047.00	\$0.10	4,959,730	\$396,780.00	\$13,907,827
1991	\$0.05	256,375,040	\$12,818,752.00	\$0.10	3,900,992	\$312,078.00	\$13,130,830
1992	\$0.05	226,519,420	\$11,325,971.00	\$0.10	3,833,268	\$306,660.00	\$11,632,631
1993	\$0.05	247,992,040	\$12,399,602.00	\$0.10	3,821,381	\$305,709.00	\$12,705,311
1994	\$0.05	245,217,720	\$12,260,886.00	\$0.10	3,916,079	\$313,286.00	\$12,574,172
1995	\$0.05	221,878,892	\$11,093,944.60	\$0.10	4,130,476	\$330,439.00	\$11,424,384
1996	\$0.05	249,221,032	\$12,461,051.60	\$0.10	3,803,893	\$304,312.00	\$12,765,364
1997 (e)	\$0.05	279,285,390	\$13,964,269.50	\$0.10	1,632,998	\$130,640.00	\$14,094,910
1998 (f)	\$0.05	88,291,040	\$4,414,552.00	\$0.10	N/A	N/A	\$4,414,552
NEW YORK (g)							
1985	N/A	N/A	N/A	N/A	N/A	N/A	N/A
1986	N/A	N/A	N/A	N/A	N/A	N/A	N/A
1987	N/A	N/A	N/A	N/A	N/A	N/A	N/A
1988	N/A	N/A	N/A	N/A	N/A	N/A	N/A
1989	N/A	N/A	N/A	N/A	N/A	N/A	N/A
1990	\$0.0190	N/A	N/A	\$0.0633	N/A	N/A	N/A
1991	\$0.019-0.1277	13,866,312	\$1,770,728	\$0.0633-0.1277	(350,666)	\$44,780	\$1,815,508
1992	\$0.1484	164,512,588	\$24,413,668	\$0.1484	6,791,189	\$1,007,812	\$25,421,481
1993	\$0.1484	155,172,771	\$23,027,639	\$0.1484	5,477,304	\$812,832	\$23,840,471
1994	\$0.1451-0.1484	155,787,960	\$22,809,931	\$0.1451-0.1484	5,989,573	\$876,285	\$23,686,216
1995	\$0.0059-0.1451	149,561,187	\$17,086,346	\$0.1387-0.1451	7,006,835	\$985,562	\$18,071,908
1996	\$0.0554-0.0581	154,556,058	\$8,736,835	\$0.1374-0.1441	5,122,681	\$717,560	\$9,454,395
1997	\$0.056-0.0574	150,659,746	\$8,523,657	\$0.14-0.1435	4,025,098	\$564,894	\$9,088,551
1998	\$0.0580	34,473,190	\$1,999,445	\$0.1460	1,328,720	\$193,993	\$2,193,438
RHODE ISLAND (b)	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
VERMONT (h)	5%	N/A	N/A	\$0.19	N/A	N/A	N/A

**FOOTNOTES:**

- (a) All the New England states except New Hampshire which is included in Table 1A.  
 (b) There is no aviation-related fuel taxes in Connecticut or Rhode Island.  
 (c) The ME Dept of Revenue Services only provided the total revenue collected on the aviation-related fuel taxes. The state does not track the taxed gallonage of jet fuel sold separately from the taxed gallonage of aviation gasoline sold.  
 (d) Jet fuel data is for July through December 1989. No jet fuel tax was assessed prior to July 1989.  
 (e) Avgas data is for January through June 1997. No avgas data was available for July through December 1997.  
 (f) Jet fuel data is for January through May 1998. No avgas data was available for 1998.  
 (g) The New York Petroleum Business Tax Rates changed every 3, 6 and 12 months between 9/1/90 and 1/1/98.  
 (h) Revenue for 5% jet fuel tax revenue is not available because all sales tax revenue is comingled in the state's General Fund.  
 N.A. equals "Not Applicable."  
 N/A means "Not Available."

**TABLE 1A**  
**AVIATION-RELATED FUEL TAX REVENUE**  
**NEW HAMPSHIRE**  
**1990-1998**

State	JET FUEL						AVGAS			TOTAL FUEL TAX REVENUE
	TAX PER GALLON		TOTAL GALLONS		TOTAL REVENUE		Tax Per Gallon	Total Gallons	Total Revenue	
	Commercial	Others	Commercial	Others	Commercial	Others				
NEW HAMPSHIRE (a)										
1990	\$0.005	\$0.02	1,065,200	473,227	\$5,326.00	\$9,464.54	\$0.04	1,253,348	\$50,133.91	\$64,924
1991	\$0.005	\$0.02	7,669,338	3,206,622	\$38,346.69	\$64,132.43	\$0.04	1,313,650	\$52,546.00	\$155,025
1992	\$0.005	\$0.02	6,965,838	3,582,987	\$34,829.19	\$71,659.74	\$0.04	1,283,884	\$51,355.35	\$157,844
1993	\$0.005	\$0.02	6,428,950	4,159,311	\$32,144.75	\$83,186.22	\$0.04	1,166,954	\$46,678.16	\$162,009
1994	\$0.005	\$0.02	5,827,226	5,728,587	\$29,136.13	\$114,571.74	\$0.04	1,090,524	\$43,620.96	\$187,329
1995	\$0.005	\$0.02	8,867,890	4,770,901	\$44,339.45	\$95,418.01	\$0.04	1,048,060	\$41,922.40	\$181,680
1996	\$0.005	\$0.02	10,101,200	4,126,629	\$50,506.00	\$82,532.57	\$0.04	1,004,451	\$40,178.04	\$173,217
1997	\$0.005	\$0.02	9,508,358	4,492,187	\$47,541.79	\$89,843.73	\$0.04	975,210	\$39,008.40	\$176,394
1998	\$0.005	\$0.02	11,862,136	4,396,855	\$59,310.68	\$87,937.10	\$0.04	1,055,435	\$42,217.38	\$189,465

**FOOTNOTES:**

(a) The New Hampshire fuel taxes were implemented in 1990 so no data was available prior to 1990.

**TABLE 2**  
**TAX REVENUE FROM AIRCRAFT PURCHASES**  
**IN MASSACHUSETTS**  
**1986-1998**

<b>CALENDAR YEAR</b>	<b>AIRCRAFT SALES TAX</b>
1986	\$165,752
1987	\$0
1988	\$1,846,497
1989	\$0
1990	\$723,424
1991	\$753,693
1992	\$791,072
1993	\$975,054
1994	\$1,570,497
1995	\$1,039,776
1996	\$1,571,148
1997	\$2,365,269
1998	\$0

Source: Massachusetts Aeronautics Commission  
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Revised: 12/3/98



**TABLE 3  
TOTAL BASED AIRCRAFT AND  
AIRCRAFT REGISTRATION REVENUE BY STATE  
1985-1998**

State	FAA Based Aircraft	State Based Aircraft	State Total Revenue
<b>CONNECTICUT (a)</b>			
1985	1,408	N/A	N.A.
1986	1,353	N/A	N.A.
1987	1,432	N/A	N.A.
1988	1,426	N/A	N.A.
1989	1,585	N/A	N.A.
1990	1,623	N/A	N.A.
1991	1,530	N/A	N.A.
1992 (b)	1,441	N/A	N.A.
1993 (c)	1,441	N/A	N/A
1994	1,254	1,097	\$197,345
1995 (c)	1,417	1,170	N/A
1996	1,396	1,176	\$208,830
1997	1,399	1,101	\$161,654
1998	1,402	1,150	\$173,602
<b>MAINE (d)</b>			
1985	851	N/A	N/A
1986	864	N/A	N/A
1987	874	N/A	N/A
1988	866	N/A	N/A
1989	923	N/A	N/A
1990	955	N/A	N/A
1991	919	N/A	N/A
1992	846	N/A	N/A
1993	846	N/A	\$15,437
1994	798	N/A	\$13,406
1995	794	N/A	\$14,059
1996	744	N/A	\$14,211
1997	744	N/A	\$12,263
1998	744	N/A	\$11,988
<b>MASSACHUSETTS (e)</b>			
1985	3,064	N/A	N/A
1986	3,099	N/A	N/A
1987	3,277	3,189	\$133,760
1988	3,138	3,189	\$133,760
1989	3,414	3,356	\$137,742
1990	3,417	3,356	\$137,742
1991	3,063	2,508	\$277,284
1992	2,940	2,401	\$275,952
1993	2,940	2,403	\$274,537
1994	2,934	2,347	\$282,718
1995	2,616	2,178	\$275,504
1996	2,661	2,285	\$277,516
1997	2,662	2,168	\$261,272
1998	2,663	1,939	\$232,907
<b>NEW HAMPSHIRE</b>			
1985	775	N/A	N/A
1986	826	N/A	N/A
1987	1,001	N/A	N/A
1988	979	N/A	N/A
1989	1,121	N/A	N/A
1990	1,210	N/A	N/A
1991 (f)	1,087	1,538	\$363,052
1992	1,080	1,439	\$358,440
1993	1,080	1,475	\$252,661
1994	1,044	1,406	\$217,323
1995	1,030	1,403	\$296,366
1996	1,056	1,398	\$574,126
1997 (g)	1,058	174	\$18,483
1998	1,060	1,365	\$477,065

(a) All revenue data was provided by the CT DOT.

(b) Prior to 1993, no aircraft registration fee was charged by the state; instead, personal property taxes were levied on aircraft and collected by local municipalities.

(c) Due to gaps in data provided, these data were not available.

(d) No revenue data was available prior to 1993.

(e) All revenue data was provided by MAC.

(f) Information prior to 1991 was not available due to the archiving of data.

(g) 1997 was a transition year and does not accurately reflect the total number of aircraft registrations.

**TABLE 3 (cont'd)**  
**TOTAL BASED AIRCRAFT AND**  
**AIRCRAFT REGISTRATION REVENUE BY STATE**  
**1985-1998**

<b>NEW YORK</b>				
1985	5,086	N/A	N.A.	
1986	5,183	N/A	N.A.	
1987	5,448	N/A	N.A.	
1988	5,032	N/A	N.A.	
1989	5,553	N/A	N.A.	
1990	5,720	N/A	N.A.	
1991	5,671	N/A	N.A.	
1992	5,631	N/A	N.A.	
1993	5,631	N/A	N.A.	
1994	5,610	N/A	N.A.	
1995	5,517	N/A	N.A.	
1996	5,525	N/A	N.A.	
1997	5,525	N/A	N.A.	
1998	5,525	N/A	N.A.	
<b>RHODE ISLAND (h)</b>				
1985	410	N/A	N/A	
1986	411	N/A	N/A	
1987	414	N/A	N/A	
1988	408	N/A	N/A	
1989	452	N/A	N/A	
1990	452	N/A	N/A	
1991	444	N/A	N/A	
1992 (i)	453	N/A	N/A	
1993	453	N/A	\$8,920	
1994	470	N/A	\$17,785	
1995	454	N/A	\$16,670	
1996	419	N/A	\$18,100	
1997	270	270	\$19,088	
1998	421	N/A	\$20,720	
<b>VERMONT</b>				
1985	282	N/A	N.A.	
1986	309	N/A	N.A.	
1987	365	N/A	N.A.	
1988	364	N/A	N.A.	
1989	439	N/A	N.A.	
1990	440	N/A	N.A.	
1991	454	N/A	N.A.	
1992	445	N/A	N.A.	
1993	445	N/A	N.A.	
1994	452	N/A	N.A.	
1995	450	N/A	N.A.	
1996	489	N/A	N.A.	
1997	489	N/A	N.A.	
1998	489	N/A	N.A.	

(h) All revenue data was provided by RIAC.  
(i) No revenue data is available prior to 1993 when the fees were collected by RIDOT and deposited into the state's General Fund.

**FOOTNOTES:**

(j) All 1997 and 1998 FAA based aircraft data are forecasts and not actual numbers.

N/A means "Not Available."

N.A. means "Not Applicable."

**TABLE 4**  
**COMPARISON OF AVIATION-RELATED**  
**FUEL TAXES BY STATE**

<b>State</b>	<b>Jet Fuel Tax Rate</b>	<b>Avgas Tax Rate</b>
<b>Connecticut</b>	none	none
<b>Rhode Island</b>	none	none
<b>New Hampshire (a)</b>	\$0.005-0.02	\$0.04
<b>Maine (b)</b>	\$0.034	\$0.19
<b>Massachusetts (c)</b>	\$0.05	\$0.10
<b>New York (d)</b>	\$0.058	\$0.146
<b>Vermont</b>	5%	\$0.19

**FOOTNOTES:**

- (a) The NH jet fuel tax is \$0.005/gallon for commercial operators and \$0.02/gallon for all others.
- (b) Maine has an extensive and complex program for refunds.
- (c) The Massachusetts jet fuel tax is only assessed by seven municipalities affecting jet fuel sales at four airports.
- (d) New York also has an extensive and complex program for refunds. The rates listed in this table are the current 1998 rates.

**TABLE 5**  
**COMPARISON OF AVIATION-RELATED**  
**SALES TAX RATES BY STATE**

<b>State</b>	<b>Tax Rate On Aircraft</b>	<b>Tax Rate On Leases</b>	<b>Tax Rate On Parts</b>	<b>Tax Rate On Labor</b>
<b>Connecticut</b>	6% (a)	6%	none	none
<b>Maine (b)</b>	6%	6%	6% (b)	none
<b>Massachusetts (c)</b>	5% (c)	5%	5% (d)	none
<b>New Hampshire (a)</b>	none	none	none	none
<b>New York (d)</b>	4% (e)	4%	4%	4%
<b>Rhode Island</b>	7%	7%	7%	7%
<b>Vermont</b>	5% (f)	5%	5%	none

**FOOTNOTES:**

- (a) Aircraft with maximum weights greater than 6,000 lbs are exempt.
- (b) Parts sold to a scheduled airline are exempt.
- (c) Aircraft for scheduled commuter service are exempt.
- (d) Parts for scheduled commuter service aircraft are exempt.
- (e) Commercial aircraft are exempt.
- (f) Aircraft involved in air commerce are exempt.

**TABLE 6**  
**COMPARISON OF SALES TAX BY STATE**  
**FOR NEW AND USED AIRCRAFT PURCHASES**

	Sales Tax Rate	Turboprop		Corporate Jet	
		New	Used	New	Used
<b>Aircraft Purchase Price</b>	<b>see below</b>	<b>\$3,100,000</b>	<b>\$775,000</b>	<b>\$7,800,000</b>	<b>\$2,836,364</b>
Rhode Island	7%	\$217,000	\$54,250	\$546,000	\$198,545
Connecticut	6%	\$186,000	\$46,500	\$468,000	\$170,182
Maine	6%	\$186,000	\$46,500	\$468,000	\$170,182
New York (a)	6%	\$186,000	\$46,500	\$468,000	\$170,182
Massachusetts	5%	\$155,000	\$38,750	\$390,000	\$141,818
Vermont	5%	\$155,000	\$38,750	\$390,000	\$141,818
New Hampshire	0%	\$0	\$0	\$0	\$0

**FOOTNOTES:**

(a) With the state (4%) and local (2-4.5%) sales tax components, the total sales tax ranges between 6% and 8.5%.

Sources: HTA Report, Aircraft Bluebook, GAMA, AVDATA, the CIT Group.

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Revised: 12/2/98

**TABLE 7**  
**COMPARISON OF SALES TAX AND REGISTRATION FEES FOR**  
**TWO AIRCRAFT IN MASSACHUSETTS AND NEW HAMPSHIRE**  
**FOR TEN YEAR PERIOD**

**EXAMPLE 1: CANADAIR CHALLENGER**

Model Year 1994  
 Manufacturer's List Price \$16,136,000  
 Maximum Gross Weight 43,250

**10 YEAR TOTAL FOR CANADAIR:**  
**NEW HAMPSHIRE: \$408,210**  
**MASSACHUSETTS: \$809,050**

**NEW HAMPSHIRE**

	1994	1995	1996	1997	1998	1999	2000-2003	10 Year Total
NH Registration Fee								
Mill Rate:	6	5	4	3	2	1	1	
Resident Registration Fee:	\$30	\$30	\$30	\$30	\$30	\$30	\$120	\$300
Operating Fees:								
Value	\$96,816	\$80,860	\$64,544	\$48,408	\$32,272	\$16,136	\$64,544	\$403,580
Weight	\$433	\$433	\$433	\$433	\$433	\$433	\$1,732	\$4,330
Total	\$97,279	\$81,323	\$65,007	\$48,871	\$32,735	\$16,599	\$66,396	\$408,210
NH Sales Tax	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
NH Registration and Sales Tax	\$97,279	\$81,323	\$65,007	\$48,871	\$32,735	\$16,599	\$66,396	\$408,210

**MASSACHUSETTS**

MA Registration Fee	\$225	\$225	\$225	\$225	\$225	\$225	\$900	\$2,250
MA Sales Tax (5%)	\$806,800	\$0	\$0	\$0	\$0	\$0	\$0	\$806,800
MA Registration and Sales Tax	\$807,025	\$225	\$225	\$225	\$225	\$225	\$900	\$809,050

**EXAMPLE 2: KING AIR**

Model Year 1989  
 Manufacturer's List Price \$3,180,000  
 Maximum Gross Weight 14,000

**10 YEAR TOTAL FOR KING AIR:**  
**NEW HAMPSHIRE: \$81,200**  
**MASSACHUSETTS: \$161,250**

**NEW HAMPSHIRE**

	1989	1990	1991	1992	1993	1994	1995-1998	10 Year Total
NH Registration Fee								
Mill Rate:	6	5	4	3	2	1	1	
Resident Registration Fee:	\$30	\$30	\$30	\$30	\$30	\$30	\$120	\$300
Operating Fees:								
Value	\$19,080	\$15,900	\$12,720	\$9,540	\$6,360	\$3,180	\$12,720	\$79,500
Weight	\$140	\$140	\$140	\$140	\$140	\$140	\$560	\$1,400
Total	\$19,250	\$16,070	\$12,890	\$9,710	\$6,530	\$3,350	\$13,400	\$81,200
NH Sales Tax	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
NH Registration and Sales Tax	\$19,250	\$16,070	\$12,890	\$9,710	\$6,530	\$3,350	\$13,400	\$81,200

**MASSACHUSETTS**

MA Registration Fee	\$225	\$225	\$225	\$225	\$225	\$225	\$900	\$2,250
MA Sales Tax (5%)	\$159,000	\$0	\$0	\$0	\$0	\$0	\$0	\$159,000
MA Registration and Sales Tax	\$159,225	\$225	\$225	\$225	\$225	\$225	\$900	\$161,250

Sources: HTA Report, Aircraft Bluebook, GAMA, AVDATA, the CIT Group.

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Revised: 12/2/98

**THE MASSACHUSETTS  
ECONOMIC IMPACT  
STUDY**

***APPENDIX 4***



## MASSACHUSETTS AERONAUTICS COMMISSION

# SURVEY FOR COMMERCIAL AIRPORTS

1. Please provide the following 1997 activity data for your airport.

Commercial service (including both air carrier and commuter)

Operations \_\_\_\_\_

Enplanements \_\_\_\_\_

General Aviation Operations

Local Operations \_\_\_\_\_

Itinerant Operations \_\_\_\_\_

Military Operations \_\_\_\_\_

Tons of Air Cargo Shipped \_\_\_\_\_

Based Aircraft \_\_\_\_\_

2. Please list those companies which base aircraft or rotorcraft at your airport for the purpose of conducting their businesses, please include phone numbers as well. Please use the additional sheets that are attached if you need more room.

**Company**

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**Phone No.**

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3. Please list all airport tenants, FBOs and major businesses that rely on your local airport. Please include phone numbers.

<u>Type of Firm</u>	<u>Company Name</u>	<u>Phone No.</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

4. Please identify any air taxi and charter operators at your airport.

<u>Air Taxi</u>	<u>Charter</u>
_____	_____
_____	_____
_____	_____
_____	_____

5. Approximately what percentage of your general aviation operations pertain to business/corporate aviation activity? \_\_\_\_\_%

6. How many employees did you employ in 1997?

Full-time employees \_\_\_\_\_

Part-time employees \_\_\_\_\_

7. Please report the total wages paid to all employees shown in question 6.

\$ \_\_\_\_\_ in total payroll

8. Please report how much your airport paid in taxes in 1997.

\$ \_\_\_\_\_ in state taxes                      \$ \_\_\_\_\_ in local taxes

9. Please report how much your airport paid for capital improvements in 1997.

\$ \_\_\_\_\_ for capital improvements

10. Omitting the expenditure categories above (i.e., payroll, taxes, and capital improvements), please estimate how much your airport spent for all other operating expenses in 1997

\$ \_\_\_\_\_ in other operating expenses

11. How much was spent in 1997 to operate and maintain your airport? (We do not intend for you to conduct an exhaustive audit of your financial records; we simply ask that you use your best judgement and answer the question to the best of your knowledge.)

	<b><u>From Firms Located in Massachusetts</u></b>	<b><u>From Firms Outside of Massachusetts</u></b>
Materials & Equipment	\$ _____	\$ _____
Services	\$ _____	\$ _____

12. How much revenue did the airport collect in 1997 from:

Landing fees	\$ _____
Fuel flowage fees	\$ _____
Tiedown fees	\$ _____
Aircraft parking fees	\$ _____
Hangar rentals	\$ _____
Other sources (please specify)	\$ _____

\_\_\_\_\_  
\_\_\_\_\_

13. Did the airport make a net profit or loss?

How much?    \$ \_\_\_\_\_ Profit  
                  \$ \_\_\_\_\_ Loss

14. How much bond debt does the airport have outstanding? \$ \_\_\_\_\_  
How much is secured by the airport's revenues? \$ \_\_\_\_\_  
How much is secured in general obligation bonds? \$ \_\_\_\_\_

If available, we would appreciate receiving a copy of your most recent annual report. We would also appreciate receiving a copy of any past studies you have made concerning the economic impact of your airport.

The Massachusetts Aeronautics Commission is always interested in providing the best service possible to airports throughout the Commonwealth. In this regard, we would greatly appreciate your comments or suggestions as to how we might better serve your needs.

Airports can benefit the communities they serve in many subtle ways. As an airport manager, you can help to identify the various ways your airport helps to improve the quality of life by contributing health, welfare, safety, and economic benefits.

**15.** Please check all activities that take place and situations that exist on the airport where you are located.

- |  |   |
|--|---|
| <input type="checkbox"/> Recreational flying and/or Parachuting                    | <input type="checkbox"/> Shipping of perishable goods               |
| <input type="checkbox"/> Open space / Wetland / Woodland areas                     | <input type="checkbox"/> Agricultural spraying                      |
| <input type="checkbox"/> Career training / Education                               | <input type="checkbox"/> Freight / Cargo activity                   |
| <input type="checkbox"/> Search & Rescue   | <input type="checkbox"/> Traffic / News reporting                   |
| <input type="checkbox"/> Flight training   | <input type="checkbox"/> Corporate / Business activity              |
| <input type="checkbox"/> Emergency medical   | <input type="checkbox"/> Environmental patrol                       |
| <input type="checkbox"/> Gateway for VIP / High profile visitors                   | <input type="checkbox"/> Aerial photography / Surveying             |
| <input type="checkbox"/> Staging area for community events                         | <input type="checkbox"/> Museums                                    |
| <input type="checkbox"/> Aerial inspections  | <input type="checkbox"/> Police / law enforcement                   |
| <input type="checkbox"/> Aerial advertising / Banner towing                        | <input type="checkbox"/> Location for community facilities          |
| <input type="checkbox"/> Promotional Activities i.e., open houses, air shows, etc. | <input type="checkbox"/> utilities                                  |
|  | <input type="checkbox"/> Airport regularly services public charters |
| <input type="checkbox"/> Other (please list)                                       |   |

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If you have any additional information which you would like to provide, please send it to:

Christina Cassotis  
Director  
SH&E  
One Main Street  
Cambridge, MA 02142

***Thank You for Your Cooperation!***



**MASSACHUSETTS AERONAUTICS COMMISSION AIR PASSENGER SURVEY**

The preparation of the Massachusetts Aeronautics Commission Economic Impact Study is financed in part through a grant from the Federal Aviation Administration.

## ADDITIONAL SHEET FOR SURVEY INFORMATION

**Please Indicate  
Which Question  
the Information**

**Refers to**

**Company**

**Phone #**

Q # \_\_\_\_\_

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## MASSACHUSETTS AERONAUTICS COMMISSION

# SURVEY FOR GENERAL AVIATION AIRPORTS

1. Please provide the following 1997 activity data for your airport:

Based Aircraft	_____
General Aviation Operations	_____
Local Aircraft	_____
Itinerant Operations	_____
Military Operations	_____
Tons of Air Cargo Shipped	_____

2. Please list those companies which base aircraft or rotorcraft at your airport for the purpose of conducting their businesses, please include phone numbers as well. Please use the additional sheets that are attached if you need more room.

<u>Company</u>	<u>Phone No.</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

3. Please list all airport tenants, FBOs and major businesses that rely on your local airport. Please include phone numbers.

<u>Type of Firm</u>	<u>Company Name</u>	<u>Phone No.</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

4. Please identify any air taxi and charter operators at your airport.

**Air Taxi**

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**Charter**

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5. Approximately what percentage of your general aviation operations pertain to business/corporate aviation activity? \_\_\_\_\_%

6. How many employees did you employ in 1997?

Full-time employees \_\_\_\_\_

Part-time employees \_\_\_\_\_

7. Please report the total wages paid to all employees shown in question 6.

\$\_\_\_\_\_ in total payroll

8. Please report how much your airport paid in taxes in 1997.

\$\_\_\_\_\_ in state taxes      \$\_\_\_\_\_ in local taxes

9. Please report how much your airport paid for capital improvements in 1997.

\$\_\_\_\_\_ for capital improvements

10. Omitting the expenditure categories above (i.e., payroll, taxes, and capital improvements), please estimate how much your airport spent for all other operating expenses in 1997.

\$\_\_\_\_\_ in other operating expenses

11. How much was spent in 1997 to operate and maintain your airport? (We do not intend for you to conduct an exhaustive audit of your financial records; we simply ask that you use your best judgement and answer the question to the best of your knowledge.)

	<b><u>From Firms Located in Massachusetts</u></b>	<b><u>From Firms Outside of Massachusetts</u></b>
Materials & Equipment	\$ _____	\$ _____
Services	\$ _____	\$ _____

12. How much revenue did the airport collect in 1997 from:

Landing fees	\$ _____
Fuel flowage fees	\$ _____
Tiedown fees	\$ _____
Aircraft parking fees	\$ _____
Hangar rentals	\$ _____
Other sources (please specify)	\$ _____

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13. Did the airport make a net profit or loss?

How much?    \$ \_\_\_\_\_ Profit  
                     \$ \_\_\_\_\_ Loss

14. How much bond debt does the airport have outstanding? \$ \_\_\_\_\_  
How much is secured by the airport's revenues? \$ \_\_\_\_\_  
How much is secured in general obligation bonds? \_\_\_\_\_

If available, we would appreciate receiving a copy of your most recent collateral materials (i.e. annual report or airport brochures). We would also appreciate receiving a copy of any past studies you have made concerning the economic impact of your airport.

The Massachusetts Aeronautics Commission is always interested in providing the best service possible to airports throughout the Commonwealth. In this regard, we would greatly appreciate your comments or suggestions as to how we might better serve your needs.

Airports can benefit the communities they serve in many subtle ways. As an airport manager, you can help to identify the various ways your airport helps to improve the quality of life by contributing health, welfare, safety, and economic benefits.

**15.** Please check all activities that take place and situations that exist on the airport where you are located.

- |  |   |
|--|---|
| <input type="checkbox"/> Recreational flying and/or Parachuting                    | <input type="checkbox"/> Shipping of perishable goods               |
| <input type="checkbox"/> Open space / Wetland / Woodland areas                     | <input type="checkbox"/> Agricultural spraying                      |
| <input type="checkbox"/> Career training / Education                               | <input type="checkbox"/> Freight / Cargo activity                   |
| <input type="checkbox"/> Search & Rescue   | <input type="checkbox"/> Traffic / News reporting                   |
| <input type="checkbox"/> Flight training   | <input type="checkbox"/> Corporate / Business activity              |
| <input type="checkbox"/> Emergency medical   | <input type="checkbox"/> Environmental patrol                       |
| <input type="checkbox"/> Gateway for VIP / High profile visitors                   | <input type="checkbox"/> Aerial photography / Surveying             |
| <input type="checkbox"/> Staging area for community events                         | <input type="checkbox"/> Museums                                    |
| <input type="checkbox"/> Aerial inspections  | <input type="checkbox"/> Police / law enforcement                   |
| <input type="checkbox"/> Aerial advertising / Banner towing                        | <input type="checkbox"/> Location for community facilities          |
| <input type="checkbox"/> Promotional Activities i.e., open houses, air shows, etc. | <input type="checkbox"/> utilities                                  |
|  | <input type="checkbox"/> Airport regularly services public charters |

☐ Other (please list)

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If you have any additional information which you would like to provide, please send it to:

Christina Cassotis  
Director  
SH&E  
One Main St.  
Cambridge, MA 02142

***Thank You for Your Cooperation!***



**MASSACHUSETTS AERONAUTICS COMMISSION AIR PASSENGER SURVEY**

The preparation of the Massachusetts Aeronautics Commission Economic Impact Study is financed in part through a grant from the Federal Aviation Administration.



## ADDITIONAL SHEET FOR SURVEY INFORMATION

**Please Indicate  
Which Question  
the Information  
Refers to**

**Company**

**Phone #**

Q # \_\_\_\_\_

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Q # \_\_\_\_\_

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## MASSACHUSETTS AERONAUTICS COMMISSION

### BUSINESS-AIRCRAFT OWNER SURVEY

In order to better serve the aviation needs of aircraft owners and passengers, the Massachusetts Aeronautics Commission, in cooperation with your local airport, is seeking information about General Aviation users for an Economic Impact Study.

The information that you provide will help shape the future of aviation services in Massachusetts and will help in determining the value of this airport to the surrounding communities.

All information that you provide on this questionnaire will remain confidential. Only summaries of this data will be reported. We hope you will take a minute to fill out the survey and drop it in the mail. We've included a postage paid envelope for your convenience.

Thank you for taking the time to respond to our survey.

Stephen R. Muench, Executive Director  
*Massachusetts Aeronautics Commission*

1. What is your firm's primary product or service? \_\_\_\_\_
2. How many people do you employ? \_\_\_\_\_
3. What are your firm's annual sales? \_\_\_\_\_
4. Is your aircraft (check as many as apply)  
☐ business-owned ☐ owned by an individual  
☐ leased ☐ chartered
5. How much do you spend annually for  
Aircraft operating expenses? \$\_\_\_\_\_ Aircraft capital costs? \$\_\_\_\_\_
6. In the future, does your firm plan to (check as many as apply)  
☐ increase the number of aircraft ☐ decrease the number of aircraft  
☐ upgrade the fleet ☐ make no changes to the fleet
7. Estimate the total number of hours per year that your aircraft is used for business purposes  
\_\_\_\_\_ Hours per year

8. Please confirm that your aircraft is based at the airport listed below.

☐ Yes

☐ No

If not, please name the airport at which your aircraft is based.

9. Please list the top five airports within Massachusetts that you utilize and please indicate approximately how often you use them per year.

**Airport Name**

**Times per Year**

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10. What would be your reaction if your base airport were no longer available? (check as many as apply)

- ☐ substitute other modes such as bus, truck, rail
- ☐ use next closest airport (please name airport)
- ☐ make fewer trips
- ☐ relocate business
- ☐ go out of business
- ☐ other (specify)

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11. Based on question 10, how much do you think your sales would change?

Remain the Same ☐

\_\_\_\_\_ % Higher ☐

\_\_\_\_\_ % lower ☐

12. What would be your reaction if your most frequently used destination airport were no longer available? (check as many as apply)

- ☐ substitute other modes such as bus, truck, rail
- ☐ use next closest airport (please name airport)
- ☐ make fewer trips
- ☐ relocate business
- ☐ go out of business
- ☐ other (specify)

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**13.** Based on question 12, how much do you think your sales would change?

Remain the Same ☐

\_\_\_\_\_ % higher ☐

\_\_\_\_\_ % lower ☐

**14.** What improvements do you think need to be made to your based airport?

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**15.** What improvements do you think need to be made to your most frequently visited destination airport?

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**16.** What improvements do you think need to be made to general aviation airports in Massachusetts?

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Again we thank you for taking the time to fill out this important survey. Your answers will help make a difference for General Aviation in Massachusetts.

***Thank You for Your Cooperation!***



**MASSACHUSETTS AERONAUTICS COMMISSION AIR PASSENGER SURVEY**

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## MASSACHUSETTS AERONAUTICS COMMISSION

### NON-BUSINESS AIRCRAFT OWNER SURVEY

In order to better serve the aviation needs of aircraft owners and passengers, the Massachusetts Aeronautics Commission, in cooperation with your local airport, is seeking information about General Aviation users for an Economic Impact Study.

The information that you provide will help shape the future of aviation services in Massachusetts and will help in determining the value of airports to their surrounding communities.

All information that you provide on this questionnaire will remain confidential. Only summaries of this data will be reported. We hope you will take a minute to fill out the survey and drop it in the mail. We've included a postage paid envelope for your convenience. Please return the survey by August 7, 1998. If you prefer, you may fax it to 617-225-0294.

Thank you for taking the time to respond to our survey.

Stephen R. Muench, Executive Director  
*Massachusetts Aeronautics Commission*

1. Please verify the following information.
  - a. Aircraft Type: \_\_\_\_\_
  - b. Registered To: \_\_\_\_\_
2. How much do you spend annually for:  
Operating expenses? \$ \_\_\_\_\_ Aircraft capital costs \$ \_\_\_\_\_  
(fuel, maintenance, service) (lease payments, equipment purchases)
3. In the future, do you plan to (check as many as apply)  
☐ buy more aircraft      ☐ sell your aircraft  
☐ upgrade your fleet      ☐ make no changes to your aircraft
4. Do you use your aircraft for business purposes? If so, please estimate the total number of hours per year that your aircraft is used for business purposes.  
☐ Yes      ☐ No \_\_\_\_\_  
hours per year

5. We have you as a registered aircraft owner, but we do not know your based airport. Please name the airport at which your aircraft is based.

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6. Please list the top five airports within Massachusetts that you utilize and please indicate approximately how often you use them per year.

**Airport Name**

**Times per Year**

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7. What would be your reaction if your base airport were no longer available? (check as many as apply)

- ☐ substitute other modes such as bus, truck, rail
- ☐ use next closest airport (please name airport)
- ☐ make fewer trips
- ☐ relocate aircraft
- ☐ sell aircraft
- ☐ other (specify)

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8. What would be your reaction if your most frequently used destination airport were no longer available? (check as many as apply)

- ☐ substitute other modes such as bus, truck, rail
- ☐ use next closest airport (please name airport)
- ☐ make fewer trips
- ☐ sell aircraft
- ☐ other (specify)

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9. What improvements do you think need to be made to your based airport?

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10. What improvements do you think need to be made to your most frequently visited destination airport?

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11. What improvements do you think need to be made to General Aviation airports in Massachusetts?

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Again we thank you for taking the time to fill out this important survey. Your answers will help make a difference for General Aviation in Massachusetts.

***Thank You for Your Cooperation!***



**MASSACHUSETTS AERONAUTICS COMMISSION AIR PASSENGER SURVEY**

The preparation of the Massachusetts Aeronautics Commission Economic Impact Study is financed in part through a grant from the Federal Aviation Administration.



## MASSACHUSETTS AERONAUTICS COMMISSION

### TRAVEL AGENCY SURVEY

In order to better serve the traveling public, the Massachusetts Aeronautics Commission, in cooperation with your local airport, is seeking information about departing passengers to be included in an Economic Impact Study.

This information which we'd like you to provide will help shape the future of aviation services in Massachusetts and will help in determining the value of this airport to the surrounding communities.

All information that you provide on this questionnaire will remain confidential. Only summaries of this data will be reported. We hope you will take a minute to fill out the survey and drop it in the mail. We've included a postage paid envelope for your convenience.

Thank you for taking the time to respond to our survey.

Stephen R. Muench, Executive Director  
*Massachusetts Aeronautics Commission*

1. Travel Agency Name: \_\_\_\_\_
2. Address: \_\_\_\_\_
3. Telephone Number: \_\_\_\_\_
4. Contact Name: \_\_\_\_\_
5. Total Sales for 1997 or for latest available period: \$ \_\_\_\_\_  
*If your exact sales figure is not available, please indicate the correct sales range.*  
☐ \$100,000 or less                      ☐ \$500,000 to \$1 million  
☐ \$100,000 to \$500,000              ☐ Over \$1 million
6. What portion of your sales is related to airline ticket sales? \_\_\_\_\_
7. What portion of your airline ticket sales is related to:  
Business \_\_\_\_\_  
Pleasure \_\_\_\_\_  
Total \_\_\_\_\_
8. How many airline tickets do you write in an average week? \_\_\_\_\_



9. Attached is a map of the state. Which airports are in your service area and what portion of your sales do they represent?

**Airport**

**Portion of Sales**

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If there is anything else that you'd like to add which you feel may be useful to the economic impact study such as recommendations for improving service or airport facilities, please feel free to comment below.

***Comments:***

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If you'd like to receive a copy of the brochure resulting from this study, please provide a mailing address below.

Name

Address

Christina Cassotis  
Director  
SH&E  
One Main Street  
Cambridge, MA 02142

Please return your completed questionnaire by Friday, August 21st, in the enclosed self addressed, stamped envelope.

***Thank You for Your Cooperation!***



**MASSACHUSETTS AERONAUTICS COMMISSION AIR PASSENGER SURVEY**

The preparation of the Massachusetts Aeronautics Commission Economic Impact Study is financed in part through a grant from the Federal Aviation Administration.



## MASSACHUSETTS AERONAUTICS COMMISSION

### AIR PASSENGER SURVEY

Dear Passenger:

In order to better serve the traveling public, the Massachusetts Aeronautics Commission is seeking information about departing passengers to be included in an Economic Impact Study.

This information which we'd like you to provide will help shape the future of aviation services in Massachusetts and will help in determining the value of airports to their surrounding communities.

All information that you provide on this questionnaire will remain confidential. Only summaries of this data will be reported. We hope you will take a minute to fill out the survey and drop it in the box provided in the gate area.

Thank you for taking the time to respond to our survey.

Stephen R. Muench, Executive Director  
*Massachusetts Aeronautics Commission*

1. Please identify the airport where you received this survey: \_\_\_\_\_  
\_\_\_\_\_

2. Are you a visitor to the area ☐ Yes ☐ No

*If you are **not a visitor** to the area, please answer questions 1 & 2 then drop your survey in the box located in the departure area.*

***Visitors to the area**, please continue and answer questions 3 through 8 then drop your survey in the box located in the departure area.*

3. Was your trip for: ☐ Business ☐ Personal ☐ Military

4. How many days did you stay in the area? \_\_\_\_\_

5. Approximately how much money did you spend on each of the following items during your total stay in Massachusetts?

*If traveling as family or group, please show expenditures made by all.*

Hotel / Motel	_____
Food & beverage	_____
Rental Car	_____
Entertainment	_____
Other	_____
Total	_____

6. If your expenditure estimate (Question 5) includes travelers other than yourself, please indicate how many persons, including yourself. \_\_\_\_\_

7. How many persons, including yourself, are traveling together for whom combined expenditures are shown in Question 5? \_\_\_\_\_

8. If you are traveling on business, please provide the name of your company and/or the name and location of the company you are visiting in Massachusetts.

Your Company: \_\_\_\_\_

Address: \_\_\_\_\_

Company You Are Visiting:

Name: \_\_\_\_\_

Address: \_\_\_\_\_

***Thank You for Your Cooperation!***



**MASSACHUSETTS AERONAUTICS COMMISSION AIR PASSENGER SURVEY**

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## MASSACHUSETTS AERONAUTICS COMMISSION

# GENERAL AVIATION VISITORS SURVEY

*Dear General Aviation Aircraft Owner/Passenger*

In order to better serve the aviation needs of aircraft owners and passengers, the Massachusetts Aeronautics Commission, in cooperation with your local airport, is seeking information about General Aviation users for an Economic Impact Study.

This information that you provide will help shape the future of aviation services in Massachusetts and will help in determining the value of this airport to the surrounding communities.

All information that you provide on this questionnaire will remain confidential. Only summaries of this data will be reported. We hope you will take a minute to fill out the survey and either drop it in the box provided in the terminal area or drop it in the mail.

Thank you for taking the time to respond to our survey.

Stephen R. Muench, Executive Director  
*Massachusetts Aeronautics Commission*

1. Please identify the airport where you received this survey: \_\_\_\_\_  
Airport \_\_\_\_\_
2. How many people, including the pilot, were traveling on your plane? \_\_\_\_\_
3. Is your trip for business or personal travel?  
☐ Business ☐ Personal

4. If your trip is business related, please check the categories of your business, as well as that of any business you are visiting in Massachusetts.

**Your  
Business**

- ☐  
☐  
☐  
☐  
  
☐  
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☐  
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**Business You  
Are Visiting**

- ☐ Agriculture, Forestry, Fishing  
☐ Mining  
☐ Construction  
☐ Transportation / Communication / Public  
Utilities  
☐ Manufacturing  
☐ Professional services  
☐ Wholesale Trade  
☐ Retail Trade  
☐ Business Services  
☐ Financial / Insurance / Real Estate  
☐ Government

Major product or service provided by your company: \_\_\_\_\_

Major product or service provided by the company you are visiting: \_\_\_\_\_

5. If you are traveling on business, please provide the name of your company and/or the name and location of the company you are visiting in Massachusetts.

***Your Company:***

\_\_\_\_\_  
Name

\_\_\_\_\_  
Address

***Company You Are Visiting:***

\_\_\_\_\_  
Name

\_\_\_\_\_  
Address

6. How many days did you or will you stay in Massachusetts during this trip? \_\_\_\_\_

7. Approximately how much money did you or will you spend during this trip on each of the following items? (please list **only** expenditures made inside Massachusetts)

*If traveling as a family or other group, please show expenditures made by all.*

Hotel / Motel	_____
Food & beverage	_____
Rental Car	_____
Entertainment	_____
FBO Services (fuel, maintenance, etc.)	_____
Other	_____
Total	_____

8. How many persons, including yourself, contributed to the expenditures shown in Question 7? \_\_\_\_\_.

9. How many times per year do you fly into this particular airport? \_\_\_\_\_

10. Do you fly into other Massachusetts airports on a regular basis? ☐ Yes ☐ No

*if Yes, please list the Massachusetts airports and your annual trips.*

<u>Airport Name</u>	<u>Annual Trips</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

11. Where is your aircraft based?

_____	_____	_____
Airport	City	State

12. Did you fly into this Massachusetts airport as an alternative to a more congested commercial service airport?

☐ Yes ☐ No

- 13.** Please provide information that describes how Massachusetts's airports benefit you or your business.

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***Thank You for Your Cooperation!***



**MASSACHUSETTS AERONAUTICS COMMISSION AIR PASSENGER SURVEY**

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## MASSACHUSETTS AERONAUTICS COMMISSION

### BUSINESS SURVEY FOR AIRPORT USERS

In order to better serve the traveling public, the Massachusetts Aeronautics Commission, in cooperation with your local airport, is seeking information about businesses that use airports in order to conduct or support their business to be included in an Economic Impact Study.

This information which we'd like you to provide will help shape the future of aviation services in Massachusetts and will help in determining the value of this airport to the surrounding communities.

All information that you provide on this questionnaire will remain confidential. Only summaries of this data will be reported. We hope you will take a minute to fill out the survey and drop it in the mail. We've included a postage paid envelope for your convenience.

Thank you for taking the time to respond to our survey.

Stephen R. Muench, Executive Director  
*Massachusetts Aeronautics Commission*

1. Company Name: \_\_\_\_\_
2. Address: \_\_\_\_\_
3. Telephone Number: \_\_\_\_\_
4. Contract Name: \_\_\_\_\_
5. What is your firm's primary product or service? \_\_\_\_\_
6. How many employees were employed by your business in 1997?  
Full-time employees \_\_\_\_\_  
Part-time employees \_\_\_\_\_
7. Total Sales for 1997 or for latest available period  
\$ \_\_\_\_\_  
*If your exact sales figure is not available, please indicate the correct sales range*  
☐ \$100,000 or less                      ☐ 500,000 to \$1 million  
☐ \$100,000 to \$500,000                ☐ Over \$1 million



8. How do you use the airport? (i.e., to ship products produced by your company)

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9. How often do you use the airport? \_\_\_\_\_ times per (check one)

☐ day

☐ month

☐ week

☐ year

10. If possible, please estimate the percentage of your business activity which depends on the availability of air transportation \_\_\_\_\_%

11. What would be your reaction if your airport were no longer available? (check as many as apply)

☐ substitute other modes such as bus, truck, rail

☐ use next closest airport (please name airport)

☐ make fewer trips

☐ relocate business

☐ go out of business

☐ other (specify)

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12. Based on question 10, how much do you think your sales would change?

Remain the Same ☐

\_\_\_\_\_ % Higher ☐

\_\_\_\_\_ % lower ☐

13. What improvements do you think need to be made to your Airport? \_\_\_\_\_

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If there is anything else that you'd like to add which you feel may be useful to the economic impact study such as recommendations for improving service or airport facilities, please feel free to comment below.

**Comments:**

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If you'd like to receive a copy of the brochure resulting from this study, please provide a mailing address below.

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Name

---

Address

Christina Cassotis  
Director  
SH&E  
One Main Street  
Cambridge, MA 02142

Please return your completed questionnaire as soon as possible, in the enclosed self addressed, stamped envelope.

***Thank You for Your Cooperation!***



**MASSACHUSETTS AERONAUTICS COMMISSION AIR PASSENGER SURVEY**

The preparation of the Massachusetts Aeronautics Commission Economic Impact Study is financed in part through a grant from the Federal Aviation Administration.



## MASSACHUSETTS AERONAUTICS COMMISSION

### AIRPORT TENANTS

In order to better serve the aviation needs of aircraft owners and passengers, the Massachusetts Aeronautics Commission, in cooperation with this airport, is seeking information about General Aviation users for an Economic Impact Study.

This information which we'd like you to provide will help shape the future of aviation services in Massachusetts and will help in determining the value of this airport to the surrounding communities.

All information that you provide on this questionnaire will remain confidential. Only summaries of this data will be reported. We hope you will take a minute to fill out the survey and either drop it in the box provided in the terminal area or drop it in the mail.

Thank you for taking the time to respond to our survey.

Stephen R. Muench, Executive Director  
*Massachusetts Aeronautics Commission*

#### I. AIRPORT INFORMATION

*Please verify the following information and fill in the contact:*

Airport where your business is located: \_\_\_\_\_

Business Name: \_\_\_\_\_

Contact: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

#### II. AVIATION ACTIVITY

*Please identify each of the following activities that applies to your business at the airport.*

- ☐ Certified Passenger Airline
- ☐ Certified Cargo Airline
- ☐ Baggage and/or Ground Handling
- ☐ Airport Security
- ☐ Air Taxi
- ☐ Aircraft Charter

## II. (continued)

- ☐ Aircraft Leasing and/or Rental
- ☐ Aircraft Sales
- ☐ Airframe Maintenance Type(s): \_\_\_\_\_)
- ☐ Aircraft Engine Maintenance Type(s): \_\_\_\_\_)
- ☐ Aircraft Part Sales
- ☐ Aircraft Hangars and/or Tiedowns
- ☐ Sales of Aviation Gasoline
- ☐ Self-Fueling of Aviation Gasoline
- ☐ Sales of Aviation Jet Fuel
- ☐ Self-Fueling of Aviation Jet Fuel
- ☐ Aerial Sight Seeing and/or Tours
- ☐ Aerial Advertising, Banner Towing, Etc.
- ☐ Agricultural Spraying
- ☐ Flight Instruction (**Part 61?** ☐ Yes ☐ No **Part 141** ☐ Yes ☐ No)
- ☐ Corporate Flight Operations
- ☐ Non-business Flight Operations
- ☐ Rental Cars
- ☐ Concessions (Please Identify \_\_\_\_\_)
- ☐ Government Agency
- ☐ Airport Management
- ☐ Non-Aviation Related Business (Please Specify \_\_\_\_\_)
- ☐ Aircraft Insurance, Financing or Consulting Services
- ☐ Airport Insurance, Financing or Consulting Services

## III. EMPLOYMENT

*How many employees were employed by your business at the airport in 1997?*

Full-time employees \_\_\_\_\_ Part-time employees \_\_\_\_\_

## IV. EXPENDITURES

1. Please report the total wages paid to all employees shown in question III.  
\$ \_\_\_\_\_ in total payroll
2. Please report how much your company paid in taxes in 1997.  
\$ \_\_\_\_\_ in state taxes \$ \_\_\_\_\_ in local taxes
3. Omitting the expenditure categories above (i.e., payroll, taxes, and capital improvements), please estimate how much your business spent for all other operating expenses in 1997.  
\$ \_\_\_\_\_ in other operating expenses

## V. GROSS SALES (if applicable)

*Please estimate your business' total gross sales at the airport where you were located in 1997*

\$ \_\_\_\_\_ in total gross sales

## VI. OTHER DATA

Airports can benefit the communities they serve in many subtle ways. As a tenant on the airport, you can help to identify the various ways your airport helps to improve the quality of life by contributing health, welfare, safety, and economic benefits.

*Please check all activities that take place and situations that exist on the airport where you are located.*

- |  |  |
|--|--|
| <input type="checkbox"/> Recreational flying and/or parachuting  | <input type="checkbox"/> Shipping of perishable goods                  |
| <input type="checkbox"/> Open space / wetland / woodland areas   | <input type="checkbox"/> Agricultural spraying                         |
| <input type="checkbox"/> Career training / education             | <input type="checkbox"/> Freight / cargo activity                      |
| <input type="checkbox"/> Search & Rescue                         | <input type="checkbox"/> Traffic / News reporting                      |
| <input type="checkbox"/> Flight training                         | <input type="checkbox"/> Corporate / business activity                 |
| <input type="checkbox"/> Emergency Medical                       | <input type="checkbox"/> Environmental patrol                          |
| <input type="checkbox"/> Gateway for VIP / high profile visitors | <input type="checkbox"/> Aerial photography / surveying                |
| <input type="checkbox"/> Staging area for community events       | <input type="checkbox"/> Museums                                       |
| <input type="checkbox"/> Aerial inspections                      | <input type="checkbox"/> Police / law enforcement                      |
| <input type="checkbox"/> Aerial advertising/Banner towing        | <input type="checkbox"/> Location for community facilities / utilities |
|  | <input type="checkbox"/> Other (please list)                           |
- 
- 

If you have any additional information which you would like to provide, please send it to:

Christina Cassotis  
Director  
SH&E  
One Main St.  
Cambridge, MA 02142

Please return your completed questionnaire as soon as possible, in the enclosed self addressed, stamped envelope.

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**THE MASSACHUSETTS  
ECONOMIC IMPACT  
STUDY**

***APPENDIX 5***

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An aerial photograph of Boston Logan International Airport, showing the runways, taxiways, and surrounding urban area. The airport is situated on a peninsula with water on three sides.

# ***Boston Logan International Airport***

## **Summary Results of Economic Impact Analysis**

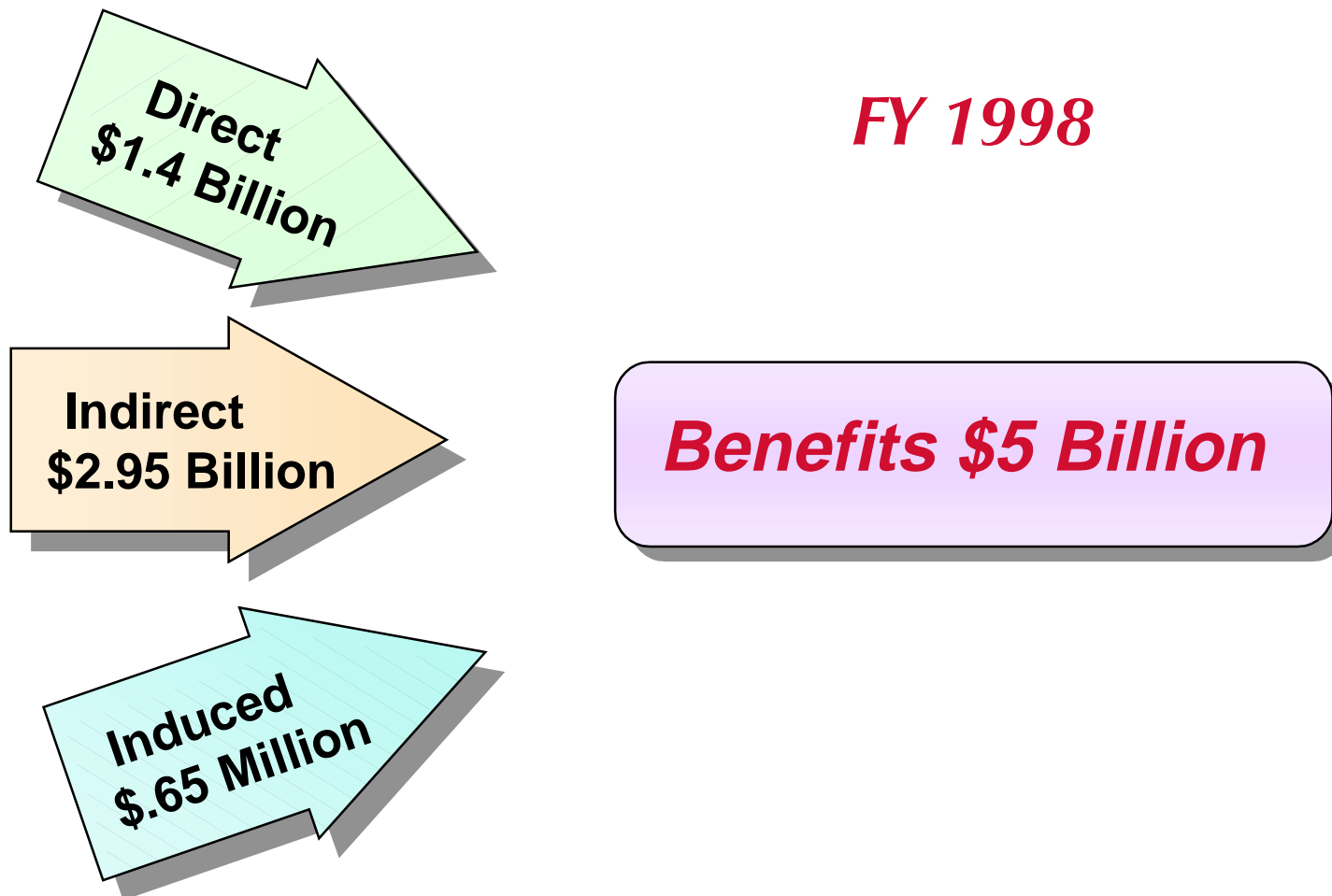


**December 21, 1998**



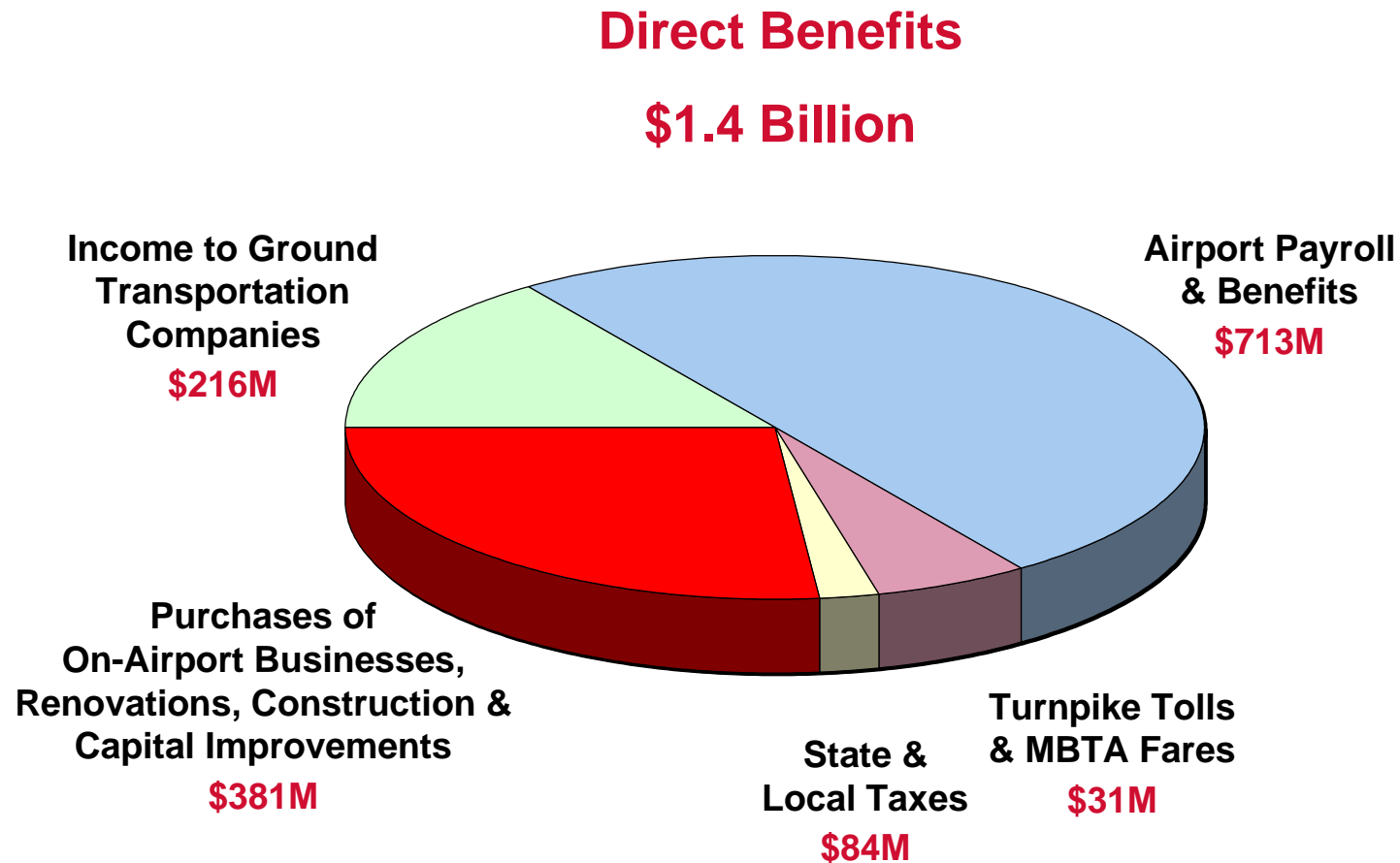
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# Quantitative Analysis



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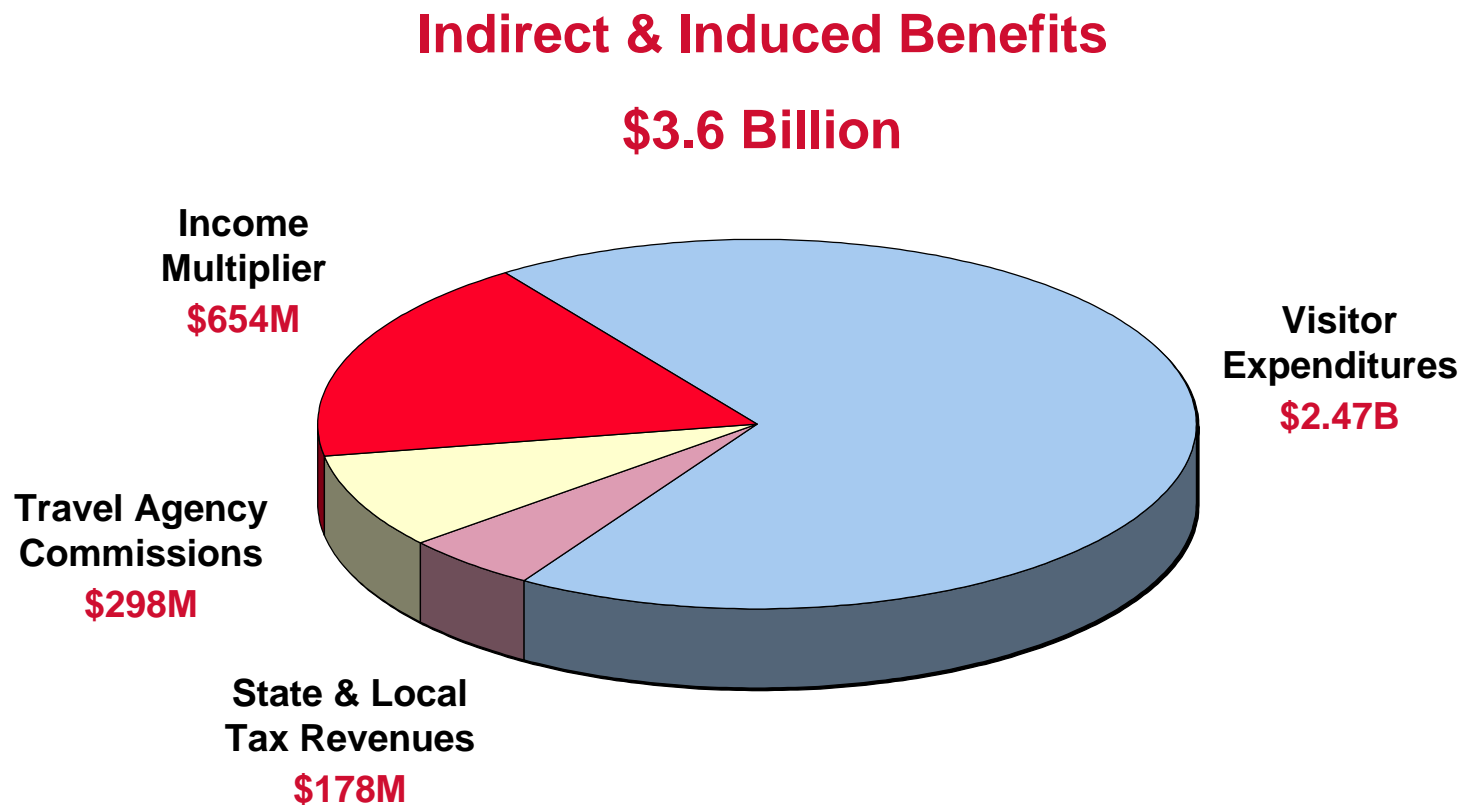
## In Fiscal Year 1998, Logan's 15,000\* Airport Employees and 100-Plus Tenants Along with Massport, Contributed \$1.4 Billion in Direct Benefits



\*Note: 95% are private sector, non-public sector employees:

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## Beyond the Airport Borders, Many Businesses Rely on Air Travel. The Indirect and Induced Benefits of Logan's Activity Totalled 3.6 Billion for FY 1998



**Massachusetts Port Authority**  
**1998 State of Hanscom Report**  
**ECONOMIC BENEFITS<sup>1</sup> OF HANSCOM ACTIVITY**

Hanscom Field operates as a general aviation airfield, serving the diverse flying needs of high technology corporations, research and development firms, educational institutions, and individual pilots. Access to general aviation facilities has been found to be a major consideration in the location decisions of businesses that rely on these services.

Last year, Massport invested over \$1 million in airfield, terminal and other facility improvements at Hanscom Field. Cumulatively, more than \$32 million has been spent on completed capital projects at Hanscom since 1959.

It is estimated that FY98 activity at Hanscom Field generated economic benefits of more than \$70 million when all the direct, indirect, and induced economic benefits of the airport's activities are considered.

**DIRECT ECONOMIC BENEFITS TOTAL:** **\$35,830,000**

Almost \$36 million in direct economic benefits resulted from Hanscom Field activity. These included payroll and benefits, state and local tax revenue, airport expenditures, and income to private companies.

**Airport Employee Payroll and Benefits** **\$15,410,000**

More than 300 people work at Hanscom Field with only 19 of those employees working for Massport to operate and maintain the airport. The payroll and benefits of all these employees totaled over \$15million, after Massachusetts' personal income taxes.

**State and Local Tax Revenue from Direct Hanscom Activity** **\$918,000**

Activity at Hanscom Field directly contributed \$918,000 in taxes and fees to state and local governments. The Commonwealth received \$729,000 in personal income taxes from airport employees and \$32,000 in aircraft registration fees. The Town of Lincoln received \$7,600 in property taxes, and the Towns of Bedford, Concord, Lexington, and Lincoln shared nearly \$150,000 in jet fuel tax revenues.

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<sup>1</sup>Massport uses generally accepted formulas for calculating the economic benefits for its facilities.

**Business and Agency Expenditures** **\$3,297,000**

Businesses and government agencies at Hanscom spent almost \$3.3 million for various goods and services. Among the goods and services purchased were supplies, utilities, capital construction, and equipment.

**Income to Private Companies** **\$16,205,000**

Private businesses located at Hanscom provide services ranging from aircraft repair and flight training to ancillary services such as car and limousine rentals for Hanscom's users. It is estimated that these companies generated more than \$16.2 million from their businesses.

**INDIRECT AND INDUCED ECONOMIC BENEFITS TOTAL** **\$34,661,000**

Indirect and induced economic benefits associated with visitor activity at Hanscom Field, as outlined below, is estimated to be over \$34.6 million.

**Visitor Expenditures** **\$24,795,000**

It is estimated that approximately 100,000 visitors flew into Hanscom. Over 60,000 of those passengers are estimated to have been non-residents who stayed for more than a few hours in the area. Local expenditures by these visitors reached nearly \$25 million, after taxes, based on an estimated average spending of \$326.78<sup>2</sup> per trip for local transportation, food, lodging, entertainment, and other purchases.

**State and Local Tax Revenue from Indirect Hanscom Activity** **\$806,000**

Visitors using Hanscom Field contributed an estimated \$806,000 in tax revenue to state and local governments. The Commonwealth received an estimated \$300,000 in food and entertainment tax revenues. The Commonwealth and local towns received over \$506,000 in hotel room taxes.

**Income Multiplier** **\$9,060,000**

In addition to direct and indirect economic benefits of Hanscom, an estimated \$9 million in income was created through the "multiplier" effect. As people employed in businesses related to Hanscom spent their incomes locally on goods and services, they created income for local businesses and their employees, who, in turn, spent their incomes locally.

**ESTIMATED ANNUAL ECONOMIC IMPACT** **\$70,500,000**

It is estimated that Hanscom Field activity generated over \$70 million from direct and indirect sources.

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<sup>2</sup>SOURCE: Massachusetts Office of Travel & Tourism, 1997 estimate adjusted for 1998 using CPI factor.