



Airport History, Economic Impact, Revenue, Capital Improvement Plan, and Leasing Policy – Airport Advisory Board Recommendations

March 19, 2026

List of Topics Shared with the Aviation Advisory Board

Vision & Mission

History

Economic Development

Budget

Challenges

*Leasing Policy

*Transaction Fee

*Recommendations and Feedback

FXE Proposed Leasing Policy

Goals

- Maximize Airport revenues
- Ensure compliance with Deed obligations
- Ensure policies are satisfied
- Implement protection from detrimental uses
- Ensure equitable treatment of current and future lease holders
- Mitigate overall exposure to risk
- Draft Leasing Policy presented to FXE tenants for comment in February 2023

FXE Existing Lease Assignment Transaction Fee

Purpose

- South Florida's economic acceleration within its aviation real estate industry
- Loss of reversion revenue
- Transaction fee of four percent (4%) first included in two (2) leases in 2023 – Parcel 2A and 8H
- Transaction fee is applied to:
 - Proceeds from sales of a leasehold
 - Four percent (4%) of the Net Refinancing Proceeds

Transaction Fee Examples

Airport	Transfer Fee	Basis
Tallahassee International Airport	2%	Sale price of fair market value
Boca Raton Airport Authority	No specific fee	Lease rate will adjust to current market rental rate
Brooksville Airport–Tampa Bay	\$300	Under consideration for update
Fernandina Beach Municipal Airport	No specific fee	Assignment approved by City Commission. Financial terms updated/amended at transfer as required
Miami-Dade Department of Aviation	No specific fee – handled on a case-by-case basis	Permit (Opportunity) Fee Agreement based on activity category; 3% or 7% of gross revenue monthly
Northeast Florida Regional Airport	\$500 plus attorney fees	Leasing Policy

Transaction Fee Examples

Tallahassee International Airport Leasing Policy: February 20, 2020

Assignment & Transfer: “The Airport may require a lease assignment or transfer fee of two percent (2%) of the gross selling or transfer price or two percent (2%) of the appraised fair market value, whichever is greater, to be paid to the City in conjunction with any lease transfer or assignment.”

Transaction Fee Examples

Miami-Dade Aviation Department - Opa Locka Airport Amended & Restated Development Lease: June 2, 2021

- (i) Delete the Transfer Fee for Parcels G and E in the Bridge Lease: With the assignment of Parcels G and E to Bridge Point, AA Acquisitions will pay to the County a transfer or assignment fee in the amount of \$500,000. Thereafter, there will be no obligation on the part of AA Acquisitions or Bridge Point to pay any other assignment fee or any other fee in connection with any future sale, transfer or assignment of all or any portion of Parcels G and E in the Bridge Lease after the effective date of the Fifth Amendment.
- (ii) Add an Opportunity Fee for Parcels G and E in the Bridge Lease: With the assignment of Parcels G and E to Bridge Point, Bridge Point shall commence paying to the County an annual opportunity fee equal to two percent of the annual gross rents collected from Bridge Point in connection with Parcels G and E in addition to any land rent or other charges provided for in the Bridge Lease.

Transaction Fee Examples

Miami-Dade Department of Aviation Opportunity Fee

There is a monthly opportunity fee of 7% of all gross revenues arising from the permittee's activities on the airport. The 7% fee also applies to activities outside the airport if airport access is essential to the permittee's business activity.

A monthly opportunity fee of 3% of all gross revenues is established for all aircraft maintenance service providers and a monthly opportunity fee of 30% of all gross revenues is established for all vending machine operators.

Recommendations and Feedback

Continue with Leasing Policy development

Feedback - Evaluation of additional revenue sources

- Landing fees
- Charter per-seat fees
- Car rental fees
- Concession fees
- Opportunity/Privilege fees
- Percentage of gross revenues
- Impact fees
- Special assessment for capital projects

Feedback - Transaction Fee:

- No fee
- 4% or recommended alternate
- Transaction Fee with a maximum (capped at \$1M for example)
- Negotiate fee at time of transaction
- Reset lease with new terms at the time of transaction

Aviation Advisory Board Recommendations

- **Motion 1** – Create a formal stakeholder group to study the leasing policy and make recommendations to the Airport Advisory Board that can be recommended to the City Commission – **Passed 9-0 with 1 abstention.**
- **Motion 2** – Communicate to the City Commission that a transaction fee should not be part of the lease policy – **Passed unanimously 10-0.**
 - If the City Commission agrees with this recommendation, leases previously approved will need to have the transaction fee term removed to maintain FAA grant assurance requirements.

THANK YOU



FXE FORT LAUDERDALE
EXECUTIVE AIRPORT

 CITY OF FORT LAUDERDALE

