



# Business Survey

The Oregon Department of Aviation (ODA) has contracted with Mead & Hunt, Inc. to conduct a study to determine the economic impact of your local airport as well as evaluating state wide aviation services. As either an airport tenant, airport reliant business, or member of the aerospace industry, your business is a valuable contributor to the aviation economy of the state. Your participation in this study is a valuable part of the overall data collection effort and will greatly contribute to a report that will be ultimately produced. Please complete the following survey questions and return the form in the enclosed envelope or complete the survey online at [www.meadhunt.com/oda](http://www.meadhunt.com/oda).

**All of the information provided will remain confidential. Only summaries of this data will be reported.**

**Please answer the following questions:**

### Contact Information

Business name \_\_\_\_\_

Name of contact person \_\_\_\_\_

Address of business \_\_\_\_\_

City, state & zip code \_\_\_\_\_

Phone number (including area code) \_\_\_\_\_

E-Mail Address \_\_\_\_\_

Airport at which you are located \_\_\_\_\_

County your business is located \_\_\_\_\_

Is your business located on airport property?  Yes  No

How is your business related to the aviation/aerospace industry?

(Please be specific and note service provided, parts manufactured, etc.)

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

### Function at the Airport

Please check **all** of the following activities that apply to your business at the airport:

#### **Airport management**

General management

Airport security

Government agency

#### **Aircraft Related**

Certificated passenger airline

Certificated cargo airline

Air taxi

Aircraft charter

Aircraft leasing and/or rental

Aircraft sales

Aircraft part sales

Aircraft hangars and/or tie downs

**Aviation Services and Support**

- Baggage and/or ground handling
- Sales of aviation fuel
- Aerial sight-seeing and/or tours
- Agricultural spraying
- Corporate flight operations
- Airframe maintenance type(s): \_\_\_\_\_
- Aircraft engine maintenance type(s): \_\_\_\_\_
- Self-fueling of aviation fuel
- Aerial advertising, banner
- Flight instruction
- Non-business flight operations

**Ground Transportation**

- Rental cars
- Buses, shuttles, limos, other ground transportation

**Terminal Businesses**

- Retail Business (books, magazines, electronics, clothing, souvenirs)
- Pre-packaged Take Away Food
- Restaurant and Fast Food
- Alcoholic and/or non-alcoholic Drinks
- Services (examples are medical, banking, information, shoe shining, etc...)
- (please specify): \_\_\_\_\_

**Non-aviation related business** (please specify): \_\_\_\_\_

**Existing Use of the Airport**

Are there other businesses, within the community, that use the airport for some aspect of their business (personnel travel, cargo, client transport, etc) that should be contacted?

- Yes
- No

If Yes, please list business contact information: \_\_\_\_\_

**Use of Aviation for your Business**

Do you use aviation as a mode of transportation of any goods or staff related to your business? *(Even if you answer no to this question, please continue with the survey.)*

- No – Our company does not use aviation for any purpose.
- Yes – Our company uses aviation to transport the following: *(Please check all that apply)*

- Cargo (coming into the area)
- Cargo (going out of the area)
- Staff (coming into the area)
- Staff (going out of the area)
- Clients/customers
- Other (specify) \_\_\_\_\_

What was your travel budget for staff members in 2005? \$ \_\_\_\_\_

What was your budget for transportation of cargo in 2005? \$ \_\_\_\_\_

How many of your employees traveled for business purposes in 2005? \_\_\_\_\_

What is the typical length of stay when your employees travel?

- 1 day
- 2-3 days
- 4-5 days
- more than a week

Which airport(s) do your employees use for travel when leaving Oregon?

(list % of use for each airport)

- \_\_\_\_\_% (specify) \_\_\_\_\_
- \_\_\_\_\_% (specify) \_\_\_\_\_
- \_\_\_\_\_% (specify) \_\_\_\_\_

What airport(s) do you use for transportation of cargo? (list% of use for each airport)

- \_\_\_\_\_% (specify) \_\_\_\_\_
- \_\_\_\_\_% (specify) \_\_\_\_\_
- \_\_\_\_\_% (specify) \_\_\_\_\_

What percentage of your business is dependent upon the existence of the airport for either staff travel or cargo shipments? \_\_\_\_\_%

How does your firm obtain air service? (Please check all that apply.)

- Commercial service provider
- Chartered aircraft
- Business-owned aircraft
- Owned by an individual
- Leased aircraft

If your business owns an aircraft, how much do you spend annually for:

Aircraft operating expenses? \$ \_\_\_\_\_ Aircraft capital costs? \$ \_\_\_\_\_

### **Impacts of Reduced Aviation Options**

What would your reaction be if the airport was no longer available, or, if commercial passenger service was decreased? (Please check all that apply.)

- Make fewer trips
- Relocate business
- Lay off employees
- Go out of business
- Substitute with other transportation modes such as bus, truck, rail
- Use next closest airport (please list name) \_\_\_\_\_
- Other (specify) \_\_\_\_\_

How would your sales change if the airport was no longer available?

- Remain the same
- \_\_\_\_\_ % increase
- \_\_\_\_\_ % decrease

### **Expenditures & Sales**

Please tell us the number of persons employed by your business in 2005:

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

Please tell us the total wages paid to all employees shown in Question 3a above:

\$ \_\_\_\_\_ in total payroll in 2005

If your exact wage figure is not available, please indicate the correct range below:

- \$100,000 or less
- \$500,001 to \$1 million
- \$10 to \$50 million
- \$100,000 to \$500,000
- \$1 million to \$10 million
- over \$50 million

Please report the percentage of your business that is dependent upon the services you provided to the aerospace/aviation industry in 2005? : \_\_\_\_\_%

Please report how much your company paid in taxes in 2005:

\$ \_\_\_\_\_ in State taxes    \$ \_\_\_\_\_ in Local taxes    \$ \_\_\_\_\_ in Federal taxes

\$ \_\_\_\_\_ in Real Estate taxes    \$ \_\_\_\_\_ in Other taxes

Please report any capital expenditures made by your company in 2005:

\$ \_\_\_\_\_ in capital expenditures in 2005

Please estimate how much your business spent for all other operating and maintenance expenses in 2005:

\$ \_\_\_\_\_

Please report the total gross sales for your company in 2005: \$ \_\_\_\_\_

*If your exact sales figure is not available, please indicate the correct range below:*

\$100,000 or less                       \$500,001 to \$1 million                       \$10 to \$50 million

\$100,000 to \$500,000                       \$1 million to \$10 million                       over \$50 million

### **Operational Concerns**

Have existing airport services or costs limited your company's ability to expand?

Yes     No

If Yes, please explain: \_\_\_\_\_

What airport facilities or service improvements would help generate more sales/business for your company?

(Please list): \_\_\_\_\_

What is the importance of airline service to expansion/relocation decisions? \_\_\_\_\_

(1 = not important, 3 = moderately important, 5 = very important)

Are there other businesses, within the aerospace community, that should be contacted?

Yes     No

If Yes, please list business contact information: \_\_\_\_\_

\_\_\_\_\_

Are there other businesses, within the community, that use the airport for some aspect of their business

(personnel travel, cargo, client transport, etc) that should be contacted?

Yes     No

If Yes, please list business contact information:

\_\_\_\_\_

\_\_\_\_\_

## Airport Development / Improvement

What do you perceive as operational limitations at this airport?

- |                                                     |                                               |                                             |
|-----------------------------------------------------|-----------------------------------------------|---------------------------------------------|
| <input type="checkbox"/> Runway Length              | <input type="checkbox"/> Taxiways             | <input type="checkbox"/> Navigational Aids  |
| <input type="checkbox"/> Aircraft Parking / Storage | <input type="checkbox"/> Availability of Fuel | <input type="checkbox"/> Terminal Amenities |
| <input type="checkbox"/> FBO Services               | <input type="checkbox"/> Other _____          |                                             |

Does inclement weather significantly reduce the "usability" of your local airport?

- Yes  No  Unsure

Would airport facility improvements help generate sales/business for your company?  Yes  No

If Yes, please list improvements suggested: \_\_\_\_\_

Are there any operational limitations to the airport?  Yes  No

If Yes, please list concerns: \_\_\_\_\_

## Air Shuttle

The ODA is investigating the feasibility of offering a subsidized air shuttle service between airports in the state. This service is not intended to be in direct competition with existing commercial air service, but is viewed as a supplement to the air service for airports which are not served by commercial carriers.

Would a service of this type fulfill a need or would it be considered a convenience that your business could do without?  Fulfill a community need  Be considered a convenience

Would this service promote economic growth in your city/county  Yes  No  Unsure

If yes, what groups do you think would benefit from this sort of service?:

- |                                                |                                                    |                                                  |
|------------------------------------------------|----------------------------------------------------|--------------------------------------------------|
| <input type="checkbox"/> Businesses            | <input type="checkbox"/> Higher Education Services | <input type="checkbox"/> Emergency Services      |
| <input type="checkbox"/> Health service        | <input type="checkbox"/> Governmental Services     | <input type="checkbox"/> Transportation of Cargo |
| <input type="checkbox"/> Other (explain) _____ |                                                    |                                                  |

Who would you expect to use this service, if it were provided to bring people into and out of the local community:

- |                                               |                                                   |                                            |
|-----------------------------------------------|---------------------------------------------------|--------------------------------------------|
| <input type="checkbox"/> Local businesses     | <input type="checkbox"/> Higher Educational Staff | <input type="checkbox"/> Health Care Staff |
| <input type="checkbox"/> Government employees | <input type="checkbox"/> Local Residents          | <input type="checkbox"/> Other _____       |

Please rank the items in order of importance regarding the provision of this service:

(1 most important – 5 least important)

- |                                      |                                  |                                                            |
|--------------------------------------|----------------------------------|------------------------------------------------------------|
| <input type="checkbox"/> Schedule    | <input type="checkbox"/> Cost    | <input type="checkbox"/> Type of Aircraft (jet vs. piston) |
| <input type="checkbox"/> Reliability | <input type="checkbox"/> Comfort |                                                            |

What the top 3 destinations, within the State, that you expect these potential users to want to travel?

Please list three cities: 1) \_\_\_\_\_ 2) \_\_\_\_\_ 3) \_\_\_\_\_

How often would this service need to be offered? (check all that apply)

- Daily (M-F)       Twice per Week  
 Every other day       Weekly

Which of the following is the most important method of service?

- Daily (M-F)       Twice per Week  
 Every other day       Weekly

Which daily schedule would best serve your business?

Arrival time at destinations:

- 8:00 AM       10:00 AM       12:00 PM       2:00 PM       4:00 PM       6:00 PM       8:00 PM

Departure time from destination:

- 8:00 AM       10:00 AM       12:00 PM       2:00 PM       4:00 PM       6:00 PM       8:00 PM

If this service were implemented, would your business be willing to purchase "guaranteed" seats on this shuttle to insure you community always had a specific number of seats available for their residents/businesses?  Yes  No  Unsure

If yes, how much would you be willing to spend per seat?

- \$0-\$100 per seat       \$101-\$200 per seat       \$201-\$300 per seat       \$301-\$400 per seat       \$401 +

How much would you expect these users to be willing to pay for a seat on this service?

- \$0-\$50 per seat       \$51-\$100 per seat       \$101-\$150 per seat  
 \$151-\$200 per seat       \$201-\$250 per seat       \$251-\$300       \$301 +

How many potential users in your business do you estimate would be interested in this service?

- 0-5       6-10       11-15       16-20       20+

### Community Information

What is your businesses perception of the local airport?

- A valuable economic assess       No Opinion       Other \_\_\_\_\_  
 Just another mode of transportation       Unnecessary asset

What would the business community reaction be if the airport was no longer available (check all that apply)?

- Substitute with other transportation modes such as bus, truck, or rail  
 Use next closest airport (please indicate) \_\_\_\_\_  
 Make fewer trips       Move to new location  Other \_\_\_\_\_

What are the business communities concerns about the airport?

- Noise       Security       Other \_\_\_\_\_  
 Safety       Expansion of the airport

## Economic Development

What is the importance of aviation to growth in the city/county from an economic perspective?

1  2  3  4  5  (1 – most important 5 least important)

Would airport upgrades increase economic growth in the city/county?  Yes  No  Unsure

What is the single most important item the airport could do to promote economic growth (select one)?

- Runway Length                       Taxiways                       Navigational Aids  
 Aircraft Parking / Storage     Availability of Fuel         Terminal Amenities  
 FBO Services                       Other \_\_\_\_\_

If the airport was no longer available, how would your economy be affected (please explain)?

- Remain the Same                       Positive Impact                       Negative Impact

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What would the business community reaction be if the airport was no longer available? (check all that apply)?

- Substitute with other transportation modes such as bus, truck, or rail  
 Use next closest airport (please indicate) \_\_\_\_\_  
 Make fewer trips     Business would relocate     Business would depreciate in size  
 Business would close  Other \_\_\_\_\_

### COMMENTS:

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***Thank You!***

**Please return this survey by May 26, 2006 to:**

**Mead & Hunt, Inc.**

**Attention: Kevin Mulcaster**

**2605 East Airport Service Drive, Lansing, MI 48906**

**517-321-8334; 517-321-5932 fax**