
TASK ORDER R
ATTACHMENT TO
PROFESSIONAL SERVICES AGREEMENT
BETWEEN SPONSOR AND ENGINEER,
DATED _____, 2022

FURTHER DESCRIPTION OF SERVICES OF ENGINEER

1. This Attachment is made a part of and incorporated by reference into the Professional Services Agreement made on December 17, 2019, between GRAND COUNTY, UTAH (Sponsor) and ARMSTRONG CONSULTANTS, INC., (Engineer) providing for professional engineering services. The Services of Engineer as described in Section 1 of the Agreement are amended or supplemented as indicated below and the time periods for the performance of certain services are stipulated as indicated below.
2. **WORK PROGRAM** - Attached
3. **FEES** - The fee will be as noted below. (Lump sum)

Rent Study: \$16,850

SPONSOR:
GRAND COUNTY, UTAH

Jacques Hadler, Commission Chair

ENGINEER:
ARMSTRONG CONSULTANTS, INC.



Dennis Corsi, President

**CANYONLANDS REGIONAL AIRPORT
MOAB, UTAH
RENT STUDY- AERONAUTICAL AND NON-AERONAUTICAL
SCOPE OF WORK**

Scope of Services

The consultant proposes to conduct a Rent Study to determine an estimated opinion of market rent for certain Airport land used for aeronautical and non-aeronautical purposes (including both improved and unimproved land) and a single vehicle parking area (Subject Properties).

Aeronautical Land

To derive an estimated opinion of market rent for aeronautical airport properties, the team will analyze rental rates on a comparative basis for similar land at comparable and competitive airports (and at national and regional airports) to derive a supported market based rental rate for each component of the Subject Properties. If fees are being charged in lieu of or in addition to rent, the consultant team will take that into account.

MARKETPLACE CONSIDERATIONS

General conditions, trends, and demographics in the market will be considered by the consultant (as appropriate).

OTHER CONSIDERATIONS

The consultant will assume that the highest and best use of the Subject Properties is aviation related (aeronautical use), that the Subject Properties will continue to be part of an operating airport, and that access to the infrastructure and amenities of the airport will be available.

Non-Aeronautical Land

To derive an estimated opinion of market rent for non-aeronautical airport properties, the consultant team will survey sales (and listings) in the local area. Each non-aeronautical property will be analyzed from a comparability standpoint considering such factors as location (access and exposure), zoning and use, size and configuration (of the property), topography, utilities, etc.

When airport property is leased, the property exhibits partial rights of ownership – as the lessor can generate income by charging rent. However, the lessor is not able to use the property. This is different than fee simple ownership wherein the property exhibits all (or the full bundle of) rights. Moreover, airport property is restricted to certain types of uses by 14 CFR Part 77 requirements and/or any additional limitations that may be imposed on or by the airport sponsor.

As such, to ascertain a supportable market based rental rate for the non-aeronautical airport properties, depending on the situation and/or circumstances, it may be reasonable to adjust off-airport listings and/or sales and apply an appropriate rate of return to the adjusted value. Additionally, it may be reasonable to consider the cost of airport property and apply an appropriate rate of return to the cost. If fees are being charged in lieu of rent,

it would be reasonable and appropriate to consider that also.

Work Plan (Tasking)

To accomplish the scope of work for the Rent Study, the consultant team will complete the following work plan:

TASK 1: INFORMATION GATHERING

Relevant and pertinent information, data, and documentation on the community, market, Airport, aviation businesses, and non-commercial aeronautical entities located at the Airport will be compiled by Airport management. The consultant team will provide a written information request to Airport management to help facilitate this process.

TASK 2: COMPARABLE AND COMPETITIVE AIRPORT IDENTIFICATION

Develop a preliminary list of comparable and competitive airports (based on the existing infrastructure and activity indicators pertinent to the Airport) for review by Client.

The selection of comparable airports and the assimilation and analysis of data for similar properties (including, but not limited to, type, use, and attributes) at comparable airports is essential to the rent study process.

A number of variables will be considered when identifying and selecting comparable airports including, but not limited to, the following:

- Infrastructure (number, configuration, and capacity of runways and taxiways)
- Approaches (precision versus non-precision)
- Presence or absence of a control tower
- Number and type of aviation businesses (including the number of fuel providers)
- Amount of available land for aviation development (and related land use considerations)
- Type of market and number and type of airports in the market
- Activity levels (based aircraft, aircraft operations, and fuel volumes)

TASK 3: COMPARATIVE ANALYSIS

Collect, review, and analyze information, data, and documents from comparable, competitive, regional, and national airports using the consultant team's proprietary database, reference library, and/or directly from the airports identified in Task 2.

In order to derive an opinion of market rent for the non-aeronautical land, information and data from similar properties in the local area (used for non-aeronautical, off-airport purposes) will be analyzed. Once a base rental rate is ascertained for non-aeronautical land (with consideration given to lease structure – modified gross vs. triple net), specific conclusions will be derived for each land parcel based on adjustments for the following attributes (as applicable):

- Size
- Landside access
- Zoning
- Utilities

The consultant team will analyze off-airport, non-aeronautical land sales to determine a market rent opinion for the non-aeronautical use, on-airport properties. The consultant will derive the market rental rate for the Subject Properties (by component and use).

CONSIDERATION OF REGIONAL AND NATIONAL AIRPORT DATA

As a supplement to the comparable airport data, the rental rates being charged at airports within the subject FAA's Region as well as those being charged at airports located throughout the United States – as maintained within the consultant team's proprietary database – will be considered.

IDENTIFICATION AND SELECTION OF SIMILAR PROPERTIES (CRITERIA)

The consultant team will consider the following factors when identifying and selecting similar

properties at comparable airports, including, but not limited to, the following:

- Use (commercial versus non-commercial)
- Size (usable versus unusable)
- Location and access (landside and airside) to/from the Subject Properties, infrastructure, and utilities
- Lease terms and conditions
- Type, quality, condition, and functional utility or limitations of the Subject Properties (this includes, but is not necessarily limited to, any restrictions on the development of the land, the availability of utilities, and the ability of the land to support the aircraft that normally frequent the subject airport)

TASK 4: DRAFT DOCUMENT (FIRST)

The consultant team will prepare the first draft of the summary report (based on the comparative analysis) conveying the market rental rate for the Subject Properties (by component and use) and provide to Airport management for review.

DETERMINING MARKET RENTS

Based on an analysis of the data compiled, the consultant will derive a market based and supported rental rate for each component of the Subject Properties.

A written summary report will be provided as the final work product or deliverable. In addition, to conveying the consultant team's opinion of the market rental rate for the Subject Properties, the summary report will describe the data, reasoning, and analysis (and identify the approach utilized) to develop the consultant team's opinion.

Unless otherwise noted, market rental rates will be conveyed on a "per square foot per year" or "per unit per month" and a "triple net" basis. As part of rent study process, the consultant team will evaluate the market rental rates for reasonableness to ensure compliance with federal mandates.

TASK 5: REVIEW SESSION (FIRST)

The consultant team will conduct a review session (by telephone) with Airport management to review each draft summary report.

TASK 6: DRAFT DOCUMENT (SECOND AND FINAL)

The consultant team will finalize the summary report and provide the final reports.