



# Introducing

# **PLANE**PASS

Presentation by Helena Glenn



## VECTOR BY THE NUMBERS

**\$40M+**

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Annual Aircraft  
Fees Billed

**99.6%**

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Collection  
Success Rate

**60K+**

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Aircraft Operator  
Paying Relationships

**70+**

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Client  
Airports



# What is PLANEPASS

PLANEPASS is Vector's turn-key, technology-driven service for billing & collecting aircraft fee revenue. The PLANEPASS system and team do all the work, requiring no time or effort from airport or FBO staff.

## FEES BILLED INCLUDE :

- |              |               |
|--------------|---------------|
| ✓ Landing    | ✓ Security    |
| ✓ Overflight | ✓ Parking     |
| ✓ Customs    | ✓ After hours |

## PLANEPASS Benefits:

- Typical annual fee revenue increases of 10% - 20%+ when existing fee in place
- 100% of operations captured with a 99.6% fee collection rate
- Operators prefer paying through PLANEPASS via one monthly payment with clear accounting
- Relieves operational and collections burden from airport staff
- Transparency in operations and billings/collections for airport
- Easy plug-in with Virtower Operations Data via partnership
- **No upfront cost or implementation charge to airport**

# What Airports Say about PLANE PASS

**“ Vector is more than just an outside contractor, they are part of our Airport team.”**

**Jim Brundige**  
Airport Manager  
East Hampton Airport (HTO)

**“ In the last 10 months, Vector has enabled us to collect up to twice as much landing fee revenue compared to the same time period last year.”**

**John Stout**  
Airport Manager  
Sonoma Country Airport (STS)

**“ Vector’s PLANE PASS® service more than pays for itself in increased revenue and cost savings at the airport.”**

**Mark Duebner**  
Director of Aviation  
Dallas Love Field Airport (DAL)

**“ Vector’s system has made the billing and collections process very streamlined and much more transparent.”**

**Chris Padilla**  
Airport Controller  
Aspen-Pitkin County Airport (ASE)



# Why Airports Choose PLANE PASS

## Fully automated aircraft capture and identification

- Solution requires no manual inputs or tracking from Airport or FBO
- Fully automated aircraft identification and tracking system
- 24/7/365 aircraft identification and operations capture

## Overlapping aircraft tracking and identification technologies

- Fusion of multiple sources of surveillance, flight plan, and ADS-B data provides comprehensive coverage
- Consolidates multiple data sources into single, cohesive database of billable operations

## Accurate and Streamlined billing process

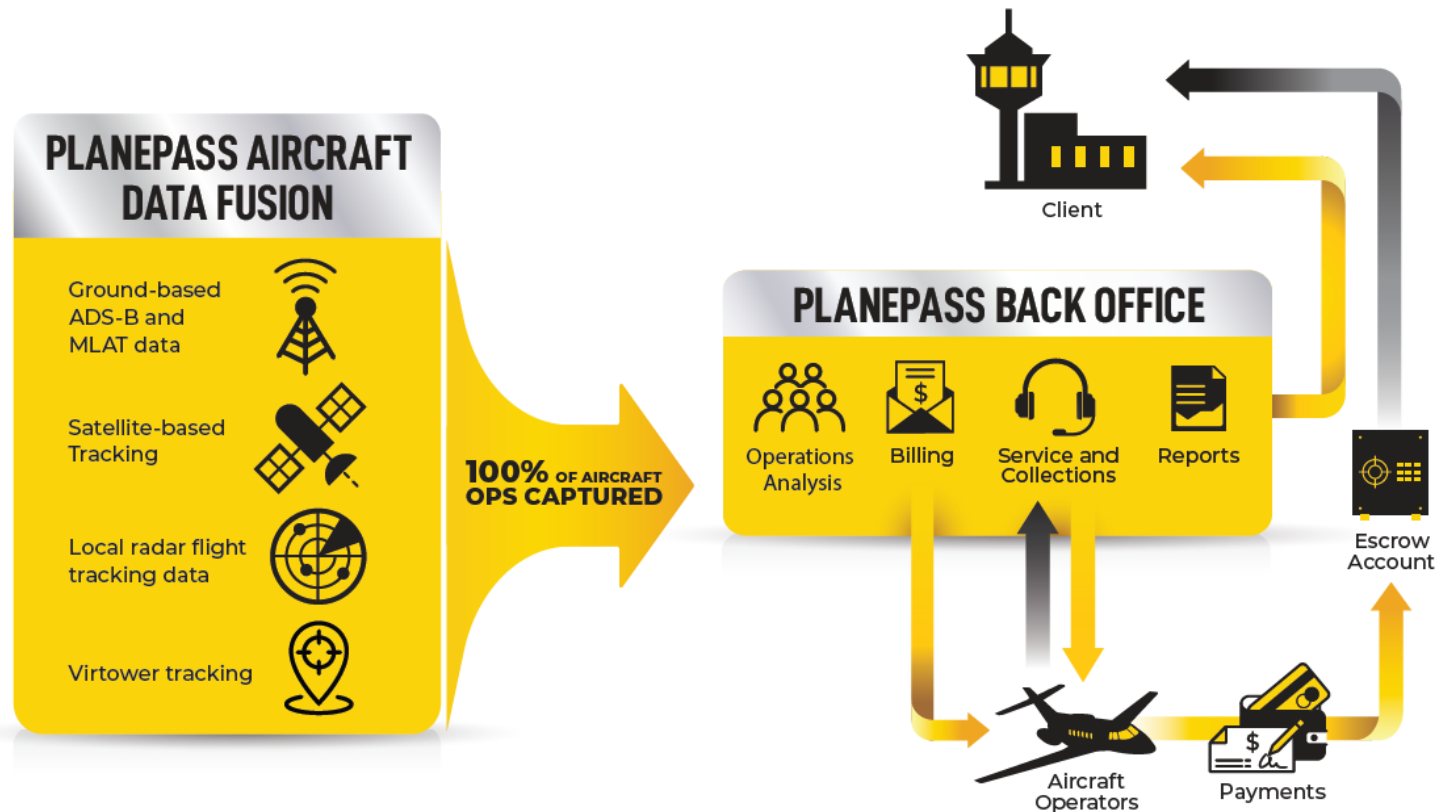
- Applies fee rules consistently based on regulations. Does not waive fees based on fuel sales or as favors
- Most accurate aircraft owner/operator database – 200,000+ active aircraft and 65,000 active aircraft owners
- In-house, U.S.-based customer service staff achieve a 99.6% fee collection success rate

## Easy reporting process

- Web-based portal allows online data visualization with secure access
- Exportable reports show all operations and accounting information



# PLANEPASS Process

**PLANEPASS****BILLING PROCESS OVERVIEW**

**99.6% COLLECTION  
SUCCESS RATE**

- Track/Identify aircraft
- Fee Rules and Billing
- Live customer service
- Payment processing
- Active collections
- Accounting and reporting
- Centralized operation for multiple airports



# Live Client and Customer Service Teams

- **Live Operator Customer Service** - In-house US-based
- **Highly Trained Team** - extensive aviation training with ongoing quality control
- **Software** – \$2m annually investment to PLANEPASS Back-office software system

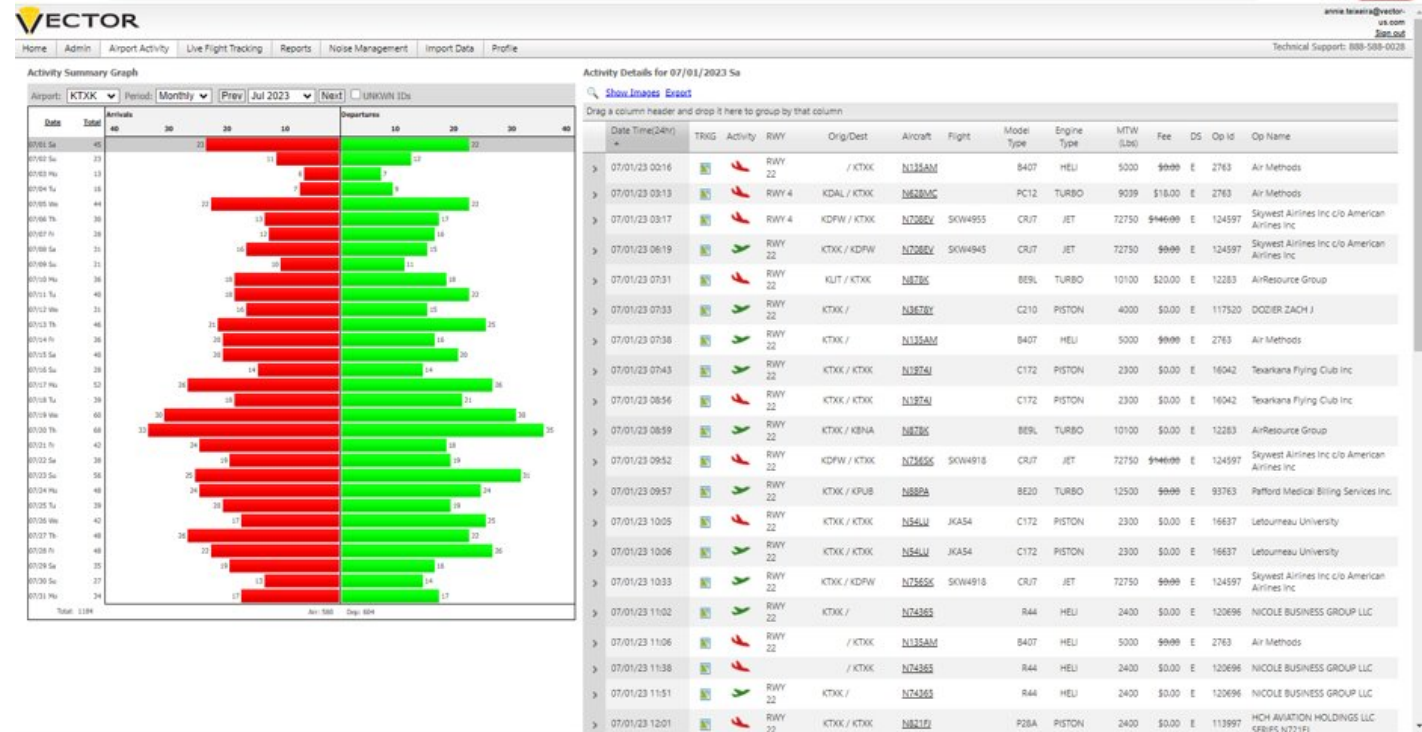
**PLANEPASS****FULL-SERVICE AIRCRAFT BILLING SOLUTION**

## Our in-house staff handles it all:

- ✓ Researches aircraft operator, model, and weight
- ✓ Automatically applies airport fee rules
- ✓ Delivers invoices to aircraft operators
- ✓ Handles all customer service
- ✓ Actively collects fees with 99.6% success
- ✓ Processes payments through escrow account

# PLANE PASS Airport Portal

- Aircraft operations and details viewed via secure portal
- Drill downs for additional aircraft and operations data
- Aircraft flight tracks correlated to operations
- Data is searchable/sortable/exportable
- Operations Reports including:
  - Graphical Activity Report
  - Operator Report
  - Activity Detail Search Report
- Access to Financial Reports







# Transparency Through Reporting

- Monthly Billed Detail
- Monthly Billing Adjustments
- Monthly Collection Report
- Accounts Receivable Aging
- PLANE PASS Performance Summary

## PlanePass Billing & Collection Performance Summary

Invoice Airport

Invoice Start Month

4/1/2020 - 5/31/2021

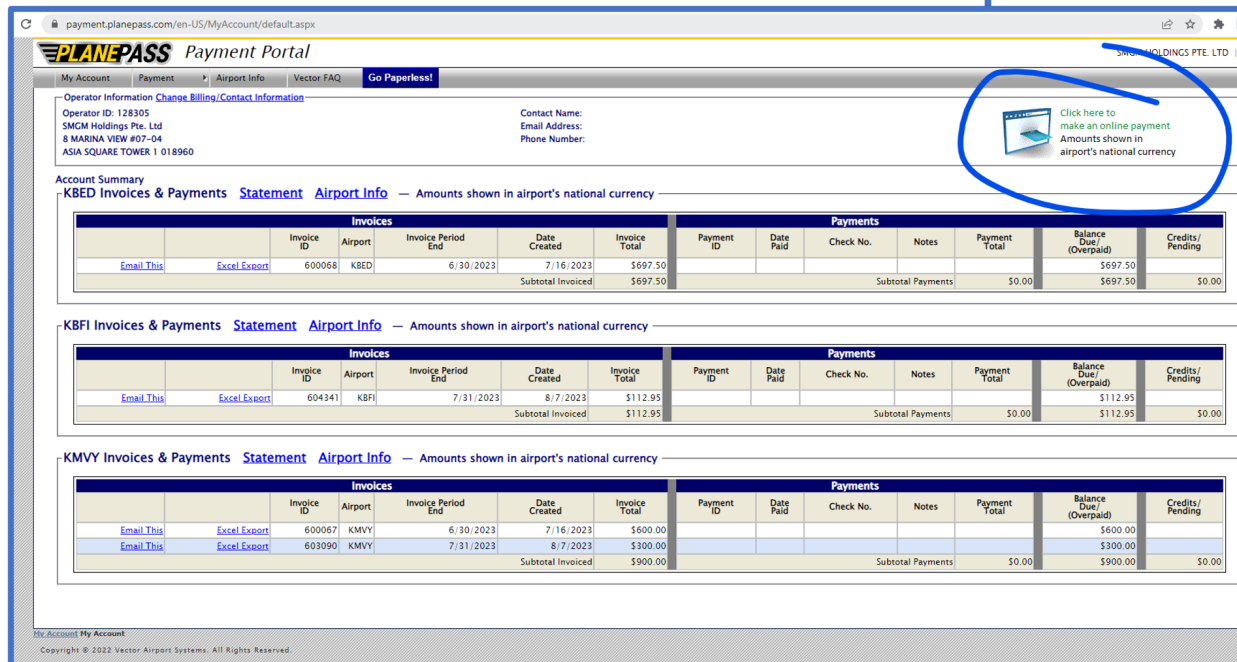
Invoice Start Month	Invoice Count	% Change	Billed Activities	% Change	Original Billed	Adjustments	Adj %	Adjusted Billed	% Change	Paid	Paid %	AR
April 2020	346	-69%	1048	-72%	\$139,530	(\$2,818)	2.0%	\$136,712	-73%	\$135,553	99.2%	\$1,159
May 2020	614	-42%	1960	-44%	\$263,610	(\$2,033)	0.8%	\$261,578	-46%	\$260,193	99.5%	\$1,385
June 2020	790	-26%	2700	-21%	\$373,215	(\$3,696)	1.0%	\$369,520	-17%	\$364,466	98.6%	\$5,054
July 2020	685	-25%	2858	-6%	\$418,991	(\$2,571)	0.6%	\$416,420	4%	\$411,623	98.8%	\$4,796
August 2020	871	-11%	3213	1%	\$460,777	(\$5,657)	1.2%	\$455,120	5%	\$453,669	99.7%	\$1,451
September 2020	913	-13%	3356	-3%	\$483,169	(\$5,325)	1.1%	\$477,843	3%	\$469,501	98.3%	\$8,342
October 2020	992	-16%	3689	-5%	\$527,377	(\$2,903)	0.6%	\$524,475	1%	\$511,447	97.5%	\$13,028
November 2020	937	-16%	3436	-9%	\$511,700	(\$4,633)	0.9%	\$507,067	-1%	\$494,144	97.5%	\$12,923
December 2020	963	-13%	3494	-5%	\$567,016	(\$5,815)	1.0%	\$561,201	9%	\$533,114	95.0%	\$28,087
January 2021	916	-9%	3513	2%	\$580,667	(\$9,361)	1.6%	\$571,306	14%	\$525,883	92.0%	\$45,423
February 2021	849	-13%	3097	-8%	\$513,813	(\$5,032)	1.0%	\$508,781	-7%	\$397,289	78.1%	\$111,492
March 2021	1145	46%	4433	70%	\$791,823	(\$16,420)	2.1%	\$775,403	92%	\$471,357	60.8%	\$304,046
April 2021	1135	234%	4456	325%	\$746,396	(\$5,204)	0.7%	\$741,192	442%	\$272,691	36.8%	\$468,502
<b>Total</b>	<b>11156</b>	<b>-12%</b>	<b>41253</b>	<b>-2%</b>	<b>\$6,378,084</b>	<b>(\$71,467)</b>	<b>1.1%</b>	<b>\$6,306,617</b>	<b>7%</b>	<b>\$5,300,930</b>	<b>84.1%</b>	<b>\$1,005,687</b>



# Operator Payment Portal

## Payment Portal provides:

- Online payments, invoice download, statement download, contact updates, etc.
- All activity logged in PLANE PASS Back-office CRM
- Simple, secure logins



**PLANE PASS Payment Portal**

Operator ID: 128305  
SMGM Holdings Pte. Ltd  
8 MARINA VIEW #07-04  
ASIA SQUARE TOWER 1 018960

Contact Name:  
Email Address:  
Phone Number:

**Account Summary**  
KBED Invoices & Payments [Statement](#) [Airport Info](#) — Amounts shown in airport's national currency

Invoices							Payments						
Invoice ID	Airport	Invoice Period End	Date Created	Invoice Total	Payment ID	Date Paid	Check No.	Notes	Payment Total	Balance Due/ (Overpaid)	Credits/ Pending		
<a href="#">Email This</a>	<a href="#">Excel Export</a>	600068	KBED	6/30/2023	7/16/2023				\$697.50	\$697.50	\$0.00		
Subtotal Invoiced					Subtotal Payments					\$0.00	\$697.50	\$0.00	

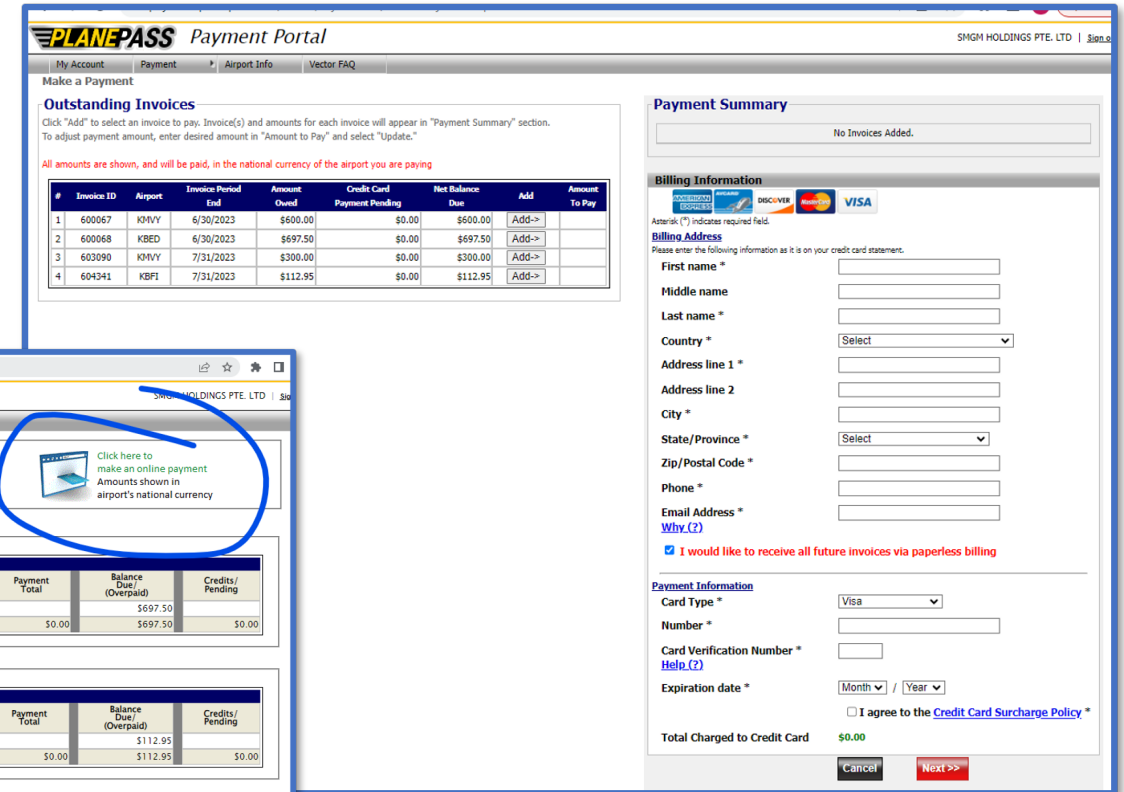
**KBFI Invoices & Payments** [Statement](#) [Airport Info](#) — Amounts shown in airport's national currency

Invoices							Payments						
Invoice ID	Airport	Invoice Period End	Date Created	Invoice Total	Payment ID	Date Paid	Check No.	Notes	Payment Total	Balance Due/ (Overpaid)	Credits/ Pending		
<a href="#">Email This</a>	<a href="#">Excel Export</a>	604341	KBFI	7/31/2023	8/7/2023				\$112.95	\$112.95	\$0.00		
Subtotal Invoiced					Subtotal Payments					\$0.00	\$112.95	\$0.00	

**KMYV Invoices & Payments** [Statement](#) [Airport Info](#) — Amounts shown in airport's national currency

Invoices							Payments						
Invoice ID	Airport	Invoice Period End	Date Created	Invoice Total	Payment ID	Date Paid	Check No.	Notes	Payment Total	Balance Due/ (Overpaid)	Credits/ Pending		
<a href="#">Email This</a>	<a href="#">Excel Export</a>	600067	KMYV	6/30/2023	7/16/2023				\$600.00	\$600.00			
<a href="#">Email This</a>	<a href="#">Excel Export</a>	603090	KMYV	7/31/2023	8/7/2023				\$300.00	\$300.00			
Subtotal Invoiced					Subtotal Payments					\$0.00	\$900.00	\$0.00	

My Account My Account  
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**PLANE PASS Payment Portal**

Make a Payment

**Outstanding Invoices**  
Click "Add" to select an invoice to pay. Invoice(s) and amounts for each invoice will appear in "Payment Summary" section. To adjust payment amount, enter desired amount in "Amount to Pay" and select "Update."  
All amounts are shown, and will be paid, in the national currency of the airport you are paying

#	Invoice ID	Airport	Invoice Period End	Amount Owed	Credit Card Payment Pending	Net Balance Due	Add	Amount To Pay
1	600067	KMYV	6/30/2023	\$600.00	\$0.00	\$600.00	Add-->	
2	600068	KBED	6/30/2023	\$697.50	\$0.00	\$697.50	Add-->	
3	603090	KMYV	7/31/2023	\$300.00	\$0.00	\$300.00	Add-->	
4	604341	KBFI	7/31/2023	\$112.95	\$0.00	\$112.95	Add-->	

**Payment Summary**  
No Invoices Added.

**Billing Information**  
Billing Address  
Please enter the following information as it is on your credit card statement.  
First name \*  
Middle name  
Last name \*  
Country \*  
Address line 1 \*  
Address line 2  
City \*  
State/Province \*  
Zip/Postal Code \*  
Phone \*  
Email Address \*  
☒ I would like to receive all future invoices via paperless billing

**Payment Information**  
Card Type \*  
Number \*  
Card Verification Number \*  
Expiration date \*  
☐ I agree to the [Credit Card Surcharge Policy](#) \*

Total Charged to Credit Card \$0.00  
Cancel Next >>

# Landing Fee Best Practices

## Landing Fee Rationale:

- Overall Revenue Generation
- Pay fair share when have large
- Training Traffic

## Typical Options:

- Flat \$ Fee by Type of Aircraft
- Flat \$ Fee by 1000 lbs ranges
- Flat \$ Fee by 1000 lbs range with minimum fee
- Escalating \$ Fee per 1000 lbs ranges
- Escalating \$ Fee per 1000 lbs ranges with minimum fee

**Proposed Base Fee with \$2.00/1000 lbs with a \$10 Min Fee**



# Existing AZ Airport Landing Fees

- **Bullhead International Airport (KIFP)** - \$2 per 1,000lbs – 4,000lbs – 12,499lbs, \$3 per 1,000lbs >12,500lbs
- **Glendale (KGEU)** – Part 135 only – Flat fee by Engine Type: \$3.00, \$5.00, \$7.00
- **Grand Canyon (KGCN)** - \$1.05 per 1,000lbs
- **Prescott (KPRC)** - \$1.50 Local per 1,000lbs, \$2 Transient per 1,000lbs >12,500lbs
- **Phoenix Skyharbor (KPHX)** - \$1.85 per 1,000lbs, minimum weight of 12,500
- **Scottsdale (KSDL)** - \$1.50 per 1,000lbs, >12,500lbs

# Sample High GA Traffic Landing Fees

## KBFI: BOEING FIELD

Billed using aircraft's MLW upon arrival. Touch & Go not billed.

Aircraft Type	Min. Weight (lbs.)	Max. Weight (lbs.)	Rate	Formula Type
Any	0	12,500	\$1.50*	Per 1,000 lbs. rounded to nearest nickel
Any	12,501	999,999	\$1.50	Per 1,000 lbs. rounded to nearest nickel

*\* Part 135 Operators, \$5.00 minimum*

## KDAL: DALLAS - LOVE FIELD

Billed using aircraft's MLW upon departure. Touch & Go billed.

Aircraft Type	Min. Weight (lbs.)	Max. Weight (lbs.)	Rate	Formula Type
Any	0	999,999	\$5.90	Per 1,000 lbs. rounded
Any	0	999,999	\$3.90*	Per 1,000 lbs. rounded

## KASE: ASPEN PITKIN COUNTY AIRPORT

Billed using aircraft's MLW upon departure. Touch & Go billed.

Aircraft Type	Min. Weight (lbs.)	Max. Weight (lbs.)	Rate	Formula Type
Any	0	999,999	\$8.33	Per 1,000 lbs. rounded

## KBED: MASSPORT HANSCOM FIELD

Billed using aircraft's MLW upon departure. Touch & Go not billed.

Aircraft Type	Min. Weight (lbs.)	Max. Weight (lbs.)	Rate	Formula Type
Any	0	3,000	\$11.36	Flat Fee
Any	3,001	10,000	\$17.05	Flat Fee
Any	10,001	999,999	\$3.24	Per 1,000 lbs. rounded
Any (Night Arrival)	0 (MTOW)	12,500 (MTOW)	\$76.00	Flat Fee
Any (Night Arrival)	12,501 (MTOW)	999,999 (MTOW)	\$544.00	Flat Fee

## KSMO: SANTA MONICA AIRPORT

Billed using aircraft's MLW upon departure. Touch & Go billed.

Aircraft Type	Min. Weight (lbs.)	Max. Weight (lbs.)	Rate	Formula Type
Any	0	999,999	\$5.48	Per 1,000 lbs. rounded