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September 3, 2025

Ms. April Gasparri, Director of Aviation
Westchester Co Airport (HPN)
240 Airport Road
Suite 202
White Plains, NY 10604

TRANSMITTED BY ELECTRONIC SUBMISSION

Re: Westchester Co Airport FBO Tie-down fees.

Director Gasparri,

The Aircraft Owners & Pilots Association (AOPA) thanks you and your staff for your time and insights into the Westchester County Airport's (HPN) handling of industry concerns regarding the Fixed Based Operators' (FBOs) setting of tie-down pricing. While the County's analysis of fees is ongoing, we trust that the airport takes seriously its obligation to ensure that the fees set by FBOs are fair, reasonable, and justified relative to those services and expenses rendered to tie-down tenants.

As you know, the Federal Aviation Administration (FAA) grant assurance 22 - Economic Nondiscrimination, requires sponsors to make the airport available for public use on reasonable terms and without unjust discrimination to all types, kinds, and classes of aeronautical activities, and so AOPA appreciates the County's proactive step of incorporating a minimum allocation of tie-down spaces into the ground leases for two of the five FBOs at HPN. One concern we have is the manner in which FBOs use the inclusion of certain services and improvements, which the majority of light General Aviation (GA) pilots do not need or benefit from, in order to justify such fee increases. For example, FBOs may tout certain "luxury" amenities which primarily benefit clients of commercial operators (Part 135 and 91 subpart K and corporate flight departments), which can defray costs and pass on expenses, that are of little use to most of our members. AOPA believes strongly in ensuring that public airports remain accessible to all pilots, particularly operators of light piston aircraft.

Ensuring ground leases include language that mandates fair, reasonable, and justified costs for light GA tenants is critically important for airports like HPN where all GA services are currently left to third-party FBOs. Looking forward, AOPA encourages Westchester County to designate and manage a sponsor-controlled ramp solely for light piston tenant and transient operators in a revised airport master plan. Providing reasonably priced, basic tie-down space for such operators would serve to ensure access for light GA while freeing up the FBOs to dedicate more of their limited infrastructure to operators desiring the added services. The addition of a self-serve fuel tank would generate a new revenue stream for the airport while minimizing staffing needs, and a coded personnel gate for efficient egress and ingress would ensure security. These developments would set HPN apart as the model for how community airports should cater to all strata of the GA industry, just as Westchester County strives to do for its residents. Thank you for considering this important matter. AOPA is committed to ensuring the safety, future viability, and development of GA as an integral part of the national transportation system. Please continue to view AOPA as a resource as we seek to build synergies with Westchester County to ensure fairness for the betterment of all operators at HPN.

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I can be reached directly by phone at 301-695-2090 or by email at sean.collins@aopa.org.

Sincerely,

A handwritten signature in black ink, appearing to read 'Sean M. Collins', is centered on a light-colored rectangular background.

Sean M. Collins, AOPA
Eastern Regional Manager

Cc: Francisco Tejada
HPN Airport Manager