

NEBRASKA

Good Life. Great Journey.

DEPARTMENT OF TRANSPORTATION



Pete Ricketts, Governor

October 2, 2019

TO: Whom it May Concern
FROM: Ann B. Richart, AAE
Director of Aeronautics

A handwritten signature in black ink, appearing to read "Ann B. Richart".

RE: **RECOMMENDATION FOR VECTOR SYSTEMS PLANEPASS SYSTEM**

I served as the Director of Aviation at the Martha's Vineyard Airport (MVY) from May of 2016 until May of 2019. MVY performs the FBO functions in addition to the usual airport management responsibilities. In 2018, after a lengthy review and vetting, MVY installed the PlanePass Landing Fee Billing System.

The increase in landing fees collected easily paid for the system plus increased the net revenues to the airport. It is easy to work with Vector to exclude those operators who are exempt from the airport's landing fee or with whom we may have worked out other billing arrangements. PlanePass is in use at enough airports so that aircraft operators are familiar with the system and how it works: complaints have been rare.

In addition to the increase in landing fee revenues we were delighted to find that our own staff didn't need to deal with the collection of landing fees at all. Prior to using PlanePass the process of attempting to collect landing fees could sometimes be arduous. Our limited staff can now focus on customer service instead! Plus, there is so much information that's conveyed to the airport with every billing that I'm certain there are other beneficial ways to use the information.

I found Vector Systems staff and products easy to use and well worth the investment.

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