



How to Assess Your Business's Ability to Meet New Service Demands



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1. Evaluate Your Current Fleet and Equipment

- **Check Equipment Compatibility:** Ensure your existing fleet can handle the types of materials and supplies needed for airport support services, such as fuel tankers, refrigerated trucks, or specialized cargo handling equipment.
- **Assess Maintenance and Upgrades:** Review the condition of your vehicles and equipment. Consider investing in necessary upgrades or replacements to meet the specific requirements of airport logistics.

2. Review Staffing and Expertise

- **Assess Current Skill Levels:** Evaluate your team's current skills and expertise related to handling airport logistics and support services. Identify any gaps that need addressing.
- **Plan for Training:** Determine the need for additional training or hiring of specialized staff who understand airport operations, security protocols, and specific support service requirements.

3. Analyze Your Operational Capacity

- **Examine Workload Management:** Consider whether your current operations can handle the additional workload associated with airport support services without impacting your existing business.
- **Optimize Scheduling:** Ensure your scheduling and logistics systems can accommodate the 24/7 nature of airport operations, including managing peak times and emergency requests.

4. Assess Compliance and Regulatory Readiness

- **Understand Airport Regulations:** Familiarize yourself with the specific regulations and security requirements for operating within airport environments.
- **Prepare for Certification:** If necessary, obtain certifications or clearances required for airport operations, such as security clearances or environmental compliance.





5. Evaluate Financial Readiness

- **Budget for Investments:** Calculate the potential costs associated with expanding into airport support services, including equipment purchases, training, and compliance.
- **Forecast Revenue and ROI:** Develop financial projections to estimate the potential return on investment (ROI) from offering new services and ensure it aligns with your business goals.

6. Assess Market Demand and Competition

- **Research Market Needs:** Investigate the specific needs of airports in your area and the types of support services that are in high demand.
- **Analyze Competitor Offerings:** Review what services your competitors are providing and identify opportunities to differentiate your business and offer unique value.

7. Develop a Strategic Plan

- **Create a Business Plan:** Develop a detailed plan outlining how you will integrate airport support services into your existing operations, including marketing strategies and operational adjustments.
- **Set Milestones and Goals:** Define clear milestones and goals to measure your progress and ensure that you stay on track with your expansion plans.





★ BONUS CONTENT ★

Airports receiving grants include:

- **\$24.2 million at Stewart International Airport in Newburgh, New York:** The grant funds a runway rehabilitation to improve airfield safety.
- **\$16.3 million at Philadelphia International Airport in Pennsylvania:** This grant funds runway rehabilitation to improve safety.
- **\$15.7 million at Detroit Willow Run Airport in Michigan:** This grant funds taxiway construction.
- **\$15 million at Ellison Onizuka Kona International at Keahole, Hawaii:** The grant funds a runway rehabilitation.
- **\$14.8 million at Pioneer Field in Valdez, Alaska:** The grant funds the expansion of a snow removal equipment building.
- **\$14.5 million at Muhammad Ali International in Louisville, Kentucky:** This grant funds the reconstruction of taxiways.
- **\$9.2 million at Rhode Island T.F. Green International in Warwick:** This grant funds the construction of aircraft parking.
- **\$4.2 million at San Diego International in California:** This grant funds the reconstruction of taxiways.
- **\$755,000 at Fitiuta Airport in American Samoa:** This grant funds the reconstruction of runway lights.

For the complete list, visit: <https://www.faa.gov/media/83166>

