

## **Addendum to the Airport Review Committee Report Pella Corporation**

Pella Corporation wishes to express its sincere appreciation to the members of the Airport Review Committee for their work in preparing and presenting the report to the Mayor and City Council regarding the future of air transportation and airport requirements in Pella. We offer this Addendum to be included with the final report to supplement the accomplishments of the Committee.

### **Economic Impact:**

Our corporate headquarters and offices have been located in Pella for over eighty years, currently with over 700 corporate function employees with an annual payroll and benefits over \$50 million. A major portion of our corporate transportation needs involve these people and their broad roles with the business, requiring frequent travel to our sites located on each of the coasts. Many economists conclude that the true economic impact is six times as great, putting that figure at over \$300 million annually.

The total annual payroll and benefits for citizens of Pella reaches about \$80 million, for citizens of Oskaloosa about \$40 million, and for citizens of Knoxville about \$30 million. Including the surrounding smaller communities and rural areas, the figures are much more compelling.

In addition to annual property taxes paid of \$726,000 to support community services, over the past 7 years, Pella Rolscreen Foundation and Kuyper Foundation contributions to local charities and fundraising efforts, including Pella and immediate communities, is over \$15.5 million.

### **Type of Aircraft Necessary:**

In order to take full advantage of the efficiencies of jet transportation, the basic requirement of our corporate jet aircraft is to be able to fly eight passengers and their luggage/equipment non-stop to all of our facilities nationwide. Category B jet aircraft cannot provide the basic needs for these reasons:

Generally speaking, Category B aircraft may not reach all sites without a refueling stop.  
Space is generally smaller and cannot hold eight passengers and their luggage/equipment.  
Speed is generally slower and less efficient.

There are Category B aircraft that meet the minimum requirements, but they are typically a minimum of three times as expensive to purchase and between two and three times as expensive to operate as our current Category C Westwind.

### **Customer Needs and Competitiveness:**

As the window and door industry continues to consolidate with larger and more sophisticated competition, it is imperative that we operate as efficiently and productively as possible. Our major competitors operate primarily with Category C aircraft which they use to execute their corporate strategy. In addition, our major customers, suppliers, and vendors, many of which rely upon their own Category C corporate air transportation for their business travel, are approached and courted by our competitors. It is imperative that our key customers have easy access to our corporate offices and are able to maximize their own efficiency. It is vital to our overall competitive strategy to be able to provide them with safe and efficient air transportation access in Pella as well.

May 5, 2006