



AGENDA

Greater Asheville Regional Airport Authority Regular Meeting
Friday, March 8, 2019, 8:30 a.m.
Conference Room at Administrative Offices

NOTICE TO THE PUBLIC: The Airport Authority welcomes comments from the public on any agenda item. Comments are received prior to the Board's discussion of the agenda item. Comments are limited to five minutes. If you wish to comment on an agenda item, please deliver a request card (available in the meeting room) to the Clerk to the Board prior to the agenda item being called by the Chair.

- I. CALL TO ORDER
- II. PRESENTATIONS: None
- III. FINANCIAL REPORT ([document](#))
- IV. CONSENT ITEMS:
 - A. Approval of the Greater Asheville Regional Airport Authority February 15, 2019 Regular Meeting Minutes ([document](#))
 - B. Approval of the Greater Asheville Regional Airport Authority February 15, 2019 Closed Session Minutes
 - C. Approval of the Greater Asheville Regional Airport Authority January 18, 2019 Closed Session Minutes
 - D. Approve Grant of Easement to Duke Energy Progress, Inc., A North Carolina LLC for Electrical Lines ([document](#))
- V. OLD BUSINESS: None



VI. NEW BUSINESS:

- A. Approval of Amended Pay Grade Structure ([document](#))
- B. Preliminary Approval of Authority's Amended Ordinance of Airline Rates, Fees and Charges for the Asheville Regional Airport ([document](#))
- C. Approval of the Authority's Preliminary Fiscal Year 2019/2020 Budget ([document](#))

VII. DIRECTOR'S REPORT:

- A. Contingency Transfer
- B. Organizational Chart
- C. ACI Capital Needs Report

VIII. INFORMATION SECTION:

(Staff presentations will not be made on these items. Staff will be available to address questions from the Board.)

- A. January 2019 Traffic Report ([document](#))
- B. January 2019 Monthly Financial Report ([document](#))
- C. March 2019 Development/Project Status Report ([document](#))
- D. Potential Board Items for the Next Regular Meeting:
 - Public Hearing and Final Approval of Amended Ordinance of Airline Rates, Fees and Charges
 - Public Hearing and Final Adoption of the Authority's Fiscal Year 2019/2020 Budget

IX. PUBLIC AND TENANTS' COMMENTS

X. CALL FOR NEXT MEETING



XI. CLOSED SESSION:

Pursuant to Subsections 143-318.11 (a) (3) and (4) of the General Statutes of North Carolina to Consult with Legal Counsel in Order to Preserve the Attorney-Client Privilege and to Discuss Matters Relating to the Location and/or Expansion of Industries or Other Businesses in the Area Served by the Authority, Including Agreement on a Tentative List of Economic Development Incentives that may be Offered by the Authority in Negotiations.

XII. AUTHORITY MEMBER REPORTS:

A. Key Strategic Elements ([document](#))

XIII. ADJOURNMENT

This agenda of the Greater Asheville Regional Airport Authority is provided as a matter of convenience to the public. It is not the official agenda. Although every effort is made to provide complete and accurate information in this agenda, the Greater Asheville Regional Airport Authority does not warrant or guarantee its accuracy or completeness for any purpose. The agenda is subject to change before and/or during the Board meeting.

**Asheville Regional Airport
Executive Summary
January-19**

AIRPORT ACTIVITY

| | Month | Variance to Prior Year | Calendar Year to Date | Variance to Prior Year |
|-------------------------------|--------|---------------------------|--------------------------|---------------------------|
| Passenger Enplanements | 45,770 | 37.0% | 45,770 | 37.0% |
| Aircraft Operations | | | | |
| Commercial | 1,319 | 18.7% | 1,319 | 18.7% |
| Scheduled Flights | 638 | 30.5% | | |
| Flight Cancellations | 3 | | | |
| Seats | 60,265 | 41.6% | 60,265 | 41.6% |
| Load Factor | 75.9% | (3.2%) | 75.9% | (3.2%) |
| General Aviation | 2,940 | 14.0% | 2,940 | 14.0% |
| Military | 178 | (8.2%) | 178 | (8.2%) |

FINANCIAL RESULTS

| | Month | Variance to Budget | Fiscal Year to Date | Variance to Budget |
|---|---------------------|-----------------------|------------------------|-----------------------|
| Operating Revenues | \$ 1,144,401 | | \$ 8,099,836 | |
| Operating Expenses | 666,543 | | 4,550,278 | |
| Net Operating Revenues before Depreciation | <u>\$ 477,858</u> | | <u>\$ 3,549,558</u> | |
| Net Non-Operating Revenues | <u>\$ 325,973</u> | | <u>\$ 1,877,795</u> | |
| Grants: | | | | |
| FAA AIP Grants | \$ 1,350,164 | | \$ 2,196,836 | |
| NC Dept of Transportation Grants | - | | 2,024,831 | |
| Total | <u>\$ 1,350,164</u> | | <u>\$ 4,221,667</u> | |

CASH

| | |
|---------------------------------|----------------------|
| Restricted | \$ 11,704,061 |
| Designated for O&M Reserve | 4,608,465 |
| Designated for Emergency Repair | 650,000 |
| Unrestricted, Undesignated | 18,312,923 |
| Total | <u>\$ 35,275,449</u> |

RECEIVABLES PAST DUE

| | Total | 1-30 Days | 31-60 Days | Over 60 Days |
|------------------------|-------------------|-------------------|------------------|-------------------|
| Advertising Customers | 25,613 | 5,921 | 2,700 | 16,992 |
| Allegiant | 33,744 | 18,054 | 2,095 | 13,595 |
| American | 8,349 | 3,791 | - | 4,558 |
| Avis | 6,291 | 732 | - | 5,559 |
| Budget | 15,998 | 15,091 | - | 907 |
| Delta | 5,659 | 3,111 | 854 | 1,694 |
| Elite Airways | 9,651 | - | - | 9,651 |
| TSA | 40,899 | 10,130 | 10,535 | 20,234 |
| FAA | 13,004 | 70 | 70 | 12,864 |
| Hertz | 33,761 | 16,467 | - | 17,294 |
| Paradies | 28,536 | 28,536 | - | - |
| Signature | 3,862 | - | 125 | 3,737 |
| Skywest | 40,574 | 6,734 | - | 33,840 |
| Spirit | 3,914 | 1,738 | 313 | 1,863 |
| United | 2,035 | 991 | 837 | 207 |
| Vanguard | 34,713 | - | - | 34,713 |
| Worldwide | 1,377 | 432 | 111 | 834 |
| Miscellaneous | 9,081 | 488 | 70 | 8,523 |
| Total | <u>\$ 317,061</u> | <u>\$ 112,286</u> | <u>\$ 17,710</u> | <u>\$ 187,065</u> |
| % of Total Receivables | <u>46.72%</u> | | | |

Note: Excludes balances paid subsequent to month-end.

REVENUE BONDS PAYABLE

| | Original Amount | Current Balance |
|---|----------------------|----------------------|
| Parking Garage Revenue Bond, Series 2016A | \$ 15,750,000 | \$ 15,750,000 |
| Parking Garage Taxable Revenue Bond, Series 2016B | 5,250,000 | 3,080,000 |
| | <u>\$ 21,000,000</u> | <u>\$ 18,830,000</u> |

CAPITAL EXPENDITURES

| | |
|-----------------------|---------------|
| Annual Budget | \$ 31,516,785 |
| Year-to-Date Spending | \$ 3,758,749 |

**REGULAR MEETING
GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
February 15, 2019**

The Greater Asheville Regional Airport Authority ("Authority") met on Friday, February 15, 2019 at 8:30 a.m. in the Conference Room at the Authority's Administrative Offices, Asheville Regional Airport ("Airport"), 61 Terminal Drive, Suite 1, Asheville, NC 28732.

MEMBERS PRESENT: Matthew C. Burril, Chair; K. Ray Bailey, Vice-Chair; William L. Moyer; Stephanie Pace Brown; George H. Erwin, Jr.; Brad Galbraith; and Carl H. Ricker, Jr.

MEMBERS ABSENT: None

STAFF AND LEGAL COUNSEL PRESENT: Cindy Rice, Authority Legal Counsel; Lew Bleiweis, Executive Director; Michael Reisman, Deputy Executive Director of Development and Operations; Kevan Smith, Chief of Public Safety; Janet Burnette, Director of Finance and Accounting; Shane Stockman, IT Director; John Coon, Director of Operations; Frank Wheeler, Director of Administration and Human Resources; Christina Madsen, Airport Properties and Contracts Manager; Samuel Sales, Public Safety Captain; and Ellen Heywood, Clerk to the Board

ALSO PRESENT: Patrick Pettit, Haskell; Nick Loder, RS&H; James Moose, Avcon; Jon McCalmont, Parrish & Partners; Hunter Boniface, Parrish and Partners

CALL TO ORDER: The Chair called the meeting to order at 8:30 a.m.

PRESENTATIONS: None

FINANCIAL REPORT: The Director reported on the airport activity for the month of December which included enplanements, aircraft operations, and general aviation activity. Janet Burnette reported on the financial activity for the month of December.

CONSENT ITEMS: The Chair stated that Consent Item B, Approval of the Greater Asheville Regional Airport Authority January 18, 2019 Closed Session Minutes, would be pulled for review in Closed Session.

A. Approval of the Greater Asheville Regional Airport Authority January 18, 2019 Regular Meeting Minutes: Mr. Galbraith moved to approve the January 18, 2019 Regular Meeting Minutes. Ms. Brown seconded the motion and it carried unanimously.

OLD BUSINESS: None

NEW BUSINESS: The Director stated that New Business Item B, Approval of Resolution Declaring Intent of Authority to Reimburse Itself for Capital Expenditures Incurred in Connection with Design and Construction of a Terminal Building, would be pulled from the agenda.

A. Approval of Easements for North Carolina Department of Transportation: The Director reported that the State of North Carolina is looking to acquire construction and permanent easements from the Authority totaling approximately .157 acres of land for construction and .247 acres of land for right of way and drainage for the State's I-26 road widening project. An appraisal was completed, and the State is offering fair market value of \$51,050 for the permanent easements and \$16,475 for the construction easement for a total of \$67,525.00. The monies received from the sale of these easements will be applied towards an FAA approved capital project.

Mr. Moyer moved to approve the sale of easements as described by staff to North Carolina Department of Transportation for the total amount of \$67,525.00; and authorize the Chair or Executive Director to execute the necessary documents. Mr. Erwin seconded the motion and it carried unanimously.

C. Recommended Pay Adjustment: Frank Wheeler informed the Board that the Authority has struggled in recent months to fill positions in three classifications. A comprehensive wage and benefit survey was recently conducted to include regional airports and several local entities to benchmark similar positions. Mr. Wheeler reported that the three classifications that need immediate dollar adjustments are Public Safety Officers, Custodial Technicians, and Maintenance I Technicians. Further recommendations of much needed adjustments to the Authority's existing pay structure will be presented in conjunction with the fiscal year 2019/2020 budget. Mr. Wheeler reviewed the salary adjustments that would affect six existing Public Safety Officers and eight Custodial Technicians as well as new hires for both positions. Mr. Wheeler advised the Board that the following budget ordinance amendment would be necessary to increase the salaries and stated that the budget amendment contains the FICA and retirement benefits that would also increase:

BE IT ORDAINED by the Greater Asheville Regional Airport Authority that the following amendment be made to the annual budget ordinance for the fiscal year ending June 30, 2019:

Section 1. To amend the appropriations as follows:

EXPENDITURES:

| | <u>Decrease</u> | <u>Increase</u> |
|--------------------------|-----------------|-----------------|
| Operations Department | | \$10,023 |
| Public Safety Department | | <u>\$9,848</u> |
| Totals | | <u>\$19,871</u> |

This will result in a net increase of \$19,871 in the appropriations. Revenues will be revised as follows:

REVENUES:

| | <u>Decrease</u> | <u>Increase</u> |
|--------------------------|-----------------|-----------------|
| Transfer from GARAA Cash | | <u>\$19,871</u> |
| Totals | | <u>\$19,871</u> |

Section 2. Copies of this budget amendment shall be furnished to the Clerk to the Greater Asheville Regional Airport Authority, and to the Budget Officer and to the Finance Officer for their direction.

Adopted this 15th day of February, 2019.

Matthew C. Burrell, Chair

Attested by:

Ellen Heywood, Clerk to the Board

Additional information on the benefits package was requested and Mr. Wheeler provided an overview of the benefits that are offered to full-time employees. The Director stated that the benefits package provided to front line employees averages 50%.

Mr. Erwin moved to increase the entry level Custodial Technicians to \$12.50/hr. entry; increase Maintenance Technician I position to \$13.00/hr. entry; increase Public Safety Officer entry rate to \$38,000/annual; authorize the Executive Director to implement such changes effective February 16, 2019; and amend the FY2018/2019 budget by adopting the Budget Ordinance Amendment as presented by staff. Ms. Brown seconded the motion and it carried unanimously.

DIRECTOR'S REPORT: The Director advised the Board that he had a few additional items to include that were not on the agenda.

A. United Way: The Director reported that the Authority had a successful campaign this year surpassing its goal of \$11,100 to raise \$11,479 for United Way with 59% of employees participating. The Authority was nominated by United Way of Buncombe County for the Spirit of North Carolina award, and while the Authority did not win the award, staff was appreciative of the nomination.

B. Customer Service Award: Staff was recently presented with the First Citizens Bank Forever First Award at the Henderson County Chamber of Commerce annual meeting. This is a customer service award recognizing all the airport does for the community.

C. TSA Pre-Check: TSA opened their Pre-Check lane on February 11th. The Pre-Check lane is expected to be open from approximately 4:30 to 8:30 am and 12:30 to 4:30 pm, however, TSA will adjust these hours according to peak times. The gate will be down when the lane is not open, however, the lane will be used as an expedited lane for the Pre-Check passengers during the times that Pre-Check is not open. Staff will issue a press release to announce the Pre-Check. The Director stated that the company that provided the security guards for the premium lane has been notified that their services are no longer needed.

D. Wings for Autism: A brief video was shown highlighting the Wings for Autism event that was held on January 26th.

E. Federal Employees: The Director informed the Board that the Authority purchased \$20 gift cards for the TSA and FAA employees during the government shutdown. TSA staff was not able to take the gift cards because the government re-

opened, however, the FAA staff did accept the gift cards and sent a letter of gratitude to the Authority.

F. Industry Conference Update: The Director reported on several of the topics and their effects on the aviation industry that have been discussed at the various conferences the Director and Deputy Director have recently attended.

The Chair thanked the Director for the update and stated that he planned to attend the Board and Commissioners conference in May. Mr. Galbraith stated that he planned to attend the ACI-NA Annual Conference in Tampa in September.

G. Surrounding Property Development: The Director stated that he and Mr. Reisman have been working with Henderson County regarding property to the south of the airport that may become a residential community of over 1200 homes. From a compatibility standpoint, the airport has concerns with a residential development due to safety and noise issues. For a number of years, Mr. Reisman has been working without success to establish an overlay district with Henderson County. The Director suggested the Board Members representing Henderson County may be able to broach the subject of the intended development with the County Commissioners.

INFORMATION SECTION: No comments

PUBLIC AND TENANTS COMMENTS: None

CALL FOR NEXT MEETING: The Chair stated that a Special Meeting would be held on February 20, 2019 and the next regular meeting of the Authority Board would be held on March 8, 2019. Since the purpose of the Special Meeting was to discuss the progression of the terminal building, the Chair requested the Board's opinion on whether or not legal counsel would be necessary at the Special Meeting. the consensus of the Board was that legal representation would not be required at the Special Meeting.

AUTHORITY MEMBER REPORTS: None

CLOSED SESSION: At 9:51 a.m. Mr. Bailey moved to go into Closed Session Pursuant to Subsections 143-318.11 (a) (3), (4) and (6) of the General Statutes of North Carolina to Consult with Legal Counsel Regarding, Among Other Things, That Lawsuit Entitled Kaleb A. Rice vs. Greater Asheville Regional Airport Authority and M. Kevan Smith, Individually, in Order to Preserve the Attorney-Client Privilege; and to Discuss Matters Relating to the Location and/or Expansion of Industries or Other Businesses in the Area Served by the Greater Asheville Regional Airport Authority, Including Agreement on a

Tentative List of Economic Development Incentives that may be Offered by the Greater Asheville Regional Airport Authority in Negotiations; and to Consider Personnel Matters. Mr. Galbraith seconded the motion and it carried unanimously.

The Chair indicated they would break for five minutes at which time the Board would resume in closed session.

Open Session resumed at 11:00 a.m.

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY FEBRUARY 15, 2019

CLOSED SESSION MINUTES: Mr. Bailey moved to seal the minutes for the Closed Session just completed and to withhold such Closed Session minutes from public inspection so long as public inspection would frustrate the purpose or purposes thereof. Mr. Moyer seconded the motion and it carried unanimously.

ADJOURNMENT: Mr. Bailey moved to adjourn the meeting at 11:01 a.m. Mr. Erwin seconded the motion and it carried unanimously.

Respectfully submitted,

Ellen Heywood
Clerk to the Board

Approved:

Matthew C. Burrell
Chair



MEMORANDUM

TO: Members of the Airport Authority

FROM: Lew Bleiweis, A.A.E.
Executive Director

DATE: March 8, 2019

ITEM DESCRIPTION – Consent Item D

Approve Grant of Easement to Duke Energy Progress, Inc., A North Carolina LLC for Electrical Lines

BACKGROUND

Duke Energy Progress, LLC (DEP) is in the process of installing a redundancy power feed to the Ferncliff Industrial Park located on the westside of the airport property. In order to do so, they need to obtain an easement from the Greater Asheville Regional Airport Authority (GARAA). This new power feed will be beneficial to those business entities located within the industrial park, but more importantly, will eventually supply a redundant power feed to the airport for improved power reliability.

ISSUES

When DEP previously provided power on the west side of the airport for the airfield project, DEP ran powerlines above ground from NC280 onto Ferncliff Park Drive. In exchange for this easement DEP shall be required to relocate those above ground powerlines to underground.

ALTERNATIVES

The GARAA could decide not to provide the easement to DEP forcing them to find an alternate routing for the alternate power feed. Denying the easement will keep the existing powerlines on the westside of the airport above the ground.

FISCAL IMPACT

None.

Consent Item - D



RECOMMENDED ACTION

It is respectfully requested that the Greater Asheville Regional Airport Authority Board resolve to (1) approve the grant of an Easement to DEP for an electrical power run on the westside of the airport along Ferncliff Park Drive; and (2) Authorize the Executive Director to sign the necessary documents.

EASEMENT

NORTH CAROLINA
BUNCOMBE COUNTY

Prepared By: Duke Energy
Return To: Duke Energy Carolinas
Attn: Wendi McCrain
555-A Brevard Road
Asheville, NC 28806

THIS EASEMENT ("Easement") is made this _____ day of _____, 20_____
("Effective Date"), from Greater Asheville Regional Airport, a body corporate and politic, ("GRANTOR," whether one or more), to Duke Energy Progress, LLC, a North Carolina limited liability company ("DEP"); its successors, licensees, and assigns.

WITNESSETH:

THAT GRANTOR, for and in consideration of the sum of ONE DOLLAR (\$1.00), the receipt and sufficiency of which are hereby acknowledged, does hereby grant unto DEP, its successors, lessees, licensees, transferees, permittees, apportionees, and assigns, the perpetual right, privilege, and easement to go in and upon the land of GRANTOR situated in Limestone Township, described as follows: PIN# 9643-52-3284-00000 containing 570.59 acres, more or less, and being the land described in a deed from The City of Asheville, North Carolina, a North Carolina Municipal Corporation to Greater Asheville Regional Airport Authority, dated April 25, 2017, and recorded in Deed Book 5565, Page 1196, Buncombe County Registry (the "Property"), LESS AND EXCEPT any prior out-conveyances, and to construct, reconstruct, operate, patrol, maintain, inspect, repair, replace, relocate, add to, modify and remove electric and/or communication facilities thereon including but not limited to, supporting structures such as cables, wires, underground conduits, enclosures/transformers, vaults and manholes and other appurtenant apparatus and equipment (the "Facilities") within an easement area being twenty (20) feet wide, together with an area ten (10) feet wide on all sides of the foundation of any DEP enclosure/transformer, vault or manhole (the "Easement Area"), for the purpose of transmitting and distributing electrical energy and for communication purposes of DEP and Incumbent Local Exchange Carriers. The centerline of the Facilities shall be the center line of the Easement Area.

The right, privilege and easement shall include the following rights granted to DEP: (a) ingress and egress over the Easement Area and over adjoining portions of the Property (using lanes, driveways and paved areas where practical as determined by DEP); (b) to trim and keep clear from the Easement Area, now or at any time in the future, trees, limbs, undergrowth, structures or other obstructions, and to trim or clear dead, diseased, weak or leaning trees or limbs outside of the Easement Area which, in the opinion of DEP, might interfere with or fall upon the Facilities; and (c) all other rights and privileges reasonably necessary or convenient for DEP's safe, reliable and efficient installation, operation, and maintenance of the Facilities and for the enjoyment and use of the Easement Area for the purposes described herein.

Notwithstanding anything to the contrary above, it is understood and agreed that:

- (1) The Easement Area herein granted shall be approximately located as shown on the sketch attached hereto as "Exhibit A" and recorded herewith;
- (2) DEP's access to secured portions of the Easement Area shall require the prior permission of Grantor and escort by an authorized representative of Grantor, in accordance with airport security regulations.
- (3) No above ground poles or wires shall be allowed within this easement area.
- (4) DEP must obtain written approval from the Grantor for any changes or construction upon the easement area.
- (5) DEP needs to comply with all Federal Aviation Regulations that might impact the airport, inclusive of FAR Part 77.

TO HAVE AND TO HOLD said rights, privilege, and easement unto DEP, its successors, licensees, and assigns, forever, and GRANTOR, for itself, its heirs, executors, administrators, successors and assigns, covenants to and with DEP that GRANTOR is the lawful owner of the Property and the Easement Area in fee and has the right to convey said rights and Easement.

IN WITNESS WHEREOF, GRANTOR has caused this EASEMENT to be signed in its name by its duly authorized officer, as of the date first above written.

GREATER ASHEVILLE REGIONAL AIRPORT
AUTHORITY
A body corporate and politic

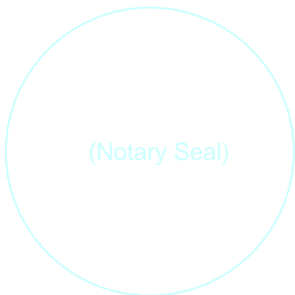
By: _____

Title: _____

NORTH CAROLINA, _____ COUNTY

I, _____, a Notary Public of _____ County, North Carolina, certify that _____ personally appeared before me this day and acknowledged that he/she is _____ of Greater Asheville Regional Airport Authority, a corporation, and being authorized to do so, executed the foregoing EASEMENT on behalf of the corporation.

Witness my hand and notarial seal, this _____ day of _____, 20____.



Notary Public

My commission expires: _____



USP: 1st: G&W Vipers FID 427898406 (DIS# 15TD95)
 USP: In front of Budget Motel @ I-26/Airport Rd
 USP: 2nd: OCB @ Airport Rd 24kV T0690B01
 USP:



?:
?:
?:
?:

Safety Reminders / Adverse Conditions



Work Zone General Comments:
 Work near intersection
 Work off road

REMEMBER: Work zone area conditions may have changed for this job! Everyone is responsible for verifying the above safety information is correct prior to any work being performed each day.

DEP Portion - WO# 27807658 - MX7807658
Duke Energy Proposed UG Circuit Tie from Sierra Nevada to Hwy 280 (Boylston Hwy)
Tie will connect DEC Mills River 2310 (65122310) with DEP Airport Rd 24kV (T0690B01)

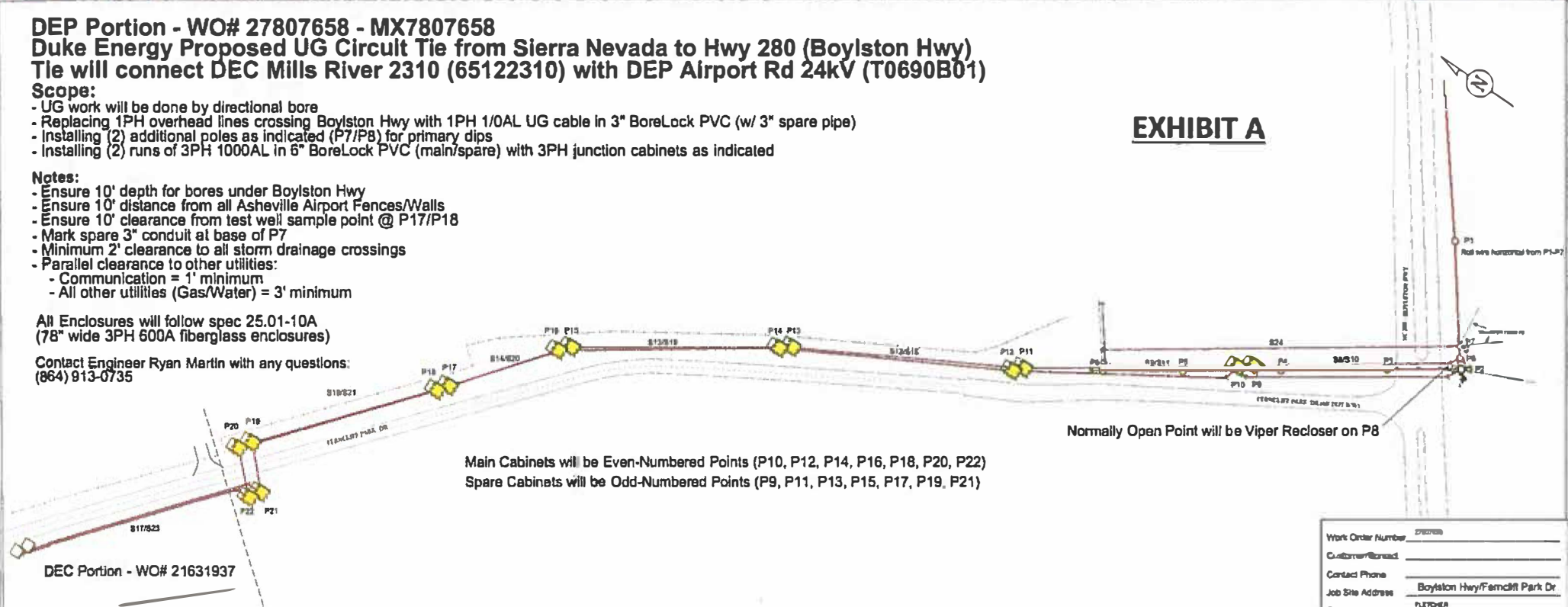
- Scope:**
- UG work will be done by directional bore
 - Replacing 1PH overhead lines crossing Boylston Hwy with 1PH 1/0AL UG cable in 3" BoreLock PVC (w/ 3" spare pipe)
 - Installing (2) additional poles as indicated (P7/P8) for primary dips
 - Installing (2) runs of 3PH 1000AL in 6" BoreLock PVC (main/spare) with 3PH junction cabinets as indicated

- Notes:**
- Ensure 10' depth for bores under Boylston Hwy
 - Ensure 10' distance from all Asheville Airport Fences/Walls
 - Ensure 10' clearance from test well sample point @ P17/P18
 - Mark spare 3" conduit at base of P7
 - Minimum 2' clearance to all storm drainage crossings
 - Parallel clearance to other utilities:
 - Communication = 1' minimum
 - All other utilities (Gas/Water) = 3' minimum

All Enclosures will follow spec 25.01-10A (78" wide 3PH 600A fiberglass enclosures)

Contact Engineer Ryan Martin with any questions: (864) 913-0735

EXHIBIT A



Main Cabinets will be Even-Numbered Points (P10, P12, P14, P16, P18, P20, P22)
 Spare Cabinets will be Odd-Numbered Points (P9, P11, P13, P15, P17, P19, P21)

DEC Portion - WO# 21631937

THIS MAP MAY NOT BE A CERTIFIED SURVEY AND HAS NOT BEEN REVIEWED BY A LOCAL GOVERNMENT AGENCY FOR COMPLIANCE WITH ANY APPLICABLE LAND DEVELOPMENT REGULATIONS AND HAS NOT BEEN REVIEWED FOR COMPLIANCE WITH RECORDING REQUIREMENTS FOR PLATS.

| | |
|-------------------|--------------------------------|
| Work Order Number | 27807658 |
| Customer/Contract | |
| Contact Phone | |
| Job Site Address | Boylston Hwy/Farmcreek Park Dr |
| City | FLENDLER |
| County | HEMPHRESON |
| State, Zip | NC, 28752 |
| Designer | Ryan Martin |
| Designer Phone | 864-913-0735 |

| | |
|-------------------|----------------|
| Circuit ID | |
| Primary Voltage | |
| Permit Required | Yes ___ No ___ |
| Permit Type/No. | |
| Permit Type/No. 2 | |
| Permit Type/No. 3 | |
| Permit Type/No. 4 | |



MEMORANDUM

TO: Members of the Airport Authority

FROM: Frank Wheeler, Director of Administration and Human Resources

DATE: March 8, 2019

ITEM DESCRIPTION – New Business Item A

Approval of Amended Pay Grade Structure

BACKGROUND

To ensure the Authority is attracting and retaining top performing employees, as discussed in last month's Board Meeting, a comprehensive salary survey was conducted involving 9 other airports most like AVL in enplanements and size located in our surrounding states. The last salary survey for the Authority was completed in 2015. The proposed FY 2019-2020 budget includes any necessary salary adjustments that resulted from the salary survey. A recommended revised Pay Grade Structure is presented below. Staff will monitor financial conditions and the aviation industry before making final recommendations for the July 1, 2019 implementation.

ISSUES

The amended Pay Grade Structure will ensure that the Authority's salary adjustments are maintained at a competitive level. This will allow the Authority to attract, motivate and retain key talent to serve the Authority's business needs. It will also allow the Authority to remain competitive with our competitors for "like" talent.

ALTERNATIVES

The Authority Board could decide not to approve the proposed Pay Grade Structure.



FISCAL IMPACT

The salary pay grade adjustment will only impact one employee in grade 4 and one employee in grade 5 who will fall below the minimum of the grade with the proposed adjustments. The expenses for these adjustments are minimal and included in the budget document. There are changes in all other pay grades, both to the minimum and maximum ranges, however, these changes have no effect on employees' current salaries. The Amended Pay Grade Structure is the tool to ensure that pay levels for Authority positions are competitive externally and equitable internally. This will be an ongoing budget commitment for the Authority.

RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to (1) approve the amended Pay Grade Structure; and (2) authorize the Executive Director to implement such changes effective July 1, 2019.

| Level | Category | Job Title | Existing Range | | | Proposed | | |
|-------|----------------|--------------------------------------|----------------|------------|------------|-----------|-----------|------------|
| | | | Min | Mid | Max | Min | Mid | Max |
| 10 | Dep. Ex. Dir. | Deputy Executive Airport Director | \$ 98,000 | \$ 124,000 | \$ 150,000 | \$ 99,000 | \$137,000 | \$ 175,000 |
| 9 | Finance | Director of Finance & Accounting | \$ 80,000 | \$100,000 | \$ 120,000 | \$ 85,000 | \$107,000 | \$ 128,000 |
| 8 | DPS | Chief of Public Safety | \$ 76,500 | \$ 96,750 | \$ 117,000 | \$ 80,000 | \$99,500 | \$ 122,000 |
| 8 | IT | Director of IT | \$ 76,500 | \$ 96,750 | \$ 117,000 | \$ 80,000 | \$99,500 | \$ 122,000 |
| 8 | Operations | Director of Operations & Maintenance | \$ 76,500 | \$ 96,750 | \$ 117,000 | \$ 80,000 | \$99,500 | \$ 122,000 |
| 8 | Administration | Director of Administration & HR | \$ 76,500 | \$ 96,750 | \$ 117,000 | \$ 80,000 | \$99,500 | \$ 122,000 |
| 8 | Marketing | Director of Mkg, PR & Air Service | \$ 76,500 | \$ 96,750 | \$ 117,000 | \$ 80,000 | \$99,500 | \$ 122,000 |
| 7 | Development | Development Manager | \$ 67,500 | \$ 75,000 | \$ 100,000 | \$ 68,000 | \$ 77,500 | \$ 100,000 |
| 7 | Safety | Safety Manager | \$ 67,500 | \$ 75,000 | \$ 100,000 | \$ 68,000 | \$ 77,500 | \$ 100,000 |
| 7 | Contracts | Properties and Contracts Mgr | \$ 67,500 | \$ 75,000 | \$ 100,000 | \$ 68,000 | \$ 77,500 | \$ 100,000 |
| 6 | DPS | DPS Captain | \$ 50,500 | \$ 60,750 | \$ 71,000 | \$ 52,000 | \$63,000 | \$ 75,000 |
| 6 | Maintenance | Maintenance Supervisor II | \$ 50,500 | \$ 60,750 | \$ 71,000 | \$ 52,000 | \$63,000 | \$ 75,000 |
| 6 | IT | Systems Administrator | \$ 50,500 | \$ 60,750 | \$ 71,000 | \$ 52,000 | \$63,000 | \$ 75,000 |
| 6 | Operations | Operations Supervisor | \$ 50,500 | \$ 60,750 | \$ 71,000 | \$ 52,000 | \$63,000 | \$ 75,000 |
| 6 | Finance | Accounting Administrator | \$ 50,500 | \$ 60,750 | \$ 71,000 | \$ 52,000 | \$63,000 | \$ 75,000 |
| 5 | IT | Airport Systems Technician II | \$ 41,500 | \$ 50,000 | \$ 58,000 | \$ 42,000 | \$51,500 | \$ 58,500 |
| 5 | Custodial | Custodial Supervisor I | \$ 41,500 | \$ 50,000 | \$ 58,000 | \$ 42,000 | \$50,250 | \$ 58,500 |
| 5 | Maintenance | Maintenance Tech IV | \$ 41,500 | \$ 50,000 | \$ 58,000 | \$ 42,000 | \$50,250 | \$ 58,500 |
| 5 | Marketing | Brand and Experience Mgr | \$ 41,500 | \$ 50,000 | \$ 58,000 | \$ 42,000 | \$50,250 | \$ 58,500 |
| 5 | Operations | Operations Specialist II | \$ 41,500 | \$ 50,000 | \$ 58,000 | \$ 42,000 | \$50,250 | \$ 58,500 |
| 5 | DPS | PSO Lieutenant | \$ 41,500 | \$ 50,000 | \$ 58,000 | \$ 42,000 | \$50,250 | \$ 58,500 |
| 5 | Executive | Executive Assistant | \$ 41,500 | \$ 50,000 | \$ 58,000 | \$ 42,000 | \$50,000 | \$ 58,500 |
| 5 | Guest Services | Guest Services Supervisor | \$ 41,500 | \$ 50,000 | \$ 58,000 | \$ 42,000 | \$50,000 | \$ 58,500 |
| 4 | Finance | Accounting Coordinator II | \$ 36,000 | \$ 43,250 | \$ 50,500 | \$ 38,000 | \$45,500 | \$ 52,000 |
| 4 | Development | Development Coordinator II | \$ 36,000 | \$43,250 | \$ 50,500 | \$ 38,000 | \$45,500 | \$ 52,000 |
| 4 | IT | IT Coordinator II | \$ 36,000 | \$43,250 | \$ 50,500 | \$ 38,000 | \$45,500 | \$ 52,000 |
| 4 | Maintenance | Maintenance Tech III | \$ 36,000 | \$43,250 | \$ 50,500 | \$ 38,000 | \$45,500 | \$ 52,000 |
| 4 | Operations | Operations Specialist I | \$ 36,000 | \$43,250 | \$ 50,500 | \$ 38,000 | \$45,500 | \$ 52,000 |
| 4 | DPS | Public Safety Officer | \$ 36,000 | \$43,250 | \$ 50,500 | \$ 38,000 | \$45,500 | \$ 52,000 |
| 3 | Administration | P/T Admin Coordinator I | \$ 32,000 | \$ 39,250 | \$ 46,500 | \$ 33,000 | \$40,500 | \$ 47,250 |
| 3 | DPS | Fire Fighter | \$ 32,000 | \$ 39,250 | \$ 46,500 | \$ 33,000 | \$40,500 | \$ 47,250 |
| 3 | Maintenance | Maintenance Technician II | \$ 32,000 | \$ 39,250 | \$ 46,500 | \$ 33,000 | \$40,500 | \$ 47,250 |
| 3 | Marketing | Marketing & PR Coordinator | \$ 24,750 | \$ 30,125 | \$ 35,500 | \$ 27,500 | \$33,000 | \$ 38,750 |
| 2 | Maintenance | Maintenance Technician I | \$ 24,750 | \$ 30,125 | \$ 35,500 | \$ 27,500 | \$33,000 | \$ 38,750 |
| 1 | Custodial | Custodial Technician | \$ 23,000 | \$ 29,500 | \$ 36,000 | \$ 26,000 | \$31,500 | \$ 37,000 |
| 1 | Guest Services | P/T Guest Services Clerk | \$ 23,000 | \$ 29,500 | \$ 36,000 | \$ 26,000 | \$31,500 | \$ 37,000 |



MEMORANDUM

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance and Accounting

DATE: March 8, 2019

ITEM DESCRIPTION – New Business Item B

Preliminary Approval of the Authority's Amended Ordinance of Airline Rates, Fees and Charges for the Asheville Regional Airport.

BACKGROUND

The Authority Board established airline rates, fees and charges by ordinance in 2016. In accordance with Ordinance No. 201601, and in preparation for the upcoming FY2019-2020 budget, we have developed a new Schedule of Airline Rates, Fees and Charges for FY2019-2020, using the same agreed-upon rate methodology. Overall, these new rates result in higher total costs to each of the airlines, primarily to cover some of the costs associated with the addition of four public safety officers.

The airlines were notified and presented the new proposed airline rates, fees and charges. A meeting with the airlines is scheduled for March 14, 2019, which is the earliest the airlines had availability.

ISSUES

The Authority's ordinance process requires a public hearing prior to adoption of these new rates.

ALTERNATIVES

None recommended.



FISCAL IMPACT

The proposed rates are higher overall, to provide adequate revenue to cover airline operating costs.

RECOMMENDED ACTION

It is respectfully requested that the Greater Asheville Regional Airport Authority Board (1) consider and approve the proposed Airline Rates, Fees and Charges; (2) schedule a public hearing and accept public comment on the proposed Airline Rates, Fees and Charges; and (3) following the minimum period for public comment and public hearing, adopt the Airline Rates, Fees and Charges for FY2019-2020, at the next regularly scheduled Authority Board meeting which is scheduled for April 12, 2019.

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

AMENDED ORDINANCE NO. 201601-5

**AN ORDINANCE TO IMPLEMENT A SCHEDULE OF AIRLINE RATES, FEES AND CHARGES
FOR THE ASHEVILLE REGIONAL AIRPORT.**

IT IS HEREBY ENACTED AND ORDAINED BY THE GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY AS FOLLOWS:

Section 1. CITATION.

1.1 This Ordinance may be cited as the "**Airline Rates, Fees & Charges Ordinance**".

Section 2: FINDINGS.

2.1 The Greater Asheville Regional Airport Authority was created by Session Law 2012-121, which was ratified by the General Assembly of North Carolina on June 28, 2012.

2.2 Section 1.6(a)(7) of Session Law 2012-121 gives the Greater Asheville Regional Airport Authority the ability to, among other things: *"[m]ake all reasonable rules, regulations, and policies as it may from time to time deem to be necessary, beneficial or helpful for the proper maintenance, use, occupancy, operation, and/or control of any airport or airport facility owned, leased, subleased, or controlled by the Authority . . . "*

2.3 Section 1.6(a)(6) of Session Law 2012-121 gives the Greater Asheville Regional Airport Authority the authority to: *"[c]harge and collect fees, royalties, rents, and/or other charges, including fuel flowage fees for the use and/or occupancy of property owned, leased, subleased, or otherwise controlled and operated by the Authority or for services rendered in operation thereof."*

2.4 Section 1.6(a)(21) of Session Law 2012-121 gives the Greater Asheville Regional Airport Authority the ability to: *"[e]xercise all powers conferred by Chapter 63 of the General Statutes [of the State of North Carolina] or any successor Chapter or law."*

2.5 North Carolina General Statute Section 63-53(5) further gives the Greater Asheville Regional Airport Authority the authority: *"[t]o determine the charge or rental for the use of any properties under its control and the charges for any services or accommodations and the terms and conditions under which such properties may be used, provided that in all cases the public is not deprived of its rightful, equal, and uniform use of such property."*

2.6 The Greater Asheville Regional Airport Authority is obligated under federal law to maintain an airport user fee and rental structure that, given the conditions of the Airport makes the Airport as financially self-sustaining as possible.

2.7 The Greater Asheville Regional Airport Authority is further obligated under federal law to establish an airport user fee structure that is fair and reasonable to all users, and not unjustly discriminatory.

2.8 In or around Fall 2014, the Greater Asheville Regional Airport Authority contracted with an airport consulting firm, who conducted a comprehensive airline rate and charge study at the Airport, in accordance with the methodology stated in the Rates and Charges Policy promulgated by the Office of the Secretary of the Department of Transportation and by the FAA.

2.9 Since approximately February 2015, the Greater Asheville Regional Airport Authority has consulted with and made repeated, good faith efforts to reach an agreement regarding rates, fees and charges with the Airlines, and to resolve all disputes asserted by the Airlines, and after adequate and timely consultation with the Airlines and with the airport consulting firm, Greater Asheville Regional Airport Authority now desires to implement, by ordinance, the fair, reasonable and not unjustly discriminatory rates and charges structure as proposed by the airport consulting firm.

Section 3. PURPOSE AND SCOPE

3.1 The Greater Asheville Regional Airport Authority finds and determines that it is in the public interest to establish a schedule of Airline rates, fees and charges by ordinance.

3.2 This Airline Rates, Fees & Charges Ordinance shall be applicable to all Airlines utilizing the Asheville Regional Airport.

Section 4. EFFECTIVE DATE

4.1 The Airline Rates, Fees & Charges Ordinance shall take effect as of the 9th day of December, 2016.

Section 5. DEFINITIONS

5.1 "Affiliate" shall mean any airline or other entity designated in writing by Airline as an Affiliate that is operating under the same flight code designator and is: (1) a parent or subsidiary of Airline or is under the common ownership and control with Airline or (2) operates under essentially the same trade name as Airline at the Airport and uses essentially the same livery as Airline or (3) is a contracting ground handling company on behalf of Airline at the Airport.

5.2 "Airline(s)" shall mean each airline providing commercial passenger service to and from the Airport and using the Airport Terminal Building to enplane and deplane passengers or cargo service to and from the Airport.

5.3 [RESERVED]

5.4 "Airlines' Revenue Landed Weight" is for the applicable Fiscal Year the sum of the products determined by multiplying each Revenue Aircraft Arrival by each of the Airlines by the applicable Certified Maximum Gross Landed Weight of the aircraft making the Revenue Aircraft Arrival.

5.6 "Airport" is the Asheville Regional Airport as it presently exists and as it is hereafter modified or expanded.

5.7 "Airport Operating Requirement" for any Fiscal Year, consists of all of the following: (1) Operation and Maintenance Expenses; (2) O&M Reserve Requirement; (3) Depreciation; (4) Amortization; (5) Debt Service; (6) coverage required on any Bonds; (7) fund deposits required under any Bond Ordinance; (8) the net amount of any judgment or settlement arising out of or as a result of the ownership, operation or maintenance of the Airport payable by Authority during any Fiscal Year. This amount would include, but not be limited to, the amount of any such judgment or settlement arising out of or as a result of any claim, action, proceeding or suit alleging a taking of property or an interest in property without just

or adequate compensation, trespass, nuisance, property damage, personal injury or any other claim, action, proceeding or suit based upon or relative to the environmental impact resulting from the use of the Airport for the landing and taking off of aircraft; and (9) any and all other sums, amounts, charges or requirements of the Airport to be recovered, charged, set aside, expensed or accounted for during any Fiscal Year, or the Authority's accounting system.

5.8 "Amortization" is the amount determined by dividing the net cost of each Airport non-depreciating asset by an imputed estimated life for the asset as determined by the Authority.

5.9 "Assigned Space" means for each Airline, those areas and facilities in the Terminal Building and those areas adjacent to and outside the Terminal Building which are assigned to such Airline for its Preferential use.

5.10 "Authority" means the Greater Asheville Regional Airport Authority.

5.11 "Bond Ordinance" is any ordinance, resolution or indenture authorizing the issuance of Bonds for or on behalf of the Airport or Authority, including all amendments and supplements to such ordinances, resolutions and indentures.

5.12 "Bonds" are all debt obligations issued for or on behalf of the Airport or the Authority subsequent to July 1, 2009, except obligations issued by or on behalf of the Authority for a Special Facility.

5.13 "Capital Charge or Capital Charges" charges that include Amortization, Depreciation and Debt Service.

5.14 "Capital Outlay" is the sum of one hundred thousand dollars (\$100,000) or as otherwise determined by the Authority.

5.15 "Certified Maximum Gross Landed Weight" or "CMGLW" is, for any aircraft operated by any of the Airlines, the certified maximum gross landing weight in one thousand pound units of such aircraft as certified by the FAA and as listed in the airline's FAA approved "Flight Operations Manual".

5.16 "Debt Service" for any Fiscal Year is the principal, interest and other payments required for or on account of Bonds issued under any Bond Ordinance.

5.17 "Depreciation" is the amount which is the net cost of any Airport asset, except a non-depreciating asset, divided by its estimated useful life as determined by the Authority.

5.18 "Enplaned Passengers" are the originating and on-line or off-line transfer passengers of each of the Airlines serving the Airport enplaning at the Airport.

5.19 "Fiscal Year" is July 1st of any calendar year through June 30th of the next succeeding calendar year, or such other fiscal year as Authority may subsequently adopt for the Airport.

5.20 "Holdrooms" means the gate seating areas currently situated in the Airport Terminal Building, as they now exist or as they may hereafter be modified or expanded or constructed by Authority within or as part of the Terminal Building for use by Airline and the other Airlines for their Joint Use.

5.21 "Joint Use Formula" is, for any Fiscal Year, the formula used for prorating Terminal Building Rentals for Joint Use Space.

5.22 "Joint Use Space" means that common use space not assigned, which Airline uses on a joint use basis with other airline tenants.

5.23 "Landing Fees" are the airfield related charges calculated by multiplying the landing fee rate established in the Schedule of Rates, Fees and Charges for the applicable Fiscal Year by the applicable Certified Maximum Gross Landed Weight ("CMGLW") of Revenue Aircraft Arrivals.

5.24 "Operation and Maintenance Expenses" or "O&M Expenses" are, for any Fiscal Year, the total costs and expenses, incurred or accrued by the Authority for that Fiscal Year, in providing for the administration, operation, maintenance and management of the Airport, including, without limitation, the performance by Authority of any of its obligations related to the Airport.

5.25 "O&M Reserve Requirement" is the requirement adopted by the Authority that defines the amount of operating cash reserves to be available within the O&M Reserve Fund. The O&M Reserve Requirement may be revised from time to time and is currently set to equal at least six (6) months of the annual O&M Expenses budgeted for the current Fiscal Year.

5.26 "Passenger Facility Charge (PFC)" is the charge imposed by the Authority pursuant to 49 U.S.C. App. 513, as amended or supplemented from time to time, and 14 CFR Part 158, as amended or supplemented from time to time, or any other substantially similar charge lawfully levied by or on behalf of the Authority pursuant to or permitted by federal law.

5.27 "Preferential Use Space" means that Assigned Space for which Airline holds a preference as to use, and which may be used on a non-preferential basis by another airline or tenant.

5.28 "Rentable Space" is that space within the Airport Terminal Building which has been constructed or designated as rentable space by Authority, including such deletions therefrom and additions thereto as may occur from time-to-time.

5.29 "Revenue Aircraft Arrival" is an airline aircraft landing at Airport, excluding those returning to the Airport due to an emergency, and for which Landing Fees are charged by Authority.

5.30 "Special Facility" is any Airport facility acquired or constructed for the benefit or use of any person or persons, the costs of construction and acquisition of which are paid for (a) by the obligor under a Special Facility agreement, (b) from the proceeds of Special Facility bonds, or (c) both; provided, however, that Airport facilities built by an Airport tenant under a ground lease or any other agreement which by its terms is not indicated to be a Special Facility agreement shall not be considered a Special Facility under this definition.

5.31 "Schedule of Rates, Fees and Charges" is the schedule the rates, fees and charges due by Airline to the Authority and is reestablished each Fiscal Year.

5.32 "Terminal Building Rentals" are the Terminal Building rents calculated by multiplying the Terminal Building Rental Rate times the then-applicable square footage of the Assigned Space in question.

Section 6. RATE MAKING METHODOLOGY

6.1 Rates and charges shall be established annually based on the methodology set by the Authority below and in the Schedule of Rates and Charges referenced in Section 8 below.

6.2 Rates and charges shall be developed under a commercial compensatory rate making methodology.

6.3 Rates and charges shall be calculated and set at the beginning of each Fiscal Year.

6.4 Terminal Building Operating Requirement.

6.4.1 For purposes of this Ordinance, the Terminal Building Cost Center shall consist of the current Terminal Building, including the ticketing wing, the Holdrooms, baggage claim facilities, baggage make-up facilities, and passenger loading bridges/regional boarding ramps, as well as the areas immediately adjacent to the west side of the terminal building utilized for baggage tug drives and baggage tug storage, and all public areas, concession areas, and other leasable areas.

6.4.2 The Terminal Building Operating Requirement shall be calculated as specified in Sections 6.4.2.1 through 6.4.2.4 below:

6.4.2.1 By summing the elements of the Airport Operating Requirement allocated to the Terminal Building Cost Center. Currently, this includes O&M Expenses, O&M Reserve Requirement, net Depreciation, Amortization, Capital Outlay, and Debt Service.

6.4.2.2 By then reducing the total from Section 6.4.2.1 by non-airline revenue credits applied by the Director. These revenue credits are reimbursements and offsets to base costs. This results in the Net Terminal Building Operating Requirement.

6.4.2.3 The Net Terminal Building Operating Requirement calculated in Section 6.4.2.2 is then divided by Rentable Space to obtain the Terminal Building Rental Rate.

6.4.2.4 Finally, each Airlines' share of cost is then derived by multiplying the Terminal Building Rental Rate by the Terminal Building Airlines' rented space (preferential use) and Airlines' share of Joint Use Space as determined by the Joint Use Formula.

6.5 Airfield Area Operating Requirement.

6.5.1 For purposes of this Ordinance, the Airfield Area Cost Center consists of those areas of land and Airport facilities which provide for the general support of air navigation, flight activity and other aviation requirements of the Airport. The airfield includes runways, taxiways, the terminal apron, aircraft service areas and those ramp areas not included in any other cost center, approach and clear zones, safety areas and infield areas, together with all associated landing navigational aids and Airport facilities, aviation controls, and other systems related to the airfield. It also includes areas of land acquired for buffer requirements for the landing areas of the Airport, all land acquired for Airport expansion until the land is used or dedicated to another cost center, and all Airport noise mitigation facilities or costs. The Airport's triturator facility, storage

areas for airline glycol equipment and tanks, and any fueling facilities and equipment provided to serve the airlines on the terminal apron are also included in the airfield cost center.

6.5.2 The Airfield Area Operating Requirement shall be calculated as specified in Sections 6.5.2.1 through 6.5.2.4 below:

6.5.2.1 By summing the elements of the Airport Operating Requirement allocated to the Airfield Area Cost Center. Currently, this includes the O&M Expenses, O&M Reserve Requirement, net Depreciation, Amortization, Capital Outlay, and Debt Service.

6.5.2.2 By then reducing the total calculated in Section 6.5.2.1 above by non-airline revenue credits applied by the Director. These revenue credits are reimbursements and offsets to base costs. This results in the Net Airfield Area Operating Requirement.

6.5.2.3 The Net Airfield Area Operating Requirement calculated in Section 6.5.2.2 is then divided by the estimated Certified Maximum Gross Landed Weight (CMGLW) of all Airlines' Revenue Aircraft Arrivals to determine the Airlines' Landing Fee rate.

6.5.2.4 The Airlines' Landing Fee rate is then multiplied by the estimated CMGLW of the Airlines.

6.5.3 All costs incurred by the Authority for mitigation or damages resulting from noise, environmental incidents or conditions, aircraft fueling, or other Airport aircraft-related conditions or activities will also be charged and allocated to the Airfield Area Operating Requirement.

6.5.4. [RESERVED]

6.5.5 Affiliate. Each Affiliate's operations shall be counted and recorded jointly with Airline's and shall be at the same rate.

6.5.6 Joint Use Space. Airline's share of the Total Terminal Building Rentals for Joint Use Space will be determined as follows: (1) sixty-five percent (65%) of the total rentals due shall be prorated among Airlines using Joint Use Space based upon Airline's share of Enplaned Passengers, (2) thirty-five percent (35%) of the total rentals due shall be prorated among the Airlines using Joint Use Space based upon Airline's share of aircraft departures.

6.5.7 Other Cost Centers. All other cost centers are not included as part of the Airlines' rates, charges and fees. Authority may apply revenues from the other cost centers to offset expenses at a time, and in an amount, based on the sole discretion of the Director.

6.5.8 Unless otherwise provided herein, all rates, fees and charges are calculated as described in Schedule of Rates, Fees and Charges referenced in Section 8 below.

Section 7. RENTALS, FEES AND CHARGES

7.1 The Authority shall establish the Schedule of Rates, Fees and Charges at the beginning of each Fiscal Year.

7.2 Prior to the establishment of the Schedule of Rates, Fees and Charges each Fiscal Year, the Authority shall formally notify Airline in writing of the anticipated Schedule of Rates, Fees and Charges to be in effect for the upcoming Fiscal Year. Authority's notification to Airline shall include notice of the time and place of a meeting to present the Schedule of Rates, Fees and Charges, expenses and capital charges used in the calculation, and to answer questions of Airline. The anticipated Schedule of Rates, Fees and Charges shall be set forth and supported by a document prepared by the Authority.

7.3 So long as Airline has been notified per above, the implementation of the upcoming Schedule of Rentals and Charges will be effective on the first day of the Fiscal Year.

7.4 Each Airline operating at the Airport shall be responsible for paying those rates and charges itemized below in the amounts specified in the Schedule of Rates, Fees and Charges in Section 8 below:

7.4.1 Preferential Use Space - Each Airline shall pay the Authority for its use of the assigned, Preferential Use Space in the Terminal.

7.4.2 Joint Use Space – Each Airline shall pay the Authority its share of rentals on Joint Use Space used by Airline in common with other airline tenants.

7.4.3 Landing Fees –For its use of the airfield, apron and appurtenant facilities, Airline shall pay a landing fee for each and every aircraft landed by the Airline at the Airport except as otherwise noted herein.

7.4.4 Passenger Facility Charge. Airline shall comply with all of the applicable requirements contained in 14 CFR Part 158 and any amendments thereto. Airline shall pay the Authority the Passenger Facility Charge applicable to all of Airline's revenue passengers enplaning at the Airport imposed by the Authority from time to time pursuant to applicable Federal law and regulations.

7.4.5 Other Fees and Charges. Airline shall also pay all miscellaneous charges assessed to and owed by Airline to the Authority including, but not limited to, the cost of utilities and services, employee parking fees, telecommunications charges, paging system fees, triturator fees, skycap services, preconditioned air and fixed ground power fees, security measures, such as key cards and identification badges and the like, common use fees and common equipment charges, and law enforcement fees (net of TSA reimbursement).

7.4.5.1 Such other fees and charges shall be detailed by the Authority in the Schedule of Rates, Fees and Charges.

Section 8. SCHEDULE OF RATES, FEES AND CHARGES

8.1 The Authority's 2019-2020 Schedule of Rates, Fees and Charges effective July 1, 2019 is attached hereto and incorporated herein by reference as Exhibit A.

Section 9. PAYMENT OF RENTALS, FEES AND CHARGES

9.1 Airlines shall pay for space rentals for Preferential Use Space and Joint Use Space, monthly, without invoice, demand, set-off, or deduction on or before the first (1st) day of each calendar month.

9.2 On or before the fifteenth (15th) day of each month, Airlines shall pay for their Landing Fees for the immediately preceding month.

9.3 Airlines shall report to the Authority on or before the fifteenth (15th) day of each month the Airlines actual operating activity for the prior month by submitting a written report. All such monthly reports shall be submitted on a standardized form provided by the Authority, such form shall act as the actual invoice.

9.4 Payment for all other fees and charges shall be invoiced by the Authority and shall be due upon receipt of the Authority's invoice. Such payments shall be deemed delinquent if not received within thirty (30) calendar days of the date of such invoice.

9.5 Except as provided above, or if such payments or reporting is under dispute by Airline, Airline shall be in violation of this Ordinance if its payments and reporting information required above are not received by the Authority on or before the fifteenth (15th) day of the month in which they are due.

9.6 Security Deposit. If in the reasonable business discretion of the Authority, it is determined that the financial condition of Airline, at the beginning of air service at the Airport, or an incumbent Airline that has displayed an irregular payment history, then Airline may be required to submit a cash security deposit in an amount not to exceed the equivalent of six (6) months estimated rentals, fees and charges.

9.6.1 In the event that the Authority determines a security deposit is required, the Airline shall deposit such sum with the Authority within thirty (30) days of being so notified by the Authority, and such sum shall be retained by Authority as security for the faithful performance of Airline's obligation hereunder.

9.6.2 The Authority shall have the right, but not the obligation, to apply said security deposit to the payment of any sum due to Authority which has not been paid in accordance with this Ordinance, including, but not limited to, reimbursement of any expenses incurred by Authority in curing any default of Airline, or to the cost of restoring the Assigned Space or its furnishings, fixtures or equipment to their original condition, reasonable wear and tear excepted.

9.6.3 In the event that all or any portion of the security deposit is so applied, the Airline shall promptly, upon demand by Authority, remit to Authority the amount of cash required to restore the security deposit to its original sum.

9.6.4 An Airline's failure to remit the amount of cash required to restore the security deposit in accordance with Section 9.6.3 above within ten (10) calendar days after its receipt of such demand shall constitute a breach of this Ordinance.

9.6.5 If said deposit shall not have been applied for any of the foregoing purposes, it shall be returned to Airline, without interest, within sixty (60) days of the Airline ceasing operation at the Airport. The Authority will not pay interest on any security deposit.

9.7 Airlines shall pay all rates, fees and charges established herein to the Authority monthly, without set-off, and except as specifically provided above, without invoice or demand therefore, in lawful money of the United States of America, by check payable to Authority delivered or mailed to the Authority or by wire transfer to the Authority.

Section 10. PENALTIES AND ENFORCEMENT

10.1 Unless otherwise specified herein, violation of any provision of this Airline Rates, Fees & Charges Ordinance shall be enforced in accordance with, and subject to the penalties specified in, this Section 10.

10.2 In addition to any civil or criminal penalties set out in this Section 10. or in any other Section or Subsection herein, this Airline Rates, Fees & Charges Ordinance may be enforced by an injunction, order of abatement, or other appropriate equitable remedy issuing from a court of competent jurisdiction.

10.3 This Airline Rates, Fees & Charges Ordinance may be enforced by one, all or a combination of the penalties and remedies authorized and prescribed in this Section 10, or elsewhere herein, except that any provision, the violation of which incurs a civil penalty, shall not be enforced by criminal penalties.

10.4 Except as otherwise specified herein, each day's continuing violation of any provision of the Airline Rates, Fees & Charges Ordinance is a separate and distinct offense.

10.5 A violation this Airline Rates, Fees & Charges Ordinance shall not be a misdemeanor or infraction under N.C. Gen. Stat. §14-4; however, civil penalties shall be assessed and civil citations issued for the administrative violation of any provision in accordance with Section 10.6 through 10.7 below.

10.6 The Executive Director shall authorize specific Authority personnel to enforce all administrative violations of this Airlines Rates, Fees & Charges Ordinance.

10.7 Upon any administrative violation of this Airline Rates, Fees & Charges Ordinance, personnel designated in accordance with Section 10.6 shall cause a civil citation to be issued to the violator.

10.7.1 All civil citations shall be hand-delivered to the violator or shall be mailed by first class mail addressed to the last known address of the violator. The violator shall be deemed to have been served upon hand-delivery or the mailing of the civil citation.

10.7.2 Unless otherwise expressly specified herein the civil penalty associated with each civil citation issued for an administrative violation of this Airline Rates, Fees & Charges Ordinance shall be as follows: By a fine of up to \$500.00.

10.8 Any person may submit, within ten (10) days of receipt of a civil violation, a written request that the Executive Director review the civil citation, in accordance with Sections 10.8.1.1 through 10.8.3 below.

10.8.1 A request to the Executive Director shall be in writing and shall be hand delivered to the Office of the Executive Director and must be signed for by and employee of the Authority, or shall be mailed to the Executive Director by certified mail, return receipt requested.

10.8.2 A request to the Executive Director must specify in detail all of the reasons why the civil citation should be modified or withdrawn and must provide a mailing address for the Executive Director to submit a response to the request.

10.8.3 Within ten (10) days of receipt of a request in accordance with Section 10.8.1, the Executive Director shall mail a written decision to the requesting party at the address provided.

10.8.4 Unless a written request for review in accordance with Section 10.8.1 above, civil penalties issued via civil citation for an administrative violation of any Section of this Airport Rates, Fees and Charges Ordinance shall be due and payable to the Authority within 30 days of receipt.

10.8.5 If a written request for review is appealed and the civil citation is not withdrawn, payment of the civil penalty shall be due and payable to the Authority within 30 days of issuance of the Executive Director's written decision to the violator.

10.8.6 Unless other provided, if the violator fails to respond to a citation within 30 days of issuance and pay the fine prescribed therein, the Authority may institute a civil action in the nature of a debt in the appropriate division of the state general court of justice to collect the fine owed.

Section 11. SEVERABILITY

11.1 If any provision, clause, section, or provision of this the Airline Rates, Fees & Charges Ordinance shall be held by a court of competent jurisdiction to be invalid, illegal or unenforceable, such invalid, illegal or unenforceable provision shall be severed from the remainder of the Airline Rates, Fees & Charges Ordinance, and the remainder of shall be enforced and not be affected thereby.

Section 12. AMENDMENT.

12.1 The Authority reserves the right to amend the Airline Rates, Fees & Charges Ordinance, as well as the attached Schedule of Rates, Fees and Charges, at any time, by ordinance, after due notice and public hearing, in accordance with the Authority's Resolution No. __ establishing The Greater Asheville Regional Airport Authority's Policy and Procedure for the Adoption of Ordinances.

ADOPTED THIS the ___ day of _____, 2019, after due notice and a public hearing, by the Greater Asheville Regional Airport Authority.

**GREATER ASHEVILLE REGIONAL
AIRPORT AUTHORITY**

By: _____
Matthew C. Burrell, Chair

ATTEST:

Ellen M. Heywood, Clerk to the Board

Exhibit A

Asheville Regional Airport

2019-2020 Fiscal Year

Schedule of Rates, Fees and Charges

SUMMARY TABLE

| RESULTS (Fiscal Years Ending June 30) | GARAA | |
|---|----------|----------|
| | Budget | Budget |
| | 2019 | 2020 |
| <u>Signatory Airline Rates & Charges:</u> | | |
| Terminal Building Rental Rate (per s.f.) | \$46.35 | \$55.72 |
| Passenger-Related Security Fee (per EP) | \$0.67 | \$0.72 |
| Landing Fee (per 1,000-lbs) | \$1.60 | \$1.62 |
| Ticket Counter & Queue Fee (per EP-unassigned) | \$0.48 | \$0.49 |
| Baggage Make-Up & Claim Fee (per bag) | \$0.93 | \$1.05 |
| Baggage Make-Up & Claim Fee (per airline) | \$12,715 | \$15,286 |
| Gate Area Charge per (enplaned pax) | \$1.43 | \$1.50 |
| Gate Area Fee (per airline) | \$32,481 | \$39,049 |
| Loading Bridge Fee (per depart.) | \$10.02 | \$9.72 |
| Turn Fees ¹ | | |
| Per Turn Fee for Exempt Carriers (0-70 seats) | \$272.00 | \$306.00 |
| Per Turn Fee for Exempt Carriers (71-135 seats) | \$324.00 | \$364.00 |
| Per Turn Fee for Exempt Carriers (136+ seats) | \$363.00 | \$408.00 |
| Average AVL CPE | \$6.07 | \$6.12 |

¹ Includes use of holdroom, bag claim, bag make-up, passenger loading bridge, apron, tug drives,

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 1**AVIATION ACTIVITY**

(Fiscal Years Ending June 30)

GARAA

| | Budget | Budget |
|--|---------|---------|
| | 2019 | 2020 |
| <u>Enplaned Passengers:</u> | | |
| Allegiant | 180,000 | 240,000 |
| American ¹ | 103,000 | 150,000 |
| Delta | 138,000 | 137,000 |
| United | 95,000 | 65,000 |
| Total | 516,000 | 592,000 |
| <u>Estimated Checked Bags:</u> | | |
| Allegiant | 93,600 | 98,600 |
| American ¹ | 55,600 | 81,300 |
| Delta | 109,400 | 113,900 |
| United | 52,100 | 36,300 |
| Total | 310,700 | 330,100 |
| <u>Departures:</u> | | |
| Allegiant | 1,200 | 1,605 |
| American ¹ | 2,262 | 2,757 |
| Delta | 2,389 | 2,298 |
| United | 1,631 | 1,287 |
| Total | 7,482 | 7,947 |
| <u>Landed Weight (1,000-lb units):</u> | | |
| Allegiant | 170,000 | 229,200 |
| American ¹ | 125,600 | 175,627 |
| Delta | 161,050 | 152,236 |
| United | 108,373 | 77,924 |
| Total | 565,023 | 634,987 |

Note: Amounts may not add due to rounding.

¹ Includes US Airways activity prior to the merger of the carriers into American Airlines Group.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 2

| TERMINAL SPACE (s.f.) | | GARAA | |
|---|---------|--------------|---------|
| (Fiscal Years Ending June 30) | | | |
| | | Budget | Budget |
| | | 2019 | 2020 |
| <u>Preferential Space:</u> ¹ | | | |
| Allegiant | | 1,704 | 1,659 |
| American | | 2,102 | 2,146 |
| Delta | | 2,609 | 2,609 |
| United | | 1,593 | 1,593 |
| Worldwide | | | 161 |
| Total Preferential Space | [A] | 8,008 | 8,168 |
| <u>Joint Use Space:</u> | | | |
| Baggage Make-Up | | 3,192 | 3,192 |
| Baggage Claim | | 4,124 | 4,124 |
| Gates 1-3 Holdroom | | 8,517 | 8,517 |
| Gates 4-7 Holdroom | | 6,751 | 6,751 |
| Gates 4-7 Secure Enplanement Corridor | | 3,421 | 3,421 |
| Total Joint Use Space | [B] | 26,005 | 26,005 |
| Total Airline Rented | [C=A+B] | 34,013 | 34,173 |
| <u>Other Rentable:</u> | | | |
| Ticket Counter (unassigned) | | 103 | 103 |
| Queue (unassigned) | | 193 | 193 |
| Vacant Airline Preferential Space | | 2,792 | 2,632 |
| Concession Space | | 13,553 | 13,553 |
| FAA Tower & Related Office Space | | 4,374 | 4,374 |
| TSA Offices & Breakroom | | 2,418 | 2,418 |
| TSA Passenger Security Screening | | 2,210 | 2,210 |
| TSA Offices Adjacent to Passenger Screening | | 396 | 396 |
| Total | [D] | 26,039 | 25,879 |
| Total Rentable Space | [E=C+D] | 60,052 | 60,052 |
| Public and Other Areas | [F] | 47,797 | 47,797 |
| Total Terminal Space | [G=E+F] | 107,849 | 107,849 |

Note: Amounts may not add due to rounding.

¹ Includes ticket counter, queue, and office space.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 3

| DEPRECIATION, AMORTIZATION, & CAPITAL OUTLAY | | GARAA | |
|---|-------|--------------|-------------|
| (Fiscal Years Ending June 30) | | | |
| | | Budget | Budget |
| | | 2019 | 2020 |
| <u>Depreciation:</u> ¹ | | | |
| Gross Depreciation | | \$4,700,000 | \$4,700,000 |
| Less: Grant & PFC Amortization | | (3,200,000) | (3,200,000) |
| Net Depreciation | [A] | \$1,500,000 | \$1,500,000 |
| <u>By Cost Center (%):</u> | | | |
| Airfield Area | [B] | 14.0% | 14.0% |
| Terminal Building | [C] | 30.0% | 30.0% |
| Parking, Roadway, and Ground Trans. | [D] | 33.0% | 33.0% |
| General Aviation Area | [E] | 16.0% | 16.0% |
| Other Area | [F] | 7.0% | 7.0% |
| Total | | 100.0% | 100.0% |
| <u>By Cost Center:</u> | | | |
| Airfield Area | [A*B] | \$210,000 | \$210,000 |
| Terminal Building | [A*C] | 450,000 | 450,000 |
| Parking, Roadway, and Ground Trans. | [A*D] | 495,000 | 495,000 |
| General Aviation Area | [A*E] | 240,000 | 240,000 |
| Other Area | [A*F] | 105,000 | 105,000 |
| Net Depreciation | [A] | \$1,500,000 | \$1,500,000 |
| <u>Amortization:</u> | | | |
| Gross Amortization | | \$242,056 | \$242,056 |
| Less: Grant & PFC Amortization | | (162,475) | (162,475) |
| Net Amortization | [G] | \$79,581 | \$79,581 |

Table 3

| DEPRECIATION, AMORTIZATION, & CAPITAL OUTLAY | | GARAA | |
|---|-------|--------------|-----------|
| (Fiscal Years Ending June 30) | | | |
| | | Budget | Budget |
| | | 2019 | 2020 |
| <u>By Cost Center (%):</u> | | | |
| Airfield Area | [H] | 100.0% | 100.0% |
| Terminal Building | [I] | 0.0% | 0.0% |
| Parking, Roadway, and Ground Trans. | [J] | 0.0% | 0.0% |
| General Aviation Area | [K] | 0.0% | 0.0% |
| Other Area | [L] | 0.0% | 0.0% |
| Total | | 100.0% | 100.0% |
| <u>By Cost Center:</u> | | | |
| Airfield Area | [G*H] | \$79,581 | \$79,581 |
| Terminal Building | [G*I] | 0 | 0 |
| Parking, Roadway, and Ground Trans. | [G*J] | 0 | 0 |
| General Aviation Area | [G*K] | 0 | 0 |
| Other Area | [G*L] | 0 | 0 |
| Net Amortization | [G] | \$79,581 | \$79,581 |
| <u>Capital Outlay:</u> | | | |
| Capital Outlay | [M] | \$100,000 | \$100,000 |
| <u>By Cost Center (%):</u> | | | |
| Airfield Area | [N] | 50.0% | 50.0% |
| Terminal Building | [O] | 50.0% | 50.0% |
| <u>By Cost Center:</u> | | | |
| Airfield Area | [M*N] | \$50,000 | \$50,000 |
| Terminal Building | [M*O] | 50,000 | 50,000 |
| Capital Outlay | [M] | \$100,000 | \$100,000 |

Note: Amounts may not add due to rounding.

¹ Depreciation is based on the prior year's actual depreciation

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 4

| OPERATION AND MAINTENANCE EXPENSES | | GARAA | GARAA |
|---|-------|--------------------|---------------------|
| (Fiscal Years Ending June 30) | | | |
| | | Budget | Budget |
| | | 2019 | 2020 |
| <u>By Category:</u> | | | |
| Personnel Services | | \$5,572,510 | \$6,527,568 |
| Professional Services | | 387,450 | 384,950 |
| Utilities | | 525,467 | 539,867 |
| Promotional Activities | | 317,390 | 303,800 |
| Maintenance and Repairs | | 262,200 | 255,200 |
| Contracted Services | | 826,723 | 978,646 |
| Insurance Expense | | 234,000 | 260,600 |
| Materials and Supplies | | 467,425 | 464,610 |
| Other Expenses | | 393,905 | 506,740 |
| Total O&M Expenses | [A] | <u>\$8,987,070</u> | <u>\$10,221,981</u> |
| <u>By Cost Center (%):</u> | | | |
| Airfield Area | [B] | 26.3% | 26.3% |
| Terminal Building | [C] | 48.0% | 47.8% |
| Parking, Roadway, and Ground Trans. | [D] | 12.0% | 12.2% |
| General Aviation Area | [E] | 9.7% | 9.8% |
| Other Area | [F] | 4.0% | 4.0% |
| Total | | <u>100.0%</u> | <u>100.0%</u> |
| <u>By Cost Center:</u> | | | |
| Airfield Area | [A*B] | \$2,366,072 | \$2,684,342 |
| Terminal Building | [A*C] | 4,313,970 | 4,883,676 |
| Parking, Roadway, and Ground Trans. | [A*D] | 1,074,732 | 1,245,820 |
| General Aviation Area | [A*E] | 872,685 | 997,713 |
| Other Area | [A*F] | 359,611 | 410,430 |
| Total O&M Expenses | [A] | <u>\$8,987,070</u> | <u>\$10,221,981</u> |

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 5**LANDING FEE AND REVENUE**

(Fiscal Years Ending June 30)

| | | GARAA | |
|---|---------|--------------------|--------------------|
| | | Budget | Budget |
| | | 2019 | 2020 |
| <u>Airfield Requirement:</u> | | | |
| O&M Expenses | | \$2,366,072 | \$2,684,342 |
| Less: Deicing Chemicals | | (70,040) | (72,141) |
| O&M Reserve Requirement | | 18,336 | 159,135 |
| Net Depreciation | | 210,000 | 210,000 |
| Net Amortization | | 79,581 | 79,581 |
| Capital Outlay | | 50,000 | 50,000 |
| Debt Service | | 0 | 0 |
| Debt Service Coverage (25%) | | 0 | 0 |
| Total Requirement | [A] | <u>\$2,653,949</u> | <u>\$3,110,917</u> |
| <u>Landing Fee Credits:</u> | | | |
| Non-Airline Revenue | [B] | \$90,000 | \$90,000 |
| Other | [C] | 0 | 0 |
| Total Credits | [D=B+C] | <u>\$90,000</u> | <u>\$90,000</u> |
| Net Landing Fee Requirement | [E=A-D] | <u>\$2,563,949</u> | <u>\$3,020,917</u> |
| Airline Landed Weight | [F] | 565,023 | 634,987 |
| Airline Landing Fee (pre-Revenue Share) | [G=E/F] | <u>\$4.54</u> | <u>\$4.76</u> |
| Revenue Share Credit | [H] | <u>\$1,660,376</u> | <u>\$1,992,503</u> |
| Adjusted Airline Net Requirement | [I=E-H] | <u>\$903,573</u> | <u>\$1,028,414</u> |
| Airline Landing Fee | [J=I/F] | <u>\$1.60</u> | <u>\$1.62</u> |
| Airline Landing Fee Revenue | [K=F*J] | <u>\$903,573</u> | <u>\$1,028,414</u> |

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 6**TERMINAL RENTAL RATE AND REVENUE**

(Fiscal Years Ending June 30)

GARAA

| | | Budget | Budget |
|------------------------------------|---------|-------------|-------------|
| | | 2019 | 2020 |
| <u>Terminal Requirement:</u> | | | |
| O&M Expenses | | \$4,313,970 | \$4,883,676 |
| O&M Reserve Requirement | | 40,136 | 284,853 |
| Net Depreciation | | 450,000 | 450,000 |
| Net Amortization | | 0 | 0 |
| Capital Outlay | | 50,000 | 50,000 |
| Debt Service | | 0 | 0 |
| Debt Service Coverage (25%) | | 0 | 0 |
| Total Requirement | [A] | \$4,854,106 | \$5,668,529 |
| <u>Terminal Credits:</u> | | | |
| Passenger-Related Security Charges | | \$344,750 | \$425,143 |
| AirIT Landside Expenses | | 16,463 | 16,463 |
| Loading Bridge Fees | | 75,000 | 77,250 |
| Total Terminal Credits | [B] | \$436,213 | \$518,856 |
| Net Requirement | [C=A-B] | \$4,417,893 | \$5,149,672 |
| Rentable Space (s.f.) | [D] | 60,052 | 60,052 |
| Terminal Rental Rate | [E=C/D] | \$73.57 | \$85.75 |
| Airline Rented Space (s.f.) | [F] | 34,013 | 34,173 |
| Airline Requirement | [G=E*F] | \$2,502,261 | \$2,930,456 |
| Revenue Share Credit | [H] | \$925,880 | \$1,026,441 |
| Adjusted Airline Requirement | [I=G-H] | \$1,576,382 | \$1,904,015 |
| Airline Rented Space (s.f.) | [F] | 34,013 | 34,173 |
| Adjusted Airline Terminal Rate | [J=I/F] | \$46.35 | \$55.72 |
| Airline Terminal Rentals | [K=F*J] | \$1,576,382 | \$1,904,015 |

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 6A**LOADING BRIDGE FEE AND REVENUE**

(Fiscal Years Ending June 30)

| | | GARAA | |
|------------------------------------|---------|----------|----------|
| | | Budget | Budget |
| | | 2019 | 2020 |
| <u>Loading Bridge Requirement:</u> | | | |
| Operating Expenses | | \$75,000 | \$77,250 |
| Capital Outlay | | 0 | 0 |
| Debt Service | | 0 | 0 |
| Debt Service Coverage (25%) | | 0 | 0 |
| Total Requirement | [A] | \$75,000 | \$77,250 |
| Total Departures | [B] | 7,482 | 7,947 |
| Loading Bridge Fee (per Departure) | [C=A/B] | \$10.02 | \$9.72 |
| Total Loading Bridge Revenue | [D=B*C] | \$75,000 | \$77,250 |

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 6B**JOINT USE CHARGES**

(Fiscal Years Ending June 30)

GARAA

| | | Budget | Budget |
|---|------------------|-------------|-------------|
| | | 2019 | 2020 |
| Adjusted Signatory Airline Terminal Rate | [A] | \$46.35 | \$55.72 |
| <u>Joint Use Space (s.f.):</u> | | | |
| Baggage Make-Up | [B1] | 3,192 | 3,192 |
| Baggage Claim | [B2] | 4,124 | 4,124 |
| Gates 1-3 Holdroom | [C1] | 8,517 | 8,517 |
| Gates 4-7 Holdroom | [C2] | 6,751 | 6,751 |
| Gates 4-7 Secure Enplanement Corridor | [C23] | 3,421 | 3,421 |
| Joint Use Space | | 26,005 | 26,005 |
| Baggage Make-Up & Claim Requirement | [D=A*(B1+B2)] | \$339,071 | \$407,625 |
| Gate Areas Requirement | [E=A*(C1+C2+C3)] | 866,169 | 1,041,294 |
| Total Joint Use Requirement | [G=D+E+F] | \$1,205,239 | \$1,448,919 |
| <u>Baggage Make-Up & Claim:</u> | | | |
| Baggage Make-Up & Claim Requirement (85%) | [H=D*0.85]] | \$288,210 | \$346,481 |
| Checked Bags | [I] | 310,700 | 330,100 |
| Baggage Make-Up & Claim Fee (per bag) | [J=H/I] | \$0.93 | \$1.05 |
| Baggage Make-Up & Claim Requirement (15%) | [K=D*0.15] | \$50,861 | \$61,144 |
| Number of Airlines | [L] | 4 | 4 |
| Baggage Make-Up & Claim Fee (per airline) | [M=K/L] | \$12,715 | \$15,286 |
| <u>Gate Area:</u> | | | |
| Gate Area Requirement (85%) | [N=E*85%] | \$736,243 | \$885,100 |
| Enplaned Passengers | [O] | 516,000 | 592,000 |
| Gate Area Charge per (enplaned pax) | [P=N/O] | \$1.43 | \$1.50 |
| Gate Area Requirement (15%) | [Q=E*15%] | \$129,925 | \$156,194 |
| Number of Airlines | [L] | 4 | 4 |
| Gate Area Fee (per airline) | [R=Q/L] | \$32,481 | \$39,049 |
| Total Joint Use Revenue | [G] | \$1,205,239 | \$1,448,919 |

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 6C

| TICKET COUNTER & QUEUE FEES (UNASSIGNED) | | GARAA | |
|---|---------|--------------|-----------|
| (Fiscal Years Ending June 30) | | | |
| | | Budget | Budget |
| | | 2019 | 2020 |
| Adjusted Signatory Airline Terminal Rate | [A] | \$46.35 | \$55.72 |
| <u>Ticket Counter and Queue Space (s.f.):</u> | | | |
| Ticket Counter | | 1,755 | 1,755 |
| Queue Space | | 3,181 | 3,181 |
| Ticket Counter and Queue Space | [B] | 4,936 | 4,936 |
| Ticket Counter and Queue Space Requirement | [C=A*B] | \$228,766 | \$275,019 |
| AirIT Landside Expenses | [D] | 16,463 | 16,463 |
| Ticket Counter and Queue Requirement | [E=C+D] | \$245,229 | \$291,482 |
| Enplaned Passengers | [F] | 516,000 | 592,000 |
| Ticket Counter & Queue Fee (unassigned) | [G=E/F] | \$0.48 | \$0.49 |
| Enplaned Passenger Use | [H] | 180,000 | 240,000 |
| Ticket Counter & Queue Fees (unassigned) | [I=G*H] | \$85,545 | \$118,168 |

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 7**PASSENGER-RELATED SECURITY CHARGE**

(Fiscal Years Ending June 30)

GARAA

| | | Budget | Budget |
|---|---------|-------------|-------------|
| | | 2019 | 2020 |
| Personnel-Related Security Cost | [A] | \$1,230,700 | \$1,593,131 |
| <u>Officer Deployment Hours:</u> | | | |
| Total Hours (16 Officers at 42 hrs/week; 2 officers at 40 hrs/week) | | 2,169 | 2,172 |
| Holiday (11 Holidays) | | (132) | (176) |
| Vacation (12 Days) | | (144) | (192) |
| Training (8 hrs per month per officer) | | (96) | (128) |
| Sick Leave (12 Days Allowed; 9 Days Average Used) | | (108) | (144) |
| Available Hours/Officer | [B] | 1,689 | 1,532 |
| Number of Officers | [C] | 14 | 18 |
| Total Available Hours | [D=B*C] | 23,648 | 27,584 |
| Less: Admin Hours Total | [E] | (2,016) | (2,592) |
| Total Officer Deployment Hours | [F=D-E] | 21,632 | 24,992 |
| Personnel-Related Security Cost per Hour | [G=A/F] | \$56.89 | \$63.75 |
| <u>Passenger-Related Security Charge:</u> | | | |
| Terminal Airlines (18 hrs/day Security Checkpoint) | | \$373,784 | \$418,809 |
| Less: TSA Reimbursement | | (131,459) | (116,800) |
| Net Personnel-Related Costs | [H] | \$242,325 | \$302,009 |
| TSA Passenger Security Screening Space (s.f.) | [I] | 2,210 | 2,210 |
| Terminal Rental Rate | [J] | \$46.35 | \$55.72 |
| Security Checkpoint Space Costs | [K=I*J] | \$102,426 | \$123,134 |
| Passenger-Related Security Charges | [L=H+K] | \$344,750 | \$425,143 |
| Enplaned Passengers | [M] | 516,000 | 592,000 |
| Passenger-Related Security Charges per Enplaned Passenger | [N=L/M] | \$0.67 | \$0.72 |
| Passenger-Related Security Charges | [O=M*N] | \$344,750 | \$425,143 |

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 8**COST PER ENPLANED PASSENGER**

(Fiscal Years Ending June 30)

GARAA

| | | Budget | Budget |
|------------------------------------|---------|---------------|-------------|
| | | 2019 | 2020 |
| <u>Airline Revenue:</u> | | | |
| Terminal Rentals | | \$1,576,382 | \$1,904,015 |
| Loading Bridge Fees | | 75,000 | 77,250 |
| Landing Fees | | 903,573 | 1,028,414 |
| Unassigned Ticket Counter Charges | | 85,545 | 118,168 |
| Passenger Related Security Charges | | 344,750 | 425,143 |
| Checkpoint Lane Fee | | 77,400 | 0 |
| Deicing Chemicals | | 70,040 | 72,141 |
| Total | [A] | \$3,132,690 | \$3,625,132 |
| Enplaned Passengers | [B] | 516,000 | 592,000 |
| Cost Per Enplaned Passenger | [C=A/B] | \$6.07 | \$6.12 |

Note: Amounts may not add due to rounding.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)

Table 9

| PER TURN FEE FOR MARKET SHARE EXEMPT CARRIERS | | GARAA | |
|--|------------|--------------|-------------|
| (Fiscal Years Ending June 30) | | | |
| | | Budget | Budget |
| | | 2019 | 2020 |
| <u>Per Turn Requirement:</u> | | | |
| Joint Use Cost ¹ | | \$1,205,239 | \$1,448,919 |
| Loading Bridge Cost | | 75,000 | 77,250 |
| Unassigned Ticket Counter Cost | | 245,229 | 291,482 |
| Passenger Related Security Charge Cost | | 344,750 | 425,143 |
| Deicing Chemicals Cost | | 70,040 | 72,141 |
| Total | [A] | \$1,940,259 | \$2,314,935 |
| Total Departures | [B] | 7,482 | 7,947 |
| Average Per Turn Cost | [C=A/B] | \$259.32 | \$291.30 |
| Per Turn Fee for Exempt Carriers (0-70 seats) | [D=C*105%] | \$272.00 | \$306.00 |
| Per Turn Fee for Exempt Carriers (71-135 seats) | [E=C*125%] | \$324.00 | \$364.00 |
| Per Turn Fee for Exempt Carriers (136+ seats) | [F=C*140%] | \$363.00 | \$408.00 |

Note: Amounts may not add due to rounding.

¹ Includes the cost of baggage areas and gate areas.

Source: Airport management records

Compiled by Trillion Aviation, February 2018 (Updated June 2018, February 2019)



MEMORANDUM

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance and Accounting

DATE: March 8, 2019

ITEM DESCRIPTION – New Business Item C

Approval of the Authority's Preliminary Fiscal Year 2019/2020 Budget

BACKGROUND

The Authority Board needs to approve the Proposed Preliminary Fiscal Year 2019/2020 Budget and allow the budget to remain available for public inspection for a minimum of 10 days. The Fiscal Year 2019/2020 Budget will then be presented to the Authority Board for final adoption at its next meeting, either on March 28, 2019 or April 12, 2019.

ISSUES

None.

ALTERNATIVES

None recommended.

FISCAL IMPACT

No fiscal impact until adopted.

RECOMMENDED ACTION

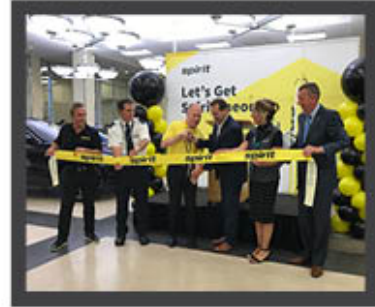
It is respectfully requested that the Airport Authority Board resolve to (1) approve the Proposed Preliminary Fiscal Year 2019/2020 Budget; and (2) accept public comment on the Proposed Fiscal Year 2019/2020 Budget during the next 10 days.




Asheville
REGIONAL AIRPORT


**Proposed 2019/2020
Budget**


Greater Asheville Regional Airport Authority
February 15, 2019





Agenda


-  **General Statistics**


-  **Proposed FY 2019/2020 Operating Budget**

-  **Proposed FY 2019/2020 Capital Budget**

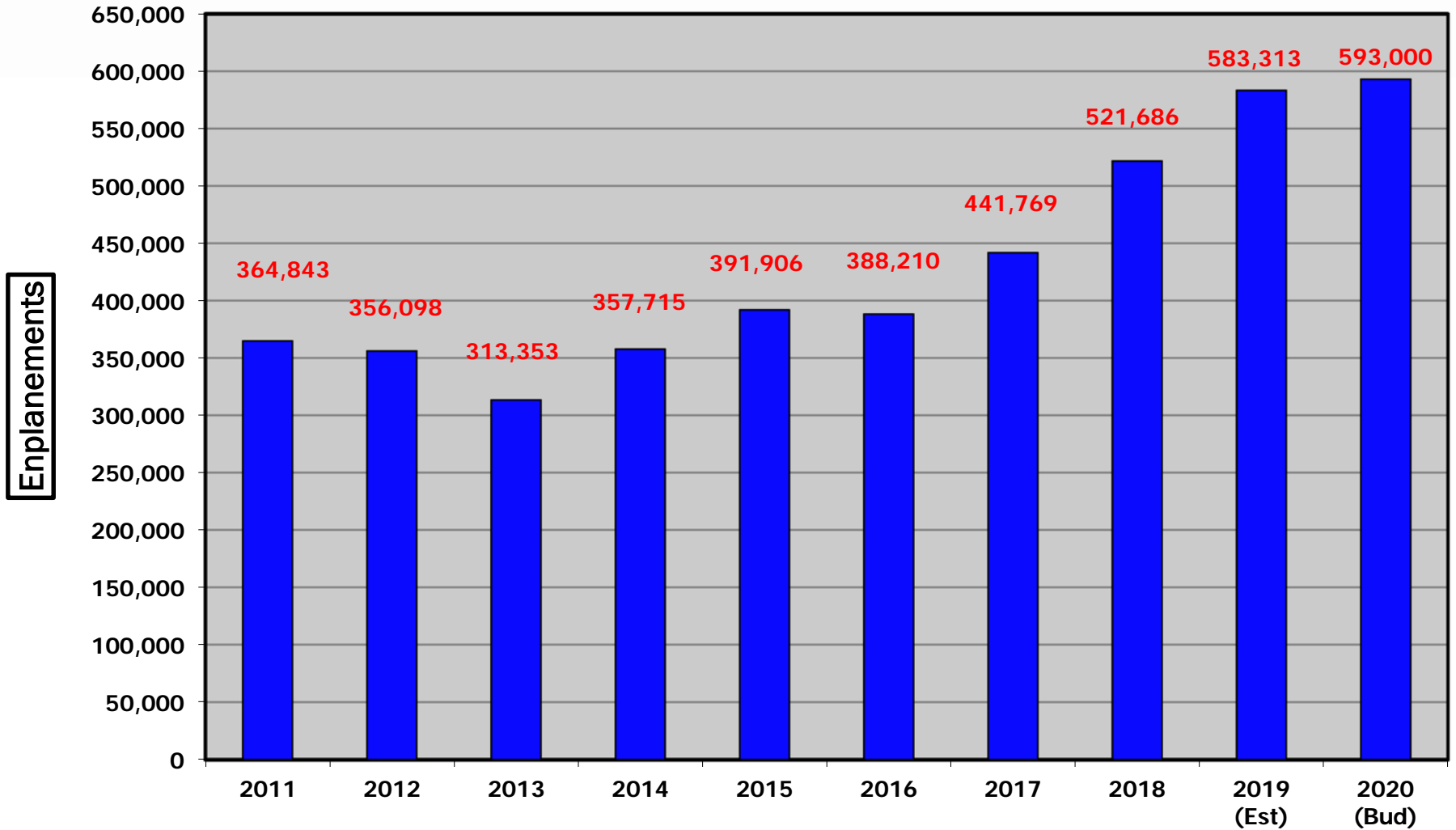
-  **Proposed FY 2019/2020 Reserve Funds**

-  **Proposed FY 2019/2020 Estimated Cash Balance**

-  **Proposed FY 2019/2020 Supplemental Fees**

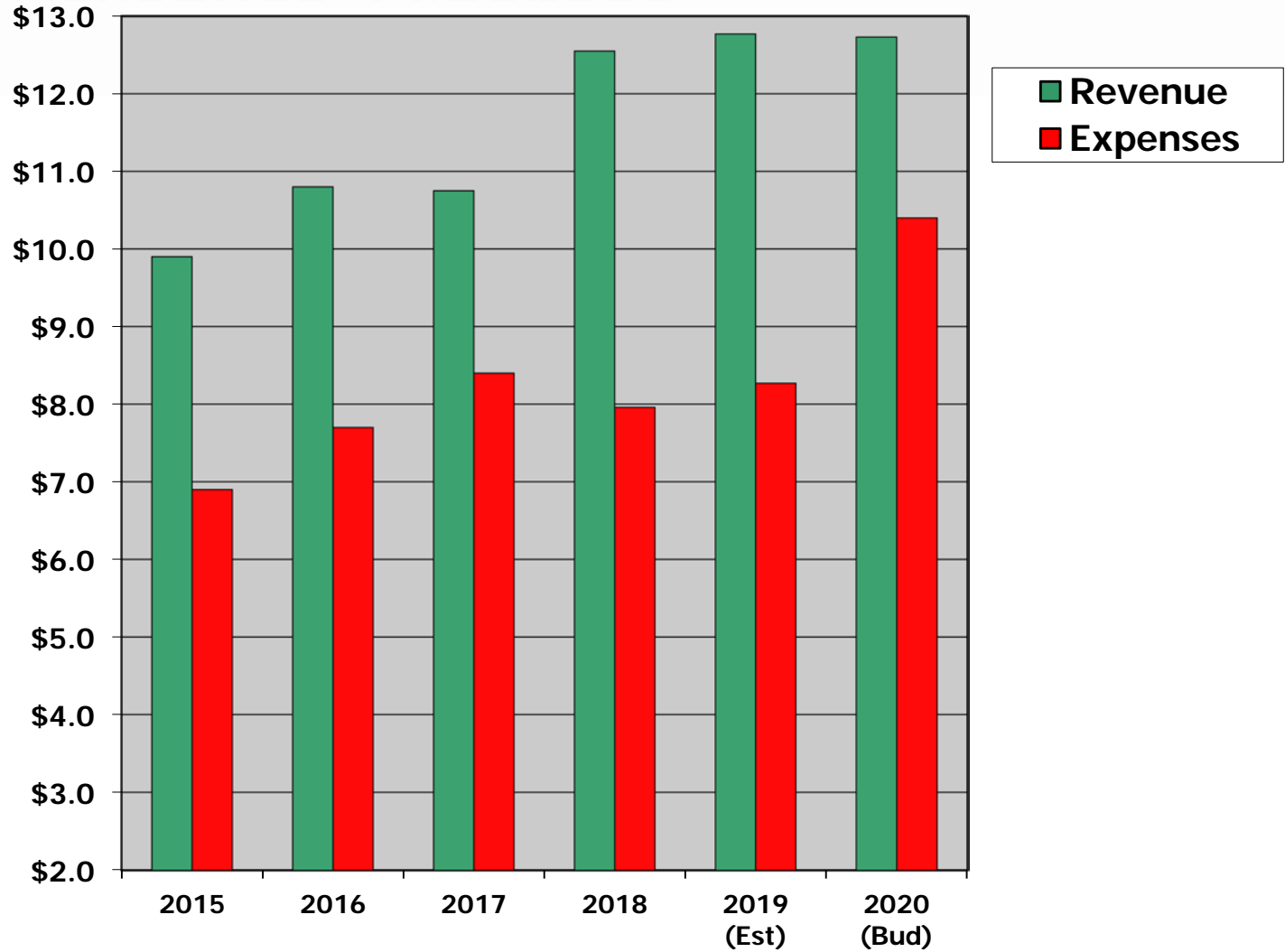
-  **Questions and Comments**

Passenger Traffic

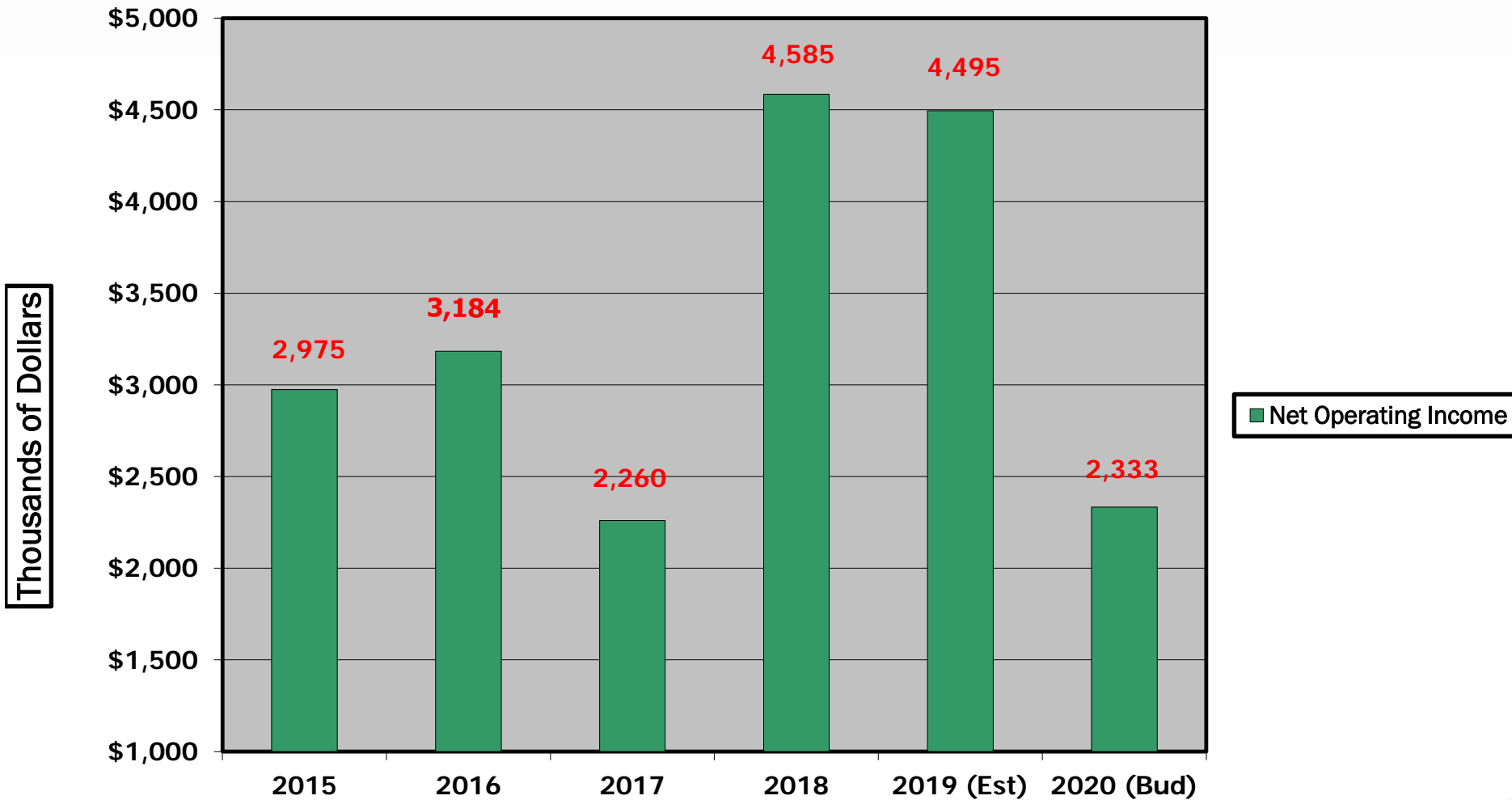


Operating Revenues/Expenses

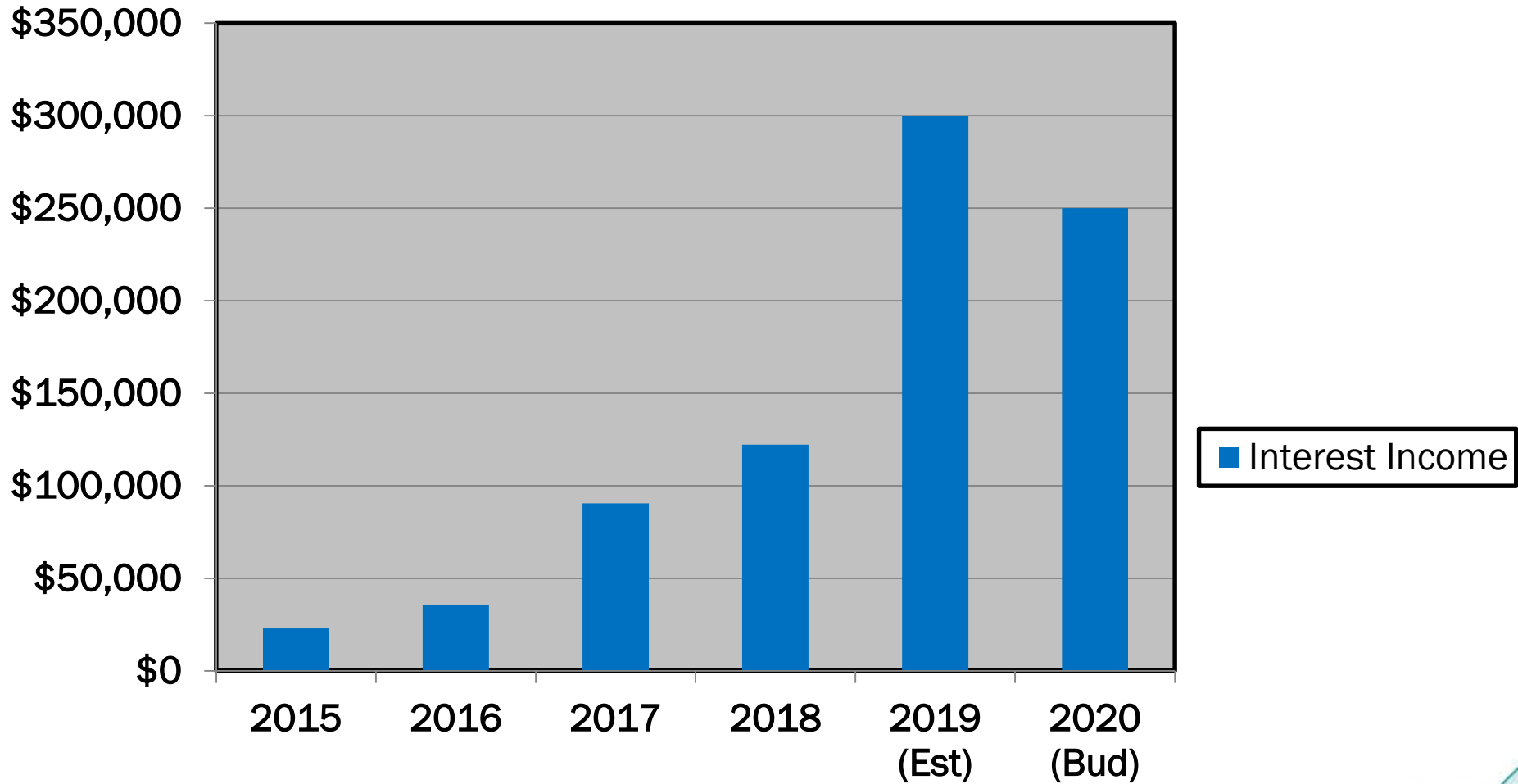
Millions of Dollars



Net Operating Income



Interest Income



Proposed Operating Budget

Basic Operating Budget Assumptions

OPERATING REVENUES:

- Passenger enplanements – 593,000
- Airline revenue is conservative using the rates by ordinance model.
- Ground transportation revenue increase due to per trip fees from transportation network companies.
- Parking revenue increase as result of high utilization of parking facilities.
- Food and Beverage revenue increase due to increase in enplanements and additional food and beverage options.

Basic Operating Budget Assumptions (cont'd)

OPERATING EXPENSES:

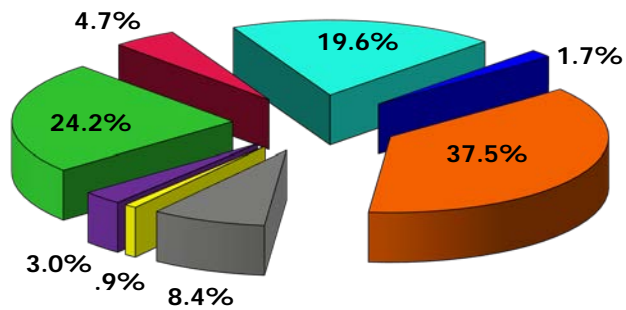
- Salary adjustment pool budgeted at 4.0%, with anticipation of 3.5% salary increases. Additional positions are also budgeted.
- Increase in contractual services due to parking garage cleaning (rental cars) and service agreements for new accounting, properties and operations software.

Proposed Operating Budget

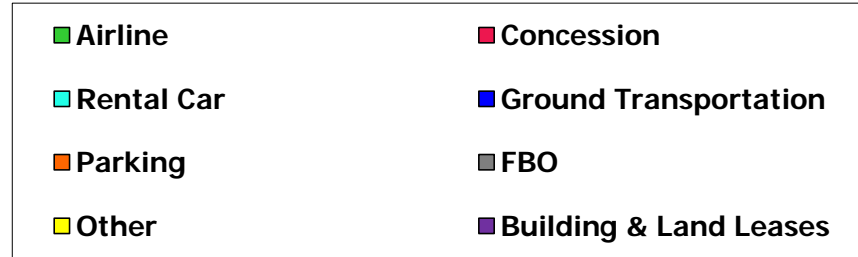
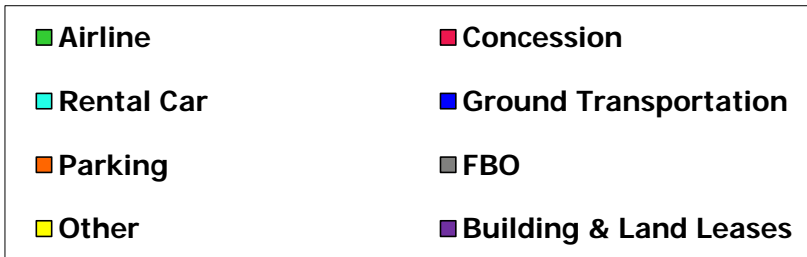
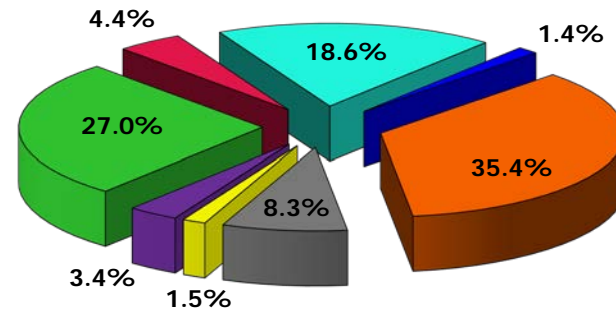
| | Budget Amounts | | | Percent Change |
|--|---------------------|---------------------|-------------------|----------------|
| | FY2018/2019 | FY2019/2020 | Difference | |
| <u>Revenues</u> | | | | |
| Operating Revenues | \$10,974,714 | \$12,734,740 | \$ 1,760,027 | 16.0% |
| Investment Income | 35,000 | 250,000 | 215,000 | 714.3% |
| Total Operating & Investment Revenues | 11,009,714 | 12,984,740 | 1,975,027 | 17.9% |
| <u>Expenses</u> | | | | |
| Operating Expenses | 9,216,930 | 10,402,184 | 1,185,254 | 12.9% |
| Total Operating Expenses | 9,216,930 | 10,402,184 | 1,185,254 | 12.9% |
| Net Operating & Investment Income | \$ 1,792,784 | \$ 2,582,556 | \$ 789,773 | 44.1% |

Sources of Operating Revenue

FY 2019 (Est)

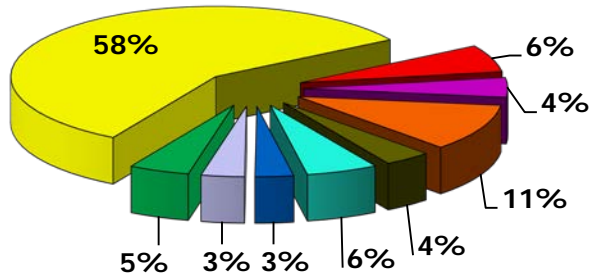


FY 2020 (Bud)

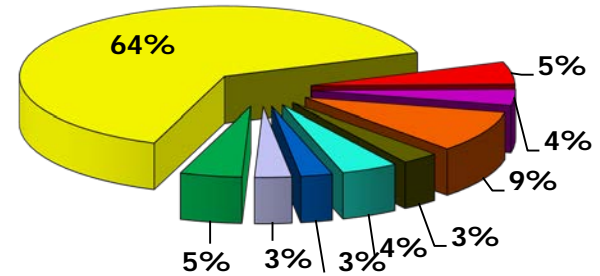


Operating Expenses by Category

FY 2019 (Est)



FY 2020 (Bud)

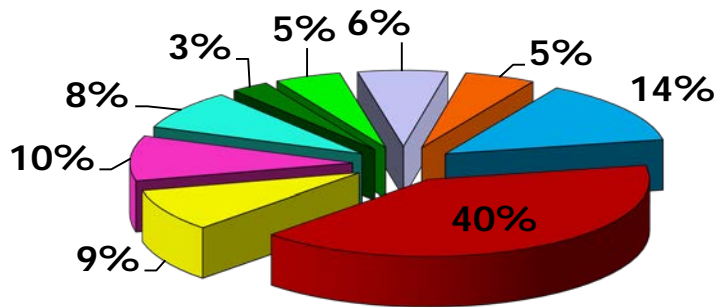


- Salaries & Benefits
- Professional Services
- Maintenance & Repair
- Insurance
- Other
- Utilities
- Contractual Services
- Supplies
- Promotional Activities

- Salaries & Benefits
- Professional Services
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- Supplies
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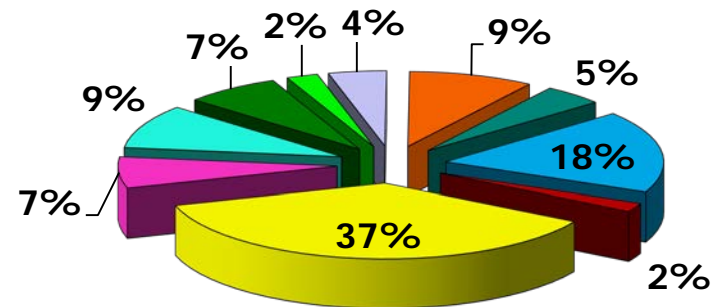
Operating Expenses By Department

FY 2019 (Est)



- Public Safety
- Operations & Maintenance
- Executive
- Information Technology
- Marketing and Public Relations
- Guest Services
- Finance
- Administration
- Development

FY 2020 (Bud)



- Public Safety
- Properties & Contracts
- Operations & Maintenance
- Executive
- Information Technology
- Marketing and Public Relations
- Guest Services
- Finance
- Administration
- Development

Proposed Capital Budget

Proposed Capital Budget

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
CAPITAL BUDGET
FISCAL YEAR 2019/2020**

| Description | Total | Funding Source | | | | |
|------------------------------------|----------------------|-----------------------------|------------------------------|-----------------|-------------------------------|----------------------|
| | | FAA- AIP Entitlements | FAA- AIP Discretionary | NCDOT Grants | Currently Approved PFCs | Airport Funds |
| - | - | - | - | - | - | - |
| Capital Improvements (1) | - | | | | | - |
| Terminal Apron Expansion - South | \$ 10,664,537 | | | | | \$ 10,664,537 |
| Terminal Rehab/Expansion – Phase 1 | 25,000,000 | | | | | 25,000,000 |
| Total Capital Improvements | \$ 35,664,537 | | | | | \$ 35,664,537 |

(1) All purchases of Capital Improvements will be presented to the Authority Board for final approval before implementation unless otherwise authorized by the Authority Board.

Proposed Capital Budget (cont'd)

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
CAPITAL BUDGET
FISCAL YEAR 2019/2020**

| Description | Total | Funding Source | | | | |
|---|----------------------|-----------------------------|------------------------------|-----------------|-------------------------------|----------------------|
| | | FAA- AIP Entitlements | FAA- AIP Discretionary | NCDOT Grants | Currently Approved PFCs | Airport Funds |
| <u>Renewal and Replacement</u> | | | | | | |
| Battery Backup – Public Safety Building | 30,000 | | | | | 30,000 |
| EASE PC Upgrade | 24,000 | | | | | 24,000 |
| Campus Structured Cabling | 30,000 | | | | | 30,000 |
| Tractor Replacement | 30,000 | | | | | 30,000 |
| Mower Replacement | 55,000 | | | | | 55,000 |
| Trailer Replacement | 6,500 | | | | | 6,500 |
| Floor Machines Replacement | 27,000 | | | | | 27,000 |
| Concrete Sidewalk Repair | 25,000 | | | | | 25,000 |
| Vehicle Replacements | 80,048 | | | | | 80,048 |
| Roof Repair | 25,000 | | | | | 25,000 |
| SCBA Cylinder Replacements | 13,760 | | | | | 13,760 |
| Total Renewal and Replacement | 346,308 | - | - | - | - | 346,308 |
| Total | \$ 36,010,845 | \$ - | \$ - | \$ - | \$ - | \$ 36,010,845 |

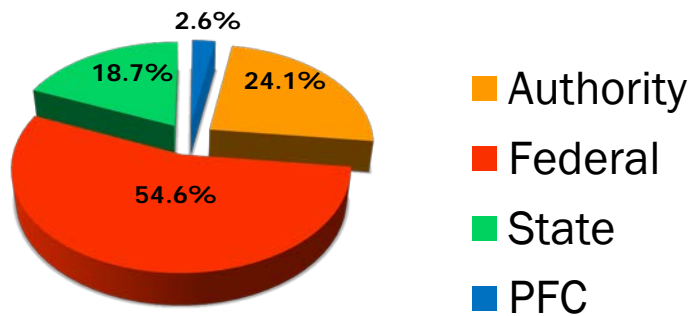
Carry-Over Capital Projects

| Description | Amount | Estimated Spending Through | Estimated Balance to | FAA-AIP | FAA-AIP | NC DOT | PFCs Currently | Airport |
|--|----------------------|----------------------------|----------------------|---------------------|-------------------|--------|---------------------|----------------------|
| | Authorized | 6/30/2019 | Carryover | Entitlement | Discretionary | Grants | Approved | Funds |
| Snow Removal Equipment | 2,400,000 | - | 2,400,000 | 1,825,000 | - | | | 575,000 |
| Airfield Redevelopment-Bid Package 4 (1) | 34,703,096 | 20,000,000 | 14,703,096 | | 200,000 | | 2,920,813 | 11,582,283 |
| TOTAL CARRYOVER | \$ 37,103,096 | \$ 20,000,000 | \$ 17,103,096 | \$ 1,825,000 | \$ 200,000 | | \$ 2,920,813 | \$ 12,157,283 |

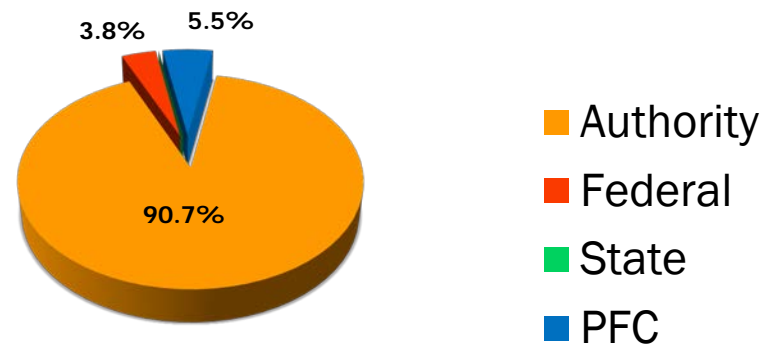
(1) Represents current estimated amounts. Related contracts requiring Board approval will be presented to the Board before implementation.

Capital Funding Sources

FY 2019 (Est)



FY 2020 (Bud)



Authority's Contribution - \$4,684,655

Authority's Contribution - \$48,168,128

Reserve Funds

Operations & Maintenance Reserve

- **Description and Justification**
 - Established to cover fluctuations in cash flow and provide quick access to additional operational cash.
- **Equivalent to 6 months of budgeted FY 2019/2020 operating expenses.**
 - \$5,201,092 for FY 2019/2020

Emergency Repair Reserve

- **Description and Justification**
 - Established to cover emergency repairs and provide ready access to the required cash.
- **\$650,000 for FY 2019/2020**

Estimated Cash Balance

Cash Balance

| | <u>Amount</u> | |
|---|--------------------|----------------------|
| Estimated Cash & Investment Balance at June 30, 2019 | | \$ 38,000,000 |
| Plus: Net Operating & Investment Revenues | | 2,582,556 |
| Less Other Costs: | | |
| Business Development Costs | (300,000) | |
| Contingency | (100,000) | |
| Debt Service | <u>(1,685,074)</u> | (2,085,074) |
| Plus Non-Operating Revenues: | | |
| Passenger Facility Charges | 2,250,000 | |
| Customer Facility Charges | <u>1,600,000</u> | 3,850,000 |
| Plus Capital Contributions: | | |
| Federal Grants - AIP Entitlements | 1,825,000 | |
| Federal Grants - AIP Discretionary Funds | 200,000 | |
| NC DOT Grants | <u>0</u> | 2,025,000 |

Cash Balance (cont'd)

Less Capital Costs:

| | | |
|---|---------------------|--------------|
| Capital Improvements | (35,664,537) | |
| Equipment and Small Capital Outlay Fund | 0 | |
| Renewal and Replacements | (346,308) | |
| Carryover Projects From FY2017 | <u>(17,103,096)</u> | (53,113,941) |

| | | |
|---|--|---------------------------|
| Estimated Cash & Investment Balance at June 30, 2020 | | <u>(8,741,459)</u> |
|---|--|---------------------------|

| | | |
|---|--|----------------|
| Estimated Restricted Cash at June 30, 2020 | | 500,000 |
|---|--|----------------|

Reserves:

| | | |
|--|--|------------------|
| Operations & Maintenance Reserve (6 Months) | | 5,201,092 |
| Emergency Repair Reserve | | 650,000 |

| | | |
|--|--|-------------------------------|
| Estimated Unrestricted Undesignated Cash & Investments at June 30, 2020 | | <u>\$(15,092,551)*</u> |
|--|--|-------------------------------|

*Deficit cash balance is a result of projected expenditures for the terminal rehabilitation and expansion in the amount of \$25,000,000. At this time, staff has not confirmed funding sources for this project, but anticipate bond funding as well as federal and state grant funding. Once funding sources are determined, the estimated cash balance at June 30, 2020 will be revised to reflect a positive balance.

Supplemental Fees

Proposed FY 2019/2020 Fees

| | FY 2018/2019 Current Fees | | FY 2019/2020 Proposed Fees | |
|------------------------------|------------------------------|------|-------------------------------|------|
| | Cost | Per | Cost | Per |
| <u>Maintenance</u> | | | | |
| Scissor Lift | \$ 100.00 | day | \$ 100.00 | day |
| Large ADA Ramp Rental | \$ 100.00 | use | \$ 100.00 | use |
| Air Stair Rental | \$ 100.00 | use | \$ 100.00 | use |
| Volvo Wheel Loader | \$ 150.00 | use | \$ 150.00 | use |
| Fork-lift | \$ 100.00 | use | \$ 100.00 | use |
| Pallet Jack | \$ 50.00 | use | \$ 50.00 | use |
| Tenant Sweeper | \$ 125.00 | hour | \$ 125.00 | hour |
| Service Truck | \$ 50.00 | hour | \$ 50.00 | hour |
| Backhoe | \$ 100.00 | hour | \$ 100.00 | hour |
| Lighted X | \$ 200.00 | day | \$ 200.00 | day |
| Light Tower | \$ 150.00 | day | \$ 150.00 | day |
| Paint Stripper | \$ 100.00 | hour | \$ 100.00 | hour |
| Large Aircraft Removal Dolly | \$ 200.00 | day | \$ 200.00 | day |
| Small Aircraft Removal Dolly | \$ 100.00 | day | \$ 100.00 | day |
| Aircraft Jack | \$ 100.00 | use | \$ 100.00 | use |
| Cores | \$ 40.00 | each | \$ 40.00 | each |
| Keys | \$ 12.00 | each | \$ 12.00 | each |
| Large Dump Truck | \$ 200.00 | hour | \$ 200.00 | hour |
| Small Broom | \$ 200.00 | hour | \$ 200.00 | hour |
| Large Broom | \$ 300.00 | hour | \$ 300.00 | hour |
| Pressure Washer | \$ 125.00 | hour | \$ 125.00 | hour |
| Maintenance Labor Rate (1) | \$ 45.00 | hour | \$ 45.00 | hour |
| Security Escort Rate (1) | \$ 45.00 | hour | \$ 45.00 | hour |

Proposed FY 2019/2020 Fees (cont'd)

| | FY 2018/2019 Current Fees | | FY 2019/2020 Proposed Fees | |
|---|------------------------------|------------------|-------------------------------|------------------|
| | Cost | Per | Cost | Per |
| <u>Department of Public Safety</u> | | | | |
| ARFF Apparatus for 1500 gal. or greater | \$ 250.00 | hour | \$ 250.00 | hour |
| ARFF Apparatus for less than 1500 gal. | \$ 150.00 | hour | \$ 150.00 | hour |
| Command, Police, and Ops support vehicles | \$ 100.00 | hour | \$ 100.00 | hour |
| Aircraft recover dolly | \$ 150.00 | day | \$ 150.00 | day |
| Maintenance Labor Rate (1) | \$ 45.00 | hour | \$ 45.00 | hour |
| Mutual Aid Agencies collected on their behalf | | as incurred | | as incurred |
| Replacement charges for AVL equipment/supplies | | as incurred | | as incurred |
| <u>Information Technology (IT) Department</u> | | | | |
| IT Labor Rate - Non-Network (1) | \$ 40.00 | hour | \$ 60.00 | hour |
| IT Labor Rate - Network Related (1) | \$ 60.00 | hour | \$ 80.00 | hour |
| Cable Television (CATV) Signal Transport Fee | \$ 10.00 | month | \$ 10.00 | month |
| Cable Television 150+ Channels (2 & 3) | \$ 45.00 | month | \$ 45.00 | month |
| Dark Fiber per strand per 0-1000 ft | \$ 20.00 | month | \$ 20.00 | month |
| Dark Fiber per strand per 0-2000 ft | \$ 22.00 | month | \$ 22.00 | month |
| Dark Fiber per strand per 0-3000 ft | \$ 24.00 | month | \$ 24.00 | month |
| Wi-Fi & SSID (required for Wi-Fi Access) (2) | \$ 70.00 | month | \$ 70.00 | month |
| Internet Bandwidth Not Dedicated (2 MB) (2) | \$ 50.00 | month | \$ 50.00 | month |
| Internet Bandwidth Not Dedicated (5 MB) (2) | \$ 70.00 | month | \$ 70.00 | month |
| Internet Bandwidth Not Dedicated (10 MB) (2) | \$ 125.00 | month | \$ 125.00 | month |

Proposed FY 2019/2020 Fees (cont'd)

| <u>Information Technology (IT) Department</u> | <u>FY 2018/2019</u> | | <u>FY 2019/2020</u> | |
|---|---------------------|-------|----------------------|------------------|
| | Cost | Per | Cost | Per |
| Internet Bandwidth Not Dedicated (15 MB) (2) | \$ 170.00 | month | \$ 170.00 | month |
| Internet Bandwidth Not Dedicated (20 MB) (2) | \$ 200.00 | month | \$ 200.00 | month |
| Telephone Service – Per Telephone Number | \$ 50.00 | month | \$ 50.00 | month |
| Fax Service – Per Fax Machine/Phone Number | \$ 22.13 | month | \$ 22.13 | month |
| Cisco IP Phone – Model 7911G | \$ 5.67 | month | \$ 5.67 | month |
| Cisco IP Phone – Model 7945G | \$ 11.57 | month | \$ 11.57 | month |
| Cisco 1 Port Analog Line Converter-ATA186 | \$ 4.86 | month | \$ 4.86 | month |
| Cisco 2 Port Analog Line Converter VG202 | \$ 22.13 | month | \$ 22.13 | month |
| AirIT Shared Use Network Charge – Per Airline | \$ 50.00 | month | \$ 50.00 | month |

Notes:

- (1) One Hour Minimum, Minimum of 3 hours charged after regular business hours.
- (2) Add \$120 for 2 hours of IT Labor for Setup & Configuration. Fees may be reduced when bundled with other services.
- (3) Add additional upgrades at cost.

Proposed FY 2019/2020 Fees (cont'd)

| Identification Badge Fees and Charges | FY 2018/2019 Current Fees | | FY 2019/2020 Proposed Fees | |
|--|--------------------------------------|------------|---------------------------------------|------------|
| | Cost | Per | Cost | Per |
| Initial Badge Issuance | | | | |
| SIDA Badge | \$ 70.00 | | \$ 70.00 | |
| Non-SIDA Badge | \$ 37.00 | | \$ 37.00 | |
| Renewal of Badge | | | | |
| SIDA Badge | \$ 70.00 | | \$ 70.00 | |
| Non-SIDA Badge | \$ 37.00 | | \$ 37.00 | |
| Lost Badge Replacement | | | | |
| SIDA Badge (4) | \$ 85.00 / \$ 100.00 | | \$ 85.00 / \$ 100.00 | |
| Non-SIDA Badge (5) | \$ 60.00 / \$ 75.00 | | \$ 60.00 / \$ 75.00 | |
| Damaged Badge | | | | |
| SIDA Badge (6) | \$ 37.00 / \$ 45.00 | - | \$ 37.00 / \$ 45.00 | |
| Non-SIDA Badge (6) | \$ 37.00 / \$ 45.00 | - | \$ 37.00 / \$ 45.00 | |
| Security Escort Training | \$ 25.00 | | \$ 40.00 | |
| Lock-out Service (7) | \$ 25.00 | | \$ 40.00 | |

Notes:

- (4) \$85.00 for the first replacement badge, \$100.00 for the second replacement badge
 (5) \$60.00 for the first replacement badge, \$75.00 for the second replacement badge.
 (6) \$37.00 for a damaged badge, \$45.00 if badge damaged due to negligence.
 (7) \$25.00 Lock-out Service Charge applies after the first 2 free service calls.

Proposed FY 2019/2020 Fees (cont'd)

| <u>Identification Badge Fees and Charges</u> | FY 2018/2019 Current Fees | | | FY 2019/2020 Proposed Fees | | |
|---|------------------------------|-----------------|------------------|-------------------------------|-----------------|------------------|
| | Cost | Per | | Cost | Per | |
| Parking | | | | | | |
| Long term Surface Lot Daily | \$ | 2.00 | hour | \$ | 2.00 | hour |
| | \$ | 9.00 | day | \$ | 9.00 | day |
| | \$ | 54.00 | week | \$ | 54.00 | week |
| Parking Garage | \$ | 2.00 | hour | \$ | 2.00 | hour |
| | \$ | 12.00 | day | \$ | 12.00 | day |
| | \$ | 72.00 | week | \$ | 72.00 | week |
| Short term Hourly | \$ | 1.00 | 1/2 hour | \$ | 1.00 | 1/2 hour |
| | \$ | 20.00 | day | \$ | 25.00 | day |
| Employee Parking Rate | | \$ 60 / \$ 50 | new/renewal | | \$ 60 / \$ 50 | new/renewal |
| Commuter Parking Rate | | \$ 290 / \$ 275 | new/renewal | | \$ 290 / \$ 275 | new/renewal |
| Non-Tenant Aviation Commuter | \$ | 900.00 | annual | \$ | 900.00 | annual |
| Fines | | up to \$1,000 | day | | up to \$1,000 | day |
| Ground Transportation | | | | | | |
| Charter Bus Company (8) | \$ | 4000.00 | annual | \$ | 4000.00 | annual |
| Airport Ground Transportation Permit (9) | \$ | 50.00 | annual | \$ | 50.00 | annual |
| Airport Ground Transportation Pick-up Fee (9) | \$ | 2.50 | per trip | \$ | 2.50 | per trip |
| Transp. Network Company (TNC) Pick-up Fee | \$ | 2.50 | per trip | \$ | 2.50 | per trip |
| Transp. Network Company (TNC) Drop-off Fee | \$ | .50 | per trip | \$ | .50 | per trip |
| Off-Airport Rental Car Fee | | 7.50% | of gross revenue | | 7.50% | of gross revenue |

- Notes:
- (8) Companies with a vehicle fleet inclusive of a minimum of 5 charter coach vehicles with seating capacity greater than 20 seats.
- (9) All Ground Transportation operators except TNCs and charter bus companies

QUESTIONS?

March 8, 2019

BUDGET MESSAGE

To: Members of the Greater Asheville Regional Airport Authority

From: Lew S. Bleiweis, A.A.E., Executive Director

The attached budget for the fiscal year ending June 30, 2020 has been prepared with special consideration given to the safeguarding of the Greater Asheville Regional Airport Authority's assets and the reliability of the Authority's financial records, while maintaining the flexibility to allow the airport staff the tools to provide outstanding service to our passengers and tenants and the general public.

We are custodians of public funds and public funds should not be convenient to spend. With this in mind, every employee will follow the requirements of the Authority's Policies and Procedures and the approved budget when purchasing goods and services.

The intended goals of the operations set forth in the attached budget are to continue the excellent safety record at the Asheville Regional Airport and to provide the best facilities possible to enhance the growth of the Airport and to thereby benefit the entire community served by the Airport.

The following narrative contains brief explanations and insights related to the preparation of this budget:

ASSUMPTIONS

Operating revenues are budgeted to increase 17.9% from the prior year's budget. Passenger enplanements are projected to increase 14.9% from 516,000 budgeted for FY2018/2019 to 593,000 budgeted for FY2019/2020.

Airline revenue is projected to increase with the budgeted increase in enplanements.

Parking revenue is expected to increase significantly due to the high utilization of the parking facilities.

Budgeted operating expenses are expected to increase 12.7%. A salary adjustment pool of 4.0% is budgeted with the anticipation of 3.5% salary increases. Six additional staff positions are also included.

OPERATING REVENUE

Investment Income:

Interest rates are assumed to increase slightly in FY2019/2020, and funds are being invested to maximize interest earnings.

Space Rent-Non Airline:

All line items listed are at the lease rates in effect for the new fiscal year.

Space Rent-Airline:

Airline space rentals are at the rates in effect for the new fiscal year.

Concessions:

Revenue from food and beverage sales budgeted to increase due to increase in enplanements and additional food and beverage options. The other line items are based on current agreements and/or historical averages.

Auto Parking:

Public Parking is budgeted to increase due to the high utilization of the parking facilities.

Rental Car-Car Rentals:

Rental car concessions budgets are based on amounts at 90% of the of the previous year's commissionable receipts.

Rental Car-Facility Rent:

Budget estimates are based on the current rental car agreements. The current contracts provide that these facility rents be increased annually by the greater of the CPI or 3.5%. The Common Area Maintenance (CAM) fees are based on those included in the Operations Department budget.

Commercial Ground Transportation:

The revenues from Ground Transportation Fees are budgeted to increase due to the agreements with the transportation network companies. Employee Parking and Commuter Parking are based on Staff estimates.

Landing Fees:

Landing Fees are estimated based on landed weights projected by the airlines. Landing Fees are charged based on 1,000 pounds of airlines gross landed weight.

FBOs:

The FBO fees are based on the current agreements with Signature Flight Support.

Building Leases:

All estimates are backed by current leases in place.

Land Leases:

All estimates are backed by current leases in force.

Other Leases/Fees:

LEO Services are based on actual hours and the \$20 hourly rate currently contracted with TSA. Airline Security Fees are budgeted to increase with the budgeted increase in LEO personnel costs. Telecommunication Fees are based on estimated tenant usage of Authority provided phone, data and cable service. Other items are estimates based on historical data.

OPERATING EXPENSES**Personnel Services:**

Payroll costs are based on current salaries for all employees, plus estimated longevity bonuses. A salary adjustment pool of 4.0% is budgeted for FY2019/2020, with the anticipation of 3.5% salary increases. Overtime is estimated by Department Directors based on historical amounts. Benefits are estimated for each benefit type to better manage benefit costs. Total benefits are averaged at approximately 50% of payroll. Budgeted FTEs for FY2019/2020 increase by 6 positions.

Professional Services:

Professional Services are estimated by staff based on known events and historical data.

Contractual Services:

Contractual Services includes the cost of the parking management, maintenance agreements, uniform cleaning services, and other contractual services. Budgeted amounts are estimated based on agreements and/or historical data. Increases are primarily due to new service agreements for accounting software and maintenance agreement for cleaning of parking garage.

Travel and Training:

The estimate for employee training and various educational conferences has been prepared by each Department Director using known facts and historical information.

Communications and Freight:

Telecommunications and Postage expense are estimated by Staff using known facts and historical information.

Rents and Leases:

The estimate for rents and leases is based on current copier and postage machine lease agreements.

Insurance:

Overall costs of business insurance premiums are expected to increase over current year costs.

Utility Services:

Utility Services are estimated based on the latest historical data.

Repairs and Maintenance:

This line item, the timing and amount of which is always difficult to predict, has been estimated by the Director of Operations and other department heads to account for repairs and maintenance anticipated for FY2019/2020.

Printing and Binding:

This estimate is based on known needs and historical data.

Promotional Activities:

These activities represent media advertising, community sponsorships, and tenant and employee events, and are based on planned activities for FY2019/2020.

Other Current Charges and Obligation:

This estimate includes bank fees, in-house advertising expenses, legal notices and advertising, and Board meeting expenses. It is estimated based on historical data.

Operating Supplies:

This estimate is prepared by each Department Director based on known events and historical data.

Books, Publications, Subscriptions, Memberships:

This estimate is prepared by each Department Director using historical data and known events and facts.

EMERGENCY REPAIR

This is an estimate to cover any unplanned, emergency repairs. The amount is based on historical costs.

CONTINGENCY

This is an estimate to cover any unknown expense. The amount is determined by the Executive Director.

CAPITAL BUDGET

The Capital Budget items were generated by the Department Directors and include those capital improvement projects in the approved five-year capital improvement plan for FY2019/2020. Explanations and justifications for new capital projects are included on the Capital Budget Request sheets.

Any capital improvement project will be subject to final approval by the Board prior to project initiation, in accordance with the Authority's Policies and Procedures.

DEBT SERVICE

Debt Service represents payments required by our bond agreement for the Parking Garage.

BUSINESS DEVELOPMENT

Business Development represents costs to provide incentives for advertising, waiver of fees, etc. to airlines for new air service.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
2019-2020
BUDGET ORDINANCE**

BE IT ORDAINED by the Greater Asheville Regional Airport Authority that, pursuant to Section 159-13 of the General Statutes of North Carolina, the 2019-2020 Budget Ordinance of the Airport Authority is hereby set forth as follows:

Section 1. The following amounts are hereby appropriated for the operation of the Greater Asheville Regional Airport Authority for the fiscal year beginning July 1, 2019 and ending June 30, 2020 in accordance with the following schedules:

EXPENDITURES

| | |
|---|-----------------------------------|
| Administration Department | \$ 961,521 |
| Development Department | 468,894 |
| Executive Department | 696,354 |
| Finance Department | 445,574 |
| Guest Services Department | 241,545 |
| Information Technology Department | 986,458 |
| Marketing Department | 736,913 |
| Operations Department | 3,778,746 |
| Properties & Contracts | 198,921 |
| Public Safety Department | 1,837,258 |
| Emergency Repair Costs | 50,000 |
| Carry-over Capital Expenditures from Prior Year | 17,103,096 |
| Capital Improvement | 35,664,537 |
| Equipment and Small Capital Outlay | - |
| Renewal and Replacement | 346,308 |
| Business Development | 300,000 |
| Debt Service | 1,685,074 |
| Contingency | 100,000 |
| Total Expenditures | <u><u>\$65,601,199</u></u> |

Section 2. It is estimated that the following revenues will be available for the fiscal year beginning July 1, 2019 and ending June 30, 2020.

REVENUES

| | |
|--|----------------------------|
| Administration (Interest Income) | \$ 250,000 |
| Terminal | 5,632,571 |
| Airfield | 1,177,046 |
| General Aviation | 1,056,304 |
| Parking Lot | 4,688,500 |
| Other | 180,319 |
| Passenger Facility Charges | 2,250,000 |
| Customer Facility Charges | 1,600,000 |
| Federal Grants – AIP Entitlements | 1,825,000 |
| Federal Grants – AIP Discretionary Funds | 200,000 |
| NC Department of Transportation Grants | - |
| Transfer from GARAA Cash/Investments | <u>46,741,459</u> |
| Total Revenues | <u><u>\$65,601,199</u></u> |

Section 3. The Budget Officer is hereby authorized to transfer appropriations as contained herein under the following conditions:

- a. He may transfer amounts between line item expenditures within a budget ordinance line item without limitation and without a report being required. These changes should not result in increased recurring obligations such as salaries.
- b. He may transfer amounts up to \$60,000 from contingency appropriations to other budget ordinance line items within the same fund. He must make an official report on such transfers at the next regular meeting of the board.

Section 4. This Budget Ordinance shall be entered in the minutes of the Greater Asheville Regional Airport Authority and within five (5) days after its adoption copies shall be filed with the Finance Officer, the Budget Officer and the Clerk to the Board of the Greater Asheville Regional Airport Authority as described in G.S. 159-13.

Section 5. This ordinance shall become effective on July 1, 2019.

Adopted this 12th day of April, 2019

Matthew C. Burril, Chair

Attested by:

Ellen Heywood, Clerk to the Board

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
OPERATING SUMMARY
FY 2019/2020 BUDGET**

| | Budget Amounts | | | Percent Change |
|--|---------------------|---------------------|-------------------|-------------------|
| | FY2018/2019 | FY2019/2020 | Difference | |
| Revenues | | | | |
| Operating Revenues | \$ 10,974,713 | \$ 12,734,740 | \$ 1,760,027 | 16.0% |
| Investment Income | 35,000 | 250,000 | \$ 215,000 | 714.3% |
| Total Operating & Investment Revenues | 11,009,713 | 12,984,740 | 1,975,027 | 17.9% |
| Expenses | | | | |
| Operating Expenses | 9,216,930 | 10,402,184 | \$ 1,185,254 | 12.9% |
| Total Operating Expenses | 9,216,930 | 10,402,184 | 1,185,254 | 12.9% |
| Net Operating & Investment Income | \$ 1,792,783 | \$ 2,582,556 | \$ 789,773 | 44.1% |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2019-2020

| Revenue Sources | Historical, Actual Revenue | | | FY 2018-2019 | | | Proposed Budget Fiscal Year 2019-2020 | Difference Est FY18-19 To Budget FY19-20 | Difference Bud FY18-19 To Budget FY19-20 | % Change Bud FY18-19 To Budget FY19-20 |
|---|----------------------------|-----------------------|-----------------------|------------------------------|------------------------------|-----------------------------------|---------------------------------------|--|--|--|
| | Fiscal Year 2015-2016 | Fiscal Year 2016-2017 | Fiscal Year 2017-2018 | Fiscal Year 2018-2019 Budget | 10/31/18 FYTD Actual Revenue | 5 Projection for Full Fiscal Year | | | | |
| Investment Income | | | | | | | | | | |
| Interest Income | \$ 35,760 | \$ 90,543 | \$ 122,155 | 35,000 | \$ 78,762 | \$ 300,000 | 250,000 | (50,000) | 215,000 | 614.3% |
| Total Investment Income | 35,760 | 90,543 | 122,155 | 35,000 | 78,762 | 300,000 | 250,000 | (50,000) | 215,000 | 614.3% |
| Terminal Space Rentals - Non-Airline | | | | | | | | | | |
| FAA Tower Rent | 130,686 | 145,154 | 160,151 | 159,817 | 52,748 | 159,817 | 163,013 | 3,196 | 3,196 | 2.0% |
| TSA Space | 85,521 | 84,474 | 86,306 | 88,032 | 29,006 | 88,032 | 89,793 | 1,761 | 1,761 | 2.0% |
| Federal Express | 60 | 60 | 60 | 60 | 20 | 60 | 60 | - | - | 0.0% |
| Total Terminal Space Rentals - Non-Airline | 216,267 | 229,688 | 246,517 | 247,909 | 81,774 | 247,909 | 252,866 | 4,957 | 4,957 | 2.0% |
| Terminal Space Rentals - Airline | | | | | | | | | | |
| Facility/Services/Hold Room Charges | - | - | - | - | - | - | - | - | - | 0.0% |
| Terminal Rental - Departures | 372,651 | 406,931 | (15,913) | - | - | - | - | - | - | 0.0% |
| Terminal Rental - Enplanements | 711,828 | 725,294 | (24,955) | - | - | - | - | - | - | 0.0% |
| Loading Bridge Fees (includes FGP & PC Air) | 443 | - | 73,795 | 74,970 | 27,375 | 73,986 | 72,715 | (1,271) | (2,255) | -3.0% |
| Gate Area (per enplanement) | - | - | 858,986 | 743,040 | 293,032 | 791,978 | 889,500 | 97,522 | 146,460 | 19.7% |
| Gate Area (per airline) | - | - | 125,048 | 131,220 | 40,601 | 129,924 | 156,196 | 26,272 | 24,976 | 19.0% |
| Bag Makeup (per bag) | - | - | 342,630 | 292,058 | 108,597 | 293,505 | 346,605 | 53,100 | 54,547 | 18.7% |
| Bag Makeup (per airline) | - | - | 48,952 | 51,368 | 15,893 | 50,860 | 61,144 | 10,284 | 9,776 | 19.0% |
| Apron Fees | 1,843 | - | - | - | - | - | - | - | - | 0.0% |
| American (Counter/Office/Queue) | 99,803 | 92,074 | 90,035 | 100,454 | 33,156 | 99,468 | 119,575 | 20,107 | 19,121 | 19.0% |
| Delta Air Lines (Counter/Office/Queue) | 111,341 | 112,764 | 109,439 | 122,127 | 40,309 | 120,927 | 145,373 | 24,446 | 23,246 | 19.0% |
| United/SkyWest/Continental (Counter/Office/Queue) | 53,261 | 58,201 | 69,442 | 74,568 | 24,481 | 73,443 | 88,762 | 15,319 | 14,194 | 19.0% |
| Allegiant (Counter/Office/Queue) | 97,480 | 35,711 | 37,160 | 38,993 | 19,571 | 58,713 | 92,439 | 33,726 | 53,446 | 137.1% |
| Worldwide (Office) | 5,613 | 6,133 | 6,117 | 6,413 | 2,302 | 6,906 | 8,971 | 2,065 | 2,558 | 39.9% |
| Common Use (Counter/Queue) | 32,553 | 63,409 | 72,634 | 86,400 | - | - | - | - | (86,400) | -100.0% |
| Checkpoint Lane Fees | - | - | - | - | 30,780 | 83,189 | - | (83,189) | - | 0.0% |
| Turn Fees-Non-Scheduled Airlines | - | - | 21,725 | - | 5,168 | 5,168 | - | (5,168) | - | 0.0% |
| Airline Waived Fees | - | - | (22,794) | - | - | - | - | - | - | 0.0% |
| Non-Signatory Premiums-Term Rentals Depart | 81,639 | 41,459 | - | - | - | - | - | - | - | 0.0% |
| Non-Signatory Premiums-Term Rentals Enplane | 126,203 | 63,674 | - | - | - | - | - | - | - | 0.0% |
| Non-Signatory Premiums-Fixed Rent | 5,036 | 26,363 | - | - | - | - | - | - | - | 0.0% |
| Non-Signatory Premiums-Fixed Rent Refund to Sig | 60,000 | - | - | - | - | - | - | - | - | 0.0% |
| Total Terminal Space Rentals - Airline | 1,759,694 | 1,632,012 | 1,792,301 | 1,721,611 | 641,265 | 1,788,068 | 1,981,281 | 193,213 | 259,670 | 15.1% |
| Concessions | | | | | | | | | | |
| Food & Beverage, Gift, Info | 162,254 | 189,943 | 242,615 | 170,000 | 81,438 | 220,103 | 240,000 | 19,897 | 70,000 | 41.2% |
| Advertising | 294,742 | 313,819 | 327,708 | 280,000 | 111,818 | 335,454 | 280,000 | (55,454) | - | 0.0% |
| Brochure Sales | 30,538 | 36,425 | 41,590 | 38,000 | 12,590 | 37,770 | 30,000 | (7,770) | (8,000) | -21.1% |
| Merchandise Sales | - | - | - | - | - | - | 6,240 | 6,240 | 6,240 | 100.0% |
| Guest Services | 2,892 | 2,657 | 2,406 | 2,000 | 978 | 2,643 | 2,000 | (643) | - | 0.0% |
| Art in the Airport | (2,748) | 339 | 399 | - | 432 | 432 | - | (432) | - | 0.0% |
| Optiwash Station | - | - | 466 | - | 383 | 1,035 | - | (1,035) | - | 0.0% |
| Sanitary Machines | 51 | 66 | 44 | 80 | 33 | 89 | 80 | (9) | - | 0.0% |
| ATM | 882 | 713 | 595 | 700 | 212 | 573 | 700 | 127 | - | 0.0% |
| Total Concessions | 488,611 | 543,962 | 615,823 | 490,780 | 207,884 | 598,099 | 559,020 | (39,079) | 68,240 | 13.9% |
| Auto Parking | | | | | | | | | | |
| Public Parking | 3,192,023 | 3,452,911 | 4,352,156 | 3,600,000 | 1,866,954 | 4,787,062 | 4,500,000 | (287,062) | 900,000 | 25.0% |
| Commuter Parking | 17,173 | 8,484 | 13,367 | 8,500 | 681 | 8,500 | 8,500 | - | - | 0.0% |
| Total Auto Parking | 3,209,196 | 3,461,395 | 4,365,523 | 3,608,500 | 1,867,635 | 4,795,562 | 4,508,500 | (287,062) | 900,000 | 24.9% |
| Rental Car | | | | | | | | | | |
| Rental Car - Car Rentals | | | | | | | | | | |
| Avis MAG (Avis/Budget FY2020) | 244,000 | 244,000 | 244,000 | 167,000 | 70,486 | 204,226 | 341,151 | 136,925 | 174,151 | 104.3% |
| Dollar/Thrifty | - | - | - | - | - | - | 50,000 | 50,000 | 50,000 | 100.0% |
| Hertz MAG | 422,500 | 422,500 | 422,500 | 348,000 | 117,735 | 337,807 | 330,108 | (7,699) | (17,892) | -5.1% |
| Enterprise MAG | 250,538 | 271,196 | 325,196 | 335,000 | 125,515 | 387,283 | 392,652 | 5,369 | 57,652 | 17.2% |
| Budget MAG | 161,100 | 161,100 | 161,100 | 130,000 | 48,560 | 142,254 | - | (142,254) | (130,000) | -100.0% |
| National/Alamo MAG | 246,284 | 339,743 | 480,866 | 525,000 | 189,776 | 588,024 | 597,372 | 9,348 | 72,372 | 13.8% |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2019-2020

| | Historical, Actual Revenue | | | FY 2018-2019 | | | Proposed Budget Fiscal Year 2019-2020 | Difference Est FY18-19 To Budget FY19-20 | Difference Bud FY18-19 To Budget FY19-20 | % Change Bud FY18-19 To Budget FY19-20 |
|---|----------------------------|-----------------------|-----------------------|------------------------------|------------------------------|-----------------------------------|---------------------------------------|--|--|--|
| | Fiscal Year 2015-2016 | Fiscal Year 2016-2017 | Fiscal Year 2017-2018 | Fiscal Year 2018-2019 Budget | 10/31/18 FYTD Actual Revenue | 5 Projection for Full Fiscal Year | | | | |
| Revenue Sources | | | | | | | | | | |
| Avis % | | | | - | - | - | - | - | - | 0.0% |
| Hertz % | | | | - | - | - | - | - | - | 0.0% |
| Enterprise % | 64,302 | 69,921 | 105,117 | - | 65,544 | 65,544 | - | (65,544) | - | 0.0% |
| Budget % | 18,037 | - | - | - | - | - | - | - | - | 0.0% |
| National/Alamo % | 220,430 | 101,815 | 216,107 | - | 111,865 | 111,865 | - | (111,865) | - | 0.0% |
| Off Airport % - Thrifty | 14,909 | 27,388 | 26,328 | 17,000 | 10,526 | 26,990 | - | (26,990) | (17,000) | -100.0% |
| Off Airport % - Dollar | 7,779 | 12,091 | 8,144 | 8,000 | 98 | 251 | - | (251) | (8,000) | -100.0% |
| Subtotal Car Rentals | 1,649,879 | 1,649,754 | 1,989,358 | 1,530,000 | 740,105 | 1,864,244 | 1,711,283 | (152,961) | 181,283 | 11.8% |
| Rental Car - Facility Rent | | | | | | | | | | |
| Avis (Counter & Office) (Avis/Budget FY2020) | 35,167 | 35,924 | 39,449 | 39,037 | 10,225 | 29,088 | 29,202 | 114 | (9,835) | -25.2% |
| Dollar/Thrifty (Counter & Office) | | | | - | - | - | 31,142 | 31,142 | 31,142 | 100.0% |
| Hertz (Counter & Office) | 40,542 | 42,007 | 43,120 | 45,003 | 11,788 | 33,534 | 33,665 | 131 | (11,338) | -25.2% |
| Enterprise (Counter & Office) | 31,545 | 32,225 | 34,294 | 35,017 | 9,172 | 26,092 | 26,194 | 102 | (8,823) | -25.2% |
| Vanguard/National/Alamo (Counter & Office) | 40,659 | 41,534 | 44,201 | 45,133 | 11,822 | 33,630 | 33,761 | 131 | (11,372) | -25.2% |
| Budget (Counter & Office) | 37,355 | 38,311 | 38,856 | 41,631 | 10,905 | 31,021 | - | (31,021) | (41,631) | -100.0% |
| Avis (Ready/Return) (Avis/Budget FY2020) | 7,505 | 7,542 | 7,918 | 8,195 | 3,731 | 11,915 | 17,574 | 5,659 | 9,379 | 114.4% |
| Dollar/Thrifty (Ready/Return) | | | | - | 0 | - | 6,130 | 6,130 | 6,130 | 100.0% |
| Hertz (Ready/Return) | 13,162 | 12,110 | 12,141 | 12,566 | 6,064 | 19,528 | 17,165 | (2,363) | 4,599 | 36.6% |
| Enterprise (Ready/Return) | 10,823 | 10,815 | 11,893 | 12,020 | 5,624 | 18,031 | 20,026 | 1,995 | 8,006 | 66.6% |
| Vanguard/National/Alamo (Ready/Return) | 13,794 | 15,596 | 17,364 | 17,483 | 8,639 | 27,911 | 30,653 | 2,742 | 13,170 | 75.3% |
| Budget (Ready/Return) | 7,354 | 7,542 | 7,918 | 8,195 | 2,840 | 8,648 | - | (8,648) | (8,195) | -100.0% |
| Avis (Service Facility) (Avis/Budget FY2020) | 34,023 | 33,911 | 35,600 | 36,846 | 10,910 | 32,070 | 32,759 | 689 | (4,087) | -11.1% |
| Dollar/Thrifty (Service Facility) | | | | - | - | - | 24,467 | 24,467 | 24,467 | 100.0% |
| Hertz (Service Facility) | 61,200 | 58,759 | 59,924 | 62,022 | 18,365 | 53,982 | 55,141 | 1,159 | (6,881) | -11.1% |
| Enterprise (Service Facility) | 50,915 | 51,321 | 57,547 | 57,817 | 17,119 | 50,322 | 51,402 | 1,080 | (6,415) | -11.1% |
| Budget (Service Facility) | 30,280 | 28,277 | 26,590 | 27,520 | 8,149 | 23,953 | - | (23,953) | (27,520) | -100.0% |
| Vanguard/National/Alamo (Service Facility) | 66,438 | 75,795 | 84,916 | 85,337 | 25,268 | 74,276 | 75,870 | 1,594 | (9,467) | -11.1% |
| Avis CAM fee (Avis/Dollar FY2020) | 8,207 | 11,454 | 9,344 | 5,406 | 5,663 | 11,559 | 12,119 | 560 | 6,713 | 124.2% |
| Dollar/Thrifty | | | | - | - | - | 9,051 | 9,051 | 9,051 | 100.0% |
| Hertz CAM fee | 14,690 | 16,852 | 17,762 | 9,100 | 8,134 | 19,457 | 20,399 | 942 | 11,299 | 124.2% |
| Enterprise CAM fee | 12,244 | 12,197 | 14,006 | 8,483 | 7,141 | 18,138 | 19,016 | 878 | 10,533 | 124.2% |
| Vanguard/National/Alamo CAM fee | 17,378 | 19,404 | 21,151 | 12,521 | 14,146 | 26,771 | 28,067 | 1,296 | 15,546 | 124.2% |
| Budget CAM fee | 10,617 | 7,573 | 7,180 | 4,038 | 2,859 | 8,633 | - | (8,633) | (4,038) | -100.0% |
| Common Area Maintenance (Service Facility) | | | | - | - | - | - | - | - | 0.0% |
| Subtotal Facility Rent | 543,898 | 559,149 | 591,174 | 573,370 | 198,564 | 558,560 | 573,803 | 15,244 | 433 | 0.1% |
| Total Rental Car | 2,193,777 | 2,208,903 | 2,580,532 | 2,103,370 | 938,669 | 2,422,804 | 2,285,086 | (137,718) | 181,716 | 8.6% |
| Commercial Ground Transportation | | | | | | | | | | |
| Employee Parking | 34,848 | 42,051 | 51,719 | 30,000 | 6,435 | 30,000 | 30,000 | - | - | 0.0% |
| Ground Transportation Fees | 52,125 | 46,475 | 65,610 | 56,000 | 72,985 | 187,141 | 150,000 | (37,141) | 94,000 | 167.9% |
| Total Commercial Ground Transportation | 86,973 | 88,526 | 117,329 | 86,000 | 79,420 | 217,141 | 180,000 | (37,141) | 94,000 | 109.3% |
| Landing Fees | | | | | | | | | | |
| Delta Air Lines | 247,991 | 236,179 | 248,192 | 257,681 | 92,398 | 236,918 | 246,623 | 9,705 | (11,058) | -4.3% |
| Air Tran | | | | - | - | - | - | - | - | 0.0% |
| US Airways | | | | - | - | - | - | - | - | 0.0% |
| SkyWest / United | 64,642 | 106,093 | 154,332 | 173,397 | 54,694 | 140,241 | 126,237 | (14,004) | (47,160) | -27.2% |
| Allegiant | 190,392 | 4,712 | 305,757 | 272,000 | 129,441 | 331,900 | 371,304 | 39,404 | 99,304 | 36.5% |
| American | 173,064 | 179,217 | 220,531 | 200,960 | 92,370 | 236,846 | 284,516 | 47,670 | 83,556 | 41.6% |
| Elite | | | | - | 1,429 | 1,429 | 2,566 | 1,137 | 2,566 | 0.0% |
| Total Scheduled Carriers | | | 5,957 | - | - | - | - | - | - | 0.0% |
| Charter Fees / General | | | 166 | - | - | - | - | - | - | 0.0% |
| Airline Landing Fees Waived | | | (7,574) | - | - | - | - | - | - | 0.0% |
| Landing Fee Overage Refunded (Rate reduced) | 82,860 | | | - | - | - | - | - | - | 0.0% |
| Non-Signatory Premium (to Signatory Carrier) | 119,440 | 66,363 | | - | - | - | - | - | - | 0.0% |
| Total Landing Fees | 878,389 | 592,564 | 927,361 | 904,038 | 370,332 | 947,334 | 1,031,246 | 83,912 | 127,208 | 14.1% |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2019-2020**

| Revenue Sources | Historical, Actual Revenue | | | FY 2018-2019 | | | Proposed Budget Fiscal Year 2019-2020 | Difference Est FY18-19 To Budget FY19-20 | Difference Bud FY18-19 To Budget FY19-20 | % Change Bud FY18-19 To Budget FY19-20 |
|---|----------------------------|-----------------------|-----------------------|------------------------------|------------------------------|-----------------------------------|---------------------------------------|--|--|--|
| | Fiscal Year 2015-2016 | Fiscal Year 2016-2017 | Fiscal Year 2017-2018 | Fiscal Year 2018-2019 Budget | 10/31/18 FYTD Actual Revenue | 5 Projection for Full Fiscal Year | | | | |
| FBOs | | | | | | | | | | |
| Percentage Fee | 23,556 | 11,825 | 6,166 | 10,000 | 9,719 | 29,157 | 12,000 | (17,157) | 2,000 | 20.0% |
| T-Hangar | 83,001 | 84,083 | 85,548 | 86,793 | 28,931 | 87,430 | 88,703 | 1,273 | 1,910 | 2.2% |
| Bulk Hangar #1 | 118,486 | 117,934 | 119,989 | 121,736 | 40,579 | 122,629 | 124,414 | 1,785 | 2,678 | 2.2% |
| Bulk Hangar #2 | 219,490 | 222,349 | 226,224 | 229,518 | 76,506 | 231,201 | 234,567 | 3,366 | 5,049 | 2.2% |
| Land Rent | 469,635 | 470,956 | 477,094 | 486,138 | 161,000 | 486,540 | 493,620 | 7,080 | 7,482 | 1.5% |
| Apron Rent | - | - | - | - | - | - | - | - | - | 0.0% |
| Option Parcel Fee | 8,712 | 8,712 | 2,904 | - | - | - | - | - | - | 0.0% |
| Fuel Flowage Fee | 67,999 | 74,117 | 82,239 | 90,000 | 35,714 | 107,142 | 90,000 | (17,142) | - | 0.0% |
| Subtotal FBOs | 990,879 | 989,976 | 1,000,164 | 1,024,185 | 352,449 | 1,064,099 | 1,043,304 | (20,795) | 19,119 | 1.9% |
| Belle Aircraft Maintenance | | | | | | | | | | |
| Percentage Fee | 10,454 | 13,989 | 14,861 | 14,000 | 4,334 | 13,002 | 13,000 | (2) | (1,000) | -7.1% |
| Total FBOs/SASOs | 1,001,333 | 1,003,965 | 1,015,025 | 1,038,185 | 356,783 | 1,077,101 | 1,056,304 | (20,797) | 18,119 | 1.7% |
| Building Leases | | | | | | | | | | |
| Rental Houses | 20,750 | 22,332 | 22,250 | 22,433 | 5,072 | 15,193 | 20,800 | 5,607 | (1,633) | -7.3% |
| Airport Support Bldg | - | - | 27,621 | - | - | - | 22,500 | 22,500 | 22,500 | 100.0% |
| SmarTrac | 46,929 | 82,059 | 19,978 | - | - | - | - | - | - | 0.0% |
| Lacy Griffin Building (WNC Aviation) | 19,441 | 19,623 | - | 20,008 | 6,810 | 20,522 | 20,569 | 47 | 561 | 2.8% |
| Cargo Building (Allegiant) | - | - | - | 30,756 | 7,833 | 31,546 | 31,617 | 71 | 861 | 2.8% |
| Cargo Building (US Airways) | 24,904 | 30,037 | 30,662 | - | - | - | - | - | - | 0.0% |
| Total Building Leases | 112,024 | 154,051 | 100,511 | 73,197 | 19,715 | 67,261 | 95,486 | 28,225 | 22,289 | 30.5% |
| Land Leases | | | | | | | | | | |
| Pasture Rent & Misc Land Leases | 700 | 700 | 700 | 600 | 200 | 600 | 600 | - | - | 0.0% |
| Lamar (Billboard) | 3,525 | 3,500 | 3,500 | 3,500 | 1,167 | 3,501 | 3,500 | (1) | - | 0.0% |
| Optional Parcel Fee - Gravel Lot | - | - | - | - | - | - | - | - | - | 0.0% |
| US Forest Service - Tanker | 10,593 | 15,122 | 11,353 | 11,389 | 3,824 | 11,662 | 11,716 | 54 | 327 | 2.9% |
| Waddell/Triangle Stop | 32,779 | 32,779 | 32,779 | 32,779 | 11,746 | 35,784 | 36,057 | 273 | 3,278 | 10.0% |
| Waddell - Fuel Fee | - | - | - | - | - | - | 19,000 | 19,000 | 19,000 | 100.0% |
| Golf Center | 11,277 | 11,411 | 11,651 | 11,693 | 1,949 | 11,915 | 11,960 | 45 | 267 | 2.3% |
| Total Land Leases | 58,874 | 63,512 | 59,983 | 59,961 | 18,886 | 63,462 | 82,833 | 19,371 | 22,872 | 38.1% |
| Other Leases/Fees | | | | | | | | | | |
| LEO Services (TSA) | 117,120 | 115,840 | 116,800 | 116,800 | 39,360 | 116,800 | 116,800 | - | - | 0.0% |
| Shared Terminal Services - Airlines on Airt | 3,332 | - | - | - | - | - | - | - | - | 0.0% |
| Security Fee (Airlines) | 326,256 | 303,859 | 359,757 | 345,720 | 137,295 | 352,038 | 426,960 | 74,922 | 81,240 | 23.5% |
| Security Fee (Rental Car) | 73,027 | 72,053 | 74,081 | 73,642 | 25,726 | 77,965 | 78,358 | 393 | 4,716 | 6.4% |
| Security Fee (ID Media) | 29,681 | 29,458 | 37,901 | 29,000 | 18,085 | 29,000 | 29,000 | - | - | 0.0% |
| Telecommunication Fees (Voice/Data) | 48,416 | 50,930 | 46,940 | 46,000 | 15,686 | 47,058 | 46,000 | (1,058) | - | 0.0% |
| Sale of Assets | 201 | 58,732 | - | - | - | - | - | - | - | 0.0% |
| Misc | 167,284 | 18,509 | 70,804 | 2,000 | (77,274) | (77,274) | 2,000 | 79,274 | - | 0.0% |
| Tenant Services/Assessment Fees | 17,355 | 9,150 | 22,134 | 6,000 | 1,145 | 3,435 | 3,000 | (435) | (3,000) | -50.0% |
| Annual Event Fees/Sponsorships | - | - | - | 22,000 | - | - | - | - | (22,000) | -100.0% |
| Non-Signatory Security Fee Premium | 57,615 | 26,885 | - | - | - | - | - | - | - | 0.0% |
| Total Other Leases | 840,287 | 685,416 | 728,417 | 641,162 | 160,023 | 549,022 | 702,118 | 153,096 | 60,956 | 9.5% |
| Total Revenue | \$ 10,881,185 | \$ 10,754,537 | \$ 12,671,477 | \$ 11,009,713 | \$ 4,821,148 | \$ 13,073,763 | \$ 12,984,740 | \$ (89,023) | \$ 1,975,027 | 17.9% |
| | | | | | | | | -0.7% | 17.9% | |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2019-2020

| Expenses | Historical, Actual Expenses | | | FY 2018-2019 | | | Proposed Budget Fiscal Year 2019-2020 | Difference Est FY18-19 To Budget FY19-20 | Difference Bud FY18-19 To Budget FY19-20 | % Change Bud FY18-19 To Budget FY19-20 |
|---|-----------------------------|-----------------------|-----------------------|------------------------------|-------------------------------|---------------------------------|---------------------------------------|--|--|--|
| | Fiscal Year 2015-2016 | Fiscal Year 2016-2017 | Fiscal Year 2017-2018 | Fiscal Year 2018-2019 Budget | 10/31/18 FYTD Actual Expenses | Projection for Full Fiscal Year | | | | |
| PERSONNEL SERVICES | | | | | | | | | | |
| Regular Salaries | \$ 3,055,513 | \$ 3,176,717 | \$ 3,096,606 | \$ 3,534,400 | \$ 1,001,654 | \$ 3,145,491 | \$ 4,012,022 | \$ 866,531 | \$ 477,622 | 13.5% |
| Overtime | 124,713 | 117,826 | 103,471 | 115,900 | 35,199 | 105,560 | 115,900 | 10,340 | - | |
| Salary Adjustment/Bonus Pool | - | - | - | 141,750 | - | - | 220,127 | 220,127 | 78,377 | 55.3% |
| Internship | | | | 3,000 | | 4,356 | 3,000 | (1,356) | - | |
| LEO Special Separation Allowance | 21,834 | (335) | - | 13,662 | 4,729 | 4,729 | 14,707 | 9,978 | 1,045 | 7.6% |
| Longevity | 49,871 | 49,709 | 48,885 | 53,088 | 16,809 | 53,258 | 51,013 | (2,245) | (2,075) | -3.9% |
| Unemployment Claims | (3,737) | 1,888 | - | 14,000 | - | 14,000 | 14,000 | - | - | |
| Holiday Pay | | | | 15,160 | - | 14,944 | 16,678 | 1,734 | 1,518 | 10.0% |
| Auto Allowance | | | | 28,200 | 9,500 | 31,500 | 33,600 | 2,100 | 5,400 | 19.1% |
| Rewards Program | | | | 1,000 | | 1,000 | 1,000 | - | - | |
| Gym Membership Reimbursements | | | | 14,400 | | 14,400 | 14,400 | - | - | |
| Service Awards | | | | 1,300 | 100 | 525 | 1,300 | 775 | - | |
| Retiree Health | 37,161 | 22,514 | - | 6,497 | 6,903 | 16,568 | 24,852 | 8,284 | 18,355 | 282.5% |
| Benefits | 1,380,315 | 1,425,358 | 1,287,363 | 1,810,013 | 387,976 | 1,385,223 | 2,135,172 | 749,949 | 325,159 | 18.0% |
| Total Personnel Services | 4,665,670 | 4,793,677 | 4,536,325 | 5,752,370 | 1,462,870 | 4,791,554 | 6,657,771 | 1,866,217 | 905,401 | 15.7% |
| OPERATING EXPENSES | | | | | | | | | | |
| Professional Services | | | | | | | | | | |
| Professional Services - General | 114,361 | 254,562 | 95,364 | 147,250 | 9,521 | 148,450 | 185,500 | 37,050 | 38,250 | 26.0% |
| Professional Services - Legal | 53,928 | 152,930 | 118,214 | 75,000 | (12,370) | 100,000 | 50,000 | (50,000) | (25,000) | -33.3% |
| Artwork and Creative Production | 27,110 | 10,117 | 41,502 | 35,000 | 279 | 35,000 | 28,000 | (7,000) | (7,000) | -20.0% |
| Surveys, Reports & Data | 39,913 | 240 | - | 15,500 | - | 36,692 | 34,500 | (2,192) | 19,000 | 122.6% |
| Physicals & Drug Screens | 4,826 | 4,537 | 2,811 | 9,800 | 279 | 2,000 | 3,000 | 1,000 | (6,800) | -69.4% |
| Fit for Duty Physicals | | | | - | | 3,500 | 6,800 | 3,300 | 6,800 | 100.0% |
| Website Maintenance | 4,996 | 3,786 | - | 1,700 | - | 1,700 | 3,500 | 1,800 | 1,800 | 105.9% |
| Auditors | 12,800 | 9,900 | 20,200 | 20,200 | 12,150 | 20,200 | 23,650 | 3,450 | 3,450 | 17.1% |
| Temporary Help | 65,575 | 73,006 | 48,472 | 83,000 | - | 25,000 | 50,000 | 25,000 | (33,000) | -39.8% |
| Total Professional Services | 323,509 | 509,078 | 326,563 | 387,450 | 9,859 | 372,542 | 384,950 | 12,408 | (2,500) | -0.6% |
| Contractual Services | | | | | | | | | | |
| Computer Technical Support | 9,960 | 15,124 | 14,405 | 15,000 | 4,012 | 16,000 | 18,000 | 2,000 | 3,000 | 20.0% |
| Landscaping | 9,420 | 7,850 | 9,759 | 9,420 | 2,355 | 9,420 | 9,420 | - | - | |
| Parking Management Contract | 446,369 | 417,605 | 510,370 | 550,205 | 40,086 | 550,205 | 567,237 | 17,032 | 17,032 | 3.1% |
| Parking Management Shuttle | 90,673 | 531,868 | 318,020 | - | - | - | - | - | - | |
| Other Contractual Services | 173,251 | 218,156 | 196,058 | 232,998 | 66,417 | 297,673 | 362,889 | 65,216 | 129,891 | 55.7% |
| Elevator Maintenance Contract | 1,840 | 2,837 | 2,609 | 5,000 | 591 | 5,000 | 7,000 | 2,000 | 2,000 | 40.0% |
| Fire Alarm Systems Contract | 15,319 | 11,977 | 19,337 | 14,100 | - | 14,100 | 14,100 | - | - | |
| Total Contractual Services | 746,832 | 1,205,417 | 1,070,558 | 826,723 | 113,461 | 892,398 | 978,646 | 86,248 | 151,923 | 18.4% |
| Travel and Training | | | | | | | | | | |
| Travel & Per Diem | 165,371 | 144,073 | 160,775 | 171,125 | 30,380 | 160,925 | 217,550 | 56,625 | 46,425 | 27.1% |
| Training & Education | 23,153 | 20,068 | 25,010 | 29,950 | 3,988 | 27,400 | 43,300 | 15,900 | 13,350 | 44.6% |
| Total Travel and Training | 188,524 | 164,141 | 185,785 | 201,075 | 34,368 | 188,325 | 260,850 | 72,525 | 59,775 | 29.7% |
| Communications and Freight | | | | | | | | | | |
| Postage | 3,891 | 4,249 | 3,702 | 4,000 | 1,004 | 4,000 | 4,000 | - | - | |
| Express Mail Delivery | 551 | 1,182 | 951 | 1,000 | 163 | 1,000 | 2,000 | 1,000 | 1,000 | 100.0% |
| Telecommunications | 74,057 | 65,875 | 83,637 | 55,350 | 13,953 | 56,530 | 57,090 | 560 | 1,740 | 3.1% |
| Online Services | 662 | - | - | 2,500 | - | 680 | 2,500 | 1,820 | - | |
| Total Communications and Freight | 79,161 | 71,306 | 88,290 | 62,850 | 15,120 | 62,210 | 65,590 | 3,380 | 2,740 | 4.4% |
| Rentals and Leases | | | | | | | | | | |
| Rentals & Leases | 11,751 | 23,559 | 20,938 | 13,600 | 2,412 | 13,400 | 14,100 | 700 | 500 | 3.7% |
| Total Rentals and Leases | 11,751 | 23,559 | 20,938 | 13,600 | 2,412 | 13,400 | 14,100 | 700 | 500 | 3.7% |
| Insurance | | | | | | | | | | |
| Property & Casualty | 48,044 | 48,944 | 39,909 | 47,000 | 15,800 | 63,200 | 51,700 | (11,500) | 4,700 | 10.0% |
| General Liability | 34,607 | 28,352 | 28,352 | 35,000 | 7,088 | 35,000 | 36,750 | 1,750 | 1,750 | 5.0% |
| Auto Liability | 20,201 | 15,457 | 16,323 | 18,000 | 4,223 | 18,000 | 21,780 | 3,780 | 3,780 | 21.0% |
| Other Insurance & Bonds | 38,397 | 36,935 | 43,135 | 39,000 | 10,369 | 41,477 | 42,900 | 1,423 | 3,900 | 10.0% |
| Worker's Compensation Insurance | 62,004 | 67,900 | 73,524 | 95,000 | 34,529 | 93,451 | 107,470 | 14,019 | 12,470 | 13.1% |
| Total Insurance | 203,253 | 197,588 | 201,243 | 234,000 | 72,009 | 251,128 | 260,600 | 9,472 | 26,600 | 11.4% |
| Utility Services | | | | | | | | | | |
| Electric Service | 324,546 | 289,989 | 305,524 | 404,267 | 61,787 | 400,000 | 405,367 | 5,367 | 1,100 | 0.3% |
| Gas Service | 30,002 | 21,777 | 35,001 | 48,500 | (125) | 45,000 | 54,200 | 9,200 | 5,700 | 11.8% |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2019-2020**

| Expenses | Historical, Actual Expenses | | | FY 2018-2019 | | | Proposed Budget Fiscal Year 2019-2020 | Difference Est FY18-19 To Budget FY19-20 | Difference Bud FY18-19 To Budget FY19-20 | % Change Bud FY18-19 To Budget FY19-20 |
|---|-----------------------------|-----------------------|-----------------------|------------------------------|-------------------------------|---------------------------------|---------------------------------------|--|--|--|
| | Fiscal Year 2015-2016 | Fiscal Year 2016-2017 | Fiscal Year 2017-2018 | Fiscal Year 2018-2019 Budget | 10/31/18 FYTD Actual Expenses | Projection for Full Fiscal Year | | | | |
| Water/Sewer Service | 47,520 | 60,029 | 71,821 | 72,700 | 13,215 | 75,000 | 80,300 | 5,300 | 7,600 | 10.5% |
| Total Utility Services | 402,068 | 371,795 | 412,346 | 525,467 | 74,877 | 520,000 | 539,867 | 19,867 | 14,400 | 2.7% |
| Repairs and Maintenance | | | | | | | | | | |
| Other Repairs & Maintenance | 16,306 | 25,900 | 21,735 | 30,200 | 3,672 | 25,000 | 22,200 | (2,800) | (8,000) | -26.5% |
| Terminal, Buildings and Grounds | 165,840 | 169,916 | 195,816 | 151,500 | 29,866 | 151,500 | 152,500 | 1,000 | 1,000 | 0.7% |
| Vehicles and Heavy Equipment | 63,128 | 90,266 | 39,617 | 69,500 | 19,944 | 69,500 | 69,500 | - | - | |
| Airport and Airfield Equipment | 9,922 | 9,159 | 6,836 | 11,000 | 4,485 | 11,000 | 11,000 | - | - | |
| Total Repairs and Maintenance | 255,196 | 295,241 | 264,004 | 262,200 | 57,967 | 257,000 | 255,200 | (1,800) | (7,000) | -2.7% |
| Printing & Binding | | | | | | | | | | |
| Printing & Binding | 8,679 | 9,338 | 7,651 | 8,050 | 2,734 | 8,331 | 19,200 | 10,869 | 11,150 | 138.5% |
| Banners | 528 | 680 | 702 | - | - | - | - | - | - | |
| Total Printing & Binding | 9,207 | 10,018 | 8,353 | 8,050 | 2,734 | 8,331 | 19,200 | 10,869 | 11,150 | 138.5% |
| Promotional Activities | | | | | | | | | | |
| Radio | 10,746 | 27,996 | 36,145 | 22,000 | 6,000 | 25,000 | 22,000 | (3,000) | - | |
| Billboards | 25,200 | 34,050 | 41,025 | 32,500 | - | 30,000 | 32,500 | 2,500 | - | |
| Print | 13,658 | 15,334 | 11,926 | 12,100 | - | 12,100 | 12,100 | - | - | |
| TV | 66,350 | 50,075 | 106,929 | 75,000 | - | 65,000 | 75,000 | 10,000 | - | |
| Web Advertising | 41,432 | 33,237 | 39,762 | 59,440 | 882 | 59,440 | 63,750 | 4,310 | 4,310 | 7.3% |
| Air Service Development | 1,152 | 19,797 | 824 | 2,300 | 593 | 2,300 | 2,300 | - | - | |
| Other Promotional Events/Sponsorships | 14,205 | 2,000 | 3,500 | 3,500 | 293 | 6,000 | 6,500 | 500 | 3,000 | 85.7% |
| Community Events/Exhibits/Sponsorships | 41,120 | 39,051 | 42,781 | 80,000 | 23,238 | 50,300 | 56,800 | 6,500 | (23,200) | -29.0% |
| Employee/Tenant Events | 29,631 | 28,297 | 31,620 | 26,050 | 5,303 | 27,186 | 28,350 | 1,164 | 2,300 | 8.8% |
| Wellness | 6,164 | 5,558 | 5,037 | 4,500 | 567 | 4,500 | 4,500 | - | - | |
| Total Promotional Activities | 249,658 | 255,395 | 319,549 | 317,390 | 36,876 | 281,826 | 303,800 | 21,974 | (13,590) | -4.3% |
| Other Current Charges and Obligations | | | | | | | | | | |
| Legal Notices & Advertising | 4,337 | 2,110 | 7,287 | 3,000 | 2,009 | 2,927 | 8,000 | 5,073 | 5,000 | 166.7% |
| Credit Card & Bank Fees | 85,208 | 104,943 | 91,141 | 35,000 | 12,524 | 60,000 | 60,600 | 600 | 25,600 | 73.1% |
| Other Current Charges & Obligations | 5,106 | 6,812 | 8,570 | 8,500 | 253 | - | 9,000 | 9,000 | 500 | 5.9% |
| In Terminal Advertising | 4,879 | 7,555 | 7,636 | 7,500 | - | 7,500 | 7,500 | - | - | |
| Total Other Current Charges and Obligations | 99,530 | 121,420 | 114,634 | 54,000 | 14,786 | 70,427 | 85,100 | 14,673 | 31,100 | 57.6% |
| Operating Supplies | | | | | | | | | | |
| Office Supplies | 7,989 | 6,662 | 6,687 | 8,000 | 892 | 5,500 | 8,000 | 2,500 | - | |
| Vehicle Fuel | 26,926 | 60,062 | 50,686 | 40,000 | 8,085 | 40,000 | 40,000 | - | - | |
| Shop Supplies | 3,975 | 4,535 | 3,034 | 3,000 | 126 | 3,000 | 3,000 | - | - | |
| Other Operating Supplies | 61,258 | 79,875 | 71,037 | 87,450 | 12,355 | 83,450 | 88,950 | 5,500 | 1,500 | 1.7% |
| Art Program Supplies | 1,400 | 1,050 | 1,014 | 1,000 | 251 | 1,000 | 1,000 | - | - | |
| Promotional Supplies | 14,855 | 15,497 | 14,226 | 13,200 | 4,978 | 13,200 | 16,200 | 3,000 | 3,000 | 22.7% |
| Holiday Decorations | 604 | 5,080 | 4,116 | 5,000 | - | 5,000 | 4,800 | (200) | (200) | -4.0% |
| Chemicals and Safety | 44,533 | 5,617 | 6,562 | 76,600 | 1,211 | 76,800 | 76,600 | (200) | - | |
| Small Tools and Equipment | 20,312 | 6,373 | 20,662 | 10,500 | 623 | 22,500 | 8,000 | (14,500) | (2,500) | -23.8% |
| Custodial Supplies | 23,751 | 5,136 | 8,544 | 20,000 | 3,668 | 20,000 | 26,500 | 6,500 | 6,500 | 32.5% |
| Custodial Consumables | 35,954 | 47,317 | 40,608 | 40,000 | 8,512 | 40,000 | 51,000 | 11,000 | 11,000 | 27.5% |
| Operating Furniture, Fixtures, Equipment and Software | 88,068 | 82,624 | 93,362 | 134,975 | 9,819 | 130,175 | 93,660 | (36,515) | (41,315) | -30.6% |
| Uniforms | 11,448 | 12,168 | 13,221 | 24,500 | 2,245 | 22,800 | 22,400 | (400) | (2,100) | -8.6% |
| Firefighter Equipment | 714 | - | 3,093 | 3,200 | - | 3,000 | 24,500 | 21,500 | 21,300 | 665.6% |
| Total Operating Supplies | 341,787 | 331,996 | 336,852 | 467,425 | 52,765 | 466,425 | 464,610 | (1,815) | (2,815) | -0.6% |
| Books,Publications,Subscriptions & Memberships | | | | | | | | | | |
| Books, Publications, Compact Disks, Videos & Subscriptions | 5,643 | 4,224 | 1,930 | 5,850 | 901 | 2,630 | 7,800 | 5,170 | 1,950 | 33.3% |
| Dues & Memberships | 38,688 | 46,353 | 44,143 | 47,700 | 2,335 | 49,385 | 52,820 | 3,435 | 5,120 | 10.7% |
| Licenses and Certification Fees | 120 | 307 | 120 | 780 | - | 780 | 1,280 | 500 | 500 | 64.1% |
| Total Books,Publications,Subscriptions & Mem. | 44,451 | 50,884 | 46,193 | 54,330 | 3,236 | 52,795 | 61,900 | 9,105 | 7,570 | 13.9% |
| Emergency Repair | 40,757 | 2,499 | 32,184 | 50,000 | 1,299 | 50,000 | 50,000 | - | - | |
| TOTAL SERVICES & MATERIALS | 2,995,684 | 3,610,337 | 3,427,492 | 3,464,560 | 491,769 | 3,486,807 | 3,744,413 | 257,606 | 279,853 | 8.1% |
| TOTAL OPERATING EXPENSES, INCLUDING EMERGENCY REPAIR EXPENSE | \$ 7,661,354 | \$ 8,404,014 | \$ 7,963,817 | \$ 9,216,930 | \$ 1,954,639 | \$ 8,278,361 | \$ 10,402,184 | \$ 2,123,823 | \$ 1,185,254 | 12.9% |
| | | | | | | | | 25.7% | 12.9% | |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Administrative

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|--------------|----|--|--|
| Department # | 15 | | |
| | | | |
| | | | |

| New World | Description | Item | Summary |
|------------------------|--------------------|---------------|----------------|
| Account Numbers | | Amount | Amount |

PERSONNEL SERVICES

| | | | |
|---------------------|----------------------------------|---------|---------|
| 10.15.10.100.500000 | Salaries - Admin | 140,178 | 226,608 |
| 10.15.75.100.500000 | Salaries - Safety | 86,430 | |
| 10.15.10.100.501000 | Internships | 3,000 | 3,000 |
| 10.15.10.100.502000 | Salary Adjustment Pool | 220,127 | 220,127 |
| 10.15.75.100.503000 | Longevity - Safety | 2,903 | 2,903 |
| 10.15.10.100.504000 | Unemployment Claims | 14,000 | 14,000 |
| 10.15.10.100.506000 | Holiday Pay | 433 | 650 |
| 10.15.75.100.506000 | Holiday Pay - Safety | 217 | |
| 10.15.10.100.507000 | Auto Allowance | 2,400 | 2,400 |
| 10.15.10.100.507100 | Rewards Program | 1,000 | 1,000 |
| 10.15.10.100.507200 | Gym Membership Reimbursements | 14,400 | 14,400 |
| 10.15.10.100.507300 | Service Awards | 1,300 | 1,300 |
| | LEO Special Separation Allowance | | - |
| 10.15.10.100.521000 | Retiree Health | 24,852 | 24,852 |
| | Benefits: | | 111,116 |
| 10.15.10.100.510000 | FICA Taxes | 13,275 | |
| 10.15.75.100.510000 | FICA Taxes - Safety | 6,850 | |
| 10.15.10.100.511000 | LGERS retirement | 11,312 | |
| 10.15.75.100.511000 | LGERS retirement - Safety | 7,209 | |
| 10.15.10.100.511200 | 401k | 7,009 | |
| 10.15.75.100.511200 | 401k - Safety | 4,467 | |
| 10.15.10.100.520000 | Medical & ACA Reinsurance Fees | 31,683 | |
| 10.15.75.100.520000 | Group Insurance - Safety | 16,675 | |
| 10.15.10.100.522000 | Dental | 2,007 | |
| 10.15.75.100.522000 | Dental - Safety | 705 | |
| 10.15.10.100.523000 | Vision | 139 | |
| 10.15.75.100.523000 | Vision - Safety | 70 | |
| 10.15.10.100.524000 | Life Insurance | 620 | |
| 10.15.75.100.524000 | Life Insurance - Safety | 389 | |
| 10.15.10.100.525000 | Disability | 1,167 | |
| 10.15.75.100.525000 | Disability - Safety | 775 | |
| 10.15.10.100.530000 | Tuition Reimbursement | 3,500 | |
| 10.15.10.100.531000 | Cell Phone Allowance | 1,632 | |
| 10.15.75.100.531000 | Cell Phone Allowance - Safety | 1,632 | |

622,356

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Administrative

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|--------------|----|--|--|
| Department # | 15 | | |
| | | | |
| | | | |

| New World Account Numbers | Description | Item Amount | Summary Amount |
|--------------------------------------|---|------------------------|---------------------------|
| OPERATING EXPENSES | | | |
| 10.15.10.100.600000 | Professional Services - General | | 1,500 |
| | Infinisource - COBRA Administration | 1,500 | |
| 10.15.10.100.604000 | Physicals and Drug Screens | | 3,000 |
| | Physicals & Drug Screens | 2,000 | |
| | Medical Tests for Safety Program | 1,000 | |
| 10.15.10.100.605000 | Fit for Duty Physicals | | 6,800 |
| | Fit for Duty Physicals | 6,800 | |
| 10.15.10.100.620000 | Travel, Per Diem, Conference Registration | | 7,600 |
| | HR Conference | 3,000 | |
| | Benefit Conference | 2,500 | |
| | Applicant Travel | 2,100 | |
| 10.15.10.100.621000 | Training & Education | | 1,500 |
| | HR Training/HR Laws Update/HR Education | 1,500 | |
| 10.15.10.100.700000 | Postage | | 4,000 |
| | Postage | 4,000 | |
| 10.15.10.100.701000 | Express Mail Delivery | | 2,000 |
| | Express mail (includes IT shipments) | 2,000 | |
| 10.15.10.100.740000 | Rentals and Leases | | 400 |
| | Neopost postage machine rental | 400 | |
| 10.15.10.100.750000 | Property Insurance | | 51,700 |
| | Property insurance | 51,700 | |
| 10.15.10.100.751000 | General Liability | | 36,750 |
| | General liability insurance | 36,750 | |
| 10.15.10.100.751500 | Auto Liability | | 21,780 |
| | Auto liability insurance | 21,780 | |
| 10.15.10.100.752000 | Other Insurance and Bonds | | 42,900 |
| | Public officials insurance | 24,200 | |
| | Police professional liability insurance | 17,600 | |
| | Crime insurance | 1,100 | |
| 10.15.10.100.752500 | Worker's Compensation Insurance | | 107,470 |
| | Workers' compensation insurance | 107,470 | |
| 10.15.10.100.630000 | Printing & Binding | | 300 |
| | Printing and Binding | 300 | |
| 10.15.10.100.646000 | Community Events/Exhibits/Sponsorships | | 500 |
| | United Way campaign | 500 | |
| 10.15.10.100.647000 | Employee/Tenant Appreciation | | 16,300 |
| | Employee birthday coupons | 1,000 | |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Administrative

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|--------------|----|--|--|
| Department # | 15 | | |
| | | | |
| | | | |

| New World Account Numbers | Description | Item Amount | Summary Amount |
|--------------------------------------|---|------------------------|---------------------------|
| | Employee picnic | 4,500 | |
| | Employee flowers (funeral/hospital) | 1,000 | |
| | Employee holiday gift cards | 5,300 | |
| | Employee holiday lunches | 3,500 | |
| | Employee Retirement | 1,000 | |
| 10.15.10.100.648000 | Wellness | | 4,500 |
| | Wellness | 2,500 | |
| | Fit bit replacements | 2,000 | |
| 10.15.10.100.650000 | Legal Notices & Placements | | 3,000 |
| | Employment advertising/Legal Notices | 3,000 | |
| 10.15.10.100.667000 | Office Supplies | | 8,000 |
| | Office supplies | 8,000 | |
| 10.15.10.100.661500 | Operating Supplies | | 2,500 |
| | Administrative supplies | 2,500 | |
| 10.15.10.100.665500 | Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000 | | 4,000 |
| | HR furniture & equipment | 4,000 | |
| 10.15.10.100.670000 | Dues & Memberships | | 2,090 |
| | SHRM | 375 | |
| | WNCHR | 195 | |
| | NC PRIMA | 50 | |
| | IPMA-HR | 150 | |
| | WCI | 1,100 | |
| | PRIMA | 220 | |
| 10.15.10.100.671000 | Books, Publications, Compact Disks, Videos & Subscriptions | | 250 |
| | HR Books/Publications | 250 | |
| SAFETY | | | |
| 10.15.75.100.620000 | Travel, Per Diem, Conference Registration | | 6,600 |
| | Safety - Incident Investigation - 1 | 550 | |
| | Safety - OSHA 10 Hour General industry - 10 | 1,100 | |
| | Safety - NC Safety & Health Congress - 1 | 900 | |
| | Safety - Summit on Safety Leadership - 1 | 1,100 | |
| | Safety - Job Safety Analysis - 1 | 550 | |
| | Safety - Safety Inspections - 1 | 550 | |
| | Safety - Ergonomics - 1 | 550 | |
| | Safety - Arc Flash - 1 | 450 | |
| | Safety - Personal Protective Equipment - 1 | 500 | |
| | Safety - Hazard Communication - 1 | 350 | |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Administrative

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|---------------------------------|---|---------------|----------------|
| | | | |
| | | | |
| Department # | 15 | | |
| | | | |
| | | | |
| New World | Description | Item | Summary |
| Account Numbers | | Amount | Amount |
| 10.15.75.100.621000 | Training & Education | | 800 |
| | Safety Program - Training Materials | 300 | |
| | Safety Program - Professional Development | 500 | |
| 10.15.75.100.630000 | Printing & Binding | | 250 |
| | Safety - Training Posters, Handouts, etc. | 250 | |
| 10.15.75.100.661500 | Operating Supplies | | 1,300 |
| | Safety - Incentives | 1,300 | |
| 10.15.75.100.670000 | Dues & Memberships | | 1,375 |
| | SEC - AAAE - 1 | 35 | |
| | NCAA - 1 | 40 | |
| | National Safety Council - 1 | 450 | |
| | Family Safety & Health Magazine-All GARAA Employees | 850 | |
| TOTAL OPERATING EXPENSES | | | 339,165 |
| SECTION TOTAL | | | 961,521 |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Administrative

Fiscal Year 2019/2020

Variance Analysis

| Acct # | Description | FY2019 Budget | | | | FY2019 Estimated Actual | | | | FY2018 Actual | | | FY 2017 |
|--------|--|----------------|----------------|-------------------|---------------|-------------------------|------------------|-------------------|----------------|----------------|-------------------|----------------|----------------|
| | | FY 2020 Budget | FY 2019 Budget | Increase/Decrease | | FY 2019 4 Months | FY 2019 Estimate | Increase/Decrease | | FY 2018 Actual | Increase/Decrease | | FY 2017 Actual |
| | | | | Amount | Percent | | | Amount | Percent | | Amount | Percent | |
| 500000 | Salaries | 226,608 | 124,698 | 101,910 | 81.73% | 29,830 | 117,533 | 109,075 | 92.80% | 119,418 | 107,190 | 89.76% | 117,192 |
| 501000 | Internship | 3,000 | 3,000 | 0 | 0.00% | 4,356 | 4,356 | (1,356) | -31.13% | 0 | 3,000 | 100% | 0 |
| 502000 | Salary Adjustment Pool | 220,127 | 141,750 | 78,377 | 55.29% | 0 | 0 | 220,127 | 100% | 0 | 220,127 | 100% | 0 |
| 503000 | Longevity | 2,903 | 2,573 | 330 | 12.83% | 2,663 | 2,663 | 240 | 9.01% | 1,660 | 1,243 | 74.88% | 1,660 |
| 504000 | Unemployment Claims | 14,000 | 14,000 | 0 | 0.00% | 0 | 14,000 | 0 | 0.00% | 0 | 14,000 | 100% | 1,888 |
| 506000 | Holiday Pay | 650 | 433 | 217 | 50.12% | 0 | 433 | 217 | 50.12% | 0 | 650 | 100% | 0 |
| 507000 | Auto Allowance | 2,400 | 2,400 | 0 | 0.00% | 400 | 2,000 | 400 | 20.00% | 0 | 2,400 | 100% | 0 |
| 507100 | Rewards Program | 1,000 | 1,000 | 0 | 0.00% | 0 | 1,000 | 0 | 0.00% | 0 | 1,000 | 100% | 0 |
| 507200 | Gym Membership Reimbursements | 14,400 | 14,400 | 0 | 0.00% | 0 | 14,400 | 0 | 0.00% | 0 | 14,400 | 100% | 0 |
| 507300 | Service Awards | 1,300 | 1,300 | 0 | 0.00% | 525 | 525 | 775 | 147.62% | 0 | 1,300 | 100% | 0 |
| | LEO Special Separation Allowance | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 39,195 | (39,195) | -100.00% | 0 |
| 521000 | Retiree Health | 24,852 | 6,497 | 18,355 | 282.52% | 9,287 | 16,568 | 8,284 | 50.00% | 0 | 24,852 | 100% | 22,514 |
| 510000 | FICA Taxes | 20,125 | 12,288 | 7,837 | 63.78% | 2,462 | 9,528 | 10,597 | 111.21% | 9,512 | 10,613 | 111.57% | 9,231 |
| 511000 | LGERS retirement | 18,521 | 9,953 | 8,568 | 86.08% | 2,441 | 10,051 | 8,470 | 84.26% | 0 | 18,521 | 100% | 8,230 |
| 511200 | 401k | 11,476 | 6,364 | 5,112 | 80.33% | 1,553 | 6,228 | 5,248 | 84.28% | 6,096 | 5,380 | 88.25% | 5,857 |
| 520000 | Medical & ACA Reinsurance Fees | 48,358 | 16,975 | 31,383 | 184.88% | 5,781 | 23,626 | 24,732 | 104.68% | 16,732 | 31,626 | 189.02% | 16,709 |
| 522000 | Dental | 2,712 | 1,044 | 1,668 | 159.77% | 379 | 1,286 | 1,426 | 110.89% | 780 | 1,932 | 247.69% | 1,488 |
| 523000 | Vision Insurance | 209 | 139 | 70 | 50.36% | 35 | 109 | 100 | 91.74% | 110 | 99 | 90.00% | 141 |
| 524000 | Life Insurance | 1,009 | 430 | 579 | 134.65% | 125 | 418 | 591 | 141.39% | 578 | 431 | 74.57% | 463 |
| 525000 | Disability | 1,942 | 983 | 959 | 97.56% | 204 | 738 | 1,204 | 163.14% | 740 | 1,202 | 162.43% | 908 |
| 530000 | Tuition Reimbursement | 3,500 | 3,500 | 0 | 0.00% | 2,500 | 2,500 | 1,000 | 40.00% | 0 | 3,500 | 100% | 0 |
| 531000 | Cell Phone Allowance | 3,264 | 1,632 | 1,632 | 100.00% | 408 | 1,360 | 1,904 | 140.00% | 0 | 3,264 | 100% | 0 |
| | Total Benefits | 111,116 | 53,308 | 57,808 | 108.44% | 12,980 | 55,844 | 55,272 | 98.98% | 34,548 | 76,568 | 221.63% | 43,027 |
| | Total Personal Services | 622,356 | 365,359 | 256,997 | 70.34% | 62,949 | 229,322 | 393,034 | 171.39% | 194,821 | 420,771 | 215.98% | 186,281 |
| 600000 | Professional Services - General | 1,500 | 5,000 | (3,500) | -70.00% | 1,305 | 3,000 | (1,500) | -50.00% | 920 | 580 | 63.04% | 5,176 |
| 604000 | Physicals and Drug Screens | 3,000 | 9,800 | (6,800) | -69.39% | 465 | 2,000 | 1,000 | 50.00% | 2,811 | 189 | 6.72% | 4,537 |
| 605000 | Fit for Duty Physicals | 6,800 | 0 | 6,800 | 100% | 0 | 3,500 | 3,300 | 94.29% | 0 | 6,800 | 100% | 0 |
| 620000 | Travel, Per Diem, Conference Registration | 7,600 | 7,600 | 0 | 0.00% | 714 | 2,500 | 5,100 | 204.00% | 6,808 | 792 | 11.63% | 7,378 |
| 621000 | Training & Education | 1,500 | 1,500 | 0 | 0.00% | 0 | 500 | 1,000 | 200.00% | 1,763 | (263) | -14.92% | 3,775 |
| 700000 | Postage | 4,000 | 4,000 | 0 | 0.00% | 2,004 | 4,000 | 0 | 0.00% | 3,702 | 298 | 8.05% | 4,249 |
| 701000 | Express Mail Delivery | 2,000 | 1,000 | 1,000 | 100.00% | 605 | 1,000 | 1,000 | 100.00% | 951 | 1,049 | 110.30% | 1,182 |
| 740000 | Rentals and Leases | 400 | 400 | 0 | 0.00% | 158 | 400 | 0 | 0.00% | 530 | (130) | -24.53% | 256 |
| 750000 | Property and Casualty Insurance | 51,700 | 47,000 | 4,700 | 10.00% | 21,067 | 63,200 | (11,500) | -18.20% | 39,909 | 11,791 | 29.54% | 48,944 |
| 751000 | General Liability | 36,750 | 35,000 | 1,750 | 5.00% | 9,451 | 35,000 | 1,750 | 5.00% | 28,352 | 8,398 | 29.62% | 28,352 |
| 751500 | Auto Liability | 21,780 | 18,000 | 3,780 | 21.00% | 5,630 | 18,000 | 3,780 | 21.00% | 16,323 | 5,457 | 33.43% | 15,457 |
| 752000 | Other Insurance & Bonds | 42,900 | 39,000 | 3,900 | 10.00% | 13,826 | 41,477 | 1,423 | 3.43% | 43,135 | (235) | -0.54% | 36,935 |
| 752500 | Worker's Compensation Insurance | 107,470 | 95,000 | 12,470 | 13.13% | 40,919 | 93,451 | 14,019 | 15.00% | 73,524 | 33,946 | 46.17% | 67,900 |
| 630000 | Printing & Binding | 300 | 300 | 0 | 0.00% | 527 | 527 | (227) | -43.07% | 152 | 148 | 97.37% | 196 |
| 646000 | Other Community Events/Exhibits/Sponsorships | 500 | 500 | 0 | 0.00% | 0 | 300 | 200 | 66.67% | 432 | 68 | 15.74% | 395 |
| 647000 | Employee/Tenant Appreciation | 16,300 | 15,800 | 500 | 3.16% | 13,307 | 15,000 | 1,300 | 8.67% | 25,195 | (8,895) | -35.30% | 22,879 |
| 648000 | Wellness | 4,500 | 4,500 | 0 | 0.00% | 1,566 | 4,500 | 0 | 0.00% | 5,037 | (537) | -10.66% | 5,558 |
| 650000 | Legal Notices & Advertising | 3,000 | 3,000 | 0 | 0.00% | 2,927 | 2,927 | 73 | 2.49% | 7,317 | (4,317) | -59.00% | 2,110 |
| 667000 | Office Supplies | 8,000 | 8,000 | 0 | 0.00% | 3,208 | 5,500 | 2,500 | 45.45% | 6,687 | 1,313 | 19.64% | 6,662 |
| 661500 | Operating Supplies | 2,500 | 2,500 | 0 | 0.00% | 1,278 | 2,100 | 400 | 19.05% | 2,893 | (393) | -13.58% | 1,937 |
| 665500 | Operating Furniture, Fixtures and Equipment | 4,000 | 2,000 | 2,000 | 100.00% | 0 | 2,000 | 2,000 | 100.00% | 1,211 | 2,789 | 230.31% | 2,597 |
| 670000 | Dues & Memberships | 2,090 | 990 | 1,100 | 111.11% | 0 | 2,000 | 90 | 4.50% | 644 | 1,446 | 224.53% | 534 |
| 671000 | Books & Publications | 250 | 250 | 0 | 0.00% | 0 | 0 | 250 | 100% | 0 | 250 | 100% | 115 |
| 620000 | Travel, Per Diem, Conference Reg (Safety) | 6,600 | 0 | 6,600 | 100% | 0 | 2,000 | 4,600 | 230.00% | 0 | 6,600 | 100% | 0 |
| 621000 | Training & Education (Safety) | 800 | 0 | 800 | 100% | 0 | 300 | 500 | 166.67% | 0 | 800 | 100% | 0 |
| 630000 | Printing & Binding (Safety) | 250 | 0 | 250 | 100% | 0 | 200 | 50 | 25.00% | 0 | 250 | 100% | 0 |
| 661500 | Operating Supplies (Safety) | 1,300 | 0 | 1,300 | 100% | 0 | 1,000 | 300 | 30.00% | 0 | 1,300 | 100% | 0 |
| 670000 | Dues & Memberships (Safety) | 1,375 | 0 | 1,375 | 100% | 0 | 1,375 | 0 | 0.00% | 0 | 1,375 | 100% | 0 |
| | Total Services & Mat'ls. | 339,165 | 301,140 | 27,700 | 9.20% | 118,957 | 307,757 | 25,958 | 8.43% | 268,296 | 60,544 | 22.57% | 267,124 |
| | Department Total | 961,521 | 666,499 | 284,697 | 42.72% | 181,906 | 537,079 | 418,992 | 78.01% | 463,117 | 481,315 | 103.93% | 453,405 |

Comments:

| GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY | | | |
|--|--|-------------|----------------|
| ASHEVILLE REGIONAL AIRPORT | | | |
| Development | | | |
| BASIC OPERATING BUDGET | | | |
| FY 2019-2020 | | | |
| Department # | 20 | | |
| New World Account Numbers | Description | Item Amount | Summary Amount |
| PERSONNEL SERVICES | | | |
| 10.20.10.100.500000 | Salaries | 287,037 | 287,037 |
| 10.20.10.100.503000 | Longevity | 4,101 | 4,101 |
| 10.20.10.100.505000 | Overtime | 500 | 500 |
| 10.20.10.100.506000 | Holiday Pay | 650 | 650 |
| 10.20.10.100.507000 | Auto Allowance | 5,400 | 5,400 |
| | <u>Benefits:</u> | | 123,596 |
| 10.20.10.100.510000 | FICA Taxes | 22,807 | |
| 10.20.10.100.511000 | LGERS Retirement | 23,535 | |
| 10.20.10.100.511200 | 401k | 14,582 | |
| 10.20.10.100.520000 | Medical | 53,273 | |
| 10.20.10.100.522000 | Dental | 2,996 | |
| 10.20.10.100.523000 | Vision | 208 | |
| 10.20.10.100.524000 | Life Insurance | 1,026 | |
| 10.20.10.100.525000 | Disability | 1,905 | |
| 10.20.10.100.531000 | Cell Phone Allowance | 3,264 | |
| | | | 421,284 |
| OPERATING EXPENSES | | | |
| 10.20.10.100.600000 | Professional Services - General | | 25,000 |
| | Surveys, Appraisals, Reports, Consultant Svcs, Misc. | 25,000 | |
| 10.20.10.100.620000 | Travel, Per Diem, Conference Registration | | 18,400 |
| | AAAE NAC | 3,500 | |
| | SEC- F&A Conference | 1,200 | |
| | SEC - AAAE Annual Conference | 1,900 | |
| | AAAE Annual Conference | 3,000 | |
| | ACI CEO Forum | 2,200 | |
| | NCAA Annual Conference - 1 | 800 | |
| | FAA & Other Meetings | 2,200 | |
| | AAAE Chapter Officers Meeting | 1,200 | |
| | NBAA | 1,900 | |
| | Business Meeting Expenses | 500 | |
| 10.20.10.100.621000 | Training & Education | | 2,000 |
| | Professional Development (ADA/DBE/Misc. Cert.) | 2,000 | |
| 10.20.10.100.702000 | Telecommunications/Online Services | | 560 |
| | Internet Broadband Services | 560 | |
| 10.20.10.100.630000 | Printing & Binding | | - |
| | Development Marketing Materials & Supplies | - | |
| 10.20.10.100.661500 | Operating Supplies | | 500 |
| | General Supplies | 500 | |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Development
Fiscal Year 2019/2020
Variance Analysis

| Acct # | Description | FY 2020 Budget | FY2019 Budget | | FY2019 Estimated Actual | | | | FY2018 Actual | | | FY 2017 | |
|--------|---|----------------|----------------|-------------------|-------------------------|-------------------------|------------------|-------------------|----------------|----------------|-------------------|---------------|----------------|
| | | | FY 2019 Budget | Increase/Decrease | | FY 2019 Actual 4 Months | FY 2019 Estimate | Increase/Decrease | | FY 2018 Actual | Increase/Decrease | | FY 2017 Actual |
| | | | | Amount | Percent | | | Amount | Percent | | Amount | Percent | |
| 500000 | Salaries | 287,037 | 264,857 | 22,180 | 8.37% | 81,112 | 253,172 | 33,865 | 13.38% | 256,673 | 30,364 | 11.83% | 253,655 |
| 500016 | Longevity | 4,101 | 6,707 | (2,606) | -38.85% | 0 | 6,707 | (2,606) | -38.85% | 6,259 | (2,158) | -34.48% | 6,048 |
| 500020 | Overtime | 500 | 500 | 0 | 0.00% | 0 | 0 | 500 | 100% | 0 | 500 | 100% | 0 |
| 500023 | Holiday Pay | 650 | 650 | 0 | 0.00% | 0 | 650 | 0 | 0.00% | 0 | 650 | 100% | 0 |
| 500025 | Auto Allowance | 5,400 | 5,400 | 0 | 0.00% | 1,800 | 5,400 | 0 | 0.00% | 0 | 5,400 | 100% | 0 |
| 500050 | FICA Taxes | 22,807 | 21,309 | 1,498 | 7.03% | 6,174 | 19,930 | 2,877 | 14.43% | 19,654 | 3,153 | 16.04% | 18,874 |
| 500070 | LGERS retirement | 23,535 | 21,275 | 2,260 | 10.62% | 6,507 | 21,025 | 2,510 | 11.94% | 0 | 23,535 | 100% | 18,571 |
| 500080 | 401k | 14,582 | 13,603 | 979 | 7.20% | 4,056 | 13,026 | 1,556 | 11.94% | 12,956 | 1,626 | 12.55% | 12,552 |
| 500160 | Medical | 53,273 | 46,233 | 7,040 | 15.23% | 12,781 | 38,342 | 14,931 | 38.94% | 40,720 | 12,553 | 30.83% | 38,366 |
| 500260 | Dental | 2,996 | 2,284 | 712 | 31.17% | 939 | 2,816 | 180 | 6.38% | 2,087 | 909 | 43.56% | 2,087 |
| 500265 | Vision Insurance | 208 | 208 | 0 | 0.00% | 73 | 218 | (10) | -4.71% | 213 | (5) | -2.35% | 213 |
| 500360 | Life Insurance | 1,026 | 839 | 187 | 22.29% | 353 | 1,059 | (33) | -3.12% | 890 | 136 | 15.28% | 1,020 |
| 500460 | Disability | 1,905 | 2,196 | (291) | -13.25% | 698 | 2,094 | (189) | -9.04% | 1,996 | (91) | -4.56% | 1,996 |
| 500500 | Cell Phone Allowance | 3,264 | 3,264 | 0 | 0.00% | 1,046 | 3,264 | 0 | 0.00% | 0 | 3,264 | 100% | 0 |
| | Total Benefits | 123,596 | 111,211 | 12,385 | 11.14% | 32,626 | 101,776 | 21,820 | 21.44% | 78,516 | 45,080 | 57.42% | 93,679 |
| | Total Personal Services | 421,284 | 389,325 | 31,959 | 8.21% | 115,538 | 367,705 | 53,579 | 14.57% | 341,448 | 79,836 | 23.38% | 353,382 |
| 604000 | Professional Services - General | 25,000 | 25,000 | 0 | 0.00% | 5,290 | 25,000 | 0 | 0.00% | 9,981 | 15,019 | 150.48% | 15,000 |
| 650000 | Travel, Per Diem, Conference Registration | 18,400 | 24,275 | (5,875) | -24.20% | 8,662 | 24,275 | (5,875) | -24.20% | 26,024 | (7,624) | -29.30% | 23,616 |
| 651000 | Training & Education | 2,000 | 2,000 | 0 | 0.00% | 843 | 1,700 | 300 | 17.65% | 1,078 | 922 | 85.53% | 1,318 |
| 662000 | Telecommunications | 560 | 560 | 0 | 0.00% | 200 | 560 | 0 | 0.00% | 480 | 80 | 16.67% | 400 |
| 730000 | Printing & Binding | 0 | 250 | (250) | -100.00% | 0 | 0 | 0 | 100% | 501 | (501) | -100.00% | 921 |
| 770300 | Operating Supplies | 500 | 2,300 | (1,800) | -78.26% | 189 | 1,500 | (1,000) | -66.67% | 168 | 332 | 197.62% | 395 |
| 771000 | Operating Furniture, Fixtures and Equipment | 500 | 4,000 | (3,500) | -87.50% | 0 | 4,150 | (3,650) | -87.95% | 0 | 500 | 100% | 0 |
| 780100 | Dues & Memberships | 650 | 1,675 | (1,025) | -61.19% | 1,125 | 1,675 | (1,025) | -61.19% | 1,650 | (1,000) | -60.61% | 1,950 |
| | Total Services & Mat'ls. | 47,610 | 60,060 | (12,450) | -20.73% | 16,309 | 58,860 | (11,250) | -19.11% | 39,882 | 7,728 | 19.38% | 43,600 |
| | Department Total | 468,894 | 449,385 | 19,509 | 4.34% | 131,847 | 426,565 | 42,329 | 9.92% | 381,330 | 87,564 | 22.96% | 396,982 |

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Development

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|-------------------------------------|------------------------------------|-------------------|-------|
| <input type="checkbox"/> | Capital Improvement | | |
| <input type="checkbox"/> | Equipment and Small Capital Outlay | Fund | GARAA |
| <input type="checkbox"/> | Renewal and Replacement | Department Number | 20 |
| <input checked="" type="checkbox"/> | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|-----------------------------|-----------|
| GARAA | Airport Development Manager | \$142,000 |

Addition of an Airport Development Manager to directly supervise, oversee, and coordinate airport capital design projects, and conduct project management and daily inspections of airport construction projects. This position will be necessary as the Authority designs and constructs the terminal building renovation and expansion project, south apron project, and other projects listed in the CIP. This position would also be responsible for in-house CAD support of various projects, plan diagrams, and other related support of all departments. The salary amount identified may require upward adjustment to meet market demands at the time the position is filled.

Salary: \$68,000 - \$100,000
Benefits: \$35,000 - \$42,000

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Executive

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|--------------|----|--|--|
| Department # | 30 | | |
| | | | |
| | | | |

| New World Account Numbers | Description | Item Amount | Summary Amount |
|--------------------------------------|--------------------|------------------------|---------------------------|
|--------------------------------------|--------------------|------------------------|---------------------------|

PERSONNEL SERVICES

| | | | |
|---------------------|----------------------|---------|---------|
| 10.30.10.100.500000 | Salaries | 301,816 | 301,816 |
| 10.30.10.100.503000 | Longevity | 7,734 | 7,734 |
| 10.30.10.100.506000 | Holiday Pay | 433 | 433 |
| 10.30.10.100.507000 | Auto Allowance | 7,200 | 7,200 |
| | <u>Benefits:</u> | | 110,771 |
| 10.30.10.100.507400 | Allocated Benefits | 1,000 | |
| 10.30.10.100.510000 | FICA Taxes | 24,943 | |
| 10.30.10.100.511000 | LGERS retirement | 24,981 | |
| 10.30.10.100.511100 | 457 Retirement | 8,069 | |
| 10.30.10.100.511200 | 401k | 15,478 | |
| 10.30.10.100.520000 | Medical | 29,615 | |
| 10.30.10.100.522000 | Dental | 1,770 | |
| 10.30.10.100.523000 | Vision | 138 | |
| 10.30.10.100.524000 | Life Insurance | 964 | |
| 10.30.10.100.525000 | Disability | 2,181 | |
| 10.30.10.100.531000 | Cell Phone Allowance | 1,632 | |
| | | | 427,954 |

OPERATING EXPENSES

| | | | |
|---------------------|---|--------|--------|
| 10.30.10.100.600000 | Professional Services - General | | 70,000 |
| | Various | 70,000 | |
| 10.30.10.100.601000 | Professional Services - Legal | | 50,000 |
| | Paltra, Straus, Robinson & Moore | 50,000 | |
| 10.30.10.100.603000 | Surveys, Reports & Data | | - |
| | Diio | - | |
| 10.30.10.100.620000 | Travel, Per Diem, Conference Registration | | 88,500 |
| | AAAE/ACI Summer Legislative Mtg | 2,000 | |
| | ACI Annual Conf | 3,000 | |
| | ACI Regional Assembly - World Board (2) | 20,000 | |
| | AAAE Aviation Issues Conf | 8,000 | |
| | ACI Winter Board Meeting / CEO Forum | 4,000 | |
| | US Chamber Aviation Summit | 1,500 | |
| | ACI-AAAE Spring Legislative Conf | 2,000 | |
| | ACI Commissioners Conf | 3,000 | |
| | AAAE Annual Conf | 3,500 | |
| | NCAA Annual Conf/Legislative Reception | 1,500 | |
| | ACI Business of Airports Conf | 3,000 | |

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Executive

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|--------------|----|--|--|
| Department # | 30 | | |
| | | | |
| | | | |

| New World Account Numbers | Description | Item Amount | Summary Amount | |
|--------------------------------------|---|------------------------|---------------------------|-----|
| | SEC-AAAE Annual Conf | 1,500 | | |
| | Allegiant Conf | 2,000 | | |
| | ACI Summer Board Meeting | 5,000 | | |
| | ACI Small Airports Conf | 2,000 | | |
| | Chamber Raleigh Legislative Visit/Intercity Visit | 1,500 | | |
| | Airline & FAA Meetings | 5,000 | | |
| | Misc ACI Chair Travel | 5,000 | | |
| | Board Travel | 15,000 | | |
| 10.30.10.100.621000 | Training & Education | | | 500 |
| | General Professional Development | 500 | | |
| | NC Notary Reappointment | - | | |
| 10.30.10.100.702000 | Online Services | | 500 | |
| | MiFi 3G | 500 | | |
| 10.30.10.100.630000 | Printing & Binding | | 500 | |
| | General | 500 | | |
| 10.30.10.100.645000 | Other Promotional Events/Sponsorships | | 5,000 | |
| | Airport Conference Sponsorships | 5,000 | | |
| 10.30.10.100.647000 | Employee/Tenant Appreciation | | 2,500 | |
| | Tenant/Employee Lunch | 2,500 | | |
| 10.30.10.100.651000 | Other Current Charges and Obligations | | 9,000 | |
| | Business Meeting Expenses | 3,000 | | |
| | Misc Board Expenses | 1,000 | | |
| | Annual Board Holiday Reception | 5,000 | | |
| 10.30.10.100.661500 | Operating Supplies | | 350 | |
| | Misc Supplies | 350 | | |
| 10.30.10.100.662500 | Promotional Items | | 1,500 | |
| | Special Promo Items | 1,500 | | |
| 10.30.10.100.665500 | Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000 | | 1,000 | |
| | Admin Equipment | 1,000 | | |
| 10.30.10.100.670000 | Dues & Memberships | | 38,550 | |
| | AAAE Annual Membership | 275 | | |
| | SEC-AAAE Annual Membership | 35 | | |
| | NCAA Annual Membership | 40 | | |
| | Vistage | 18,000 | | |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Executive

Fiscal Year 2019/2020

Variance Analysis

| Acct # | Description | FY 2020 Budget | FY2019 Budget | | | | FY2019 Estimated Actual | | | | FY2018 Actual | | | FY 2017 Actual |
|--------|---|----------------|----------------|-------------------|----------------|-------------------------|-------------------------|-------------------|---------------|----------------|-------------------|---------------|----------------|----------------|
| | | | FY 2019 Budget | Increase/Decrease | | FY 2019 Actual 4 Months | FY 2019 Estimate | Increase/Decrease | | FY 2018 Actual | Increase/Decrease | | | |
| | | | | Amount | Percent | | | Amount | Percent | | Amount | Percent | | |
| 500000 | Salaries | 301,816 | 341,911 | (40,095) | -11.73% | 104,543 | 321,580 | (19,764) | -6.15% | 258,058 | 43,758 | 16.96% | 283,314 | |
| 503000 | Longevity | 7,734 | 7,437 | 297 | 3.99% | 1,683 | 7,437 | 297 | 3.99% | 6,898 | 836 | 12.12% | 4,737 | |
| 506000 | Holiday Pay | 433 | 650 | (217) | -33.38% | 0 | 434 | (1) | -0.23% | 0 | 433 | 100% | 0 | |
| 507000 | Auto Allowance | 7,200 | 7,200 | 0 | 0.00% | 2,400 | 8,400 | (1,200) | -14.29% | 0 | 7,200 | 100% | 0 | |
| 507400 | Allocated Benefits | 1,000 | 1,000 | 0 | 0.00% | 0 | 1,000 | 0 | 0.00% | 0 | 1,000 | 100% | 0 | |
| 510000 | FICA Taxes | 24,943 | 27,676 | (2,733) | -9.87% | 3,623 | 25,203 | (260) | -1.03% | 14,033 | 10,910 | 77.75% | 16,380 | |
| 511000 | LGERS retirement | 24,981 | 27,319 | (2,338) | -8.56% | 8,331 | 26,587 | (1,606) | -6.04% | 6,812 | 18,169 | 266.72% | 25,312 | |
| 511100 | 457 Retirement | 8,069 | 3,692 | 4,377 | 118.55% | 2,744 | 8,069 | 0 | 0.00% | 0 | 8,069 | 100% | 0 | |
| 511200 | 401k | 15,478 | 17,467 | (1,989) | -11.39% | 5,311 | 16,473 | (995) | -6.04% | 12,687 | 2,791 | 22.00% | 14,382 | |
| 520000 | Medical | 29,615 | 50,923 | (21,308) | -41.84% | 7,854 | 34,724 | (5,109) | -14.71% | 25,849 | 3,766 | 14.57% | 30,519 | |
| 522000 | Dental | 1,770 | 2,927 | (1,157) | -39.53% | 691 | 2,665 | (895) | -33.58% | 1,647 | 123 | 7.47% | 1,887 | |
| 523000 | Vision Insurance | 138 | 208 | (70) | -33.65% | 44 | 167 | (29) | -17.19% | 196 | (58) | -29.59% | 166 | |
| 524000 | Life Insurance | 964 | 903 | 61 | 6.76% | 279 | 1,011 | (47) | -4.65% | 703 | 261 | 37.13% | 779 | |
| 525000 | Disability | 2,181 | 2,506 | (325) | -12.97% | 606 | 2,195 | (14) | -0.63% | 1,733 | 448 | 25.85% | 1,733 | |
| 531000 | Cell Phone Allowance | 1,632 | 2,607 | (975) | -37.40% | 544 | 2,448 | (816) | -33.33% | 0 | 1,632 | 100% | 0 | |
| | Total Benefits | 110,771 | 134,621 | (23,850) | -17.72% | 30,027 | 120,540 | (9,769) | -8.10% | 63,660 | 47,111 | 74.00% | 91,158 | |
| | Total Personal Services | 427,954 | 494,426 | (66,472) | -13.25% | 138,653 | 458,391 | (29,738) | -6.46% | 328,616 | 97,706 | 29.73% | 379,209 | |
| 600000 | Professional Services - General | 70,000 | 60,000 | 10,000 | 16.67% | 25,869 | 50,000 | 20,000 | 40.00% | 36,424 | 33,576 | 92.18% | 197,723 | |
| 601000 | Professional Services - Legal | 50,000 | 75,000 | (25,000) | -33.33% | 58,259 | 100,000 | (50,000) | -50.00% | 118,214 | (68,214) | -57.70% | 152,930 | |
| 603000 | Surveys, Reports & Data | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 0 | 0 | 100% | 0 | |
| 620000 | Travel, Per Diem, Conference Registration | 88,500 | 82,500 | 6,000 | 7.27% | 17,902 | 75,000 | 13,500 | 18.00% | 70,806 | 17,694 | 24.99% | 66,395 | |
| 621000 | Training & Education | 500 | 550 | (50) | -9.09% | 0 | 500 | 0 | 0.00% | 295 | 205 | 69.49% | 0 | |
| | Telecommunications | 0 | 0 | 0 | 100% | 120 | 120 | (120) | -100.00% | 615 | (615) | -100.00% | 605 | |
| 702000 | Online Services | 500 | 500 | 0 | 0.00% | 0 | 0 | 500 | 100% | 0 | 500 | 100% | 0 | |
| 630000 | Printing & Binding | 500 | 500 | 0 | 0.00% | 0 | 500 | 0 | 0.00% | 0 | 500 | 100% | 0 | |
| 645000 | Promotional Events/Sponsorships | 5,000 | 2,000 | 3,000 | 150.00% | 0 | 5,000 | 0 | 0.00% | 3,500 | 1,500 | 42.86% | 1,000 | |
| 647000 | Employee/Tenant Appreciation | 2,500 | 2,500 | 0 | 0.00% | 238 | 2,500 | 0 | 0.00% | 2,269 | 231 | 10.18% | 1,477 | |
| 651000 | Other Current Charges & Obligations | 9,000 | 8,500 | 500 | 5.88% | 375 | 0 | 9,000 | 100% | 8,541 | 459 | 5.37% | 6,697 | |
| 661500 | Operating Supplies | 350 | 350 | 0 | 0.00% | 0 | 350 | 0 | 0.00% | 146 | 204 | 139.73% | 152 | |
| 662500 | Promotional Items | 1,500 | 1,000 | 500 | 50.00% | 0 | 1,000 | 500 | 50.00% | 3,998 | (2,498) | -62.48% | 672 | |
| 665500 | Operating Furniture, Fixtures and Equipment | 1,000 | 1,250 | (250) | -20.00% | 4,537 | 5,000 | (4,000) | -80.00% | 0 | 1,000 | 100% | 0 | |
| 670000 | Dues & Memberships | 38,550 | 34,050 | 4,500 | 13.22% | 19,918 | 34,000 | 4,550 | 13.38% | 31,739 | 6,811 | 21.46% | 35,368 | |
| 671000 | Books & Publications | 500 | 500 | 0 | 0.00% | 158 | 350 | 150 | 42.86% | 432 | 68 | 15.74% | 384 | |
| | Total Services & Mat'ls. | 268,400 | 269,200 | (800) | -0.30% | 127,377 | 274,320 | (5,943) | -2.16% | 276,979 | (8,579) | -3.10% | 463,403 | |
| | Department Total | 696,354 | 763,626 | (66,272) | -8.68% | 266,029 | 732,711 | (35,541) | -4.85% | 605,595 | 89,127 | 14.72% | 842,612 | |

Comments:

For FY2019 Estimates for Salaries & Benefits,
I calculated costs for the new position for
5 months (February - June 2019)

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Finance

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|--------------|----|--|--|
| Department # | 40 | | |
| | | | |
| | | | |

| New World Account Numbers | Description | Item Amount | Summary Amount |
|--------------------------------------|--------------------|------------------------|---------------------------|
|--------------------------------------|--------------------|------------------------|---------------------------|

PERSONNEL SERVICES

| | | | |
|---------------------|----------------------|---------|---------|
| 10.40.10.100.500000 | Salaries | 232,042 | 232,042 |
| 10.40.10.100.503000 | Longevity | 3,133 | 3,133 |
| 10.40.10.100.506000 | Holiday Pay | 650 | 650 |
| 10.40.10.100.507000 | Auto Allowance | 2,400 | 2,400 |
| | <u>Benefits:</u> | | 103,449 |
| 10.40.10.100.510000 | FICA Taxes | 18,310 | |
| 10.40.10.100.511000 | LGERS Retirement | 18,979 | |
| 10.40.10.100.511200 | 401k | 11,759 | |
| 10.40.10.100.520000 | Medical | 46,700 | |
| 10.40.10.100.522000 | Dental | 2,712 | |
| 10.40.10.100.523000 | Vision | 208 | |
| 10.40.10.100.524000 | Life Insurance | 1,082 | |
| 10.40.10.100.525000 | Disability | 2,067 | |
| 10.40.10.100.531000 | Cell Phone Allowance | 1,632 | |
| | | | 341,674 |

OPERATING EXPENSES

| | | | |
|---------------------|---|--------|--------|
| 10.40.10.100.600000 | Professional Services - General | | 10,400 |
| | Software Consultants | - | |
| | Actuary Report-Retiree Health / LEO SSA | 10,400 | |
| 10.40.10.100.607000 | Auditing Services | | 23,650 |
| | Annual Financial Audit | 16,700 | |
| | Audit - Major Programs | 2,950 | |
| | Rental Car Audit | 4,000 | |
| 10.40.10.100.616000 | Other Contractual Services | | - |
| | Shredding | - | |
| 10.40.10.100.620000 | Travel, Per Diem, Conference Registration | | 5,500 |
| | Financial System Workshop/Conference | 3,000 | |
| | AAAE Conference or Other Airport Conference | 2,500 | |
| 10.40.10.100.621000 | Training & Education | | 1,000 |
| | CPE | 1,000 | |
| 10.40.10.100.653000 | Credit Card Fees & Bank Charges | | 60,600 |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

FINANCE

Fiscal Year 2019/2020

Variance Analysis

| Acct # | Description | FY 2020 Budget | FY2019 Budget | | FY2019 Estimated Actual | | | | FY2018 Actual | | | FY 2017 | |
|--------|---|----------------|----------------|-------------------|-------------------------|-------------------------|------------------|-------------------|---------------|----------------|-------------------|----------------|----------------|
| | | | FY 2019 Budget | Increase/Decrease | | FY 2019 Actual 4 Months | FY 2019 Estimate | Increase/Decrease | | FY 2018 Actual | Increase/Decrease | | FY 2017 Actual |
| | | | | Amount | Percent | | | Amount | Percent | | Amount | Percent | |
| 500000 | Salaries | 232,042 | 220,057 | 11,985 | 5.45% | 67,566 | 212,094 | 19,948 | 9.41% | 214,968 | 17,074 | 7.94% | 206,178 |
| 503000 | Longevity | 3,133 | 1,075 | 2,058 | 191.44% | 1,112 | 1,112 | 2,021 | 181.74% | 1,075 | 2,058 | 191.44% | 0 |
| 506000 | Holiday Pay | 650 | 650 | 0 | 0.00% | 0 | 650 | 0 | 0.00% | 0 | 650 | 100% | 0 |
| 507000 | Auto Allowance | 2,400 | 2,400 | 0 | 0.00% | 800 | 2,400 | 0 | 0.00% | 0 | 2,400 | 100% | 0 |
| 510000 | FICA Taxes | 18,310 | 17,236 | 1,074 | 6.23% | 5,109 | 16,360 | 1,950 | 11.92% | 15,770 | 2,540 | 16.11% | 14,988 |
| 511000 | LGERS retirement | 18,979 | 17,292 | 1,687 | 9.76% | 5,391 | 17,258 | 1,721 | 9.97% | 0 | 18,979 | 100% | 14,804 |
| 511200 | 401k | 11,759 | 11,057 | 702 | 6.35% | 3,434 | 10,693 | 1,066 | 9.97% | 10,561 | 1,198 | 11.34% | 10,056 |
| 520000 | Medical | 46,700 | 45,742 | 958 | 2.09% | 12,353 | 37,058 | 9,642 | 26.02% | 40,049 | 6,651 | 16.61% | 37,261 |
| 522000 | Dental | 2,712 | 2,582 | 130 | 5.03% | 1,058 | 3,173 | (461) | -14.52% | 2,353 | 359 | 15.26% | 2,342 |
| 523000 | Vision Insurance | 208 | 208 | 0 | 0.00% | 70 | 211 | (3) | -1.63% | 218 | (10) | -4.59% | 262 |
| 524000 | Life Insurance | 1,082 | 689 | 393 | 57.04% | 290 | 870 | 212 | 24.37% | 731 | 351 | 48.02% | 731 |
| 525000 | Disability | 2,067 | 1,638 | 429 | 26.19% | 521 | 1,562 | 505 | 32.33% | 1,488 | 579 | 38.91% | 1,488 |
| 531000 | Cell Phone Allowance | 1,632 | 1,632 | 0 | 0.00% | 544 | 1,632 | 0 | 0.00% | 0 | 1,632 | 100% | 0 |
| | Total Benefits | 103,449 | 98,076 | 5,373 | 5.48% | 28,770 | 88,818 | 14,631 | 16.47% | 71,170 | 32,279 | 45.35% | 81,932 |
| | Total Personal Services | 341,674 | 322,258 | 19,416 | 6.02% | 98,248 | 305,074 | 36,600 | 12.00% | 287,213 | 54,461 | 18.90% | 288,110 |
| 600000 | Professional Services - General | 10,400 | 6,250 | 4,150 | 66.40% | 165 | 6,250 | 4,150 | 66.40% | 1,674 | 8,726 | 521.27% | 619 |
| 607000 | Auditors | 23,650 | 20,200 | 3,450 | 17.08% | 19,100 | 20,200 | 3,450 | 17.08% | 20,200 | 3,450 | 17.08% | 9,900 |
| 616000 | Contractual Services | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 0 | 0 | 100% | 581 |
| 620000 | Travel, Per Diem, Conference Registration | 5,500 | 4,500 | 1,000 | 22.22% | 8,000 | 3,000 | 2,500 | 83.33% | 2,500 | 3,000 | 120.00% | 6,200 |
| 621000 | Training & Education | 1,000 | 1,000 | 0 | 0.00% | 843 | 1,000 | 0 | 0.00% | 543 | 457 | 84.16% | 448 |
| 653000 | Bank Charges & Credit Card Fees | 60,600 | 35,000 | 25,600 | 73.14% | 22,081 | 60,000 | 600 | 1.00% | 91,141 | (30,541) | -33.51% | 104,943 |
| 661500 | Operating Supplies | 1,000 | 2,000 | (1,000) | -50.00% | 233 | 2,000 | (1,000) | -50.00% | 617 | 383 | 62.07% | 1,034 |
| 665500 | Operating Furniture, Fixtures and Equipment | 500 | 1,000 | (500) | -50.00% | 472 | 1,000 | (500) | -50.00% | 504 | (4) | -0.79% | 489 |
| 670000 | Dues & Memberships | 830 | 830 | 0 | 0.00% | 0 | 830 | 0 | 0.00% | 745 | 85 | 11.41% | 460 |
| 671000 | Books & Publications | 300 | 300 | 0 | 0.00% | 0 | 0 | 300 | 100% | 0 | 300 | 100% | 0 |
| 672000 | Licenses & Certifications | 120 | 120 | 0 | 0.00% | 0 | 120 | 0 | 0.00% | 120 | 0 | 0.00% | 120 |
| | Total Services & Mat'ls. | 103,900 | 71,200 | 32,700 | 45.93% | 50,894 | 94,400 | 9,500 | 10.06% | 118,044 | (14,144) | -11.33% | 124,794 |
| | Department Total | 445,574 | 393,458 | 52,116 | 13.25% | 149,143 | 399,474 | 46,100 | 11.54% | 405,257 | 40,317 | 9.76% | 412,904 |

Comments:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Guest Services

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|--------------|----|--|--|
| Department # | 50 | | |
| | | | |
| | | | |

| New World Account Numbers | Description | Item Amount | Summary Amount |
|----------------------------------|--------------------|--------------------|-----------------------|
|----------------------------------|--------------------|--------------------|-----------------------|

PERSONNEL SERVICES

| | | | |
|---------------------|----------------------|---------|---------|
| 10.50.10.100.500000 | Salaries | 157,767 | 157,767 |
| 10.50.10.100.503000 | Longevity | 1,685 | 1,685 |
| 10.50.10.100.505000 | Overtime | 2,400 | 2,400 |
| 10.50.10.100.506000 | Holiday Pay | 1,516 | 1,516 |
| 10.50.10.100.507000 | Auto Allowance | 3,000 | 3,000 |
| | <u>Benefits:</u> | | |
| 10.50.10.100.510000 | FICA Taxes | 12,762 | 53,417 |
| 10.50.10.100.511000 | LGERS retirement | 8,078 | |
| 10.50.10.100.511200 | 401k | 5,005 | |
| 10.50.10.100.520000 | Medical | 24,376 | |
| 10.50.10.100.522000 | Dental | 783 | |
| 10.50.10.100.523000 | Vision | 139 | |
| 10.50.10.100.524000 | Life Insurance | 512 | |
| 10.50.10.100.525000 | Disability | 787 | |
| 10.50.10.100.531000 | Cell Phone Allowance | 975 | |
| | | | 219,785 |

OPERATING EXPENSES

| | | | |
|---------------------|---|-------|-------|
| 10.50.10.100.608000 | Temporary Help | | - |
| | Express Staffing | - | |
| 10.50.10.100.620000 | Travel, Per Diem, Conference Registration | | 2,250 |
| | AAAE Customer Service or Sales Conference (Supervisor) | 2,250 | |
| 10.50.10.100.621000 | Training & Education | | 1,000 |
| | Pet therapy training / materials | 300 | |
| | Training - Staff/Volunteers | 700 | |
| 10.50.10.100.630000 | Printing & Binding | | 650 |
| | Advertising sales materials - need updated | 650 | |
| 10.50.10.100.647000 | Employee/Tenant Appreciation | | 5,700 |
| | Volunteer appreciation - annual banquet, snacks | 3,000 | |
| | Tenant customer service incentives | 2,700 | |
| 10.50.10.100.652000 | In Terminal Advertising | | 7,500 |
| | In-terminal advertising - sales supplies | 775 | |
| | In-terminal advertising - cleaning/R&M | 500 | |
| | In-terminal advertising - business development/meetings | 225 | |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
GUEST SERVICES
 Fiscal Year 2019/2020
 Variance Analysis

| Acct # | Description | FY2019 Budget | | | | FY2019 Estimated Actual | | | | FY2018 Actual | | | FY 2017 |
|--------|---|----------------|----------------|-------------------|----------------|-------------------------|------------------|-------------------|--------------|----------------|-------------------|----------------|----------------|
| | | FY 2020 Budget | FY 2019 Budget | Increase/Decrease | | FY 2019 Actual 4 Months | FY 2018 Estimate | Increase/Decrease | | FY 2018 Actual | Increase/Decrease | | FY 2017 Actual |
| | | | | Amount | Percent | | | Amount | Percent | | Amount | Percent | |
| 500000 | Salaries | 157,767 | 155,466 | 2,301 | 1.48% | 50,953 | 152,858 | 4,909 | 3.21% | 128,365 | 29,402 | 22.90% | 129,168 |
| 500016 | Longevity | 1,685 | 1,620 | 65 | 4.01% | 0 | 1,620 | 65 | 4.01% | 1,222 | 463 | 37.89% | 1,236 |
| 500020 | Overtime | 2,400 | 2,400 | 0 | 0.00% | 615 | 1,845 | 555 | 30.09% | 2,173 | 227 | 10.45% | 3,206 |
| 500023 | Holiday Pay | 1,516 | 1,516 | 0 | 0.00% | 0 | 1,516 | 0 | 0.00% | 0 | 1,516 | 100% | 0 |
| 507000 | Auto Allowance | 3,000 | 0 | 3,000 | 100% | 500 | 2,500 | 500 | 20.00% | 0 | 3,000 | 100% | 0 |
| 500050 | FICA Taxes | 12,762 | 12,352 | 410 | 3.32% | 3,908 | 12,075 | 687 | 5.69% | 9,813 | 2,949 | 30.05% | 10,273 |
| 500070 | LGERS retirement | 8,078 | 7,579 | 499 | 6.58% | 2,716 | 8,147 | (69) | -0.85% | 0 | 8,078 | 100% | 7,366 |
| 500080 | 401k | 5,005 | 4,817 | 188 | 3.90% | 1,729 | 5,187 | (182) | -3.50% | 4,411 | 594 | 13.47% | 4,743 |
| 500160 | Medical | 24,376 | 23,853 | 523 | 2.19% | 6,558 | 19,675 | 4,701 | 23.89% | 20,828 | 3,548 | 17.03% | 19,183 |
| 500260 | Dental | 783 | 746 | 37 | 4.96% | 423 | 1,269 | (486) | -38.29% | 1,149 | (366) | -31.85% | 1,201 |
| 500265 | Vision Insurance | 139 | 139 | 0 | 0.00% | 48 | 144 | (5) | -3.31% | 141 | (2) | -1.42% | 130 |
| 500360 | Life Insurance | 512 | 298 | 214 | 71.81% | 144 | 432 | 80 | 18.52% | 363 | 149 | 41.05% | 387 |
| 500460 | Disability | 787 | 685 | 102 | 14.89% | 208 | 623 | 164 | 26.32% | 594 | 193 | 32.49% | 603 |
| 500500 | Cell Phone Allowance | 975 | 1,632 | (657) | -40.26% | 325 | 1,632 | (657) | -40.26% | 0 | 975 | 100% | 0 |
| | Total Benefits | 53,417 | 52,101 | 1,316 | 2.53% | 16,058 | 49,183 | 4,234 | 8.61% | 37,299 | 16,118 | 43.21% | 43,886 |
| | Total Personal Services | 219,785 | 213,103 | 7,339 | 3.44% | 68,126 | 209,522 | 10,920 | 5.21% | 169,059 | 49,751 | 29.43% | 177,496 |
| 641000 | Temporary Help | 0 | 8,000 | (8,000) | -100.00% | 0 | 0 | 0 | 100% | 12,110 | (12,110) | -100.00% | 9,889 |
| 650000 | Travel, Per Diem, Conference Registration | 2,250 | 2,000 | 250 | 12.50% | 209 | 2,250 | 0 | 0.00% | 2,224 | 26 | 1.17% | 2,007 |
| 651000 | Training & Education | 1,000 | 1,000 | 0 | 0.00% | 0 | 500 | 500 | 100.00% | 153 | 847 | 553.59% | 0 |
| 730000 | Printing & Binding | 650 | 500 | 150 | 30.00% | 604 | 604 | 46 | 7.62% | 1,021 | (371) | -36.34% | 0 |
| 740115 | Employee/Tenant Appreciation | 5,700 | 4,900 | 800 | 16.33% | 1,844 | 4,900 | 800 | 16.33% | 805 | 4,895 | 608.07% | 1,967 |
| 750200 | In Terminal Advertising | 7,500 | 7,500 | 0 | 0.00% | 6 | 7,500 | 0 | 0.00% | 7,636 | (136) | -1.78% | 7,555 |
| 771000 | Operating Furniture, Fixtures and Equipment | 350 | 350 | 0 | 0.00% | 0 | 0 | 350 | 100% | 96 | 254 | 264.58% | 227 |
| 771500 | Uniforms | 4,000 | 4,000 | 0 | 0.00% | 605 | 4,000 | 0 | 0.00% | 1,690 | 2,310 | 136.69% | 829 |
| 780100 | Dues & Memberships | 310 | 460 | (150) | -32.61% | 0 | 310 | 0 | 0.00% | 35 | 275 | 785.71% | 435 |
| 780500 | Books & Publications | 0 | 50 | (50) | -100.00% | 0 | 0 | 0 | 100% | 0 | 0 | 100% | 0 |
| | Total Services & Mat'ls. | 21,760 | 28,760 | (7,000) | -24.34% | 3,268 | 20,064 | 1,696 | 8.45% | 25,770 | (4,010) | -15.56% | 22,909 |
| | Department Total | 241,545 | 241,863 | 339 | 0.14% | 71,394 | 229,586 | 12,616 | 5.50% | 194,829 | 45,741 | 23.48% | 200,405 |

Comments

Removed temp help - need to make sure salaries are appropriately budgeted (no longer recruit through temp agency)

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Information Technology
BASIC OPERATING BUDGET
FY 2019-2020

| | | | | |
|---------------------------|---|--|---------|---------|
| Department # | 60 | | | |
| | | | | |
| | | | | |
| | | | | |
| New World | Description | | Item | Summary |
| Account Numbers | | | Amount | Amount |
| PERSONNEL SERVICES | | | | |
| 10.60.10.100.500000 | Salaries | | 327,558 | 327,558 |
| 10.60.10.100.503000 | Longevity | | 2,599 | 2,599 |
| 10.60.10.100.506000 | Holiday Pay | | 1,083 | 1,083 |
| 10.60.10.100.507000 | Auto Allowance | | 2,400 | 2,400 |
| | <u>Benefits:</u> | | | 169,161 |
| 10.60.10.100.510000 | FICA Taxes | | 25,583 | |
| 10.60.10.100.511000 | LGERS retirement | | 26,644 | |
| 10.60.10.100.511200 | 401k | | 16,508 | |
| 10.60.10.100.520000 | Medical | | 84,972 | |
| 10.60.10.100.522000 | Dental | | 4,586 | |
| 10.60.10.100.523000 | Vision | | 346 | |
| 10.60.10.100.524000 | Life Insurance | | 1,564 | |
| 10.60.10.100.525000 | Disability | | 2,769 | |
| 10.60.10.100.531000 | Cell Phone Allowance | | 6,189 | |
| | | | | 502,801 |
| OPERATING EXPENSES | | | | |
| 10.60.10.100.600000 | Professional Services - General | | | 15,000 |
| | Professional Services - Network Support | | 15,000 | |
| 10.60.10.100.606000 | Website Maintenance | | | 3,500 |
| | Website Hosting and Support | | 3,500 | |
| 10.60.10.100.610000 | Computer Technical Support | | | 18,000 |
| | Cisco - SmartNet Agreement (Network/Firewall/Telephone Equipment) | | 18,000 | |
| 10.60.10.100.616000 | Other Contractual Services | | | 112,047 |
| | APC - Battery Backup Maintenance Agreement | | 2,500 | |
| | Internet Fax Service (3 lines) | | 330 | |
| | VMWare - Annual Support Agreement | | 7,000 | |
| | Flightview - Real Time Flight Map (Website and Terminal) | | 3,100 | |
| | GCR-Airport IQ | | 31,542 | |
| | Flightview - Annual Support Agreement | | 1,700 | |
| | Image Solutions - Printer Service and Repair Agreement | | 3,400 | |
| | Spatco - GasBoy Service Agreement | | 700 | |
| | SoftTime Service Agreement (Time & Attendance) | | - | |
| | Remote Access Software - ScreenConnect - GARAA Network | | 300 | |
| | Remote Access Software - LogMeIn - PCI Network | | 850 | |
| | Kimball - Call Recording Software Support Agreement | | 1,100 | |
| | Harris Integrated Solutions - HVAC Software Agreement | | 1,200 | |
| | Nutanix- Virtual Server Appliance - Annual Support | | 15,650 | |
| | Infotel / ISI - Call Accounting Service Agreement | | 2,000 | |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Information Technology
BASIC OPERATING BUDGET
FY 2019-2020

| | | | |
|------------------------|--|---------------|----------------|
| Department # | 60 | | |
| | | | |
| | | | |
| | | | |
| New World | Description | Item | Summary |
| Account Numbers | | Amount | Amount |
| 10.60.10.100.760000 | General Repairs and Maintenance | | 19,000 |
| | Access Control/Security System Repairs and Maintenance | 9,500 | |
| | PARCS Repairs and Maintenance | 3,000 | |
| | FIDS/PA Repairs & Maintenance | 1,500 | |
| | Audio / Visual Equipment Repairs | 2,500 | |
| | EASE Repairs and Maintenance | 2,500 | |
| 10.60.10.100.661500 | Operating Supplies | | 23,800 |
| | Operating Supplies | 12,000 | |
| | UPS Battery Backup Units (Client Computers Qty: 20) | 2,000 | |
| | UPS Units for Remote Communication Closets (Qty: 5) | 3,000 | |
| | Plotter Ink Cartridges and Print Heads | 1,200 | |
| | Small Tools, Equipment, Inventory | 5,000 | |
| | Apparel - Staff | 600 | |
| 10.60.15.100.661500 | Operating Supplies-Terminal | | 28,000 |
| | EASE Stock - Boarding Passes, Bag Tags, Toner, Paper | 28,000 | |
| 10.60.10.100.665500 | Operating Furniture, Fixtures, Equipment and Software | | 76,250 |
| | Greater than \$100 & up to \$5,000 | | |
| | Desktops (Qty: 13) | 18,200 | |
| | Laptops (Qty: 4) | 11,500 | |
| | Monitors (Qty: 6) | 1,200 | |
| | EASE MAP Printers (Qty: 3) | 8,600 | |
| | iPads (6) | 3,600 | |
| | TV - gate areas | 2,400 | |
| | DPS Projector | 3,000 | |
| | DPS 65" LED monitor | 3,500 | |
| | Network Switches | 9,000 | |
| | Adobe Creative Cloud (4 Subscriptions) | 3,600 | |
| | Adobe Acrobat Standard (Qty: 15) | 4,700 | |
| | RS Technologies - ALIER CAD Custom Reports | 1,800 | |
| | Network Software and Utilities | 2,800 | |
| | Office Furniture | 1,000 | |
| | AutoCad - Development and IT | 1,350 | |
| 10.60.10.100.670000 | Dues & Memberships | | 425 |
| | NCAA | 175 | |
| | Experts-Exchange Subscription | 250 | |
| 10.60.10.100.671000 | Books, Publications, & Subscriptions | | 3,000 |
| | Network Solutions - Domain Name / SSL Renewals | 2,500 | |
| | Books & Subscriptions | 500 | |
| | | | 483,657 |
| | | | 986,458 |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Information Technology
 Fiscal Year 2019/2020
 Variance Analysis

| Acct # | Description | FY 2020 Budget | FY2019 Budget | | FY2019 Estimated Actual | | | | FY2018 Actual | | | FY 2017 | |
|--------|---|----------------|----------------|-------------------|-------------------------|-------------------------|------------------|-------------------|---------------|----------------|-------------------|----------------|----------------|
| | | | FY 2019 Budget | Increase/Decrease | | FY 2019 Actual 4 Months | FY 2019 Estimate | Increase/Decrease | | FY 2018 Actual | Increase/Decrease | | FY 2017 Actual |
| | | | | Amount | Percent | | | Amount | Percent | | Amount | Percent | |
| 500000 | Salaries | 327,558 | 283,030 | 44,528 | 15.73% | 74,894 | 261,168 | 66,390 | 25.42% | 236,247 | 91,311 | 38.65% | 271,184 |
| 503000 | Longevity | 2,599 | 1,415 | 1,184 | 83.67% | 1,458 | 1,458 | 1,141 | 78.26% | 2,707 | (108) | -3.99% | 2,659 |
| 506000 | Holiday Pay | 1,083 | 866 | 217 | 25.06% | 0 | 866 | 217 | 25.06% | 0 | 1,083 | 100% | 0 |
| 507000 | Auto Allowance | 2,400 | 2,400 | 0 | 0.00% | 800 | 2,400 | 0 | 0.00% | 0 | 2,400 | 100% | 0 |
| 510000 | FICA Taxes | 25,583 | 22,070 | 3,513 | 15.92% | 5,696 | 20,157 | 5,426 | 26.92% | 18,509 | 7,074 | 38.22% | 19,837 |
| 511000 | LGERS retirement | 26,644 | 22,244 | 4,400 | 19.78% | 5,990 | 21,264 | 5,380 | 25.30% | 0 | 26,644 | 100% | 19,215 |
| 511200 | 401k | 16,508 | 14,222 | 2,286 | 16.07% | 3,818 | 13,175 | 3,333 | 25.30% | 12,231 | 4,277 | 34.97% | 13,120 |
| 520000 | Medical | 84,972 | 60,304 | 24,668 | 40.91% | 11,570 | 34,710 | 50,262 | 144.80% | 36,070 | 48,902 | 135.58% | 38,949 |
| 522000 | Dental | 4,586 | 3,128 | 1,458 | 46.61% | 1,072 | 3,216 | 1,370 | 42.62% | 2,030 | 2,556 | 125.91% | 2,202 |
| 523000 | Vision Insurance | 346 | 277 | 69 | 24.91% | 75 | 225 | 121 | 53.98% | 238 | 108 | 45.38% | 305 |
| 524000 | Life Insurance | 1,564 | 915 | 649 | 70.93% | 338 | 1,014 | 550 | 54.24% | 1,029 | 535 | 51.99% | 1,071 |
| 525000 | Disability | 2,769 | 2,178 | 591 | 27.13% | 610 | 1,831 | 938 | 51.26% | 1,739 | 1,030 | 59.23% | 1,980 |
| 531000 | Cell Phone Allowance | 6,189 | 5,214 | 975 | 18.70% | 1,432 | 5,214 | 975 | 18.70% | 0 | 6,189 | 100% | 0 |
| | Total Benefits | 169,161 | 130,552 | 38,609 | 29.57% | 30,602 | 100,805 | 68,356 | 67.81% | 71,846 | 97,315 | 135.45% | 96,679 |
| | Total Personal Services | 502,801 | 418,263 | 83,563 | 19.98% | 107,753 | 366,697 | 135,129 | 36.85% | 310,800 | 185,812 | 59.79% | 370,522 |
| 600000 | Professional Services - General | 15,000 | 15,000 | 0 | 0.00% | 10,681 | 15,000 | 0 | 0.00% | 9,118 | 5,882 | 64.51% | 25 |
| 606000 | Website Maintenance | 3,500 | 1,700 | 1,800 | 105.88% | 37 | 1,700 | 1,800 | 105.88% | 0 | 3,500 | 100% | 3,786 |
| 610000 | Computer Tech. Support | 18,000 | 15,000 | 3,000 | 20.00% | 4,012 | 16,000 | 2,000 | 12.50% | 14,405 | 3,595 | 24.96% | 15,124 |
| 616000 | Other Contractual Services | 212,232 | 137,315 | 74,917 | 54.56% | 54,886 | 130,000 | 82,232 | 63.26% | 118,912 | 93,320 | 78.48% | 132,842 |
| 620000 | Travel, Per Diem, Conference Registration | 9,800 | 9,000 | 800 | 8.89% | 3,014 | 8,500 | 1,300 | 15.29% | 7,502 | 2,298 | 30.63% | 6,301 |
| 621000 | Training & Education | 4,500 | 4,500 | 0 | 0.00% | 200 | 4,000 | 500 | 12.50% | 2,754 | 1,746 | 63.40% | 4,436 |
| 702000 | Telecommunications | 56,450 | 55,350 | 1,100 | 1.99% | 18,927 | 56,000 | 450 | 0.80% | 80,421 | (23,971) | -29.81% | 63,012 |
| 740000 | Rentals and Leases | 13,700 | 13,200 | 500 | 3.79% | 4,673 | 13,000 | 700 | 5.38% | 12,409 | 1,291 | 10.40% | 12,303 |
| 760000 | General Repairs and Maintenance | 19,000 | 27,000 | 24,800 | 91.85% | 9,329 | 22,000 | 29,800 | 135.45% | 19,510 | 32,290 | 165.50% | 15,511 |
| 661500 | Operating Supplies | 51,800 | 53,800 | 22,450 | 41.73% | 10,494 | 50,000 | 26,250 | 52.50% | 41,807 | 34,443 | 82.39% | 40,021 |
| 665500 | Operating Furniture, Fixtures and Equipment | 76,250 | 113,350 | (37,100) | -32.73% | 10,746 | 105,000 | (28,750) | -27.38% | 85,931 | (9,681) | -11.27% | 72,938 |
| 670000 | Dues & Memberships | 425 | 1,500 | (1,075) | -71.67% | 200 | 1,200 | (775) | -64.58% | 300 | 125 | 41.67% | 40 |
| 671000 | Books & Publications | 3,000 | 3,000 | 0 | 0.00% | 300 | 300 | 2,700 | 900.00% | 410 | 2,590 | 631.71% | 2,347 |
| | Total Services & Mat'ls. | 483,657 | 449,715 | 91,192 | 20.28% | 127,498 | 422,700 | 118,207 | 27.96% | 393,479 | 147,428 | 37.47% | 368,686 |
| | Department Total | 986,458 | 867,978 | 174,755 | 20.13% | 235,251 | 789,397 | 253,336 | 32.09% | 704,279 | 333,240 | 47.32% | 739,208 |

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Information Technology

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|-------------------------------------|------------------------------------|-------------------|-------|
| <input type="checkbox"/> | Capital Improvement | | |
| <input type="checkbox"/> | Equipment and Small Capital Outlay | Fund | GARAA |
| <input type="checkbox"/> | Renewal and Replacement | Department Number | 60 |
| <input checked="" type="checkbox"/> | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|--------------------|----------|
| GARAA | Systems Technician | \$76,220 |

The Airport has experienced significant growth in recent years. As a result, there is a need for additional staffing within the Information Technology Department to keep up with current workloads and future initiatives. The primary responsibilities of this new position would include Tier 2 application support and administration of the Airport's 36 servers. The recommended salary range for this position is \$41,500-\$58,000 / Pay Grade 5.

Salary \$41,500
Benefits \$34,720

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Marketing & Public Relations

BASIC OPERATING BUDGET

FY 2019-2020

| | | | | |
|------------------------|--------------------|---------------|----------------|---------|
| | | | | |
| Department # | 70 | | | |
| | | | | |
| | | | | |
| | | | | |
| New World | Description | Item | Summary | |
| Account Numbers | | Amount | Amount | |
| | | | | |
| | | | | 450,165 |
| | | | | 736,913 |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Marketing & Public Relations
Fiscal Year 2019/2020
Variance Analysis

| Acct # | Description | FY2019 Budget | | | | FY2019 Estimated Actual | | | | FY2018 Actual | | | FY 2017 |
|--------|--|----------------|----------------|-------------------|----------------|-------------------------|------------------|-------------------|---------------|----------------|-------------------|---------------|----------------|
| | | FY 2020 Budget | FY 2019 Budget | Increase/Decrease | | FY 2019 Actual 4 Months | FY 2019 Estimate | Increase/Decrease | | FY 2018 Actual | Increase/Decrease | | FY 2017 Actual |
| | | | | Amount | Percent | | | Amount | Percent | | Amount | Percent | |
| 500000 | Salaries | 197,675 | 193,527 | 4,148 | 2.14% | 57,245 | 181,277 | 16,398 | 9.05% | 149,672 | 48,003 | 32.07% | 145,561 |
| 503000 | Longevity | 3,093 | 3,011 | 82 | 2.72% | 2,164 | 3,011 | 82 | 2.72% | 2,080 | 1,013 | 48.70% | 3,055 |
| 505000 | Overtime | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 0 | 0 | 100% | 0 |
| 506000 | Holiday Pay | 650 | 650 | 0 | 0.00% | 0 | 650 | 0 | 0.00% | 0 | 650 | 100% | 0 |
| 507000 | Auto Allowance | 3,600 | 3,600 | 0 | 0.00% | 1,200 | 3,600 | 0 | 0.00% | 0 | 3,600 | 100% | 0 |
| 510000 | FICA Taxes | 15,715 | 15,392 | 323 | 2.10% | 4,556 | 14,148 | 1,567 | 11.08% | 11,466 | 4,249 | 37.06% | 11,114 |
| 511000 | LGERS retirement | 16,202 | 15,369 | 833 | 5.42% | 4,575 | 14,924 | 1,278 | 8.56% | 0 | 16,202 | 100% | 10,614 |
| 511200 | 401k | 10,038 | 9,827 | 211 | 2.15% | 2,969 | 9,247 | 791 | 8.56% | 7,439 | 2,599 | 34.94% | 7,210 |
| 520000 | Medical | 32,121 | 44,893 | (12,772) | -28.45% | 7,879 | 23,636 | 8,485 | 35.90% | 20,079 | 12,042 | 59.97% | 19,355 |
| 522000 | Dental | 2,085 | 2,854 | (769) | -26.94% | 775 | 2,326 | (241) | -10.35% | 1,467 | 618 | 42.13% | 1,474 |
| 523000 | Vision Insurance | 208 | 208 | 0 | 0.00% | 61 | 184 | 24 | 13.31% | 138 | 70 | 50.72% | 145 |
| 524000 | Life Insurance | 980 | 715 | 265 | 37.06% | 253 | 758 | 223 | 29.37% | 504 | 476 | 94.44% | 793 |
| 525000 | Disability | 1,774 | 1,757 | 17 | 0.97% | 442 | 1,326 | 448 | 33.76% | 1,051 | 723 | 68.79% | 1,051 |
| 531000 | Cell Phone Allowance | 2,607 | 2,607 | 0 | 0.00% | 842 | 2,525 | 82 | 3.24% | 0 | 2,607 | 100% | 0 |
| | Total Benefits | 81,730 | 93,622 | (11,892) | -12.70% | 22,352 | 69,074 | 12,656 | 18.32% | 42,144 | 39,586 | 93.93% | 51,756 |
| | Total Personal Services | 286,748 | 294,410 | (7,662) | -2.60% | 82,960 | 257,612 | 29,055 | 11.28% | 193,896 | 90,245 | 46.54% | 200,372 |
| 600000 | Professional Services - General | 53,600 | 36,000 | 17,600 | 48.89% | 33,000 | 49,200 | 4,400 | 8.94% | 37,248 | 16,352 | 43.90% | 36,020 |
| 602000 | Artwork and Creative Production | 28,000 | 35,000 | (7,000) | -20.00% | 6,458 | 35,000 | (7,000) | -20.00% | 41,502 | (13,502) | -32.53% | 10,117 |
| 603000 | Surveys, Reports & Data | 34,500 | 15,500 | 19,000 | 122.58% | 36,692 | 36,692 | (2,192) | -5.97% | 0 | 34,500 | 100% | 240 |
| 620000 | Travel, Per Diem, Conference Registration | 30,000 | 23,200 | 6,800 | 29.31% | 10,753 | 25,000 | 5,000 | 20.00% | 20,638 | 9,362 | 45.36% | 17,813 |
| 621000 | Training & Education | 0 | 500 | (500) | -100.00% | 0 | 0 | 0 | 100% | 297 | (297) | -100.00% | 0 |
| 702000 | Telecommunications | 640 | 0 | 640 | 100% | 0 | 0 | 640 | 100% | 0 | 640 | 100% | 0 |
| 760000 | General Repairs and Maintenance | 1,200 | 1,200 | 0 | 0.00% | 923 | 1,200 | 0 | 0.00% | 1,141 | 59 | 5.17% | 1,328 |
| 630000 | Printing & Binding | 5,000 | 5,000 | 0 | 0.00% | 2,137 | 5,000 | 0 | 0.00% | 4,082 | 918 | 22.49% | 5,037 |
| 631000 | Banners | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 702 | (702) | -100.00% | 680 |
| 640000 | Radio | 22,000 | 22,000 | 0 | 0.00% | 16,400 | 25,000 | (3,000) | -12.00% | 34,925 | (12,925) | -37.01% | 27,996 |
| 641000 | Billboards | 32,500 | 32,500 | 0 | 0.00% | 12,512 | 30,000 | 2,500 | 8.33% | 41,025 | (8,525) | -20.78% | 34,050 |
| 642000 | Print | 12,100 | 12,100 | 0 | 0.00% | 11,134 | 12,100 | 0 | 0.00% | 11,926 | 174 | 1.46% | 15,334 |
| 643000 | TV | 75,000 | 75,000 | 0 | 0.00% | 19,600 | 65,000 | 10,000 | 15.38% | 106,929 | (31,929) | -29.86% | 50,075 |
| 644000 | Web Advertising | 63,750 | 59,440 | 4,310 | 7.25% | 18,579 | 59,440 | 4,310 | 7.25% | 39,762 | 23,988 | 60.33% | 33,237 |
| 649000 | Air Service Development | 2,300 | 2,300 | 0 | 0.00% | 593 | 2,300 | 0 | 0.00% | 824 | 1,476 | 179.13% | 19,797 |
| 645000 | Promotional Events/Sponsorships | 1,500 | 1,500 | 0 | 0.00% | 293 | 1,000 | 500 | 50.00% | 0 | 1,500 | 100% | 1,000 |
| 646000 | Other Community Events/Exhibits/Sponsorships | 56,300 | 79,500 | (23,200) | -29.18% | 27,394 | 50,000 | 6,300 | 12.60% | 42,349 | 13,951 | 32.94% | 38,656 |
| 647000 | Employee/Tenant Appreciation | 3,250 | 2,250 | 1,000 | 44.44% | 4,186 | 4,186 | (936) | -22.36% | 2,770 | 480 | 17.33% | 1,700 |
| 662000 | Art Program | 1,000 | 1,000 | 0 | 0.00% | 251 | 1,000 | 0 | 0.00% | 1,014 | (14) | -1.38% | 1,050 |
| 662500 | Promotional Items | 14,700 | 12,200 | 2,500 | 20.49% | 7,580 | 12,200 | 2,500 | 20.49% | 10,228 | 4,472 | 43.72% | 14,825 |
| 663000 | Holiday Decorations | 4,800 | 5,000 | (200) | -4.00% | 0 | 5,000 | (200) | -4.00% | 4,116 | 684 | 16.62% | 5,080 |
| 665500 | Operating Furniture, Fixtures and Equipment | 2,560 | 7,025 | (4,465) | -63.56% | 3,494 | 7,025 | (4,465) | -63.56% | 128 | 2,432 | 1900.00% | 4,156 |
| 670000 | Dues & Memberships | 3,715 | 4,445 | (730) | -16.42% | 855 | 4,445 | (730) | -16.42% | 5,350 | (1,635) | -30.56% | 4,700 |
| 671000 | Books & Publications | 1,750 | 750 | 1,000 | 133.33% | 1,098 | 1,500 | 250 | 16.67% | 645 | 1,105 | 171.32% | 1,362 |
| | Total Services & Mat'ls. | 450,165 | 433,410 | 16,755 | 3.87% | 213,934 | 432,288 | 17,877 | 4.14% | 407,601 | 42,564 | 10.44% | 324,253 |
| | Department Total | 736,913 | 727,820 | 9,093 | 1.25% | 296,894 | 689,900 | 46,932 | 6.80% | 601,497 | 132,809 | 22.08% | 524,625 |

Professional Services - increased to account for GRM survey services for ASQ \$17,600 increase
 Surveys, reports & data - increased for ASQ, leakage study (it is time to update) \$43,500 increase
 Other increases due to growth, focus on internal PR plan, passenger appreciation

We are contracted for ASQ - these expenses have not been budgeted before

Removed Runway 5K (not feasible any longer)

Included costs to start a "fan" store - would be managed in Guest Services, but items sold developed by marketing - should these costs be in the Guest Services budget instead? (merchandising)

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Operations

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|---------------------------|---|---------------|----------------|
| Department # | 80 | | |
| | | | |
| | | | |
| | | | |
| New World | Description | Item | Summary |
| Account Numbers | | Amount | Amount |
| PERSONNEL SERVICES | | | |
| 10.80.15.100.500000 | Salaries | 1,181,739 | 1,181,739 |
| 10.80.15.100.503000 | Longevity | 14,357 | 14,357 |
| 10.80.15.100.505000 | Overtime | 45,000 | 45,000 |
| 10.80.15.100.506000 | Holiday Pay | 6,064 | 6,064 |
| 10.80.15.100.507000 | Auto Allowance | 2,400 | 2,400 |
| | <u>Benefits:</u> | | 694,330 |
| 10.80.15.100.510000 | FICA Taxes | 95,976 | |
| 10.80.15.100.511000 | LGERS retirement | 100,156 | |
| 10.80.15.100.511200 | 401k | 62,055 | |
| 10.80.15.100.520000 | Medical | 388,098 | |
| 10.80.15.100.522000 | Dental | 24,730 | |
| 10.80.15.100.523000 | Vision | 1,944 | |
| 10.80.15.100.524000 | Life Insurance | 6,779 | |
| 10.80.15.100.525000 | Disability | 10,515 | |
| 10.80.15.100.531000 | Cell Phone Allowance | 4,077 | |
| | | | 1,943,890 |
| OPERATING EXPENSES | | | |
| 10.80.15.100.608000 | Temporary Help | | 50,000 |
| | Temporary Help | 50,000 | |
| 10.80.60.100.611000 | Landscaping | | 9,420 |
| | RAC Contract | 9,420 | |
| 10.80.80.100.612000 | Parking Management Contract | | 567,237 |
| | Payroll, Benefits & Operating Expenses | 499,379 | |
| | Management Fee | 67,858 | |
| 10.80.15.100.616000 | Other Contractual Services | | 140,847 |
| | Automatic Door Contract | 7,000 | |
| | Uniform Cleaning & Mats (Maintenance & Janitori | 19,000 | |
| | Loading Bridge Maintenance Contract | 4,100 | |
| | Load Bank Generator Test | 4,000 | |
| | Fire Sprinkler Inspections/Backflow/Halation/Cran | 4,300 | |
| | Halon Fire Suppression Inspection | 1,300 | |
| | Waste Removal & Recycling | 15,525 | |
| | RAC Waste Removal and Recycling | 3,400 | |
| | Pest Control | 1,750 | |
| | Rental Car Consolidated Maintenance | 44,039 | |
| | RAC Pest Control | 533 | |
| | Wildlife Program | 12,000 | |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Operations

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|------------------------|---|---------------|----------------|
| Department # | 80 | | |
| | | | |
| | | | |
| | | | |
| New World | Description | Item | Summary |
| Account Numbers | | Amount | Amount |
| | MSE Wall Monitoring | 10,000 | |
| | Window Washing | 9,400 | |
| | Lobby Plants | 4,500 | |
| 10.80.15.100.614000 | Elevator Maintenance Contract | | 7,000 |
| | Elevator Maintenance Contract | 7,000 | |
| 10.80.15.100.615000 | Fire Alarm Systems Contract | | 14,100 |
| | Fire Alarm Systems-Infinity & Monitoring fees | 1,000 | |
| | Fire Alarm Systems-Siemens | 13,100 | |
| 10.80.15.100.620000 | Travel, Per Diem, Conference Registration | | 16,100 |
| | SEC Annual Conference | 1,900 | |
| | NCAA Conference (2) | 1,600 | |
| | FAA Communications Conference (2) | 1,600 | |
| | AAAE Conference | 3,000 | |
| | ARFF Vehicle Maintenance (Rosenbauer) | 2,500 | |
| | Annual Snow Symposium (2) | 4,000 | |
| | ASOCS 139 APP Conference | 1,500 | |
| 10.80.15.100.621000 | Training & Education | | 13,400 |
| | Professional Development | 500 | |
| | AAAE | 500 | |
| | ASOS (2) | 3,000 | |
| | ACE (3) | 7,500 | |
| | AGTA Annual Conference | 1,900 | |
| | Electricity - All Locations | | 405,367 |
| 10.80.80.100.712500 | Electricity Parking Garage | | |
| | 61 Terminal Dr | 45,000 | |
| 10.80.15.100.715000 | Electricity TA8918 Terminal 208 | | |
| | 61 Terminal Dr (727 171 5729) | 144,700 | |
| 10.80.15.100.710500 | Electricity TH4698 Landside Restaurant & GRAA Storage areas | | |
| | 61 Terminal Dr (183 474 0183) | 4,943 | |
| | Airside Restaurant and Freezer | 16,724 | |
| 10.80.20.100.714500 | Electricity TR2714 DPS Bldg New | | |
| | 136 Wright Brother Way (640-377-9462) | 20,000 | |
| 10.80.20.100.713000 | Electricity TK0203 Maint Bldgs | | |
| | 15 Aviation Way (590 232 5728) | 12,900 | |
| 10.80.20.100.715500 | Electricity W10456 Vgate-8AW | | |
| | 21 Aviation Way (798 342 2663) | 450 | |
| 10.80.20.100.710000 | Electricity S93746 GA Sewer Lift | | |
| | 1 Aviation Way (153 235 5813) | 750 | |
| 10.80.20.100.712000 | Electricity TF3027 480V TAFRDP | | |
| | 61 Terminal Dr (447 711 2884) | 135,000 | |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Operations

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|----------------------------------|--|--------------------|-----------------------|
| Department # | 80 | | |
| | | | |
| | | | |
| | | | |
| New World Account Numbers | Description | Item Amount | Summary Amount |
| | Electricity YK5320 Cargo Bldg | | 54,200 |
| | 41 Terminal Dr (527 340 0993) | - | |
| 10.80.60.100.711500 | Electricity RAC CAM S83383 | | 12,400 |
| | 87 Rental Car Dr (319 694 7927) | 12,400 | |
| 10.80.80.100.711000 | Electricity TH6583 WBW St Light | | 7,000 |
| | Wright Brothers Way (317 794 7458) | 7,000 | |
| 10.80.80.100.713500 | Electricity YT5631 LowerOverflow | | 2,500 |
| | (606 016 2549) | 2,500 | |
| 10.80.20.100.714000 | Electricity TJ0142 | | 3,000 |
| | 134 Wright Brothers Way (635 739 7972) | 3,000 | |
| | Natural Gas - All Locations | | 24,000 |
| 10.80.15.100.721500 | Nat Gas 635822 Terminal | | |
| | 61 Terminal Dr (3-1981-0349-9500) | 24,000 | |
| 10.80.20.100.721000 | Nat Gas 568135 Operations Office Bldg A (East) | | 12,000 |
| | 15 Aviation Way (2-2100-7146-7120) | 12,000 | |
| 10.80.20.100.722000 | Nat Gas 446155 Main Bldg B (West) | | 6,200 |
| | 15 Aviation Way (8-1981-0349-9521) | 6,200 | |
| 10.80.20.100.720000 | Nat Gas 508999/509070 DPS Bldg New | | 7,000 |
| | 136 Wright Brothers Way (2-2101-0054-6410) | 7,000 | |
| 10.80.20.100.720500 | Nat Gas | | 5,000 |
| | 134 Wright Brothers Way (2-21010-1438-6501) | 5,000 | |
| | Water - All Locations | | 35,000 |
| 10.80.15.100.733000 | Water 11946022/12642942 Term | | |
| | 61 Terminal Dr (2111887-1140018) | 35,000 | |
| 10.80.20.100.731000 | Water - Deicing Truck Water Station | | 2,000 |
| | 61 Terminal Dr (2111887-103231) | 2,000 | |
| | Water 47313873 Maint Bldg A E | | - |
| | 15 Aviation Way (2111879-1339978) | - | |
| 10.80.20.100.730000 | Water 102059 Public Saf Bldg-New (211887/102059) | | 4,800 |
| | 136 Wright Brothers Way (1264268/13942887) | 4,800 | |
| | Water 12439009 Air Cargo Bldg | | - |
| | 41 Terminal Dr (2111885-1140008) | - | |
| 10.80.20.100.733500 | Water 11459507/70162311 New Maint Bldg (East) | | 5,000 |
| | 15 Aviation Way (2111887-1580708) | 5,000 | |
| 10.80.60.100.734000 | Water 11946005/70182576 RAC | | 28,500 |
| | 65 Rental Car Dr (2293169-1587918) | 28,500 | |
| 10.80.80.100.731500 | Water 1013844 Toll Plaza Office | | 2,000 |
| | 70 Terminal Dr | 2,000 | |
| 10.80.80.100.732000 | Water Garage (2111887/104501) | | 1,000 |
| | 61 Terminal Dr | 1,000 | |
| | | | 80,300 |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Operations

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|------------------------|---|---------------|----------------|
| Department # | 80 | | |
| | | | |
| | | | |
| | | | |
| New World | Description | Item | Summary |
| Account Numbers | | Amount | Amount |
| 10.80.20.100.732500 | Water (2111887/1139948) | | |
| | 134 Wright Brothers Way | 2,000 | |
| 10.80.15.100.761000 | Terminal, Buildings and Grounds | | 151,500 |
| | Terminal, Building & Grounds General Repairs | 22,000 | |
| | Hardware/Equipment | 12,000 | |
| | Forbo Replacement | 5,000 | |
| | Terminal & Grounds Lighting Fixtures and bulbs | 12,000 | |
| | Baggage Belts | 5,000 | |
| | Equipment Rental | 1,500 | |
| | Roofing Maintenance | 5,000 | |
| | HVAC Repairs | 11,000 | |
| | Lime, Fertilizer, Mulch & Plants | 13,000 | |
| | Loading Bridges, PC Air/GPU's | 13,000 | |
| | RAC Light Poles, Fencing, Backflow/Fire Line & Bt | 11,000 | |
| | Light Poles, Fencing. | 5,000 | |
| | Crosswalk Sealing (1) | 10,000 | |
| | Sewer Cleanout & Repair | 4,000 | |
| | Pavement Maintenance Program | 13,000 | |
| | Rental Homes, Advantage West, DPS, CAP, & WN | 9,000 | |
| 10.80.15.100.770500 | Permits, Licenses & Fees | | 1,000 |
| | Permits, Licenses & Fees | 1,000 | |
| 10.80.20.100.770000 | Vehicles and Heavy Equipment | | 69,500 |
| | Airfield Vehicles & Heavy Equipment | 50,000 | |
| | Landside Vehicles & Heavy Equipment | 15,000 | |
| | Authority Vehicle Tax & Tags | 4,500 | |
| 10.80.20.100.771000 | Airport and Airfield Equipment | | 11,000 |
| | Airfield Lighting, Runway Painting, & Electrical Va | 11,000 | |
| 10.80.15.100.630000 | Printing & Binding | | 2,500 |
| | Printing & Binding, Forms/Permits/ | 2,500 | |
| 10.80.15.100.647000 | Employee/Tenant Appreciation | | 600 |
| | Employee/Conference Hosting/Snow Team Food | 600 | |
| 10.80.15.100.660000 | Vehicle Fuel | | 40,000 |
| | Vehicle Fuel | 40,000 | |
| 10.80.15.100.661000 | Shop Supplies | | 3,000 |
| | Shop Supplies | 3,000 | |
| 10.80.15.100.661500 | Operations Supplies | | 24,000 |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Operations

BASIC OPERATING BUDGET

FY 2019-2020

| | | | | |
|----------------------------------|---|--------------------|-----------------------|--------|
| Department # | 80 | | | |
| | | | | |
| | | | | |
| | | | | |
| New World Account Numbers | Description | Item Amount | Summary Amount | |
| | Operating Supplies | 8,000 | | |
| | Rap Back Program | 2,000 | | |
| | Finger Print/Badging | 14,000 | | |
| 10.80.15.100.663500 | Chemicals & Safety | | 74,600 | |
| | Chemicals & Safety | 4,100 | | |
| | De-icing Chemicals | 68,000 | | |
| | Safety Program Supplies | 2,500 | | |
| 10.80.15.100.664000 | Small Tools and Equipment | | | 5,000 |
| | Small Tools & Equipment | 5,000 | | |
| 10.80.15.100.664500 | Custodial Supplies | | | 26,500 |
| | Cleaning Supplies/Mop Heads/Trash Can Liners et | 26,500 | | |
| 10.80.15.100.665000 | Custodial Consumables | | | 51,000 |
| | Soap/Paper Towels/Toilet Paper/Seat Covers | 51,000 | | |
| | | | | |
| 10.80.15.100.665500 | Operating Furniture, Fixtures, Equipment and Softwa Greater than \$100 & up to \$5,000 | | | 4,500 |
| | | 4,500 | | |
| 10.80.15.100.666500 | Uniforms | | | 8,400 |
| | Employee Shoe Allowance | 1,000 | | |
| | Clothing | 2,000 | | |
| | PPE for Maintenance Personnel | 5,000 | | |
| | Prescription Safety Glasses | 400 | | |
| | | | | |
| 10.80.15.100.670000 | Dues & Memberships | | | 2,125 |
| | AAAE-4 | 1,100 | | |
| | SEC-7 | 245 | | |
| | AGTA | 500 | | |
| | NCAA Annual Dues 7 | 280 | | |
| 10.80.15.100.671000 | Books, Publications, Compact Disks, Videos & Subscriptions | | 500 | |
| | | 500 | | |
| 10.80.15.100.672000 | Licenses & Certifications | | | 1,160 |
| | CDL Licenses | 1,000 | | |
| | NC Fire Sprinkler Licenses | 160 | | |
| | | | 1,834,856 | |
| | | | 3,778,746 | |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Operations
Fiscal Year 2019/2020
Variance Analysis

| Acct # | Description | FY2019 Budget | | | | FY2019 Estimated Actual | | | | FY2018 Actual | | | FY 2017 Actual |
|--------|---|------------------|------------------|-------------------|--------------|-------------------------|------------------|-------------------|---------------|------------------|-------------------|---------------|------------------|
| | | FY 2020 Budget | FY 2019 Budget | Increase/Decrease | | FY 2019 Actual 4 Months | FY 2019 Estimate | Increase/Decrease | | FY 2018 Actual | Increase/Decrease | | |
| | | | | Amount | Percent | | | Amount | Percent | | Amount | Percent | |
| 500000 | Salaries | 1,181,739 | 1,123,888 | 57,851 | 5.15% | 322,206 | 1,004,928 | 176,811 | 17.59% | 998,794 | 182,945 | 18.32% | 1,022,085 |
| 503000 | Longevity | 14,357 | 15,509 | (1,152) | -7.43% | 5,485 | 15,509 | (1,152) | -7.43% | 12,806 | 1,551 | 12.11% | 17,428 |
| 505000 | Overtime | 45,000 | 45,000 | 0 | 0.00% | 14,845 | 44,536 | 464 | 1.04% | 38,188 | 6,812 | 17.84% | 41,713 |
| 506000 | Holiday Pay | 6,064 | 5,847 | 217 | 3.71% | 0 | 5,847 | 217 | 3.71% | 0 | 6,064 | 100% | 0 |
| 507000 | Auto Allowance | 2,400 | 2,400 | 0 | 0.00% | 800 | 2,400 | 0 | 0.00% | 0 | 2,400 | 100% | 0 |
| 510000 | FICA Taxes | 95,976 | 91,616 | 4,360 | 4.76% | 27,792 | 81,918 | 14,058 | 17.16% | 78,398 | 17,578 | 22.42% | 79,624 |
| 511000 | LGERS retirement | 100,156 | 92,620 | 7,536 | 8.14% | 45,086 | 86,415 | 13,741 | 15.90% | 604 | 99,552 | 16482.12% | 81,740 |
| 511200 | 401k | 62,055 | 59,220 | 2,835 | 4.79% | 18,530 | 53,541 | 8,514 | 15.90% | 53,274 | 8,781 | 16.48% | 54,020 |
| 520000 | Medical | 388,098 | 371,826 | 16,272 | 4.38% | 69,403 | 208,208 | 179,890 | 86.40% | 264,507 | 123,591 | 46.73% | 250,405 |
| 522000 | Dental | 24,730 | 20,578 | 4,152 | 20.18% | 6,952 | 20,855 | 3,875 | 18.58% | 15,258 | 9,472 | 62.08% | 15,759 |
| 523000 | Vision Insurance | 1,944 | 1,868 | 76 | 4.07% | 563 | 1,690 | 254 | 15.06% | 1,535 | 409 | 26.64% | 1,528 |
| 524000 | Life Insurance | 6,779 | 4,688 | 2,091 | 44.60% | 2,005 | 6,016 | 763 | 12.68% | 4,359 | 2,420 | 55.52% | 4,136 |
| 525000 | Disability | 10,515 | 9,089 | 1,426 | 15.69% | 2,795 | 8,386 | 2,129 | 25.38% | 7,464 | 3,051 | 40.88% | 7,744 |
| 531000 | Cell Phone Allowance | 4,077 | 4,317 | (240) | -5.56% | 1,816 | 4,317 | (240) | -5.56% | 0 | 4,077 | 100% | 0 |
| | Total Benefits | 694,330 | 655,822 | 38,508 | 5.87% | 174,942 | 471,346 | 222,984 | 47.31% | 425,399 | 268,931 | 63.22% | 494,956 |
| | Total Personal Services | 1,943,890 | 1,848,466 | 95,664 | 5.18% | 518,278 | 1,544,566 | 399,564 | 25.87% | 1,475,187 | 464,626 | 31.50% | 1,576,182 |
| 608000 | Temporary Help | 50,000 | 75,000 | (25,000) | -33.33% | 0 | 25,000 | 25,000 | 100.00% | 36,362 | 13,638 | 37.51% | 63,117 |
| 611000 | Landscaping | 9,420 | 9,420 | 0 | 0.00% | 9,420 | 9,420 | 0 | 0.00% | 9,759 | (339) | -3.47% | 7,850 |
| 612000 | Parking Management Contract | 567,237 | 550,205 | 17,032 | 3.10% | 148,904 | 550,205 | 17,032 | 3.10% | 510,370 | 56,867 | 11.14% | 417,605 |
| | Parking Management - Shuttle | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 318,020 | (318,020) | -100.00% | 531,868 |
| 616000 | Other Contractual Services | 140,847 | 85,873 | 54,974 | 64.02% | 74,856 | 157,873 | (17,026) | -10.78% | 68,208 | 72,639 | 106.50% | 76,325 |
| 614000 | Elevator Maintenance Contract | 7,000 | 5,000 | 2,000 | 40.00% | 1,183 | 5,000 | 2,000 | 40.00% | 2,609 | 4,391 | 168.30% | 2,837 |
| 615000 | Fire Alarm Systems Contract | 14,100 | 14,100 | 0 | 0.00% | 13,568 | 14,100 | 0 | 0.00% | 19,337 | (5,237) | -27.08% | 11,977 |
| 620000 | Travel, Per Diem, Conference Registration | 16,100 | 6,400 | 9,700 | 151.56% | 2,123 | 6,400 | 9,700 | 151.56% | 11,009 | 5,091 | 46.24% | 5,914 |
| 621000 | Training & Education | 13,400 | 6,300 | 7,100 | 112.70% | 468 | 6,300 | 7,100 | 112.70% | 4,457 | 8,943 | 200.65% | 2,871 |
| 702000 | Telecommunications | 0 | 0 | 0 | 100% | 170 | 170 | (170) | -100.00% | 560 | (560) | -100.00% | 369 |
| 0 | Rentals and Leases | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 8,000 | (8,000) | -100.00% | 11,000 |
| 710000 | Electricity - All | 405,367 | 404,267 | 1,100 | 0.27% | 119,027 | 400,000 | 5,367 | 1.34% | 305,524 | 99,843 | 32.68% | 289,989 |
| 720000 | Natural Gas - All | 54,200 | 48,500 | 5,700 | 11.75% | 2,281 | 45,000 | 9,200 | 20.44% | 35,001 | 19,199 | 54.85% | 21,777 |
| 730000 | Water - All | 80,300 | 72,700 | 7,600 | 10.45% | 28,992 | 75,000 | 5,300 | 7.07% | 71,821 | 8,479 | 11.81% | 60,029 |
| 761000 | Terminal, Buildings and Grounds | 151,500 | 151,500 | 0 | 0.00% | 71,429 | 151,500 | 0 | 0.00% | 195,816 | (44,316) | -22.63% | 169,916 |
| 770500 | Permits, Licenses & Fees | 1,000 | 0 | 1,000 | 100% | 0 | 0 | 1,000 | 100% | 0 | 1,000 | 100% | 0 |
| 770000 | Vehicles and Heavy Equipment | 69,500 | 69,500 | 0 | 0.00% | 31,565 | 69,500 | 0 | 0.00% | 39,617 | 29,883 | 75.43% | 90,266 |
| 771000 | Airport and Airfield Equipment | 11,000 | 11,000 | 0 | 0.00% | 6,010 | 11,000 | 0 | 0.00% | 6,836 | 4,164 | 60.91% | 9,159 |
| 630000 | Printing & Binding | 2,500 | 1,500 | 1,000 | 66.67% | 128 | 1,500 | 1,000 | 66.67% | 1,896 | 604 | 31.86% | 2,956 |
| 647000 | Employee/Tenant Appreciation | 600 | 600 | 0 | 0.00% | 62 | 600 | 0 | 0.00% | 581 | 19 | 3.27% | 274 |
| 660000 | Vehicle Fuel | 40,000 | 40,000 | 0 | 0.00% | 8,085 | 40,000 | 0 | 0.00% | 50,686 | (10,686) | -21.08% | 60,010 |
| 661000 | Shop Supplies | 3,000 | 3,000 | 0 | 0.00% | 130 | 3,000 | 0 | 0.00% | 3,034 | (34) | -1.12% | 4,535 |
| 661500 | Operating Supplies | 24,000 | 19,000 | 5,000 | 26.32% | 13,198 | 19,000 | 5,000 | 26.32% | 16,851 | 7,149 | 42.42% | 21,171 |
| 663500 | Chemicals & Safety | 74,600 | 74,600 | 0 | 0.00% | 1,748 | 74,600 | 0 | 0.00% | 3,580 | 71,020 | 1983.80% | 4,231 |
| 664000 | Small Tools and Equipment | 5,000 | 7,500 | (2,500) | -33.33% | 1,201 | 7,500 | (2,500) | -33.33% | 4,974 | 26 | 0.52% | 2,681 |
| 664500 | Custodial Supplies | 26,500 | 20,000 | 6,500 | 32.50% | 7,177 | 20,000 | 6,500 | 32.50% | 8,544 | 17,956 | 210.16% | 5,136 |
| 665000 | Custodial Consumables | 51,000 | 40,000 | 11,000 | 27.50% | 13,287 | 40,000 | 11,000 | 27.50% | 40,608 | 10,392 | 25.99% | 47,317 |
| 665500 | Operating Furniture, Fixtures and Equipment | 4,500 | 2,000 | 2,500 | 125.00% | 0 | 2,000 | 2,500 | 125.00% | 1,639 | 2,861 | 174.56% | 168 |
| 666500 | Uniforms | 8,400 | 10,500 | (2,100) | -20.00% | 3,004 | 10,500 | (2,100) | -20.00% | 3,063 | 5,337 | 174.24% | 3,031 |
| 670000 | Dues & Memberships | 2,125 | 1,350 | 775 | 57.41% | 355 | 1,350 | 775 | 57.41% | 430 | 1,695 | 394.19% | 1,195 |
| 671000 | Books & Publications | 500 | 500 | 0 | 0.00% | 0 | 0 | 500 | 100% | 0 | 500 | 100% | 0 |
| 672000 | Licenses & Certifications | 1,160 | 660 | 500 | 75.76% | 0 | 660 | 500 | 75.76% | 0 | 1,160 | 100% | 187 |
| | Total Services & Mat'ls. | 1,834,856 | 1,730,975 | 103,881 | 6.00% | 558,373 | 1,747,178 | 87,678 | 5.02% | 1,779,192 | 55,664 | 3.13% | 1,925,761 |
| | Department Total | 3,778,746 | 3,579,441 | 199,545 | 5.57% | 1,076,651 | 3,291,744 | 487,242 | 14.80% | 3,254,379 | 520,290 | 15.99% | 3,501,943 |

Comments:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Properties & Contracts

BASIC OPERATING BUDGET

FY 2019-2020

| | | | |
|--------------|----|--|--|
| Department # | 85 | | |
| | | | |
| | | | |

| New World Account Numbers | Description | Item Amount | Summary Amount |
|--------------------------------------|---|------------------------|---------------------------|
| PERSONNEL SERVICES | | | |
| 10.85.10.100.500000 | Salaries | 99,990 | 99,990 |
| 10.85.10.100.503000 | Longevity | - | - |
| 10.85.10.100.506000 | Holiday Pay | 217 | 217 |
| 10.85.10.100.507000 | Auto Allowance | 2,400 | 2,400 |
| | <u>Benefits:</u> | | 47,464 |
| 10.85.10.100.510000 | FICA Taxes | 7,856 | |
| 10.85.10.100.511000 | LGERS Retirement | 8,069 | |
| 10.85.10.100.511200 | 401k | 5,000 | |
| 10.85.10.100.520000 | Medical | 22,325 | |
| 10.85.10.100.522000 | Dental | 1,302 | |
| 10.85.10.100.523000 | Vision | 69 | |
| 10.85.10.100.524000 | Life Insurance | 383 | |
| 10.85.10.100.525000 | Disability | 828 | |
| 10.85.10.100.531000 | Cell Phone Allowance | 1,632 | |
| | | | 150,071 |
| OPERATING EXPENSES | | | |
| 10.85.10.100.600000 | Professional Services - General | | 10,000 |
| | Consultant - Market Study (Land) | 10,000 | |
| 10.85.10.100.616000 | Other Contractual Services | | - |
| | | - | |
| 10.85.10.100.620000 | Travel, Per Diem, Conference Registration | | 17,500 |
| | NAC Essentials Airport Business Management (NAC) Oct 6-8, SAT | 2,500 | |
| | ACI - Business of Airports (PHX) June | 2,500 | |
| | NBAA-BACE Aviation Convention Oct 2019 - LAS | 2,500 | |
| | ACI - Risk Management | 2,500 | |
| | ACI Air Cargo Conference | 2,500 | |
| | AAAE/ACI Airport Customer Experience Symposium | 2,500 | |
| | Business Development Conference/Site Visits | 2,500 | |
| 10.85.10.100.621000 | Training & Education | | 5,000 |
| | AAAE Certification Loretta Scott AAAE | 5,000 | |
| 10.85.10.100.630000 | Printing & Binding | | 10,000 |
| | Marketing Materials - Land Development (Brochure) | 10,000 | |
| 10.85.10.100.650000 | Legal Notices & Placements | | 5,000 |
| | Advertising: RFPs (Local/Nat'l); Outreach efforts | 5,000 | |
| 10.85.10.100.661500 | Operating Supplies | | - |
| | | - | |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
PROPERTIES & CONTRACTS
 Fiscal Year 2019/2020
 Variance Analysis

| Acct # | Description | FY 2020 Budget | FY2019 Budget | | FY2019 Estimated Actual | | | | FY2018 Actual | | | FY 2017 | |
|--------|---|----------------|----------------|-------------------|-------------------------|-------------------------|------------------|-------------------|---------------|----------------|-------------------|------------|----------------|
| | | | FY 2019 Budget | Increase/Decrease | | FY 2019 Actual 4 Months | FY 2019 Estimate | Increase/Decrease | | FY 2018 Actual | Increase/Decrease | | FY 2017 Actual |
| | | | | Amount | Percent | | | Amount | Percent | | Amount | Percent | |
| 500000 | Salaries | 99,990 | 0 | 99,990 | 100% | 0 | 0 | 99,990 | 100% | 0 | 99,990 | 100% | 0 |
| 503000 | Longevity | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 0 | 0 | 100% | 0 |
| 506000 | Holiday Pay | 217 | 0 | 217 | 100% | 0 | 0 | 217 | 100% | 0 | 217 | 100% | 0 |
| 507000 | Auto Allowance | 2,400 | 0 | 2,400 | 100% | 0 | 0 | 2,400 | 100% | 0 | 2,400 | 100% | 0 |
| 510000 | FICA Taxes | 7,856 | 0 | 7,856 | 100% | 0 | 0 | 7,856 | 100% | 0 | 7,856 | 100% | 0 |
| 511000 | LGERS retirement | 8,069 | 0 | 8,069 | 100% | 0 | 0 | 8,069 | 100% | 0 | 8,069 | 100% | 0 |
| 511200 | 401k | 5,000 | 0 | 5,000 | 100% | 0 | 0 | 5,000 | 100% | 0 | 5,000 | 100% | 0 |
| 520000 | Medical | 22,325 | 0 | 22,325 | 100% | 0 | 0 | 22,325 | 100% | 0 | 22,325 | 100% | 0 |
| 522000 | Dental | 1,302 | 0 | 1,302 | 100% | 0 | 0 | 1,302 | 100% | 0 | 1,302 | 100% | 0 |
| 523000 | Vision Insurance | 69 | 0 | 69 | 100% | 0 | 0 | 69 | 100% | 0 | 69 | 100% | 0 |
| 524000 | Life Insurance | 383 | 0 | 383 | 100% | 0 | 0 | 383 | 100% | 0 | 383 | 100% | 0 |
| 525000 | Disability | 828 | 0 | 828 | 100% | 0 | 0 | 828 | 100% | 0 | 828 | 100% | 0 |
| 531000 | Cell Phone Allowance | 1,632 | 0 | 1,632 | 100% | 0 | 0 | 1,632 | 100% | 0 | 1,632 | 100% | 0 |
| | Total Benefits | 47,464 | 0 | 47,464 | 100% | 0 | 0 | 47,464 | 100% | 0 | 47,464 | 100% | 0 |
| | Total Personal Services | 150,071 | 0 | 150,071 | N/A | 0 | 0 | 150,071 | N/A | 0 | 150,071 | N/A | 0 |
| 600000 | Professional Services - General | 10,000 | 0 | 10,000 | 100% | 0 | 0 | 10,000 | 100% | 0 | 10,000 | 100% | 0 |
| 616000 | Contractual Services | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 0 | 0 | 100% | 0 |
| 620000 | Travel, Per Diem, Conference Registration | 17,500 | 0 | 17,500 | 100% | 0 | 0 | 17,500 | 100% | 0 | 17,500 | 100% | 0 |
| 621000 | Training & Education | 5,000 | 0 | 5,000 | 100% | 0 | 0 | 5,000 | 100% | 0 | 5,000 | 100% | 0 |
| 630000 | Printing & Binding | 10,000 | 0 | 10,000 | 100% | 0 | 0 | 10,000 | 100% | 0 | 10,000 | 100% | 0 |
| 650000 | Legal Notices & Placements | 5,000 | 0 | 5,000 | 100% | 0 | 0 | 5,000 | 100% | 0 | 5,000 | 100% | 0 |
| 661500 | Operating Supplies | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 0 | 0 | 100% | 0 |
| 665500 | Operating Furniture, Fixtures and Equipment | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 0 | 0 | 100% | 0 |
| 670000 | Dues & Memberships | 350 | 0 | 350 | 100% | 0 | 0 | 350 | 100% | 0 | 350 | 100% | 0 |
| 671000 | Books & Publications | 1,000 | 0 | 1,000 | 100% | 0 | 0 | 1,000 | 100% | 0 | 1,000 | 100% | 0 |
| 672000 | Licenses & Certifications | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 0 | 0 | 100% | 0 |
| | Total Services & Mat'ls. | 48,850 | 0 | 48,850 | N/A | 0 | 0 | 48,850 | N/A | 0 | 48,850 | N/A | 0 |
| | Department Total | 198,921 | 0 | 198,921 | N/A | 0 | 0 | 198,921 | N/A | 0 | 198,921 | N/A | 0 |

Comments:

| GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY | | | |
|--|--|-------------|----------------|
| ASHEVILLE REGIONAL AIRPORT | | | |
| Public Safety | | | |
| BASIC OPERATING BUDGET | | | |
| FY 2019-2020 | | | |
| Department # | 90 | | |
| | | | |
| | | | |
| New World Account Numbers | | Item Amount | Summary Amount |
| PERSONNEL SERVICES | | | |
| 10.90.20.100.500000 | Salaries | 999,790 | 999,790 |
| 10.90.20.100.503000 | Longevity | 11,408 | 11,408 |
| 10.90.20.100.505000 | Overtime | 68,000 | 68,000 |
| 10.90.20.100.506000 | Holiday Pay | 4,765 | 4,765 |
| 10.90.20.100.507000 | Auto Allowance | 2,400 | 2,400 |
| 10.90.20.100.511300 | LEO Special Separation Allowance | 14,707 | 14,707 |
| | <u>Benefits:</u> | | 640,138 |
| 10.90.20.100.510000 | FICA Taxes | 84,445 | |
| 10.90.20.100.511000 | LGERS retirement | 94,430 | |
| 10.90.20.100.511200 | 401k | 53,960 | |
| 10.90.20.100.520000 | Medical | 367,396 | |
| 10.90.20.100.522000 | Dental | 22,172 | |
| 10.90.20.100.523000 | Vision | 1,522 | |
| 10.90.20.100.524000 | Life Insurance | 5,436 | |
| 10.90.20.100.525000 | Disability | 8,410 | |
| 10.90.20.100.531000 | Cell Phone Allowance | 2,367 | |
| | | | 1,741,208 |
| OPERATING EXPENSES | | | |
| 10.90.20.100.616000 | Other Contractual Services | | 9,810 |
| | Police Info Computer (NCIC) & Mobile Data | 1,200 | |
| | Fire Extinguisher Service | 5,000 | |
| | SCBA Inspection | 1,100 | |
| | AED Inspection | 660 | |
| | Firearms Qualification (Fall) | | |
| | SCBA Compressor Testing | 1,500 | |
| | Range Membership | 350 | |
| 10.90.20.100.620000 | Travel, Per Diem, Conference Registration | | 15,300 |
| | AAAE Chief's Conference (2 people) | 4,000 | |
| | ARFF Working Group | 2,000 | |
| | NC Assoc. Chief's of Police | 800 | |
| | Business Meeting Expenses | 500 | |
| | AAAE Emergency Preparedness Conference (2 people) | 4,000 | |
| | ALEAN Conference (Spring and Fall) | 4,000 | |
| 10.90.20.100.621000 | Training & Education | | 13,600 |
| | FAR 139 Compliance (Live burn, drills, etc) | 11,000 | |
| | Professional Development (1000 Airport Master Firefighte | 1,600 | |
| | Fire & LEO Local Training (Community Colleges) | 1,000 | |
| 10.90.20.100.702000 | Online Services | | 1,440 |
| | Broadband Service for 3 Toughbook Laptops | 1,440 | |
| 10.90.20.100.760000 | General Repairs and Maintenance | | 2,000 |
| | Maintenance | 2,000 | |
| 10.90.20.100.661500 | Operating Supplies | | 7,500 |

| GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY | | | |
|--|--|--|----------------|
| ASHEVILLE REGIONAL AIRPORT | | | |
| Public Safety | | | |
| BASIC OPERATING BUDGET | | | |
| FY 2019-2020 | | | |
| Department # | 90 | | |
| | | | |
| | | | |
| New World Account Numbers | | Item Amount | Summary Amount |
| | | First Aid Supplies | 3,500 |
| | | Training Supplies (ammunition, foam, etc) | 4,000 |
| 10.90.20.100.663500 | Chemicals & Safety | | 2,000 |
| | | Chemicals & Safety | 2,000 |
| 10.90.20.100.664000 | Small Tools and Equipment | | 3,000 |
| | | Small Tools & Equipment | 3,000 |
| 10.90.20.100.665500 | Operating Furniture, Fixtures, Equipment and Software | | 4,000 |
| | | Greater than \$100 & up to \$5,000 | |
| | | Station Furniture | 1,000 |
| | | Radio Equipment | 3,000 |
| 10.90.20.100.666500 | Uniforms | | 10,000 |
| | | Uniforms (Police and Fire Class A's and Utility) | 8,560 |
| | | Duty Boots | 1,440 |
| 10.90.20.100.666000 | Firefighter Equipment | | 24,500 |
| | | Turnout Gear & SCBA Masks (New Hire or Damage) | 6,500 |
| | | Gear - Additional positions | 18,000 |
| 10.90.20.100.670000 | Dues & Memberships | | 2,400 |
| | | ALEAN | 450 |
| | | ARFFWG | 300 |
| | | AAAE | 275 |
| | | NCAA | 45 |
| | | SEC AAAE | 35 |
| | | Buncombe Co FF Assoc | 150 |
| | | Buncombe Co Fire Chief's Assoc | 150 |
| | | NFPA Membership and code access | |
| | | Henderson Co FF Assoc | 150 |
| | | NC Fire Chiefs Association | 125 |
| | | International Assoc of Chief's of Police | 170 |
| | | NC Association of Chief's of Police | 150 |
| | | NC Assoc of Rescue Squads and EMS | 400 |
| 10.90.20.100.671000 | Books, Publications, Compact Disks, Videos & Subscriptions | | 500 |
| | | Books, Publications. Compact Disks, Videos & Subscrip. | 500 |
| | | | 96,050 |
| | | | 1,837,258 |

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Public Safety
Fiscal Year 2019/2020
Variance Analysis

| Acct # | Description | FY 2020 Budget | FY2019 Budget | | | | FY2019 Estimated Actual | | | | FY2018 Actual | | | FY2017 |
|--------|---|------------------|------------------|-------------------|---------------|-------------------------|-------------------------|-------------------|---------------|------------------|-------------------|----------------|------------------|--------|
| | | | FY 2019 Budget | Increase/Decrease | | FY 2019 Actual 4 Months | FY 2019 Estimate | Increase/Decrease | | FY 2018 Actual | Increase/Decrease | | FY 2017 Actual | |
| | | | | Amount | Percent | | | Amount | Percent | | Amount | Percent | | |
| 500000 | Salaries | 999,790 | 826,966 | 172,824 | 20.90% | 212,119 | 640,881 | 358,909 | 56.00% | 734,411 | 265,379 | 36.13% | 760,161 | |
| 503000 | Longevity | 11,408 | 13,741 | (2,333) | -16.98% | 2,245 | 13,741 | (2,333) | -16.98% | 14,178 | (2,770) | -19.54% | 12,886 | |
| 505000 | Overtime | 68,000 | 68,000 | 0 | 0.00% | 19,726 | 59,179 | 8,821 | 14.91% | 63,110 | 4,890 | 7.75% | 72,726 | |
| 506000 | Holiday Pay | 4,765 | 3,898 | 867 | 22.24% | 0 | 3,898 | 867 | 22.24% | 0 | 4,765 | 100% | 0 | |
| 507000 | Auto Allowance | 2,400 | 2,400 | 0 | 0.00% | 800 | 2,400 | 0 | 0.00% | 0 | 2,400 | 100% | 0 | |
| 511300 | LEO Special Separation Allowance | 14,707 | 13,662 | 1,045 | 7.65% | 4,729 | 4,729 | 9,978 | 211.00% | 0 | 14,707 | 100% | 37,780 | |
| 510000 | FICA Taxes | 84,445 | 70,187 | 14,258 | 20.31% | 16,757 | 54,904 | 29,541 | 53.80% | 63,477 | 20,968 | 33.03% | 64,510 | |
| 511000 | LGERS retirement | 94,430 | 77,240 | 17,190 | 22.26% | 19,647 | 62,799 | 31,631 | 50.37% | 0 | 94,430 | 100% | 63,567 | |
| 511200 | 401k | 53,960 | 45,435 | 8,525 | 18.76% | 11,644 | 35,885 | 18,075 | 50.37% | 41,051 | 12,909 | 31.45% | 41,667 | |
| 520000 | Medical | 367,396 | 257,296 | 110,100 | 42.79% | 49,767 | 149,300 | 218,096 | 146.08% | 192,322 | 175,074 | 91.03% | 198,492 | |
| 522000 | Dental | 22,172 | 14,718 | 7,454 | 50.65% | 4,586 | 13,757 | 8,415 | 61.17% | 11,658 | 10,514 | 90.19% | 12,277 | |
| 523000 | Vision Insurance | 1,522 | 1,246 | 276 | 22.15% | 277 | 832 | 690 | 82.85% | 1,124 | 398 | 35.41% | 1,320 | |
| 524000 | Life Insurance | 5,436 | 3,217 | 2,219 | 68.98% | 1,061 | 3,184 | 2,252 | 70.74% | 3,024 | 2,412 | 79.76% | 3,163 | |
| 525000 | Disability | 8,410 | 6,387 | 2,023 | 31.67% | 1,603 | 4,809 | 3,601 | 74.87% | 5,158 | 3,252 | 63.05% | 5,504 | |
| 531000 | Cell Phone Allowance | 2,367 | 2,367 | 0 | 0.00% | 800 | 2,367 | 0 | 0.00% | 0 | 2,367 | 100% | 0 | |
| | Total Benefits | 640,138 | 478,093 | 162,045 | 33.89% | 106,142 | 327,837 | 312,301 | 95.26% | 317,814 | 322,324 | 101.42% | 390,500 | |
| | Total Personal Services | 1,741,208 | 1,406,760 | 334,448 | 23.77% | 345,762 | 1,052,665 | 688,543 | 65.41% | 1,129,513 | 611,695 | 54.16% | 1,274,053 | |
| 616000 | Other Contractual Services | 9,810 | 9,810 | 0 | 0.00% | 1,288 | 9,800 | 10 | 0.10% | 6,564 | 3,246 | 49.45% | 8,408 | |
| 620000 | Travel, Per Diem, Conference Registration | 15,300 | 11,650 | 3,650 | 31.33% | 4,390 | 12,000 | 3,300 | 27.50% | 12,398 | 2,902 | 23.41% | 8,448 | |
| 621000 | Training & Education | 13,600 | 12,600 | 1,000 | 7.94% | 6,098 | 12,600 | 1,000 | 7.94% | 13,670 | (70) | -0.51% | 7,221 | |
| 702000 | Telecommunications/Online Services | 1,440 | 1,440 | 0 | 0.00% | 360 | 360 | 1,080 | 300.00% | 1,560 | (120) | -7.69% | 1,441 | |
| 760000 | General Repairs and Maintenance | 2,000 | 2,000 | 0 | 0.00% | 393 | 1,800 | 200 | 11.11% | 1,083 | 917 | 84.67% | 9,111 | |
| | Printing & Binding | 0 | 0 | 0 | 100% | 0 | 0 | 0 | 100% | 0 | 0 | 100% | 228 | |
| 661500 | Operating Supplies | 7,500 | 7,500 | 0 | 0.00% | 2,618 | 7,500 | 0 | 0.00% | 8,555 | (1,055) | -12.33% | 15,215 | |
| 663500 | Chemicals & Safety | 2,000 | 2,000 | 0 | 0.00% | 851 | 2,200 | (200) | -9.09% | 2,982 | (982) | -32.93% | 1,386 | |
| 664000 | Small Tools and Equipment | 3,000 | 3,000 | 0 | 0.00% | 13,393 | 15,000 | (12,000) | -80.00% | 15,689 | (12,689) | -80.88% | 3,691 | |
| 665500 | Operating Furniture, Fixtures and Equipment | 4,000 | 4,000 | 0 | 0.00% | 0 | 4,000 | 0 | 0.00% | 3,851 | 149 | 3.87% | 2,049 | |
| 666500 | Uniforms | 10,000 | 10,000 | 0 | 0.00% | 3,353 | 8,300 | 1,700 | 20.48% | 8,468 | 1,532 | 18.09% | 8,308 | |
| 666000 | Firefighter Equipment | 24,500 | 3,200 | 21,300 | 665.63% | 0 | 3,000 | 21,500 | 716.67% | 3,093 | 21,407 | 692.11% | 0 | |
| 670000 | Dues & Memberships | 2,400 | 2,400 | 0 | 0.00% | 600 | 2,200 | 200 | 9.09% | 3,250 | (850) | -26.15% | 1,671 | |
| 671000 | Books & Publications | 500 | 500 | 0 | 0.00% | 234 | 480 | 20 | 4.17% | 444 | 56 | 12.61% | 131 | |
| | Total Services & Mat'ls. | 96,050 | 70,100 | 25,950 | 37.02% | 33,578 | 79,240 | 16,810 | 21.21% | 81,607 | 14,443 | 17.70% | 67,308 | |
| | Department Total | 1,837,258 | 1,476,860 | 360,398 | 24.40% | 379,339 | 1,131,905 | 705,353 | 62.32% | 1,211,120 | 626,138 | 51.70% | 1,341,361 | |

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Public Safety

**CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020**

JUSTIFICATION SCHEDULE

| | | | |
|-------|------------------------------------|-------------------|-------|
| _____ | Capital Improvement | | |
| _____ | Equipment and Small Capital Outlay | Fund | GARAA |
| _____ | Renewal and Replacement | Department Number | 90 |
| X | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|--------------------------|------------|
| GARAA | 4 Public Safety Officers | \$ 299,000 |

4 Public Safety Officer (67,300) slots to be filled as able and associated gear (4500).

As the fastest growing Small Hub airport in the nation AVL has had 80% growth in non stop destinations, 5 consecutive years of record breaking growth, and 62% passenger growth since 2013. This has caused an increase in calls for service, yet DPS staffing has remained the same since 2013. Since July 2018, AVL's enplanements have increased an average of 15.64% over the previous year and seats have increased 19.78%. This increase in passenger traffic also provides for an increase in calls for service to the Public Safety Department in the form of assisting passengers, medical responses, and traffic control.

4 PSO slots allows for one additional officer per shift.

| | |
|----------|-----------|
| Salaries | \$152,000 |
| Benefits | \$129,000 |
| Gear | \$18,000 |

NOTE:

TITLE:

HIRE DATE:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
FY2019/2020 PROJECTED CAPITAL CARRYOVER**

| Description | Amount Authorized | Estimated Spending Through 6/30/2019 | Estimated Balance to Carryover | FAA-AIP Entitlement | FAA-AIP Discretionary | NC DOT Grants | PFCs Currently Approved | Airport Funds |
|--|-------------------------|--------------------------------------|--------------------------------|---------------------|-----------------------|---------------|-------------------------|-----------------------|
| Airfield Redevelopment-Bid Package 4 (1) Snow Removal Equipment | 34,703,096 2,400,000 | 20,000,000 - | 14,703,096 2,400,000 | 1,825,000 | 200,000 | | 2,920,813 | 11,582,283 575,000 |
| TOTAL CARRYOVER | \$ 37,103,096 | \$ 20,000,000 | \$ 17,103,096 | \$ 1,825,000 | \$ 200,000 | \$ - | \$ 2,920,813 | \$ 12,157,283 |

(1) Represents current estimated amounts. Related contracts requiring Board approval will be presented to the Board before implementation.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
CAPITAL BUDGET
FISCAL YEAR 2019/2020**

| Description | Total | Funding Source | | | | |
|--|----------------------|-----------------------------|------------------------------|-----------------|-------------------------------|----------------------|
| | | FAA- AIP Entitlements | FAA- AIP Discretionary | NCDOT Grants | Currently Approved PFCs | Airport Funds |
| <u>Capital Improvements (1)</u> | | | | | | |
| Terminal Apron Expansion - South | \$ 10,664,537 | | | | | \$ 10,664,537 |
| Terminal Rehab/Expansion - Phase 1 | 25,000,000 | | | | | 25,000,000 |
| Total Capital Improvements | 35,664,537 | - | - | - | - | 35,664,537 |
| <u>Equipment and Small Capital Outlay</u> | | | | | | |
| | - | | | | | - |
| Total Equipment and Small Capital Outlay | - | \$ - | \$ - | \$ - | \$ - | - |
| <u>Renewal and Replacement</u> | | | | | | |
| Battery Backup - Public Safety Bldg | 30,000 | | | | | 30,000 |
| EASE PC Upgrade | 24,000 | | | | | 24,000 |
| Campus Structured Cabling | 30,000 | | | | | 30,000 |
| Tractor Replacement | 30,000 | | | | | 30,000 |
| Mower Replacement | 55,000 | | | | | 55,000 |
| Trailer Replacement | 6,500 | | | | | 6,500 |
| Floor Machines Replacement | 27,000 | | | | | 27,000 |
| Concrete/Sidewalk Repair | 25,000 | | | | | 25,000 |
| Vehicle Replacements | 80,048 | | | | | 80,048 |
| Roof Repair | 25,000 | | | | | 25,000 |
| SCBA Cylinder Replacements | 13,760 | | | | | 13,760 |
| Total Renewal and Replacement | 346,308 | - | - | - | - | 346,308 |
| Total | \$ 36,010,845 | \$ - | \$ - | \$ - | \$ - | \$ 36,010,845 |

(1) All purchases of Capital Improvements will be presented to the Authority Board for final approval before implementation unless otherwise authorized by the Authority Board.

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Development

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|-------------------------------------|------------------------------------|-------------------|-------|
| <input checked="" type="checkbox"/> | Capital Improvement | Fund | GARAA |
| <input type="checkbox"/> | Equipment and Small Capital Outlay | Department Number | 20 |
| <input type="checkbox"/> | Renewal and Replacement | | |
| <input type="checkbox"/> | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|--------------------------------|--------------|
| GARAA | Terminal Apron Expansion South | \$10,664,537 |

Design and construction of the south expansion of the air carrier terminal apron to support additional RON parking of commercial aircraft, and in preparation for terminal building and gate expansion.

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Development

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|-------------------------------------|------------------------------------|-------------------|-------|
| <input checked="" type="checkbox"/> | Capital Improvement | Fund | GARAA |
| <input type="checkbox"/> | Equipment and Small Capital Outlay | Department Number | 20 |
| <input type="checkbox"/> | Renewal and Replacement | | |
| <input type="checkbox"/> | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|------------------------------|--------------|
| GARAA | Terminal Rehab/Expansion Ph1 | \$25,000,000 |

Phase 1 design and construction of the re-habilitation and expansion of the terminal building to support current needs and continuing growth.

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Information Technology

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|-------|------------------------------------|-------------------|-------|
| <hr/> | Capital Improvement | | |
| <hr/> | Equipment and Small Capital Outlay | Fund | GARAA |
| <hr/> | X Renewal and Replacement | Department Number | 60 |
| <hr/> | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|----------------|----------|
| GARAA | Battery Backup | \$30,000 |

The Public Safety Building houses Police, Fire, and Airport Communications. This building also serves as the Airports EOC during an emergency. While the building is equipped with a backup generator, the generator is only started in the event of a complete loss of power. Staff consistently experiences power interruptions during inclement weather causing many of their critical systems to reboot and / or become unavailable. It is the recommendation of the IT Department to install a single 15kVA battery backup unit to provide uninterrupted power to the Airports Communication Center, EOC and IT Communication Closet

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Information Technology

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|-------------------------------------|------------------------------------|-------------------|-------|
| <input type="checkbox"/> | Capital Improvement | | |
| <input type="checkbox"/> | Equipment and Small Capital Outlay | Fund | GARAA |
| <input checked="" type="checkbox"/> | Renewal and Replacement | Department Number | 60 |
| <input type="checkbox"/> | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|-----------------|----------|
| GARAA | EASE PC Upgrade | \$24,000 |

The Airports Common Use Network (EASE) consist of 18 client workstations utilized by the Airlines for passenger processing. These workstations are outdated and reaching the end of their useful life. In addition, the computers are currently operating on Microsoft Windows 7 which will no longer be supported on January 14, 2020. It is the recommendation of the IT Department to replace these computers to improve performance and support future releases of the Common Use software.

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Information Technology

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|--------------|------------------------------------|-------------------|-------|
| _____ | Capital Improvement | | |
| _____ | Equipment and Small Capital Outlay | Fund | GARAA |
| <u> X </u> | Renewal and Replacement | Department Number | 60 |
| _____ | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|---------------------------|----------|
| GARAA | Campus Structured Cabling | \$30,000 |

The fiberoptic and copper network cabling across the campus is unstructured, outdated and extremely difficult to manage. This cabling serves a critical role as it provides voice and data connectivity for all staff, tenants and customers. It is the recommendation of the Information Technology Department to continue remediation and expansion of our fiberoptic and copper infrastructure to improve performance, redundancy, response times and scale for future growth.

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Operations

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|-------------------------------------|------------------------------------|-------------------|-------|
| <input type="checkbox"/> | Capital Improvement | | |
| <input type="checkbox"/> | Equipment and Small Capital Outlay | Fund | GARAA |
| <input checked="" type="checkbox"/> | Renewal and Replacement | Department Number | 80 |
| <input type="checkbox"/> | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|---------------------|----------|
| GARAA | Tractor Replacement | \$30,000 |

Airport Maintenance is requesting replacement of the 2005 Ventrac tractor. This piece of equipment has reached its useful life and requires extensive maintenance to keep operational for its year-round use. This tractor is used for summer and winter operations both airside and landside.

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Operations

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|--------------|------------------------------------|-------------------|---------------|
| _____ | Capital Improvement | | |
| _____ | Equipment and Small Capital Outlay | Fund | GARAA |
| <u> X </u> | Renewal and Replacement | Department Number | <u> 80 </u> |
| _____ | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|-------------------|-----------|
| GARAA | Mower Replacement | \$ 55,000 |

Airport Maintenance is requesting to replace the 1999 Kubota mid-size tractor and rotary cutting deck. This piece of equipment has reached its useful life due to age and the extensive maintenance that is required to keep it operational for its year-round use. The equipment is not only used for landscaping , but also during snow removal operations, both airside and landside.

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Operations

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|-------------------------------------|------------------------------------|-------------------|-------|
| <input type="checkbox"/> | Capital Improvement | | |
| <input type="checkbox"/> | Equipment and Small Capital Outlay | Fund | GARAA |
| <input checked="" type="checkbox"/> | Renewal and Replacement | Department Number | 80 |
| <input type="checkbox"/> | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|---------------------|----------|
| GARAA | Trailer Replacement | \$ 6,500 |

Airport Maintenance is requesting to replace the existing Anderson Trailer with a new Hawke Hydraulic lift trailer. The Anderson Trailer can only haul a few select pieces of equipment. A new trailer will allow for hauling of any airport equipment that does not exceed 14,000 pounds. This piece of equipment is necessary to haul the scissor lift to other areas on the airport as well as other equipment for landscaping needs, airfield painting equipment and supplies, and miscellaneous material that may need to be hauled.

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Operations

**CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020**

JUSTIFICATION SCHEDULE

| | | | |
|-------------------------------------|------------------------------------|-------------------|-----------|
| <input type="checkbox"/> | Capital Improvement | | |
| <input type="checkbox"/> | Equipment and Small Capital Outlay | Fund | GARAA |
| <input checked="" type="checkbox"/> | Renewal and Replacement | Department Number | 80 |
| <input type="checkbox"/> | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|---------------------------|-----------|
| GARAA | Floor Machine Replacement | \$ 27,000 |

Custodial Department is requesting to replace the 2008 Tennant Floor Scrubbing Machine. The existing machine has reached its useful life and requires extensive maintenance to keep it running. This machine is used to maintain all flooring, except carpet areas. A new Tennant T600/T600e is requested to replace the existing machine at a cost of \$13,500.

Custodial Department is requesting to replace the 2008 Tennant Carpet Cleaning Machine. The existing machine has reached its useful life and requires extensive maintenance to keep it running. This machine is used to maintain the floor areas that have carpet. A new Tennant 1610 Dual Mode Extractor is requested at a cost of \$13,500.

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Operations

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|-------------------------------------|------------------------------------|-------------------|-------|
| <input type="checkbox"/> | Capital Improvement | | |
| <input type="checkbox"/> | Equipment and Small Capital Outlay | Fund | GARAA |
| <input checked="" type="checkbox"/> | Renewal and Replacement | Department Number | 80 |
| <input type="checkbox"/> | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|--------------------------|-----------|
| GARAA | Concrete/Sidewalk Repair | \$ 25,000 |

There are several roadway and sidewalk areas around the airport campus in need of repair. Airport Maintenance can replace many of the smaller areas but the larger concrete sections, especially around the terminal, would be requested to be replaced by an outside contractor. Maintenance is requesting \$25,000.00 to complete these necessary repairs.

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT**

Operations

**CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020**

JUSTIFICATION SCHEDULE

| | | | |
|-------------------------------------|------------------------------------|-------------------|-------|
| <input type="checkbox"/> | Capital Improvement | | |
| <input type="checkbox"/> | Equipment and Small Capital Outlay | Fund | GARAA |
| <input checked="" type="checkbox"/> | Renewal and Replacement | Department Number | 80 |
| <input type="checkbox"/> | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|---------------------|-----------|
| GARAA | Vehicle Replacement | \$ 80,048 |

Department of Public Safety is requesting to replace Unit #6, 2015 Ford Expedition, which is used as the Command Vehicle for Police and Fire Emergency Services. Airport cost is \$44,820.00 less \$21,000.00 trade value for the 2015 Ford Expedition. Total cost would be \$23,820.00.

Airport Administration is requesting to replace Unit #4, 2013 Ford Explorer, to conform with the vehicle replacement policy. This vehicle is used as the Airport Pool Vehicle for all departments. Airport cost is \$31,975.00, less \$10,000.00 trade for the 2013 Ford Explorer. Total cost for this vehicle would be \$21,975.00.

Airport Development is requesting to replace Unit #2, 2007 Ford Expedition, to conform with the vehicle replacement policy. This vehicle is used by the Development Department. Airport cost is \$44,820.00, less \$10,567.00 trade value. Total cost for this vehicle would be \$34,253.00.

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Operations

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|-------------------------------------|------------------------------------|-------------------|-------|
| <input type="checkbox"/> | Capital Improvement | | |
| <input type="checkbox"/> | Equipment and Small Capital Outlay | Fund | GARAA |
| <input checked="" type="checkbox"/> | Renewal and Replacement | Department Number | 80 |
| <input type="checkbox"/> | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|-------------|-----------|
| GARAA | Roof Repair | \$ 25,000 |

Many sections of the terminal roof area needs maintenance, especially around the tower section. Airport Maintenance is requesting \$25,000 for an outside contractor to patch roof areas.

NOTE: If this request relates to recently approved personnel, please complete the following:

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT

Public Safety

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2019-2020

JUSTIFICATION SCHEDULE

| | | | |
|--------------|------------------------------------|-------------------|-------|
| _____ | Capital Improvement | | |
| _____ | Equipment and Small Capital Outlay | Fund | GARAA |
| <u> X </u> | Renewal and Replacement | Department Number | 90 |
| _____ | Personnel Request | | |

DESCRIPTION & JUSTIFICATION

| Fund | Description | Amount |
|-------|----------------------------|-----------|
| GARAA | SCBA Cylinder Replacements | \$ 13,760 |

Phase 2 of 2 to replace end of life SCBA cylinders. Purchase of 16, 4500 psi Scott SCBA bottles at 860.00 each.

NOTE:

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ESTIMATED CASH & INVESTMENT BALANCE
As of June 30, 2020

| | | Amount |
|--|--------------|--------------------------|
| Estimated Cash & Investment Balance at June 30, 2019 | | \$ 38,000,000 |
| Plus: Net Operating & Investment Revenues | | 2,582,556 |
| Less Other Costs: | | |
| Business Development Costs | (300,000) | |
| Contingency | (100,000) | |
| Debt Service | (1,685,074) | (2,085,074) |
| Plus Non-Operating Revenues: | | |
| Passenger Facility Charges | 2,250,000 | |
| Customer Facility Charges | 1,600,000 | 3,850,000 |
| Plus Capital Contributions: | | |
| Federal Grants - AIP Entitlements | 1,825,000 | |
| Federal Grants - AIP Discretionary Funds | 200,000 | |
| NC DOT Grants | - | 2,025,000 |
| Less Capital Costs: | | |
| Capital Improvements | (35,664,537) | |
| Equipment and Small Capital Outlay Fund | - | |
| Renewal and Replacements | (346,308) | |
| Carryover Projects From FY2018 | (17,103,096) | (53,113,941) |
| Estimated Cash & Investment Balance at June 30, 2020 | | (8,741,459) |
| Estimated Restricted Cash at June 30, 2020 | | 500,000 |
| <u>Reserves:</u> | | |
| Operations & Maintenance Reserve (6 Months) | | 5,201,092 |
| Emergency Repair Reserve | | 650,000 |
| Estimated Unrestricted Undesignated Cash & Investments at June 30, 2020 | | \$ (15,092,551) * |

* Deficit cash balance is a result of projected expenditures for the terminal rehabilitation and expansion in the amount of \$25,000,000. At this time, staff has not confirmed funding sources for this project, but anticipate bond funding as well as federal and state grant funding. Once funding sources are determined, the estimated cash balance at June 30, 2020 will be revised to reflect a positive balance.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
SUPPLEMENTAL FEES AND CHARGES
FY 2019/2020 ANNUAL BUDGET**

| | FY 2018/2019 | | | FY 2019/2020 | | |
|---|--------------|--------|-------------|----------------------|--------------|-------------|
| | Current Fees | | | Proposed Fees | | |
| | Cost | | Per | Cost | | Per |
| <u>Maintenance</u> | | | | | | |
| Scissor Lift | \$ | 100.00 | day | \$ | 100.00 | day |
| Large ADA Ramp Rental | \$ | 100.00 | use | \$ | 100.00 | use |
| Air Stair Rental | \$ | 100.00 | use | \$ | 100.00 | use |
| Volvo Wheel Loader | \$ | 150.00 | use | \$ | 150.00 | use |
| Fork-lift | \$ | 100.00 | use | \$ | 100.00 | use |
| Pallet Jack | \$ | 50.00 | use | \$ | 50.00 | use |
| Tenant Sweeper | \$ | 125.00 | hour | \$ | 125.00 | hour |
| Service Truck | \$ | 50.00 | hour | \$ | 50.00 | hour |
| Backhoe | \$ | 100.00 | hour | \$ | 100.00 | hour |
| Lighted X | \$ | 200.00 | day | \$ | 200.00 | day |
| Light Tower | \$ | 150.00 | day | \$ | 150.00 | day |
| Paint Stripper | \$ | 100.00 | hour | \$ | 100.00 | hour |
| Large Aircraft Removal Dolly | \$ | 200.00 | day | \$ | 200.00 | day |
| Small Aircraft Removal Dolly | \$ | 100.00 | day | \$ | 100.00 | day |
| Aircraft Jack | \$ | 100.00 | use | \$ | 100.00 | use |
| Cores | \$ | 40.00 | each | \$ | 40.00 | each |
| Keys | \$ | 12.00 | each | \$ | 12.00 | each |
| Large Dump Truck | \$ | 200.00 | hour | \$ | 200.00 | hour |
| Small Broom | \$ | 200.00 | hour | \$ | 200.00 | hour |
| Large Broom | \$ | 300.00 | hour | \$ | 300.00 | hour |
| Pressure Washer | \$ | 125.00 | hour | \$ | 125.00 | hour |
| Maintenance Labor Rate (1) | \$ | 45.00 | hour | \$ | 45.00 | hour |
| Security Escort Rate (1) | \$ | 45.00 | hour | \$ | 45.00 | hour |
| <u>Department of Public Safety</u> | | | | | | |
| ARFF Apparatus for 1500 gal. or greater | \$ | 250.00 | hour | \$ | 250.00 | hour |
| ARFF Apparatus for less than 1500 gal. | \$ | 150.00 | hour | \$ | 150.00 | hour |
| Command, Police, and Ops support vehicles | \$ | 100.00 | hour | \$ | 100.00 | hour |
| Aircraft recover dolly | \$ | 150.00 | day | \$ | 150.00 | day |
| Maintenance Labor Rate (1) | \$ | 45.00 | hour | \$ | 45.00 | hour |
| Mutual Aid Agencies collected on their behalf | | | as incurred | | | as incurred |
| Replacement charges for AVL equipment/supplies | | | as incurred | | | as incurred |
| <u>Information Technology (IT) Department</u> | | | | | | |
| IT Labor Rate - Non-Network (1) | \$ | 40.00 | hour | \$ | 60.00 | hour |
| IT Labor Rate - Network Related (1) | \$ | 60.00 | hour | \$ | 80.00 | hour |
| Cable Television (CATV) Signal Transport Fee | \$ | 10.00 | month | \$ 10.00 | month | |
| Cable Television 150+ Channels (2 & 3) | \$ | 45.00 | month | \$ 45.00 | month | |
| Dark Fiber per strand per 0-1000 ft | \$ | 20.00 | month | \$ | 20.00 | month |
| Dark Fiber per strand per 0-2000 ft | \$ | 22.00 | month | \$ | 22.00 | month |
| Dark Fiber per strand per 0-3000 ft | \$ | 24.00 | month | \$ | 24.00 | month |
| WiFi & SSID (required for WiFi Access) (2) | \$ | 70.00 | month | \$ 70.00 | month | |
| Internet Bandwidth Not Dedicated (2 MB) (2) | \$ | 50.00 | month | \$ 50.00 | month | |
| Internet Bandwidth Not Dedicated (5 MB) (2) | \$ | 70.00 | month | \$ 70.00 | month | |
| Internet Bandwidth Not Dedicated (10 MB) (2) | \$ | 125.00 | month | \$ 125.00 | month | |
| Internet Bandwidth Not Dedicated (15 MB) (2) | \$ | 170.00 | month | \$ 170.00 | month | |
| Internet Bandwidth Not Dedicated (20 MB) (2) | \$ | 200.00 | month | \$ 200.00 | month | |
| Telephone Service - Per Telephone Number | \$ | 50.00 | month | \$ | 50.00 | month |
| Fax Service - Per Fax Machine/Phone Number | \$ | 22.13 | month | \$ | 22.13 | month |
| Cisco IP Phone - Model 7911G | \$ | 5.67 | month | \$ | 5.67 | month |
| Cisco IP Phone - Model 7945G | \$ | 11.57 | month | \$ | 11.57 | month |
| Cisco 1 Port Analog Line Converter-ATA186 | \$ | 4.86 | month | \$ | 4.86 | month |
| Cisco 2 Port Analog Line Converter-VG202 | \$ | 22.13 | month | \$ | 22.13 | month |
| AirIT Shared Use Network Charge - Per Airline | \$ | 50.00 | month | \$ | 50.00 | month |

Notes:

- (1) One Hour Minimum, Minimum of 3 hours charged after regular business hours.
- (2) Add \$120 for 2 hours of IT Labor for Setup & Configuration. Fees may be reduced when bundled with other services.
- (3) Add additional upgrades at cost.

| Identification Badge Fees and Charges | FY 2018/2019 Current Fees | | FY 2019/2020 Proposed Fees | |
|--|--------------------------------------|------------|---------------------------------------|------------|
| | Cost | Per | Cost | Per |
| Initial Badge Issuance | | | | |
| SIDA Badge | \$ 70.00 | | \$ 70.00 | |
| Non-SIDA Badge | \$ 37.00 | | \$ 37.00 | |
| Renewal of Badge | | | | |
| SIDA Badge | \$ 70.00 | | \$ 70.00 | |
| Non-SIDA Badge | \$ 37.00 | | \$ 37.00 | |
| Lost Badge Replacement | | | | |
| SIDA Badge (4) | \$ 85.00 / \$ 100.00 | | \$ 85.00 / \$ 100.00 | |
| Non-SIDA Badge (5) | \$ 60.00 / \$ 75.00 | | \$ 60.00 / \$ 75.00 | |
| Damaged Badge | | | | |
| SIDA Badge (6) | \$ 37.00 / \$ 45.00 | | \$ 37.00 / \$ 45.00 | |
| Non-SIDA Badge (6) | \$ 37.00 / \$ 45.00 | | \$ 37.00 / \$ 45.00 | |
| Security Escort Training | \$ 25.00 | | \$ 40.00 | |
| Lock-out Service (7) | \$ 25.00 | | \$ 40.00 | |

Notes:

- (4) \$85.00 for the first replacement badge, \$100.00 for the second replacement badge.
- (5) \$60.00 for the first replacement badge, \$75.00 for the second replacement badge.
- (6) \$37.00 for a damaged badge, \$45.00 if badge damaged due to negligence.
- (7) \$25.00 Lock-out Service Charge applies after the first 2 free service calls.

Parking

| | | | | |
|---|----------------|-------------|----------------|-------------|
| Long term – Surface Lot Daily | \$ 2.00 | hour | \$ 2.00 | hour |
| | \$ 9.00 | day | \$ 9.00 | day |
| | \$ 54.00 | week | \$ 54.00 | week |
| Parking Garage | \$ 2.00 | hour | \$ 2.00 | hour |
| | \$ 12.00 | day | \$ 12.00 | day |
| | \$ 72.00 | week | \$ 72.00 | week |
| Short term Hourly | \$ 1.00 | 1/2 hour | \$ 1.00 | 1/2 hour |
| | \$ 20.00 | day | \$ 25.00 | day |
| Employee Parking Rate | \$ 60 / \$50 | new/renewal | \$ 60 / \$50 | new/renewal |
| Commuter Parking Rate | \$ 290 / \$275 | new/renewal | \$ 290 / \$275 | new/renewal |
| Non-Tenant Aviation Commuter | \$ 900.00 | annual | \$ 900.00 | annual |
| Fines | up to \$1,000 | day | up to \$1,000 | day |

Ground Transportation

| | | | | |
|---|-------------|------------------|-------------|------------------|
| Charter Bus Company (8) | \$ 4,000.00 | annual | \$ 4,000.00 | annual |
| Airport Ground Transportation Permit (9) | \$ 50.00 | annual | \$ 50.00 | annual |
| Airport Ground Transportation Pick-up Fee (9) | \$ 2.50 | per trip | \$ 2.50 | per trip |
| Transp. Network Company (TNC) Pick-up Fee | \$ 2.50 | per trip | \$ 2.50 | per trip |
| Transp. Network Company (TNC) Drop-off Fee | \$ 0.50 | per trip | \$ 0.50 | per trip |
| Off-Airport Rental Car Fee | 7.50% | of gross revenue | 7.50% | of gross revenue |

Notes:

- (8) Companies with a vehicle fleet inclusive of a minimum of 5 charter coach vehicles with seating capacity greater than 20 seats.
- (9) All Ground Transportation operators except TNCs and charter bus companies



MEMORANDUM

TO: Members of the Airport Authority
FROM: Lew Bleiweis, A.A.E., Executive Director
DATE: March 8, 2019

ITEM DESCRIPTION – Information Section Item A

January, 2019 Traffic Report – Asheville Regional Airport

SUMMARY

January, 2019 overall passenger traffic numbers were up 36.0% compared to the same period last year. Passenger traffic numbers reflect a 37.0% increase in passenger enplanements from January, 2018. Enplanements for Fiscal Year to Date total 372,781 which is an 19.2% increase over the same period last year.

AIRLINE PERFORMANCE

Allegiant Airlines: Year over Year passenger enplanements for Allegiant in January 2019 were up by 60.6%. There were no flight cancellations for the month.

American Airlines: American's January 2019 passenger enplanements represent a 30.7% increase over the same period last year. There were three (3) flight cancellations for the month.

Delta Airlines: Delta's January 2019 enplanements increased by 7.2% compared to January 2017. There were no flight cancellations for the month.

United Airlines: In January 2019, United Airlines saw a decrease in enplanements by 31.6% over the same period last year. There were no flight cancellations for the month.

Monthly Traffic Report

Asheville Regional Airport

January 2019



| Category | Jan 2019 | Jan 2018 | Percentage Change | *CYTD-2019 | *CYTD-2018 | Percentage Change | *MOV12-2019 | *MOV12-2018 | Percentage Change |
|----------------------------|----------------|----------------|-------------------|----------------|----------------|-------------------|------------------|------------------|-------------------|
| Passenger Traffic | | | | | | | | | |
| Enplaned | 45,770 | 33,414 | 37.0% | 45,770 | 33,414 | 37.0% | 580,532 | 485,205 | 19.6% |
| Deplaned | <u>42,531</u> | <u>31,517</u> | 34.9% | <u>42,531</u> | <u>31,517</u> | 34.9% | <u>577,406</u> | <u>486,422</u> | 18.7% |
| Total | 88,301 | 64,931 | 36.0% | 88,301 | 64,931 | 36.0% | 1,157,938 | 971,627 | 19.2% |
| Aircraft Operations | | | | | | | | | |
| Airlines | 737 | 594 | 24.1% | 737 | 594 | 24.1% | 9,373 | 7,903 | 18.6% |
| Commuter/ Air Taxi | <u>582</u> | <u>517</u> | 12.6% | 582 | 517 | 12.6% | 10,205 | 10,992 | -7.2% |
| Subtotal | <u>1,319</u> | <u>1,111</u> | 18.7% | <u>1,319</u> | <u>1,111</u> | 18.7% | <u>19,578</u> | <u>18,895</u> | 3.6% |
| General Aviation | 2,940 | 2,578 | 14.0% | 2,940 | 2,578 | 14.0% | 39,093 | 42,974 | -9.0% |
| Military | <u>178</u> | <u>194</u> | -8.2% | <u>178</u> | <u>194</u> | -8.2% | <u>3,181</u> | <u>4,580</u> | -30.5% |
| Subtotal | <u>3,118</u> | <u>2,772</u> | 12.5% | <u>3,118</u> | <u>2,772</u> | 12.5% | <u>42,274</u> | <u>47,554</u> | -11.1% |
| Total | 4,437 | 3,883 | 14.3% | 4,437 | 3,883 | 14.3% | 61,852 | 66,449 | -6.9% |
| Fuel Gallons | | | | | | | | | |
| 100LL | 8,548 | 8,702 | -1.8% | 8,548 | 8,702 | -1.8% | 163,293 | 163,522 | -0.1% |
| Jet A (GA) | 37,277 | 67,162 | -44.5% | 37,277 | 67,162 | -44.5% | 1,428,062 | 1,435,200 | -0.5% |
| Subtotal | <u>45,825</u> | <u>75,864</u> | -39.6% | <u>45,825</u> | <u>75,864</u> | -39.6% | <u>1,591,355</u> | <u>1,598,722</u> | -0.5% |
| Jet A (A/L) | <u>385,202</u> | <u>288,721</u> | 33.4% | <u>385,202</u> | <u>288,721</u> | 33.4% | <u>4,454,430</u> | <u>3,674,179</u> | 21.2% |
| Total | 431,027 | 364,585 | 18.2% | 431,027 | 364,585 | 18.2% | 6,045,785 | 5,272,901 | 14.7% |

*CYTD = Calendar Year to Date and *Mov12 = Moving Twelve Months.

Friday, March 1, 2019

Airline Enplanements, Seats, and Load Factors

Asheville Regional Airport

January 2019



| | Jan 2019 | Jan 2018 | Percentage Change | *CYTD-2019 | *CYTD-2018 | Percentage Change |
|--------------------------|----------|----------|-------------------|------------|------------|-------------------|
| Allegiant Air | | | | | | |
| Enplanements | 17,894 | 11,141 | 60.6% | 17,894 | 11,141 | 60.6% |
| Seats | 24,570 | 14,514 | 69.3% | 24,570 | 14,514 | 69.3% |
| Load Factor | 72.8% | 76.8% | -5.1% | 72.8% | 76.8% | -5.1% |
| American Airlines | | | | | | |
| Enplanements | 10,194 | 7,800 | 30.7% | 10,194 | 7,800 | 30.7% |
| Seats | 12,422 | 10,074 | 23.3% | 12,422 | 10,074 | 23.3% |
| Load Factor | 82.1% | 77.4% | 6.0% | 82.1% | 77.4% | 6.0% |
| Delta Air Lines | | | | | | |
| Enplanements | 10,404 | 9,707 | 7.2% | 10,404 | 9,707 | 7.2% |
| Seats | 12,057 | 11,326 | 6.5% | 12,057 | 11,326 | 6.5% |
| Load Factor | 86.3% | 85.7% | 0.7% | 86.3% | 85.7% | 0.7% |
| Spirit Airlines | | | | | | |
| Enplanements | 4,020 | 0 | #Div/0! | 4,020 | 0 | #Div/0! |
| Seats | 6,916 | 0 | #Div/0! | 6,916 | 0 | #Div/0! |
| Load Factor | 58.1% | #Num! | #Type! | 58.1% | #Num! | #Type! |
| United Airlines | | | | | | |
| Enplanements | 3,258 | 4,766 | -31.6% | 3,258 | 4,766 | -31.6% |
| Seats | 4,300 | 6,658 | -35.4% | 4,300 | 6,658 | -35.4% |
| Load Factor | 75.8% | 71.6% | 5.8% | 75.8% | 71.6% | 5.8% |
| Totals | | | | | | |
| Enplanements | 45,770 | 33,414 | 37.0% | 45,770 | 33,414 | 37.0% |
| Seats | 60,265 | 42,572 | 41.6% | 60,265 | 42,572 | 41.6% |
| Load Factor | 75.9% | 78.5% | -3.2% | 75.9% | 78.5% | -3.2% |

Friday, March 1, 2019

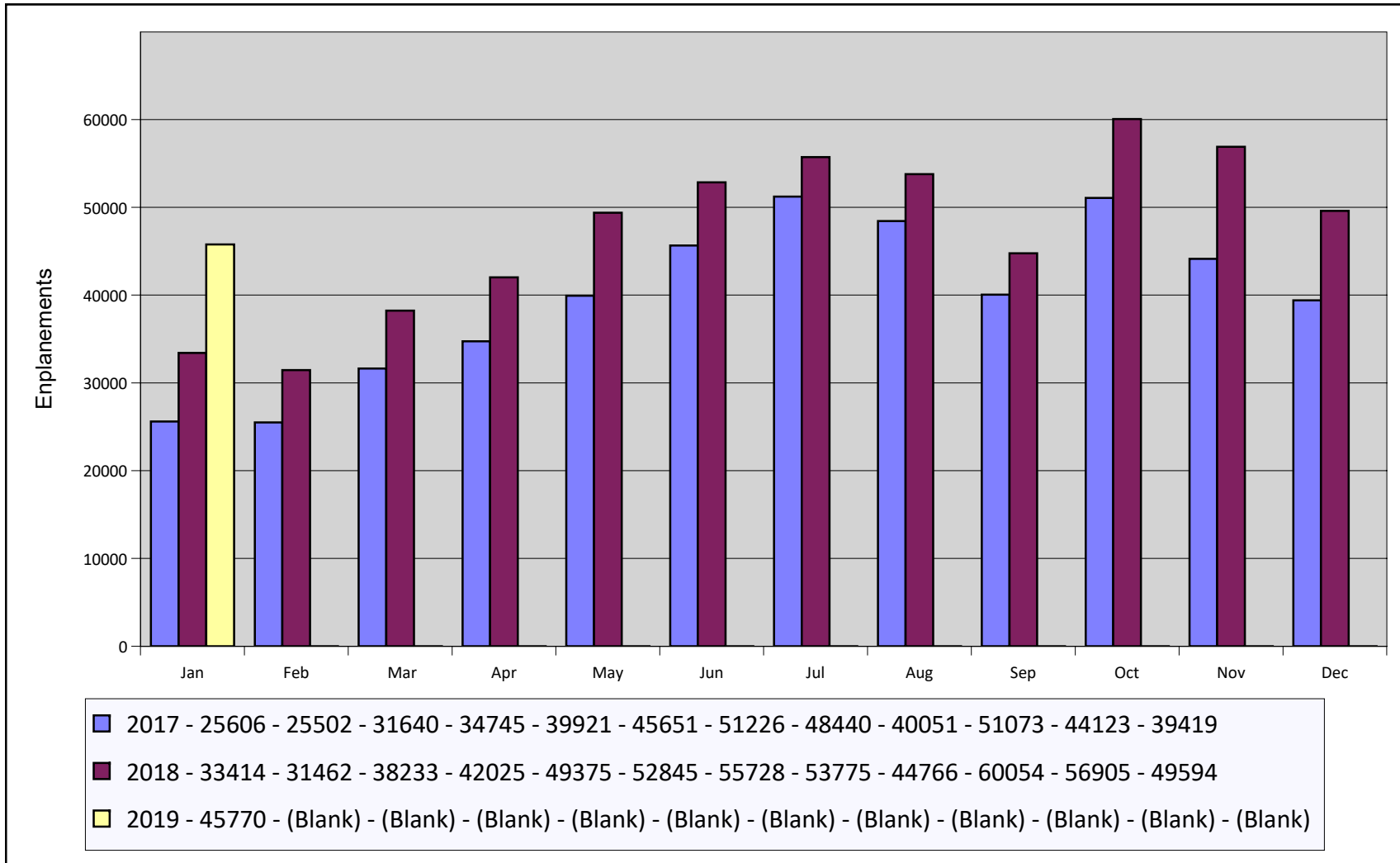
*CTYD = Calendar Year to Date and *Mov12 = Moving Twelve Months.

Airline Flight Completions Asheville Regional Airport January 2019

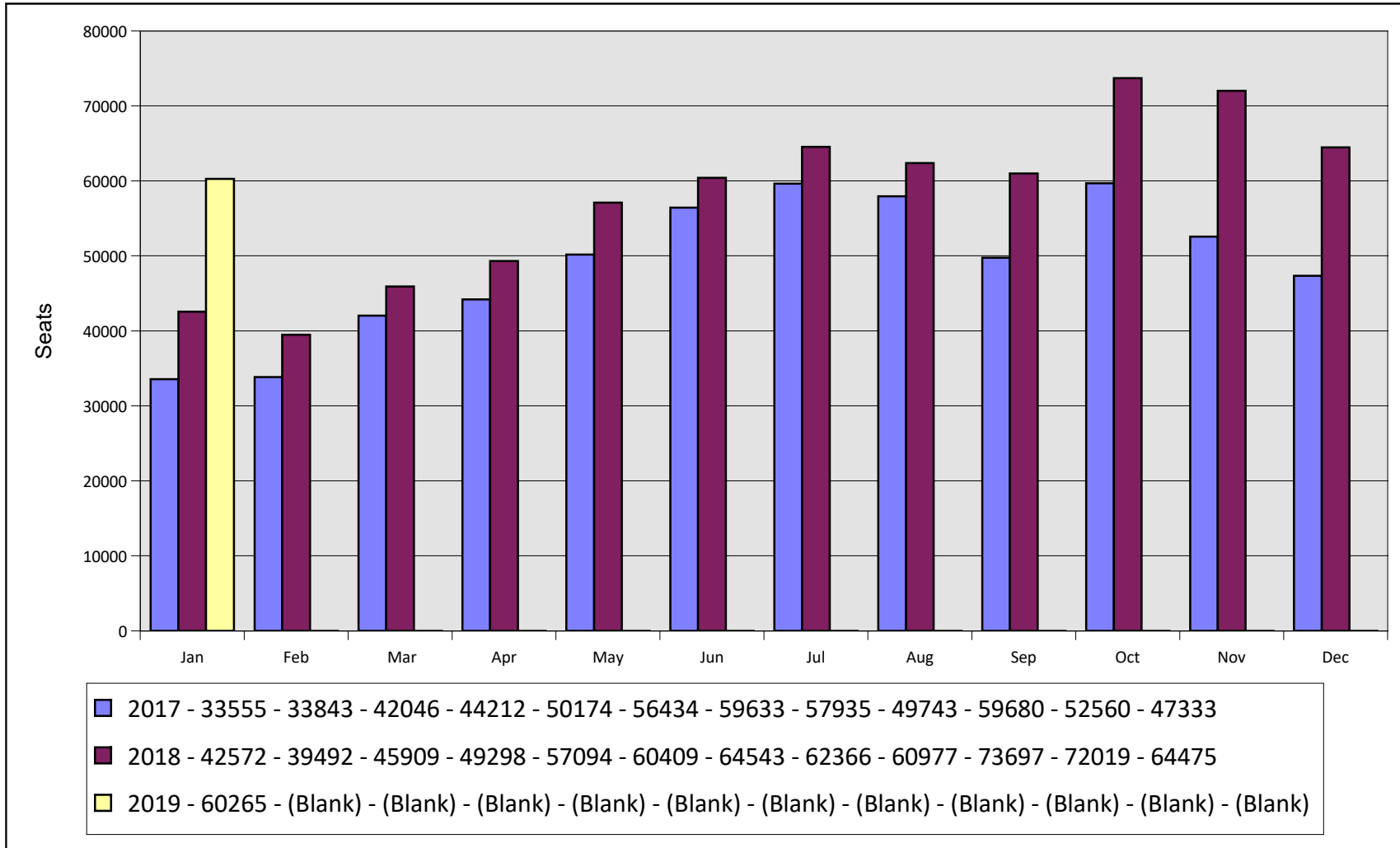


| Airline | Scheduled Flights | Field | Cancellations Due To | | | Total Cancellations | Percentage of Completed Flights |
|-------------------|-------------------|----------|----------------------|----------|----------|---------------------|---------------------------------|
| | | | Mechanical | Weather | Other | | |
| Allegiant Air | 139 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| American Airlines | 184 | 0 | 0 | 3 | 0 | 3 | 98.4% |
| Delta Air Lines | 194 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Spirit Airlines | 38 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| United Airlines | 83 | 0 | 0 | 0 | 0 | 0 | 100.0% |
| Total | 638 | 0 | 0 | 3 | 0 | 3 | 99.5% |

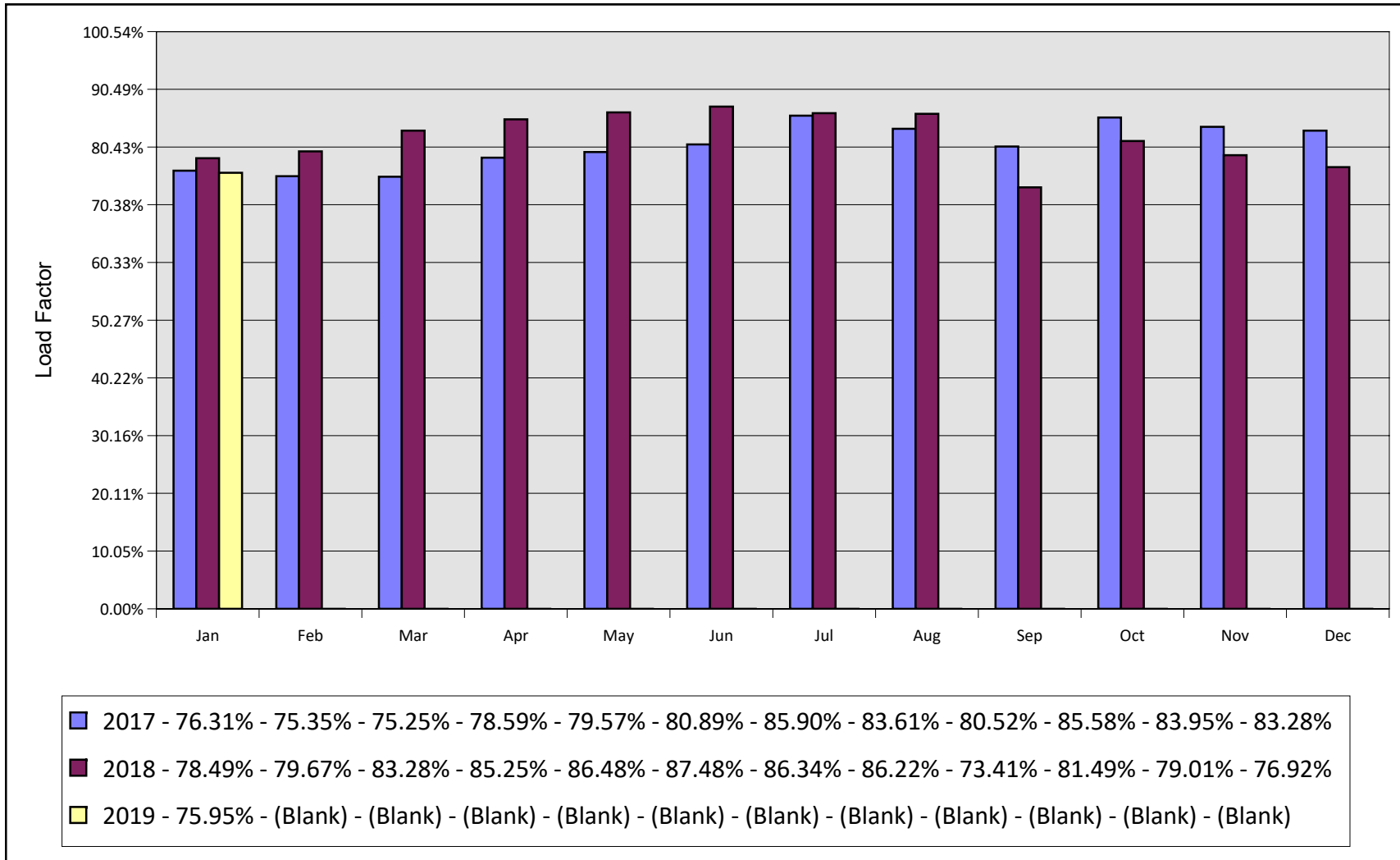
Monthly Enplanements By Year Asheville Regional Airport



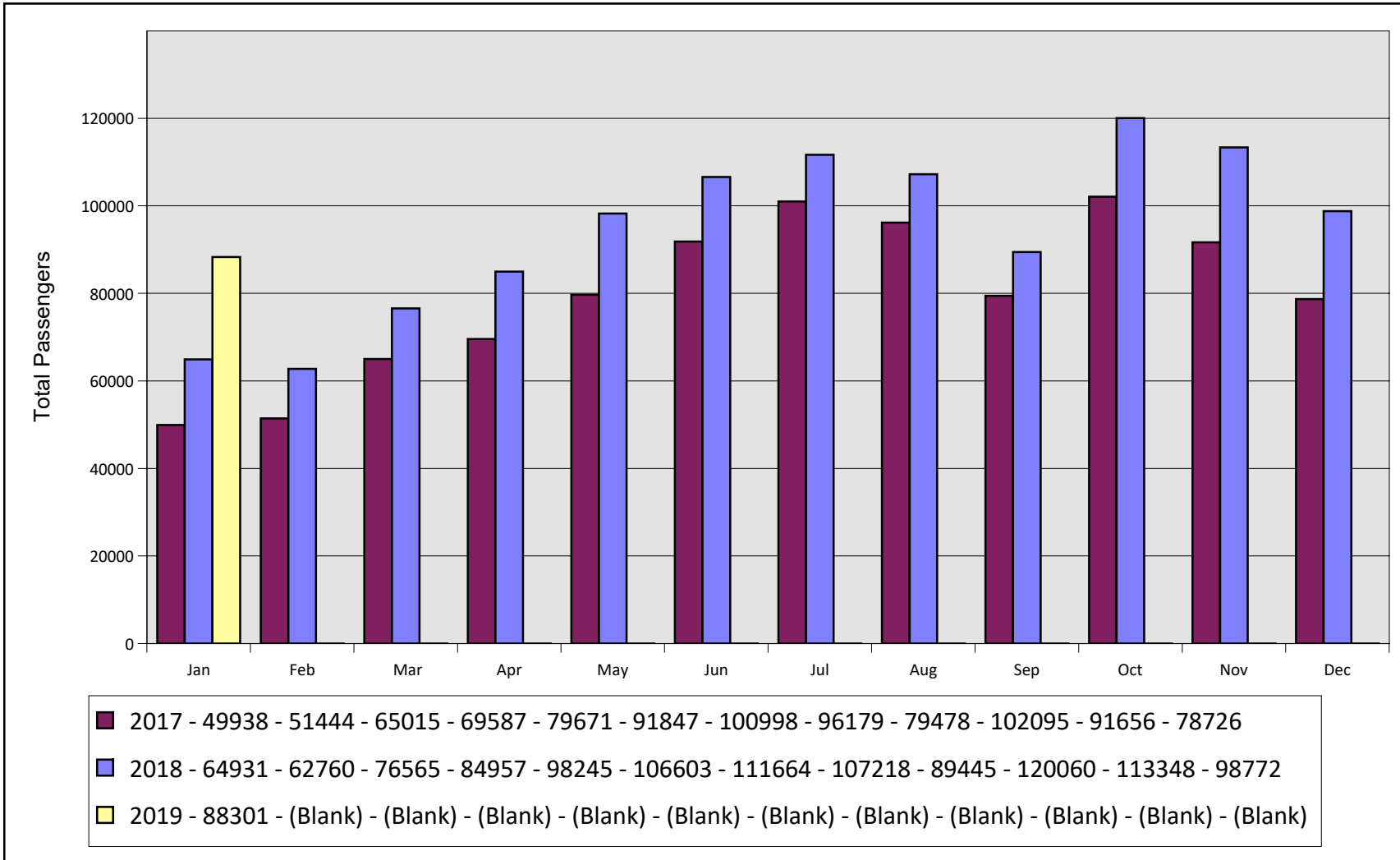
Monthly Seats By Year Asheville Regional Airport



Monthly Load Factors By Year Asheville Regional Airport

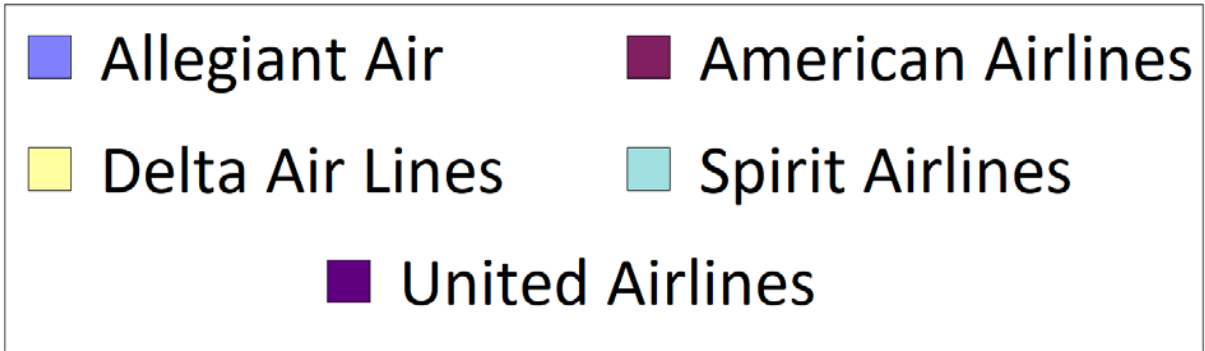
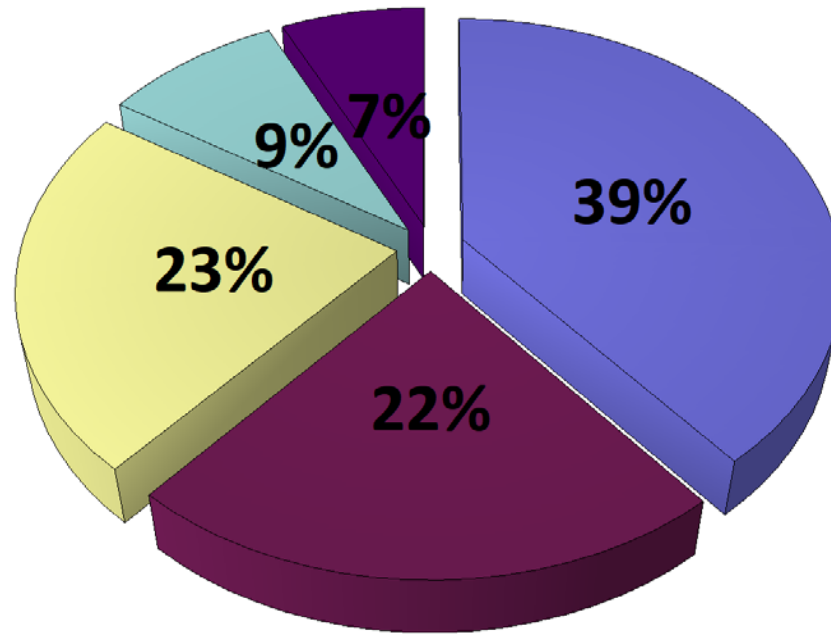


Total Monthly Passengers By Year Asheville Regional Airport



Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From January 2019 Through January 2019



April 2019 vs. April 2018

| Travel Period | | | Apr-19 | | Apr-18 | | Diff | | Percent Diff | |
|---------------|------|------|------------|---------------|------------|---------------|-----------|---------------|--------------|--------------|
| Mkt AI | Orig | Dest | Ops/Week | Seats | Ops/Week | Seats | Ops/Week | Seats | Ops/Week | Seats |
| 7Q | AVL | VRB | 0 | 0 | 2 | 94 | (2) | (94) | (100.0%) | (100.0%) |
| 7Q | VRB | AVL | 0 | 0 | 2 | 94 | (2) | (94) | (100.0%) | (100.0%) |
| AA | AVL | CLT | 49 | 3,339 | 42 | 2,553 | 7 | 786 | 16.7% | 30.8% |
| AA | AVL | CLT | 49 | 3,339 | 42 | 2,553 | 7 | 786 | 16.7% | 30.8% |
| DL | ATL | AVL | 47 | 3,368 | 47 | 3,351 | 0 | 17 | 0.0% | 0.50% |
| DL | AVL | ATL | 47 | 3,394 | 47 | 3,351 | 0 | 43 | 0.0% | 1.3% |
| G4 | AVL | BWI | 2 | 354 | 2 | 354 | 0 | 0 | 0.0% | 0.0% |
| G4 | BWI | AVL | 2 | 354 | 2 | 354 | 0 | 0 | 0.0% | 0.0% |
| G4 | AVL | DEN | 2 | 354 | 0 | 0 | 2 | 354 | - | - |
| G4 | DEN | AVL | 2 | 354 | 0 | 0 | 2 | 354 | - | - |
| G4 | AVL | EWR | 5 | 885 | 2 | 354 | 3 | 531 | 150.0% | 150.0% |
| G4 | EWR | AVL | 5 | 885 | 2 | 354 | 3 | 531 | 150.0% | 150.0% |
| G4 | AVL | FLL | 16 | 2,832 | 6 | 1,062 | 10 | 1,770 | 166.7% | 166.7% |
| G4 | FLL | AVL | 16 | 2,832 | 6 | 1,062 | 10 | 1,770 | 166.7% | 166.7% |
| G4 | AVL | PGD | 4 | 708 | 3 | 531 | 1 | 177 | 33.3% | 33.3% |
| G4 | PGD | AVL | 4 | 708 | 3 | 531 | 1 | 177 | 33.3% | 33.3% |
| G4 | AVL | PIE | 7 | 1,239 | 4 | 708 | 3 | 531 | 75.0% | 75.0% |
| G4 | PIE | AVL | 7 | 1,239 | 4 | 708 | 3 | 531 | 75.0% | 75.0% |
| G4 | AVL | SFB | 9 | 1,509 | 4 | 708 | 5 | 801 | 125.0% | 113.1% |
| G4 | SFB | AVL | 9 | 1,509 | 4 | 708 | 5 | 801 | 125.0% | 113.1% |
| G4 | AVL | SRQ | 2 | 354 | 0 | 0 | 2 | 354 | - | - |
| G4 | SRQ | AVL | 2 | 354 | 0 | 0 | 2 | 354 | - | - |
| NK | AVL | FLL | 4 | 728 | 0 | 0 | 4 | 728 | - | - |
| NK | FLL | AVL | 4 | 728 | 0 | 0 | 4 | 728 | - | - |
| NK | AVL | MCO | 4 | 728 | 0 | 0 | 4 | 728 | - | - |
| NK | MCO | AVL | 4 | 728 | 0 | 0 | 4 | 728 | - | - |
| NK | AVL | TPA | 3 | 546 | 0 | 0 | 3 | 546 | - | - |
| NK | TPA | AVL | 3 | 546 | 0 | 0 | 3 | 546 | - | - |
| UA | AVL | EWR | 0 | 0 | 8 | 780 | (8) | (780) | (100.0%) | (100.0%) |
| UA | EWR | AVL | 0 | 0 | 8 | 780 | (8) | (780) | (100.0%) | (100.0%) |
| UA | AVL | IAD | 14 | 700 | 0 | 0 | 14 | 700 | - | - |
| UA | IAD | AVL | 14 | 700 | 0 | 0 | 14 | 700 | - | - |
| UA | AVL | ORD | 21 | 1,050 | 21 | 1,050 | 0 | 0 | 0.0% | 0.0% |
| UA | ORD | AVL | 21 | 1,050 | 21 | 1,050 | 0 | 0 | 0.0% | 0.0% |
| Total | | | 378 | 37,414 | 282 | 23,090 | 96 | 14,324 | 34.0% | 62.0% |

May 2019 vs. May 2018

| Travel Period | | | May-19 | | May-18 | | Diff | | Percent Diff | |
|---------------|------|------|------------|---------------|------------|---------------|------------|---------------|--------------|--------------|
| Mkt AI | Orig | Dest | Ops/Week | Seats | Ops/Week | Seats | Ops/Week | Seats | Ops/Week | Seats |
| 7Q | AVL | VRB | 0 | 0 | 2 | 94 | (2) | (94) | (100.0%) | (100.0%) |
| 7Q | VRB | AVL | 0 | 0 | 2 | 94 | (2) | (94) | (100.0%) | (100.0%) |
| AA | AVL | CLT | 49 | 3,155 | 42 | 2,932 | 7 | 223 | 16.7% | 7.6% |
| AA | CLT | AVL | 49 | 3,155 | 42 | 2,932 | 7 | 223 | 16.7% | 7.6% |
| AA | AVL | DFW | 7 | 532 | 0 | 0 | 7 | 532 | - | - |
| AA | DFW | AVL | 7 | 532 | 0 | 0 | 7 | 532 | - | - |
| AA | AVL | LGA | 2 | 152 | 0 | 0 | 2 | 152 | - | - |
| AA | LGA | AVL | 2 | 152 | 0 | 0 | 2 | 152 | - | - |
| AA | AVL | PHL | 7 | 350 | 0 | 0 | 7 | 350 | - | - |
| AA | PHL | AVL | 7 | 350 | 0 | 0 | 7 | 350 | - | - |
| DL | ATL | AVL | 47 | 3,858 | 47 | 3,676 | 0 | 182 | 0.0% | 5.0% |
| DL | AVL | ATL | 47 | 3,866 | 47 | 3,676 | 0 | 190 | 0.0% | 5.2% |
| G4 | AVL | BWI | 2 | 354 | 1 | 177 | 1 | 177 | 100.0% | 100.0% |
| G4 | BWI | AVL | 2 | 354 | 1 | 177 | 1 | 177 | 100.0% | 100.0% |
| G4 | AVL | DEN | 2 | 354 | 2 | 354 | 0 | 0 | 0.0% | 0.0% |
| G4 | DEN | AVL | 2 | 354 | 2 | 354 | 0 | 0 | 0.0% | 0.0% |
| G4 | AVL | EWR | 5 | 885 | 3 | 531 | 2 | 354 | 66.7% | 66.7% |
| G4 | EWR | AVL | 5 | 885 | 3 | 531 | 2 | 354 | 66.7% | 66.7% |
| G4 | AVL | FLL | 17 | 3,009 | 6 | 1,062 | 11 | 1,947 | 183.3% | 183.3% |
| G4 | FLL | AVL | 17 | 3,009 | 6 | 1,062 | 11 | 1,947 | 183.3% | 183.3% |
| G4 | AVL | PGD | 3 | 531 | 3 | 531 | 0 | 0 | 0.0% | 0.0% |
| G4 | PGD | AVL | 3 | 531 | 3 | 531 | 0 | 0 | 0.0% | 0.0% |
| G4 | AVL | PIE | 8 | 1,395 | 5 | 885 | 3 | 510 | 60.0% | 57.6% |
| G4 | PIE | AVL | 8 | 1,395 | 5 | 885 | 3 | 510 | 60.0% | 57.6% |
| G4 | AVL | SFB | 7 | 1,218 | 4 | 697 | 3 | 521 | 75.0% | 74.7% |
| G4 | SFB | AVL | 7 | 1,218 | 4 | 697 | 3 | 521 | 75.0% | 74.7% |
| G4 | AVL | SRQ | 2 | 354 | 0 | 0 | 2 | 354 | - | - |
| G4 | SRQ | AVL | 2 | 354 | 0 | 0 | 2 | 354 | - | - |
| NK | AVL | FLL | 4 | 580 | 0 | 0 | 4 | 580 | - | - |
| NK | FLL | AVL | 4 | 580 | 0 | 0 | 4 | 580 | - | - |
| NK | AVL | MCO | 4 | 580 | 0 | 0 | 4 | 580 | - | - |
| NK | MCO | AVL | 4 | 580 | 0 | 0 | 4 | 580 | - | - |
| NK | AVL | TPA | 3 | 435 | 0 | 0 | 3 | 435 | - | - |
| NK | TPA | AVL | 3 | 435 | 0 | 0 | 3 | 435 | - | - |
| UA | AVL | EWR | 8 | 400 | 7 | 806 | 1 | (406) | 14.3% | (50.4%) |
| UA | EWR | AVL | 8 | 400 | 7 | 806 | 1 | (406) | 14.3% | (50.4%) |
| UA | AVL | IAD | 14 | 700 | 0 | 0 | 14 | 700 | - | - |
| UA | IAD | AVL | 14 | 700 | 0 | 0 | 14 | 700 | - | - |
| UA | AVL | ORD | 21 | 1,050 | 21 | 1,050 | 0 | 0 | 0.0% | 0.0% |
| UA | ORD | AVL | 21 | 1,050 | 21 | 1,050 | 0 | 0 | 0.0% | 0.0% |
| Total | | | 424 | 39,792 | 286 | 25,590 | 138 | 14,202 | 48.3% | 55.5% |

June 2019 vs. June 2018

| Mkt AI | Travel Period | | Jun 2019 | | Jun 2018 | | Diff | | Percent Diff | |
|--------------|---------------|------|------------|---------------|------------|---------------|------------|---------------|--------------|--------------|
| | Orig | Dest | Ops/Week | Seats | Ops/Week | Seats | Ops/Week | Seats | Ops/Week | Seats |
| 7Q | AVL | VRB | 0 | 0 | 2 | 94 | (2) | (94) | (100.0%) | (100.0%) |
| 7Q | VRB | AVL | 0 | 0 | 2 | 94 | (2) | (94) | (100.0%) | (100.0%) |
| AA | AVL | CLT | 49 | 3,155 | 48 | 2,933 | 1 | 222 | 2.1% | 7.6% |
| AA | CLT | AVL | 49 | 3,155 | 48 | 2,933 | 1 | 222 | 2.1% | 7.6% |
| AA | AVL | DFW | 7 | 532 | 1 | 65 | 6 | 467 | 600.0% | 718.5% |
| AA | DFW | AVL | 7 | 532 | 1 | 65 | 6 | 467 | 600.0% | 718.5% |
| AA | AVL | LGA | 2 | 152 | 0 | 0 | 2 | 152 | | |
| AA | LGA | AVL | 2 | 152 | 0 | 0 | 2 | 152 | | |
| AA | AVL | PHL | 7 | 350 | 0 | 0 | 7 | 350 | | |
| AA | PHL | AVL | 7 | 350 | 0 | 0 | 7 | 350 | | |
| DL | ATL | AVL | 54 | 3,584 | 54 | 3,503 | 0 | 81 | 0.0% | 2.3% |
| DL | AVL | ATL | 54 | 3,584 | 54 | 3,503 | 0 | 81 | 0.0% | 2.3% |
| DL | AVL | LGA | 1 | 50 | 1 | 50 | 0 | 0 | 0.0% | 0.0% |
| DL | LGA | AVL | 1 | 50 | 1 | 50 | 0 | 0 | 0.0% | 0.0% |
| G4 | AVL | BWI | 2 | 354 | 2 | 354 | 0 | 0 | 0.0% | 0.0% |
| G4 | BWI | AVL | 2 | 354 | 2 | 354 | 0 | 0 | 0.0% | 0.0% |
| G4 | AVL | DEN | 3 | 531 | 2 | 354 | 1 | 177 | 50.0% | 50.0% |
| G4 | DEN | AVL | 3 | 531 | 2 | 354 | 1 | 177 | 50.0% | 50.0% |
| G4 | AVL | EWR | 5 | 885 | 4 | 708 | 1 | 177 | 25.0% | 25.0% |
| G4 | EWR | AVL | 5 | 885 | 4 | 708 | 1 | 177 | 25.0% | 25.0% |
| G4 | AVL | FLL | 16 | 2,832 | 9 | 1,593 | 7 | 1,239 | 77.8% | 77.8% |
| G4 | FLL | AVL | 16 | 2,832 | 9 | 1,593 | 7 | 1,239 | 77.8% | 77.8% |
| G4 | AVL | PGD | 4 | 708 | 3 | 531 | 1 | 177 | 33.3% | 33.3% |
| G4 | PGD | AVL | 4 | 708 | 3 | 531 | 1 | 177 | 33.3% | 33.3% |
| G4 | AVL | PIE | 11 | 1,905 | 7 | 1,218 | 4 | 687 | 57.1% | 56.4% |
| G4 | PIE | AVL | 11 | 1,905 | 7 | 1,218 | 4 | 687 | 57.1% | 56.4% |
| G4 | AVL | SFB | 9 | 1,488 | 5 | 885 | 4 | 603 | 80.0% | 68.1% |
| G4 | SFB | AVL | 9 | 1,488 | 5 | 885 | 4 | 603 | 80.0% | 68.1% |
| G4 | AVL | SRQ | 2 | 354 | 0 | 0 | 2 | 354 | | |
| G4 | SRQ | AVL | 2 | 354 | 0 | 0 | 2 | 354 | | |
| NK | AVL | FLL | 4 | 580 | 0 | 0 | 4 | 580 | | |
| NK | FLL | AVL | 4 | 580 | 0 | 0 | 4 | 580 | | |
| NK | AVL | MCO | 4 | 580 | 0 | 0 | 4 | 580 | | |
| NK | MCO | AVL | 4 | 580 | 0 | 0 | 4 | 580 | | |
| NK | AVL | TPA | 3 | 435 | 0 | 0 | 3 | 435 | | |
| NK | TPA | AVL | 3 | 435 | 0 | 0 | 3 | 435 | | |
| UA | AVL | EWR | 7 | 350 | 8 | 1,000 | (1) | (650) | (12.5%) | (65.0%) |
| UA | EWR | AVL | 7 | 350 | 8 | 1,000 | (1) | (650) | (12.5%) | (65.0%) |
| UA | AVL | IAD | 16 | 800 | 0 | 0 | 16 | 800 | | |
| UA | IAD | AVL | 16 | 800 | 0 | 0 | 16 | 800 | | |
| UA | AVL | ORD | 28 | 1,400 | 28 | 1,400 | 0 | 0 | 0.0% | 0.0% |
| UA | ORD | AVL | 28 | 1,400 | 28 | 1,400 | 0 | 0 | 0.0% | 0.0% |
| Total | | | 468 | 42,050 | 348 | 29,376 | 120 | 12,674 | 34.5% | 43.1% |



MEMORANDUM

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance & Accounting

DATE: March 8, 2019

ITEM DESCRIPTION – Information Section Item B

Greater Asheville Regional Airport – Explanation of Extraordinary Variances
Month of January 2019

SUMMARY

Operating Revenues for the month of January were \$1,144,401. Operating Expenses for the month were \$666,544. As a result, Net Operating Revenues before Depreciation were \$477,857. Net Non-Operating Revenues were \$325,973.

Year-to-date Operating Revenues were \$8,099,836, 73.8% of annual budget. Year-to-date Operating Expenses were \$4,550,278, 45.3% of annual budget. Both percentages represent positive results as we have now completed 58% of the fiscal year. Year-to-date Net Operating Revenues before Depreciation were \$3,549,557. Net Non-Operating Revenues for the year were \$1,877,795, 66.4% of annual budget.

STATEMENT OF NET ASSETS

Significant variations to prior month were:

Cash and Cash Equivalents – Cash and Cash Equivalents decreased by \$787k mainly due to Airfield Redevelopment project.

Accounts Receivable - Accounts Receivable decreased by \$513k mainly due to payment of Travelers invoices.



Grants Receivable – Grants Receivable increased by \$1,350 due to the Airfield Redevelopment project.

Construction in Progress – Construction in Progress increased by \$1,764k due to Airfield Redevelopment project.

Property and Equipment, Net – Property and Equipment, Net decreased by \$387k due to depreciation.

**ASHEVILLE REGIONAL AIRPORT
INVESTMENT AND INTEREST INCOME SUMMARY
As of January 31, 2019**

| <u>Institution:</u> | <u>Interest Rate</u> | <u>Investment Amount</u> | <u>Monthly Interest</u> |
|---|---------------------------------|-------------------------------------|------------------------------------|
| Bank of America - Operating Account | 0.60% | \$ 13,923,455 | 10,084 |
| First Citizens - Money Market Account | 0.35% | 403,819 | 80 |
| NC Capital Management Trust - Cash Portfolio | | 17,698 | 34 |
| NC Capital Management Trust - Term Portfolio | | 9,226,216 | 19,503 |
| Petty Cash | | 200 | |
| <u>Restricted Cash:</u> | | | |
| BNY Mellon | | 764,275 | |
| Bank of America - PFC Revenue Account | 0.60% | 869,880 | 569 |
| NC Capital Management Trust - Term Port - PFC | | 10,069,906 | 21,287 |
| Total | | <u>\$ 35,275,449</u> | <u>\$ 51,557</u> |

Investment Diversification:

| | |
|-----------------------------|-------------|
| Banks | 45% |
| NC Capital Management Trust | 55% |
| Commercial Paper | 0% |
| Federal Agencies | 0% |
| US Treasuries | 0% |
| | <u>100%</u> |

**ASHEVILLE REGIONAL AIRPORT
STATEMENT OF CHANGES IN FINANCIAL POSITION
For the Month Ended January 31, 2019**

| | <u>Current Month</u> | <u>Prior Period</u> |
|---|-----------------------------|-----------------------------|
| Cash and Investments Beginning of Period | \$ 36,062,924 | \$ 35,261,533 |
| Net Income/(Loss) Before Capital Contributions | 416,535 | 284,651 |
| Depreciation | 387,295 | 387,295 |
| Decrease/(Increase) in Receivables | (844,962) | 86,096 |
| Increase/(Decrease) in Payables | (350,988) | 166,586 |
| Decrease/(Increase) in Prepaid Expenses | 18,883 | 18,883 |
| Decrease/(Increase) in Fixed Assets | (1,764,402) | (149,978) |
| Principal Payments of Bond Maturities | - | - |
| Capital Contributions | 1,350,164 | 7,858 |
| System Conversion (Prior Period) Adjustment | - | - |
| Increase(Decrease) in Cash | <u>(787,475)</u> | <u>801,391</u> |
| Cash and Investments End of Period | <u>\$ 35,275,449</u> | <u>\$ 36,062,924</u> |

**ASHEVILLE REGIONAL AIRPORT
STATEMENT OF FINANCIAL POSITION
As of January 31, 2019**

| | Current Month | Last Month |
|---|--------------------------|-----------------------|
| <u>ASSETS</u> | | |
| Current Assets: | | |
| Unrestricted Net Assets: | | |
| Cash and Cash Equivalents | \$23,571,388 | \$24,501,568 |
| Investments | 0 | 0 |
| Accounts Receivable | 678,625 | 1,192,058 |
| Passenger Facility Charges Receivable | 375,000 | 375,000 |
| Refundable Sales Tax Receivable | 83,196 | 74,966 |
| Grants Receivable | 2,610,555 | 1,260,391 |
| Prepaid Expenses | 94,564 | 113,446 |
| Total Unrestricted Assets | 27,413,328 | 27,517,429 |
| Restricted Assets: | | |
| Cash and Cash Equivalents | 11,704,061 | 11,561,356 |
| Total Restricted Assets | 11,704,061 | 11,561,356 |
| Total Current Assets | 39,117,389 | 39,078,785 |
| Noncurrent Assets: | | |
| Construction in Progress | 79,757,935 | 77,993,533 |
| Net Pension Asset - LGERS | (760,162) | (760,162) |
| Benefit Payment - OPEB | 25,682 | 25,682 |
| Contributions in Current Year | 617,323 | 617,323 |
| Property and Equipment - Net | 50,997,764 | 51,385,059 |
| Total Noncurrent Assets | 130,638,542 | 129,261,435 |
| | \$169,755,931 | \$168,340,220 |
| <u>LIABILITIES AND NET ASSETS</u> | | |
| Current Liabilities: | | |
| Payable from Unrestricted Assets: | | |
| Accounts Payable & Accrued Liabilities | \$171,425 | \$360,681 |
| Customer Deposits | 10,660 | 10,510 |
| Unearned Revenue | 642,930 | 614,730 |
| Construction Contracts Payable | 0 | 0 |
| Construction Contract Retainages | 1,933,007 | 1,933,007 |
| Revenue Bond Payable - Current | 1,245,000 | 1,245,000 |
| Interest Payable | 38,017 | 228,098 |
| Total Payable from Unrestricted Assets | 4,041,039 | 4,392,026 |
| Total Current Liabilities | 4,041,039 | 4,392,026 |
| Noncurrent Liabilities: | | |
| Pension Deferrals - OPED | 56,737 | 56,737 |
| Other Postemployment Benefits | 1,248,463 | 1,248,463 |
| Compensated Absences | 359,211 | 359,211 |
| Net Pension Obligation-LEO Special Separation Allowance | 474,558 | 474,558 |
| Revenue Bond Payable - Noncurrent | 17,585,000 | 17,585,000 |
| Total Noncurrent Liabilities | 19,723,969 | 19,723,969 |
| Total Liabilities | 23,765,008 | 24,115,995 |
| Net Assets: | | |
| Invested in Capital Assets | 111,925,699 | 110,548,592 |
| Restricted | 11,704,061 | 11,561,356 |
| Unrestricted | 22,361,163 | 22,114,277 |
| Total Net Assets | 145,990,923 | 144,224,225 |
| | \$169,755,931 | \$168,340,220 |



Income Statement

Through 01/31/19
Summary Listing

| Classification | Annual Budget Amount | MTD Actual Amount | YTD Actual Amount | Budget Less YTD Actual | % of Budget | Prior Year Total Actual |
|---|-------------------------|-----------------------|-----------------------|---------------------------|----------------|----------------------------|
| Fund Category Governmental Funds | | | | | | |
| Fund Type General Fund | | | | | | |
| Fund 10 - General Fund | | | | | | |
| <i>Operating revenues</i> | | | | | | |
| Terminal space rentals - non airline | 247,909.00 | 20,785.13 | 143,838.53 | 104,070.47 | 58 | .00 |
| Terminal space rentals - airline | 2,067,331.00 | 167,936.56 | 1,329,866.90 | 737,464.10 | 64 | .00 |
| Landing fees | 904,038.00 | 91,133.29 | 638,421.99 | 265,616.01 | 71 | .00 |
| Concessions | 490,780.00 | 25,637.34 | 349,352.50 | 141,427.50 | 71 | .00 |
| Auto parking | 3,600,000.00 | 462,207.13 | 3,161,228.18 | 438,771.82 | 88 | .00 |
| Rental car - car rentals | 1,530,000.00 | 133,392.33 | 1,162,024.25 | 367,975.75 | 76 | .00 |
| Rental car - facility rent | 647,012.00 | 53,302.86 | 385,976.59 | 261,035.41 | 60 | .00 |
| Commerce ground transportation | 94,500.00 | 55,959.66 | 174,149.19 | (79,649.19) | 184 | .00 |
| FBO's | 1,038,185.00 | 105,570.11 | 633,633.22 | 404,551.78 | 61 | .00 |
| Building leases | 73,197.00 | 6,403.96 | 39,567.26 | 33,629.74 | 54 | .00 |
| Land leases | 59,961.00 | 4,272.77 | 31,803.25 | 28,157.75 | 53 | .00 |
| Other leases and fees | 221,800.00 | 17,799.40 | 49,973.79 | 171,826.21 | 23 | .00 |
| <i>Operating revenues Totals</i> | \$10,974,713.00 | \$1,144,400.54 | \$8,099,835.65 | \$2,874,877.35 | 74% | \$0.00 |
| <i>Non-operating revenue and expense</i> | | | | | | |
| Customer facility charges | 1,400,000.00 | 105,251.25 | 1,033,052.25 | 366,947.75 | 74 | .00 |
| Passenger facility charges | 1,850,000.00 | 207,181.42 | 1,501,329.70 | 348,670.30 | 81 | .00 |
| Interest revenue | 35,000.00 | 51,556.91 | 256,930.98 | (221,930.98) | 734 | .00 |
| Interest expense | (456,197.00) | (38,016.42) | (266,114.94) | (190,082.06) | 58 | .00 |
| Reimbursable cost expenses | .00 | .00 | (649,919.93) | 649,919.93 | +++ | .00 |
| Gain or loss on disposal of assets | .00 | .00 | 45.00 | (45.00) | +++ | .00 |
| P-card rebate | .00 | .00 | 2,472.15 | (2,472.15) | +++ | .00 |
| <i>Non-operating revenue and expense Totals</i> | \$2,828,803.00 | \$325,973.16 | \$1,877,795.21 | \$951,007.79 | 66% | \$0.00 |
| Capital contributions | .00 | 1,350,164.26 | 4,221,667.86 | (4,221,667.86) | +++ | .00 |
| <i>Operating expenses</i> | | | | | | |
| Personnel services | 5,882,132.00 | 386,076.31 | 2,710,343.63 | 3,171,788.37 | 46 | .00 |
| Professional services | 387,450.00 | 9,408.84 | 115,648.11 | 271,801.89 | 30 | .00 |
| Other contractual services | 826,723.00 | 60,579.66 | 438,025.23 | 388,697.77 | 53 | .00 |
| Travel and training | 201,075.00 | 9,332.61 | 95,938.57 | 105,136.43 | 48 | .00 |
| Communications | 62,850.00 | 3,531.19 | 34,811.72 | 28,038.28 | 55 | .00 |
| Utility services | 525,467.00 | 37,955.31 | 269,554.92 | 255,912.08 | 51 | .00 |
| Rentals and leases | 13,600.00 | 1,037.36 | 7,915.54 | 5,684.46 | 58 | .00 |
| Insurance | 234,000.00 | 19,608.56 | 165,398.12 | 68,601.88 | 71 | .00 |
| Advertising, printing and binding | 8,050.00 | 1,074.56 | 5,047.19 | 3,002.81 | 63 | .00 |
| Promotional activities | 317,390.00 | 25,972.10 | 143,881.61 | 173,508.39 | 45 | .00 |
| Other current charges and obligations | 54,000.00 | 4,608.56 | 39,118.68 | 14,881.32 | 72 | .00 |
| Operating supplies | 487,425.00 | 80,122.12 | 241,046.20 | 246,378.80 | 49 | .00 |

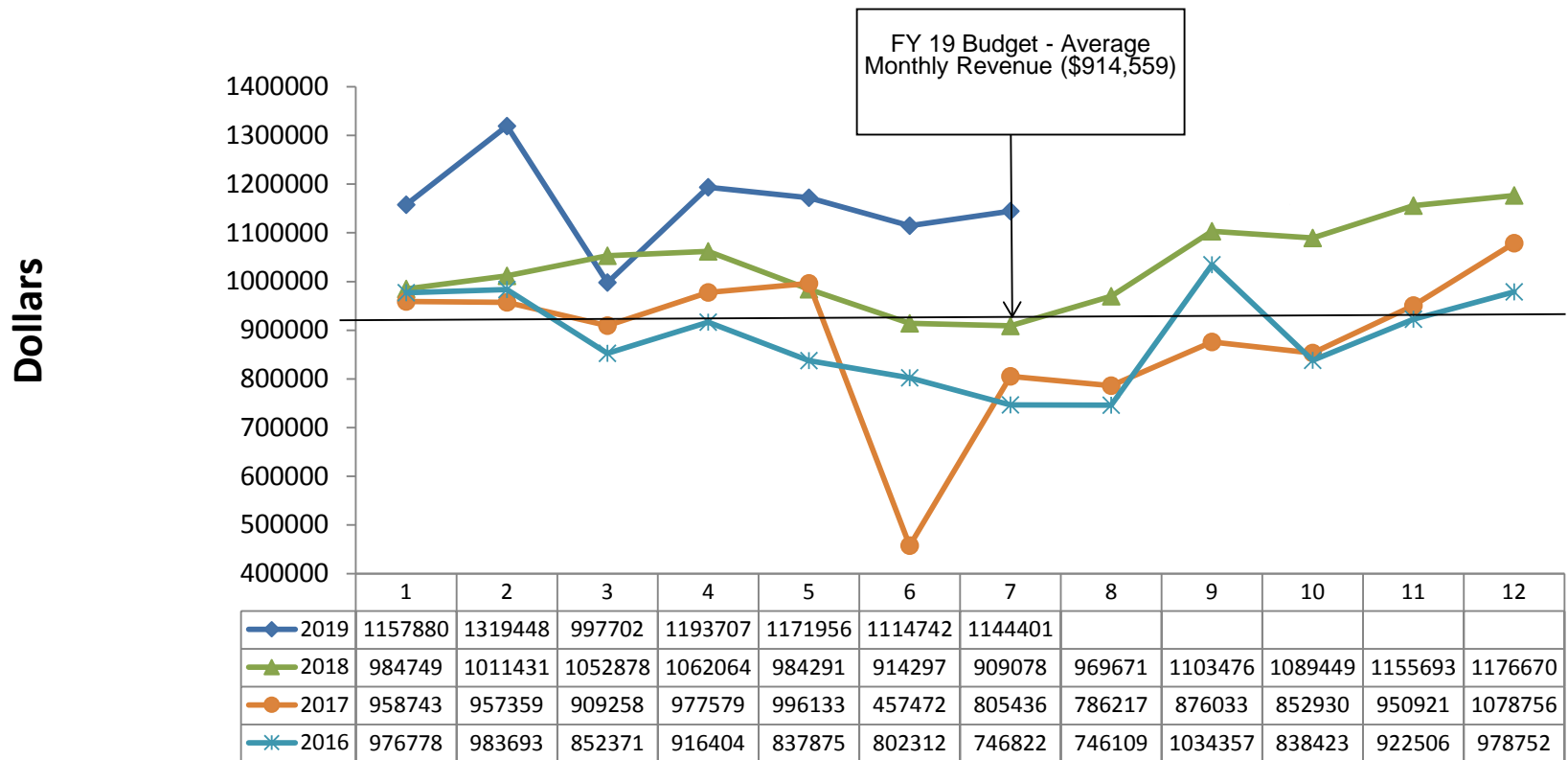


Income Statement

Through 01/31/19
Summary Listing

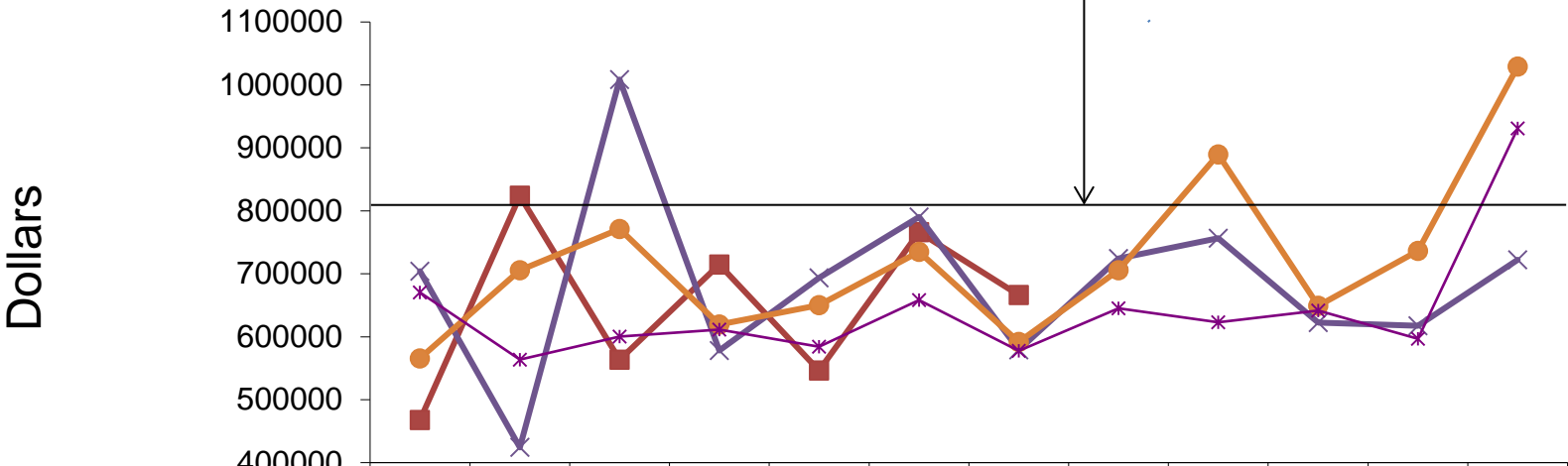
| Classification | Annual Budget Amount | MTD Actual Amount | YTD Actual Amount | Budget Less YTD Actual | % of Budget | Prior Year Total Actual |
|---|-------------------------|-----------------------|-----------------------|---------------------------|----------------|----------------------------|
| Fund Category Governmental Funds | | | | | | |
| Fund Type General Fund | | | | | | |
| Fund 10 - General Fund | | | | | | |
| <i>Operating expenses</i> | | | | | | |
| Publications, subscriptions, memberships, etc. | 54,330.00 | 3,066.10 | 39,514.88 | 14,815.12 | 73 | .00 |
| Repairs and maintenance | 181,700.00 | 12,702.91 | 113,005.93 | 68,694.07 | 62 | .00 |
| Small equipment | 80,500.00 | 7,648.43 | 48,227.37 | 32,272.63 | 60 | .00 |
| Contingency | 80,000.00 | .00 | .00 | 80,000.00 | 0 | .00 |
| Emergency repairs | 50,000.00 | .00 | 68,633.92 | (18,633.92) | 137 | .00 |
| Business development | 600,000.00 | 3,819.00 | 14,166.50 | 585,833.50 | 2 | .00 |
| <i>Operating expenses Totals</i> | \$10,046,692.00 | \$666,543.62 | \$4,550,278.12 | \$5,496,413.88 | 45% | \$0.00 |
| <i>Depreciation</i> | | | | | | |
| Depreciation | .00 | 387,295.00 | 2,711,065.00 | (2,711,065.00) | +++ | .00 |
| <i>Depreciation Totals</i> | \$0.00 | \$387,295.00 | \$2,711,065.00 | (\$2,711,065.00) | +++ | \$0.00 |
| Fund 10 - General Fund Totals | | | | | | |
| REVENUE TOTALS | 13,803,516.00 | 2,820,537.96 | 14,199,298.72 | (395,782.72) | 103% | .00 |
| EXPENSE TOTALS | 10,046,692.00 | 1,053,838.62 | 7,261,343.12 | 2,785,348.88 | 72% | .00 |
| Fund 10 - General Fund Net Gain (Loss) | \$3,756,824.00 | \$1,766,699.34 | \$6,937,955.60 | \$3,181,131.60 | 185% | \$0.00 |
| Fund Type General Fund Totals | | | | | | |
| REVENUE TOTALS | 13,803,516.00 | 2,820,537.96 | 14,199,298.72 | (395,782.72) | 103% | .00 |
| EXPENSE TOTALS | 10,046,692.00 | 1,053,838.62 | 7,261,343.12 | 2,785,348.88 | 72% | .00 |
| Fund Type General Fund Net Gain (Loss) | \$3,756,824.00 | \$1,766,699.34 | \$6,937,955.60 | \$3,181,131.60 | 185% | \$0.00 |
| Fund Category Governmental Funds Totals | | | | | | |
| REVENUE TOTALS | 13,803,516.00 | 2,820,537.96 | 14,199,298.72 | (395,782.72) | 103% | .00 |
| EXPENSE TOTALS | 10,046,692.00 | 1,053,838.62 | 7,261,343.12 | 2,785,348.88 | 72% | .00 |
| Fund Category Governmental Funds Net Gain (Loss) | \$3,756,824.00 | \$1,766,699.34 | \$6,937,955.60 | \$3,181,131.60 | 185% | \$0.00 |
| Grand Totals | | | | | | |
| REVENUE TOTALS | 13,803,516.00 | 2,820,537.96 | 14,199,298.72 | (395,782.72) | 103% | .00 |
| EXPENSE TOTALS | 10,046,692.00 | 1,053,838.62 | 7,261,343.12 | 2,785,348.88 | 72% | .00 |
| Grand Total Net Gain (Loss) | \$3,756,824.00 | \$1,766,699.34 | \$6,937,955.60 | \$3,181,131.60 | 185% | \$0.00 |

ASHEVILLE REGIONAL AIRPORT Annual Operating Revenue by Month January 2019



ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month January 2019

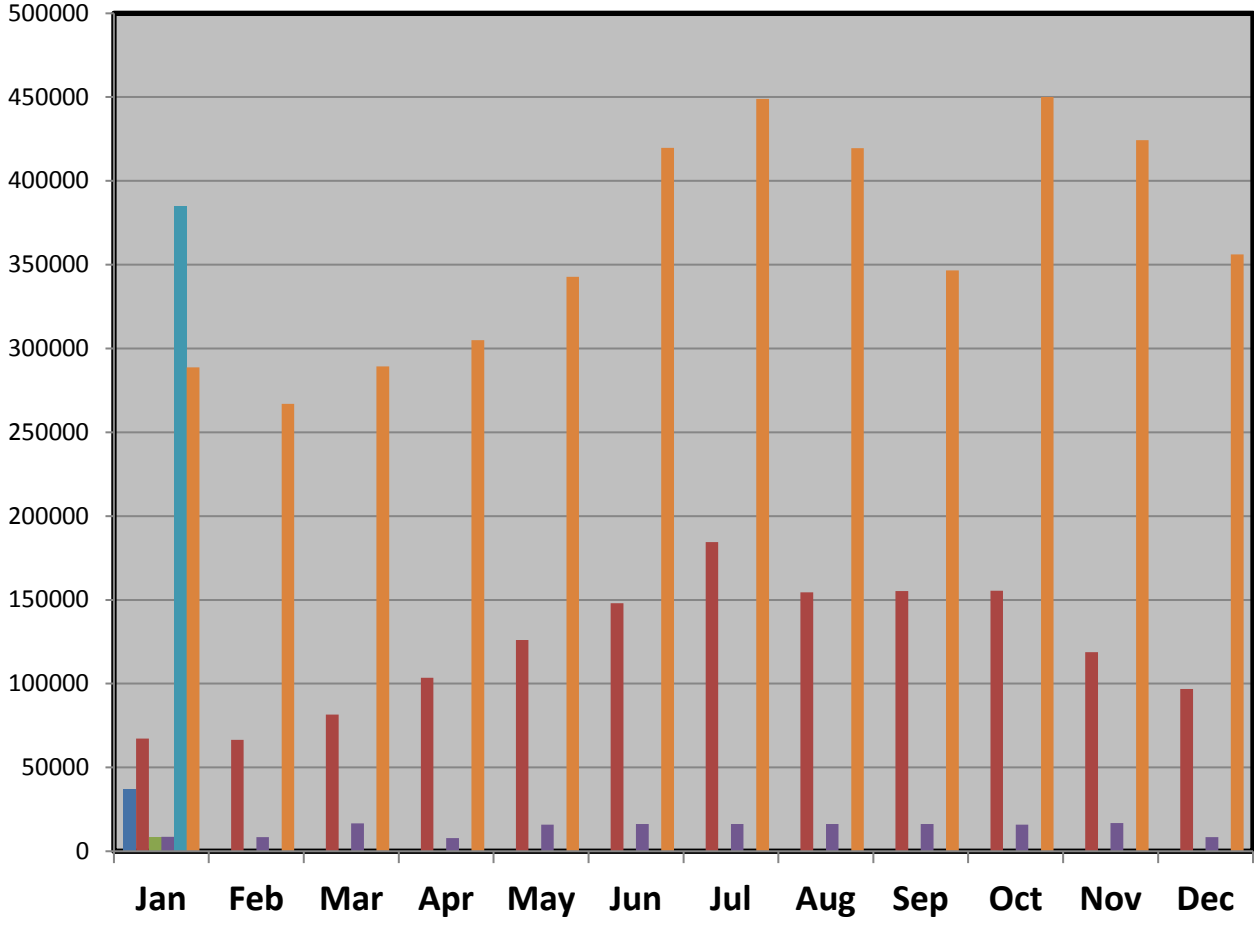
FY 19 Budget - Average
Monthly Expenses (\$801,411)



| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 |
|------|--------|--------|---------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| 2019 | 467701 | 823824 | 563350 | 714938 | 546502 | 766012 | 666544 | | | | | |
| 2018 | 704085 | 424161 | 1008520 | 578153 | 693612 | 790093 | 579052 | 724027 | 756743 | 622562 | 617623 | 722128 |
| 2017 | 565737 | 705715 | 771249 | 619423 | 649959 | 734910 | 591499 | 705568 | 889485 | 649186 | 736270 | 1029219 |
| 2016 | 670287 | 563714 | 600262 | 611567 | 584219 | 658023 | 577720 | 645039 | 622755 | 641782 | 596505 | 930918 |

**ASHEVILLE REGIONAL AIRPORT
FUEL SALES - GALLONS
January 2019**

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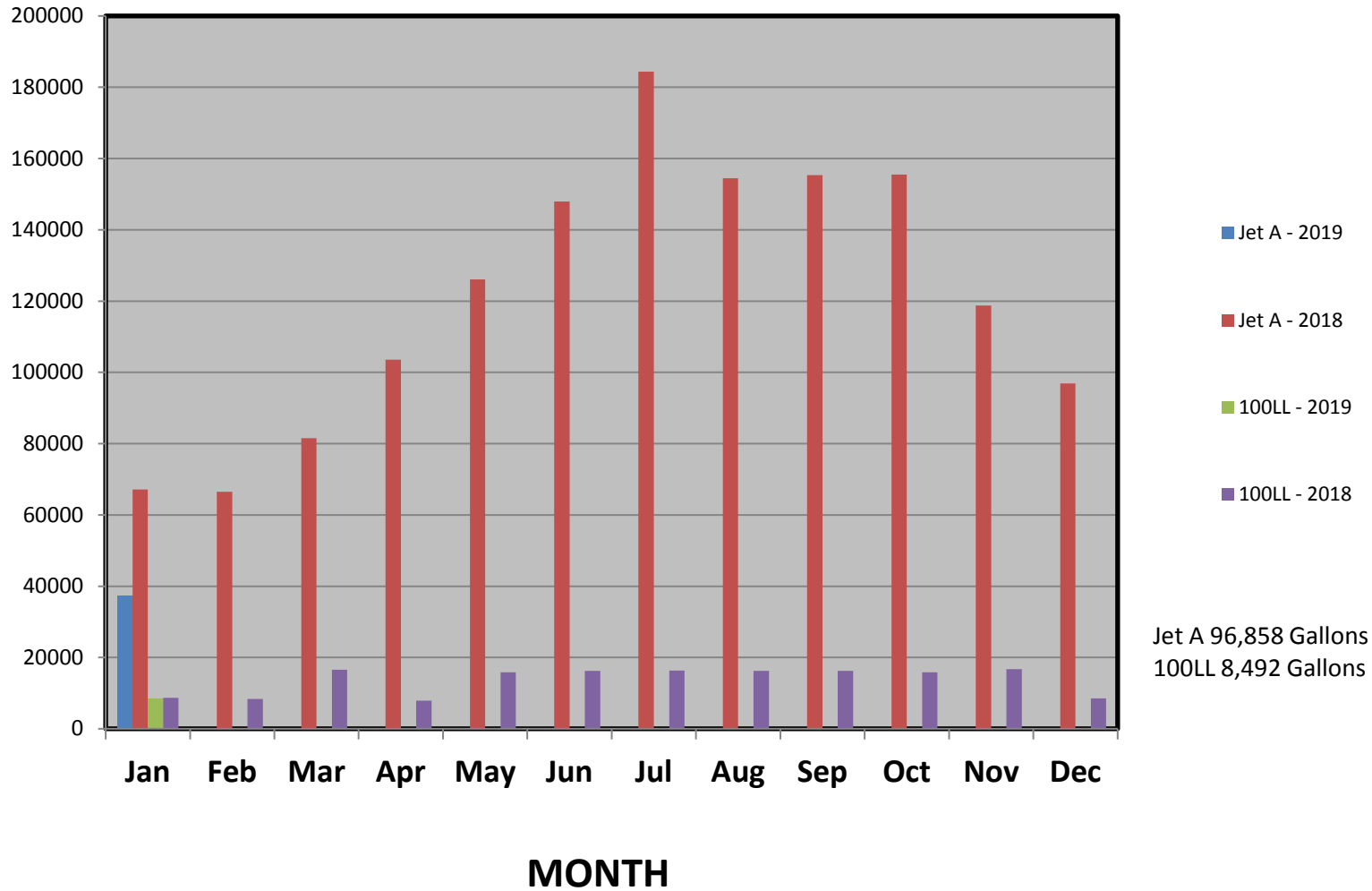
■ Jet A - 2019
■ Jet A - 2018
■ 100LL - 2019
■ 100LL - 2018
■ Airline - 2019
■ Airline - 2018

Jet A 96,858 Gallons
 100LL 8,492 Gallons
 Airline 356,085 Gallons

MONTH

**ASHEVILLE REGIONAL AIRPORT
GENERAL AVIATION FUEL SALES - GALLONS
January 2019**

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Design Phase

| Project Number | Project Name | Project Description | Professional Services Consultant | Professional Services Contract | General Contractor | Original Construction Contract | Change Orders (thru 03/01/2019) | Percent of Original Contract | Board Approved Project Cost | Percent Complete | Expensed to Date (thru 03/01/2019) | Start Date | End Date | Current Project Status (as of 03/01/2019) |
|----------------|--|--|----------------------------------|--------------------------------|--------------------|--------------------------------|---------------------------------|------------------------------|---|------------------|------------------------------------|------------|----------|--|
| 1 | Airfield Re-Development Project | Budget for the complete project | | | | \$64,100,000.00 | \$15,900,000.00 | | \$80,000,000.00 | 72.0% | \$58,362,583 | | | All Engineer contracts, completed construction contracts and expenses will be inclusive of budget. |
| 1A | Airfield Re-Development Project | Phase I - Design Services | RS&H | \$447,983.00 | N/A | N/A | \$0.00 | 0.00% | <i>(Overall total included in above number)</i> | 83% | \$372,161 | Dec-12 | Jun-16 | Project Management work primarily complete. |
| 1B | Airfield Re-Development Project | Phase II - Design Services and Project Management. | RS&H | \$1,842,318.00 | N/A | N/A | \$0.00 | 0.00% | <i>(Overall total included in above number)</i> | 95% | \$1,748,887 | Jun-13 | Dec-16 | Project Management work continues, pending Contractor resolution. |
| 1C | Airfield Re-Development Project | Phase III and IV - Design Services and Project Management. | RS&H | \$2,399,826.00 | N/A | N/A | \$1,469,611.00 | 65.90% | <i>(Overall total included in above number)</i> | 81% | \$3,134,056 | Dec-14 | Jun-19 | Phase IV Project Management continues. |
| 1D | Airfield Re-Development Project | New Runway Design | AVCON | \$1,967,476.00 | N/A | N/A | \$86,653.00 | 4.40% | <i>(Overall total included in above number)</i> | 95.3% | \$1,959,197 | Mar-13 | Jun-19 | Phase IV Project Management continues. |
| 1E | Airfield Re-Development Project | Miscellaneous and Administrative Expenses | | | N/A | N/A | \$0.00 | 0.00% | <i>(Overall total included in above number)</i> | | \$5,264,058 | Jan-13 | Dec-17 | Miscellaneous Administrative Expenses, Reimbursable Agreement and Land Acquisition |
| 2 | Expand Air Carrier Apron | Design additional apron space to hold RON Aircraft. Professional CA and Inspections. | Delta Airport Consultants | \$99,000.00 | N/A | N/A | \$150,750.00 | 66% | \$249,750.00 | 91% | \$230,803 | Feb-17 | Jun-18 | Close out documentation being assembled. |
| 3 | Airport Security and Identity Management | Security system, ID badging and CCTV camera equipment | Faith Group LLC | \$327,486.27 | N/A | N/A | \$0.00 | 0.00% | \$327,486.27 | 27.3% | \$89,257.00 | Aug-18 | Mar-19 | Contractors pre-qualified. Bidding in early March. |
| 4 | Apron Expansion South | Terminal apron to be expanded and added for aircraft use. | Parrish and Partners | \$821,196.00 | N/A | N/A | \$0.00 | 0% | \$0.00 | 10.8% | \$89,158.00 | Nov-18 | Mar-19 | Design continues with 30% complete. |

Construction Phase

| Project Number | Project Name | Project Description | Professional Services Consultant | Professional Services Contract | General Contractor | Original Construction Contract | Change Orders (thru 03/01/2019) | Percent of Original Contract | Board Approved Project Cost | Percent Complete | Expensed to Date (thru 03/01/2019) | Start Date | End Date | Current Project Status (as of 03/01/2019) |
|----------------|---|--|----------------------------------|--|-------------------------|--------------------------------|---------------------------------|------------------------------|-----------------------------|------------------|------------------------------------|------------|----------|---|
| 1 | Permanent Runway 17-35 Construction, NAVAIDS and Taxiway Conversion | Construct new runway and convert temporary runway to a taxiway | RS&H and AVCON Inc. | Amount Included in Phase 3 Design Fees | Travelers / Cedar Peaks | \$33,703,095.70 | \$0.00 | 0.00% | \$34,703,095.70 | 41.4% | \$13,963,534 | Mar-17 | Jun-19 | Winter work includes erosion control maintenance, electrical and shoulder work. |
| 2 | Expand Air Carrier Apron | Construct additional apron pavement for RON Aircraft | Delta Airport Consultants | \$0.00 | NHM Constructors | \$1,043,023.50 | \$1,448.87 | 0.14% | \$1,147,380.85 | 54.7% | \$571,210 | Mar-18 | Nov-18 | Close out documentation being assembled. |

(Construction and Administrative Costs included)

Key strategic priorities

Governance vs. Management : Focus on setting governing direction (“guard rails”) for the organizational and holding management accountable for the execution of operational tactics. Pursue continuous educational opportunities for Authority Member development.

1. **Organizational Relevance**: Remaining relevant in an era of airport consolidation
2. **Financial Stewardship**: Sustainability/Operating Performance/Audit & Compliance
3. **Municipal Relations**: Positive relationships with all municipalities surrounding the airport
4. **Stakeholder Relations**: Positive relationships with neighbors and other community organizations
5. **Community Image**: Public Perception/Public Relations/Customer Service/Legal Entity
6. **Facilities Stewardship**: Future Master Facilities Plan
7. **Environmental Stewardship**: Accountability/Awareness of Environmental Issues
8. **Economic Development**: Engage Community Partners/Airline Service Development
9. **Vendor-Partner Relations**: General Aviation/Rental Car Agencies/Vendors
10. **Public Safety**: Airport Emergency Safety/TSA Relations/Municipal Partners
11. **Organizational Accountability**: Executive Director Supervision