



AGENDA

Greater Asheville Regional Airport Authority Regular Meeting
Friday, March 11, 2022, 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. In compliance with the state-wide mandate for COVID-19, members of the public may attend the Authority Board meeting at 8:30 a.m. on Friday, March 11, 2022 via Webex: 1-844-621-3956; Meeting Number (access code): 2632 155 7046

- I. CALL TO ORDER
- II. PRESENTATIONS: None
- III. FINANCIAL REPORT ([document](#))
- IV. CONSENT ITEMS:
 - A. Approval of the Greater Asheville Regional Airport Authority February 18, 2022 Regular Meeting Minutes ([document](#))
 - B. Approval to Amend the Lease and Agreement between DreamCatcher Broadmoor, LLC. and the Greater Asheville Regional Airport Authority to Change the Date for Disbursement of the Tenant Allowance and Completion Dates for Capital Repairs ([document](#))
 - C. Approval of the Greater Asheville Regional Airport Authority February 18, 2022 Closed Session Minutes
- V. OLD BUSINESS: None
- VI. NEW BUSINESS:
 - A. Preliminary Approval of Authority's Amended Ordinance of Airline Rates, Fees and Charges fo the Asheville Regional Airport ([document](#))



- B. Approval of Authority's Preliminary Fiscal Year 2022/2023 Budget ([document](#))
- C. LGC Preliminary Findings Resolution ([document](#))
- D. Approval of Audit Contract for Fiscal Year Ending June 30, 2022 ([document](#))
- E. Approval of Contract for South General Aviation Apron Reconstruction Project ([document](#))

VII. DIRECTOR'S REPORT:

- A. Washington, DC Update

VIII. INFORMATION SECTION:

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

- A. January 2022 Traffic Report ([document](#))
- B. January 2022 Monthly Financial Report ([document](#))
- C. March 2022 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 FY2022/2023 Budget

IX. PUBLIC AND TENANTS' COMMENTS

In compliance with the state-wide mandate for COVID-19, Public and Tenant Comments will be as follows:

1. Please fill out a Comment Card located on the airport website here: <https://flyavl.com/boardcomment> by 3:00 pm on Thursday, March 10, 2022
2. Comments received, as specified above, shall be read during this Agenda period



X. CALL FOR NEXT MEETING: March 23, 2022

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-22**

AIRPORT ACTIVITY

	Month	Variance to Prior Year	Calendar Year to Date	Variance to Prior Year
Passenger Enplanements	41,920	85.0%	41,920	85.0%
Aircraft Operations				
Commercial	1,417	11.8%	1,417	11.8%
Scheduled Flights	672	20.0%		
Flight Cancellations	78			
Seats	64,536	41.5%	64,536	41.5%
Load Factor	65.0%	30.8%	65.0%	30.8%
General Aviation	2,986	20.5%	2,986	20.5%
Military	461	97.0%	461	97.0%

FINANCIAL RESULTS

	Month	Variance to Budget	Fiscal Year to Date	Variance to Budget
Operating Revenues	\$ 1,275,749	(1.9%)	\$ 11,418,420	25.4%
Operating Expenses	793,428	(23.7%)	5,171,314	(29.0%)
Net Operating Revenues before Depreciation	<u>\$ 482,321</u>		<u>\$ 6,247,106</u>	
Net Non-Operating Revenues	<u>\$ 317,075</u>	4.0%	<u>\$ 13,303,918</u> *	523.1%

* Includes CARES funds \$3,257,883 and Travelers settlement \$7,000,000

Grants:				
FAA AIP Grants	\$ 600,479		\$ 4,206,256	
NC Dept of Transportation Grants	-		2,834,888	
Total	<u>\$ 600,479</u>		<u>\$ 7,041,144</u>	

CASH

Restricted	\$ 13,429,504
Designated for O&M Reserve	6,038,279
Designated for Emergency Repair	650,000
Unrestricted, Undesignated	17,460,104
Total	<u>\$ 37,577,887</u>

RECEIVABLES PAST DUE

	Total	1-30 Days	31-60 Days	Over 60 Days
Advertising Customers	13,085	2,795	-	10,290
Allegiant	27,652	27,652	-	-
American	6,586	-	-	6,586
Delta	126,471	59,644	62,156	4,670
Elite	280	-	-	280
FAA	217	70	-	147
Paradies	12,113	-	12,113	-
Spirit	341	-	-	341
Travelers	6,052	-	-	6,052
TSA	14,430	6,660	-	7,770
World Fuel Services	1,758	-	-	1,758
Worldwide	250	-	-	250
Miscellaneous	16,193	430	125	15,638
Total	<u>\$ 225,428</u>	<u>\$ 97,252</u>	<u>\$ 74,394</u>	<u>\$ 53,782</u>
% of Total Receivables	48.16%			

Note: Excludes balances paid subsequent to month-end.

REVENUE BONDS PAYABLE

	Original Amount	Current Balance
Parking Garage Revenue Bond, Series 2016A	\$ 15,750,000	\$ 14,990,000
Parking Garage Taxable Revenue Bond, Series 2016B	5,250,000	-
	<u>\$ 21,000,000</u>	<u>\$ 14,990,000</u>

CAPITAL EXPENDITURES

Annual Budget	\$ 36,438,268
Year-to-Date Spending	\$ 6,607,060

**REGULAR MEETING
GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
February 18, 2022**

The Greater Asheville Regional Airport Authority ("Authority") met on Friday, February 18, 2022 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. Burrell, Chair; Brad Galbraith, Vice-Chair; George H. Erwin, Jr.; Carl H. Ricker, Jr.; Thomas M. Apodaca; Susan Russo Klein; and Britt Lovin

MEMBERS ABSENT: None

STAFF AND LEGAL COUNSEL PRESENT: Cindy Rice, Authority Legal Counsel; Lew Bleiweis, Executive Director; Michael Reisman, Deputy Executive Director; Tina Kinsey, Director of Marketing, Public Relations & Air Service Development; Janet Burnette, Director of Finance and Accounting; Shane Stockman, IT Director; John Coon, Director of Operations and Maintenance; Christina Madsen, Airport Properties and Contracts Manager; Jared Merrill, Airport Planning Manager; Samuel Sales, Chief of Public Safety; Michael Merideth, Systems Administrator; and Ellen Heywood, Clerk to the Board

PRESENT IN PERSON: Chris Jenkins, Pond and Company; David Woods, Pond and Company

ALSO PRESENT VIA TELEPHONE: James Moose; Avcon; Sandra Kilgore, Asheville City Council; John Kasuda, Siemens; and Jon McCalmont, Parrish and Partners

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

The Director requested a moment to recognize two employees who were retiring in February: Kellie Whittemore with the Information Technology Department and Ricky Peterson with Maintenance. Both employees have been with the Authority for 16 years and will be missed.

PRESENTATIONS:

A. Air Traffic Control Tower Project Update: Jared Merrill introduced David Woods and Chris Jenkins, members of the lead design team with Pond and Company for design of the air traffic control tower ("ATCT") project. Mr. Woods briefly reviewed the

design schedule and the steps involved to arrive at the current 45% design level. Images detailing the site location for the new ATCT were presented as well as renderings of the ATCT and base building. Mr. Woods outlined the remaining design schedule as well as the anticipated construction schedule. The Board thanked Mr. Woods for his presentation.

FINANCIAL REPORT: A review of enplanements, aircraft operations, and general aviation activity for the month of December was provided by the Director. Janet Burnette reported on the financial activity for the month of December. The Vice-Chair complimented staff on managing expenses in such a prudent manner.

CONSENT ITEMS: The Chair stated that Consent Item B, Approve the Greater Asheville Regional Airport Authority December 10, 2021 Closed Session Minutes, would be pulled for review in Closed Session.

A. Approve the Greater Asheville Regional Airport Authority January 6, 2022 Regular Meeting Minutes:

C. Approve Change Order No. 1 to Contract with Hensel Phelps Construction Company:

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

Mr. Erwin moved to approve Consent Items A, C and D. Mr. Apodaca seconded the motion and it carried unanimously.

OLD BUSINESS: None

NEW BUSINESS:

A. Approval to Unseal Closed Session Minutes: Mr. Erwin moved to unseal those portions of the Closed Session Minutes as designated and recommended by the Executive Director. Ms. Russo Klein seconded the motion and it carried unanimously.

B. Approval of Amendment to the FY21/22 Budget: Janet Burnette informed the Board that amounts used for capital items in the current budget were obtained several months ago and with rising costs, the quotes for some items were no longer valid. Included in the budget was the internet firewall which increased by \$1,915 and the mower deck replacement which increased by \$9,284. Mrs. Burnette stated that the budget had

also included \$31,606 for replacement of two vehicles. Only one vehicle can be purchased with the available budget and will need to be upfitted for Public Safety. Staff is proposing purchase of a Ford Expedition, without a trade-in, for a cost of \$41,000. Mrs. Burnette explained that the following budget amendment in the amount of \$52,199 will be necessary to move forward with these purchases:

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 30,2022:

Section 1. To amend the appropriations as follows:

EXPENDITURES:

	<u>Decrease</u>	<u>Increase</u>
Capital – Renewal/Replacement	\$ <u>0</u>	\$ <u>52,199</u>
Totals	\$ <u>0</u>	\$ <u>52,199</u>

This will result in a net increase of \$52,199 in the appropriations. Revenues will be revised as follows:

REVENUES:

	<u>Decrease</u>	<u>Increase</u>
Transfer from GARAA Cash	\$ <u>0</u>	\$ <u>52,199</u>
Totals	\$ <u>0</u>	\$ <u>52,199</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 18th day of February, 2022.

Matthew C. Burril, Chair

Attested by:

Ellen Heywood, Clerk to the Board

Mr. Apodaca moved to amend the FY2021/2022 budget by adopting the budget ordinance amendment as presented by staff. Mr. Lovin seconded the motion and it carried unanimously.

The Director stated that since the budget process begins in the December/January timeframe, when staff is ready to purchase items, some of the quotes are no longer valid. The Director requested a discussion with the Board regarding an alternative method that will allow staff the ability to purchase items that are not in line with the amounts included in the budget. A discussion took place with regard to a streamlined process, and it was agreed that Cindy Rice would prepare a temporary authorization that would allow a per item per department purchase at a cost of \$10,000 with \$50,000 as an aggregate. The items would need to be included in the budget, would be presented to the Board within 90 days of purchase, and a budget amendment presented to the Board for approval as appropriate.

Mr. Erwin moved to provide the Executive Director with the authority for purchases up to \$10,000 per item with an aggregate of \$50,000; to establish a temporary policy through the end of the current fiscal year with purchases being brought to the Board no later than 90 days; however, if the \$50,000 aggregate is met, it is brought to the Board prior to the 90 days and to continue with budget amendments as appropriate. Mr. Apodaca seconded the motion and it carried unanimously.

DIRECTOR'S REPORT: The Director stated that he had a few additional items to address that were not included on the agenda.

A. FY22/23 Budget: The Director stated that the FY22/23 Budget books were available at the Board Members' seats for their review. The budget will be presented at the March Board meeting.

B. Hunter Easement: The Director reported that when Hunter Automotive bought the property adjacent to the golf course, access to their property was needed from both the Authority and Warrior Golf. The Board approved an easement to provide this access, however, the easement was never executed due to Warrior Golf's refusal to sign an easement. With the Authority's purchase of the golf course property, a few revisions were made to the easement with regard to what Hunter Automotive built on the property as well as the Authority's lease of the golf course property to DreamCatcher. Staff will be ready to move forward with execution of the easement with Hunter Automotive after legal counsel has finished their review of the easement.

C. TSA Equipment Replacement: The Director advised the Board that TSA is planning replacement of metal detection and x-ray equipment at the security checkpoint within the next 60-90 days. The upgraded equipment will help with the throughput capacity at the checkpoint.

D. ACI Health Accreditation: Last year the airport went through the process to become accredited by Airports Council International for their new airport health accreditation program which was established as a result of the COVID-19 pandemic. This program gives airports the ability to verify their cleaning practices to ensure a safe experience for the traveling public. Staff went through the re-certification process and the airport has received re-accreditation.

E. Tap Root Dairy: Staff has been working with legal counsel on the avigation easements for the Tap Root Dairy property that is being developed for residential housing. The Director reported that the avigation easements were put in place and recorded, however, it was discovered that a small section of the property was listed on one part of the easement, but not included in the legal description. This is being verified and will be corrected.

F. Golf Course Due Diligence: The six-month due diligence period for DreamCatcher Broadmoor has ended and they have secured their financing. DreamCatcher is moving forward with the design of the hotel and conference center and this will be shared with the Board at the appropriate time.

INFORMATION SECTION: No comments

PUBLIC AND TENANTS COMMENTS: None

CALL FOR NEXT MEETING: The Chair stated that the next regular meeting of the Board will be held on March 11, 2022.

AUTHORITY MEMBER REPORTS: None

CLOSED SESSION: At 9:47 a.m. Mr. Erwin moved to go into 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 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. Ms. Russo Klein seconded the motion and it carried unanimously.

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

Open Session resumed at 10:38 a.m.

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY FEBRUARY 18, 2022

CLOSED SESSION MINUTES: Mr. Erwin 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. Lovin seconded the motion and it carried unanimously.

APPROVAL OF THE GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY DECEMBER 10, 2021 CLOSED SESSION MINUTES:

Mr. Erwin moved to approve the minutes for the Greater Asheville Regional Airport Authority December 10, 2021 Closed Session and to seal and withhold the minutes for the December 10, 2021 Closed Session from public inspection so long as public inspection would frustrate the purpose or purposes thereof. Ms. Russo Klein seconded the motion and it carried unanimously.

AIRFIELD RE-DEVELOPMENT PROJECT/AGREEMENT WITH TRAVELERS:

The final settlement and claims with Travelers has been reached and the following mediated settlement agreement has been signed by all parties:

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STATE OF NORTH CAROLINA
COUNTY OF BUNCOMBE

MEDIATED SETTLEMENT AGREEMENT

This Mediated Settlement Agreement (hereinafter "Agreement") is made this the 20th day of December, 2021, by and between the Greater Asheville Regional Airport Authority (hereinafter "GARAA") and Travelers Casualty and Surety Company of America (hereinafter "Travelers") (hereinafter, occasionally and collectively, GARAA and Travelers are "the Parties").

WITNESSETH:

WHEREAS, GARAA is the owner and operator of the Asheville Regional Airport (hereinafter "the Airport");

WHEREAS, GARAA entered into a construction contract (hereinafter the "Bonded Contract") with Cedar Peaks Enterprises (hereinafter "CPE") with respect to certain construction work at the Airport on a project known as Bid Package 4—Permanent Runway 17-35 Paving, Lighting, and NAVAIDs (hereinafter the "Project");

WHEREAS, Travelers issued Performance Bond No. 106674877 (hereinafter the "Performance Bond") and Payment Bond No. 106674877 (hereinafter the "Payment Bond") (the Performance Bond and the Payment Bond collectively, hereinafter the "Bonds") on behalf of CPE, as Principal, and in favor of GARAA in relation to the Bonded Contract in their respective penal limits of \$33,703,095.70;

WHEREAS, on or about October 30, 2017, GARAA declared CPE to be in default under the Bonded Contract, and on or about November 7, 2017, GARAA terminated the Bonded Contract and GARAA requested that Travelers perform its obligations under the Performance Bond;

WHEREAS, the original schedule under the Bonded Contract required the new permanent runway to be open by December 7, 2017, but the new permanent runway did not open by that date;

WHEREAS, Travelers, CPE and GARAA entered into the Takeover Agreement effective April 3, 2018, setting forth the agreement between Travelers, CPE and GARAA related to completion of the Project (hereinafter "Takeover Agreement");

WHEREAS, disputes, disagreements and controversies then arose between the Parties regarding, among other things, the quality of the work, the quantity of work, and the timing of work required of CPE and Travelers pursuant to the Takeover Agreement;

WHEREAS, CPE was subsequently removed from the Project by Travelers in or around August of 2018;

WHEREAS, the Takeover Agreement provided that the new permanent runway would be opened by November 8, 2018, but the permanent runway did not open by that date;

WHEREAS, the Takeover Agreement was then amended by execution of the First Amendment to Takeover Agreement in May of 2019 (hereinafter the "First Amendment");

WHEREAS, pursuant to the First Amendment, Travelers arranged for completion of the Project as outlined in the First Amendment;

WHEREAS, the First Amendment called for the new permanent runway to be opened by December 5, 2019, but the new permanent runway did not open by that date;

WHEREAS, disputes, disagreements and controversies arose between the Parties regarding, among other things, the quality of the work, the quantity of the work, and the timing of the work required of Travelers following the execution of the Takeover Agreement and pursuant to the First Amendment, a portion of which was provided by Rogers Group, Inc. (hereinafter "Rogers Group"), the asphalt paver Travelers' retained to complete the Project, and Rogers Group left the Project in 2019;

WHEREAS, the Parties then further amended the Takeover Agreement and First Amendment in April of 2020 by execution of the Second Amendment to Takeover Agreement (hereinafter the "Second Amendment"), as well as a Partial Tender Agreement with APAC-Atlantic, Inc., d/b/a Harrison Construction Company – Asheville Division ("APAC");

WHEREAS, in entering into the Takeover Agreement, the First Amendment and the Second Amendment, the Parties acknowledged that there were a number of disputes, disagreements and controversies between them that could not be resolved, and reserved certain claims, rights and defenses as outlined in the Takeover Agreement, the First Amendment and the Second Amendment, while at the same time allowing the Project to move forward to completion;

WHEREAS, disputes arose after the execution of the Takeover Agreement between the Parties regarding, among other things, the cause of and claims arising from the delay in completion of the new permanent runway, which was opened on November 5, 2020, and the entire Project, which was completed in 2021;

WHEREAS, the Parties have now agreed to compromise and settle all of their disputes, disagreements and controversies between them related to the Parties' performance and obligations under the Takeover Agreement, the First Amendment, the Second Amendment, and the Tender Agreement, arising or accruing after the Effective Date of the Takeover Agreement, by entering into this Agreement.

NOW, THEREFORE, in consideration of the foregoing, other good and valuable considerations, and the mutual covenants set forth herein, the receipt and sufficiency of all of which are hereby acknowledged, the Parties hereto agree as follows:

1. **Recitations.** The above recitations are incorporated herein by reference.

2. **Settlement Payment.** Travelers shall pay GARAA the sum of seven million dollars (\$7,000,000.00). Payment shall be made on or before December 30, 2021. Payment shall be payable to "Greater Asheville Regional Airport Authority" and delivered to counsel for GARAA or per wiring instructions as provided by counsel for GARAA to counsel for Travelers. Time is of the essence with regards to payment.

3. **Pay Applications and Payments to Subcontractors and Suppliers.** Travelers hereby releases any claim to further payment from GARAA. GARAA is released from any obligation to make payment of any unpaid or pending Project pay applications, and Travelers shall not submit any additional pay applications or invoices of any nature to GARAA in connection with the Project. Travelers remains and will be solely responsible for payment of any outstanding or future invoices or amounts that are or may be owed to any entity that provided materials, labor, equipment or services to Travelers or its contractors, including without limitation, Travelers's consultants, subcontractors and suppliers of any tier, and Rogers Group, Inc. Travelers's obligations under the Payment Bond shall remain in full force and effect, subject to its terms, in relation to claims asserted by any party that provided labor, materials, equipment or services to Travelers or its contractors. GARAA remains and will be solely responsible for payment of any outstanding or future invoices or amounts that are or may be owed to any entity that provided materials, labor, equipment or services to APAC, GARAA, or any of their respective consultants, subcontractors and suppliers of any tier.

4. **Materials and Equipment.** Travelers hereby releases any claim to any materials and equipment provided to the Project by it or any of its contractors or consultants (the "Project Materials"). If Travelers or any of its contractors have or control possession of Project Materials that are not located on Airport property, such shall be delivered to GARAA within 15 days of the date hereof. Travelers shall remove the remaining storage container (Connex) from the Airport property within 15 days of the date hereof, at its own expense, and shall coordinate the timing of such removal as directed by counsel for GARAA. GARAA shall be allowed to remove any Project Materials or property of GARAA located within the storage container. Neither Travelers nor its subcontractors or suppliers shall be responsible for purchasing or acquiring any additional materials or equipment not already purchased or acquired for the Project.

5. **Close Out Documentation & Requirements.** Travelers shall make all reasonable efforts to provide GARAA any and all close out documentation required under the Bonded Contract and in connection with FAA requirements that has not previously been provided (as shown by written transmittals or other sufficient evidence), including, but not limited to, the following:

- a. Two copies of each manufacturer's warranty for all materials, equipment, and installations;
- b. Release of claims from all contractors, subcontractors and suppliers providing labor or materials to the Project;

c. Certified statement for DBE subcontractors (for that period from August 2021 to date); and

d. Return of 18 outstanding security badges issued by GARAA (to Guard One, JS Held and other contractors working for Travelers). Travelers shall make every reasonable effort to return all 18 security badges on or before December 30, 2021.

GARAA represents that it is not aware of any documentation other than those items listed in a. through d. above that has not been received as of the date of this Agreement.

6. **Release by GARAA.** Except for the obligations and warranties of this Agreement and as otherwise set forth herein, and in consideration of the payment and other terms and conditions set forth herein, GARAA, on behalf of itself, its board members, officers, directors, shareholders, employees, successors, assigns, attorneys, representatives, and agents does hereby release Travelers, and its board members, officers, directors, shareholders, employees, successors, assigns, attorneys, representatives, consultants, and agents (not including subcontractors, manufacturers or suppliers) of and from all claims, counterclaims, obligations, liabilities, responsibilities or damages, arising out of or relating to the Project, the Bonded Contract, the Bonds, the Takeover Agreement, the First Amendment, the Second Amendment, and the Tender Agreement, including, without limitation, all known and unknown claims, and future warranty obligations of Travelers relating to the Project, the Bonds, the Bonded Contract, the Takeover Agreement, the First Amendment, the Second Amendment, or the Tender Agreement; provided, however, nothing in this Agreement shall release or impair claims to and/or against any subcontractor, manufacturer, or supplier related to or arising from any warranty obligations of said subcontractors, manufacturers and suppliers. Travelers shall have no obligation to perform or arrange for performance of said warranty work by any subcontractor, manufacturer or supplier. Nothing herein is intended to and shall not waive any claim, defense or disputes between CPE and RS&H, Inc. GARAA warrants to Travelers that it is authorized to provide all releases set forth herein. Moreover, GARAA's release of any claims of RS&H, Inc. shall be without warranty, except to the extent GARAA has any rights by assignment, subrogation or otherwise with respect to such claims of RS&H, Inc.

7. **Release by Travelers.** Except for the obligations and warranties of this Agreement and as otherwise set forth herein, and in consideration of the terms and conditions set forth herein, Travelers, on behalf of itself, its board members, officers, directors, shareholders, employees, successors, assigns, attorneys, representatives, agents, and Principal under the Bonds, does hereby release GARAA, and its board members, officers, directors, shareholders, employees, successors, assigns, attorneys, representatives and agents, including, but not limited to, GARAA's Project consultants, Resident Project Representatives, Engineers, design professionals, program managers, construction managers, and Project managers, of and from all claims, counterclaims, obligations, liabilities, responsibilities or damages, arising out of or relating to the Project, the Bonded Contract, the Bonds, the Takeover Agreement, the First Amendment, the Second Amendment, or the Tender Agreement, including without limitation all known and unknown claims. Nothing herein is intended to and shall not waive any claim or disputes between CPE and RS&H, Inc. Travelers warrants to GARAA that it is authorized to provide all releases set forth

herein. Moreover, Travelers's release of any claims of Principal shall be without warranty, except to the extent Travelers has any rights by assignment, subrogation or otherwise with respect to such claims of Principal.

8. **Attorney's Fees & Costs.** Except as expressly otherwise provided herein, each party shall pay its own costs and attorneys' fees. The cost of mediation conducted on November 16, 2021 and any additional services provided by the mediator shall be shared equally by the Parties.

9. **No Admission of Wrongdoing.** The Parties agree that nothing contained in this Agreement, any document generated by the Parties in connection with this Agreement, or action taken by any party in connection with this Agreement, constitutes an admission of wrongdoing or liability on the part of any party, liability being expressly denied by all of the Parties.

10. **Further Assurances.** The Parties agree that, without any additional consideration, they shall execute such additional documents and take such additional actions as shall be reasonably necessary or appropriate to effect the consummation of the terms of this Agreement. In addition, Travelers agrees to execute or provide such additional documents as are necessary for the GARAA to close out the Project with the Federal Aviation Administration so long as (1) Travelers has the knowledge and information necessary to execute such documents, (2) the statements therein are true and accurate, and (3) such documents can be readily obtained through reasonable efforts.

11. **Statements to Third-Parties.** The Parties shall not affirmatively put out or issue a press release or otherwise affirmatively seek any media coverage regarding this Agreement or the Mediation. Nothing herein shall prevent or prohibit GARAA from, in the ordinary course of business, disclosing the existence and terms of the Agreement or discussing the Agreement at any GARAA meeting, or from entering the Agreement into the minutes of any GARAA meeting. Nothing shall prevent or prohibit any person (including any employee or representative of any Party) from giving testimony or providing documents pursuant to subpoena in any deposition, hearing, trial or similar proceeding or restrict the scope or content of such testimony or shall prevent or prohibit any response to a public records request regarding this Agreement or the Project. Upon receipt of a subpoena for testimony or documents that is reasonably anticipated to relate to the Project, the Party subpoenaed will provide notice to the other Party, through counsel, of the subpoena along with a copy of the subpoena.

12. **Terms of Agreement Negotiated.** This Agreement has been negotiated and drafted by all Parties and their counsel. The Parties to this Agreement represent and warrant that they have read and understand this Agreement and have consulted their respective counsel concerning its legal effect. It is further represented, declared and agreed by the undersigned that the terms of this Agreement are fully understood and that the judgment of the undersigned is relied upon wholly in so doing and that the above referenced consideration is voluntarily accepted by the undersigned for the purposes of making a full and final compromise. No rule of construction shall apply to this Agreement construing its provisions in favor or against any party.

13. **Severability.** Any invalidity, in whole or in part, of any provision of this Agreement shall not affect the validity of any other of its provisions or of the Agreement as a whole.

14. **Entire Agreement.** Except as otherwise set forth herein, this Agreement embodies the entire agreement and understanding between the Parties and supersedes all prior agreements and understandings relating to the subject matter hereof. This Agreement is made without reliance upon any statement or representation of the Parties or their representatives and the terms of this Agreement are contractual and not mere recitals. No course of prior dealing between the Parties, no usage of the trade, and no parol or extrinsic evidence of any nature shall be used or be relevant to supplement, explain or modify any term used herein. This Agreement is a product of negotiation and preparation by and among each Party. The Parties, and each of them, represent and warrant that they have not been offered or provided, and that they have not accepted, any inducement or promise of any kind or nature whatsoever for entering into this Agreement other than the consideration stated in this Agreement. This Agreement may only be amended or modified by a written instrument signed by all Parties to this Agreement.

15. **Governing Law.** This Agreement shall be governed, interpreted and enforced pursuant to the laws of the State of North Carolina.

16. **Electronic Signatures and Execution in Counterparts.** The Parties acknowledge and agree that this Agreement may be executed by electronic signature, which shall be considered as an original signature for all purposes and shall have the same force and effect as an original signature. Without limitation, "electronic signature" shall include faxed versions of an original signature or electronically scanned and transmitted versions (e.g. via pdf) of an original signature. Further, this Agreement may be signed in counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same, single document.

17. **Headings.** Headings contained in this Agreement are inserted only as a matter of convenience and for reference and in no way define, limit, extend or describe the scope of this Agreement or the intent of any provision hereof.

18. **Authority.** Each signatory represents and warrants that he or she is the authorized representative of the party on behalf of which he or she signs and that the terms of, and the execution of, this Agreement has been validly authorized.

[SIGNATURE PAGE TO FOLLOW]

In Witness Whereof, the Parties by and through their authorized representatives have executed this Agreement as of the day and year written below.

**Travelers Casualty and Surety Company
of America**

By: _____

Print Name: MARK MARINO

Title: ASSISTANT VICE PRESIDENT

Date: DECEMBER 21, 2021

Greater Asheville Regional Airport Authority

By: Matthew C. Burrill

Print Name: MATTHEW C. BURRILL

Title: CHAIRMAN, GARAA

Date: DECEMBER 20, 2021

ADJOURNMENT: Ms. Russo Klein moved to adjourn the meeting at 10:43 a.m. Mr. Erwin seconded the motion and it carried unanimously.

Respectfully submitted,

Ellen Heywood
Clerk to the Board

Approved:

Matthew C. Burril
Chair



MEMORANDUM

TO: Members of the Airport Authority

FROM: Christina M. Madsen, Airport Properties and Contracts Manager

DATE: March 11, 2022

ITEM DESCRIPTION – Consent Item B

Approval to Amend the Lease and Agreement ("Lease") between DreamCatcher Broadmoor, LLC., ("DreamCatcher") and the Greater Asheville Regional Airport Authority ("Authority") to change the date for disbursement of the tenant allowance and completion dates for capital repairs.

BACKGROUND

The Authority entered a long-term Lease with DreamCatcher on August 13, 2021. As part of the Lease, the Authority approved providing a tenant allowance in the amount of \$50,000 per year rent credit, for three years beginning August 14, 2022, with a not-to exceed amount of \$150,000.

The intent of the tenant allowance was to assist with the capital repairs required and the disbursement timing was to ensure the due diligence period had lapsed before the Authority provided the rent credits to the account. The Lease due diligence period to obtain financing expired on February 14, 2022, and DreamCatcher has secured the financing to proceed with the design and completion of the hotel on the site.

Since August 14, 2021, DreamCatcher has made improvements more than \$90,000 that were not anticipated such as underground pond piping and dead tree removal as well as other necessary improvements due to Hurricane Fred that occurred in late August 2021.

Consent - Item B



Therefore, DreamCatcher has requested to obtain the tenant allowance in April 2022 versus August 2022 and the other two disbursements in April 2023, April, 2024 as well as the date of completion for the First Year Improvements to be extended.

The creekbank and cart path at golf hole number 17 has been included as part of a grant application with Conserving Carolina, therefore the date for repairs to the creekbank to be completed is being requested to be changed from August 14, 2022, to no later than August 31, 2023. The clubhouse roof replacement is also being requested to be changed from August 14, 2022, to no later than October 31, 2022, to allow the roof design to be completed with the new roof of the hotel development.

ISSUES

There are no issues.

ALTERNATIVES

The Board could deny the request.

FISCAL IMPACT

Funds will be required to be available for the tenant allowance in this Fiscal Year in the amount of \$50,000 rent credit with a budget adjustment.

RECOMMENDED ACTION

It is respectfully requested that the Greater Asheville Regional Airport Authority Board resolve to (1) approve the Amendment No. 1 to the Ground Lease and Agreement as described above with DreamCatcher Broadmoor, LLC., and (2) authorize the Executive Director to execute the necessary documents, and (3) resolve to amend the FY2021/2022 budget by adopting the following budget ordinance amendment:



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, 2022:

Section 1. To amend the appropriations as follows:

This will result in a net decrease of \$50,000 in the appropriations. Revenues will be revised as follows:

REVENUES:

	<u>Decrease</u>	<u>Increase</u>
Lease Revenue	\$50,000	
Transfer from GARAA Cash		\$50,000
Totals	<u><u>\$50,000</u></u>	<u><u>\$50,000</u></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 11th day of March 2022.

Matthew C. Burrell, Chair

Attested by:

Ellen Heywood, Clerk to the Board

**AMENDMENT NO.1
TO
GROUND LEASE AND AGREEMENT**

THIS FIRST AMENDMENT made and entered into this 11th day of March, 2022, by and between THE GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY, hereinafter referred to as ("Authority"), and DREAMCATCHER BROADMOOR, LLC., hereinafter referred to as ("Lessee"), collectively referred to as the ("Parties").

W I T N E S S E T H:

WHEREAS, the Parties hereto have previously entered into a Ground Lease and Agreement ("Lease") on August 13, 2021 for the management and operation of the 18-hole Broadmoor Links Golf Course and all its amenities, and to develop, maintain, and operate a AAA Rated 4-Diamond designation hotel; and,

WHEREAS, Authority and Lessee desire to change the date for disbursement of the Tenant Allowance and completion date for first year improvements; and,

WHEREAS, Authority and Lessee request such changes to be effective immediately, and for the remainder of the Agreement.

NOW, THEREFORE, in consideration of the foregoing, the Parties hereby agree that the Agreement be amended, effective upon execution, as follows:

1. ARTICLE 15 – TENANT ALLOWANCE is hereby deleted in its entirety and replaced with the following:

So long as Lessee has not defaulted on this Lease, the Authority will provide an allowance not to exceed amount of \$150,000.00, as a tenant "Allowance" to be applied toward capital expenditures incurred by Lessee for Golf Course, including but not limited to the clubhouse roof replacement and repair and/or remediation of the creekbank and cart path at golf hole number 17, ("First Year Improvements"). The Lessee shall complete the clubhouse roof replacement following final design of the hotel improvements or prior to October 31, 2022, and the creekbank and cart path at golf hole number 17, shall be completed no later than August 31, 2023. Lessee shall provide documentation and certification to the Authority for the completion of the First Year Improvements. If the Authority's Allowance is not sufficient for Lessee to complete the First Year Improvements, then the remaining costs shall be at the sole expense of Lessee. The Allowance will be provided to the Lessee in the form of a monthly Rent credit on April 1, 2022; April 1, 2023; and April 1, 2024, in the amount of \$50,000 each, only in the event the Lease is not terminated during the Due Diligence Period. In the event the Lease terminates in accordance with the Due Diligence as set forth in Article 2.3, Lessee shall not be entitled to any Allowance.

All other terms and conditions of the Ground Lease and Agreement not specifically amended shall remain in full force and effect.

IN WITNESS WHEREOF, the parties hereto by their duly authorized officers have caused this Amendment to be executed as of the day and year first above written.

**GREATER ASHEVILLE REGIONAL
AIRPORT AUTHORITY**

By: _____
Lew Bleiweis, A.A.E.
Executive Director

DREAMCATCHER BROADMOOR, LLC

By: _____
Zeke C. Cooper
President and Managing Member



MEMORANDUM

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance and Accounting

DATE: March 11, 2022

ITEM DESCRIPTION – New Business Item A

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. 201601-8, and in preparation for the upcoming FY2022-2023 budget, we have developed a new Schedule of Airline Rates, Fees and Charges for FY2022-2023, using the same agreed-upon rate methodology.

The airlines were notified and presented the new proposed airline rates, fees and charges. A meeting with the airlines was held on February 24, 2022.

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 resolve to (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 FY2022/2023 at the next scheduled Authority Board meeting.

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

AMENDED ORDINANCE NO. 201601-8

**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.

5.33 "Loading Bridge Fees" are the fees calculated by dividing the total Loading Bridge requirement, which currently includes Operating Expenses, Capital Outlay, Debt Service and Debt Service Coverage, by the total departures.

5.34 "Market Share Exempt Carrier" is any New Airline operating with less than 7% market share of total enplanements per month. The only fees applicable to a Market Share Exempt Carrier are Landing Fees and Per Turn Fees, unless the New Airline is leasing preferential space which would be included in separate rent. An Airline will cease to qualify as Market Share Exempt Carrier at the time that the Airline meets or exceeds 7% of market share of total enplanements per month for any six (6) of the immediately preceding twelve (12) months. Once Airline is no longer Market Share Exempt, the Airline will be responsible for all Terminal and Airfield related rates, fees and charges.

5.35 "New Airline(s)" shall mean any new airline providing new commercial passenger or cargo service to and from the Airport, using the Airport Terminal Building or cargo building to enplane and deplane passengers or cargo service to and from the Airport.

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.

6.4.3. Joint Use Space. Joint Use Space shall be classified as Baggage Make-Up, Baggage Claim and Gate Area. Airline's share of the Terminal Building Rentals for Baggage Make-Up and Baggage Claim Joint Use Space will be determined as follows: (1) eighty-five percent (85%) of the total rentals due shall be prorated among Airlines using Joint Use Space based upon Airline's share of Checked Bags, (2) fifteen percent (15%) of the total rentals due shall be prorated equally among the Airlines using Joint Use Space. Airline's share of the Terminal Building Rentals for Gate Area Joint Use Space will be determined as follows: (1) eighty-five percent (85%) of the total rentals due shall be prorated among Airlines using Joint Use Space based upon Airline's share of Enplaned Passengers, (2) fifteen percent (15%) of the total rentals due shall be prorated equally among the Airlines using Joint Use Space.

6.4.4 Per Turn Fee for Market Share Exempt Carriers. The Per Turn Fee for Market Share Exempt Carriers is calculated by dividing the Per Turn requirement by the total estimated departures.

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 [RESERVED]

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 2022-2023 Schedule of Rates, Fees and Charges effective July 1, 2022 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 _____, 2022, 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

2022-2023 Fiscal Year

Schedule of Rates, Fees and Charges

SUMMARY TABLE**RESULTS**

(Fiscal Years Ending June 30)

	2021	2022	2023
Signatory Airline Rates & Charges:			
Terminal Building Rental Rate (per s.f.)	\$60.16	\$48.90	\$64.68
Passenger-Related Security Fee (per EP)	\$0.70	\$0.90	\$0.86
Landing Fee (per 1,000-lbs)	\$1.76	\$1.74	\$2.18
Ticket Counter & Queue Fee (per EP-unassigned)	\$0.34	\$0.41	\$0.37
Baggage Make-Up & Claim Fee (per bag)	\$0.98	\$1.12	\$1.06
Baggage Make-Up & Claim Fee (per airline)	\$13,205	\$13,417	\$17,745
Gate Area Charge per (enplaned pax)	\$1.10	\$0.90	\$1.21
Gate Area Fee (per airline)	\$33,732	\$34,274	\$45,331
Loading Bridge Fee (per depart.)	\$9.78	\$9.80	\$9.29
Turn Fees ¹			
Per Turn Fee for Exempt Carriers (0-70 seats)	\$322.00	\$277.00	\$398.00
Per Turn Fee for Exempt Carriers (71-135 seats)	\$361.00	\$330.00	\$457.00
Per Turn Fee for Exempt Carriers (136+ seats)	\$387.00	\$369.00	\$502.00
Average AVL CPE	\$5.12	\$6.02	\$6.12

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

Source: Airport management records

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

Table 1**AVIATION ACTIVITY**

(Fiscal Years Ending June 30)

	2021	2022	2023
<u>Enplaned Passengers:</u>			
Allegiant	420,000	300,000	440,000
American ¹	187,000	125,000	170,000
Delta	158,000	105,000	175,000
Jet Blue			4,080
Sun Country			11,500
Spirit	21,000	0	0
United	80,000	65,000	50,000
Total	866,000	595,000	850,580
<u>Estimated Checked Bags:</u>			
Allegiant	130,550	111,000	162,800
American ¹	81,812	46,250	62,900
Delta	110,652	69,300	115,500
Jet Blue			1,428
Sun Country			4,025
Spirit	6,300	0	0
United	50,805	44,200	34,000
Total	380,119	270,750	380,653
<u>Departures:</u>			
Allegiant	2,677	2,167	3,204
American ¹	3,414	2,589	3,125
Delta	2,577	1,901	2,081
Jet Blue			68
Sun Country			108
Spirit	125	0	0
United	1,429	1,704	1,100
Total	10,222	8,361	9,686
<u>Landed Weight (1,000-lb units):</u>			
Allegiant	380,317	308,227	452,425
American ¹	222,724	174,329	209,758
Delta	178,253	136,739	217,580
Jet Blue			6,446
Sun Country			15,000
Spirit	18,258	0	0
United	88,301	80,871	57,394
Total	887,853	700,166	958,603

Note: Amounts may not add due to rounding.

Source: Airport management records

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

Table 2**TERMINAL SPACE (s.f.)**

(Fiscal Years Ending June 30)

	2021	2022	2023
<u>Preferential Space:</u> ¹			
Allegiant	1,331	1,526	1,396
American	2,297	2,297	2,436
Delta	2,609	2,609	2,609
Sun Country			267
Spirit	905	0	0
United	1,593	1,593	1,593
CRJ			462
Worldwide/CRJ	161	161	0
Total Preferential Space	8,896	8,186	8,763
<u>Joint Use Space:</u>			
Baggage Make-Up	3,192	3,192	3,192
Baggage Claim	4,124	4,124	4,124
Gates 1-3 Holdroom	8,517	8,517	8,517
Gates 4-7 Holdroom	6,751	6,751	6,751
Gates 4-7 Secure Enplanement Corridor	3,421	3,421	3,421
Total Joint Use Space	26,005	26,005	26,005
Total Airline Rented	34,901	34,191	34,768
<u>Other Rentable:</u>			
Ticket Counter (unassigned)	285	285	235
Queue (unassigned)	456	540	460
Vacant Airline Preferential Space	1,210	1,836	1,389
Concession Space	13,775	13,775	13,775
FAA Tower & Related Office Space	4,374	4,374	4,374
TSA Offices & Breakroom	1,933	1,933	1,933
TSA Passenger Security Screening	4,891	4,891	4,891
TSA Offices Adjacent to Passenger Screening	396	396	396
Total	27,320	28,030	27,453
Total Rentable Space	62,221	62,221	62,221
Public and Other Areas	45,628	45,628	45,628
Total Terminal Space	107,849	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**

(Fiscal Years Ending June 30)

		2021	2022	2023
<u>Depreciation:</u> ¹				
Gross Depreciation		\$4,700,000	\$4,700,000	\$5,400,000
Less: Grant & PFC Amortization		(3,200,000)	(3,200,000)	(3,800,000)
Net Depreciation	[A]	\$1,500,000	\$1,500,000	\$1,600,000
<u>By Cost Center (%):</u>				
Airfield Area	[B]	14.0%	14.0%	14.0%
Terminal Building	[C]	30.0%	30.0%	30.0%
Parking, Roadway, and Ground Trans.	[D]	33.0%	33.0%	33.0%
General Aviation Area	[E]	16.0%	16.0%	16.0%
Other Area	[F]	7.0%	7.0%	7.0%
Total		100.0%	100.0%	100.0%
<u>By Cost Center:</u>				
Airfield Area	[A*B]	\$210,000	\$210,000	\$224,000
Terminal Building	[A*C]	450,000	450,000	480,000
Parking, Roadway, and Ground Trans.	[A*D]	495,000	495,000	528,000
General Aviation Area	[A*E]	240,000	240,000	256,000
Other Area	[A*F]	105,000	105,000	112,000
Net Depreciation	[A]	\$1,500,000	\$1,500,000	\$1,600,000
<u>Amortization:</u>				
Gross Amortization		\$242,056	\$242,056	\$242,056
Less: Grant & PFC Amortization		(162,475)	(162,475)	(162,475)
Net Amortization	[G]	\$79,581	\$79,581	\$79,581

Table 3**DEPRECIATION, AMORTIZATION, & CAPITAL OUTLAY**

(Fiscal Years Ending June 30)

		2021	2022	2023
<u>By Cost Center (%):</u>				
Airfield Area	[H]	100.0%	100.0%	100.0%
Terminal Building	[I]	0.0%	0.0%	0.0%
Parking, Roadway, and Ground Trans.	[J]	0.0%	0.0%	0.0%
General Aviation Area	[K]	0.0%	0.0%	0.0%
Other Area	[L]	0.0%	0.0%	0.0%
Total		100.0%	100.0%	100.0%
<u>By Cost Center:</u>				
Airfield Area	[G*H]	\$79,581	\$79,581	\$79,581
Terminal Building	[G*I]	0	0	0
Parking, Roadway, and Ground Trans.	[G*J]	0	0	0
General Aviation Area	[G*K]	0	0	0
Other Area	[G*L]	0	0	0
Net Amortization	[G]	\$79,581	\$79,581	\$79,581
<u>Capital Outlay:</u>				
Capital Outlay	[M]	\$100,000	\$100,000	\$100,000
<u>By Cost Center (%):</u>				
Airfield Area	[N]	50.0%	50.0%	50.0%
Terminal Building	[O]	50.0%	50.0%	50.0%
<u>By Cost Center:</u>				
Airfield Area	[M*N]	\$50,000	\$50,000	\$50,000
Terminal Building	[M*O]	50,000	50,000	50,000
Capital Outlay	[M]	\$100,000	\$100,000	\$100,000

Note: Amounts may not add due to rounding.

Source: Airport management records

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

Table 4**OPERATION AND MAINTENANCE EXPENSES**

(Fiscal Years Ending June 30)

		2021	2022	2023
<u>By Category:</u>				
Personnel Services		\$7,863,075	\$6,915,740	\$8,946,137
Professional Services		489,670	\$280,450	\$486,400
Utilities		545,117	\$479,567	\$489,267
Promotional Activities		353,025	\$237,325	\$329,075
Maintenance and Repairs		322,200	\$243,800	\$280,700
Contracted Services		1,838,377	\$870,295	\$1,949,830
Insurance Expense		330,725	\$334,400	\$334,400
Materials and Supplies		495,253	\$378,450	\$491,500
Other Expenses		574,848	\$349,010	\$466,570
Total O&M Expenses	[A]	<u>\$12,812,290</u>	<u>\$10,089,037</u>	<u>\$13,773,879</u>
<u>By Cost Center (%):</u>				
Airfield Area	[B]	25.6%	26.4%	25.8%
Terminal Building	[C]	46.0%	48.1%	45.9%
Parking, Roadway, and Ground Trans.	[D]	15.0%	11.5%	14.9%
General Aviation Area	[E]	9.5%	9.9%	9.6%
Other Area	[F]	3.8%	4.1%	3.9%
Total		<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>
<u>By Cost Center:</u>				
Airfield Area	[A*B]	\$3,284,722	\$2,665,092	\$3,547,914
Terminal Building	[A*C]	5,888,847	4,854,633	6,316,122
Parking, Roadway, and Ground Trans.	[A*D]	1,927,664	1,160,524	2,048,797
General Aviation Area	[A*E]	1,221,329	995,484	1,325,899
Other Area	[A*F]	489,728	413,304	535,147
Total O&M Expenses	[A]	<u>\$12,812,290</u>	<u>\$10,089,037</u>	<u>\$13,773,879</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)

		2021	2022	2023
<u>Airfield Requirement:</u>				
O&M Expenses		\$3,284,722	\$2,665,092	\$3,547,914
Less: Deicing Chemicals		(74,305)	(76,535)	(40,000)
O&M Reserve Requirement		300,190	(278,773)	441,411
Net Depreciation		210,000	210,000	224,000
Net Amortization		79,581	79,581	79,581
Capital Outlay		50,000	50,000	50,000
Debt Service		0	0	0
Debt Service Coverage (25%)		0	0	0
Total Requirement	[A]	\$3,850,187	\$2,649,366	\$4,302,906
<u>Landing Fee Credits:</u>				
Non-Airline Revenue	[B]	\$70,000	\$102,307	\$115,000
Other	[C]	0	0	0
Total Credits	[D=B+C]	\$70,000	\$102,307	\$115,000
Net Landing Fee Requirement	[E=A-D]	\$3,780,187	\$2,547,059	\$4,187,906
Airline Landed Weight	[F]	887,853	700,166	958,603
Airline Landing Fee (pre-Revenue Share)	[G=E/F]	\$4.26	\$3.64	\$4.37
Revenue Share Credit	[H]	\$2,221,753	\$1,327,560	\$2,094,340
Adjusted Airline Net Requirement	[I=E-H]	\$1,558,434	\$1,219,499	\$2,093,566
Airline Landing Fee	[J=I/F]	\$1.76	\$1.74	\$2.18
Airline Landing Fee Revenue	[K=F*J]	\$1,558,434	\$1,219,499	\$2,093,566

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)

		2021	2022	2023
<u>Terminal Requirement:</u>				
O&M Expenses		\$5,888,847	\$4,854,633	\$6,316,122
O&M Reserve Requirement		502,586	(462,618)	730,744
Net Depreciation		450,000	450,000	480,000
Net Amortization		0	0	0
Capital Outlay		50,000	50,000	50,000
Debt Service		0	0	0
Debt Service Coverage (25%)		0	0	0
Total Requirement	[A]	\$6,891,433	\$4,892,015	\$7,576,866
<u>Terminal Credits:</u>				
Passenger-Related Security Charges		\$603,922	\$533,724	\$731,739
AirIT Landside Expenses		16,463	16,463	16,463
Loading Bridge Fees		100,000	81,955	90,000
Total Terminal Credits	[B]	\$720,385	\$632,142	\$838,202
Net Requirement	[C=A-B]	\$6,171,048	\$4,259,873	\$6,738,664
Rentable Space (s.f.)	[D]	62,221	62,221	62,221
Terminal Rental Rate	[E=C/D]	\$99.18	\$68.46	\$108.30
Airline Rented Space (s.f.)	[F]	34,901	34,191	34,768
Airline Requirement	[G=E*F]	\$3,461,464	\$2,340,839	\$3,765,447
Revenue Share Credit	[H]	\$1,361,719	\$668,771	\$1,516,591
Adjusted Airline Requirement	[I=G-H]	\$2,099,745	\$1,672,068	\$2,248,856
Airline Rented Space (s.f.)	[F]	34,901	34,191	34,768
Adjusted Airline Terminal Rate	[J=I/F]	\$60.16	\$48.90	\$64.68
Airline Terminal Rentals	[K=F*J]	\$2,099,745	\$1,672,068	\$2,248,856

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)

		2021	2022	2023
<u>Loading Bridge Requirement:</u>				
Operating Expenses		\$100,000	\$81,955	\$90,000
Capital Outlay		0	0	0
Debt Service		0	0	0
Debt Service Coverage (25%)		0	0	0
Total Requirement	[A]	\$100,000	\$81,955	\$90,000
Total Departures	[B]	10,222	8,361	9,686
Loading Bridge Fee (per Departure)	[C=A/B]	\$9.78	\$9.80	\$9.29
Total Loading Bridge Revenue	[D=B*C]	\$100,000	\$81,955	\$90,000

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)

		2021	2022	2023
Adjusted Signatory Airline Terminal Rate	[A]	\$60.16	\$48.90	\$64.68
<u>Joint Use Space (s.f.):</u>				
Baggage Make-Up	[B1]	3,192	3,192	3,192
Baggage Claim	[B2]	4,124	4,124	4,124
Gates 1-3 Holdroom	[C1]	8,517	8,517	8,517
Gates 4-7 Holdroom	[C2]	6,751	6,751	6,751
Gates 4-7 Secure Enplanement Corridor	[C23]	3,421	3,421	3,421
Joint Use Space		26,005	26,005	26,005
Baggage Make-Up & Claim Requirement	[D=A*(B1+B2)]	\$440,152	\$357,780	\$473,212
Gate Areas Requirement	[E=A*(C1+C2+C3)]	1,124,384	913,962	1,208,838
Total Joint Use Requirement	[G=D+E+F]	\$1,564,536	\$1,271,742	\$1,682,050
<u>Baggage Make-Up & Claim:</u>				
Baggage Make-Up & Claim Requirement (85%)	[H=D*0.85]	\$374,129	\$304,113	\$402,230
Checked Bags	[I]	380,119	270,750	380,653
Baggage Make-Up & Claim Fee (per bag)	[J=H/I]	\$0.98	\$1.12	\$1.06
Baggage Make-Up & Claim Requirement (15%)	[K=D*0.15]	\$66,023	\$53,667	\$70,982
Number of Airlines	[L]	5	4	4
Baggage Make-Up & Claim Fee (per airline)	[M=K/L]	\$13,205	\$13,417	\$17,745
<u>Gate Area:</u>				
Gate Area Requirement (85%)	[N=E*85%]	\$955,726	\$776,868	\$1,027,512
Enplaned Passengers	[O]	866,000	866,000	850,580
Gate Area Charge per (enplaned pax)	[P=N/O]	\$1.10	\$0.90	\$1.21
Gate Area Requirement (15%)	[Q=E*15%]	\$168,658	\$137,094	\$181,326
Number of Airlines	[L]	5	4	4
Gate Area Fee (per airline)	[R=Q/L]	\$33,732	\$34,274	\$45,331
Total Joint Use Revenue	[G]	\$1,564,536	\$1,271,742	\$1,682,050

Source: Airport management records

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

Table 6C**TICKET COUNTER & QUEUE FEES (UNASSIGNED)**

(Fiscal Years Ending June 30)

		2021	2022	2023
Adjusted Signatory Airline Terminal Rate	[A]	\$60.16	\$48.90	\$64.68
<u>Ticket Counter and Queue Space (s.f.):</u>				
Ticket Counter		1,731	1,731	1,731
Queue Space		2,865	2,865	2,865
Ticket Counter and Queue Space	[B]	4,596	4,596	4,596
Ticket Counter and Queue Space Requirement	[C=A*B]	\$276,509	\$224,762	\$297,277
AirIT Landside Expenses	[D]	16,463	16,463	16,463
Ticket Counter and Queue Requirement	[E=C+D]	\$292,972	\$241,225	\$313,740
Enplaned Passengers	[F]	866,000	595,000	850,580
Ticket Counter & Queue Fee (unassigned)	[G=E/F]	\$0.34	\$0.41	\$0.37
Enplaned Passenger Use	[H]	0	0	0
Ticket Counter & Queue Fees (unassigned)	[I=G*H]	\$0	\$0	\$0

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)

		2021	2022	2023
Personnel-Related Security Cost	[A]	\$1,700,149	\$1,639,833	\$1,882,397
<u>Officer Deployment Hours:</u>				
Total Hours (18 Officers at 42 hrs/week; 2 officers at 40 hrs/week)		2,174	2,174	2,174
Holiday (11 Holidays)		(198)	(198)	(198)
Vacation (12 Days)		(216)	(216)	(216)
Training (8 hrs per month per officer)		(144)	(144)	(144)
Sick Leave (12 Days Allowed; 9 Days Average Used)		(162)	(162)	(162)
Available Hours/Officer	[B]	1,454	1,454	1,454
Number of Officers	[C]	20	20	20
Total Available Hours	[D=B*C]	29,072	29,072	29,072
Less: Admin Hours Total	[E]	(2,880)	(2,880)	(2,880)
Total Officer Deployment Hours	[F=D-E]	26,192	26,192	26,192
Personnel-Related Security Cost per Hour	[G=A/F]	\$64.91	\$62.61	\$71.87
<u>Passenger-Related Security Charge:</u>				
Terminal Airlines (18 hrs/day Security Checkpoint)		\$426,465	\$411,336	\$472,180
Contract Security - Exit Lane				\$60,000
Less: TSA Reimbursement		(116,800)	(116,800)	(116,800)
Net Personnel-Related Costs	[H]	\$309,665	\$294,536	\$415,380
TSA Passenger Security Screening Space (s.f.)	[I]	4,891	4,891	4,891
Terminal Rental Rate	[J]	\$60.16	\$48.90	\$64.68
Security Checkpoint Space Costs	[K=I*J]	\$294,257	\$239,188	\$316,359
Passenger-Related Security Charges	[L=H+K]	\$603,922	\$533,724	\$731,739
Enplaned Passengers	[M]	866,000	595,000	850,580
Passenger-Related Security Charges per Enplaned Passenger	[N=L/M]	\$0.70	\$0.90	\$0.86
Passenger-Related Security Charges	[O=M*N]	\$603,922	\$533,724	\$731,739

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)

		2021	2022	2023
<u>Airline Revenue:</u>				
Terminal Rentals		\$2,099,745	\$1,672,068	\$2,248,856
Loading Bridge Fees		100,000	81,955	90,000
Landing Fees		1,558,434	1,219,499	2,093,566
Unassigned Ticket Counter Charges		0	0	0
Passenger Related Security Charges		603,922	533,724	731,739
Deicing Chemicals		74,305	76,535	40,000
Total	[A]	\$4,436,406	\$3,583,780	\$5,204,161
Enplaned Passengers	[B]	866,000	595,000	850,580
Cost Per Enplaned Passenger	[C=A/B]	\$5.12	\$6.02	\$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**

(Fiscal Years Ending June 30)

		2021	2022	2023
<u>Per Turn Requirement:</u>				
Joint Use Cost ¹		\$1,564,536	\$1,271,742	\$1,682,050
Loading Bridge Cost		100,000	81,955	90,000
Unassigned Ticket Counter Cost		292,972	241,225	313,740
Passenger Related Security Charge Cost		603,922	533,724	731,739
Deicing Chemicals Cost		74,305	76,535	40,000
Total	[A]	\$2,635,735	\$2,205,179	\$2,857,529
Total Departures	[B]	10,222	8,361	9,686
Average Per Turn Cost	[C=A/B]	\$257.85	\$263.75	\$295.02
Per Turn Fee for Exempt Carriers (0-70 seats)	[D=C*135%]	\$322.00	\$277.00	\$398.00
Per Turn Fee for Exempt Carriers (71-135 seats)	[E=C*155%]	\$361.00	\$330.00	\$457.00
Per Turn Fee for Exempt Carriers (136+ seats)	[F=C*170%]	\$387.00	\$369.00	\$502.00

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 11, 2022

ITEM DESCRIPTION – New Business Item B

Approval of the Authority’s Preliminary Fiscal Year 2022/2023 Budget

BACKGROUND

Airport staff is requesting that the Authority Board approve the Proposed Preliminary Fiscal Year 2022/2023 Budget and allow the budget to remain available for public inspection for a minimum of 10 days. The Fiscal Year 2022/2023 Budget will then be presented to the Authority Board for final adoption at its next scheduled meeting.

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 2022/2023 Budget; and (2) accept public comment on the Proposed Fiscal Year 2022/2023 Budget during the next 10 days.



PROPOSED 2022/2023 BUDGET


Greater Asheville Regional Airport Authority
February 18, 2022




Agenda


 **General Statistics**

 **Proposed FY 2022/2023 Operating Budget**

 **Proposed FY 2022/2023 Capital Budget**

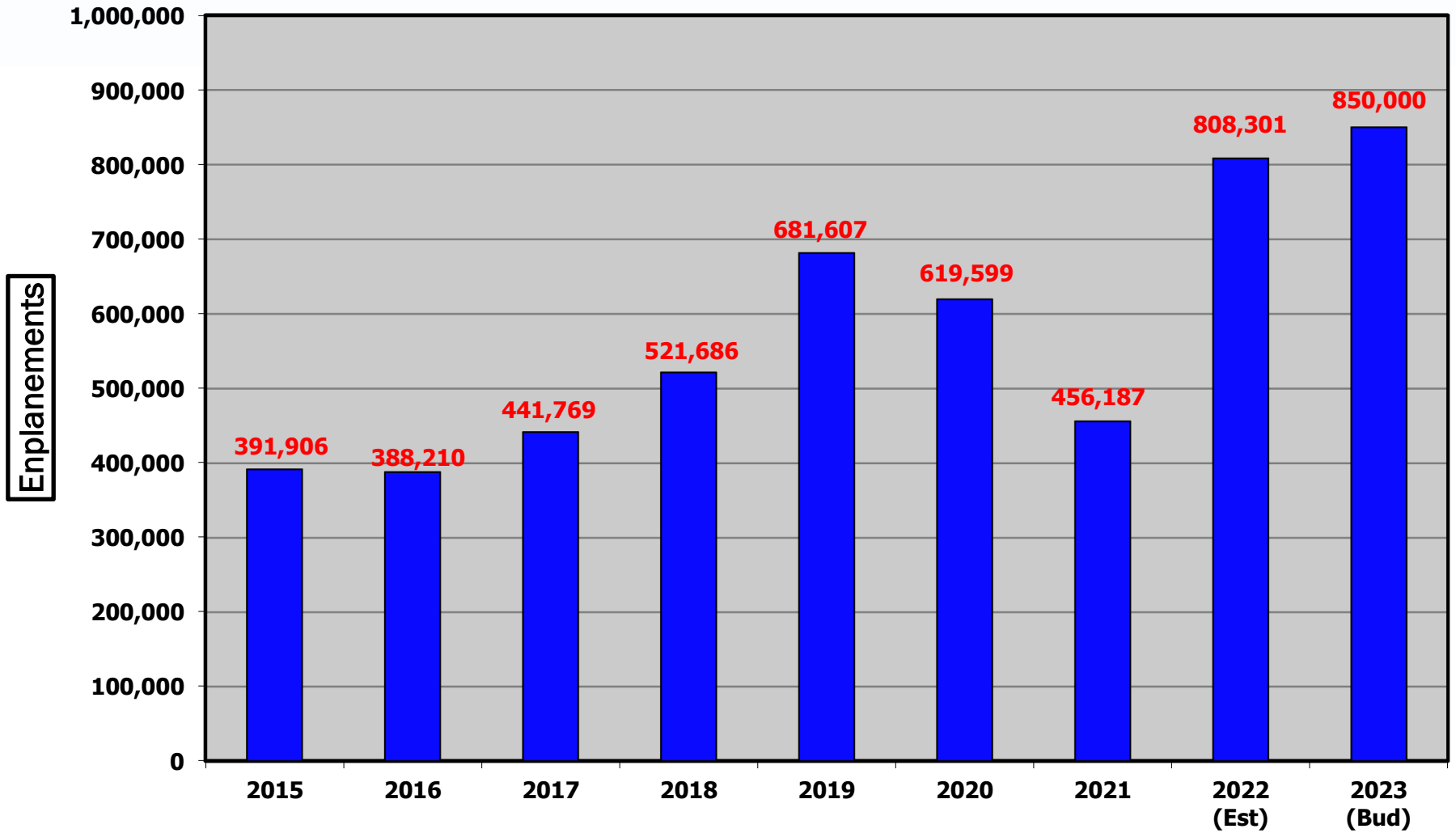
 **Proposed FY 2022/2023 Reserve Funds**

 **Proposed FY 2022/2023 Estimated Cash Balance**

 **Proposed FY 2022/2023 Supplemental Fees**

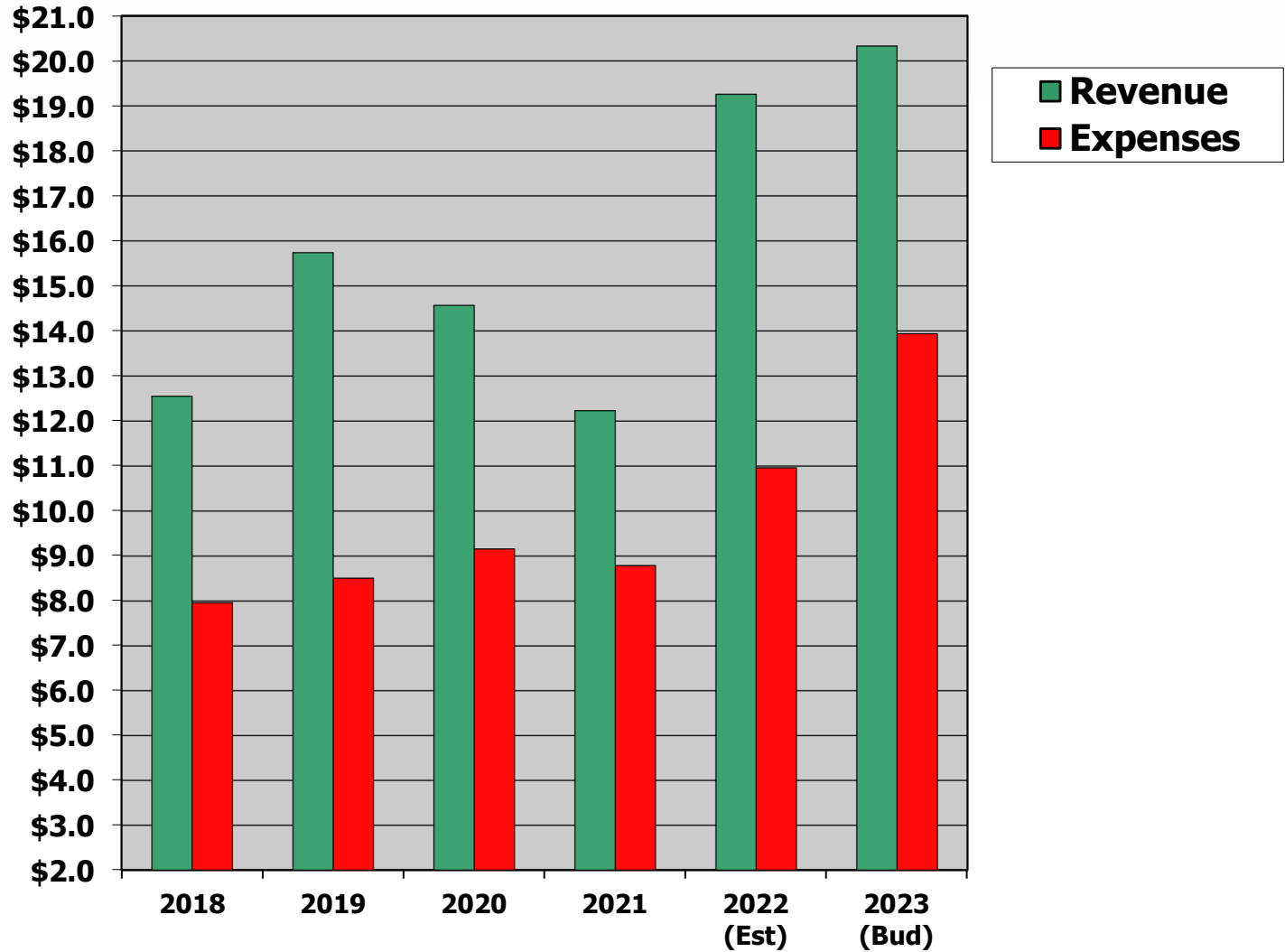
 **Questions and Comments**

Passenger Traffic

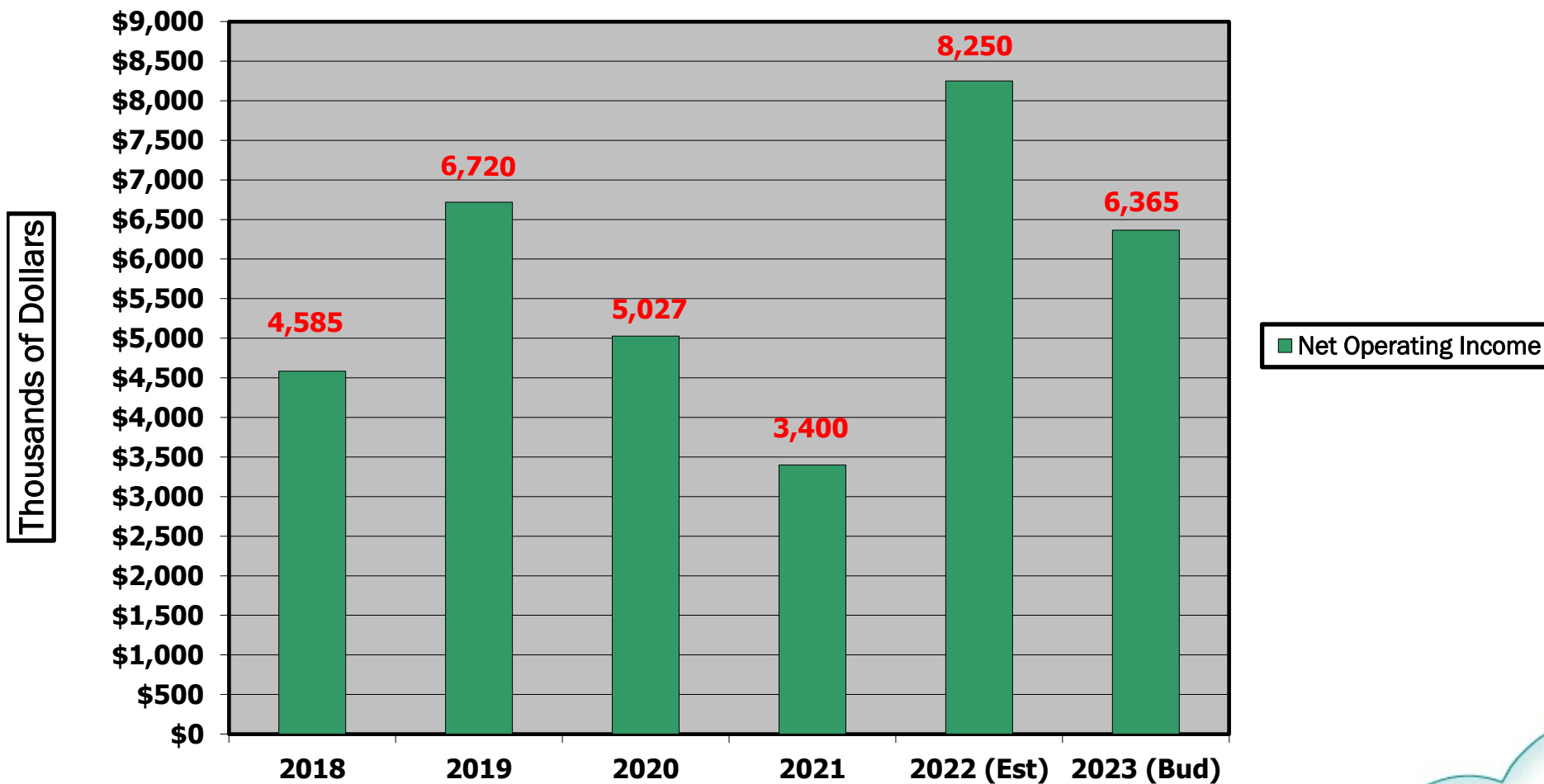


Operating Revenues/Expenses

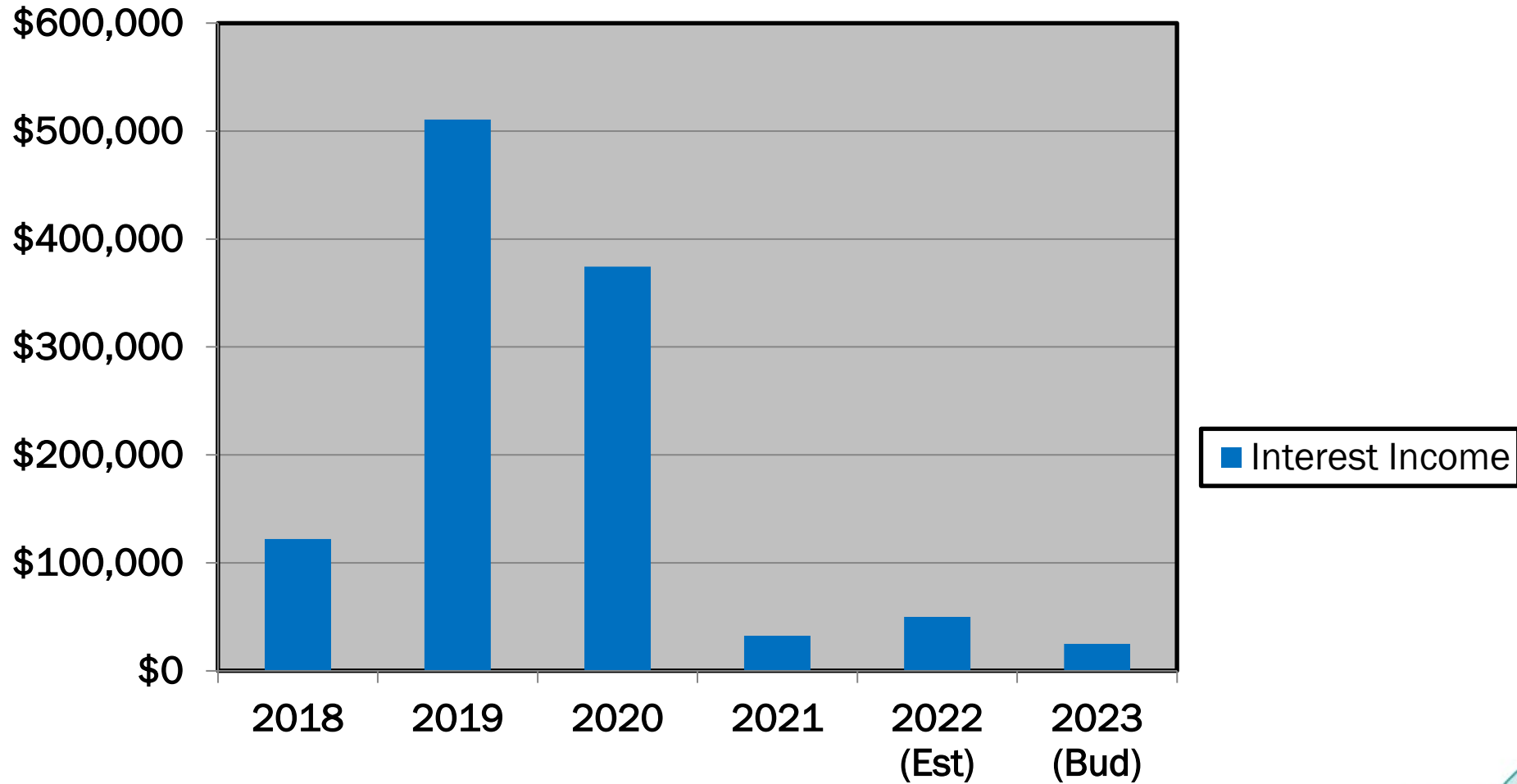
Millions of Dollars



Net Operating Income



Interest Income



Proposed Operating Budget

Basic Operating Budget Assumptions

OPERATING REVENUES:

- **Passenger enplanements – 850,000**
- **Airline revenue is conservative using the rates by ordinance model.**
- **Ground transportation revenue increase due to increase in enplanements.**
- **Rental car revenue increase as result of increase in enplanements and increased rates.**
- **Food and Beverage revenue increase due to increase in enplanements.**
- **Airline landing fees and security fees increase due to increase in enplanements.**

Basic Operating Budget Assumptions (cont'd)

OPERATING EXPENSES:

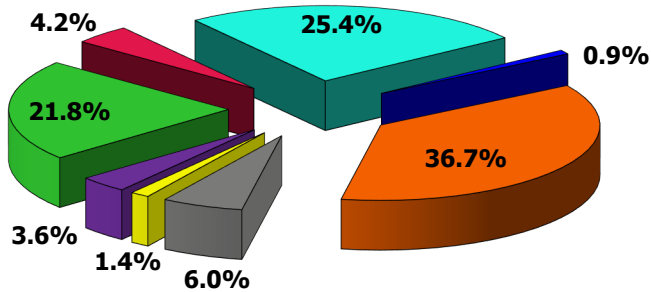
- **Salary adjustment pool budgeted at 6.0%, with anticipation of 3.0% cost of living and maximum of 3.0% merit salary increases.**
- **Increase in personnel services due to salary adjustments and addition of 7 FTEs.**
- **Decrease in professional services due to contracts for bond acquisition services in previous budget year.**
- **Increase in contractual services due to contracted security services and systems.**
- **Increase in travel and training due reductions in previous year.**

Proposed Operating Budget

	Budget Amounts			Percent Change
	FY2021/2022	FY2022/2023	Difference	
<u>Revenues</u>				
Operating Revenues	\$15,611,280	\$20,305,531	\$ 4,694,251	30.1%
Investment Income	10,000	25,000	15,000	150.0%
Total Operating & Investment Revenues	15,621,280	20,330,531	4,709,251	30.1%
<u>Expenses</u>				
Operating Expenses	12,076,557	13,940,679	1,864,122	15.4%
Total Operating Expenses	12,076,557	13,940,679	1,864,122	15.4%
Net Operating & Investment Income	\$ 3,544,723	\$ 6,389,852	\$ 2,845,129	80.3%

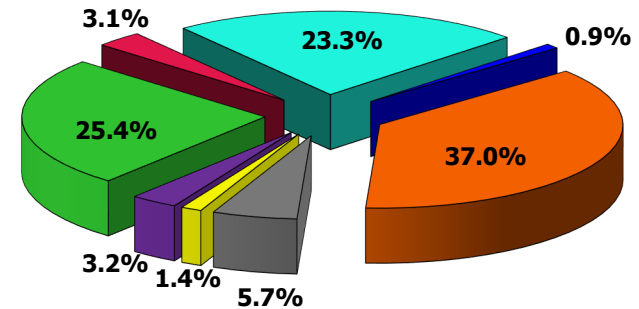
Sources of Operating Revenue

FY 2022 (Est)



■ Airline - 21.8%	■ Concession - 4.2%
■ Rental Car - 25.4%	■ Ground Transp - 0.9%
■ Parking - 36.7%	■ FBO - 6.0%
■ Other - 1.4%	■ Building & Land - 3.6%

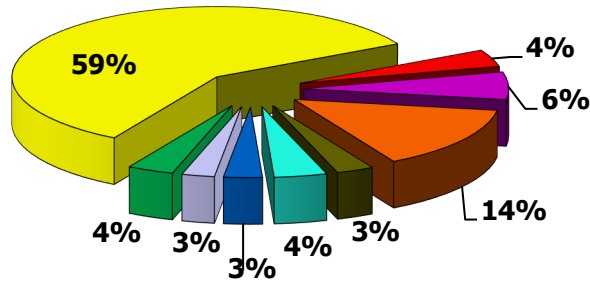
FY 2023 (Bud)



■ Airline - 25.4%	■ Concession - 3.1%
■ Rental Car - 23.3%	■ Ground Transp - 0.9%
■ Parking - 37.0%	■ FBO - 5.7%
■ Other - 1.4%	■ Building & Land - 3.2%

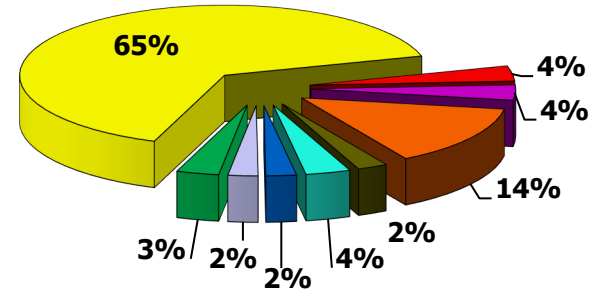
Operating Expenses by Category

FY 2022 (Est)



- Salaries/Benefits - 59%
- Professional Serv - 6%
- Repairs/Maint - 3%
- Insurance - 3%
- Other - 4%
- Utilities - 4%
- Contractual Serv - 14%
- Supplies - 4%
- Promotional Activ - 3%

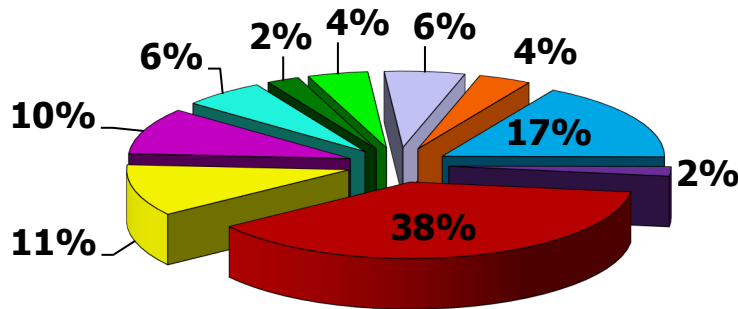
FY 2023 (Bud)



- Salaries/Benefits-65%
- Professional Serv - 4%
- Repairs/Maint - 2%
- Insurance - 2%
- Other - 3%
- Utilities - 4%
- Contractual Serv - 14%
- Supplies - 4%
- Promotional Activ - 2%

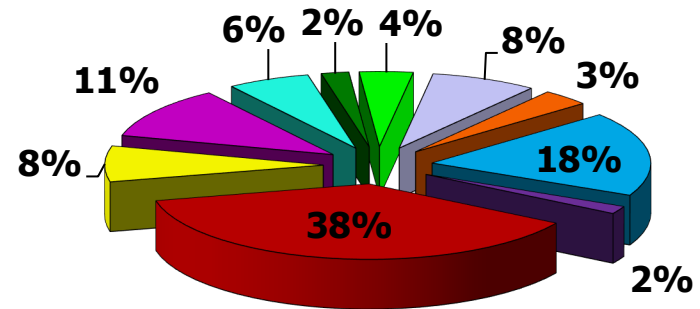
Operating Expenses By Department

FY 2022 (Est)



- Public Safety - 17%
- Properties & Contracts - 2%
- Ops & Maintenance - 38%
- Executive - 11%
- Information Technology - 10%
- Marketing & PR - 6%
- Guest Services - 2%
- Finance - 4%
- Administration - 6%
- Planning - 4%

FY 2023 (Bud)



- Public Safety - 18%
- Properties & Contracts - 2%
- Ops & Maintenance - 38%
- Executive - 8%
- Information Technology - 11%
- Marketing & PR - 6%
- Guest Services - 2%
- Finance - 4%
- Administration - 8%
- Planning - 3%

Proposed Capital Budget

Carry-Over Capital Projects

Description	Amount	Estimated Spending Through	Estimated Balance to	FAA-AIP	NC DOT	PFCs Currently	Airport
	Authorized	6/30/2022	Carryover	Grants	Grants	Approved	Funds
Terminal Rehab/Expansion Design	25,000,000	13,000,000	12,000,000	10,833,333		942,450	224,217
Master Plan Update	989,004	400,004	589,000	589,000			
Air Traffic Control Tower - Design	5,000,000	2,000,000	3,000,000		3,000,000		
Storm Water Improvements	800,000	400,000	400,000				400,000
TOTAL CARRYOVER	\$ 31,789,004	\$ 15,800,004	\$ 15,989,000	\$11,422,333	3,000,000	\$ 942,450	\$ 624,217

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

Proposed Capital Budget

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
CAPITAL BUDGET
FISCAL YEAR 2022/2023**

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFCs	Airport Funds
<u>Capital Improvements (1)</u>						
Roadway Seal Coating	50,000					\$ 50,000
CONRAC Car Washes	1,200,000					1,200,000
Terminal and ATC Tower Construction	261,800,000			1,800,000		260,000,000
Total Capital Improvements	\$263,050,000			1,800,000		\$261,250,000

(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

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
CAPITAL BUDGET
FISCAL YEAR 2022/2023**

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFCs	Airport Funds
<u>Equipment and Small Capital Outlay</u>						
Maintenance Vacuum Equipment	9,000					\$ 9,000
Total Equipment and Small Capital Outlay	\$ 9,000					\$ 9,000

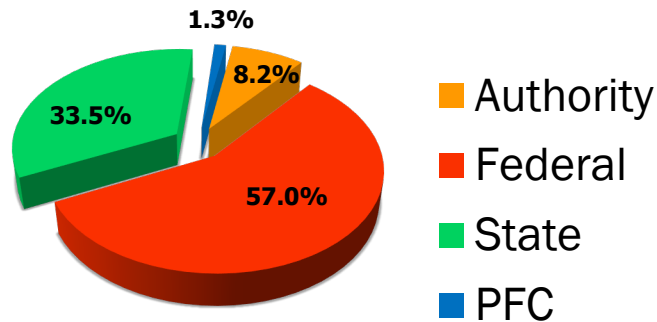
Proposed Capital Budget (cont'd)

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
CAPITAL BUDGET
FISCAL YEAR 2022/2023**

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFCs	Airport Funds
<u>Renewal and Replacement</u>						
Maintenance Roll Up Door Replacement	37,000					37,000
Vehicle Replacements	20,618					20,618
Fencing	40,000					40,000
Communications Refresh	90,000					90,000
Virtual Server Appliance	163,000					163,000
SCBA Packs	57,120					57,120
AEDs	6,800					6,800
Body Armor	9,600					9,600
Portable Radios	49,720					49,720
Body-Worn Cameras	85,580					85,580
In-Car Cameras	31,970					31,970
Tasers	48,256					48,256
Total Renewal and Replacement	639,664					639,664
Total	\$ 263,698,664			\$ 1,800,000		\$261,898,664

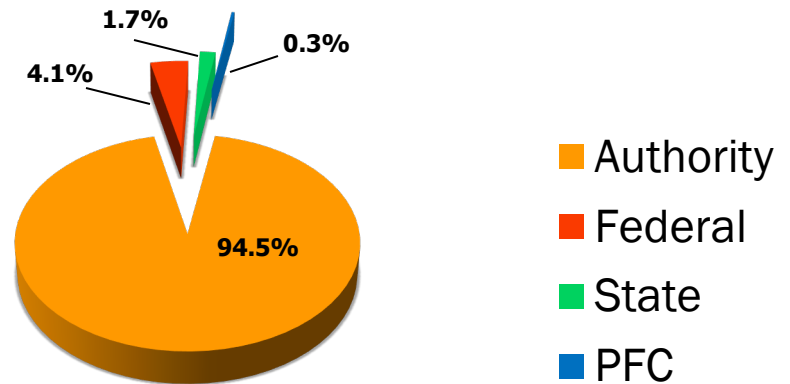
Capital Funding Sources

FY 2022 (Est)



Authority's Contribution - \$1,520,624

FY 2023 (Bud)



Authority's Contribution - \$262,522,881

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 2022/2023 operating expenses.**
 - \$6,970,340 for FY 2022/2023

Emergency Repair Reserve

- **Description and Justification**
 - Established to cover emergency repairs and provide ready access to the required cash.
- **\$650,000 for FY 2022/2023**

Estimated Cash Balance

Cash Balance

	<u>Amount</u>	
Estimated Cash & Investment Balance at June 30, 2022		\$ 30,000,000
Plus: Net Operating & Investment Revenues		6,389,852
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	<u>(1,687,189)</u>	(2,087,189)
Plus Non-Operating Revenues:		
CARES Funding (ARPA)	5,000,000	
Passenger Facility Charges	3,000,000	
Customer Facility Charges	<u>2,000,000</u>	10,000,000
Plus Capital Contributions:		
Federal Grants - AIP	11,422,333	
NC DOT Grants	<u>4,800,000</u>	16,222,333

Cash Balance (cont'd)

Less Capital Costs:

Capital Improvements	(263,050,000)	
Equipment and Small Capital Outlay Fund	(9,000)	
Renewal and Replacements	(639,664)	
Carryover Projects From FY2021	<u>(15,989,000)</u>	(279,687,664)

Estimated Cash & Investment Balance at June 30, 2023 **(219,162,668)**

Estimated Restricted Cash at June 30, 2023 **10,500,000**

Reserves:

Operations & Maintenance Reserve (6 Months) **6,970,340**

Emergency Repair Reserve **650,000**

Estimated Unrestricted Undesignated Cash & Investments at June 30, 2023 **\$(237,283,007)***

*Deficit cash balance is a result of projected expenditures for the terminal and ATC tower construction totaling \$261,800,000. Funding for this construction is anticipated to be primarily from bonds as well as some federal and state grants. Staff is currently working with bond consultants and plan to enter the bond market during the 4th quarter of FY21/22. Once funding sources are determined, the estimated cash balance at June 30, 2023 will be revised to reflect a positive balance.

Supplemental Fees

Proposed FY 2022/2023 Fees

	FY 2021/2022 Current Fees		FY 2022/2023 Proposed Fees	
	Cost	Per	Cost	Per
Maintenance				
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)	\$ 65.00	hour	\$ 75.00	hour
Security Escort Rate (1)	\$ 65.00	hour	\$ 75.00	hour

Proposed FY 2022/2023 Fees (cont'd)

	FY 2021/2022 Current Fees		FY 2022/2023 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)	\$ 65.00	hour	\$ 75.00	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)	\$ 65.00	hour	\$ 75.00	hour
IT Labor Rate - Network Related (1)	\$ 110.00	hour	\$ 110.00	hour
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
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.

Proposed FY 2022/2023 Fees (cont'd)

Identification Badge Fees and Charges	FY 2021/2022 Current Fees		FY 2022/2023 Proposed Fees	
	Cost	Per	Cost	Per
Initial Badge Issuance				
SIDA Badge	\$ 80.00		\$ 80.00	
Non-SIDA Badge	\$ 45.00		\$ 45.00	
Renewal of Badge				
SIDA Badge	\$ 80.00		\$ 80.00	
Non-SIDA Badge	\$ 45.00		\$ 45.00	
Lost Badge Replacement				
SIDA Badge (4)	\$ 90.00 / \$ 105.00		\$ 90.00 / \$ 105.00	
Non-SIDA Badge (5)	\$ 65.00 / \$ 80.00		\$ 65.00 / \$ 80.00	
Damaged Badge				
SIDA Badge (6)	\$ 45.00 / \$ 55.00	-	\$ 45.00/\$ 55.00	
Non-SIDA Badge (6)	\$ 45.00 / \$ 55.00	-	\$ 45.00/\$ 55.00	
Security Escort Training	\$ 60.00		\$ 60.00	
Lock-out Service	\$ 60.00		\$ 60.00	
PIN Reset			\$ 20.00	

Notes:

- (4) \$90.00 for the first replacement badge, \$105.00 for the second replacement badge.
(5) \$65.00 for the first replacement badge, \$80.00 for the second replacement badge.
(6) \$45.00 for a damaged badge, \$55.00 if badge damaged due to negligence.

Proposed FY 2022/2023 Fees (cont'd)

	FY 2021/2022 Current Fees		FY 2022/2023 Proposed Fees	
	Cost	Per	Cost	Per
Parking and Ground Transportation				
Parking				
Daily	\$ 2.00	hour	\$ 2.00	hour
	\$ 10.00	day	\$ 10.00	day
	\$ 60.00	week	\$ 60.00	week
Parking Garage	\$ 2.00	hour	\$ 2.00	hour
	\$ 13.00	day	\$ 13.00	day
	\$ 78.00	week	\$ 78.00	week
Hourly	\$ 1.00	1/2 hour	\$ 1.00	1/2 hour
	\$ 25.00	day	\$ 25.00	day
Employee Parking Rate	\$ 70 / \$ 60	new/renewal	\$ 70 / \$ 60	new/renewal
Commuter Parking Rate	\$ 300 / \$ 285	new/renewal	\$ 300 / \$ 285	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 (1-2 buses) (8)	\$ 1000.00	annual	\$ 1000.00	annual
Charter Bus Company (3-4 buses) (8)	\$ 2500.00	annual	\$ 2500.00	annual
Charter Bus Company (5 or more buses) (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 of charter coach vehicles with seating capacity greater than 20 seats.
 (9) All Ground Transportation operators except TNCs and charter bus companies

QUESTIONS?

March 11, 2022

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, 2023 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 COVID-19 pandemic has impacted airline travel for the past two years, and our initial FY21/22 budget was based on a projected modest recovery, but recently, we have been experiencing significant increases in traffic and have adjusted our budget accordingly. We are projecting a strong recovery in the upcoming fiscal year which is reflected in our budget.

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

ASSUMPTIONS

Based on airline estimates, passenger enplanements are projected to be 850,000 in FY23.

Total revenue is projected to increase significantly with the budgeted increase in enplanements.

Budgeted operating expenses are expected to increase 15.4%. A salary adjustment pool of 6.0% is budgeted with the anticipation of 3.0% cost of living increases and a maximum of 3.0% for merit increases. Seven additional staff positions are also included.

OPERATING REVENUE

Investment Income:

Funds available for investment will increase, so total investment earnings are expected to increase.

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 based on the FY22/23 rates.

Concessions:

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

Auto Parking:

Public parking is budgeted to increase with increase in enplanements.

Rental Car-Car Rentals:

Rental car concessions budgets are based on amounts in approved agreement.

Rental Car-Facility Rent:

Budget estimates are based on the rental car agreements. The 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 enplanement recovery. 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. Based on Board action in December 2021, staff is proposing a salary adjustment pool of 6.0% for FY2022/2023, with the anticipation of 3.0% cost of living increase and a maximum of 3.0% merit increase. 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 56% of payroll. Budgeted FTEs for FY2022/2023 increase by 7 positions.

Professional Services:

Professional services are estimated by staff based on services necessary for continuing operations.

Contractual Services:

Contractual services include 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.

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. Much of this budget is due to training which is either required or considered vital for airport management.

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:

The costs of most business insurance premiums are expected to remain approximately the same as current year.

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 FY2022/2023.

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 FY2022/2023. This year's budget includes \$52,000 for the Runway 5K, with revenue to offset this cost.

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 capital improvement projects in the approved five-year capital improvement plan for FY2022/2023. Explanations and justifications for new capital projects are included on the Capital Budget Request sheets.

The terminal and air traffic control tower construction projects have been included in the capital budget. Staff is working to acquire bond as well as federal and state grant funding and construction will not begin until funding has been approved.

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
2022-2023
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 2022-2023 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, 2022 and ending June 30, 2023 in accordance with the following schedules:

EXPENDITURES

Administration Department	\$ 1,090,713
Planning Department	494,471
Executive Department	1,066,793
Finance Department	551,286
Guest Services Department	284,036
Information Technology Department	1,562,991
Marketing Department	848,335
Operations Department	5,239,458
Properties & Contracts	231,169
Public Safety Department	2,521,427
Emergency Repair Costs	50,000
Carry-over Capital Expenditures from Prior Year	15,989,000
Capital Improvement	263,050,000
Equipment and Small Capital Outlay	9,000
Renewal and Replacement	639,664
Business Development	300,000
Debt Service	1,687,189
Contingency	100,000
Total Expenditures	<u><u>\$295,715,532</u></u>

Section 2. It is estimated that the following revenues will be available for the fiscal year beginning July 1, 2022 and ending June 30, 2023.

REVENUES

Administration (Interest Income)	\$ 25,000
Terminal	8,797,453
Airfield	2,256,555
General Aviation	1,146,216
Parking Lot	7,710,000
Other	395,307
Passenger Facility Charges	3,000,000
Customer Facility Charges	2,000,000
Federal Grants (including CARES/ARPA)	16,422,333
NC Department of Transportation Grants	4,800,000
Transfer from GARAA Cash/Investments	249,162,667
Total Revenues	<u><u>\$295,715,532</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, 2022.

Adopted this ____ day of April, 2022

Matthew C. Burrell, Chair

Attested by:

Ellen Heywood, Clerk to the Board

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
OPERATING SUMMARY
FY 2022/2023 BUDGET**

	Budget Amounts			Percent Change
	FY2021/2022	FY2022/2023	Difference	
<u>Revenues</u>				
Operating Revenues	\$ 15,611,280	\$ 20,305,531	\$ 4,694,251	30.1%
Investment Income	10,000	25,000	\$ 15,000	150.0%
Total Operating & Investment Revenues	15,621,280	20,330,531	4,709,251	30.1%
<u>Expenses</u>				
Operating Expenses	12,076,557	13,940,679	\$ 1,864,122	15.4%
Total Operating Expenses	12,076,557	13,940,679	1,864,122	15.4%
Net Operating & Investment Income	\$ 3,544,723	\$ 6,389,852	\$ 2,845,129	80.3%

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2022-2023

Revenue Sources	Historical, Actual Revenue			FY 2021-2022			Proposed Budget Fiscal Year 2022-2023	Difference Est FY21-22 To Budget FY22-23	Difference Bud FY21-22 To Budget FY22-23	% Change Bud FY21-22 To Budget FY22-23
	Fiscal Year 2018-2019	Fiscal Year 2019-2020	Fiscal Year 2020-2021	Fiscal Year 2021-2022 Budget	12/31/21 FYTD Actual Revenue	Projection for Full Fiscal Year				
Investment Income										
Interest Income	\$ 510,562	\$ 374,504	32,371	10,000	\$ 25,109	50,000	25,000	(25,000)	15,000	150.0%
Total Investment Income	510,562	374,504	32,371	10,000	25,109	50,000	25,000	(25,000)	15,000	150.0%
Terminal Space Rentals - Non-Airline										
FAA Tower Rent	148,760	163,013	166,273	192,314	91,954	192,314	200,722	8,408	8,408	4.4%
TSA Space	88,032	89,793	91,589	93,420	46,325	93,420	95,289	1,869	1,869	2.0%
American Tower Corp	2,400	2,879	3,211	3,234	1,658	3,324	3,331	7	97	0.0%
Federal Express	100	60	60	60	-	60	60	-	-	0.0%
Total Terminal Space Rentals - Non-Airline	239,292	255,745	261,133	289,028	139,937	289,118	299,402	10,284	10,374	3.6%
Terminal Space Rentals - Airline										
Terminal Rental - Departures	-	-	-	-	-	-	-	-	-	0.0%
Terminal Rental - Enplanements	-	-	-	-	-	-	-	-	-	0.0%
Loading Bridge Fees (includes FGP & PC Air)	82,595	79,322	69,607	88,200	51,372	96,928	83,610	(13,318)	(4,590)	-5.2%
Gate Area (per enplanement)	911,418	776,506	606,476	634,500	393,298	742,072	1,010,350	268,278	375,850	59.2%
Gate Area (per airline)	132,631	120,832	120,832	137,096	68,548	137,096	181,324	44,228	44,228	32.3%
Bag Makeup (per bag)	307,243	267,053	183,990	324,800	207,543	391,591	365,082	(26,509)	40,282	12.4%
Bag Makeup (per airline)	58,605	47,300	47,300	53,668	26,834	53,668	70,980	17,312	17,312	32.3%
American (Counter/Office/Queue)	101,217	123,762	123,762	117,988	58,427	117,987	157,560	39,573	39,572	33.5%
Delta Air Lines (Counter/Office/Queue)	120,927	140,573	140,573	127,580	63,790	127,580	168,750	41,170	41,170	32.3%
United/SkyWest/Continental (Counter/Office/Queue)	73,836	85,831	85,831	77,898	38,949	77,898	103,035	25,137	25,137	32.3%
Allegiant (Counter/Office/Queue)	79,849	71,714	71,714	69,324	35,721	69,853	90,293	20,440	20,969	30.2%
Spirit	-	39,957	(2,438)	-	-	-	-	-	-	0.0%
Sun Country	-	-	-	9,792	3,264	9,792	17,270	7,478	7,478	0.0%
Worldwide (Office)	7,277	8,675	7,229	-	-	-	-	-	-	0.0%
CRJ Aviation	-	-	1,446	18,912	9,707	21,003	29,882	8,879	10,970	0.0%
Common Use (Counter/Queue)	-	-	-	-	231	231	-	(231)	-	0.0%
Checkpoint Lane Fees	57,533	-	-	-	-	-	-	-	-	0.0%
Exit Lane Fees	-	-	-	-	4,372	29,740	-	(29,740)	-	0.0%
Turn Fees	30,936	105,229	3,436	-	14,415	21,795	70,048	48,253	70,048	0.0%
Airline Waived Fees	(28,757)	(16,038)	(22,028)	-	(15,084)	(20,000)	-	20,000	-	0.0%
Total Terminal Space Rentals - Airline	1,935,309	1,850,716	1,437,730	1,659,758	961,387	1,877,234	2,348,185	470,951	688,427	41.5%
Concessions										
Food & Beverage, Gift, Info	344,086	318,253	208,731	280,000	227,592	429,418	425,000	(4,418)	145,000	51.8%
Advertising	342,920	324,095	208,917	250,000	169,508	319,826	200,000	(119,826)	(50,000)	-20.0%
Brochure Sales	30,073	42,282	37,973	27,000	27,267	51,447	-	(51,447)	(27,000)	-100.0%
Merchandise Sales	-	-	-	-	-	-	2,000	2,000	2,000	100.0%
Guest Services	4,149	4,085	3,089	3,000	2,010	3,792	3,500	(292)	500	16.7%
Art in the Airport	75	3,179	-	350	150	273	-	(273)	(350)	0.0%
Optiwash Station	224	1,131	490	600	422	796	750	(46)	150	0.0%
FuelRod	-	1,006	930	400	2,810	5,302	5,500	198	5,100	0.0%
Immaculate Cleaning	-	438	890	500	603	1,138	1,200	62	700	0.0%
Sanitary Machines	35	56	41	-	-	-	-	-	-	0.0%
ATM	465	516	300	300	167	300	300	-	-	0.0%
Total Concessions	722,027	695,041	461,361	562,150	430,529	812,293	638,250	(174,043)	76,100	13.5%
Auto Parking										
Public Parking	5,900,213	5,231,961	3,182,193	5,500,000	3,727,788	7,033,562	7,500,000	466,438	2,000,000	36.4%
Commuter Parking	18,176	42,891	40,452	20,000	9,396	20,000	20,000	-	-	0.0%
Total Auto Parking	5,918,389	5,274,852	3,222,645	5,520,000	3,737,184	7,053,562	7,520,000	466,438	2,000,000	36.2%
Rental Car										
Rental Car - Car Rentals										
Avis MAG (Avis/Budget FY2020)	170,791	341,151	-	-	-	-	297,762	297,762	297,762	100.0%
Dollar/Thrifty	46,286	50,000	-	-	-	-	-	-	-	100.0%

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2022-2023

	Historical, Actual Revenue			FY 2021-2022			Proposed Budget Fiscal Year 2022-2023	Difference Est FY21-22 To Budget FY22-23	Difference Bud FY21-22 To Budget FY22-23	% Change Bud FY21-22 To Budget FY22-23
	Fiscal Year 2018-2019	Fiscal Year 2019-2020	Fiscal Year 2020-2021	Fiscal Year 2021-2022 Budget	12/31/21 FYTD Actual Revenue	Projection for Full Fiscal Year				
Revenue Sources										
Hertz MAG (Dollar/Thrifty FY2020)	268,670	330,108	-	-	-	-	338,125	338,125	338,125	100.0%
Enterprise MAG (National/Alamo FY2020)	321,841	392,652	-	-	-	-	864,113	864,113	864,113	100.0%
Budget MAG	118,831	-	-	-	-	-	-	-	-	0.0%
National/Alamo MAG	488,462	597,372	-	-	-	-	-	-	-	0.0%
Avis %	85,125	112,265	506,631	497,762	626,896	1,182,823	800,000	(382,823)	302,238	0.0%
Hertz %	120,052	36,107	403,590	638,125	315,389	595,074	200,000	(395,074)	(438,125)	0.0%
Enterprise %	238,976	146,055	1,462,062	1,664,113	1,266,557	2,389,730	1,500,000	(889,730)	(164,113)	0.0%
Budget %	122,411	-	-	-	-	-	-	-	-	0.0%
National/Alamo %	402,520	125,067	-	-	-	-	-	-	-	0.0%
Dollar/Thrifty %	-	73,017	-	-	-	-	-	-	-	0.0%
Off Airport % - Thrifty	17,182	-	-	-	-	-	-	-	-	0.0%
Off Airport % - Dollar	3,246	-	-	-	-	-	-	-	-	0.0%
Subtotal Car Rentals	2,404,392	2,203,794	2,372,283	2,800,000	2,208,842	4,167,626	4,000,000	(167,626)	1,200,000	42.9%
Rental Car - Facility Rent										
Avis (Counter & Office) (Avis/Budget FY2020)	29,088	28,294	28,294	29,284	14,641	29,282	30,305	1,023	1,021	3.5%
Dollar/Thrifty (Counter & Office)	11,764	25,145	-	-	-	-	-	-	-	0.0%
Hertz (Counter & Office)	33,534	37,647	62,792	64,990	32,492	64,984	67,254	2,270	2,264	3.5%
Enterprise (Counter & Office)	26,092	30,832	58,092	60,125	30,060	60,120	62,220	2,100	2,095	3.5%
Vanguard/National/Alamo (Counter & Office)	33,630	27,260	-	-	-	-	-	-	-	0.0%
Budget (Counter & Office)	19,257	-	-	-	-	-	-	-	-	0.0%
Avis (Ready/Return) (Avis/Budget FY2020)	12,734	15,048	15,048	19,263	9,632	19,264	19,937	673	674	3.5%
Dollar/Thrifty (Ready/Return)	1,756	4,950	-	-	0	-	-	-	-	100.0%
Hertz (Ready/Return)	19,528	21,186	26,136	21,313	10,656	21,312	22,058	746	745	3.5%
Enterprise (Ready/Return)	18,032	23,430	47,520	51,233	25,616	51,232	53,025	1,793	1,792	3.5%
Vanguard/National/Alamo (Ready/Return)	27,911	24,090	-	-	-	-	-	-	-	0.0%
Budget (Ready/Return)	6,072	-	-	-	0	-	-	-	-	0.0%
Avis (Service Facility) (Avis/Budget FY2020)	32,070	37,406	43,072	44,687	22,343	44,686	45,764	1,078	1,077	2.4%
Dollar/Thrifty (Service Facility)	7,010	19,755	-	-	-	-	-	-	-	100.0%
Hertz (Service Facility)	53,982	69,991	99,526	103,258	51,629	103,258	105,746	2,488	2,488	2.4%
Enterprise (Service Facility)	50,322	59,089	97,853	101,522	50,761	101,522	103,969	2,447	2,447	2.4%
Budget (Service Facility)	16,943	-	-	-	-	-	-	-	-	0.0%
Vanguard/National/Alamo (Service Facility)	74,276	52,772	-	-	-	-	-	-	-	0.0%
Avis CAM fee (Avis/Dollar FY2020)	15,775	8,823	5,528	6,289	3,145	6,290	4,551	(1,739)	(1,738)	-27.6%
Dollar/Thrifty	2,049	7,543	-	-	-	-	-	-	-	100.0%
Hertz CAM fee	23,894	13,569	12,773	14,533	7,267	14,534	10,517	(4,017)	(4,016)	-27.6%
Enterprise CAM fee	22,740	17,939	12,558	14,291	7,144	14,288	10,342	(3,946)	(3,949)	-27.6%
Vanguard/National/Alamo CAM fee	40,275	11,881	-	-	-	-	-	-	-	0.0%
Budget CAM fee	6,480	-	-	-	-	-	-	-	-	0.0%
Waived rent	-	-	(52,005)	-	-	-	-	-	-	0.0%
Common Area Maintenance (Service Facility)	-	-	37,500	75,000	37,500	75,000	75,000	(0)	-	0.0%
Subtotal Facility Rent	585,213	536,650	494,687	605,788	302,886	605,772	610,689	4,917	4,901	0.8%
Total Rental Car	2,989,604	2,740,444	2,866,970	3,405,788	2,511,728	4,773,399	4,610,689	(162,709)	1,204,901	35.4%
Commercial Ground Transportation										
Employee Parking	52,305	32,770	26,730	10,000	11,667	15,000	15,000	-	5,000	50.0%
Ground Transportation Fees	238,197	182,774	94,028	300,000	86,470	163,151	175,000	11,849	(125,000)	-41.7%
Total Commercial Ground Transportation	290,503	215,544	120,758	310,000	98,137	178,151	190,000	11,849	(120,000)	-38.7%
Landing Fees										
Delta Air Lines	270,647	223,590	214,951	272,000	159,777	301,466	474,324	172,858	202,324	74.4%
SkyWest / United	139,878	113,090	88,683	171,000	86,859	163,885	125,119	(38,766)	(45,881)	-26.8%
Allegiant	463,895	461,796	445,122	592,000	354,414	668,706	986,287	317,581	394,287	66.6%
American	286,956	284,406	290,887	465,000	239,034	451,008	457,272	6,264	(7,728)	-1.7%
Spirit	21,300	59,455	-	-	-	-	-	-	-	0.0%
Jet Blue	-	-	-	-	-	-	14,053	14,053	14,053	0.0%
Sun Country	-	-	-	-	4,837	12,500	32,700	20,200	32,700	0.0%
Elite	(89)	1,549	243	-	-	-	-	-	-	0.0%
Total Scheduled Carriers	-	-	-	-	-	-	-	-	-	0.0%

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2022-2023

	Historical, Actual Revenue			FY 2021-2022			Proposed Budget Fiscal Year 2022-2023	Difference Est FY21-22 To Budget FY22-23	Difference Bud FY21-22 To Budget FY22-23	% Change Bud FY21-22 To Budget FY22-23
	Fiscal Year 2018-2019	Fiscal Year 2019-2020	Fiscal Year 2020-2021	Fiscal Year 2021-2022 Budget	12/31/21 FYTD Actual Revenue	Projection for Full Fiscal Year				
Revenue Sources										
Charter Fees / General			2,999	-	2,354	-	-	-	-	0.0%
Airline Landing Fees Waived	(22,976)	(11,812)		-	(11,500)	(15,000)	-	15,000	-	0.0%
Non-Signatory Premium (to Signatory Carrier)				-	-	-	-	-	-	0.0%
Total Landing Fees	1,159,611	1,132,074	1,042,885	1,500,000	835,775	1,582,564	2,089,755	507,191	589,755	39.3%
FBOs										
Percentage Fee	36,050	32,726	30,793	25,000	22,718	42,864	45,000	2,136	20,000	80.0%
T-Hangar	87,430	89,324	90,566	90,566	45,283	90,566	90,566	0	-	0.0%
Bulk Hangar #1	122,629	125,285	127,027	127,027	63,514	127,027	127,027	(0)	-	0.0%
Bulk Hangar #2	231,201	236,209	239,493	239,493	119,747	239,493	239,493	(0)	0	0.0%
Land Rent	486,540	490,090	497,660	518,142	259,071	518,142	518,142	-	-	0.0%
Apron Rent		1,163	3,488	3,488	1,744	3,488	3,488	-	0	0.0%
Option Parcel Fee			-	-	-	-	-	-	-	0.0%
Waived rent			(80,378)	-	-	-	-	-	-	0.0%
Fuel Flowage Fee	97,568	66,600	86,899	90,000	62,327	117,598	115,000	(2,598)	25,000	27.8%
Subtotal FBOs	1,061,418	1,041,397	995,548	1,093,716	574,404	1,139,179	1,138,716	(462)	45,000	4.1%
Belle Aircraft Maintenance										
Percentage Fee	11,271	10,713	12,656	5,000	4,689	8,847	7,500	(1,347)	2,500	50.0%
Total FBOs/SASOs	1,072,688	1,052,110	1,008,204	1,098,716	579,093	1,148,026	1,146,216	(1,809)	47,500	4.3%
Building Leases										
Rental Houses	16,806	21,133	24,115	24,177	12,313	25,302	25,977	676	1,800	7.4%
Airport Support Bldg	13,403	42,599	42,289	7,000	7,048	7,048	-	(7,048)	(7,000)	100.0%
Lacy Griffin Building (WNC Aviation)	20,522	20,906	20,937	20,937	10,915	21,919	22,008	89	1,071	5.1%
Allegiant - Hangar/Bldg			-	119,882	52,535	105,070	105,070	(0)	(14,812)	0.0%
Cargo Building (Allegiant)	34,180	32,136	32,184	-	6,705	6,705	-	(6,705)	-	0.0%
Total Building Leases	84,911	116,774	119,525	171,996	89,516	166,044	153,055	(12,989)	(18,941)	-11.0%
Land Leases										
Pasture Rent & Misc Land Leases	600	2,033	25,917	600	17,721	18,021	1,200	(16,821)	600	100.0%
NCSU	100	100	170	100	-	100	100	-	-	0.0%
Lamar (Billboard)	3,500	3,500	7,427	7,318	-	7,426	7,318	(108)	-	0.0%
US Forest Service - Tanker	11,662	12,828	12,049	12,062	6,265	12,648	12,765	117	703	5.8%
Land Lease Hangar Area - Allegiant					7,406	14,812	14,812	-	14,812	0.0%
Land Lease - DreamCatcher/Broadmor				123,440	53,442	123,438	90,000	(33,438)	(33,440)	0.0%
Waddell/Triangle Stop	35,784	36,057	36,057	36,057	21,033	36,057	36,057	-	-	0.0%
Waddell - Fuel Fee		18,913	22,558	26,000	14,642	25,494	26,000	506	-	0.0%
Golf Center	3,942	9,966	-	-	-	-	-	-	-	0.0%
Total Land Leases	55,588	83,397	104,178	205,577	120,509	237,996	188,252	(49,744)	(17,325)	-8.4%
Other Leases/Fees										
LEO Services (TSA)	107,200	116,800	116,800	116,800	68,800	116,800	116,800	-	-	0.0%
Security Fee (Airlines)	427,028	382,458	298,672	535,500	393,298	719,712	718,100	(1,612)	182,600	34.1%
Security Fee (Rental Car)	77,965	96,612	114,867	106,967	53,484	106,968	122,827	15,859	15,860	14.8%
Security Fee (ID Media)	47,670	49,465	49,307	37,000	40,000	50,000	50,000	-	13,000	35.1%
Telecommunication Fees (Voice/Data)	55,992	67,033	59,667	65,000	29,824	59,464	60,000	536	(5,000)	-7.7%
Sale of Assets	61,045	-	-	-	-	-	-	-	-	0.0%
Misc	(21,602)	63,515	906,185	2,000	6,933	6,933	2,000	(4,933)	-	0.0%
Tenant Services/Assessment Fees	6,224	-	2,028	-	55	55	-	(55)	-	0.0%
Annual Event Fees/Sponsorships (Runway 5K)	-	-	-	25,000	35,207	35,207	52,000	16,793	27,000	0.0%
Non-Signatory Security Fee Premium	-	-	-	-	-	-	-	-	-	0.0%
Total Other Leases	761,522	775,883	1,547,526	888,267	627,601	1,095,139	1,121,727	26,588	233,460	26.3%
Total Revenue	\$ 15,740,007	\$ 14,567,084	\$ 12,225,286	\$ 15,621,280	\$ 10,156,504	19,263,524	\$ 20,330,531	\$ 1,067,007	\$ 4,709,251	30.1%
								5.5%	30.1%	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2022-2023

Expenses	Historical, Actual Expenses			FY 2021-2022			Proposed Budget Fiscal Year 2022-2023	Difference Est FY21-22 To Budget FY22-23	Difference Bud FY21-22 To Budget FY22-23	% Change Bud FY21-22 To Budget FY22-23
	Fiscal Year 2018-2019	Fiscal Year 2019-2020	Fiscal Year 2020-2021	Fiscal Year 2021-2022 Budget	FY 12/31/21 FYTD Actual Expenses	Projection for Full Fiscal Year				
PERSONNEL SERVICES										
Regular Salaries	\$ 3,226,569	\$ 3,818,557	\$ 3,916,405	\$ 4,732,776	\$ 1,900,411	4,173,526	\$ 5,335,270	\$ 1,161,744	\$ 602,494	12.7%
Overtime	122,240	55,599	71,832	115,900	40,340	115,900	115,900	-	-	
Salary Adjustment/Bonus Pool			-	9,478	136,979	-	359,379	359,379	349,901	3691.7%
Internship	4,356	-	-	-	-	-	-	-	-	
LEO Special Separation Allowance		24,122	27,808	39,418	18,325	36,650	42,742	6,092	3,324	8.4%
Longevity	52,095	54,427	61,042	60,372	29,800	59,868	69,352	9,484	8,980	14.9%
Unemployment Claims		426	2,805	14,000	4,246	14,000	14,000	-	-	
Holiday Pay	13,400	14,700	15,566	16,894	13,833	13,834	18,410	4,576	1,516	9.0%
Bonus						136,978		(136,978)		
Auto Allowance	30,900	33,400	33,000	33,600	14,400	30,600	33,600	3,000	-	
Rewards Program				4,000		4,000	4,000	-	-	
Gym Membership Reimbursements	626	2,138	1,040	14,000	480	14,000	14,000	-	-	
Service Awards	1,307	1,215	1,813	1,625	605	1,625	1,625	-	-	
Candidate Referral						2,000	2,000		2,000	
Retiree Health		60,058	35,518	31,661	16,840	33,680	43,931	10,251	12,270	38.8%
Benefits	1,641,211	1,887,969	1,936,135	2,426,289	859,530	1,817,931	3,008,728	1,190,797	582,439	24.0%
Total Personnel Services	5,092,705	5,952,611	6,102,964	7,500,013	3,035,789	6,454,592	9,062,937	2,608,345	1,562,924	20.8%
OPERATING EXPENSES										
Professional Services										
Professional Services - General	120,748	217,556	236,651	437,750	115,563	391,380	238,750	(152,630)	(199,000)	-45.5%
Professional Services - Legal	89,518	176,820	148,952	130,000	103,761	202,222	80,000	(122,222)	(50,000)	-38.5%
Artwork and Creative Production	13,259	16,523	9,551	32,000	7,925	32,000	35,800	3,800	3,800	11.9%
Surveys, Reports & Data	45,377	18,923	-	-	142	142	24,500	24,358	24,500	
Physicals & Drug Screens	4,973	5,950	5,760	4,150	70	4,150	6,000	1,850	1,850	44.6%
Fit for Duty Physicals	-	-	-	6,800	1,710	6,800	6,800	-	-	
Website Maintenance	324	536	981	3,000	948	2,500	6,550	4,050	3,550	118.3%
Auditors	15,100	22,500	34,500	36,000	20,175	33,000	38,000	5,000	2,000	5.6%
Temporary Help	-	-	-	25,000	3,546	21,000	50,000	29,000	25,000	100.0%
Total Professional Services	289,300	458,808	436,395	674,700	253,840	693,194	486,400	(206,794)	(188,300)	-27.9%
Contractual Services										
Computer Technical Support	20,959	21,391	-	-	-	-	-	-	-	
Landscaping	9,420	9,420	9,420	-	-	-	-	-	-	
Parking Management Contract	439,710	463,541	261,287	512,668	94,931	512,000	579,364	67,364	66,696	13.0%
Parking Management Shuttle	-	76,714	-	400,814	72,776	400,814	396,952	(3,862)	(3,862)	-1.0%
Other Contractual Services	271,753	380,858	424,385	616,395	206,912	603,706	886,914	283,208	270,519	43.9%
Elevator Maintenance Contract	7,425	8,361	8,611	10,000	5,096	9,500	11,000	1,500	1,000	10.0%
Fire Alarm Systems Contract	13,403	15,312	13,809	14,680	24,268	24,268	15,600	(8,668)	920	6.3%
Exit Lane Security					8,078	40,000	60,000	20,000	60,000	
Total Contractual Services	762,670	975,597	717,512	1,554,557	412,061	1,590,288	1,949,830	359,542	395,273	25.4%
Travel and Training										
Travel & Per Diem	161,370	96,375	33,918	123,800	34,400	141,057	178,980	37,923	55,180	44.6%
Training & Education	32,983	19,583	7,971	52,850	6,781	47,700	42,750	(4,950)	(10,100)	-19.1%
Total Travel and Training	194,354	115,958	41,889	176,650	41,181	188,757	221,730	32,973	45,080	25.5%
Communications and Freight										
Postage	5,600	5,021	4,070	5,000	2,175	5,000	5,000	-	-	
Express Mail Delivery	2,008	463	292	1,000	125	1,000	1,000	-	-	
Telecommunications	74,294	50,569	57,822	54,240	19,132	42,031	52,200	10,169	(2,040)	-3.8%
Online Services	-	-	-	1,000	-	1,000	-	(1,000)	(1,000)	-100.0%
Total Communications and Freight	81,902	56,053	62,184	61,240	21,432	49,031	58,200	9,169	(3,040)	-5.0%
Rentals and Leases										
Rentals & Leases	13,639	14,253	15,765	15,310	9,320	15,310	18,710	3,400	3,400	22.2%
Total Rentals and Leases	13,639	14,253	15,765	15,310	9,320	15,310	18,710	3,400	3,400	22.2%

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2022-2023**

Expenses	Historical, Actual Expenses			FY 2021-2022			Proposed Budget Fiscal Year 2022-2023	Difference Est FY21-22 To Budget FY22-23	Difference Bud FY21-22 To Budget FY22-23	% Change Bud FY21-22 To Budget FY22-23
	Fiscal Year 2018-2019	Fiscal Year 2019-2020	Fiscal Year 2020-2021	Fiscal Year 2021-2022 Budget	12/31/21 FYTD Actual Expenses	Projection for Full Fiscal Year				
Insurance										
Property & Casualty	63,200	66,733	84,043	90,000	-	90,000	90,000	-	-	
General Liability	28,352	33,000	35,310	45,000	-	45,000	45,000	-	-	
Auto Liability	17,021	19,622	22,862	27,000	-	27,000	27,000	-	-	
Other Insurance & Bonds	41,477	47,328	186,239	72,400	25,848	72,400	72,400	-	-	
Worker's Compensation Insurance	109,877	110,826	63,982	100,000	(12,968)	100,000	100,000	-	-	
Total Insurance	259,927	277,509	392,436	334,400	12,880	334,400	334,400	-	-	
Utility Services										
Electric Service	330,578	322,953	297,566	349,317	111,043	327,900	359,817	31,917	10,500	3.0%
Gas Service	39,089	31,568	34,125	40,000	8,071	32,000	39,500	7,500	(500)	-1.3%
Water/Sewer Service	83,167	52,708	34,143	90,250	21,870	72,500	89,950	17,450	(300)	-0.3%
Total Utility Services	452,834	407,229	365,834	479,567	140,984	432,400	489,267	56,867	9,700	2.0%
Repairs and Maintenance										
Other Repairs & Maintenance	27,401	17,865	13,586	40,300	5,736	30,300	30,200	(100)	(10,100)	-25.1%
Terminal, Buildings and Grounds	164,609	155,947	136,093	171,000	72,867	150,000	162,000	12,000	(9,000)	-5.3%
Permits, Licenses and Fees		850	1,560	1,000	100	1,000	1,000	-	-	
Vehicles and Heavy Equipment	224,239	78,501	95,956	69,500	28,707	65,000	67,500	2,500	(2,000)	-2.9%
Airport and Airfield Equipment	55,954	8,753	7,126	25,000	19,620	25,000	20,000	(5,000)	(5,000)	-20.0%
Total Repairs and Maintenance	472,203	261,916	254,321	306,800	127,030	271,300	280,700	9,400	(26,100)	-8.5%
Printing & Binding										
Printing & Binding	9,894	13,826	3,911	15,980	1,353	10,730	11,450	720	(4,530)	-28.3%
Total Printing & Binding	9,894	13,826	3,911	15,980	1,353	10,730	11,450	720	(4,530)	-28.3%
Promotional Activities										
Radio	67,660	7,200	12,858	18,000	6,000	16,000	18,000	2,000	-	
Billboards	12,512	22,675	-	24,000	-	12,000	24,000	12,000	-	
Print	15,909	12,869	2,625	6,100	-	6,100	6,100	-	-	
TV	19,600	-	-	-	-	-	-	-	-	
Web Advertising	59,488	59,804	14,023	117,350	26,052	117,350	137,550	20,200	20,200	17.2%
Air Service Development	3,409	6,238	4,845	2,300	92	1,200	12,300	11,100	10,000	434.8%
Other Promotional Events/Sponsorships	8,360	6,363	7,040	8,500	5,000	8,500	9,000	500	500	5.9%
Community Events/Exhibits/Sponsorships	82,892	33,913	17,797	89,200	37,254	92,208	93,200	992	4,000	4.5%
Employee/Tenant Events	31,587	16,525	9,209	25,725	8,878	25,625	25,425	(200)	(300)	-1.2%
Wellness	6,445	3,264	1,614	3,500	980	3,500	3,500	-	-	
Total Promotional Activities	307,862	168,851	70,011	294,675	84,256	282,483	329,075	46,592	34,400	11.7%
Other Current Charges and Obligations										
Legal Notices & Advertising	5,412	845	197	6,750	583	5,750	6,750	1,000	-	
Credit Card & Bank Fees	51,093	44,052	42,482	63,300	30,441	63,000	64,700	1,700	1,400	2.2%
Recruiting Expense				2,100	-	-	2,100	2,100	-	100.0%
Other Current Charges & Obligations	2,483	8,056	1,672	3,500	1,020	2,600	8,500	5,900	5,000	142.9%
In Terminal Advertising	1,538	6,450	575	3,500	1,329	3,500	1,225	(2,275)	(2,275)	-65.0%
Total Other Current Charges and Obligations	60,527	59,403	44,926	79,150	33,373	74,850	83,275	8,425	4,125	5.2%
Operating Supplies										
Office Supplies	6,959	6,874	6,176	7,000	1,858	7,000	7,000	-	-	
Vehicle Fuel	26,230	36,462	35,950	50,000	38,113	50,000	45,000	(5,000)	(5,000)	-10.0%
Shop Supplies	2,480	1,063	1,363	3,000	756	3,000	3,000	-	-	
Other Operating Supplies	101,105	75,142	48,038	91,600	23,516	78,659	92,050	13,391	450	0.5%
Art Program Supplies	731	1,152	90	1,000	359	1,000	1,000	-	-	
Promotional Supplies	18,105	12,238	7,536	14,000	5,749	13,000	18,000	5,000	4,000	28.6%
Holiday Decorations	2,031	1,575	302	1,000	150	1,000	1,000	-	-	
Chemicals and Safety	52,698	984	(562)	48,000	1,774	46,500	48,000	1,500	-	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2022-2023**

Expenses	Historical, Actual Expenses			FY 2021-2022			Proposed Budget Fiscal Year 2022-2023	Difference Est FY21-22 To Budget FY22-23	Difference Bud FY21-22 To Budget FY22-23	% Change Bud FY21-22 To Budget FY22-23
	Fiscal Year 2018-2019	Fiscal Year 2019-2020	Fiscal Year 2020-2021	Fiscal Year 2021-2022 Budget	FYTD Actual Expenses 12/31/21	Projection for Full Fiscal Year				
Small Tools and Equipment	23,765	6,384	7,415	19,000	1,406	18,500	19,000	500	-	
Custodial Supplies	33,929	46,347	11,626	42,000	25,145	42,000	42,000	-	-	
Custodial Consumables	43,451	64,401	39,826	77,500	19,848	75,000	77,500	2,500	-	
Operating Furniture, Fixtures, Equipment and Software	99,588	65,018	26,677	80,185	44,253	87,407	99,550	12,143	19,365	24.2%
Uniforms	23,550	13,225	12,512	19,900	3,576	18,000	19,400	1,400	(500)	-2.5%
Firefighter Equipment	1,453	1,460	11,976	19,750	52	14,125	19,000	4,875	(750)	-3.8%
Total Operating Supplies	436,074	332,325	208,925	473,935	166,555	455,191	491,500	36,309	17,565	3.7%
Books,Publications,Subscriptions & Memberships										
Books, Publications, Compact Disks, Videos & Subscriptions	6,681	6,488	4,249	9,370	2,405	6,530	9,370	2,840	-	
Dues & Memberships	44,067	57,549	61,327	48,890	35,626	53,651	62,515	8,864	13,625	27.9%
Licenses and Certification Fees	120	280	120	1,320	-	1,120	1,320	200	-	
Total Books,Publications,Subscriptions & Mem.	50,868	64,317	65,696	59,580	38,031	61,301	73,205	11,904	13,625	22.9%
Emergency Repair	24,015	6,272	9,957	50,000	-	50,000	50,000	-	-	
TOTAL SERVICES & MATERIALS	3,416,066	3,212,317	2,689,762	4,576,544	1,342,296	4,509,235	4,877,742	368,507	301,198	6.6%
TOTAL OPERATING EXPENSES, INCLUDING EMERGENCY REPAIR EXPENSE	\$ 8,508,771	\$ 9,164,928	\$ 8,792,726	\$ 12,076,557	\$ 4,378,085	\$ 10,963,827	\$ 13,940,679	\$ 2,976,852	\$ 1,864,122	15.4%
								27.2%	15.4%	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Administrative
Fiscal Year 2022/2023
Variance Analysis

Acct #	Description	FY 2023 Budget	FY2022 Budget		FY2022 Estimated Actual				FY2021 Actual			FY 2020 Actual	
			FY 2022 Budget	Increase/Decrease		FY 2022 Actual 6 Months	FY 2022 Estimate	Increase/Decrease		FY 2021 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount		Percent
500000	Salaries	157,001	149,260	7,741	5.19%	54,998	117,810	39,191	33.27%	139,463	17,538	12.58%	228,740
501000	Internship	0	0	0	100%	0	0	0	100%	0	0	100%	0
502000	Salary Adjustment Pool	359,379	9,478	349,901	3691.72%	0	0	359,379	100%	0	359,379	100%	0
503000	Longevity	0	749	(749)	-100.00%	0	0	0	100%	749	(749)	-100.00%	3,753
504000	Unemployment Claims	14,000	14,000	0	0.00%	4,246	14,000	0	0.00%	2,805	11,195	399.11%	426
506000	Holiday Pay	433	433	0	0.00%	217	217	216	99.54%	433	0	0.00%	650
507000	Auto Allowance	2,400	2,400	0	0.00%	1,200	2,400	0	0.00%	2,400	0	0.00%	2,200
507100	Rewards Program	4,000	4,000	0	0.00%	0	4,000	0	0.00%	0	4,000	100%	0
507200	Gym Membership Reimbursements	14,000	14,000	0	0.00%	480	14,000	0	0.00%	1,040	12,960	1246.15%	2,139
507300	Service Awards	1,625	1,625	0	0.00%	605	1,625	0	0.00%	1,813	(188)	-10.37%	1,215
507500	Candidate referral	2,000	2,000	0	0.00%	300	2,000	0	0.00%	100	1,900	1900.00%	0
	LEO Special Separation Allowance	0	0	0	100%	0	0	0	100%	0	0	100%	0
521000	Retiree Health	43,931	31,661	12,270	38.75%	16,840	33,680	10,251	30.44%	35,518	8,413	23.69%	60,058
510000	FICA Taxes	14,517	13,983	534	3.82%	4,267	9,132	5,385	58.97%	10,556	3,961	37.52%	17,286
511000	LGERS retirement	19,798	17,115	2,683	15.68%	6,175	13,241	6,557	49.52%	14,221	5,577	39.22%	20,120
511200	401k	7,850	7,501	349	4.65%	2,706	5,803	2,047	35.27%	6,931	919	13.26%	11,652
520000	Medical & ACA Reinsurance Fees	49,401	35,656	13,745	38.55%	7,214	14,428	34,973	242.40%	30,283	19,118	63.13%	35,838
522000	Dental	2,652	1,435	1,217	84.81%	370	740	1,912	258.38%	1,254	1,398	111.48%	1,433
523000	Vision Insurance	155	155	0	0.00%	40	80	75	93.75%	140	15	10.71%	160
524000	Life Insurance	759	693	66	9.52%	170	340	419	123.24%	739	20	2.71%	822
525000	Disability	1,485	1,287	198	15.38%	354	708	777	109.75%	1,477	8	0.54%	1,340
530000	Tuition Reimbursement	3,500	3,500	0	0.00%	0	3,500	0	0.00%	0	3,500	100%	2,496
531000	Cell Phone Allowance	1,632	1,632	0	0.00%	816	1,632	0	0.00%	1,548	84	5.43%	2,771
	Total Benefits	101,749	82,957	18,792	22.65%	22,112	49,604	52,145	105.12%	67,149	34,600	51.53%	93,918
	Total Personal Services	700,518	312,563	387,955	124.12%	100,998	239,336	461,182	192.69%	251,470	445,464	177.14%	393,098
600000	Professional Services - General	1,750	12,750	(11,000)	-86.27%	11,991	12,750	(11,000)	-86.27%	220	1,530	695.45%	2,229
604000	Physicals and Drug Screens	6,000	4,150	1,850	44.58%	70	4,150	1,850	44.58%	5,760	240	4.17%	5,950
605000	Fit for Duty Physicals	6,800	6,800	0	0.00%	1,710	6,800	0	0.00%	0	6,800	100%	0
616000	Other Contractual Services	0	0	0	0.00%	0	0	0	0.00%	0	0	0.00%	0
620000	Travel, Per Diem, Conference Registration	3,000	3,000	0	0.00%	0	3,000	0	0.00%	452	2,548	563.72%	1,143
621000	Training & Education	1,000	1,000	0	0.00%	0	1,000	0	0.00%	0	1,000	100%	119
700000	Postage	5,000	5,000	0	0.00%	2,175	5,000	0	0.00%	4,070	930	22.85%	5,021
701000	Express Mail Delivery	1,000	1,000	0	0.00%	125	1,000	0	0.00%	292	708	242.47%	463
740000	Rentals and Leases	510	510	0	0.00%	206	510	0	0.00%	438	72	16.44%	475
750000	Property and Casualty Insurance	90,000	90,000	0	0.00%	0	90,000	0	0.00%	84,043	5,957	7.09%	66,733
751000	General Liability	45,000	45,000	0	0.00%	0	45,000	0	0.00%	35,310	9,690	27.44%	33,000
751500	Auto Liability	27,000	27,000	0	0.00%	0	27,000	0	0.00%	22,862	4,138	18.10%	19,622
752000	Other Insurance & Bonds	72,400	72,400	0	0.00%	25,848	72,400	0	0.00%	186,239	(113,839)	-61.13%	47,328
752500	Worker's Compensation Insurance	100,000	100,000	0	0.00%	(12,968)	100,000	0	0.00%	63,982	36,018	56.29%	110,826
630000	Printing & Binding	200	200	0	0.00%	0	200	0	0.00%	0	200	100%	191
646000	Other Community Events/Exhibits/Sponsorship	500	500	0	0.00%	508	508	(8)	-1.57%	228	272	119.30%	479
647000	Employee/Tenant Appreciation	11,125	11,625	(500)	-4.30%	5,561	11,625	(500)	-4.30%	8,730	2,395	27.43%	11,018
648000	Wellness	3,500	3,500	0	0.00%	1,081	3,500	0	0.00%	1,614	1,886	116.85%	3,264
650000	Legal Notices & Advertising	2,750	2,750	0	0.00%	555	2,750	0	0.00%	97	2,653	2735.05%	845
654000	Recruiting Expenses	2,100	2,100	0	0.00%	0	2,000	100	5.00%	0	2,100	100%	0
667000	Office Supplies	7,000	7,000	0	0.00%	1,859	7,000	0	0.00%	6,176	824	13.34%	6,596
661500	Operating Supplies	2,000	2,000	0	0.00%	359	2,000	0	0.00%	1,203	797	66.25%	3,232
665500	Operating Furniture, Fixtures and Equipment	0	0	0	100%	0	0	0	100%	0	0	100%	3,693
670000	Dues & Memberships	1,560	1,560	0	0.00%	195	1,560	0	0.00%	1,554	6	0.39%	371
671000	Books & Publications	0	0	0	100%	0	0	0	100%	0	0	100%	29
661500	Operating Supplies (Safety)	0	0	0	100%	0	0	0	100%	0	0	100%	408
670000	Dues & Memberships (Safety)	0	0	0	100%	0	0	0	100%	0	0	100%	937
	Total Services & Mat'ls.	390,195	399,845	(9,650)	-2.41%	39,275	399,753	(9,558)	-2.39%	423,270	(33,075)	-7.81%	323,972
	Department Total	1,090,713	712,408	378,305	53.10%	140,273	639,089	451,624	70.67%	674,740	412,389	61.12%	717,070

Comments:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Executive

Fiscal Year 2022/2023

Variance Analysis

Acct #	Description	FY2022 Budget				FY2022 Estimated Actual				FY2021 Actual			FY2020
		FY 2023 Budget	FY 2022 Budget	Increase/Decrease		FY 2022 Actual 6 Months	FY 2022 Estimate	Increase/Decrease		FY 2021 Actual	Increase/Decrease		FY 2020 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	525,573	499,726	25,847	5.17%	218,389	452,524	73,049	16.14%	524,461	1,112	0.21%	308,991
503000	Longevity	15,548	12,792	2,756	21.54%	1,794	12,792	2,756	21.54%	12,792	2,756	21.54%	8,112
506000	Holiday Pay	650	650	0	0.00%	622	622	28	4.50%	419	231	55.13%	420
506500	Bonus	0	0	0	100%	2,707	2,707	(2,707)	-100.00%	0	0	100%	0
507000	Auto Allowance	12,600	12,600	0	0.00%	6,300	12,600	0	0.00%	12,600	0	0.00%	7,200
507400	Allocated Benefits	1,000	1,000	0	0.00%	0	0	1,000	100%	0	1,000	100%	0
510000	FICA Taxes	43,207	40,129	3,078	7.67%	9,239	19,683	23,524	119.51%	27,810	15,397	55.36%	17,709
511000	LGERS retirement	68,235	57,272	10,963	19.14%	25,123	52,043	16,192	31.11%	45,653	22,582	49.46%	26,321
511100	457 Retirement	9,526	8,472	1,054	12.44%	4,363	8,726	800	9.17%	8,472	1,054	12.44%	8,472
511200	401k	27,056	25,097	1,959	7.81%	11,009	22,805	4,251	18.64%	22,260	4,796	21.55%	14,537
520000	Medical	65,419	56,064	9,355	16.69%	24,333	48,666	16,753	34.42%	52,528	12,891	24.54%	28,172
522000	Dental	3,128	3,128	0	0.00%	1,397	2,794	334	11.95%	2,728	400	14.66%	1,386
523000	Vision Insurance	310	310	0	0.00%	104	208	102	49.04%	202	108	53.47%	117
524000	Life Insurance	1,614	1,614	0	0.00%	665	1,330	284	21.35%	1,759	(145)	-8.24%	820
525000	Disability	3,663	3,663	0	0.00%	1,510	3,020	643	21.29%	4,162	(499)	-11.99%	2,730
531000	Cell Phone Allowance	3,264	3,264	0	0.00%	1,506	3,012	252	8.37%	2,437	827	33.94%	1,506
	Total Benefits	226,422	200,013	26,409	13.20%	79,249	162,287	64,135	39.52%	168,011	58,411	34.77%	101,770
	Total Personal Services	780,793	725,781	55,012	7.58%	309,061	643,532	137,009	21.29%	718,283	61,683	8.59%	426,493
600000	Professional Services - General	61,000	256,500	(195,500)	-76.22%	74,830	217,455	(156,455)	-71.95%	137,271	(76,271)	-55.56%	52,172
601000	Professional Services - Legal	80,000	130,000	(50,000)	-38.46%	103,761	202,222	(122,222)	-60.44%	148,952	(68,952)	-46.29%	176,820
620000	Travel, Per Diem, Conference Registration	73,750	57,500	16,250	28.26%	22,607	72,357	1,393	1.93%	20,730	53,020	255.76%	45,319
621000	Training & Education	1,500	1,500	0	0.00%	0	0	1,500	100%	0	1,500	100%	1,031
702000	Online Services	0	1,000	(1,000)	-100.00%	228	1,000	(1,000)	-100.00%	1,037	(1,037)	-100.00%	0
630000	Printing & Binding	250	250	0	0.00%	0	0	250	100%	0	250	100%	0
645000	Promotional Events/Sponsorships	7,500	7,000	500	7.14%	5,000	7,000	500	7.14%	2,000	5,500	275.00%	5,000
647000	Employee/Tenant Appreciation	2,000	2,000	0	0.00%	0	2,000	0	0.00%	0	2,000	100%	0
651000	Other Current Charges & Obligations	8,500	3,500	5,000	142.86%	1,020	2,600	5,900	226.92%	1,672	6,828	408.37%	8,056
661500	Operating Supplies	350	350	0	0.00%	165	350	0	0.00%	552	(202)	-36.59%	411
662500	Promotional Items	1,500	1,000	500	50.00%	0	0	1,500	100%	0	1,500	100%	0
665500	Operating Furniture, Fixtures and Equipment	750	750	0	0.00%	0	0	750	100%	151	599	396.69%	3,043
670000	Dues & Memberships	48,400	35,000	13,400	38.29%	31,708	39,451	8,949	22.68%	49,348	(948)	-1.92%	46,172
671000	Books & Publications	500	500	0	0.00%	209	500	0	0.00%	501	(1)	-0.20%	503
702000	Telecommunications	0	0	0	100%	0	0	0	100%	0	0	100%	563
	Total Services & Mat'ls.	286,000	496,850	(210,850)	-42.44%	239,528	544,935	(258,935)	-47.52%	362,214	(76,214)	-21.04%	339,089
	Department Total	1,066,793	1,222,631	(155,838)	-12.75%	548,589	1,188,467	(121,926)	-10.26%	1,080,497	(14,531)	-1.34%	765,583

Comments:

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

Finance

BASIC OPERATING BUDGET

FY 2022-2023

Department #	40		

New World Account Numbers	Description	Item Amount	Summary Amount
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PERSONNEL SERVICES			
10.40.10.100.500000	Salaries	285,909	285,909
10.40.10.100.503000	Longevity	4,389	4,389
10.40.10.100.506000	Holiday Pay	650	650
10.40.10.100.507000	Auto Allowance	2,400	2,400
	<u>Benefits:</u>		132,463
10.40.10.100.510000	FICA Taxes	22,537	
10.40.10.100.511000	LGERS Retirement	36,607	
10.40.10.100.511200	401k	14,515	
10.40.10.100.520000	Medical	51,116	
10.40.10.100.522000	Dental	2,442	
10.40.10.100.523000	Vision	232	
10.40.10.100.524000	Life Insurance	1,138	
10.40.10.100.525000	Disability	2,244	
10.40.10.100.531000	Cell Phone Allowance	1,632	
			425,811

OPERATING EXPENSES			
10.40.10.100.600000	Professional Services - General		15,000
	Tyler Tech, GCR, Landrum Brown	6,000	
	Actuary Report-Retiree Health / LEO SSA	9,000	
10.40.10.100.607000	Auditing Services		38,000
	Annual Financial Audit	32,000	
	Audit - Major Programs	3,000	
	Pension Examination	3,000	
10.40.10.100.620000	Travel, Per Diem, Conference Registration		5,000
	ACI Conference	2,500	
	Civix or New World Conference	2,500	
10.40.10.100.621000	Training & Education		700
	CPE	700	
10.40.10.100.653000	Credit Card Fees & Bank Charges		64,700
	Credit Card Fees	4,200	
	Trustee Fees	2,500	
	Bank Charges	58,000	
10.40.10.100.661500	Operating Supplies		700
	Check stock, Envelopes, W-2 forms, etc	700	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
FINANCE
Fiscal Year 2022/2023
Variance Analysis

Acct #	Description	FY 2023 Budget	FY2022 Budget		FY2022 Estimated Actual				FY2021 Actual			FY 2020	
			FY 2022 Budget	Increase/Decrease		FY 2022 Actual 6 Months	FY 2022 Estimate	Increase/Decrease		FY 2021 Actual	Increase/Decrease		FY 2020 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	285,909	272,431	13,478	4.95%	111,185	248,639	37,270	14.99%	241,070	44,839	18.60%	252,285
503000	Longevity	4,389	3,797	592	15.59%	3,873	3,873	516	13.32%	3,797	592	15.59%	2,380
506000	Holiday Pay	650	650	0	0.00%	650	650	0	0.00%	650	0	0.04%	650
506500	Bonus		0	0	100%	2,707	2,707	(2,707)	-100.00%	0	0	100%	0
507000	Auto Allowance	2,400	2,400	0	0.00%	0	0	2,400	100%	2,400	0	0.00%	2,400
510000	FICA Taxes	22,537	21,005	1,532	7.29%	8,794	19,093	3,444	18.04%	17,742	4,795	27.03%	17,959
511000	LGERS retirement	36,607	30,838	5,769	18.71%	13,128	28,812	7,795	27.05%	24,388	12,219	50.10%	21,848
511200	401k	14,515	13,514	1,001	7.41%	5,753	12,626	1,889	14.96%	11,900	2,615	21.97%	12,063
520000	Medical	51,116	66,636	(15,520)	-23.29%	17,292	38,111	13,005	34.12%	48,252	2,864	5.94%	49,662
522000	Dental	2,442	2,761	(319)	-11.55%	1,008	2,099	343	16.34%	2,297	145	6.31%	2,036
523000	Vision Insurance	232	232	0	0.00%	88	192	40	20.83%	192	40	20.83%	166
524000	Life Insurance	1,138	1,138	0	0.00%	389	1,515	(377)	-24.88%	1,165	(27)	-2.32%	805
525000	Disability	2,244	2,244	0	0.00%	779	2,987	(743)	-24.87%	2,307	(63)	-2.73%	1,525
531000	Cell Phone Allowance	1,632	1,632	0	0.00%	690	1,632	0	0.00%	1,401	231	16.49%	1,632
	Total Benefits	132,463	140,000	(7,537)	-5.38%	47,921	107,067	25,396	23.72%	109,644	22,819	20.81%	107,695
	Total Personal Services	425,811	419,278	6,533	1.56%	166,336	362,936	62,875	17.32%	357,561	68,250	18.68%	365,409
600000	Professional Services - General	15,000	18,000	(3,000)	-16.67%	2,750	17,675	(2,675)	-15.13%	8,640	6,360	73.61%	581
607000	Auditors	38,000	36,000	2,000	5.56%	20,175	33,000	5,000	15.15%	34,500	3,500	10.14%	22,500
620000	Travel, Per Diem, Conference Registration	5,000	0	5,000	100%	0	0	5,000	100%	178	4,822	2708.99%	(1,202)
621000	Training & Education	700	700	0	0.00%	0	700	0	0.00%	389	311	79.95%	973
653000	Bank Charges & Credit Card Fees	64,700	63,300	1,400	2.21%	25,754	63,000	1,700	2.70%	42,482	22,218	52.30%	44,052
661500	Operating Supplies	700	700	0	0.00%	72	500	200	40.00%	429	271	63.17%	270
665500	Operating Furniture, Fixtures and Equipment	500	500	0	0.00%	0	500	0	0.00%	0	500	100%	0
670000	Dues & Memberships	755	755	0	0.00%	0	755	0	0.00%	550	205	37.27%	785
671000	Books & Publications	0	0	0	100%	0	0	0	100%	0	0	100%	0
672000	Licenses & Certifications	120	120	0	0.00%	0	120	0	0.00%	120	0	0.00%	120
	Total Services & Mat'ls.	125,475	120,075	5,400	4.50%	48,751	116,250	9,225	7.94%	87,288	38,187	56.09%	68,079
	Department Total	551,286	539,353	11,933	2.21%	215,087	479,186	72,100	15.05%	444,849	106,437	24.55%	433,489

Comments:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
GUEST SERVICES
Fiscal Year 2022/2023
Variance Analysis

Acct #	Description	FY 2023 Budget	FY2022 Budget		FY2022 Estimated Actual				FY2021 Actual			FY 2020	
			FY 2022 Budget	Increase/Decrease		FY 2022 Actual 6 Months	FY 2022 Estimate	Increase/Decrease		FY 2021 Actual	Increase/Decrease		FY 2020 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	205,152	189,027	16,125	8.53%	76,698	173,425	31,727	18.29%	142,343	62,809	44.13%	147,670
500016	Longevity	3,310	2,606	704	27.01%	1,805	2,606	704	27.01%	2,670	640	23.97%	2,349
500020	Overtime	2,400	2,400	0	0.00%	1,685	2,400	0	0.00%	2,824	(424)	-15.01%	3,039
500023	Holiday Pay	1,516	1,516	0	0.00%	1,516	1,516	0	0.00%	1,516	0	0.00%	1,516
506500	Bonus	0	0	0	100%	10,828	10,828	(10,828)	-100.00%	0	0	100%	0
507000	Auto Allowance	3,000	3,000	0	0.00%	1,500	3,000	0	0.00%	3,000	0	0.00%	3,000
500050	FICA Taxes	16,486	14,913	1,573	10.55%	7,191	15,914	572	3.59%	11,599	4,887	42.13%	11,820
500070	LGERS retirement	15,904	14,245	1,659	11.65%	6,477	15,177	727	4.79%	9,898	6,006	60.68%	8,874
500080	401k	6,306	6,242	64	1.03%	2,838	6,650	(344)	-5.17%	4,826	1,480	30.67%	4,902
500160	Medical	9,354	27,083	(17,729)	-65.46%	2,857	5,714	3,640	63.70%	16,021	(6,667)	-41.61%	22,989
500260	Dental	797	797	0	0.00%	177	354	443	125.14%	735	62	8.44%	796
500265	Vision Insurance	155	155	0	0.00%	35	70	85	121.43%	109	46	42.20%	119
500360	Life Insurance	521	521	0	0.00%	196	392	129	32.91%	497	24	4.83%	372
500460	Disability	825	825	0	0.00%	305	610	215	35.25%	787	38	4.83%	675
500500	Cell Phone Allowance	975	975	0	0.00%	450	900	75	8.33%	900	75	8.33%	937
	Total Benefits	51,323	65,756	(14,433)	-21.95%	20,526	45,781	5,542	12.11%	45,372	5,951	13.12%	51,484
	Total Personal Services	266,701	264,305	2,396	0.91%	114,558	239,556	27,070	11.30%	197,725	68,901	34.85%	209,059
650000	Travel, Per Diem, Conference Registration	2,250	2,000	250	12.50%	0	2,100	150	7.14%	0	2,250	100%	2,081
651000	Training & Education	1,000	1,000	0	0.00%	0	1,000	0	0.00%	0	1,000	100%	0
730000	Printing & Binding	2,000	1,530	470	30.72%	267	1,530	470	30.72%	0	2,000	100%	0
740115	Employee/Tenant Appreciation	7,200	7,000	200	2.86%	694	7,000	200	2.86%	366	6,834	1867.21%	2,927
750200	In Terminal Advertising	1,225	3,500	(2,275)	-65.00%	1,329	3,500	(2,275)	-65.00%	574	651	113.41%	6,450
771000	Operating Furniture, Fixtures and Equipment	350	350	0	0.00%	0	250	100	40.00%	0	350	100%	190
771500	Uniforms	3,000	3,500	(500)	-14.29%	274	3,500	(500)	-14.29%	383	2,617	683.29%	1,275
780100	Dues & Memberships	310	310	0	0.00%	0	310	0	0.00%	310	0	0.00%	425
	Total Services & Mat'ls.	17,335	19,190	(1,855)	-9.67%	2,564	19,190	(1,855)	-9.67%	1,633	15,702	961.54%	13,347
	Department Total	284,036	283,495	541	0.19%	117,122	258,746	25,215	9.75%	199,358	84,603	42.44%	222,406

Comments

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY			
ASHEVILLE REGIONAL AIRPORT			
Information Technology			
BASIC OPERATING BUDGET			
FY 2022-2023			
Department #	60		
New World Account Numbers	Description	Item Amount	Summary Amount
PERSONNEL SERVICES			
10.60.10.100.500000	Salaries	527,447	527,447
10.60.10.100.503000	Longevity	2,685	2,685
10.60.10.100.506000	Holiday Pay	1,516	1,516
10.60.10.100.506500	Bonus	-	-
10.60.10.100.507000	Auto Allowance	2,400	2,400
	Benefits:		296,038
10.60.10.100.510000	FICA Taxes	40,888	
10.60.10.100.511000	LGERS retirement	66,850	
10.60.10.100.511200	401k	26,507	
10.60.10.100.520000	Medical	140,748	
10.60.10.100.522000	Dental	7,746	
10.60.10.100.523000	Vision	542	
10.60.10.100.524000	Life Insurance	2,320	
10.60.10.100.525000	Disability	4,248	
10.60.10.100.531000	Cell Phone Allowance	6,189	
			830,086
OPERATING EXPENSES			
10.60.10.100.600000	Professional Services - General		21,000
	Professional Services - Application Support and Consulting	16,000	
	Low Voltage Cabling	5,000	
10.60.10.100.606000	Website Maintenance		6,550
	Website Maintenance / Support	1,500	
	Website Hosting	2,000	
	Network Solutions - Domain Name / SSL Renewals	2,000	
	Code Guard Website Backups	1,050	
10.60.10.100.610000	Computer Technical Support		-
		-	
10.60.10.100.616000	Other Contractual Services		190,820
	AAAE - Digicast Training Subscription	4,400	
	AAAE - IET Annual Support	4,800	
	Adobe Acrobat Standard Subscriptions	3,900	
	Adobe Creative Cloud Subscription	2,400	
	APC - Battery Backup Service Agreement	2,350	
	AutoCad - Annual Subscription (Planning, Dev, IT, Ops)	1,700	
	Barracuda - Network Backup Appliance Maintenance Agreement	-	
	BlueBeam Annual Subscription	770	
	BOSS Helpdesk Software	3,200	
	Cisco - SmartNet Support Agreement (Network/Firewall/VoIP)	23,000	
	Cisco WebEx Subscriptions	4,000	
	Eaton - Battery Backup Service Agreement	3,300	
	GCR-Airport IQ - Annual Service Agreement	35,900	
	Harris Integrated Solutions - HVAC SLA /Upgrade	4,000	
	Infortel / ISI - Call Accounting Service Agreement	4,000	
	Internet Fax Service (1 line)	110	
	Kimball - Call Recording Software Support Agreement	2,000	
	Microsoft Defender for Office 365 (77 users)	1,850	
	Microsoft Office 365 w/Visio (77 Users)	19,500	
	Nutanix- Backup Virtual Server Appliance Support Agreement	14,600	
	PaloAlto Firewall Annual Support / License Subscriptions	9,700	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Information Technology
BASIC OPERATING BUDGET
FY 2022-2023

Department # 60

New World Account Numbers	Description	Item Amount	Summary Amount	
	Polycom / MS Teams - RealConnect Service	1,000		
	Polycom Conference Unit Support Contract	440		
	Remote Access Software - LogMeIn - PCI Network	900		
	Remote Access Software - ScreenConnect	700		
	Smartsheets - SLA Management Software Agreement	600		
	Solarwinds - Network Syslog / CatTools	650		
	Spatco - GasBoy Service Agreement	800		
	Tyler Technologies - ERP Service Agreement	20,000		
	VMWare - Annual Support Agreement	12,500		
	WebRoot - Antivirus and Malware Protection (Qty:155)	7,750		
10.60.15.100.616000	Other Contractual Services-Terminal			270,300
	Amadeus - EASE Master Service Agreement	46,200		
	ADB - Airfield Lighting Controls Service Agreement	-		
	Atmosphere TV Annual Subscription	500		
	ComNet - FIDS Annual Service Agreement	14,500		
	Honeywell - Access Control Maintenance Agreement	46,300		
	IED Public Address System - Annual Support Agreement	15,000		
	Johnson Controls - Security System Support / Maintenance	70,000		
	Milestone - Security Video Management Agreement	-		
	OAG - FIDS, PASSUR Data Feed and Flight Maps	13,000		
	Pandora - Terminal Music	400		
	PASSUR - Gate Management Software Agreement	60,000		
	Vaisala - Runway Scan System Agreement	4,400		
10.60.10.100.620000	Travel, Per Diem, Conference Registration		7,500	
	ACI - Business Information Technology Conference	3,000		
	GSX / ASIS	3,000		
	NCAA - North Carolina Airport Association Conference	1,000		
	Business Meeting Expenses	500		
10.60.10.100.621000	Training & Education		5,000	
	IT Training / Certifications	5,000		
10.60.10.100.702000	Telecommunications		52,200	
	AT&T - Analog Lines	3,000		
	AT&T - AVL Mobile Data Plans	5,800		
	AT&T Long Distance	2,100		
	AT&T - VoIP Telephone Circuits	17,000		
	Charter - Backup Internet Circuit (100Mb)	1,600		
	Charter - Cable TV	3,700		
	Cisco - 8841 IP Phones (Qty:15)	3,000		
	Cisco ATA191 (Qty: 20)	2,500		
	ERC Broadband - Primary Internet Circuit (1000MB)	13,500		
10.60.10.100.740000	Rentals and Leases		18,200	
	Sharp - Office Copiers / Printers	18,200		
10.60.10.100.760000	General Repairs and Maintenance		8,000	
	Audio / Visual Equipment Repairs	3,500		
	Radio / Telex Repairs	2,000		
	PARCS Repairs and Maintenance	2,500		
10.60.15.100.760000	General Repairs and Maintenance - Terminal		19,000	
	EASE Repairs and Maintenance	2,000		
	FIDS Repairs & Maintenance	2,000		
	Door Repairs	-		
	Security System Repairs, Maintenance and Inventory	15,000		

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Information Technology
BASIC OPERATING BUDGET
FY 2022-2023

Department # 60

New World Account Numbers	Description	Item Amount	Summary Amount
10.60.10.100.661500	Operating Supplies		21,300
	Apparel - Staff	400	
	Operating Supplies	12,000	
	Plotter Ink Cartridges and Print Heads	2,400	
	Small Tools, Equipment, Inventory	5,000	
	UPS Battery Backup Units (Client Computers)	1,500	
10.60.15.100.661500	Operating Supplies-Terminal		27,000
	EASE Stock - Boarding Passes, Bag Tags, Toner, Paper	27,000	
10.60.10.100.665500	Operating Furniture, Fixtures, Equipment and Software		78,000
	Greater than \$100 & up to \$5,000		
	Data Center UPS Battery Replacement	8,500	
	Dell Toughbooks (4)	20,000	
	Employee Desktops (15)	22,500	
	Employee Laptops (5)	13,500	
	Network Switches (2)	13,000	
	Office Furniture	500	
10.60.15.100.665500	Operating Furniture, Fixtures, Equipment and Software - Terminal		7,000
	Greater than \$100 & up to \$5,000		
	EASE - Boarding Gate Readers (2)	2,000	
	FIDS/Digital Marketing System Upgrad	5,000	
10.60.10.100.670000	Dues & Memberships		925
	NCAA	50	
	CBT Nuggets	875	
10.60.10.100.671000	Books, Publications, & Subscriptions		110
	Books & Subscriptions	110	
			732,905
			1,562,991

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Information Technology
Fiscal Year 2022/2023
Variance Analysis

Acct #	Description	FY 2023 Budget	FY2022 Budget		FY2022 Estimated Actual				FY2021 Actual			FY 2020	
			FY 2022 Budget	Increase/Decrease		FY 2022 Actual 6 Months	FY 2022 Estimate	Increase/Decrease		FY 2021 Actual	Increase/Decrease		FY 2020 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	527,447	377,168	150,279	39.84%	164,714	362,237	165,210	45.61%	318,512	208,935	65.60%	332,156
503000	Longevity	2,685	3,920	(1,235)	-31.51%	3,999	3,999	(1,314)	-32.86%	3,669	(984)	-26.82%	2,690
506000	Holiday Pay	1,516	1,083	433	39.98%	1,083	1,083	433	39.98%	1,083	433	40.00%	1,083
506500	Bonus	0	0	0	100%	10,828	10,828	(10,828)	-100.00%	0	0	100%	0
507000	Auto Allowance	2,400	2,400	0	0.00%	1,200	2,400	0	0.00%	2,400	0	0.00%	2,400
510000	FICA Taxes	40,888	28,840	12,048	41.78%	13,545	29,600	11,288	38.14%	24,592	16,296	66.27%	24,056
511000	LGERS retirement	66,850	42,567	24,283	57.05%	19,250	42,244	24,606	58.25%	33,593	33,257	99.00%	29,077
511200	401k	26,507	18,653	7,854	42.11%	8,436	18,512	7,995	43.19%	16,373	10,134	61.89%	16,046
520000	Medical	140,748	65,563	75,185	114.68%	24,390	48,780	91,968	188.54%	50,680	90,068	177.72%	54,398
522000	Dental	7,746	3,742	4,004	107.00%	1,660	3,320	4,426	133.31%	3,142	4,604	146.53%	2,840
523000	Vision Insurance	542	388	154	39.69%	172	344	198	57.56%	318	224	70.44%	290
524000	Life Insurance	2,320	1,713	607	35.43%	629	1,258	1,062	84.42%	1,699	621	36.55%	1,193
525000	Disability	4,248	3,076	1,172	38.10%	1,150	2,302	1,946	84.54%	3,124	1,124	35.98%	4,493
531000	Cell Phone Allowance	6,189	6,189	0	0.00%	2,956	5,912	277	4.69%	5,744	445	7.75%	5,839
	Total Benefits	296,038	170,731	125,307	73.39%	72,188	152,272	143,766	94.41%	141,665	154,373	108.97%	140,632
	Total Personal Services	830,086	555,302	274,784	49.48%	254,012	532,819	296,990	55.74%	464,929	364,712	78.44%	476,561
600000	Professional Services - General	21,000	21,000	0	0.00%	4,657	15,000	6,000	40.00%	7,070	13,930	197.03%	12,775
606000	Website Maintenance	6,550	3,000	3,550	118.33%	948	2,500	4,050	162.00%	981	5,569	567.69%	536
610000	Computer Tech. Support	0	0	0	100%	0	0	0	100%	0	0	100%	21,391
616000	Other Contractual Services	461,120	346,246	114,874	33.18%	161,364	345,946	115,174	33.29%	328,340	132,780	40.44%	185,348
620000	Travel, Per Diem, Conference Registration	7,500	4,300	3,200	74.42%	3,493	4,300	3,200	74.42%	3,704	3,796	102.48%	1,810
621000	Training & Education	5,000	3,500	1,500	42.86%	0	2,500	2,500	100.00%	439	4,561	1038.95%	980
702000	Telecommunications	52,200	52,800	(600)	-1.14%	17,841	40,000	12,200	30.50%	51,027	1,173	2.30%	43,813
740000	Rentals and Leases	18,200	14,800	3,400	22.97%	9,114	14,800	3,400	22.97%	15,327	2,873	18.74%	13,778
760000	General Repairs and Maintenance	27,000	37,500	10,800	28.80%	5,575	27,500	20,800	75.64%	12,169	36,131	296.91%	17,440
661500	Operating Supplies	48,300	47,900	37,100	77.45%	11,391	34,900	50,100	143.55%	24,305	60,695	249.72%	34,540
665500	Operating Furniture, Fixtures and Equipment	85,000	50,500	34,500	68.32%	22,950	54,500	30,500	55.96%	21,885	63,115	288.39%	46,323
670000	Dues & Memberships	925	925	0	0.00%	293	925	0	0.00%	799	126	15.77%	160
671000	Books & Publications	110	110	0	0.00%	63	90	20	22.22%	160	(50)	-31.25%	668
	Total Services & Mat'ls.	732,905	582,581	208,324	35.76%	237,689	542,961	247,944	45.67%	466,206	324,699	69.65%	379,561
	Department Total	1,562,991	1,137,883	483,108	42.46%	491,701	1,075,780	544,934	50.65%	931,135	689,411	74.04%	856,122

Comments:

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

Information Technology

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2022-2023

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

Description	Amount
IT Systems Administrator	\$120,888

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 recommended total salary cost for this position is \$75,000 / Pay Grade 22.

Salary	\$75,000
Benefits	\$45,888

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

Information Technology

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2022-2023

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

Description	Amount
IT Systems Technician	\$89,573

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 recommended total salary cost for this position is \$84,976 / Pay Grade 19.

Salary	\$50,000
Benefits	\$39,573

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Marketing & Public Relations
Fiscal Year 2022/2023
Variance Analysis

Acct #	Description	FY2022 Budget				FY2022 Estimated Actual				FY2021 Actual			FY 2020
		FY 2022 Budget	Increase/Decrease		FY 2022 Actual 6 Months	FY 2022 Estimate	Increase/Decrease		FY 2021 Actual	Increase/Decrease		FY 2020 Actual	
			Amount	Percent			Amount	Percent		Amount	Percent		
500000	Salaries	238,056	190,421	47,635	25.02%	85,536	181,514	56,542	31.15%	165,939	72,117	43.46%	199,588
503000	Longevity	4,982	4,546	436	9.59%	4,617	4,546	436	9.59%	4,546	436	9.59%	3,356
505000	Overtime	0	0	0	100%	0	0	0	100%	0	0	100%	0
506000	Holiday Pay	650	433	217	50.12%	433	433	217	50.12%	433	217	50.12%	650
506500	Bonus	0	0	0	100%	2,707	2,707	(2,707)	-100.00%	0	0	100%	0
507000	Auto Allowance	3,600	3,600	0	0.00%	1,200	3,000	600	20.00%	3,600	0	0.00%	3,600
510000	FICA Taxes	18,934	14,922	4,012	26.89%	7,028	14,855	4,079	27.46%	13,257	5,677	42.82%	15,302
511000	LGERS retirement	30,647	21,770	8,877	40.78%	10,286	21,763	8,884	40.82%	17,675	12,972	73.39%	17,972
511200	401k	12,152	9,540	2,612	27.38%	4,508	9,538	2,614	27.41%	8,618	3,534	41.01%	9,930
520000	Medical	58,754	33,658	25,096	74.56%	12,243	24,486	34,268	139.95%	19,928	38,826	194.83%	28,014
522000	Dental	3,370	2,123	1,247	58.74%	912	1,824	1,546	84.76%	1,481	1,889	127.55%	1,592
523000	Vision Insurance	233	155	78	50.32%	69	138	95	68.84%	133	100	75.19%	170
524000	Life Insurance	1,096	785	311	39.62%	298	596	500	83.89%	833	263	31.57%	723
525000	Disability	2,119	1,571	548	34.88%	594	1,188	931	78.37%	1,664	455	27.34%	2,854
531000	Cell Phone Allowance	2,607	2,607	0	0.00%	1,178	2,607	0	0.00%	2,355	252	10.70%	2,280
	Total Benefits	129,912	87,131	42,781	49.10%	37,116	76,995	52,917	68.73%	65,944	63,968	97.00%	78,837
	Total Personal Services	377,200	286,131	91,069	31.83%	131,609	269,195	108,005	40.12%	240,462	136,486	56.76%	286,031
600000	Professional Services - General	48,000	48,500	(500)	-1.03%	19,935	48,500	(500)	-1.03%	48,500	(500)	-1.03%	56,700
602000	Artwork and Creative Production	35,800	32,000	3,800	11.88%	7,925	32,000	3,800	11.88%	9,551	26,249	274.83%	16,523
603000	Surveys, Reports & Data	24,500	0	24,500	100%	142	142	24,358	17153.52%	0	24,500	100%	18,923
620000	Travel, Per Diem, Conference Registration	26,700	20,700	6,000	28.99%	6,230	24,000	2,700	11.25%	4,397	22,303	507.23%	15,866
621000	Training & Education	400	1,000	(600)	-60.00%	0	1,000	(600)	-60.00%	0	400	100%	214
702000	Telecommunications	0	0	0	100%	41	41	(41)	-100.00%	957	(957)	-100.00%	2,897
760000	General Repairs and Maintenance	1,200	800	400	50.00%	161	800	400	50.00%	0	1,200	100%	425
630000	Printing & Binding	5,000	11,000	(6,000)	-54.55%	554	6,000	(1,000)	-16.67%	3,541	1,459	41.20%	10,791
640000	Radio	18,000	18,000	0	0.00%	6,000	16,000	2,000	12.50%	12,858	5,142	39.99%	7,200
641000	Billboards	24,000	24,000	0	0.00%	0	12,000	12,000	100.00%	0	24,000	100%	22,675
642000	Print	6,100	6,100	0	0.00%	0	6,100	0	0.00%	2,625	3,475	132.38%	12,869
643000	TV	0	0	0	100%	0	0	0	100%	0	0	100%	0
644000	Web Advertising	137,550	117,350	20,200	17.21%	26,052	117,350	20,200	17.21%	14,023	123,527	880.89%	59,804
649000	Air Service Development	12,300	2,300	10,000	434.78%	92	1,200	11,100	925.00%	4,845	7,455	153.87%	6,238
645000	Promotional Events/Sponsorships	1,500	1,500	0	0.00%	0	1,500	0	0.00%	5,040	(3,540)	-70.24%	1,363
646000	Other Community Events/Exhibits/Sponsorships	92,700	88,700	4,000	4.51%	36,746	91,700	1,000	1.09%	17,569	75,131	427.63%	33,434
647000	Employee/Tenant Appreciation	4,500	4,500	0	0.00%	2,498	4,500	0	0.00%	0	4,500	100%	2,299
662000	Art Program	1,000	1,000	0	0.00%	359	1,000	0	0.00%	90	910	1011.11%	1,152
662500	Promotional Items	16,500	13,000	3,500	26.92%	5,749	13,000	3,500	26.92%	7,536	8,964	118.95%	12,238
663000	Holiday Decorations	1,000	1,000	0	0.00%	150	1,000	0	0.00%	302	698	231.13%	1,575
665500	Operating Furniture, Fixtures and Equipment	3,500	600	2,900	483.33%	0	600	2,900	483.33%	146	3,354	2297.26%	2,742
670000	Dues & Memberships	4,125	4,125	0	0.00%	315	4,125	0	0.00%	4,315	(190)	-4.40%	4,824
671000	Books & Publications	6,760	6,760	0	0.00%	2,043	4,240	2,520	59.43%	2,874	3,886	135.21%	4,262
	Total Services & Mat'ls.	471,135	402,935	68,200	16.93%	114,992	386,798	84,337	21.80%	139,169	331,966	238.53%	295,014
	Department Total	848,335	689,066	159,269	23.11%	246,601	655,993	192,342	29.32%	379,631	468,452	123.40%	581,045

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

ASHEVILLE REGIONAL AIRPORT

Operations

BASIC OPERATING BUDGET

FY 2022-2023

Department #	80		
New World Account Numbers	Description	Item Amount	Summary Amount
PERSONNEL SERVICES			
10.80.15.100.500000	Salaries	1,694,535	1,694,535
10.80.15.100.503000	Longevity	19,942	19,942
10.80.15.100.505000	Overtime	45,000	45,000
10.80.15.100.506000	Holiday Pay	7,147	7,147
10.80.15.100.506500	Bonus	-	-
10.80.15.100.507000	Auto Allowance	2,400	2,400
	<u>Benefits:</u>		1,113,412
10.80.15.100.510000	FICA Taxes	135,509	
10.80.15.100.511000	LGERS retirement	221,870	
10.80.15.100.511200	401k	87,974	
10.80.15.100.520000	Medical	606,530	
10.80.15.100.522000	Dental	32,766	
10.80.15.100.523000	Vision	2,479	
10.80.15.100.524000	Life Insurance	8,604	
10.80.15.100.525000	Disability	13,603	
10.80.15.100.531000	Cell Phone Allowance	4,077	
			2,882,436
OPERATING EXPENSES			
	Professional Services		-
	Professional Services	-	
10.80.15.100.608000	Temporary Help		50,000
	Temporary Help	50,000	
10.80.60.100.611000	Landscaping		-
	RAC Contract	-	
10.80.80.100.612000	Parking Management Contract		579,364
	Management Fee	72,751	
	Payroll, Benefits & Operating Expenses	506,613	
10.80.80.100.613000	Parking Management - Shuttle Service		396,952
	Shuttle Services	396,952	
10.80.15.100.616000	Other Contractual Services		79,100
	Automatic Door Contract	5,000	
	Fire Sprinkler Inspections/Backflow/Halation	6,500	
	Halon Fire Suppression Inspection	1,300	
	Load Bank Generator Test	4,000	
	Pest Control	1,900	
	Uniform Cleaning & Mats (Maintenance & Janitor	21,000	
	Waste Removal & Recycling	25,000	
	Window Washing	14,400	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Operations
BASIC OPERATING BUDGET
FY 2022-2023

New World Account Numbers	Description	Item Amount	Summary Amount
Department #	80		
10.80.20.100.714500	Electricity TR2714 DPS Bldg New 136 Wright Brother Way (640-377-9462)	18,000	39,500
10.80.20.100.713000	Electricity TK0203 Maint Bldgs 15 Aviation Way (590 232 5728)	10,000	
10.80.20.100.715500	Electricity W10456 Vgate-8AW 21 Aviation Way (798 342 2663)	400	
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)	125,000	
	Electricity YK5320 Cargo Bldg 41 Terminal Dr (527 340 0993)	-	
10.80.60.100.711500	Electricity RAC CAM S83383 87 Rental Car Dr (319 694 7927)	12,000	
10.80.80.100.711000	Electricity TH6583 WBW St Light Wright Brothers Way (317 794 7458)	5,500	
10.80.80.100.713500	Electricity YT5631 LowerOverflow (606 016 2549)	2,500	
10.80.80.100.716000	Electricity (681 029 9526)	6,500	
10.80.20.100.714000	Electricity TJ0142 134 Wright Brothers Way (635 739 7972)	7,500	
	Natural Gas - All Locations		
10.80.15.100.721500	Nat Gas 635822 Terminal 61 Terminal Dr (3-1981-0349-9500)	18,000	89,950
10.80.20.100.721000	Nat Gas 568135 Operations Office Bldg A (East) 15 Aviation Way (2-2100-7146-7120)	10,000	
10.80.20.100.722000	Nat Gas 446155 Main Bldg B (West) 15 Aviation Way (8-1981-0349-9521)	4,000	
10.80.20.100.720000	Nat Gas 508999/509070 DPS Bldg New 136 Wright Brothers Way (2-2101-0054-6410)	4,500	
10.80.20.100.720500	Nat Gas 134 Wright Brothers Way (2-21010-1438-6501)	3,000	
	Water - All Locations		
10.80.15.100.733000	Water 11946022/12642942 Term 61 Terminal Dr (2111887-1140018)	46,500	
10.80.20.100.731000	Water - Deicing Truck Water Station 61 Terminal Dr (2111887-103231)	1,750	
	Water 47313873 Maint Bldg A E 15 Aviation Way (2111879-1339978)	-	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Operations
BASIC OPERATING BUDGET
FY 2022-2023

New World Account Numbers	Description	Item Amount	Summary Amount	
Department #	80			
10.80.20.100.730000	Water 102059 Public Saf Bldg-New (211887/102059) 136 Wright Brothers Way (1264268/13942887)	5,000	102,000	
10.80.20.100.733500	Water 11459507/70162311 New Maint Bldg (East) 15 Aviation Way (2111887-1580708)	4,500		
10.80.60.100.734000	Water 11946005/70182576 RAC 65 Rental Car Dr (2293169-1587918)	28,500		
10.80.80.100.731500	Water 1013844 Toll Plaza Office 70 Terminal Dr	1,250		
10.80.80.100.732000	Water Garage (2111887/104501) 61 Terminal Dr	1,250		
10.80.20.100.732500	Water (2111887/1139948) 134 Wright Brothers Way	1,200		
10.80.15.100.761000	Terminal, Buildings and Grounds			
	Baggage Belts	5,000		
	Equipment Rental	3,000		
	Floor Maintenance	5,000		
	General Repairs	15,000		
	Hardware/Equipment	8,000		
	HVAC Repairs	10,000		
	Light Poles, Fencing	3,000		
	Lime, Fertilizer, Mulch & Plants	13,000		
	Loading Bridges, PC Air/GPUs	7,500		
	Pavement Maintenance Program	8,000		
	Rental Homes/Tenants	7,000		
	Roofing Maintenance	3,000		
	Sewer Cleanout & Repair	2,500		
	Terminal & Grounds Lighting Fixtures and Bulbs	12,000		
10.80.60.100.761000	Terminal, Buildings and Grounds			60,000
	Misc Repairs - Facility	50,000		
	RAC Light Poles, Fencing, Backflow/Fire Line & B	10,000		
10.80.20.100.770500	Permits, Licenses & Fees		1,000	
	Permits, Licenses & Fees	1,000		
10.80.15.100.770000	Vehicles and Heavy Equipment		16,500	
	Landside Vehicles & Heavy Equipment	16,500		
10.80.20.100.770000	Vehicles and Heavy Equipment		51,000	
	Airfield vehicles & heavy equipment	45,000		
	Authority vehicle tax & tags	6,000		
10.80.20.100.771000	Airport and Airfield Equipment		20,000	
	Airfield Lighting, Runway Painting, & Electrical Va	20,000		
10.80.15.100.630000	Printing & Binding		2,000	
	Printing & Binding, Forms/Permits	2,000		
10.80.15.100.647000	Employee/Tenant Appreciation		600	
	Employee/Conference Hosting/Snow Team Food	600		

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Operations
Fiscal Year 2022/2023
Variance Analysis

Acct #	Description	FY2022 Budget				FY2022 Estimated Actual				FY2021 Actual			FY 2020 Actual
		FY 2023 Budget	FY 2022 Budget	Increase/Decrease		FY 2022 Actual 6 Months	FY 2022 Estimate	Increase/Decrease		FY 2021 Actual	Increase/Decrease		
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	1,694,535	1,475,832	218,703	14.82%	542,809	1,204,396	490,139	40.70%	1,127,125	567,410	50.34%	1,144,405
503000	Longevity	19,942	18,191	1,751	9.63%	6,007	18,191	1,751	9.63%	16,609	3,333	20.07%	14,511
505000	Overtime	45,000	45,000	0	0.00%	27,034	45,000	0	0.00%	44,267	733	1.66%	29,041
506000	Holiday Pay	7,147	6,497	650	10.00%	4,548	4,548	2,599	57.15%	5,631	1,516	26.92%	5,847
506500	Bonus	0	0	0	100%	56,308	56,308	(56,308)	-100.00%	0	0	100%	0
507000	Auto Allowance	2,400	2,400	0	0.00%	1,200	2,400	0	0.00%	2,400	0	0.00%	2,400
510000	FICA Taxes	135,509	116,341	19,168	16.48%	46,779	102,645	32,864	32.02%	86,619	48,890	56.44%	85,738
511000	LGERS retirement	221,870	170,480	51,390	30.14%	65,410	144,373	77,497	53.68%	120,474	101,396	84.16%	105,798
511200	401k	87,974	74,706	13,268	17.76%	28,629	63,197	24,777	39.21%	58,656	29,318	49.98%	57,836
520000	Medical	606,530	425,043	181,487	42.70%	119,374	238,748	367,782	154.05%	262,482	344,048	131.07%	294,506
522000	Dental	32,766	22,904	9,862	43.06%	7,307	14,614	18,152	124.21%	15,565	17,201	110.51%	13,679
523000	Vision Insurance	2,479	2,247	232	10.32%	750	1,500	979	65.27%	1,632	847	51.90%	1,626
524000	Life Insurance	8,604	7,611	993	13.05%	2,418	4,836	3,768	77.92%	7,273	1,331	18.30%	5,028
525000	Disability	13,603	11,960	1,643	13.74%	3,819	7,638	5,965	78.10%	10,923	2,680	24.54%	6,821
531000	Cell Phone Allowance	4,077	4,077	0	0.00%	2,410	4,820	(743)	-15.41%	4,071	6	0.15%	4,747
	Total Benefits	1,113,412	835,369	278,043	33.28%	276,896	582,371	531,041	91.19%	570,095	543,317	95.30%	578,179
	Total Personal Services	2,882,436	2,383,289	499,147	20.94%	914,802	1,913,214	969,965	50.70%	1,763,727	1,118,703	63.43%	1,771,983
600000	Professional Services	0	0	0	100%	0	0	0	100%	0	0	100%	50,386
608000	Temporary Help	50,000	25,000	25,000	100.00%	3,546	21,000	29,000	138.10%	0	50,000	100%	0
611000	Landscaping	0	0	0	100%	0	0	0	100%	9,420	(9,420)	-100.00%	9,420
612000	Parking Management Contract	579,364	512,668	66,696	13.01%	94,932	512,000	67,364	13.16%	261,286	318,078	121.74%	463,541
613000	Parking Management - Shuttle	396,952	400,814	(3,862)	-0.96%	72,776	400,814	(3,862)	-0.96%	0	396,952	100%	76,714
616000	Other Contractual Services	255,334	253,890	1,444	0.57%	41,616	241,500	13,834	5.73%	89,118	166,216	186.51%	184,566
614000	Elevator Maintenance Contract	11,000	10,000	1,000	10.00%	5,096	9,500	1,500	15.79%	8,611	2,389	27.74%	8,361
615000	Fire Alarm Systems Contract	15,600	14,680	920	6.27%	24,268	24,268	(8,668)	-35.72%	13,809	1,791	12.97%	15,312
616200	Exit Lane Security	0	0	0	100%	8,078	40,000	(40,000)	-100.00%	0	0	100%	0
620000	Travel, Per Diem, Conference Registration	20,180	12,800	7,380	57.66%	591	12,800	7,380	57.66%	2,931	17,249	588.50%	2,319
621000	Training & Education	10,500	26,400	(15,900)	-60.23%	1,038	25,000	(14,500)	-58.00%	0	10,500	100%	3,736
702000	Telecommunications	0	0	0	100%	550	550	(550)	-100.00%	2,737	(2,737)	-100.00%	1,775
710000	Electricity - All	359,817	349,317	10,500	3.01%	111,042	327,900	31,917	9.73%	297,566	62,251	20.92%	322,953
720000	Natural Gas - All	39,500	40,000	(500)	-1.25%	7,590	32,000	7,500	23.44%	34,125	5,375	15.75%	31,568
730000	Water - All	89,950	90,250	(300)	-0.33%	21,870	72,500	17,450	24.07%	34,143	55,807	163.45%	52,709
761000	Terminal, Buildings and Grounds	162,000	171,000	(9,000)	-5.26%	72,867	150,000	12,000	8.00%	136,093	25,907	19.04%	155,947
770500	Permits, Licenses & Fees	1,000	1,000	0	0.00%	100	1,000	0	0.00%	1,560	(560)	-35.90%	850
770000	Vehicles and Heavy Equipment	67,500	69,500	(2,000)	-2.88%	28,707	65,000	2,500	3.85%	95,956	(28,456)	-29.66%	78,501
771000	Airport and Airfield Equipment	20,000	25,000	(5,000)	-20.00%	19,620	25,000	(5,000)	-20.00%	7,126	12,874	180.66%	8,753
630000	Printing & Binding	2,000	1,500	500	33.33%	532	1,500	500	33.33%	370	1,630	440.54%	1,886
647000	Employee/Tenant Appreciation	600	600	0	0.00%	125	500	100	20.00%	113	487	430.97%	282
660000	Vehicle Fuel	45,000	50,000	(5,000)	-10.00%	38,113	50,000	(5,000)	-10.00%	35,950	9,050	25.17%	36,462
661000	Shop Supplies	3,000	3,000	0	0.00%	756	3,000	0	0.00%	1,363	1,637	120.10%	1,063
661500	Operating Supplies	32,500	32,500	0	0.00%	7,923	32,500	0	0.00%	14,086	18,414	130.73%	23,657
663500	Chemicals & Safety	46,500	46,500	0	0.00%	1,194	45,000	1,500	3.33%	(2,718)	49,218	-1810.82%	(388)
664000	Small Tools and Equipment	17,500	17,500	0	0.00%	660	17,000	500	2.94%	3,860	13,640	353.37%	5,029
664500	Custodial Supplies	42,000	42,000	0	0.00%	25,145	42,000	0	0.00%	11,626	30,374	261.26%	46,347
665000	Custodial Consumables	77,500	77,500	0	0.00%	19,848	75,000	2,500	3.33%	39,826	37,674	94.60%	64,401
665500	Operating Furniture, Fixtures and Equipment	3,000	3,000	0	0.00%	7,572	7,572	(4,572)	-60.38%	816	2,184	267.65%	2,753
666500	Uniforms	4,900	4,900	0	0.00%	1,008	3,000	1,900	63.33%	3,335	1,565	46.93%	2,489
670000	Dues & Memberships	2,125	2,125	0	0.00%	315	1,575	550	34.92%	600	1,525	254.17%	890
671000	Books & Publications	500	500	0	0.00%	0	200	300	150.00%	0	500	100%	0
672000	Licenses & Certifications	1,200	1,200	0	0.00%	0	1,000	200	20.00%	0	1,200	100%	160
	Total Services & Mat'ls.	2,357,022	2,285,144	71,878	3.15%	617,478	2,240,679	116,343	5.19%	1,103,708	1,253,314	113.55%	1,652,440
	Department Total	5,239,458	4,668,433	571,025	12.23%	1,532,280	4,153,893	1,086,308	26.15%	2,867,435	2,372,017	82.72%	3,424,423

Comments:

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

Operations

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2022-2023

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	80
<input checked="" type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Additional Operations Personnel	\$ 159,104

Operations is requesting to add 1 person to provide additional coverage, ultimately to accommodate a 24/7 schedule. This additional person would allow consistency in complying with Federal Aviation Administration regulatory requirements. Total additional personnel cost would be approximately \$82,057.00 of which \$44,000.00 would be salary and the balance, \$38,057.00 would be allocated to benefits.

Operations is also requesting to add 1 person to be dedicated to the airport badging process. This additional person would allow consistency with the badging process and conforming to TSA regulations. Total additional personnel would cost approximately \$77,047.00 of which \$40,000.00 would be salary and the balance, \$37,047.00 would be allocated to benefits.

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

TITLE: Operations Personnel

HIRE DATE: 1-Jul-22

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

Operations

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2022-2023

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	80
<input checked="" type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Fund	Description	Amount
GARAA	Additional Maintenance Personnel	\$ 152,591

Requesting to add 2 people to the maintenance staff. The additional employees would allow the airport to expand maintenance coverage from the current schedule . The positions requested include, a facility tech, (\$42,000 salary), to maintain and operate energy saving features anticipated with the construction of new terminal facilities, and a Maintenance Tech, (\$36,800 salary) to assist with general maintenance of airport buildings and grounds. The anticipated annual cost would be approximately \$152,591.00 which would break down to approximately \$78,800.00 for payroll and \$73,791.00 for benefits.

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

TITLE:

HIRE DATE: 1-Jul-22

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Planning
BASIC OPERATING BUDGET
FY 2022-2023

-				
Department #	20			
New World Account Numbers	Description	Item Amount	Summary Amount	
PERSONNEL SERVICES				
10.20.10.100.500000	Salaries	170,929	261,976	
10.20.75.100.500000	Salaries - Safety	91,047		
10.20.10.100.503000	Longevity	1,699	4,763	
10.20.75.100.503000	Longevity - Safety	3,064		
10.20.10.100.505000	Overtime	500	500	
10.20.10.100.506000	Holiday Pay	433	650	
10.20.75.100.506000	Holiday Pay - Safety	217		
	Benefits:		128,907	
10.20.10.100.510000	FICA Taxes	13,370		
10.20.75.100.510000	FICA Taxes - Safety	7,243		
10.20.10.100.511000	LGERS Retirement	21,831		
10.20.75.100.511000	LGERS Retirement - Safety	11,867		
10.20.10.100.511200	401k	8,656		
10.20.75.100.511200	401k - Safety	4,706		
10.20.10.100.520000	Medical	34,054		
10.20.75.100.520000	Medical - Safety	18,036		
10.20.10.100.522000	Dental	1,725		
10.20.75.100.522000	Dental - Safety	717		
10.20.10.100.523000	Vision	155		
10.20.75.100.223000	Vision - Safety	78		
10.20.10.100.524000	Life Insurance	696		
10.20.75.100.524000	Life Insurance - Safety	399		
10.20.10.100.525000	Disability	1,307		
10.20.75.100.525000	Disability - Safety	803		
10.20.10.100.531000	Cell Phone Allowance	1,632		
10.20.75.100.531000	Cell Phone Allowance - Safety	1,632		
			396,796	
OPERATING EXPENSES				
10.20.10.100.600000	Professional Services - General		77,000	
	ACDBE Plan Update	7,000		
	Annual RCP Pipe Inspection & Report	35,000		
	Surveys, Reports, Consultant Svcs, Misc.	35,000		
10.20.10.100.620000	Travel, Per Diem, Conference Registration		6,000	
	Airport Planning, Design, Constr. Symposium	2,500		
	Business Meeting Expenses	500		
	FAA & Other Meetings	1,500		
	NCAA Annual Conference	1,500		

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Planning
BASIC OPERATING BUDGET
FY 2022-2023

-				
Department #	20			
New World Account Numbers	Description	Item Amount	Summary Amount	
10.20.10.100.621000	Training & Education		3,800	
	Advanced ASOS	800		
	Professional Development (ADA/DBE/Misc. Cert.)	3,000		
10.20.10.100.702000	Telecommunications/Online Services		-	
	Internet Broadband Services	-		
10.20.10.100.630000	Printing & Binding		500	
	Development Marketing Materials & Supplies	500		
10.20.10.100.661500	Operating Supplies		500	
	General Supplies	500		
10.20.10.100.665500	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		750	
	Operating Furniture, Fixtures, Equip up to \$5K	750		
10.20.10.100.670000	Dues & Memberships		650	
	AAAE	275		
	DBE, ADA & Other	300		
	NCAA	40		
	SEC - AAAE	35		
SAFETY				
10.20.75.100.620000	Travel, Per Diem, Conference Registration		5,750	
	Confined Space	800		
	Fall Protection	400		
	Fundamentals of Industrial Hygiene	2,300		
	Hazard Communication	400		
	Job Safety Analysis	550		
	OSHA - 10 Hour General Industry	1,300		
10.20.75.100.621000	Training and Education		1,750	
	Professional Development	500		
	Supervisor Safety Development Program	920		
	Training Materials	330		
10.20.75.100.661500	Operating Supplies		450	
	Safety Glasses, Vests, 79E, etc.	450		
10.20.75.100.670000	Dues and Memberships		525	
	National Safety Council	450		
	NCAA	40		
	SEC-AAAE	35		
			97,675	
			494,471	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Planning

Fiscal Year 2022/2023

Variance Analysis

Acct #	Description	FY 2023 Budget	FY2022 Budget				FY2022 Estimated Actual				FY2021 Actual			FY 2020
			FY 2022 Budget	Increase/Decrease		FY 2022 Actual 6 Months	FY 2022 Estimate	Increase/Decrease		FY 2021 Actual	Increase/Decrease		FY 2020 Actual	
				Amount	Percent			Amount	Percent		Amount	Percent		
500000	Salaries	261,976	255,401	6,575	2.57%	116,909	241,516	20,460	8.47%	177,343	84,633	47.72%	304,781	
500016	Longevity	4,763	4,493	270	6.01%	4,583	4,583	180	3.93%	4,493	270	6.01%	4,609	
500020	Overtime	500	500	0	0.00%	0	500	0	0.00%	0	500	100%	0	
500023	Holiday Pay	650	650	0	0.00%	650	650	0	0.00%	853	(203)	-23.80%	636	
506500	Bonus	0	0	0	100%	2,707	2,707	(2,707)	-100.00%	0	0	100%	0	
507000	Auto Allowance	0	0	0	100%	0	0	0	100%	0	0	100%	5,400	
507100	Rewards Program	0	0	0	100%	0	0	0	100%	0	0	100%	0	
500050	FICA Taxes	20,613	19,652	961	4.89%	9,290	19,169	1,444	7.53%	17,100	3,513	20.54%	20,884	
500070	LGERS retirement	33,698	29,059	4,639	15.96%	13,862	28,602	5,096	17.82%	23,549	10,149	43.10%	25,996	
500080	401k	13,362	12,734	628	4.93%	6,075	12,535	827	6.60%	11,477	1,885	16.42%	14,349	
500160	Medical	52,090	51,487	603	1.17%	18,276	36,552	15,538	42.51%	39,538	12,552	31.75%	46,244	
500260	Dental	2,442	2,442	0	0.00%	1,085	2,170	272	12.53%	2,051	391	19.06%	2,100	
500265	Vision Insurance	233	233	0	0.00%	103	206	27	13.11%	192	41	21.35%	158	
500360	Life Insurance	1,095	1,095	0	0.00%	424	848	247	29.13%	1,260	(165)	-13.10%	833	
500460	Disability	2,110	2,110	0	0.00%	821	1,642	468	28.50%	2,205	(95)	-4.31%	3,242	
500500	Cell Phone Allowance	3,264	3,264	0	0.00%	1,506	3,012	252	8.37%	3,440	(176)	-5.12%	2,530	
	Total Benefits	128,907	122,076	6,831	5.60%	51,442	104,736	24,171	23.08%	100,812	28,095	27.87%	116,335	
	Total Personal Services	396,796	383,120	13,676	3.57%	176,291	354,692	41,852	11.80%	283,501	113,295	39.96%	431,761	
604000	Professional Services - General	77,000	56,000	21,000	37.50%	1,400	55,000	22,000	40.00%	34,551	42,449	122.86%	28,113	
620000	Travel, Per Diem, Conference Registration	6,000	4,000	2,000	50.00%	(89)	3,000	3,000	100.00%	1,524	4,476	293.70%	12,270	
621000	Training & Education	3,800	2,000	1,800	90.00%	0	1,000	2,800	280.00%	80	3,720	4650.00%	2,570	
662000	Telecommunications	0	0	0	100%	0	0	0	100%	114	(114)	-100.00%	380	
630000	Printing & Binding	500	0	500	100%	0	0	500	100%	0	500	100%	0	
661500	Operating Supplies	500	400	100	25.00%	0	0	500	100%	12	488	4066.67%	485	
771000	Operating Furniture, Fixtures and Equipment	750	500	250	50.00%	0	0	750	100%	0	750	100%	84	
670000	Dues & Memberships	650	650	0	0.00%	1,995	1,995	(1,345)	-67.42%	315	335	106.35%	585	
	Safety			0	100%	0	0	0	100%	0	0	100%	0	
620000	Travel, Per Diem, Conference Registration	5,750	0	5,750	100%	0	0	5,750	100%	0	5,750	100%	0	
621000	Training & Education	1,750	1,250	500	40.00%	0	1,000	750	75.00%	259	1,491	575.68%	0	
630000	Printing & Binding	0	0	0	100%	0	0	0	100%	0	0	100%	0	
661500	Operating Supplies	450	450	0	0.00%	1,159	1,159	(709)	-61.17%	0	450	100%	0	
670000	Dues & Memberships	525	525	0	0.00%	40	40	485	1212.50%	1,095	(570)	-52.05%	0	
	Total Services & Mat'ls.	97,675	65,775	31,900	48.50%	4,505	63,194	34,481	54.56%	37,950	59,725	157.38%	44,488	
	Department Total	494,471	448,895	45,576	10.15%	180,796	417,886	76,333	18.27%	321,451	173,020	53.82%	476,250	

Comments:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
PROPERTIES & CONTRACTS
Fiscal Year 2022/2023
Variance Analysis

Acct #	Description	FY2022 Budget				FY2022 Estimated Actual				FY2021 Actual			FY 2020
		FY 2023 Budget	FY 2022 Budget	Increase/Decrease		FY 2022 6 Months	FY 2022 Estimate	Increase/Decrease		FY 2021 Actual	Increase/Decrease		FY 2020 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	115,901	110,379	5,522	5.00%	50,423	106,848	9,053	8.47%	102,422	13,479	13.16%	103,570
503000	Longevity	0	0	0	100%	0	0	0	100%	0	0	100%	0
506000	Holiday Pay	217	217	0	0.00%	217	217	0	0.00%	217	0	0.20%	217
507000	Auto Allowance	2,400	2,400	0	0.00%	1,200	2,400	0	0.00%	2,400	0	0.00%	2,400
510000	FICA Taxes	9,091	8,481	610	7.19%	3,801	8,063	1,028	12.75%	7,446	1,645	22.09%	7,650
511000	LGERS retirement	14,615	12,315	2,300	18.68%	5,753	12,193	2,422	19.86%	10,146	4,469	44.05%	8,925
511200	401k	5,795	5,396	399	7.39%	2,521	5,342	453	8.48%	4,947	848	17.14%	4,927
520000	Medical	24,404	24,404	0	0.00%	9,244	18,488	5,916	32.00%	19,604	4,800	24.48%	21,117
522000	Dental	1,326	1,326	0	0.00%	592	1,184	142	11.99%	1,139	187	16.42%	969
523000	Vision Insurance	77	77	0	0.00%	35	70	7	10.00%	66	11	16.67%	53
524000	Life Insurance	383	383	0	0.00%	168	336	47	13.99%	261	122	46.74%	330
525000	Disability	828	828	0	0.00%	350	702	126	17.95%	958	(130)	-13.57%	790
531000	Cell Phone Allowance	1,632	1,632	0	0.00%	690	1,632	0	0.00%	1,380	252	18.26%	1,380
	Total Benefits	58,151	54,842	3,309	6.03%	23,154	48,010	10,141	21.12%	45,947	12,204	26.56%	46,142
	Total Personal Services	176,669	167,838	8,831	5.26%	74,994	157,475	19,194	12.19%	150,986	25,683	16.86%	152,328
600000	Professional Services - General	15,000	25,000	(10,000)	-40.00%	0	25,000	(10,000)	-40.00%	400	14,600	3650.00%	14,600
616000	Contractual Services	10,200	5,000	5,200	104.00%	0	5,000	5,200	104.00%	0	10,200	100%	0
620000	Travel, Per Diem, Conference Registration	17,500	17,500	0	0.00%	1,567	17,500	0	0.00%	0	17,500	100%	6,655
621000	Training & Education	4,000	3,000	1,000	33.33%	2,482	3,000	1,000	33.33%	50	3,950	7900.00%	0
630000	Printing & Binding	1,500	1,500	0	0.00%	0	1,500	0	0.00%	0	1,500	100%	958
650000	Legal Notices & Placements	4,000	4,000	0	0.00%	28	3,000	1,000	33.33%	100	3,900	3900.00%	0
661500	Operating Supplies	250	300	(50)	-16.67%	31	250	0	0.00%	0	250	100%	33
665500	Operating Furniture, Fixtures and Equipment	700	0	700	100%	0	0	700	100%	0	700	100%	0
670000	Dues & Memberships	350	350	0	0.00%	40	350	0	0.00%	385	(35)	-9.09%	35
671000	Books & Publications	1,000	1,000	0	0.00%	0	1,000	0	0.00%	625	375	60.00%	650
	Total Services & Mat'ls.	54,500	57,650	(3,150)	-5.46%	4,148	56,600	(2,100)	-3.71%	1,560	52,940	230.86%	22,931
	Department Total	231,169	225,488	5,681	2.52%	79,142	214,075	17,094	7.99%	152,546	78,623	44.86%	175,259

Comments:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Public Safety
BASIC OPERATING BUDGET
FY 2022-2023

New World Account Numbers		Item Amount	Summary Amount
PERSONNEL SERVICES			
10.90.20.100.500000	Salaries	1,323,720	1,323,720
10.90.20.100.503000	Longevity	13,733	13,733
10.90.20.100.505000	Overtime	68,000	68,000
10.90.20.100.506000	Holiday Pay	4,981	4,981
10.90.20.100.506500	Bonus	-	-
10.90.20.100.507000	Auto Allowance	2,400	2,400
10.90.20.100.511300	LEO Special Separation Allowance	42,742	42,742
	Benefits:		770,351
10.90.20.100.510000	FICA Taxes	108,162	
10.90.20.100.511000	LGERS retirement	186,082	
10.90.20.100.511200	401k	70,273	
10.90.20.100.520000	Medical	366,118	
10.90.20.100.522000	Dental	20,510	
10.90.20.100.523000	Vision	1,782	
10.90.20.100.524000	Life Insurance	5,914	
10.90.20.100.525000	Disability	9,143	
10.90.20.100.531000	Cell Phone Allowance	2,367	
			2,225,927
OPERATING EXPENSES			
10.90.20.100.616000	Other Contractual Services		160,260
	AED Inspection	660	
	Fire Extinguisher Service	11,300	
	Police Info Computer (NCIC) & Mobile Data	1,200	
	Range Membership	500	
	SCBA Compressor Testing	1,500	
	SCBA Inspection	1,100	
	Security Services Contract	144,000	
10.90.20.100.616200	Other Contractual Services		60,000
	Exit Lane Security	60,000	
10.90.20.100.620000	Travel, Per Diem, Conference Registration		11,350
	AAAE Chief's Conference	2,500	
	AAAE Emergency Preparedness Conference	2,500	
	ARFF Working Group	2,500	
	Business Meeting Expenses	600	
	NC Association of Chiefs of Police	750	
	ALEAN Conference (Spring)	2,500	
10.90.20.100.621000	Training & Education		13,100
	FAR 139 Compliance (Live burn, drills, etc)	10,000	
	Fire & LEO Local Training (Community Colleges)	1,500	
	Professional Development (AMF, AFO, LEO)	1,600	
10.90.20.100.702000	Online Services		-
	Broadband Service for Laptops	-	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ASHEVILLE REGIONAL AIRPORT
Public Safety
BASIC OPERATING BUDGET
FY 2022-2023

New World Account Numbers		Item Amount	Summary Amount
10.90.20.100.760000	General Repairs and Maintenance		2,000
	Maintenance	2,000	
10.90.20.100.661500	Operating Supplies		7,000
	First Aid Supplies	3,000	
	Training Supplies (ammunition, foam, etc)	4,000	
10.90.20.100.663500	Chemicals & Safety		1,500
	Chemicals & Safety	1,500	
10.90.20.100.664000	Small Tools and Equipment		1,500
	Small Tools & Equipment	1,500	
10.90.20.100.665500	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000		5,000
	Radio Equipment	4,000	
	Station Furniture	1,000	
10.90.20.100.666500	Uniforms		11,500
	Duty Boots	1,440	
	Uniforms (Police and Fire Class A and Utility)	10,060	
10.90.20.100.666000	Firefighter Equipment		19,000
	Turnout Gear & SCBA Masks (New Hire or Damage)	19,000	
10.90.20.100.670000	Dues & Memberships		2,790
	AAAE (2)	550	
	ALEAN	450	
	ARFFWG	150	
	Buncombe Co Fire Chief's Assoc	150	
	Buncombe Co FF Assoc	300	
	Henderson Co FF Assoc	150	
	International Assoc of Chief's of Police	210	
	NC Assoc of Rescue Squads and EMS	450	
	NC Association of Chief's of Police	200	
	NC Fire Chiefs Association	100	
	NCAA	45	
	SECAAAE	35	
10.90.20.100.671000	Books, Publications, Compact Disks, Videos & Subscriptions		500
	Books, Publications. Compact Disks, Videos & Subscrip.	500	
			295,500
			2,521,427

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
Public Safety
Fiscal Year 2022/2023
Variance Analysis

Acct #	Description	FY 2023 Budget	FY2022 Budget		FY2022 Estimated Actual				FY2021 Actual			FY2020	
			FY 2022 Budget	Increase/Decrease		FY 2022 Actual 6 Months	FY 2022 Estimate	Increase/Decrease		FY 2021 Actual	Increase/Decrease		FY 2020 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	1,323,720	1,213,131	110,589	9.12%	478,750	1,084,617	239,103	22.04%	977,727	345,993	35.39%	796,372
503000	Longevity	13,733	9,278	4,455	48.02%	3,122	9,278	4,455	48.02%	11,718	2,015	17.20%	12,666
505000	Overtime	68,000	68,000	0	0.00%	11,621	68,000	0	0.00%	24,742	43,258	174.84%	23,519
506000	Holiday Pay	4,981	4,765	216	4.33%	3,898	3,898	1,083	27.78%	4,331	650	15.01%	3,032
506500	Bonus	0	0	0	100%	48,186	48,186	(48,186)	-100.00%	0	0	100%	0
507000	Auto Allowance	2,400	2,400	0	0.00%	600	2,400	0	0.00%	1,800	600	33.33%	2,400
511300	LEO Special Separation Allowance	42,742	39,418	3,324	8.43%	18,325	36,650	6,092	16.62%	64,225	(21,483)	-33.45%	24,123
510000	FICA Taxes	108,162	97,416	10,746	11.03%	41,710	93,146	15,016	16.12%	75,366	32,796	43.52%	61,262
511000	LGERS retirement	186,082	153,091	32,991	21.55%	58,915	133,211	52,871	39.69%	106,113	79,969	75.36%	77,585
511200	401k	70,273	63,261	7,012	11.08%	24,569	55,494	14,779	26.63%	49,115	21,158	43.08%	40,115
520000	Medical	366,118	314,178	51,940	16.53%	90,289	180,578	185,540	102.75%	194,516	171,602	88.22%	149,249
522000	Dental	20,510	18,335	2,175	11.86%	6,481	12,962	7,548	58.23%	12,116	8,394	69.28%	8,212
523000	Vision Insurance	1,782	1,705	77	4.52%	643	1,286	496	38.57%	1,251	531	42.45%	905
524000	Life Insurance	5,914	5,828	86	1.48%	1,889	3,780	2,134	56.46%	5,280	634	12.01%	2,962
525000	Disability	9,143	9,233	(90)	-0.97%	2,992	5,984	3,159	52.79%	8,350	793	9.50%	4,754
531000	Cell Phone Allowance	2,367	2,367	0	0.00%	1,140	2,367	0	0.00%	1,830	537	29.34%	2,280
	Total Benefits	770,351	665,414	104,937	15.77%	228,628	488,808	281,543	57.60%	453,937	316,414	69.70%	347,324
	Total Personal Services	2,225,927	2,002,406	223,521	11.16%	793,130	1,741,837	484,090	27.79%	1,538,480	687,447	44.68%	1,209,435
616000	Other Contractual Services	160,260	11,260	149,000	1323.27%	2,345	11,260	149,000	1323.27%	6,927	153,333	2213.56%	10,944
616200	Exit Lane Security	60,000											
620000	Travel, Per Diem, Conference Registration	11,350	2,000	9,350	467.50%	0	2,000	9,350	467.50%	0	11,350	100%	10,115
621000	Training & Education	13,100	11,500	1,600	13.91%	3,261	11,500	1,600	13.91%	6,754	6,346	93.96%	9,961
702000	Telecommunications/Online Services	0	1,440	(1,440)	-100.00%	470	1,440	(1,440)	-100.00%	1,950	(1,950)	-100.00%	1,140
760000	General Repairs and Maintenance	2,000	2,000	0	0.00%	0	2,000	0	0.00%	1,416	584	41.24%	0
661500	Operating Supplies	7,000	7,000	0	0.00%	2,415	7,000	0	0.00%	7,451	(451)	-6.05%	12,385
663500	Chemicals & Safety	1,500	1,500	0	0.00%	580	1,500	0	0.00%	2,156	(656)	-30.43%	1,372
664000	Small Tools and Equipment	1,500	1,500	0	0.00%	746	1,500	0	0.00%	3,555	(2,055)	-57.81%	1,355
665500	Operating Furniture, Fixtures and Equipment	5,000	23,985	(18,985)	-79.15%	13,730	23,985	(18,985)	-79.15%	3,680	1,320	35.87%	6,191
666500	Uniforms	11,500	11,500	0	0.00%	2,294	11,500	0	0.00%	8,793	2,707	30.79%	9,461
666000	Firefighter Equipment	19,000	19,750	(750)	-3.80%	52	14,125	4,875	34.51%	11,976	7,024	58.65%	1,460
670000	Dues & Memberships	2,790	2,565	225	8.77%	726	2,565	225	8.77%	2,057	733	35.63%	2,365
671000	Books & Publications	500	500	0	0.00%	90	500	0	0.00%	90	410	455.56%	377
	Total Services & Mat'ls.	295,500	96,500	139,000	144.04%	26,709	90,875	144,625	159.15%	56,805	178,695	314.58%	67,125
	Department Total	2,521,427	2,098,906	362,521	17.27%	819,839	1,832,712	628,715	34.31%	1,595,285	866,142	54.29%	1,276,560

Comments:

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

Public Safety

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2022-2023

JUSTIFICATION SCHEDULE

<u> </u>	Capital Improvement		
<u> </u>	Equipment and Small Capital Outlay	Fund	GARAA
<u> </u>	Renewal and Replacement	Department Number	50
<u> X </u>	Personnel Request	Cost Center	20

DESCRIPTION & JUSTIFICATION

Description	Amount
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Public Safety Training Officer	\$ 94,388
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As AVL continues to grow and the training requirements continue to increase for law enforcement, fire, and EMS, it is respectfully requested that DPS be allowed to add a Training Coordinator position. This position would be tasked with scheduling EMS, fire, and law enforcement training, maintaining all training records for DPS personnel to ensure compliance with FAA Part 139 for ARFF firefighting and all required continuing education. This position would conduct on-shift training for personnel and coordinate external training with mutual aid. This position would assume coordination of other programs such as fire extinguishers and equipment. This position would also be able to fill in as needed on shifts.

Salary	\$50,000
Benefits	\$39,888
Gear	\$4,500

NOTE:

TITLE:

HIRE DATE:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
FY2022/2023 PROJECTED CAPITAL CARRYOVER**

Description	Amount Authorized	Estimated Spending Through 6/30/2022	Estimated Balance to Carryover	FAA-AIP Grants	NC DOT Grants	PFCs Currently Approved	Airport Funds
Terminal Rehab/Expansion - Design	25,000,000	13,000,000	12,000,000	10,833,333	-	942,450	224,217
Air Traffic Control Tower - Design	5,000,000	2,000,000	3,000,000	-	3,000,000		
Master Plan Update	989,004	400,004	589,000	589,000			
Airfield Storm Water Improvements	800,000	400,000	400,000				400,000
TOTAL CARRYOVER	\$ 31,789,004	\$ 15,800,004	\$ 15,989,000	\$ 11,422,333	\$ 3,000,000	\$ 942,450	\$ 624,217

Related contracts requiring Board approval will be presented to the Board before implementation.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
CAPITAL BUDGET
FISCAL YEAR 2022/2023**

Description	Funding Source				
	Total	FAA-AIP Grants	NCDOT Grants	Currently Approved PFCs	Airport Funds
<u>Capital Improvements (1)</u>					
Roadway Seal Coating	50,000				50,000
CONRAC Car Washes	1,200,000				1,200,000
Terminal and ATC Tower Construction	261,800,000		1,800,000		260,000,000
Total Capital Improvements	263,050,000	-	1,800,000	-	261,250,000
<u>Equipment and Small Capital Outlay</u>					
Maintenance vacuum equipment	9,000				9,000
Total Equipment and Small Capital Outlay	9,000	-	-	-	9,000
<u>Renewal and Replacement</u>					
Maintenance Roll Up Door Replacement	37,000				37,000
Vehicle Replacements	20,618				20,618
Fencing	40,000				40,000
Communications Refresh	90,000				90,000
Virtual Server Appliance	163,000				163,000
SCBA Packs	57,120				57,120
AEDs	6,800				6,800
Body Armor	9,600				9,600
Portable Radios	49,720				49,720
Body-Worn Cameras	85,580				85,580
In-Car Cameras	31,970				31,970
Tasers	48,256				48,256
Total Renewal and Replacement	639,664	-	-	-	639,664
Total	\$ 263,698,664	\$ -	\$ 1,800,000	\$ -	\$ 261,898,664

(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**

Operations

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2022-2023

JUSTIFICATION SCHEDULE

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

DESCRIPTION & JUSTIFICATION

Description	Amount
Roadway Seal Coating	\$ 50,000

Portions of the Airport's roadway system is in need of seal coating. Seal coating would be concentrated on the airport's landside road system. Total cost to conduct this sealing would be \$50,000.00.

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 2022-2023

JUSTIFICATION SCHEDULE

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

DESCRIPTION & JUSTIFICATION

Description	Amount
Replace CONRAC Car Washes	\$ 1,200,000

During the fourth quarter of 2019, AVL conducted an assessment of the Consolidated Rental Car Service Facility (CONRAC), which evaluated the condition of the current facilities. The car wash bays, 5 in total, was one area the report identified for replacement. To replace the car wash equipment in the 5 bays will cost approximately \$1,200,000.00. The replacement cost would be funded from the Customer Facility Charge (CFC) collected by the rental car companies and paid to the Airport Authority.

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

TITLE:

HIRE DATE:

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

Planning

CAPITAL BUDGET / PERSONNEL REQUEST
FY 2022-2023

JUSTIFICATION SCHEDULE

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

DESCRIPTION & JUSTIFICATION

Description	Amount
Terminal & ATC Tower	\$ 261,800,000

Increase in passenger traffic has resulted in prior action to proceed with the design of a new and expanded terminal facility and a new air traffic control tower. Construction is scheduled to begin during the 1st quarter of FY2022/2023.

Staff is currently working to acquire bond as well as federal and state funding for this construction.

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 2022-2023

JUSTIFICATION SCHEDULE

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

DESCRIPTION & JUSTIFICATION

Description	Amount
Maintenance Equipment	\$ 9,000

Airport Maintenance is requesting to purchase a walk behind vacuum for small congested areas and a truck mounted vacuum for large areas and roadways. The equipment is requested to assist in leaf and debri removal from all landside areas on the airport. The walk behind unit would cost \$3,000.00 and the truck mounted unit woud cost \$6,000.00. Total cost to purchase the equipment would be \$9,000.00.

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 2022-2023

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

Description	Amount
Maintenance Roll Up Door	\$ 37,000

Airport Maintenance is requesting to replace two bay doors with one roll up door. The existing doors are worn and constantly need adjustment to open and close properly. The existing 12 foot doors do not allow proper storage of the airport's equipment. Total cost to replace the doors would be \$37,000.00.

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 2022-2023

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	Vehicles	\$ 20,618

Airport Maintenance is requesting to replace Unit #33 to conform with the vehicle replacement schedule. Unit #33 is used primarily by the Maintenance Supervisor and is equipped for the overseeing of snow removal operations and daily departmental needs. Airport cost is \$36,000.00 less \$34,000.00 for the trade in value of the 2015 Ford 250. Total cost would be \$2,000.00

Department of Public Safety is requesting to replace Unit #12, 2015 Ford F-350, which is used for Airport Fire Emergency Services. Airport cost is \$46,118.00 less \$27,500.00 trade value for the 2015 Ford F-350. Total cost would be \$18,618.00.

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 2022-2023

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

Description	Amount
Fencing	\$ 40,000

Airport Maintenance is requesting to replace 1,000 linear feet of split rail fencing around the paid parking lots with PVC fencing to match the latest section installed near the parking garage under the ramp to the rental car return. The overwhelming majority of the existing fence is deteriorating and warped. Total Cost \$40,000.

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

TITLE:

HIRE DATE:

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

Information Technology

**CAPITAL BUDGET / PERSONNEL REQUEST
FY 2022-2023**

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	20
<input type="checkbox"/>	Personnel Request	Cost Center	0

DESCRIPTION & JUSTIFICATION

Description	Amount
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Airport Communications Refresh	\$ 90,000
--------------------------------	-----------

Airport Communications plays a vital role in our day to day / emergency operations. The Airport's Communication Center is equipped to control and monitor numerous systems to include the Airport's security system, voice recorder, crash phone, security cameras and numerous radio frequencies for local and surrounding municipalities. Many of these monitoring systems have reached the end of their useful life. It is the recommendation of the Information Technology Department to perform a system refresh to improve reliability, system performance and efficiency.

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 2022-2023

JUSTIFICATION SCHEDULE

<input type="checkbox"/>	Capital Improvement	Fund	GARAA
<input type="checkbox"/>	Equipment and Small Capital Outlay	Department Number	20
<input checked="" type="checkbox"/>	Renewal and Replacement	Cost Center	0
<input type="checkbox"/>	Personnel Request		

DESCRIPTION & JUSTIFICATION

Description	Amount
Virtual Server Appliance	\$ 163,000

The Information Technology Department virtualized its server environment in 2017. In 2019, a backup appliance was added to provide complete redundancy for our most critical systems. The original appliance is almost 6 years old and is no longer supported by the manufacturer. It is the recommendation of the Information Technology Department to replace one of these systems in FY23.

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 2022-2023

JUSTIFICATION SCHEDULE

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	GARAA
<u> X </u>	Renewal and Replacement	Department Number	90
_____	Personnel Request	Cost Center	0

DESCRIPTION & JUSTIFICATION

Description	Amount
SCBA Pack w/accessories	\$ 57,120

Purchase of 7 Scott 4.5 SCBA units for replacement of older units. The cost is \$8,160 per unit with mask and voice amplifier included.

NOTE:

TITLE:

HIRE DATE:

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

Public Safety

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2022-2023

JUSTIFICATION SCHEDULE

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

DESCRIPTION & JUSTIFICATION

Description	Amount
AEDs	\$ 6,800

Purchase of 4 Zoll AEDs for replacement of older HeartStart units. The HeartStart units are obsolete, and it is difficult to find replacement parts and pads. The cost is approximately \$1,700 per unit.

NOTE:

TITLE:

HIRE DATE:

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

Public Safety

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2022-2023

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	90
<input type="checkbox"/>	Personnel Request	Cost Center	

DESCRIPTION & JUSTIFICATION

Description	Amount
Body Armor	\$ 9,600

Purchase 8 bullet resistant vests to replace 8 vests that expire in February 2023. The cost per vest is approximately \$1,200.

NOTE:

TITLE:

HIRE DATE:

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

Public Safety

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2022-2023

JUSTIFICATION SCHEDULE

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

DESCRIPTION & JUSTIFICATION

Description	Amount
Portable Radios w/accessories	\$ 49,720

Replace 36 Authority portable radios and purchase 8 new radios for estimated increase in Authority personnel. The current cost per radio is \$1,130 (w/tax) and includes radio, battery, charger, antenna, and speaker microphone. Replacements include Maintenance (13), Custodial (10), IT (5), parking (3), and several other Authority staff (5). The price does not include a possible trade in discount of approximately \$5,150.
Used radio value will decrease over time.

NOTE:

TITLE:

HIRE DATE:

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

Public Safety

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2022-2023

JUSTIFICATION SCHEDULE

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

DESCRIPTION & JUSTIFICATION

Description	Amount
Body-worn cameras	\$ 85,580

Body-worn camera technologies have advanced significantly since the purchase of our current cameras in August 2018. On average our current BWC battery life is down to approximately 4 hours of total run time. The purchase includes 20 body-worn cameras, docking stations, video management system, associated licenses, 10 GB cloud video storage, signal sidearm kit, extended warranties, mounts, and cables.

Option to pay over a 5-year period

Forfeiture funds are available to cover part of the costs

NOTE:

TITLE:

HIRE DATE:

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

Public Safety

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2022-2023

JUSTIFICATION SCHEDULE

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

DESCRIPTION & JUSTIFICATION

Description	Amount
Dashboard cameras	\$ 31,970

Dashboard camera technologies have advanced significantly since the purchase of our current cameras in August 2018. Our current dashboard cameras are on the same system/program with the BWCs. The purchase includes 3 dashboard cameras, Cradlepoints, antennas, cables, licenses, extended warranties, and installation in vehicles.

Option to pay over a 5-year period

Federal forfeiture funds are available to cover part of the costs

NOTE:

TITLE:

HIRE DATE:

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

Public Safety

CAPITAL BUDGET / PERSONNEL REQUEST

FY 2022-2023

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	90
<input type="checkbox"/>	Personnel Request	Cost Center	

DESCRIPTION & JUSTIFICATION

Description	Amount
Tasers	\$ 48,256

Several of our Tasers are at end of life and parts are no longer manufactured. Our remaining Tasers are close to end of life. The purchase includes 18 Tasers, cartridges, holsters, docking stations, training target, licenses, and extended warranties.

Option to pay over a 5-year period

Forfeiture funds are available to cover part of the costs

NOTE:

TITLE:

HIRE DATE:

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
ESTIMATED CASH & INVESTMENT BALANCE
As of June 30, 2023

	Amount	
Estimated Cash & Investment Balance at June 30, 2022	\$	30,000,000
Plus: Net Operating & Investment Revenues		6,389,852
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	(1,687,189)	(2,087,189)
Plus Non-Operating Revenues:		
CARES Funding (ARPA)	5,000,000	
Passenger Facility Charges	3,000,000	
Customer Facility Charges	2,000,000	10,000,000
Plus Capital Contributions:		
Federal Grants - AIP Funds	11,422,333	
NC DOT Grants	4,800,000	16,222,333
Less Capital Costs:		
Capital Improvements	(263,050,000)	
Equipment and Small Capital Outlay Fund	(9,000)	
Renewal and Replacements	(639,664)	
Carryover Projects From FY2021	(15,989,000)	(279,687,664)
Estimated Cash & Investment Balance at June 30, 2023		(219,162,668)
Estimated Restricted Cash at June 30, 2023		10,500,000
Reserves:		
Operations & Maintenance Reserve (6 Months)		6,970,340
Emergency Repair Reserve		650,000
Estimated Unrestricted Undesignated Cash & Investments at June 30, 2023		\$ (237,283,007) *

* Deficit cash balance is a result of projected expenditures for the terminal and ATC tower construction totaling \$261,800,000. Funding for this construction is anticipated to be primarily from bonds as well as some federal and state grants. Staff is currently working with bond consultants and plan to enter the bond market during the 4th quarter of FY2021/2022. Once all funding is determined, the estimated cash balance at June 30, 2023 will be revised to reflect a positive balance.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY
SUPPLEMENTAL FEES AND CHARGES
FY 2022/2023 ANNUAL BUDGET**

	FY 2021/2022 Current Fees			FY 2022/2023 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)	\$ 65.00	hour		\$ 75.00	hour	
Security Escort Rate (1)	\$ 65.00	hour		\$ 75.00	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)	\$ 65.00	hour		\$ 75.00	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)	\$ 65.00	hour		\$ 75.00	hour	
IT Labor Rate - Network Related (1)	\$ 110.00	hour		\$ 110.00	hour	
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	
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.

Identification Badge Fees and Charges	FY 2021/2022 Current Fees		FY 2022/2023 Proposed Fees	
	Cost	Per	Cost	Per
Initial Badge Issuance				
SIDA Badge	\$ 80.00		\$ 80.00	
Non-SIDA Badge	\$ 45.00		\$ 45.00	
Renewal of Badge				
SIDA Badge	\$ 80.00		\$ 80.00	
Non-SIDA Badge	\$ 45.00		\$ 45.00	
Lost Badge Replacement				
SIDA Badge (4)	\$ 90.00 / \$ 105.00		\$ 90.00 / \$ 105.00	
Non-SIDA Badge (5)	\$ 65.00 / \$ 80.00		\$ 65.00 / \$ 80.00	
Damaged Badge				
SIDA Badge (6)	\$ 45.00 / \$ 55.00		\$ 45.00 / \$ 55.00	
Non-SIDA Badge (6)	\$ 45.00 / \$ 55.00		\$ 45.00 / \$ 55.00	
Security Escort Training	\$ 60.00		\$ 60.00	
Lock-out Service	\$ 60.00		\$ 60.00	
PIN Reset			\$ 20.00	

Notes:

- (4) \$90.00 for the first replacement badge, \$105.00 for the second replacement badge.
- (5) \$65.00 for the first replacement badge, \$80.00 for the second replacement badge.
- (6) \$45.00 for a damaged badge, \$55.00 if badge damaged due to negligence.

Parking

Daily	\$ 2.00	hour	\$ 2.00	hour
	\$ 10.00	day	\$ 10.00	day
	\$ 60.00	week	\$ 60.00	week
Parking Garage	\$ 2.00	hour	\$ 2.00	hour
	\$ 13.00	day	\$ 13.00	day
	\$ 78.00	week	\$ 78.00	week
Hourly	\$ 1.00	1/2 hour	\$ 1.00	1/2 hour
	\$ 25.00	day	\$ 25.00	day
Employee Parking Rate	\$ 70 / \$60	new/renewal	\$ 70 / \$60	new/renewal
Commuter Parking Rate	\$ 300 / \$285	new/renewal	\$ 300 / \$285	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 (1-2 buses) (8)	\$ 1,000.00	annual	\$ 1,000.00	annual
Charter Bus Company (3-4 buses) (8)	\$ 2,500.00	annual	\$ 2,500.00	annual
Charter Bus Company (5 or more buses) (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 of charter coach vehicles with seating capacity greater than 20 seats.
- (9) All Ground Transportation operators except TNCs and charter bus companies

A regular meeting of the Board of Directors of the Greater Asheville Regional Airport Authority was held in the Board Room of the Greater Asheville Regional Airport Authority Offices, located on the second floor of the Airport, 61 Terminal Drive, Suite 1, Fletcher, North Carolina, the regular place of meeting, at 8:30 a.m. on March 11, 2022.

Present: _____

Absent: _____

Also Present: _____

* * * * *

_____ introduced the following resolution the title of which was read and copies of which had been previously distributed to each Member:

RESOLUTION MAKING CERTAIN FINDINGS AND DETERMINATIONS, AUTHORIZING THE FILING OF AN APPLICATION WITH THE LOCAL GOVERNMENT COMMISSION AND REQUESTING THE LOCAL GOVERNMENT COMMISSION TO SELL BONDS AT A PRIVATE SALE IN CONNECTION WITH THE ISSUANCE OF AIRPORT SYSTEM REVENUE BONDS BY THE AUTHORITY

BE IT RESOLVED by the Board of Directors (the “Board”) of the Greater Asheville Regional Airport Authority (the “Authority”):

Section 1. The Board does hereby find and determine as follows:

(a) There exists a need at the Asheville Regional Airport for various capital improvements including, without limitation, (i) the expansion and modernization of its existing terminal, (ii) expansion and modernization of ticket lobby, TSA screening, baggage claim and concessions areas, (iii) improvements to existing supporting infrastructure, (iv) construction of a centralized energy plant, (v) renovation of the remaining portion of the existing terminal building, and (vi) construction of a new air traffic control tower (the “Project”).

(b) In order to go forth with the necessary capital improvements, the Authority will issue one or more series of revenue bonds in an aggregate principal amount not to exceed \$275,000,000 (the “Bonds”).

(c) The issuance of the Bonds is necessary and expedient.

(d) The amount of the Bonds is adequate and not excessive for financing the portion of the Project intended to be financed thereby.

(e) The Project is feasible.

(f) The Authority’s debt management procedures and policies are good.

(g) The Bonds can be marketed at a reasonable interest cost to the Authority.

Section 2. The Chair, the Clerk to the Board, the Executive Director and the Director of Finance and Accounting of the Authority are hereby authorized and directed to file an application with the Local Government Commission for approval of the issuance of revenue bonds in an aggregate principal amount not to exceed \$275,000,000 for the purpose of providing funds, together with any other available funds, to (a) pay costs of the Project, (b) pay capitalized interest with respect to the Bonds, (c) fund a debt service reserve fund or purchase a debt service reserve fund policy for the Bonds, and (d) pay certain other fees and expenses associated with the issuance of such revenue bonds including, without limitation, a bond insurance premium.

Section 3. The Chair, the Clerk to the Board, the Executive Director and the Director of Finance and Accounting of the Authority are hereby authorized and directed to take all action necessary to obtain the approvals of local government units required under the rules and regulations under the Internal Revenue Code of 1986, as amended, to approve the issuance of the Bonds after a public hearing.

Section 4. The Local Government Commission is requested to sell the Bonds at a private sale without advertisement.

Section 5. The following professionals are serving in the following capacities in connection with the issuance of the Bonds:

Bond Counsel:	Womble Bond Dickinson (US) LLP
Financial Advisor:	PFM Financial Advisors LLC
Airport Consultant:	Landrum & Brown, Incorporated
Senior Underwriter:	Raymond James & Associates, Inc.
Counsel to Underwriter(s):	Butler Snow LLP
Trustee/Registrar:	The Bank of New York Mellon Trust Company, N.A.
Authority Counsel:	Patla, Straus, Robinson & Moore, P.A.

The Executive Director is hereby authorized to engage additional firms to act as underwriters for the Bonds to the extent the Executive Director concludes that such engagement is in the best interests of the Authority.

Section 6. This resolution shall take effect immediately upon its passage.

Upon motion of _____, seconded by _____, the foregoing resolution entitled "RESOLUTION MAKING CERTAIN FINDINGS AND DETERMINATIONS, AUTHORIZING THE FILING OF AN APPLICATION WITH THE LOCAL GOVERNMENT COMMISSION AND REQUESTING THE LOCAL

GOVERNMENT COMMISSION TO SELL BONDS AT A PRIVATE SALE IN CONNECTION WITH THE ISSUANCE OF AIRPORT SYSTEM REVENUE BONDS BY THE AUTHORITY” was passed by the following vote:

Ayes: _____

Noes: _____

* * * * *

I, Ellen Heywood, Clerk to the Board of Directors of the Greater Asheville Regional Airport Authority, DO HEREBY CERTIFY that the foregoing is a true copy of so much of the proceedings of the Board of Directors of the Authority at a regular meeting held on March 11, 2022 as it relates in any way to the passage of the foregoing resolution and that said proceedings are recorded in the minutes of the Board.

I DO HEREBY FURTHER CERTIFY that proper notice of such regular meeting was given as required by North Carolina law.

WITNESS my hand and the corporate seal of the Authority this 11th day of March, 2022.

Secretary

[SEAL]



MEMORANDUM

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance and Accounting

DATE: March 11, 2022

ITEM DESCRIPTION – New Business Item D

Approval of Audit Contract for Fiscal Year Ending June 30, 2022

BACKGROUND

In 2021, Authority Staff issued a Request for Proposal for audit services, for up to five years, and the Board chose Martin Starnes & Associates as the Authority's auditors. We have been pleased with their services and would now like to engage them for a second year. We are presenting a contract for auditing services with Martin Starnes & Associates for the annual audit for the fiscal year ended June 30, 2022.

ISSUES

None

ALTERNATIVES

The Board could elect to reject the current contract being presented by Martin Starnes & Associates and request staff to seek alternate firms to conduct the fiscal year end audit.

FISCAL IMPACT

The contract fee for services rendered by Martin Starnes & Associates is \$31,950. The expense for audit services will be paid from the FY2023 Finance Department budget.

New Business – Item D



RECOMMENDED ACTION

It is respectfully requested that the Greater Asheville Regional Airport Authority Board resolve to (1) approve the contract for audit services with Martin Starnes & Associates in the amount of \$31,950, and (2) authorize the Board Chair to execute the necessary documents.

Attachment

MARTIN STARNES

& ASSOCIATES, CPAs, P.A.

"A Professional Association of Certified Public Accountants and Management Consultants"

February 28, 2022

Greater Asheville Regional Airport Authority
Attn: Janet Burnette, Director of Finance
61 Terminal Drive, Suite 1
Fletcher, NC 28732

You have requested that we audit the business-type activities of the Greater Asheville Regional Airport Authority, as of June 30, 2022, and for the year then ended, and the related notes to the financial statements, which collectively comprise the Greater Asheville Regional Airport Authority's basic financial statements as listed in the table of contents.

In addition, we will audit the entity's compliance over major federal and state award programs for the period ended June 30, 2022. We are pleased to confirm our acceptance and our understanding of this audit engagement by means of this letter. Our audits will be conducted with the objectives of our expressing an opinion on each opinion unit and an opinion on compliance regarding the entity's major federal and state award programs. The objectives of our audit of the financial statements are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with auditing standards generally accepted in the United States of America (GAAS) and in accordance with *Government Auditing Standards* will always detect a material misstatement when it exists. Misstatements, including omissions, can arise from fraud or error and are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

The objectives of our compliance audit are to obtain sufficient appropriate audit evidence to form an opinion and report at the level specified in the governmental audit requirement about whether the entity complied in all material respects with the applicable compliance requirements and identify audit and reporting requirements specified in the governmental audit requirement that are supplementary to GAAS and *Government Auditing Standards*, if any, and perform procedures to address those requirements.

Accounting principles generally accepted in the United States of America require that certain supplementary information be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. As part of our engagement, we will apply certain limited procedures to the required supplementary information (RSI) in accordance with auditing standards generally accepted in the United States of America. These limited procedures will consist primarily of inquiries of management regarding their methods of measurement and presentation, and comparing the information for consistency with management's responses to our inquiries. We will not express an opinion or provide any form of assurance on the RSI. The following RSI is required by accounting principles generally accepted in the United States of America. This RSI will be subjected to certain limited procedures but will not be audited:

- Management's Discussion and Analysis
- Law Enforcement Officers' Special Separation Allowance schedules
- Other Post-Employment Benefits' schedules
- Local Government Employees' Retirement System's schedules

Supplementary information other than RSI will accompany the Greater Asheville Regional Airport Authority's basic financial statements. We will subject the following supplementary information to the auditing procedures applied in our audit of the basic financial statements and certain additional procedures, including comparing and reconciling the supplementary information to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and additional procedures in accordance with auditing standards generally accepted in the United States of America. We intend to provide an opinion on the following supplementary information in relation to the financial statements as a whole:

- Budgetary schedules
- Schedule of Expenditures of Federal and State Awards
- Passenger Facility Charge Program schedule(s)

Schedule of Expenditures of Federal and State Awards

We will subject the Schedule of Expenditures of Federal and State Awards to the auditing procedures applied in our audit of the basic financial statements and certain additional procedures, including comparing and reconciling the schedule to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and additional procedures in accordance with auditing standards generally accepted in the United States of America. We intend to provide an opinion on whether the Schedule of Expenditures of Federal and State Awards is presented fairly in all material respects in relation to the financial statements as a whole.

Data Collection Form (if applicable)

Prior to the completion of our engagement, we will complete the sections of the Data Collection Form that are our responsibility. The form will summarize our audit findings, amounts and conclusions. It is management's responsibility to submit a reporting package including financial statements, Schedule of Expenditures of Federal and State Awards, summary schedule of prior audit findings and corrective action plan along with the Data Collection Form to the Federal Audit Clearinghouse. The financial reporting package must be text searchable, unencrypted, and unlocked. Otherwise, the reporting package will not be accepted by the Federal Audit Clearinghouse. We will assist you in the electronic submission and certification. You may request from us copies of our report for you to include with the reporting package submitted to pass-through entities.

The Data Collection Form is required to be submitted within the *earlier* of 30 days after receipt of our auditors' reports or nine months after the end of the audit period, unless specifically waived by a federal cognizant or oversight agency for audits. Data Collection Forms submitted untimely are one of the factors in assessing programs at a higher risk.

Audit of the Financial Statements

We will conduct our audit in accordance with auditing standards generally accepted in the United States of America (U.S. GAAS), the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States of America; the audit requirements of Title 2 U.S. Code of Federal Regulations (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance) and the State Single Audit Implementation Act. As part of an audit of financial statements in accordance with GAAS and in accordance with *Government Auditing Standards*, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. However, we will communicate to you in writing concerning any significant deficiencies or material weaknesses in internal control relevant to the audit of the financial statements that we have identified during the audit.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Conclude, based on the audit evidence obtained, whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Greater Asheville Regional Airport Authority's ability to continue as a going concern for a reasonable period of time.

Because of the inherent limitations of an audit, together with the inherent limitations of internal control, an unavoidable risk that some material misstatements may not be detected exists, even though the audit is properly planned and performed in accordance with GAAS and *Government Auditing Standards* of the Comptroller General of the United States of America. Please note that the determination of abuse is subjective and *Government Auditing Standards* does not require auditors to detect abuse.

Our responsibility as auditors is limited to the period covered by our audit and does not extend to any other periods.

We will issue a written report upon completion of our audit of the Greater Asheville Regional Airport Authority's basic financial statements. Our report will be addressed to the governing body of the Greater Asheville Regional Airport Authority. Circumstances may arise in which our report may differ from its expected form and content based on the results of our audit. Depending on the nature of these circumstances,

it may be necessary for us to modify our opinions, add an emphasis-of-matter or other-matter paragraph(s) to our auditor's report, or if necessary, withdraw from the engagement. If our opinions on the basic financial statements are other than unmodified, we will discuss the reasons with you in advance. If, for any reason, we are unable to complete the audit or are unable to form or have not formed opinions, we may decline to express opinions or to issue a report as a result of this engagement.

In accordance with the requirements of *Government Auditing Standards*, we will also issue a written report describing the scope of our testing over internal control over financial reporting and over compliance with laws, regulations, and provisions of grants and contracts, including the results of that testing. However, providing an opinion on internal control and compliance over financial reporting will not be an objective of the audit and, therefore, no such opinion will be expressed.

Audit of Major Program Compliance

Our audit of the Greater Asheville Regional Airport Authority's major federal and state award program(s) compliance will be conducted in accordance with the requirements of the Single Audit Act, as amended, the Uniform Guidance, and the State Single Audit Implementation Act, and will include tests of accounting records, a determination of major programs in accordance with the Uniform Guidance and the State Single Audit Implementation Act and other procedures we consider necessary to enable us to express such an opinion on major federal and state award program compliance and to render the required reports. We cannot provide assurance that an unmodified opinion on compliance will be expressed. Circumstances may arise in which it is necessary for us to modify our opinion or withdraw from the engagement.

The Uniform Guidance and the State Single Audit Implementation Act require that we also plan and perform the audit to obtain reasonable assurance about whether material noncompliance with applicable laws and regulations, the provisions of contracts and grant agreements applicable to major federal and state award programs, and the applicable compliance requirements occurred, whether due to fraud or error, and express an opinion on the entity's compliance based on the audit. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, the Uniform Guidance, and the State Single Audit Implementation Act will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements is considered material if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about the entity's compliance with the requirements of the federal or state programs as a whole.

As part of a compliance audit in accordance with GAAS and *Government Auditing Standards*, we exercise professional judgment and maintain professional skepticism throughout the audit. We also identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks.

Our procedures will consist of determining major federal and state programs and, performing the applicable procedures described in the U.S. Office of Management and Budget *OMB Compliance Supplement* for the types of compliance requirements that could have a direct and material effect on each of the entity's major programs, and performing such other procedures as we consider necessary in the circumstances. The purpose of those procedures will be to express an opinion on the entity's compliance with requirements applicable to each of its major programs in our report on compliance issued pursuant to the Uniform Guidance and the State Single Audit Implementation Act.

Also, as required by the Uniform Guidance and the State Single Audit Implementation Act, we will obtain an understanding of the entity's internal control over compliance relevant to the audit in order to design and

perform tests of controls to evaluate the effectiveness of the design and operation of controls that we consider relevant to preventing or detecting material noncompliance with compliance requirements applicable to each of the entity's major federal and state award programs. Our tests will be less in scope than would be necessary to render an opinion on these controls and, accordingly, no opinion will be expressed in our report. However, we will communicate to you, regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we have identified during the audit.

We will issue a report on compliance that will include an opinion or disclaimer of opinion regarding the entity's major federal and state award programs, and a report on internal controls over compliance that will report any significant deficiencies and material weaknesses identified; however, such report will not express an opinion on internal control.

Management's Responsibilities

Our audit will be conducted on the basis that management and, when appropriate, those charged with governance, acknowledge and understand that they have responsibility:

1. For the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America;
2. For the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error;
3. For identifying, in its accounts, all federal and state awards received and expended during the period and the federal and State programs under which they were received;
4. For maintaining records that adequately identify the source and application of funds for federal and state funded activities;
5. For preparing the Schedule of Expenditures of Federal and State Awards (including notes and noncash assistance received) in accordance with the Uniform Guidance and State Single Audit Implementation Act;
6. For designing, implementing, and maintaining effective internal control over federal and state awards that provides reasonable assurance that the entity is managing federal and state awards in compliance with federal and state statutes, regulations, and the terms and conditions of the federal and state awards;
7. For identifying and ensuring that the entity complies with federal and state laws, statutes, regulations, rules, provisions of contracts or grant agreements, and the terms and conditions of federal and state award programs, and implementing systems designed to achieve compliance with applicable federal and state statutes, regulations and the terms and conditions of federal and state award programs;
8. For disclosing accurately, currently and completely the financial results of each federal and state award in accordance with the requirements of the award;
9. For identifying and providing report copies of previous audits, attestation engagements, or other studies that directly relate to the objectives of the audit, including whether related recommendations have been implemented;
10. For taking prompt action when instances of noncompliance are identified;
11. For addressing the findings and recommendations of auditors, for establishing and maintaining a process to track the status of such findings and recommendations and taking corrective action on reported audit findings from prior periods and preparing a summary schedule of prior audit findings;
12. For following up and taking corrective action on current year audit findings and preparing a corrective action plan for such findings;
13. For submitting the reporting package and data collection form to the appropriate parties;

14. For making the auditor aware of any significant contractor relationships where the contractor is responsible for program compliance;
15. To provide us with:
 - a. Access to all information of which management is aware that is relevant to the preparation and fair presentation of the financial statements including the disclosures, and relevant to federal and state award programs, such as records, documentation, and other matters;
 - b. Additional information that we may request from management for the purpose of the audit;
 - c. Unrestricted access to persons within the entity from whom we determine it necessary to obtain audit evidence.
 - d. A written acknowledgement of all the documents that management expects to issue that will be included in the annual report and the planned timing and method of issuance of that annual report (if applicable); and
 - e. A final version of the annual report (including all the documents that, together, comprise the annual report) in a timely manner prior to the date of the auditor's report (if applicable).
16. For adjusting the financial statements to correct material misstatements and confirming to us in the management representation letter that the effects of any uncorrected misstatements aggregated by us during the current engagement and pertaining to the current year or period(s) under audit are immaterial, both individually and in the aggregate, to the financial statements as a whole;
17. For acceptance of nonattest services, including identifying the proper party to oversee nonattest work;
18. For maintaining adequate records, selecting and applying accounting principles, and safeguarding assets;
19. For informing us of any known or suspected fraud affecting the entity involving management, employees with significant roles in internal control and others where fraud could have a material effect on compliance;
20. For the accuracy and completeness of all information provided;
21. For taking reasonable measures to safeguard protected personally identifiable and other sensitive information; and
22. For confirming your understanding of your responsibilities as defined in this letter to us in your management representation letter.

With regard to the Schedule of Expenditures of Federal and State Awards referred to above, you acknowledge and understand your responsibility (a) for the preparation of the Schedule of Expenditures of Federal and State Awards in accordance with the Uniform Guidance and the State Single Audit Implementation Act, (b) to provide us with the appropriate written representations regarding the Schedule of Expenditures of Federal and State Awards, (c) to include our report on the Schedule of Expenditures of Federal and State Awards in any document that contains the Schedule of Expenditures of Federal and State Awards and that indicates that we have reported on such schedule, and (d) to present the Schedule of Expenditures of Federal and State Awards with the audited financial statements, or if the schedule will not be presented with the audited financial statements, to make the audited basic financial statements readily available to the intended users of the Schedule of Expenditures of Federal and State Awards no later than the date of issuance by you of the schedule and our report thereon.

As part of our audit process, we will request from management and, when appropriate, those charged with governance, written confirmation concerning representations made to us in connection with the audit.

We understand that your employees will prepare all confirmations we request and will locate any documents or invoices selected by us for testing.

If you intend to publish or otherwise reproduce the basic financial statements and make reference to our firm, you agree to provide us with printers' proofs or masters for our review and approval before printing. You also agree to provide us with a copy of the final reproduced material for our approval before it is distributed.

Nonattest Services

We will perform the following nonattest services:

- Draft of financial statements and footnotes
- Preparation of auditor portions of Data Collection Form (if applicable)
- Preparation of LGC's data input worksheet

We will not assume management responsibilities on behalf of the Greater Asheville Regional Airport Authority. However, we will provide advice and recommendations to assist management of the Greater Asheville Regional Airport Authority in performing its responsibilities.

The Greater Asheville Regional Airport Authority's management is responsible for (a) making all management decisions and performing all management functions; (b) assigning a competent individual to oversee the services; (c) evaluating the adequacy of the services performed; (d) evaluating and accepting responsibility for the results of the services performed; and (e) establishing and maintaining internal controls, including monitoring ongoing activities.

Our responsibilities and limitations of the nonattest services are as follows:

- We will perform the services in accordance with applicable professional standards.
- The nonattest services are limited to the services previously outlined. Our firm, in its sole professional judgment, reserves the right to refuse to do any procedure or take any action that could be construed as making management decisions or assuming management responsibilities, including determining account codings and approving journal entries.

Other Matters

During the course of the engagement, we may communicate with you or your personnel via fax or e-mail, and you should be aware that communication in those mediums contains a risk of misdirected or intercepted communications.

Regarding the electronic dissemination of audited financial statements, including financial statements published electronically on your Internet website, you understand that electronic sites are a means to distribute information and, therefore, we are not required to read the information contained in these sites or to consider the consistency of other information in the electronic site with the original document.

Professional standards prohibit us from being the sole host and/or the sole storage for your financial and non-financial data. As such, it is your responsibility to maintain your original data and records and we cannot be responsible to maintain such original information. By signing this engagement letter, you affirm that you have all the data and records required to make your books and records complete.

During the course of the engagement, a portal will be in place for information to be shared, but not stored. Our policy is to terminate access to this portal after one year. The Authority is responsible for data backup for business continuity and disaster recovery, and our workpaper documentation is not to be used for these purposes.

Provisions of Engagement Administration and Fees

Paula Hodges is the engagement partner for the audit services specified in this letter. Her responsibilities include supervising Martin Starnes & Associates, CPAs, P.A.'s services performed as part of this engagement and signing or authorizing another qualified firm representative to sign the audit report. To ensure that our independence is not impaired under the AICPA Code of Professional Conduct, you agree to inform the engagement partner before entering into any substantive employment discussions with any of our personnel.

Our fees for these services are as follows:

Audit Fee	\$ 28,750
Financial Statement Drafting	<u>3,200</u>
	<u>\$ 31,950</u>

Additional Fees:

Charge per major program in excess of 3	<u>\$ 1,500</u>
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Our invoices for these fees will be rendered in four installments as work progresses and are payable upon presentation. In accordance with our firm policies, work may be suspended if your account becomes overdue and may not be resumed until your account is paid in full. If we elect to terminate our services for non-payment, our engagement will be deemed to have been completed upon written notification of termination, even if we have not completed our reports. You will be obligated to compensate us for all time expended and to reimburse us for all out-of-pocket costs through the date of termination.

We will notify you immediately of any circumstances we encounter that could significantly affect this initial fee estimate. Whenever possible, we will attempt to use the Greater Asheville Regional Airport Authority's personnel to assist in the preparation of schedules and analyses of accounts. This effort could substantially reduce our time requirements and facilitate the timely conclusion of the audit. Further, we will be available during the year to consult with you on financial management and accounting matters of a routine nature.

We want our clients to receive the maximum value for our professional services and to perceive that our fees are reasonable and fair. In working to provide you with such value, we find there are certain circumstances that can cause us to perform work in excess of that contemplated in our fee estimate.

Following are some of the more common reasons for potential supplemental billings:

Changing Laws and Regulations

There are many governmental and rule-making boards that regularly add or change their requirements. Although we attempt to plan our work to anticipate the requirements that will affect our engagement, there are times when this is not possible. We will discuss these situations with you at the earliest possible time in order to make the necessary adjustments and amendments in our engagement.

Incorrect Accounting Methods or Errors in Client Records

We base our fee estimates on the expectation that client accounting records are in order so that our work can be completed using our standard testing and accounting procedures. However, should we find numerous errors, incomplete records, or the application of incorrect accounting methods, we will have to perform additional work to make the corrections and reflect those changes in the financial statements.

Failure to Prepare for the Engagement

In an effort to minimize your fees, we assign you the responsibility for the preparation of schedules and documents needed for the engagement. We also discuss matters such as availability of your key personnel, deadlines, and work space. If your personnel are unable, for whatever reasons, to provide these items as previously agreed upon, it might substantially increase the work we must do to complete the engagement within the scheduled time.

Starting and Stopping Our Work

If we must withdraw our staff because of the condition of the client's records, or the failure to provide agreed upon items within the established timeline for the engagement, we will not be able to perform our work in a timely, efficient manner, as established by our engagement plan. This will result in additional fees, as we must reschedule our personnel and incur additional start-up costs.

Our fees are based on anticipated cooperation from your personnel and the assumption that unexpected circumstances will not be encountered during the audit. If significant additional time is necessary, we will discuss it with you and arrive at a new fee estimate before we incur the additional costs. Our fees for such services range from \$75-\$300 per hour.

Government Auditing Standards require that we document an assessment of the skills, knowledge, and experience of management, should we participate in any form of preparation of the basic financial statements and related schedules or disclosures as these actions are deemed a non-audit service.

During the course of the audit, we may observe opportunities for economy in, or improved controls over, your operations. We will bring such matters to the attention of the appropriate level of management, either orally or in writing.

You agree to inform us of facts that may affect the financial statements of which you may become aware during the period from the date of the auditor's report to the date the financial statements are issued.

We agree to retain our audit documentation or work papers for a period of at least five years from the date of our report.

You agree to inform us of facts that may affect the basic financial statements of which you may become aware during the period from the date of the auditor's report to the date the financial statements are issued.

At the conclusion of our audit engagement, we will communicate to management and those charged with governance the following significant findings from the audit:

- Our view about the qualitative aspects of the entity's significant accounting practices;
- Significant difficulties, if any, encountered during the audit;
- Uncorrected misstatements, other than those we believe are trivial, if any;
- Disagreements with management, if any;
- Other findings or issues, if any, arising from the audit that are, in our professional judgment, significant and relevant to those charged with governance regarding their oversight of the financial reporting process;
- Material, corrected misstatements that were brought to the attention of management as a result of our audit procedures;
- Representations we requested from management;
- Management's consultations with other accountants, if any; and
- Significant issues, if any, arising from the audit that were discussed, or the subject of correspondence, with management.

The audit documentation for this engagement is the property of Martin Starnes & Associates, CPAs, P.A. and constitutes confidential information. However, we may be requested to make certain audit documentation available to the Local Government Commission, Office of the State Auditor, federal or state agencies and the U.S. Government Accountability Office pursuant to authority given to it by law or regulation, or to peer reviewers. If requested, access to such audit documentation will be provided under the supervision of Martin Starnes & Associates, CPAs, P.A.'s personnel. Furthermore, upon request, we may provide copies of selected audit documentation to these agencies and regulators. The regulators and

agencies may intend, or decide, to distribute the copies of information contained therein to others, including other governmental agencies.

In accordance with the requirements of *Government Auditing Standards*, we have attached a copy of our latest external peer review report of our firm to the Contract to Audit Accounts for your consideration and files.

Please sign and return a copy of this letter to indicate your acknowledgment of, and agreement with, the arrangements for our audit of the financial statements and compliance over major federal and state award programs, including our respective responsibilities.

We appreciate the opportunity to be your financial statement auditors and look forward to working with you and your staff.

Respectfully,

Martin Starnes & Associates, CPAs, P.A.

Martin Starnes & Associates, CPAs, P.A.
Hickory, North Carolina

RESPONSE:

This letter correctly sets forth our understanding.

Acknowledged and agreed on behalf of the Greater Asheville Regional Airport Authority by:

Signature: _____

Title: _____

Date: _____

The	Governing Board
	Board of Directors
of	Primary Government Unit
	Greater Asheville Regional Airport Authority
and	Discretely Presented Component Unit (DPCU) (if applicable)
	N/A

Primary Government Unit, together with DPCU (if applicable), hereinafter referred to as Governmental Unit(s)

and	Auditor Name
	Martin Starnes & Associates, CPAs, P.A.
	Auditor Address
	730 13th Avenue Dr. SE, Hickory, NC 28602

Hereinafter referred to as Auditor

for	Fiscal Year Ending	Audit Report Due Date
	06/30/22	10/31/22

Must be within four months of FYE

hereby agree as follows:

1. The Auditor shall audit all statements and disclosures required by U.S. generally accepted auditing standards (GAAS) and additional required legal statements and disclosures of all funds and/or divisions of the Governmental Unit(s). The non-major combining, and individual fund statements and schedules shall be subjected to the auditing procedures applied in the audit of the basic financial statements and an opinion shall be rendered in relation to (as applicable) the governmental activities, the business- type activities, the aggregate DPCUs, each major governmental and enterprise fund, and the aggregate remaining fund information (non-major government and enterprise funds, the internal service fund type, and the fiduciary fund types). The basic financial statements shall include budgetary comparison information in a budgetary comparison statement, rather than as RSI, for the General Fund and any annually budgeted Special Revenue funds.

2. At a minimum, the Auditor shall conduct the audit and render the report in accordance with GAAS. The Auditor shall perform the audit in accordance with *Government Auditing Standards* if the Governmental Unit expended \$100,000 or more in combined Federal and State financial assistance during the reporting period. The auditor shall perform a Single Audit if required by Title 2 US Code of Federal Regulations Part 200 *Uniform Administration Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance) or the State Single Audit Implementation Act. This audit and all associated audit documentation may be subject to review by Federal and State agencies in accordance with Federal and State laws, including the staffs of the Office of State Auditor (OSA) and the Local Government Commission (LGC). If the audit requires a federal single audit in accordance with the Uniform Guidance (§200.501), it is recommended that the Auditor and Governmental Unit(s) jointly agree, in advance of the execution of this contract, which party is responsible for submission of the audit and the accompanying data collection form to the Federal Audit Clearinghouse as required under the Uniform Guidance (§200.512).

If the audit and Auditor communication are found in this review to be substandard, the results of the review may be forwarded to the North Carolina State Board of CPA Examiners (NC State Board).

3. If an entity is determined to be a component of another government as defined by the group audit standards, the entity's auditor shall make a good faith effort to comply in a timely manner with the requests of the group auditor in accordance with AU-6 §600.41 - §600.42.
4. This contract contemplates an unmodified opinion being rendered. If during the process of conducting the audit, the Auditor determines that it will not be possible to render an unmodified opinion on the financial statements of the unit, the Auditor shall contact the LGC Staff to discuss the circumstances leading to that conclusion as soon as is practical and before the final report is issued. The audit shall include such tests of the accounting records and such other auditing procedures as are considered by the Auditor to be necessary in the circumstances. Any limitations or restrictions in scope which would lead to a qualification should be fully explained in an attachment to this contract.
5. If this audit engagement is subject to the standards for audit as defined in *Government Auditing Standards*, 2018 revision, issued by the Comptroller General of the United States, then by accepting this engagement, the Auditor warrants that he/she has met the requirements for a peer review and continuing education as specified in *Government Auditing Standards*. The Auditor agrees to provide a copy of the most recent peer review report to the Governmental Unit(s) and the Secretary of the LGC prior to the execution of an audit contract. Subsequent submissions of the report are required only upon report expiration or upon auditor's receipt of an updated peer review report. If the audit firm received a peer review rating other than pass, the Auditor shall not contract with the Governmental Unit(s) without first contacting the Secretary of the LGC for a peer review analysis that may result in additional contractual requirements.
- If the audit engagement is not subject to *Government Accounting Standards* or if financial statements are not prepared in accordance with U.S. generally accepted accounting principles (GAAP) and fail to include all disclosures required by GAAP, the Auditor shall provide an explanation as to why in an attachment to this contract or in an amendment.
6. It is agreed that time is of the essence in this contract. All audits are to be performed and the report of audit submitted to LGC Staff within four months of fiscal year end. If it becomes necessary to amend the audit fee or the date that the audit report will be submitted to the LGC, an amended contract along with a written explanation of the change shall be submitted to the Secretary of the LGC for approval.
7. It is agreed that GAAS include a review of the Governmental Unit's (Units') systems of internal control and accounting as same relate to accountability of funds and adherence to budget and law requirements applicable thereto; that the Auditor shall make a written report, which may or may not be a part of the written report of audit, to the Governing Board setting forth his/her findings, together with his recommendations for improvement. That written report shall include all matters defined as "significant deficiencies and material weaknesses" in AU-C 265 of the *AICPA Professional Standards (Clarified)*. The Auditor shall file a copy of that report with the Secretary of the LGC.
8. All local government and public authority contracts for audit or audit-related work require the approval of the Secretary of the LGC. This includes annual or special audits, agreed upon procedures related to internal controls, bookkeeping or other assistance necessary to prepare the Governmental Unit's (Units') records for audit, financial statement preparation, any finance-related investigations, or any other audit-related work in the State of North Carolina. Approval is not required on contracts and invoices for system improvements and similar services of a non-auditing nature.
9. Invoices for services rendered under these contracts shall not be paid by the Governmental Unit(s) until the invoice has been approved by the Secretary of the LGC. (This also includes any progress billings.) [G.S. 159-34 and 115C-447] All invoices for Audit work shall be submitted in PDF format to the Secretary of the LGC for approval. The invoice marked 'approved' with approval date shall be returned to

the Auditor to present to the Governmental Unit(s) for payment. This paragraph is not applicable to contracts for audits of hospitals.

10. In consideration of the satisfactory performance of the provisions of this contract, the Governmental Unit(s) shall pay to the Auditor, upon approval by the Secretary of the LGC if required, the fee, which includes any costs the Auditor may incur from work paper or peer reviews or any other quality assurance program required by third parties (federal and state grantor and oversight agencies or other organizations) as required under the Federal and State Single Audit Acts. This does not include fees for any pre-issuance reviews that may be required by the NC Association of CPAs (NCACPA) Peer Review Committee or NC State Board of CPA Examiners (see Item 13).

11. If the Governmental Unit(s) has/have outstanding revenue bonds, the Auditor shall submit to LGC Staff, either in the notes to the audited financial statements or as a separate report, a calculation demonstrating compliance with the revenue bond rate covenant. Additionally, the Auditor shall submit to LGC Staff simultaneously with the Governmental Unit's (Units') audited financial statements any other bond compliance statements or additional reports required by the authorizing bond documents, unless otherwise specified in the bond documents.

12. After completing the audit, the Auditor shall submit to the Governing Board a written report of audit. This report shall include, but not be limited to, the following information: (a) Management's Discussion and Analysis, (b) the financial statements and notes of the Governmental Unit(s) and all of its component units prepared in accordance with GAAP, (c) supplementary information requested by the Governmental Unit(s) or required for full disclosure under the law, and (d) the Auditor's opinion on the material presented. The Auditor shall furnish the required number of copies of the report of audit to the Governing Board upon completion.

13. If the audit firm is required by the NC State Board, the NCACPA Peer Review Committee, or the Secretary of the LGC to have a pre-issuance review of its audit work, there shall be a statement in the engagement letter indicating the pre-issuance review requirement. There also shall be a statement that the Governmental Unit(s) shall not be billed for the pre-issuance review. The pre-issuance review shall be performed prior to the completed audit being submitted to LGC Staff. The pre-issuance review report shall accompany the audit report upon submission to LGC Staff.

14. The Auditor shall submit the report of audit in PDF format to LGC Staff. For audits of units other than hospitals, the audit report should be submitted when (or prior to) submitting the final invoice for services rendered. The report of audit, as filed with the Secretary of the LGC, becomes a matter of public record for inspection, review and copy in the offices of the LGC by any interested parties. Any subsequent revisions to these reports shall be sent to the Secretary of the LGC. These audited financial statements, excluding the Auditors' opinion, may be used in the preparation of official statements for debt offerings by municipal bond rating services to fulfill secondary market disclosure requirements of the Securities and Exchange Commission and for other lawful purposes of the Governmental Unit(s) without requiring consent of the Auditor. If the LGC Staff determines that corrections need to be made to the Governmental Unit's (Units') financial statements, those corrections shall be provided within three business days of notification unless another deadline is agreed to by LGC Staff.

15. Should circumstances disclosed by the audit call for a more detailed investigation by the Auditor than necessary under ordinary circumstances, the Auditor shall inform the Governing Board in writing of the need for such additional investigation and the additional compensation required therefore. Upon approval by the

Secretary of the LGC, this contract may be modified or amended to include the increased time, compensation, or both as may be agreed upon by the Governing Board and the Auditor.

16. If an approved contract needs to be modified or amended for any reason, the change shall be made in writing and pre-audited if the change includes a change in audit fee (pre-audit requirement does not apply to hospitals). This amended contract shall be completed in full, including a written explanation of the change, signed and dated by all original parties to the contract. It shall then be submitted to the Secretary of the LGC for approval. No change to the audit contract shall be effective unless approved by the Secretary of the LGC, the Governing Board, and the Auditor.

17. A copy of the engagement letter, issued by the Auditor and signed by both the Auditor and the Governmental Unit(s), shall be attached to this contract, and except for fees, work, and terms not related to audit services, shall be incorporated by reference as if fully set forth herein as part of this contract. In case of conflict between the terms of the engagement letter and the terms of this contract, the terms of this contract shall take precedence. Engagement letter terms that conflict with the contract are deemed to be void unless the conflicting terms of this contract are specifically deleted in Item 30 of this contract. Engagement letters containing indemnification clauses shall not be accepted by LGC Staff.

18. Special provisions should be limited. Please list any special provisions in an attachment.

19. A separate contract should not be made for each division to be audited or report to be submitted. If a DPCU is subject to the audit requirements detailed in the Local Government Budget and Fiscal Control Act and a separate audit report is issued, a separate audit contract is required. If a separate report is not to be issued and the DPCU is included in the primary government audit, the DPCU shall be named along with the primary government on this audit contract. DPCU Board approval date, signatures from the DPCU Board chairman and finance officer also shall be included on this contract.

20. The contract shall be executed, pre-audited (pre-audit requirement does not apply to hospitals), and physically signed by all parties including Governmental Unit(s) and the Auditor, then submitted in PDF format to the Secretary of the LGC.

21. The contract is not valid until it is approved by the Secretary of the LGC. The staff of the LGC shall notify the Governmental Unit and Auditor of contract approval by email. The audit should not be started before the contract is approved.

22. Retention of Client Records: Auditors are subject to the NC State Board of CPA Examiners' Retention of Client Records Rule 21 NCAC 08N .0305 as it relates to the provision of audit and other attest services, as well as non-attest services. Clients and former clients should be familiar with the requirements of this rule prior to requesting the return of records.

23. This contract may be terminated at any time by mutual consent and agreement of the Governmental Unit(s) and the Auditor, provided that (a) the consent to terminate is in writing and signed by both parties, (b) the parties have agreed on the fee amount which shall be paid to the Auditor (if applicable), and (c) no termination shall be effective until approved in writing by the Secretary of the LGC.

24. The Governmental Unit's (Units') failure or forbearance to enforce, or waiver of, any right or an event of breach or default on one occasion or instance shall not constitute the waiver of such right, breach or default on any subsequent occasion or instance.

25. There are no other agreements between the parties hereto and no other agreements relative hereto that shall be enforceable unless entered into in accordance with the procedure set out herein and approved by the Secretary of the LGC.

26. E-Verify. Auditor shall comply with the requirements of NCGS Chapter 64 Article 2. Further, if Auditor utilizes any subcontractor(s), Auditor shall require such subcontractor(s) to comply with the requirements of NCGS Chapter 64, Article 2.

27. **Applicable to audits with fiscal year ends of June 30, 2020 and later.** For all non-attest services, the Auditor shall adhere to the independence rules of the AICPA Professional Code of Conduct and Governmental Auditing Standards, 2018 Revision (as applicable). Financial statement preparation assistance shall be deemed a "significant threat" requiring the Auditor to apply safeguards sufficient to reduce the threat to an acceptable level. If the Auditor cannot reduce the threats to an acceptable level, the Auditor cannot complete the audit. If the Auditor is able to reduce the threats to an acceptable level, the documentation of this determination, including the safeguards applied, must be included in the audit workpapers.

All non-attest service(s) being performed by the Auditor that are necessary to perform the audit must be identified and included in this contract. The Governmental Unit shall designate an individual with the suitable skills, knowledge, and/or experience (SKE) necessary to oversee the services and accept responsibility for the results of the services performed. If the Auditor is able to identify an individual with the appropriate SKE, s/he must document and include in the audit workpapers how he/she reached that conclusion. If the Auditor determines that an individual with the appropriate SKE cannot be identified, the Auditor cannot perform both the non-attest service(s) and the audit. See "Fees for Audit Services" page of this contract to disclose the person identified as having the appropriate SKE for the Governmental Unit.

28. **Applicable to audits with fiscal year ends of June 30, 2021 and later.** The auditor shall present the audited financial statements including any compliance reports to the government unit's governing body or audit committee in an official meeting in open session as soon as the audited financial statements are available but not later than 45 days after the submission of the audit report to the Secretary. The auditor's presentation to the government unit's governing body or audit committee shall include:

- a) the description of each finding, including all material weaknesses and significant deficiencies, as found by the auditor, and any other issues related to the internal controls or fiscal health of the government unit as disclosed in the management letter, the Single Audit or Yellow Book reports, or any other communications from the auditor regarding internal controls as required by current auditing standards set by the Accounting Standards Board or its successor;
- b) the status of the prior year audit findings;
- c) the values of Financial Performance Indicators based on information presented in the audited financial statements; and
- d) notification to the governing body that the governing body shall develop a "Response to the Auditor's Findings, Recommendations, and Fiscal Matters," if required under 20 NCAC 03 .0508.

29. Information based on the audited financial statements shall be submitted to the Secretary for the purpose of identifying Financial Performance Indicators and Financial Performance Indicators of Concern. See 20 NCAC 03 .0502(c)(6).

30. All of the above paragraphs are understood and shall apply to this contract, except the following numbered paragraphs shall be deleted (See Item 17 for clarification).

31. The process for submitting contracts, audit reports and invoices is subject to change. Auditors and units should use the submission process and instructions in effect at the time of submission. Refer to the N.C. Department of State Treasurer website at <https://www.nctreasurer.com/state-and-local-government-finance-division/local-government-commission/submitting-your-audit>

32. All communications regarding audit contract requests for modification or official approvals will be sent to the email addresses provided on the signature pages that follow.

33. Modifications to the language and terms contained in this contract form (LGC-205) are not allowed.

FEEES FOR AUDIT SERVICES

1. For all non-attest services, the Auditor shall adhere to the independence rules of the AICPA Professional Code of Conduct (as applicable) and *Governmental Auditing Standards, 2018 Revision*. Refer to Item 27 of this contract for specific requirements. The following information must be provided by the Auditor; contracts presented to the LGC without this information will not be approved.

Financial statements were prepared by: Auditor Governmental Unit Third Party

If applicable: Individual at Governmental Unit designated to have the suitable skills, knowledge, and/or experience (SKE) necessary to oversee the non-attest services and accept responsibility for the results of these services:

Name:	Title and Unit / Company:	Email Address:
Janet Burnette	Director of Finance, Greater Asheville Regional Airport Authority	jburnette@flyavl.com

OR Not Applicable (Identification of SKE Individual not applicable for GAAS-only audit or audits with FYEs prior to June 30, 2020.)

2. Fees may not be included in this contract for work performed on Annual Financial Information Reports (AFIRs), Form 990s, or other services not associated with audit fees and costs. Such fees may be included in the engagement letter but may not be included in this contract or in any invoices requiring approval of the LGC. See Items 8 and 13 for details on other allowable and excluded fees.

3. Prior to the submission of the completed audited financial report and applicable compliance reports subject to this contract, or to an amendment to this contract (if required) the Auditor may submit interim invoices for approval for services rendered under this contract to the Secretary of the LGC, not to exceed 75% of the billings for the unit's last annual audit that was submitted to the Secretary of the LGC. Should the 75% cap provided below conflict with the cap calculated by LGC Staff based on the billings on file with the LGC, the LGC calculation prevails. All invoices for services rendered in an audit engagement as defined in 20 NCAC .0503 shall be submitted to the Commission for approval before any payment is made. Payment before approval is a violation of law. (This paragraph not applicable to contracts and invoices associated with audits of hospitals).

PRIMARY GOVERNMENT FEES


Primary Government Unit	Greater Asheville Regional Airport Authority
Audit Fee	\$ See engagement letter
Additional Fees Not Included in Audit Fee:	
Fee per Major Program	\$ See engagement letter
Writing Financial Statements	\$ See engagement letter
All Other Non-Attest Services	\$ N/A
75% Cap for Interim Invoice Approval <i>(not applicable to hospital contracts)</i>	\$ 23,250.00

DPCU FEES (if applicable)

Discretely Presented Component Unit	N/A
Audit Fee	\$
Additional Fees Not Included in Audit Fee:	
Fee per Major Program	\$
Writing Financial Statements	\$
All Other Non-Attest Services	\$
75% Cap for Interim Invoice Approval <i>(not applicable to hospital contracts)</i>	\$ 0.00

SIGNATURE PAGE

AUDIT FIRM

Audit Firm*	
Martin Starnes & Associates, CPAs, P.A.	
Authorized Firm Representative (typed or printed)* Amber Y. McGhinnis	Signature* 
Date* 02/28/22	Email Address* amcghinnis@msa.cpa

GOVERNMENTAL UNIT

Governmental Unit*	
Greater Asheville Regional Airport Authority	
Date Primary Government Unit Governing Board Approved Audit Contract* (G.S.159-34(a) or G.S.115C-447(a))	
Mayor/Chairperson (typed or printed)* Matthew Burril, Chair	Signature*
Date	Email Address matthew@brickstreetequity.com

Chair of Audit Committee (typed or printed, or "NA") Matthew Burril	Signature
Date	Email Address matthew@brickstreetequity.com

GOVERNMENTAL UNIT – PRE-AUDIT CERTIFICATE

Required by G.S. 159-28(a1) or G.S. 115C-441(a1).
Not applicable to hospital contracts.

This instrument has been pre-audited in the manner required by The Local Government Budget and Fiscal Control Act or by the School Budget and Fiscal Control Act.

Primary Governmental Unit Finance Officer* (typed or printed) Janet Burnette, Director of Finance	Signature*
Date of Pre-Audit Certificate*	Email Address* jburnette@flyavl.com

**SIGNATURE PAGE – DPCU
(complete only if applicable)**

DISCRETELY PRESENTED COMPONENT UNIT

DPCU*	
N/A	
Date DPCU Governing Board Approved Audit Contract* (Ref: G.S. 159-34(a) or G.S. 115C-447(a))	
DPCU Chairperson (typed or printed)*	Signature*
Date*	Email Address*

Chair of Audit Committee (typed or printed, or "NA")	Signature
N/A	
Date	Email Address

DPCU – PRE-AUDIT CERTIFICATE

Required by G.S. 159-28(a1) or G.S. 115C-441(a1).
Not applicable to hospital contracts.

This instrument has been pre-audited in the manner required by The Local Government Budget and Fiscal Control Act or by the School Budget and Fiscal Control Act.

DPCU Finance Officer (typed or printed)*	Signature*
N/A	
Date of Pre-Audit Certificate*	Email Address*

Remember to print this form, and obtain all required signatures prior to submission.

PRINT



Report on the Firm's System of Quality Control

To the Shareholders of Martin Starnes & Associates, CPAs, P.A. and the Peer Review Committee, Coastal Peer Review, Inc.

We have reviewed the system of quality control for the accounting and auditing practice of Martin Starnes & Associates, CPAs, P.A. (the firm) in effect for the year ended December 31, 2020. Our peer review was conducted in accordance with the Standards for Performing and Reporting on Peer Reviews established by the Peer Review Board of the American Institute of Certified Public Accountants (Standards).

A summary of the nature, objectives, scope, limitations of, and the procedures performed in a System Review as described in the Standards may be found at www.aicpa.org/prsummary. The summary also includes an explanation of how engagements identified as not performed or reported in conformity with applicable professional standards, if any, are evaluated by a peer reviewer to determine a peer review rating.

Firm's Responsibility

The firm is responsible for designing a system of quality control and complying with it to provide the firm with reasonable assurance of performing and reporting in conformity with applicable professional standards in all material respects. The firm is also responsible for evaluating actions to promptly remediate engagements deemed as not performed or reported in conformity with professional standards, when appropriate, and for remediating weaknesses in its system of quality control, if any.

Peer Reviewer's Responsibility

Our responsibility is to express an opinion on the design of the system of quality control and the firm's compliance therewith based on our review.

Required Selections and Considerations

Engagements selected for review included engagements performed under *Government Auditing Standards*, including compliance audits under the Single Audit Act and an audit of an employee benefit plan.

As part of our peer review, we considered reviews by regulatory entities as communicated by the firm, if applicable, in determining the nature and extent of our procedures.

Opinion

In our opinion, the system of quality control for the accounting and auditing practice of Martin Starnes & Associates, CPAs, P.A. in effect for the year ended December 31, 2020, has been suitably designed and complied with to provide the firm with reasonable assurance of performing and reporting in conformity with applicable professional standards in all material respects. Firms can receive a rating of *pass*, *pass with deficiency(ies)* or *fail*. Martin Starnes & Associates, CPAs, P.A. has received a peer review rating of *pass*.

Koonce, Wooten & Haywood, LLP

Koonce, Wooten & Haywood, LLP

May 4, 2021

Raleigh

4060 Barrett Drive
Post Office Box 17806
Raleigh, North Carolina 27619

919 782 9265
919 783 8937 FAX

Durham

3500 Westgate Drive
Suite 203
Durham, North Carolina 27707

919 354 2584
919 489 8183 FAX

Pittsboro

579 West Street
Post Office Box 1399
Pittsboro, North Carolina 27312

919 542 6000
919 542 5764 FAX

Smithfield

212 East Church Street
Post Office Box 2348
Smithfield, North Carolina 27577

919 934 1121
919 934 1217 FAX



MEMORANDUM

TO: Members of the Airport Authority

FROM: Jared Merrill
Planning Manager

DATE: March 11, 2022

ITEM DESCRIPTION – New Business Item E

Approval of contract with Independence Excavating, Inc. for the South General Aviation Apron Reconstruction Project.

BACKGROUND

Per the approved Airport Capital Improvement Plan (ACIP) the Authority is planning to complete the reconstruction of a portion of the South General Aviation Apron this year. This apron is used routinely for overflow of aircraft parking when the Terminal apron is full. This project is critical since the commercial apron capacity will also be reduced with the upcoming terminal project. Per a recently completed assessment of this area, a rehabilitation of approximately 14,000 square yards of asphalt apron is necessary for safety concerns due to the deterioration of the pavement.

To fully repair this area, Authority staff has worked with Parrish & Partners of North Carolina, PLLC to design and bid this reconstruction work. This project was advertised for bids on February 4, 2022. At bid opening on March 3, 2022, only two bids were received, prompting staff to re-advertise the project for the required seven days. On March 10, 2022 bids were received from two contractors with the apparent low bid submitted by Independence Excavating, Inc. in the amount of \$6,746,800.00.

ISSUES

None.

New Business – Item E



ALTERNATIVES

The Authority Board could elect to not do this work. However, the apron will continue to deteriorate until it is no longer safe to use.

FISCAL IMPACT

The total cost of this work proposed by Independence Excavating, Inc. to complete this work is \$6,746,800.00. Presently, this project will be funded utilizing \$3,475,168.00 of FAA AIP Funding, and the remaining balance \$3,946,312.00 with Airport Funds.

RECOMMENDED ACTION

It is respectfully requested that the Airport Authority Board resolve to (1) approve a budget for the reconstruction of the South General Aviation Apron in the amount of \$7,421,480.00 (\$6,746,800.00 + \$674,680.00 10% in allowances); (2) subject to FAA review & approval, approve the contract with Independence Excavating, Inc. in the amount of \$6,746,800.00; and (3) authorize the Executive Director to execute the necessary documents.

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, 2022:

Section 1. To amend the appropriations as follows:

EXPENDITURES:

	<u>Decrease</u>	<u>Increase</u>
Capital Improvements	_____	<u>\$7,421,480.00</u>
Totals	_____	<u><u>\$7,421,480.00</u></u>

This will result in a net increase of \$7,421,480.00.00 in the appropriations. Revenues will be revised as follows:



REVENUES:

	<u>Decrease</u>	<u>Increase</u>
Federal AIP Grant Funds		\$3,475,168.00
Transfer from GARAA Cash	_____	_____ \$3,946,312.00
Totals	_____	_____ \$7,421,480.00

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 11th day of March 2022.

Matthew C. Burrell, Chair

Attested by:

Ellen Heywood, Clerk to the Board



MEMORANDUM

TO: Members of the Airport Authority
FROM: Lew Bleiweis, A.A.E., Executive Director
DATE: March 11, 2022

ITEM DESCRIPTION – Information Section Item A

January, 2022 Traffic Report – Asheville Regional Airport

SUMMARY

January, 2022 overall passenger traffic numbers were up 88.8% compared to the same period last year. Passenger traffic numbers reflect an 85.0% increase in passenger enplanements from January, 2021. Enplanements for Fiscal Year to Date total 490,769, which is a 133.0% increase over the same period last year.

AIRLINE PERFORMANCE

Allegiant Airlines: Year over Year passenger enplanements for Allegiant in January 2022 were up by 81.4%. There were 43 flight cancellations for the month.

American Airlines: American's January 2022 passenger enplanements represent a 61.1% increase over the same period last year. There were 17 flight cancellations for the month.

Delta Airlines: Enplanements for Delta in January 2022 increased by 115.1%. There were 8 flight cancellations for the month.

United Airlines: In January 2021, United Airlines saw an increase in enplanements by 80.9% over the same period last year. There were 10 flight cancellations for the month.

Monthly Traffic Report

Asheville Regional Airport

January 2022



Category	Jan 2022	Jan 2021	Percentage Change	*CYTD-2022	*CYTD-2021	Percentage Change	*MOV12-2022	*MOV12-2021	Percentage Change
Passenger Traffic									
Enplaned	41,920	22,658	85.0%	41,920	22,658	85.0%	735,277	319,049	130.5%
Deplaned	<u>40,452</u>	<u>20,972</u>	92.9%	<u>40,452</u>	<u>20,972</u>	92.9%	<u>731,731</u>	<u>316,893</u>	130.9%
Total	82,372	43,630	88.8%	82,372	43,630	88.8%	1,467,008	635,942	130.7%
Aircraft Operations									
Airlines	948	840	12.9%	948	840	12.9%	14,211	9,200	54.5%
Commuter/ Air Taxi	<u>469</u>	<u>428</u>	9.6%	469	428	9.6%	12,629	7,134	77.0%
Subtotal	<u>1,417</u>	<u>1,268</u>	11.8%	<u>1,417</u>	<u>1,268</u>	11.8%	<u>26,840</u>	<u>16,334</u>	64.3%
General Aviation	2,986	2,477	20.5%	2,986	2,477	20.5%	45,154	38,168	18.3%
Military	<u>461</u>	<u>234</u>	97.0%	<u>461</u>	<u>234</u>	97.0%	<u>4,629</u>	<u>2,414</u>	91.8%
Subtotal	<u>3,447</u>	<u>2,711</u>	27.1%	<u>3,447</u>	<u>2,711</u>	27.1%	<u>49,783</u>	<u>40,582</u>	22.7%
Total	4,864	3,979	22.2%	4,864	3,979	22.2%	76,623	56,916	34.6%
Fuel Gallons									
100LL	7,635	8,095	-5.7%	7,635	8,095	-5.7%	183,050	143,272	27.8%
Jet A (GA)	97,134	44,680	117.4%	97,134	44,680	117.4%	1,905,456	1,201,849	58.5%
Subtotal	<u>104,769</u>	<u>52,775</u>	98.5%	<u>104,769</u>	<u>52,775</u>	98.5%	<u>2,088,506</u>	<u>1,345,121</u>	55.3%
Jet A (A/L)	<u>425,258</u>	<u>478,668</u>	-11.2%	<u>425,258</u>	<u>478,668</u>	-11.2%	<u>7,865,521</u>	<u>4,061,004</u>	93.7%
Total	530,027	531,443	-0.3%	530,027	531,443	-0.3%	9,954,027	5,406,125	84.1%

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

Monday, February 21, 2022

Airline Enplanements, Seats, and Load Factors

Asheville Regional Airport

January 2022



	Jan 2022	Jan 2021	Percentage Change	*CYTD-2022	*CYTD-2021	Percentage Change
Allegiant Air						
Enplanements	19,651	10,835	81.4%	19,651	10,835	81.4%
Seats	30,942	17,595	75.9%	30,942	17,595	75.9%
Load Factor	63.5%	61.6%	3.1%	63.5%	61.6%	3.1%
American Airlines						
Enplanements	10,048	6,239	61.1%	10,048	6,239	61.1%
Seats	14,742	14,164	4.1%	14,742	14,164	4.1%
Load Factor	68.2%	44.0%	54.7%	68.2%	44.0%	54.7%
Delta Air Lines						
Enplanements	9,109	4,234	115.1%	9,109	4,234	115.1%
Seats	13,850	10,014	38.3%	13,850	10,014	38.3%
Load Factor	65.8%	42.3%	55.6%	65.8%	42.3%	55.6%
Sun Country						
Enplanements	670	0	#Div/0!	670	0	#Div/0!
Seats	1,302	0	#Div/0!	1,302	0	#Div/0!
Load Factor	51.5%	#Num!	#Type!	51.5%	#Num!	#Type!
United Airlines						
Enplanements	2,442	1,350	80.9%	2,442	1,350	80.9%
Seats	3,700	3,850	-3.9%	3,700	3,850	-3.9%
Load Factor	66.0%	35.1%	88.2%	66.0%	35.1%	88.2%
Totals						
Enplanements	41,920	22,658	85.0%	41,920	22,658	85.0%
Seats	64,536	45,623	41.5%	64,536	45,623	41.5%
Load Factor	65.0%	49.7%	30.8%	65.0%	49.7%	30.8%

Monday, February 21, 2022

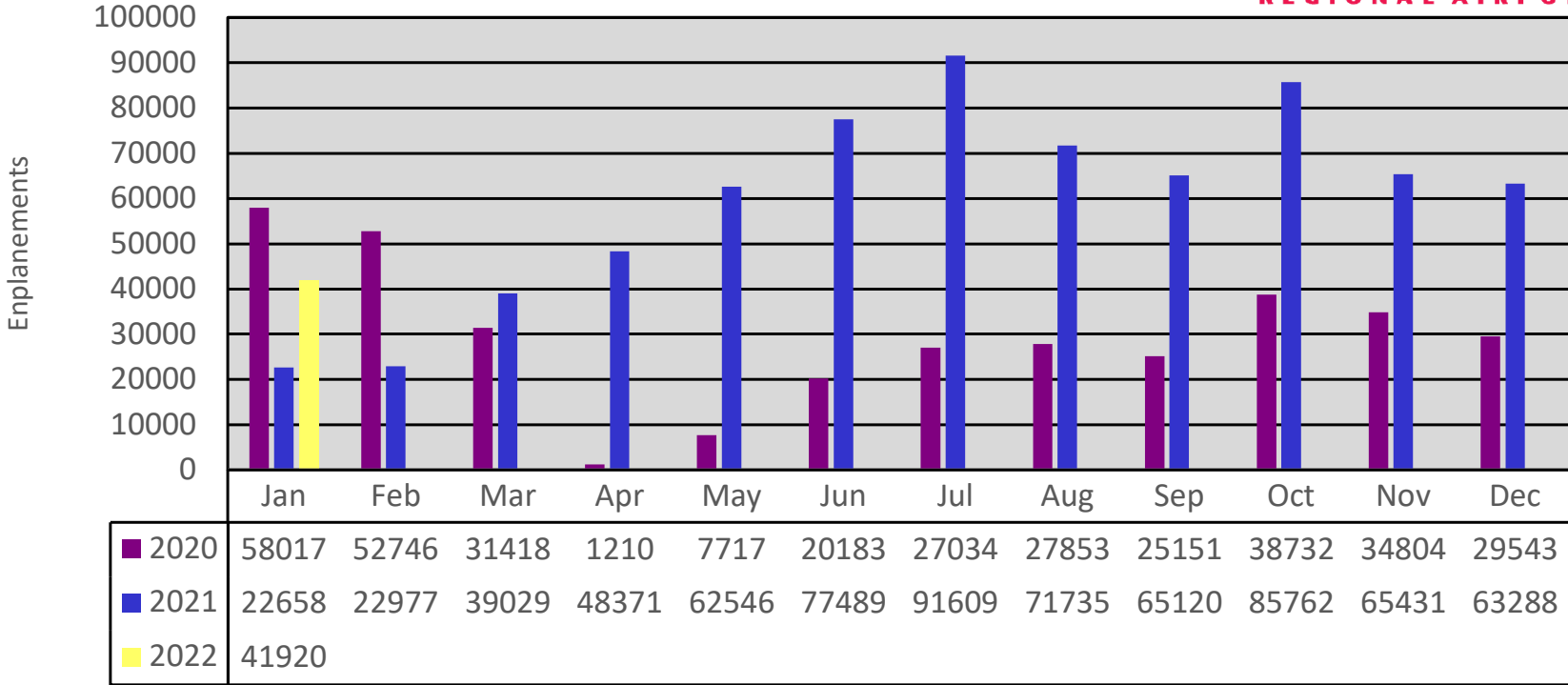
*CTYD = Calendar Year to Date and *Mov12 = Moving Twelve Months.

Airline Flight Completions Asheville Regional Airport January 2022

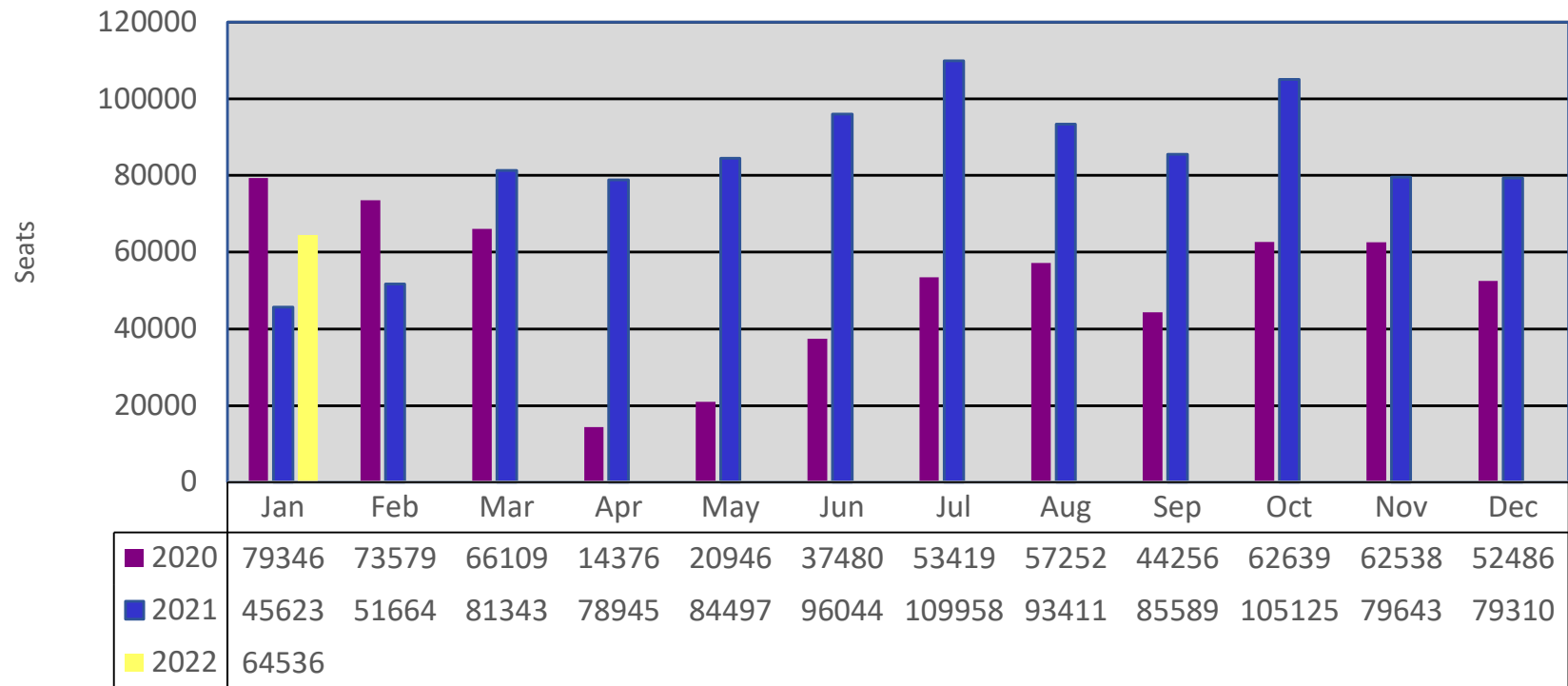


Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed Flights
			Mechanical	Weather	Other		
Allegiant Air	221	0	0	0	43	43	80.5%
American Airlines	221	0	0	17	0	17	92.3%
Delta Air Lines	137	0	0	8	0	8	94.2%
Sun Country	7	0	0	0	0	0	100.0%
United Airlines	86	0	7	3	0	10	88.4%
Total	672	0	7	28	43	78	88.4%

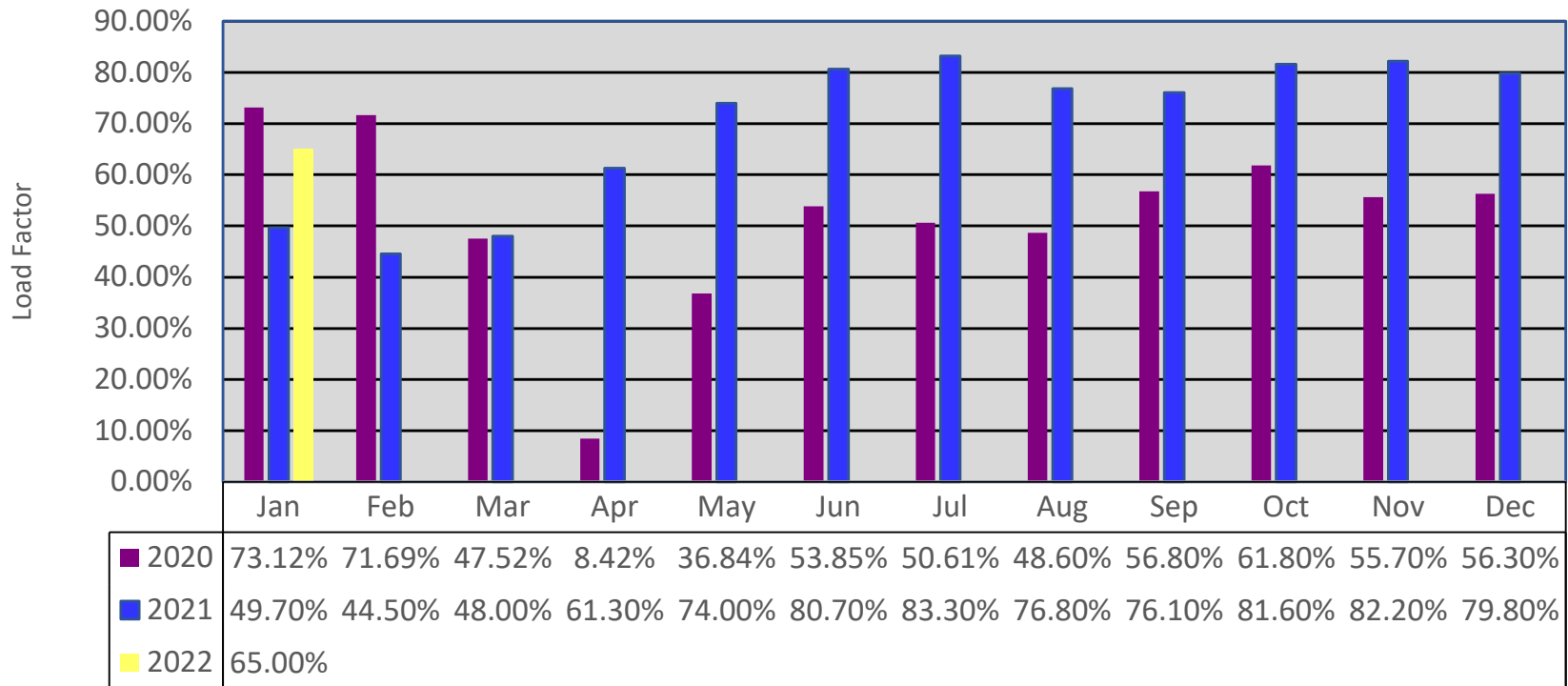
Monthly Enplanements By Year Asheville Regional Airport



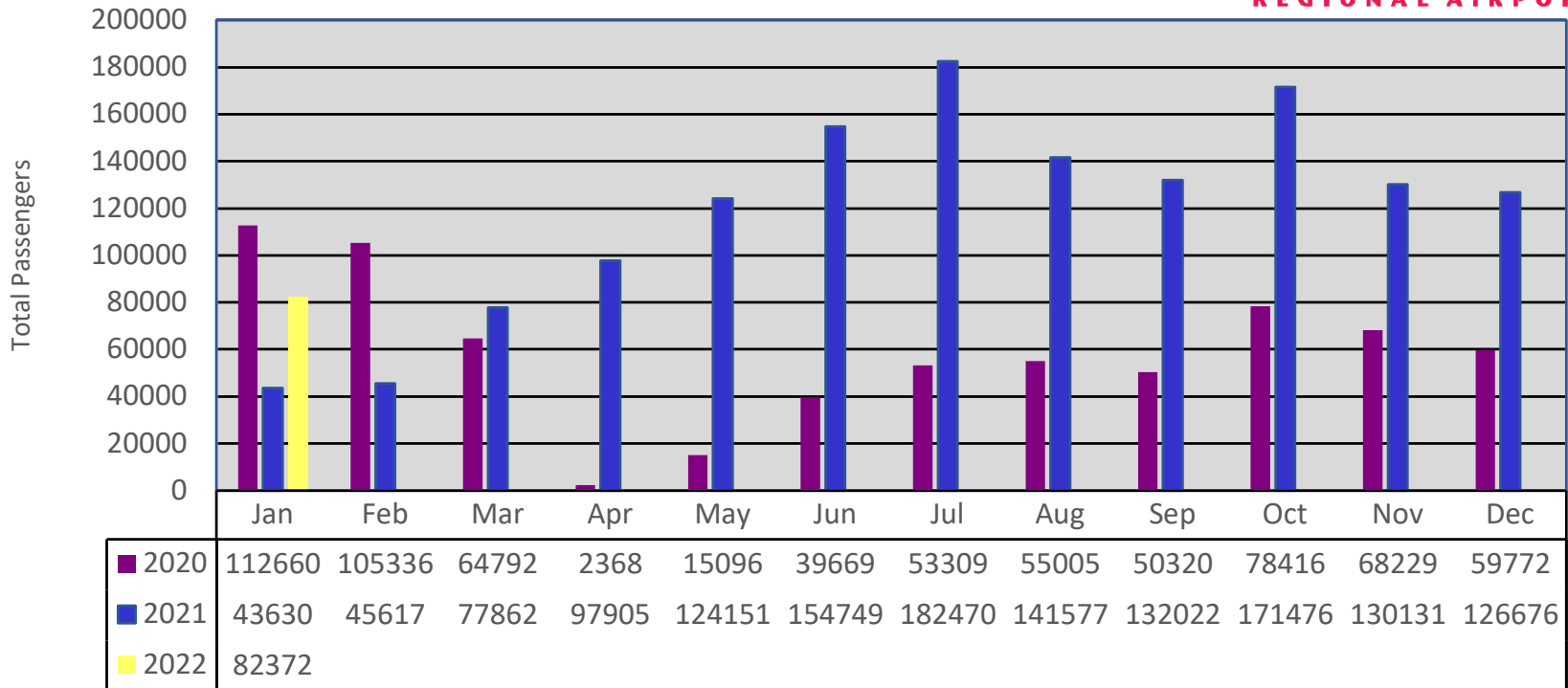
Monthly Seats By Year Asheville Regional Airport



Monthly Load Factors By Year Asheville Regional Airport

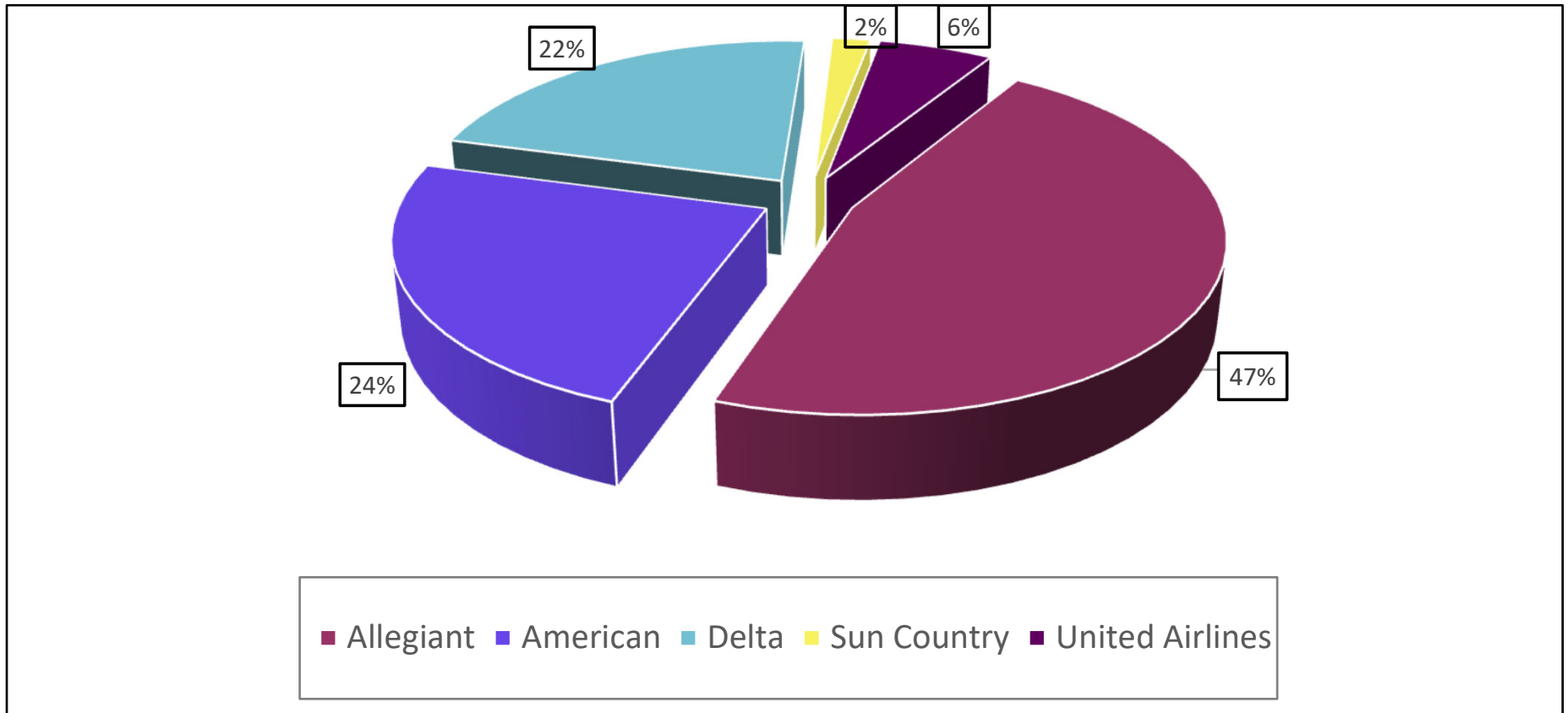


Total Monthly Passengers By Year Asheville Regional Airport



Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From January 2022 Through January 2022



AVL - Three month schedule Summary Report
 April 2022 to June 2022 vs. April 2021 to June 2021 vs. April 2020 to June 2020
 28-Feb-22

Mkt	AI	Travel Period		Apr 2022		Apr 2021		Apr 2020		Diff YoY		Percent Diff YoY		Diff 2YoY		Percent Diff 2YoY	
		Orig	Dest	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
AA	AVL-BOS	AVL	BOS	0	0	0	0	0	0	0	0	-	-	0	0	-	-
AA	BOS-AVL	BOS	AVL	0	0	0	0	0	0	0	0	-	-	0	0	-	-
AA	AVL-CLT	AVL	CLT	42	2,674	40	2,930	42	2,733	2	(256)	5.0%	(8.7%)	0	(59)	0.0%	(2.2%)
AA	CLT-AVL	CLT	AVL	42	2,674	40	2,930	42	2,733	2	(256)	5.0%	(8.7%)	0	(59)	0.0%	(2.2%)
AA	AVL-DCA	AVL	DCA	0	0	0	0	0	0	0	0	-	-	0	0	-	-
AA	DCA-AVL	DCA	AVL	0	0	0	0	0	0	0	0	-	-	0	0	-	-
AA	AVL-DFW	AVL	DFW	14	910	14	1,064	7	532	0	(154)	0.0%	(14.5%)	7	378	100.0%	71.1%
AA	DFW-AVL	DFW	AVL	14	910	14	1,064	6	456	0	(154)	0.0%	(14.5%)	8	454	133.3%	99.6%
AA	AVL-LGA	AVL	LGA	0	0	0	0	0	0	0	0	-	-	0	0	-	-
AA	LGA-AVL	LGA	AVL	0	0	0	0	0	0	0	0	-	-	0	0	-	-
AA	AVL-ORD	AVL	ORD	0	0	0	0	0	0	0	0	-	-	0	0	-	-
AA	ORD-AVL	ORD	AVL	0	0	0	0	0	0	0	0	-	-	0	0	-	-
AA	AVL-PHL	AVL	PHL	0	0	7	350	7	455	(7)	(350)	(100.0%)	(100.0%)	(7)	(455)	(100.0%)	(100.0%)
AA	PHL-AVL	PHL	AVL	0	0	7	350	7	455	(7)	(350)	(100.0%)	(100.0%)	(7)	(455)	(100.0%)	(100.0%)
DL	ATL-AVL	ATL	AVL	36	3,720	41	2,960	15	1,446	(5)	760	(12.2%)	25.7%	21	2,274	140.0%	157.3%
DL	AVL-ATL	AVL	ATL	36	3,720	41	2,960	15	1,446	(5)	760	(12.2%)	25.7%	21	2,274	140.0%	157.3%
DL	AVL-LGA	AVL	LGA	13	988	0	0	0	0	13	988	-	-	13	988	-	-
DL	LGA-AVL	LGA	AVL	13	988	0	0	0	0	13	988	-	-	13	988	-	-
DL	AVL-MSP	AVL	MSP	1	132	0	0	0	0	1	132	-	-	1	132	-	-
DL	MSP-AVL	MSP	AVL	1	132	0	0	0	0	1	132	-	-	1	132	-	-
G4	AUS-AVL	AUS	AVL	2	312	2	354	0	0	0	(42)	0.0%	(11.9%)	2	312	-	-
G4	AVL-AUS	AVL	AUS	2	312	2	354	0	0	0	(42)	0.0%	(11.9%)	2	312	-	-
G4	AVL-BOS	AVL	BOS	2	354	2	354	0	0	0	0	0.0%	0.0%	2	354	-	-
G4	BOS-AVL	BOS	AVL	2	354	2	354	0	0	0	0	0.0%	0.0%	2	354	-	-
G4	AVL-BWI	AVL	BWI	2	354	2	354	2	312	0	0	0.0%	0.0%	0	42	0.0%	13.5%
G4	BWI-AVL	BWI	AVL	2	354	2	354	2	312	0	0	0.0%	0.0%	0	42	0.0%	13.5%
G4	AVL-DEN	AVL	DEN	2	354	1	177	0	0	1	177	100.0%	100.0%	2	354	-	-
G4	DEN-AVL	DEN	AVL	2	354	1	177	0	0	1	177	100.0%	100.0%	2	354	-	-
G4	AVL-EWR	AVL	EWR	4	666	3	531	3	531	1	135	33.3%	25.4%	1	135	33.3%	25.4%
G4	EWR-AVL	EWR	AVL	4	666	3	531	3	531	1	135	33.3%	25.4%	1	135	33.3%	25.4%
G4	AVL-EYW	AVL	EYW	2	312	0	0	0	0	2	312	-	-	2	312	-	-
G4	EYW-AVL	EYW	AVL	2	312	0	0	0	0	2	312	-	-	2	312	-	-
G4	AVL-FLL	AVL	FLL	13	2,217	13	2,301	10	1,770	0	(84)	0.0%	(3.7%)	3	447	30.0%	25.3%
G4	FLL-AVL	FLL	AVL	13	2,217	13	2,301	10	1,770	0	(84)	0.0%	(3.7%)	3	447	30.0%	25.3%
G4	AVL-HOU	AVL	HOU	2	354	2	354	0	0	0	0	0.0%	0.0%	2	354	-	-
G4	HOU-AVL	HOU	AVL	2	354	2	354	0	0	0	0	0.0%	0.0%	2	354	-	-
G4	AVL-LAS	AVL	LAS	2	372	2	354	0	0	0	18	0.0%	5.1%	2	372	-	-
G4	LAS-AVL	LAS	AVL	2	372	2	354	0	0	0	18	0.0%	5.1%	2	372	-	-
G4	AVL-MDW	AVL	MDW	2	312	1	177	0	0	1	135	100.0%	76.3%	2	312	-	-
G4	MDW-AVL	MDW	AVL	2	312	1	177	0	0	1	135	100.0%	76.3%	2	312	-	-
G4	AVL-MSP	AVL	MSP	2	354	0	0	0	0	2	354	-	-	2	354	-	-
G4	MSP-AVL	MSP	AVL	2	354	0	0	0	0	2	354	-	-	2	354	-	-
G4	AVL-PBI	AVL	PBI	2	354	2	354	2	354	0	0	0.0%	0.0%	0	0	0.0%	0.0%
G4	PBI-AVL	PBI	AVL	2	354	2	354	2	354	0	0	0.0%	0.0%	0	0	0.0%	0.0%
G4	AVL-PGD	AVL	PGD	5	843	2	354	2	333	3	489	150.0%	138.1%	3	510	150.0%	153.2%
G4	PGD-AVL	PGD	AVL	5	843	2	354	2	333	3	489	150.0%	138.1%	3	510	150.0%	153.2%
G4	AVL-PIE	AVL	PIE	9	1,617	8	1,470	6	1,062	1	147	12.5%	10.0%	3	555	50.0%	52.3%
G4	PIE-AVL	PIE	AVL	9	1,617	8	1,470	6	1,062	1	147	12.5%	10.0%	3	555	50.0%	52.3%
G4	AVL-SFB	AVL	SFB	8	1,425	10	1,770	11	1,884	(2)	(345)	(20.0%)	(19.5%)	(3)	(459)	(27.3%)	(24.4%)
G4	SFB-AVL	SFB	AVL	8	1,425	10	1,770	11	1,884	(2)	(345)	(20.0%)	(19.5%)	(3)	(459)	(27.3%)	(24.4%)
G4	AVL-SRQ	AVL	SRQ	1	156	2	354	2	354	(1)	(198)	(50.0%)	(55.9%)	(1)	(198)	(50.0%)	(55.9%)
G4	SRQ-AVL	SRQ	AVL	1	156	2	354	2	354	(1)	(198)	(50.0%)	(55.9%)	(1)	(198)	(50.0%)	(55.9%)
G4	AVL-VPS	AVL	VPS	2	312	0	0	0	0	2	312	-	-	2	312	-	-
G4	VPS-AVL	VPS	AVL	2	312	0	0	0	0	2	312	-	-	2	312	-	-
NK	AVL-MCO	AVL	MCO	0	0	0	0	0	0	0	0	-	-	0	0	-	-
NK	MCO-AVL	MCO	AVL	0	0	0	0	0	0	0	0	-	-	0	0	-	-
SY	AVL-MSP	AVL	MSP	2	372	0	0	0	0	2	372	-	-	2	372	-	-
SY	MSP-AVL	MSP	AVL	2	372	0	0	0	0	2	372	-	-	2	372	-	-
UA	AVL-EWR	AVL	EWR	7	350	0	0	0	0	7	350	-	-	7	350	-	-
UA	EWR-AVL	EWR	AVL	7	350	0	0	0	0	7	350	-	-	7	350	-	-
UA	AVL-IAD	AVL	IAD	0	0	12	600	7	350	(12)	(600)	(100.0%)	(100.0%)	(7)	(350)	(100.0%)	(100.0%)
UA	IAD-AVL	IAD	AVL	0	0	12	600	7	350	(12)	(600)	(100.0%)	(100.0%)	(7)	(350)	(100.0%)	(100.0%)
UA	AVL-ORD	AVL	ORD	14	700	11	550	0	0	3	150	27.3%	27.3%	14	700	-	-
UA	ORD-AVL	ORD	AVL	14	700	11	550	0	0	3	150	27.3%	27.3%	14	700	-	-
Total				382	41,028	354	35,424	231	24,156	28	5,604	7.9%	15.8%	151	16,872	65.4%	69.8%

Mkt AI	Travel Period		May 2022		May 2021		May 2020		Diff YoY		Percent Diff YoY		Diff 2YoY		Percent Diff 2YoY	
	Orig	Dest	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
AA	AVL-BOS	AVL BOS	0	0	0	0	0	0	0	0	-	-	0	0	-	-
AA	BOS-AVL	BOS AVL	0	0	0	0	0	0	0	0	-	-	0	0	-	-
AA	AVL-CLT	AVL CLT	50	3,438	47	3,286	21	1,596	3	152	6.4%	4.6%	29	1,842	138%	115%
AA	CLT-AVL	CLT AVL	50	3,438	47	3,286	21	1,596	3	152	6.4%	4.6%	29	1,842	138%	115%
AA	AVL-DCA	AVL DCA	7	532	1	65	0	0	6	467	600.0%	718.5%	7	532	-	-
AA	DCA-AVL	DCA AVL	7	532	1	65	0	0	6	467	600.0%	718.5%	7	532	-	-
AA	AVL-DFW	AVL DFW	14	987	14	1,064	7	532	0	(77)	0.0%	(7.2%)	7	455	100%	86%
AA	DFW-AVL	DFW AVL	14	987	14	1,064	7	532	0	(77)	0.0%	(7.2%)	7	455	100%	86%
AA	AVL-LGA	AVL LGA	0	0	1	65	0	0	(1)	(65)	(100.0%)	(100.0%)	0	0	-	-
AA	LGA-AVL	LGA AVL	0	0	1	65	0	0	(1)	(65)	(100.0%)	(100.0%)	0	0	-	-
AA	AVL-ORD	AVL ORD	0	0	0	0	0	0	0	0	-	-	0	0	-	-
AA	ORD-AVL	ORD AVL	0	0	0	0	0	0	0	0	-	-	0	0	-	-
AA	AVL-PHL	AVL PHL	0	0	6	300	0	0	(6)	(300)	(100.0%)	(100.0%)	0	0	-	-
AA	PHL-AVL	PHL AVL	0	0	6	300	0	0	(6)	(300)	(100.0%)	(100.0%)	0	0	-	-
DL	ATL-AVL	ATL AVL	35	3,850	48	3,310	7	532	(13)	540	(27.1%)	16.3%	28	3,318	400%	624%
DL	AVL-ATL	AVL ATL	35	3,850	48	3,310	7	532	(13)	540	(27.1%)	16.3%	28	3,318	400%	624%
DL	AVL-LGA	AVL LGA	13	910	7	490	0	0	6	420	85.7%	85.7%	13	910	-	-
DL	LGA-AVL	LGA AVL	13	910	7	490	0	0	6	420	85.7%	85.7%	13	910	-	-
DL	AVL-MSP	AVL MSP	1	132	0	0	0	0	1	132	-	-	1	132	-	-
DL	MSP-AVL	MSP AVL	1	132	0	0	0	0	1	132	-	-	1	132	-	-
G4	AUS-AVL	AUS AVL	2	312	2	354	0	0	0	(42)	0.0%	(11.9%)	2	312	-	-
G4	AVL-AUS	AVL AUS	2	312	2	354	0	0	0	(42)	0.0%	(11.9%)	2	312	-	-
G4	AVL-BOS	AVL BOS	2	333	2	354	0	0	0	(21)	0.0%	(5.9%)	2	333	-	-
G4	BOS-AVL	BOS AVL	2	333	2	354	0	0	0	(21)	0.0%	(5.9%)	2	333	-	-
G4	AVL-BWI	AVL BWI	2	354	2	354	2	372	0	0	0.0%	0.0%	0	(18)	0.0%	(4.8%)
G4	BWI-AVL	BWI AVL	2	354	2	354	2	372	0	0	0.0%	0.0%	0	(18)	0.0%	(4.8%)
G4	AVL-DEN	AVL DEN	2	354	2	354	0	0	0	0	0.0%	0.0%	2	354	-	-
G4	DEN-AVL	DEN AVL	2	354	2	354	0	0	0	0	0.0%	0.0%	2	354	-	-
G4	AVL-EWR	AVL EWR	4	708	2	354	2	354	2	354	100.0%	100.0%	2	354	100.0%	100.0%
G4	EWR-AVL	EWR AVL	4	708	2	354	2	354	2	354	100.0%	100.0%	2	354	100.0%	100.0%
G4	AVL-EYW	AVL EYW	2	312	0	0	0	0	2	312	-	-	2	312	-	-
G4	EYW-AVL	EYW AVL	2	312	0	0	0	0	2	312	-	-	2	312	-	-
G4	AVL-FLL	AVL FLL	12	2,019	12	2,124	5	885	0	(105)	0.0%	(4.9%)	7	1,134	140.0%	128.1%
G4	FLL-AVL	FLL AVL	12	2,019	12	2,124	5	885	0	(105)	0.0%	(4.9%)	7	1,134	140.0%	128.1%
G4	AVL-HOU	AVL HOU	2	354	2	354	0	0	0	0	0.0%	0.0%	2	354	-	-
G4	HOU-AVL	HOU AVL	2	354	2	354	0	0	0	0	0.0%	0.0%	2	354	-	-
G4	AVL-LAS	AVL LAS	2	372	2	354	0	0	0	18	0.0%	5.1%	2	372	-	-
G4	LAS-AVL	LAS AVL	2	372	2	354	0	0	0	18	0.0%	5.1%	2	372	-	-
G4	AVL-MDW	AVL MDW	2	333	2	354	0	0	0	(21)	0.0%	(5.9%)	2	333	-	-
G4	MDW-AVL	MDW AVL	2	333	2	354	0	0	0	(21)	0.0%	(5.9%)	2	333	-	-
G4	AVL-MSP	AVL MSP	2	333	0	0	0	0	2	333	-	-	2	333	-	-
G4	MSP-AVL	MSP AVL	2	333	0	0	0	0	2	333	-	-	2	333	-	-
G4	AVL-PBI	AVL PBI	2	354	2	354	2	354	0	0	0.0%	0.0%	0	0	0.0%	0.0%
G4	PBI-AVL	PBI AVL	2	354	2	354	2	354	0	0	0.0%	0.0%	0	0	0.0%	0.0%
G4	AVL-PGD	AVL PGD	4	696	2	354	2	333	2	342	100.0%	96.6%	2	363	100.0%	109.0%
G4	PGD-AVL	PGD AVL	4	696	2	354	2	333	2	342	100.0%	96.6%	2	363	100.0%	109.0%
G4	AVL-PIE	AVL PIE	7	1,266	6	1,116	4	726	1	150	16.7%	13.4%	3	540	75.0%	74.4%
G4	PIE-AVL	PIE AVL	7	1,266	6	1,116	4	726	1	150	16.7%	13.4%	3	540	75.0%	74.4%
G4	AVL-SFB	AVL SFB	7	1,248	8	1,374	4	687	(1)	(126)	(12.5%)	(9.2%)	3	561	75.0%	81.7%
G4	SFB-AVL	SFB AVL	7	1,248	8	1,374	4	687	(1)	(126)	(12.5%)	(9.2%)	3	561	75.0%	81.7%
G4	AVL-SRQ	AVL SRQ	2	333	2	354	2	354	0	(21)	0.0%	(5.9%)	0	(21)	0.0%	(5.9%)
G4	SRQ-AVL	SRQ AVL	2	333	2	354	2	354	0	(21)	0.0%	(5.9%)	0	(21)	0.0%	(5.9%)
G4	AVL-VPS	AVL VPS	2	312	0	0	0	0	2	312	-	-	2	312	-	-
G4	VPS-AVL	VPS AVL	2	312	0	0	0	0	2	312	-	-	2	312	-	-
NK	AVL-GSO	AVL GSO	0	0	0	0	3	435	0	0	-	-	(3)	(435)	(100.0%)	(100.0%)
NK	AVL-MCO	AVL MCO	0	0	0	0	0	0	0	0	-	-	0	0	-	-
NK	MCO-AVL	MCO AVL	0	0	0	0	3	435	0	0	-	-	(3)	(435)	(100.0%)	(100.0%)
SY	AVL-MSP	AVL MSP	2	372	0	0	0	0	2	372	-	-	2	372	-	-
SY	MSP-AVL	MSP AVL	2	372	0	0	0	0	2	372	-	-	2	372	-	-
UA	AVL-EWR	AVL EWR	7	350	0	0	0	0	7	350	-	-	7	350	-	-
UA	EWR-AVL	EWR AVL	7	350	0	0	0	0	7	350	-	-	7	350	-	-
UA	AVL-IAD	AVL IAD	0	0	12	600	7	350	(12)	(600)	(100.0%)	(100.0%)	(7)	(350)	(100.0%)	(100.0%)
UA	IAD-AVL	IAD AVL	0	0	12	600	7	350	(12)	(600)	(100.0%)	(100.0%)	(7)	(350)	(100.0%)	(100.0%)
UA	AVL-ORD	AVL ORD	14	700	13	650	0	0	1	50	7.7%	7.7%	14	700	-	-
UA	ORD-AVL	ORD AVL	14	700	13	650	0	0	1	50	7.7%	7.7%	14	700	-	-
Total			402	42,528	394	36,676	136	15,020	8	5,852	2.0%	16.0%	266	27,508	195.6%	183.1%

Mkt AI	Travel Period		Jun 2022		Jun 2021		Jun 2020		Diff YoY		Percent Diff YoY		Diff 2YoY		Percent Diff 2YoY	
	Orig	Dest	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
AA	AVL-BOS	AVL BOS	1	76	1	76	0	0	0	0	0.0%	0.0%	1	76	-	-
AA	BOS-AVL	BOS AVL	1	76	1	76	0	0	0	0	0.0%	0.0%	1	76	-	-
AA	AVL-CLT	AVL CLT	56	3,815	48	3,040	21	1,596	8	775	16.7%	25.5%	35	2,219	166.7%	139.0%
AA	CLT-AVL	CLT AVL	56	3,815	48	3,040	21	1,596	8	775	16.7%	25.5%	35	2,219	166.7%	139.0%
AA	AVL-DCA	AVL DCA	7	532	7	532	0	0	0	0	0.0%	0.0%	7	532	-	-
AA	DCA-AVL	DCA AVL	7	532	7	532	0	0	0	0	0.0%	0.0%	7	532	-	-
AA	AVL-DFW	AVL DFW	14	1,064	21	1,596	7	532	(7)	(532)	(33.3%)	(33.3%)	7	532	100.0%	100.0%
AA	DFW-AVL	DFW AVL	14	1,064	21	1,596	7	532	(7)	(532)	(33.3%)	(33.3%)	7	532	100.0%	100.0%
AA	AVL-LGA	AVL LGA	1	76	1	65	0	0	0	11	0.0%	16.9%	1	76	-	-
AA	LGA-AVL	LGA AVL	1	76	1	65	0	0	0	11	0.0%	16.9%	1	76	-	-
AA	AVL-MIA	AVL MIA	1	76	0	0	0	0	1	76	-	-	1	76	-	-
AA	MIA-AVL	MIA AVL	1	76	0	0	0	0	1	76	-	-	1	76	-	-
AA	AVL-ORD	AVL ORD	7	455	7	455	0	0	0	0	0.0%	0.0%	7	455	-	-
AA	ORD-AVL	ORD AVL	7	455	7	455	0	0	0	0	0.0%	0.0%	7	455	-	-
AA	AVL-PHL	AVL PHL	7	455	13	691	5	380	(6)	(236)	(46.2%)	(34.2%)	2	75	40.0%	19.7%
AA	PHL-AVL	PHL AVL	7	455	13	691	5	380	(6)	(236)	(46.2%)	(34.2%)	2	75	40.0%	19.7%
B6	AVL-BOS	AVL BOS	4	400	0	0	0	0	4	400	-	-	4	400	-	-
B6	BOS-AVL	BOS AVL	4	400	0	0	0	0	4	400	-	-	4	400	-	-
DL	ATL-AVL	AVL AVL	35	3,850	43	3,178	7	532	(8)	672	(18.6%)	21.1%	28	3,318	400.0%	623.7%
DL	AVL-ATL	AVL ATL	35	3,850	43	3,178	7	532	(8)	672	(18.6%)	21.1%	28	3,318	400.0%	623.7%
DL	AVL-LGA	AVL LGA	14	980	7	532	0	0	7	448	100.0%	84.2%	14	980	-	-
DL	LGA-AVL	AVL LGA	14	980	7	532	0	0	7	448	100.0%	84.2%	14	980	-	-
DL	AVL-MSP	AVL MSP	1	132	0	0	0	0	1	132	-	-	1	132	-	-
DL	MSP-AVL	MSP AVL	1	132	0	0	0	0	1	132	-	-	1	132	-	-
G4	AUS-AVL	AVL AUS	2	354	2	354	2	354	0	0	0.0%	0.0%	0	0	0.0%	0.0%
G4	AVL-AUS	AVL AUS	2	354	2	354	2	354	0	0	0.0%	0.0%	0	0	0.0%	0.0%
G4	AVL-BOS	AVL BOS	4	708	2	354	0	0	2	354	100.0%	100.0%	4	708	-	-
G4	BOS-AVL	BOS AVL	4	708	2	354	0	0	2	354	100.0%	100.0%	4	708	-	-
G4	AVL-BWI	AVL BWI	3	531	2	354	2	372	1	177	50.0%	50.0%	1	159	50.0%	42.7%
G4	BWI-AVL	BWI AVL	3	531	2	354	2	372	1	177	50.0%	50.0%	1	159	50.0%	42.7%
G4	AVL-DEN	AVL DEN	4	687	2	354	2	354	2	333	100.0%	94.1%	2	333	100.0%	94.1%
G4	DEN-AVL	DEN AVL	4	687	2	354	2	354	2	333	100.0%	94.1%	2	333	100.0%	94.1%
G4	AVL-EWR	AVL EWR	4	645	3	531	3	531	1	114	33.3%	21.5%	1	114	33.3%	21.5%
G4	EWR-AVL	EWR AVL	4	645	3	531	3	531	1	114	33.3%	21.5%	1	114	33.3%	21.5%
G4	AVL-EYW	AVL EYW	2	312	0	0	0	0	2	312	-	-	2	312	-	-
G4	EYW-AVL	EYW AVL	2	312	0	0	0	0	2	312	-	-	2	312	-	-
G4	AVL-FLL	AVL FLL	12	1,998	13	2,355	5	885	(1)	(357)	(7.7%)	(15.2%)	7	1,113	140.0%	125.8%
G4	FLL-AVL	AVL FLL	12	1,998	13	2,355	5	885	(1)	(357)	(7.7%)	(15.2%)	7	1,113	140.0%	125.8%
G4	AVL-HOU	AVL HOU	2	312	2	354	2	354	0	(42)	0.0%	(11.9%)	0	(42)	0.0%	(11.9%)
G4	HOU-AVL	HOU AVL	2	312	2	354	2	354	0	(42)	0.0%	(11.9%)	0	(42)	0.0%	(11.9%)
G4	AVL-LAS	AVL LAS	2	312	2	354	0	0	0	(42)	0.0%	(11.9%)	2	312	-	-
G4	LAS-AVL	AVL LAS	2	312	2	354	0	0	0	(42)	0.0%	(11.9%)	2	312	-	-
G4	AVL-MDW	AVL MDW	2	312	2	354	2	354	0	(42)	0.0%	(11.9%)	0	(42)	0.0%	(11.9%)
G4	MDW-AVL	AVL MDW	2	312	2	354	2	354	0	(42)	0.0%	(11.9%)	0	(42)	0.0%	(11.9%)
G4	AVL-MSP	AVL MSP	2	354	0	0	0	0	2	354	-	-	2	354	-	-
G4	MSP-AVL	MSP AVL	2	354	0	0	0	0	2	354	-	-	2	354	-	-
G4	AVL-PBI	AVL PBI	3	510	2	354	2	354	1	156	50.0%	44.1%	1	156	50.0%	44.1%
G4	PBI-AVL	PBI AVL	3	510	2	354	2	354	1	156	50.0%	44.1%	1	156	50.0%	44.1%
G4	AVL-PGD	AVL PGD	7	1,134	4	726	3	531	3	408	75.0%	56.2%	4	603	133.3%	113.6%
G4	PGD-AVL	AVL PGD	7	1,134	4	726	3	531	3	408	75.0%	56.2%	4	603	133.3%	113.6%
G4	AVL-PIE	AVL PIE	12	2,019	11	1,965	5	903	1	54	9.1%	2.7%	7	1,116	140.0%	123.6%
G4	PIE-AVL	AVL PIE	12	2,019	11	1,965	5	903	1	54	9.1%	2.7%	7	1,116	140.0%	123.6%
G4	AVL-SFB	AVL SFB	12	2,019	14	2,523	6	957	(2)	(504)	(14.3%)	(20.0%)	6	1,062	100.0%	111.0%
G4	SFB-AVL	AVL SFB	12	2,019	14	2,523	6	957	(2)	(504)	(14.3%)	(20.0%)	6	1,062	100.0%	111.0%
G4	AVL-SRQ	AVL SRQ	2	354	2	354	2	354	0	0	0.0%	0.0%	0	0	0.0%	0.0%
G4	SRQ-AVL	AVL SRQ	2	354	2	354	2	354	0	0	0.0%	0.0%	0	0	0.0%	0.0%
G4	AVL-VPS	AVL VPS	1	156	2	354	0	0	(1)	(198)	(50.0%)	(55.9%)	1	156	-	-
G4	VPS-AVL	AVL VPS	1	156	2	354	0	0	(1)	(198)	(50.0%)	(55.9%)	1	156	-	-
NK	AVL-MCO	AVL MCO	0	0	0	0	0	0	0	0	-	-	0	0	-	-
NK	MCO-AVL	AVL MCO	0	0	0	0	0	0	0	0	-	-	0	0	-	-
SY	AVL-MSP	AVL MSP	2	372	0	0	0	0	2	372	-	-	2	372	-	-
SY	MSP-AVL	AVL MSP	2	372	0	0	0	0	2	372	-	-	2	372	-	-
UA	AVL-EWR	AVL EWR	14	980	0	0	0	0	14	980	-	-	14	980	-	-
UA	EWR-AVL	AVL EWR	14	980	0	0	0	0	14	980	-	-	14	980	-	-
UA	AVL-IAD	AVL IAD	0	0	14	700	7	350	(14)	(700)	(100.0%)	(100.0%)	(7)	(350)	(100.0%)	(100.0%)
UA	IAD-AVL	AVL IAD	0	0	14	700	7	350	(14)	(700)	(100.0%)	(100.0%)	(7)	(350)	(100.0%)	(100.0%)
UA	AVL-ORD	AVL ORD	21	1,050	21	1,050	5	250	0	0	0.0%	0.0%	16	800	320.0%	320.0%
UA	ORD-AVL	AVL ORD	21	1,050	21	1,050	5	250	0	0	0.0%	0.0%	16	800	320.0%	320.0%
Total			522	54,060	496	47,110	176	19,886	26	6,950	5.2%	14.8%	346	34,174	196.6%	171.8%



MEMORANDUM

TO: Members of the Airport Authority
FROM: Janet Burnette, Director of Finance & Accounting
DATE: March 11, 2022

ITEM DESCRIPTION – Information Section Item B

Greater Asheville Regional Airport – Explanation of Extraordinary Variances
Month of January 2022

SUMMARY

Operating Revenues for the month of January were \$1,275,749, 1.9% under budget. Operating Expenses for the month were \$793,428, 23.7% under budget. As a result, Net Operating Revenues before Depreciation were \$482,321. Net Non-Operating Revenues were \$317,075, 4.0% over budget.

Year-to-date Operating Revenues were \$11,418,420, 25.4% over budget. Year-to-date Operating Expenses were \$5,171,314, 29.0% under budget. Year-to-date Net Operating Revenues before Depreciation were \$6,247,106. Net Non-Operating Revenues for the year were \$13,303,918, 523.1% over budget.

REVENUES

Significant variations to budget for January were:

Term rentals – airlines	(\$24,873)	(13.60%)	Enplanements under budget
Ground Transportation	\$45,519	165.52%	Commuter/Tenant invoicing
Rental car-car rentals	(\$40,345)	(17.29%)	Enplanements under budget
Landing fees	(\$23,862)	(19.09%)	Landings under budget
Other leases and fees	\$9,811	47.90%	Insurance reimbursement

Information Section – Item B



EXPENSES

Significant variations to budget for January were:

Professional services	(\$41,677)	(74.13%)	Invoicing less than anticipated
Other contractual services	\$49,492	38.20%	Timing of invoices
Insurance	(\$27,867)	(100.00%)	No invoicing for month
Operating supplies	(\$38,039)	(96.32%)	Minimal purchases and reimb of deicing
Repairs & maintenance	(\$11,593)	(65.53%)	Minimal repairs

STATEMENT OF NET ASSETS

Significant variations to prior month were:

Cash and Cash Equivalents – Cash and Cash Equivalents decreased by \$547K mostly due to terminal design expenses.

Grants Receivable – Grants Receivable increased by \$600K mostly due to the terminal design, south apron construction and master plan update projects.

Construction in Progress – Construction in Progress increased by \$1.3M mostly due to the terminal design, south apron construction and master plan update projects.

Property and Equipment, Net – Property and Equipment, Net decreased by \$452K due to depreciation.

**ASHEVILLE REGIONAL AIRPORT
INVESTMENT AND INTEREST INCOME SUMMARY
As of January 31, 2022**

<u>Institution:</u>	<u>Interest Rate</u>	<u>Investment Amount</u>	<u>Monthly Interest</u>
Bank of America - Operating Account	0.80%	\$ 23,664,073	4,174
NC Capital Management Trust - Cash Portfolio		484,111	4
Petty Cash		200	
 <u>Restricted Cash:</u>			
BNY Mellon		814,438	
Bank of America - PFC Revenue Account	0.80%	12,615,065	2,106
 Total		 <u>\$ 37,577,887</u>	 <u>\$ 6,284</u>

Investment Diversification:

Banks	99%
NC Capital Management Trust	1%
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, 2022**

	Current Month	Prior Period
Cash and Investments Beginning of Period	\$ 38,124,964	\$ 29,073,716
Net Income/(Loss) Before Capital Contributions	347,115	7,492,372
Depreciation	452,281	452,281
Decrease/(Increase) in Receivables	(479,369)	(204,294)
Increase/(Decrease) in Payables	(148,298)	(153,649)
Decrease/(Increase) in Prepaid Expenses	-	-
Decrease/(Increase) in Fixed Assets	(1,330,761)	(1,032,743)
Principal Payments of Bond Maturities	-	-
Capital Contributions	600,479	2,497,281
Adjustment from Prior Month	11,476	-
Increase(Decrease) in Cash	(547,077)	9,051,248
Cash and Investments End of Period	\$ 37,577,887	\$ 38,124,964

**ASHEVILLE REGIONAL AIRPORT
STATEMENT OF FINANCIAL POSITION
As of January 31, 2022**

	Current Month	Last Month
<u>ASSETS</u>		
Current Assets:		
Unrestricted Net Assets:		
Cash and Cash Equivalents	\$24,148,383	\$25,099,993
Investments	0	0
Accounts Receivable	468,038	421,208
Passenger Facility Charges Receivable	250,000	450,000
Refundable Sales Tax Receivable	89,062	57,003
Grants Receivable	3,193,998	2,593,518
Prepaid Expenses	1,373,057	1,373,057
Inventory - Broadmoor	0	0
Total Unrestricted Assets	29,522,538	29,994,779
Restricted Assets:		
Cash and Cash Equivalents	13,429,504	13,024,971
Total Restricted Assets	13,429,504	13,024,971
Total Current Assets	42,952,042	43,019,750
Noncurrent Assets:		
Construction in Progress	136,512,020	135,181,258
Net Pension Asset - LGERS	(1,694,894)	(1,694,894)
Benefit Payment - OPEB	347,993	347,993
Contributions in Current Year	1,110,918	1,110,918
Property and Equipment - Net	70,458,050	70,910,331
Total Noncurrent Assets	206,734,087	205,855,606
	\$249,686,129	\$248,875,356
<u>LIABILITIES AND NET ASSETS</u>		
Current Liabilities:		
Payable from Unrestricted Assets:		
Accounts Payable & Accrued Liabilities	(\$100,433)	(\$77,372)
Customer Deposits	84,918	84,918
Unearned Revenue	76,199	52,161
Unearned Revenue - Constr	0	0
Construction Contracts Payable	0	0
Construction Contract Retainages	2,512,881	2,512,881
Revenue Bond Payable - Current	1,345,000	1,345,000
Interest Payable	29,855	179,130
Total Payable from Unrestricted Assets	3,948,420	4,096,718
Total Current Liabilities	3,948,420	4,096,718
Noncurrent Liabilities:		
Pension Deferrals - OPEB	229,725	229,725
Other Postemployment Benefits	1,316,093	1,316,093
Compensated Absences	524,744	524,744
Net Pension Obligation-LEO Special Separation Allowance	614,383	614,383
Revenue Bond Payable - Noncurrent	13,645,000	13,645,000
Total Noncurrent Liabilities	16,329,945	16,329,945
Total Liabilities	20,278,365	20,426,663
Net Assets:		
Invested in Capital Assets	191,980,070	191,101,589
Restricted	13,429,504	13,024,971
Unrestricted	23,998,190	24,322,133
Total Net Assets	229,407,764	228,448,693
	\$249,686,129	\$248,875,356



Income Statement

Through 01/31/22
Summary Listing

Classification	MTD Actual Amount	YTD Actual Amount	YTD Budget Amount	YTD Variance	Annual Budget Amount	Budget Less YTD Actual
Fund Category Governmental Funds						
Fund Type General Fund						
Fund 10 - General Fund						
<i>Operating revenues</i>						
Terminal space rentals - non airline	24,853.57	164,790.18	168,599.67	(3,809.49)	289,028.00	124,237.82
Terminal space rentals - airline	158,065.53	1,512,750.53	1,280,567.17	232,183.36	2,195,258.00	682,507.47
Landing fees	101,138.35	936,913.06	875,000.00	61,913.06	1,500,000.00	563,086.94
Concessions	50,275.92	480,823.21	327,920.83	152,902.38	562,150.00	81,326.79
Auto parking	471,648.00	4,208,169.05	3,208,333.33	999,835.72	5,500,000.00	1,291,830.95
Rental car - car rentals	192,988.36	2,401,830.66	1,633,333.33	768,497.33	2,800,000.00	398,169.34
Rental car - facility rent	59,394.95	415,764.65	415,773.75	(9.10)	712,755.00	296,990.35
Commerce ground transportation	73,018.86	182,806.64	192,500.00	(9,693.36)	330,000.00	147,193.36
FBOs	90,372.40	669,464.97	640,917.67	28,547.30	1,098,716.00	429,251.03
Building leases	3,998.77	40,980.28	30,399.83	10,580.45	52,114.00	11,133.72
Land leases	19,699.45	192,743.75	189,851.08	2,892.67	325,459.00	132,715.25
Other leases and fees	30,294.78	211,383.39	143,383.33	68,000.06	245,800.00	34,416.61
<i>Operating revenues Totals</i>	\$1,275,748.94	\$11,418,420.37	\$9,106,580.00	\$2,311,840.37	\$15,611,280.00	\$4,192,859.63
<i>Non-operating revenue and expense</i>						
Customer facility charges	101,026.76	1,191,453.51	816,666.67	374,786.84	1,400,000.00	208,546.49
Passenger facility charges	239,619.67	1,907,646.93	1,312,500.00	595,146.93	2,250,000.00	342,353.07
Broadmoor operating revenues	.00	293,179.23	.00	293,179.23	.00	(293,179.23)
Broadmoor operating expenses	.00	(172,652.00)	.00	(172,652.00)	.00	172,652.00
Cares Act grant	.00	3,257,883.04	.00	3,257,883.04	.00	(3,257,883.04)
Interest revenue	6,283.78	31,392.54	5,833.33	25,559.21	10,000.00	(21,392.54)
Interest expense	(29,855.08)	(208,987.12)	.00	(208,987.12)	.00	208,987.12
P-card rebate	.00	4,001.57	.00	4,001.57	.00	(4,001.57)
Miscellaneous	.00	7,000,000.00	.00	7,000,000.00	.00	(7,000,000.00)
<i>Non-operating revenue and expense Totals</i>	\$317,075.13	\$13,303,917.70	\$2,135,000.00	\$11,168,917.70	\$3,660,000.00	(\$9,643,917.70)
Capital contributions	600,478.91	7,041,143.85	.00	7,041,143.85	.00	(7,041,143.85)

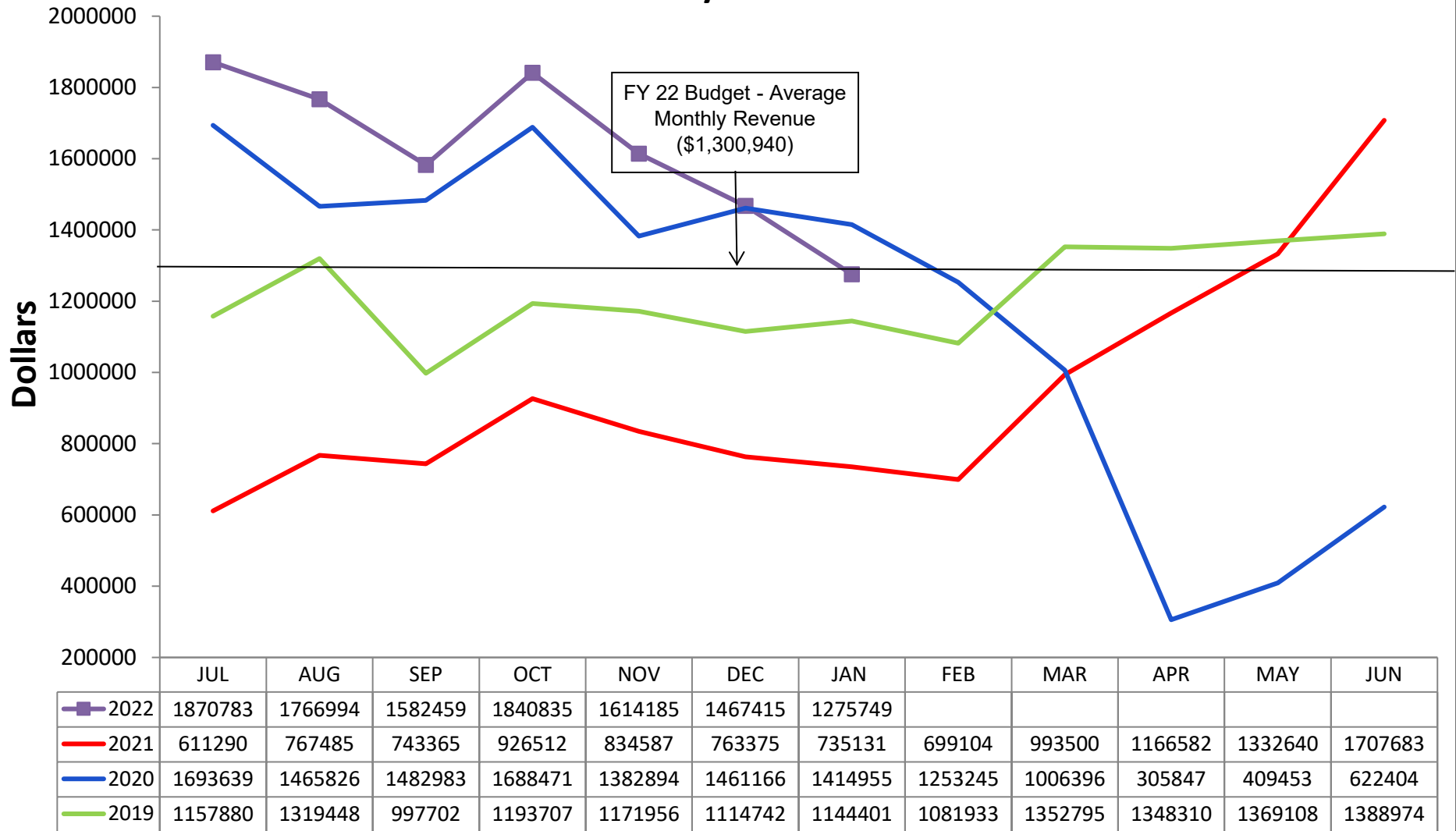


Income Statement

Through 01/31/22
Summary Listing

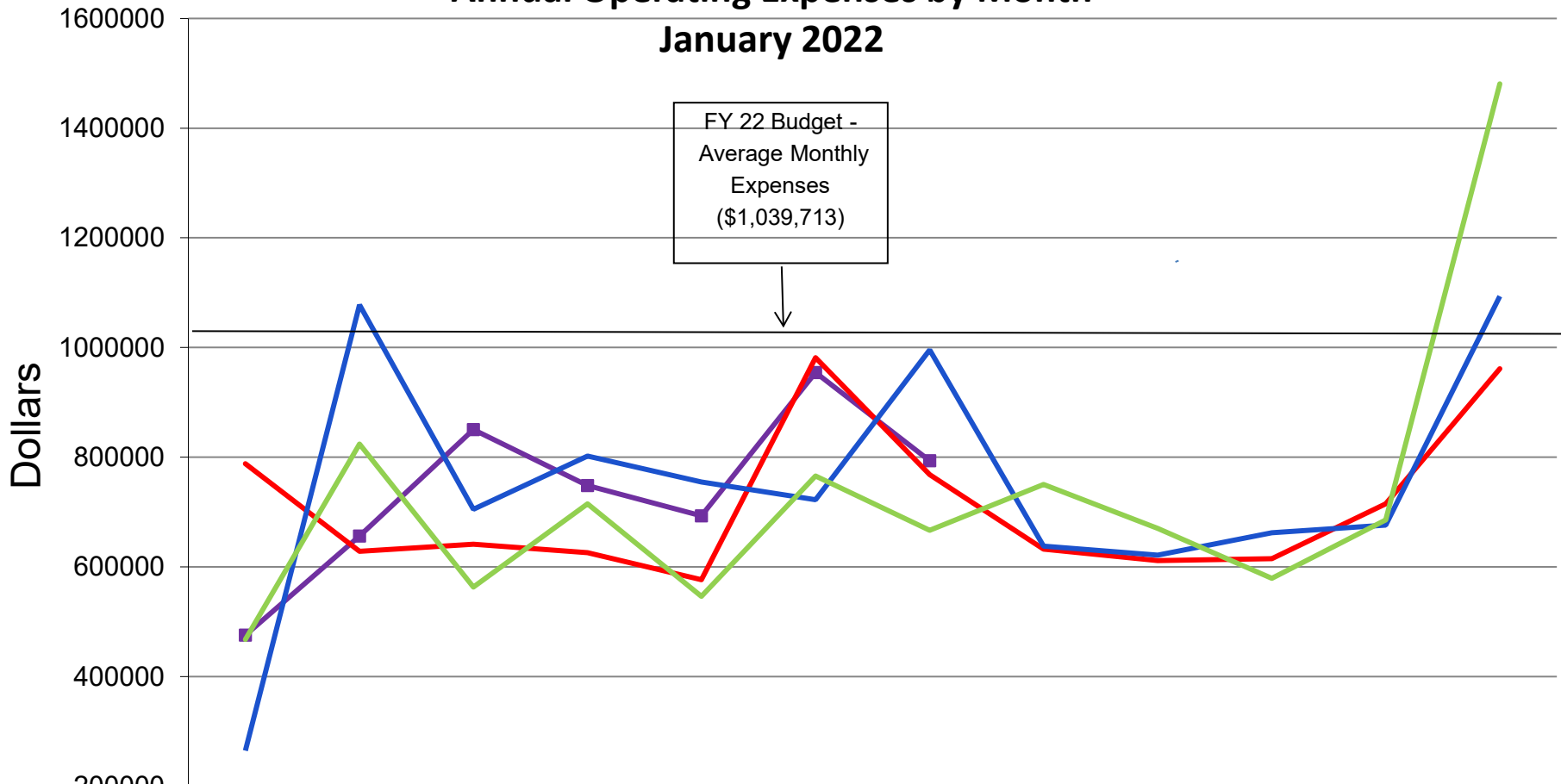
Classification	MTD Actual Amount	YTD Actual Amount	YTD Budget Amount	YTD Variance	Annual Budget Amount	Budget Less YTD Actual
<i>Operating expenses</i>						
Personnel services	496,197.01	3,531,986.48	4,375,007.58	(843,021.10)	7,500,013.00	3,968,026.52
Professional services	14,547.90	268,388.13	393,575.00	(125,186.87)	674,700.00	406,311.87
Other contractual services	179,038.21	591,099.59	906,825.50	(315,725.91)	1,554,558.00	963,458.41
Travel and training	8,833.00	50,013.88	103,045.83	(53,031.95)	176,650.00	126,636.12
Communications	3,754.56	25,186.01	35,723.33	(10,537.32)	61,240.00	36,053.99
Utility services	44,838.31	185,822.33	279,747.42	(93,925.09)	479,567.00	293,744.67
Rentals and leases	563.82	9,883.85	8,930.83	953.02	15,310.00	5,426.15
Insurance	.00	12,880.00	195,066.67	(182,186.67)	334,400.00	321,520.00
Advertising, printing and binding	251.97	1,604.56	9,321.67	(7,717.11)	15,980.00	14,375.44
Promotional activities	21,774.76	106,031.09	171,893.75	(65,862.66)	294,675.00	188,643.91
Other current charges and obligations	6,185.75	39,558.77	46,170.83	(6,612.06)	79,150.00	39,591.23
Operating supplies	1,455.30	167,810.48	276,462.08	(108,651.60)	473,935.00	306,124.52
Publications, subscriptions, memberships, etc.	3,687.02	41,718.42	34,755.00	6,963.42	59,580.00	17,861.58
Repairs and maintenance	6,098.55	84,801.86	123,841.67	(39,039.81)	212,300.00	127,498.14
Small equipment	6,201.96	54,528.86	55,125.00	(596.14)	94,500.00	39,971.14
Contingency	.00	.00	58,333.33	(58,333.33)	100,000.00	100,000.00
Emergency repairs	.00	.00	29,166.67	(29,166.67)	50,000.00	50,000.00
Business development	.00	.00	175,000.00	(175,000.00)	300,000.00	300,000.00
<i>Operating expenses Totals</i>	<u>\$793,428.12</u>	<u>\$5,171,314.31</u>	<u>\$7,277,992.17</u>	<u>(\$2,106,677.86)</u>	<u>\$12,476,558.00</u>	<u>\$7,305,243.69</u>
<i>Depreciation</i>						
Depreciation	452,281.00	3,165,967.00	.00	3,165,967.00	.00	(3,165,967.00)
<i>Depreciation Totals</i>	<u>\$452,281.00</u>	<u>\$3,165,967.00</u>	<u>\$0.00</u>	<u>\$3,165,967.00</u>	<u>\$0.00</u>	<u>(\$3,165,967.00)</u>
Grand Totals						
REVENUE TOTALS	2,193,302.98	31,763,481.92	11,241,580.00	20,521,901.92	19,271,280.00	(12,492,201.92)
EXPENSE TOTALS	1,245,709.12	8,337,281.31	7,277,992.17	1,059,289.14	12,476,558.00	4,139,276.69
Grand Total Net Gain (Loss)	<u>\$947,593.86</u>	<u>\$23,426,200.61</u>	<u>\$3,963,587.83</u>	<u>\$19,462,612.78</u>	<u>\$6,794,722.00</u>	<u>\$16,631,478.61</u>

ASHEVILLE REGIONAL AIRPORT Annual Operating Revenue by Month January 2022



ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month

January 2022



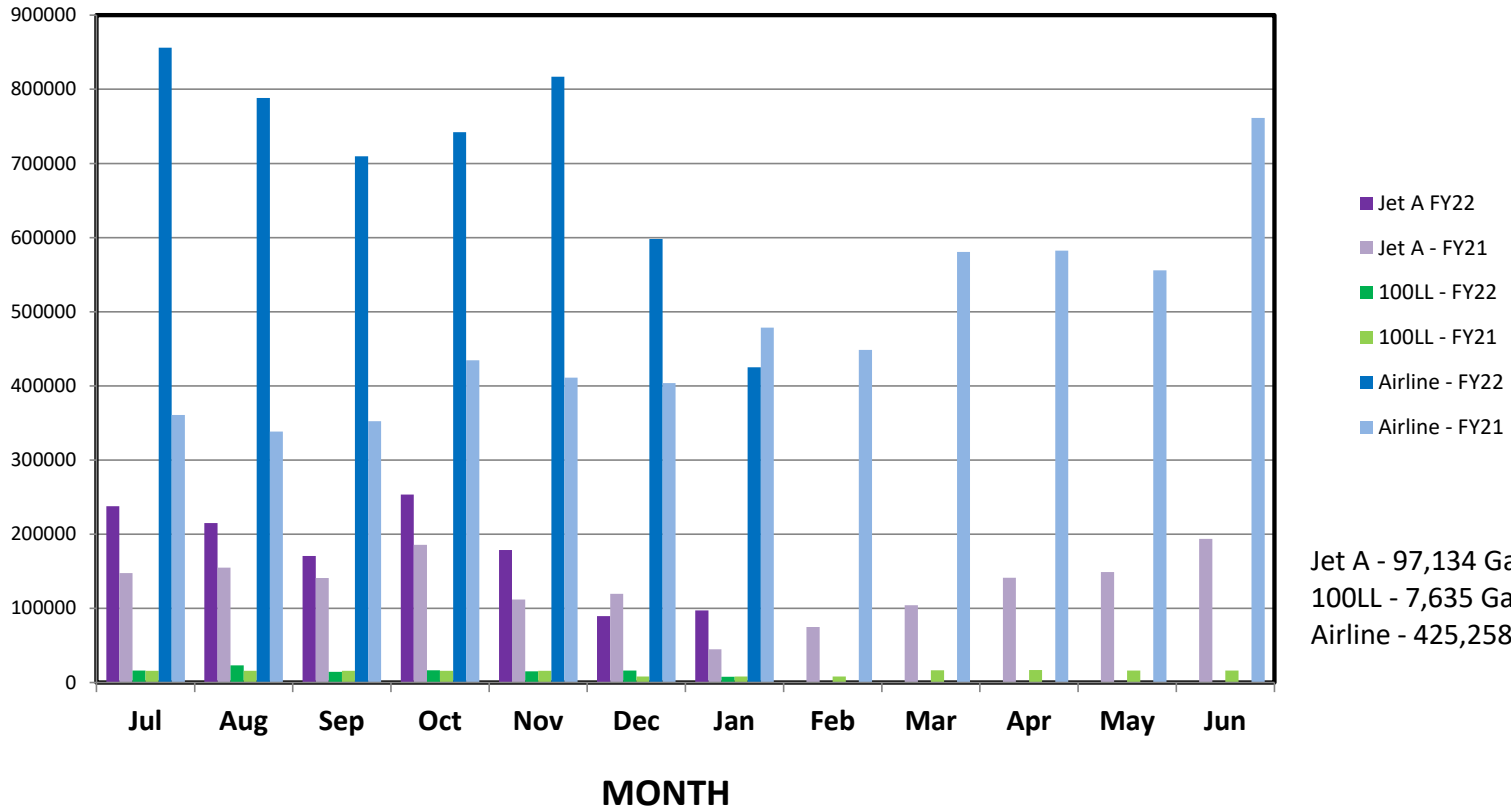
FY 22 Budget -
Average Monthly
Expenses
(\$1,039,713)



	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
2022	475489	656101	850419	748420	692984	954472	793428					
2021	788272	628561	641559	625891	576630	981507	768156	632342	611610	614830	714835	961373
2020	264978	1077831	704819	802144	754800	722727	995620	637669	621479	662302	676330	1093523
2019	467701	823824	563350	714938	546502	766012	666544	750376	670406	579071	685414	1480804

**ASHEVILLE REGIONAL AIRPORT
FUEL SALES - GALLONS
January 2022**

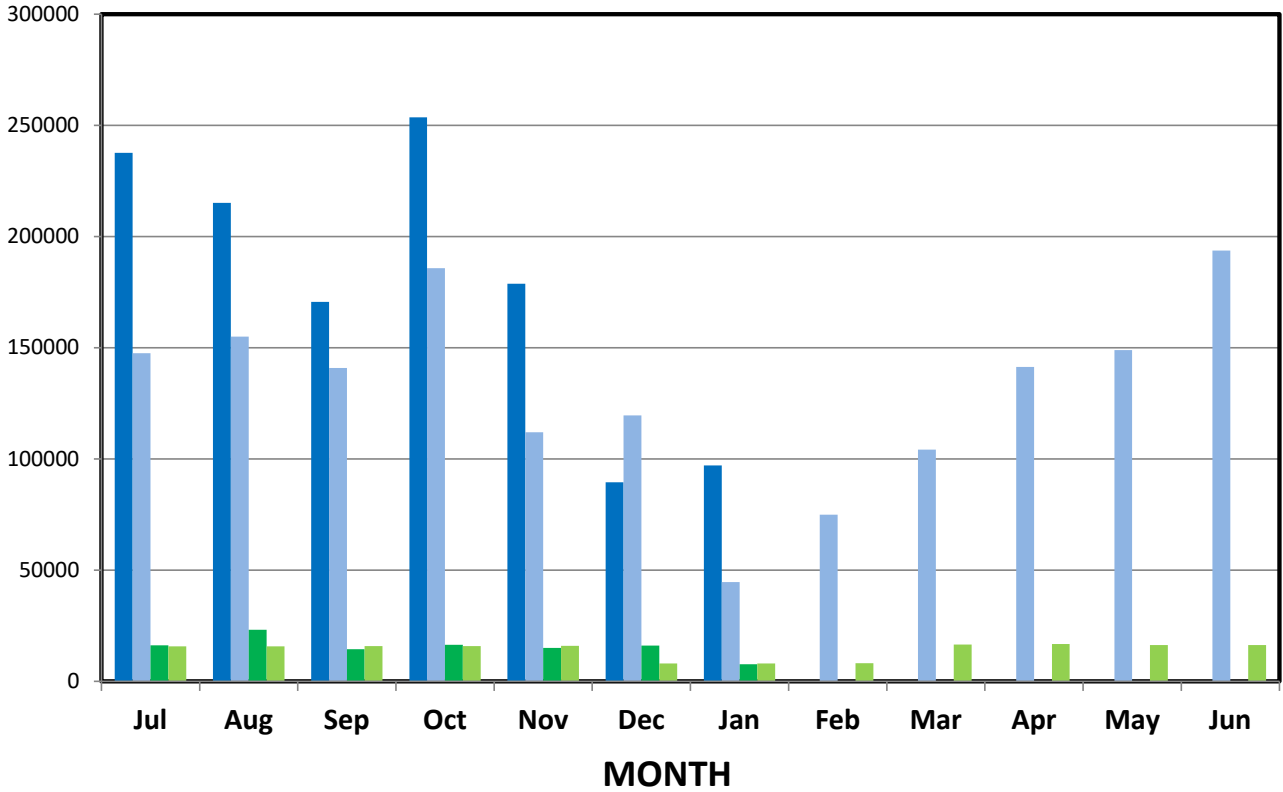
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Jet A - 97,134 Gallons
100LL - 7,635 Gallons
Airline - 425,258 Gallons

**ASHEVILLE REGIONAL AIRPORT
GENERAL AVIATION FUEL SALES - GALLONS
January 2022**

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- Jet A - FY22
- Jet A - FY21
- 100LL - FY22
- 100LL - FY21

Jet A - 97,134 Gallons
100LL - 7,635 Gallons

Greater Asheville Regional Airport Authority
Construction Project Report - March 2022

Design Phase														
Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 03/01/2022)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 03/01/2022)	Start Date	End Date	Current Project Status (as of 03/01/2022)
1	Apron Expansion South	Terminal apron to be expanded and added for aircraft use.	Parrish and Partners	\$821,196.00	N/A	N/A	\$915,061.00	111.4%	\$1,736,257	95.0%	\$1,647,216	Nov-18	Mar-22	Apron open. Close out pending.
2	Terminal Building Renovations	Phase 2 - Terminal Building Modernization Design	Gresham Smith	\$12,608,794.00	N/A	N/A	\$0.00	0.0%	\$12,608,794	70.7%	\$8,917,760	Nov-19	Jun-22	Design continues to progress.
3	Terminal Building Renovations	Pre-Construction CMR	Hensel Phelps	\$1,088,270.00	N/A	N/A	\$0.00	0.0%	\$1,088,270	85.1%	\$925,382	Dec-20	Jun-22	CMR Pre-Construction phase services.
4	Air Traffic Control Tower	Design new facility	Pond Company	\$4,157,923.00	N/A	N/A	\$0.00	0.0%	\$4,157,923	18.9%	\$786,270	Mar-21	Sep-22	45% Design has been reviewed by FAA with 70% expected in early May.
5	Parking Lot D Restart	Continue design of parking lot across highway 280.	AVCON	\$25,000.00	N/A	N/A	\$0.00	0.0%	\$25,000	54.7%	\$13,679	Jun-21	Aug-22	Awaiting permits to commence work.
6	Rehabilitate South GA Apron	Design apron rehabilitation	Parrish and Partners	\$565,432.00	N/A	N/A	\$0.00	0.0%	\$565,432	18.7%	\$105,802	Jun-21	Jul-22	Design complete, bids due March 3, 2022
7	Airport Master Plan	Update current Master Plan	CHA	\$989,004.00	N/A	N/A	\$0.00	0.0%	\$989,004	15.3%	\$151,404	Jul-21	Sep-22	Document preparation continues.
8	Stormwater Drainage Improvements	Identify deficiencies and design stormwater improvements	AVCON	\$205,000.00	N/A	N/A	\$0.00	0.0%	\$205,000	0.0%	\$0	Jan-22	Sep-22	Stormwater review in progress.
Construction Phase														
Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 03/01/2022)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 03/01/2022)	Start Date	End Date	Current Project Status (as of 03/01/2022)
1	Apron Expansion South	Terminal apron to be expanded and added for aircraft use.	Parrish and Partners	Amount in Design Fees	Zachary Construction	\$9,087,857	\$305,066	3.36%	\$9,542,250	69.2%	\$6,506,380	Sep-19	Mar-22	Pavement issue resolved. Final close out documents are pending.
2	Parking Lot D Restart	Construct parking lot across highway 280	AVCON Inc	Amount in Design Fees	Chatham Civil Construction	\$297,567	\$0	0.00%	\$489,328	0.0%	\$0	Aug-21	Aug-22	Construction pending permits issuance.
3	Terminal Building Modernization - CMR Construction	CGMP-1 Utilities relocation	Gresham Smith	Amount in Design Fees	Hensel Phelps	\$6,215,900	\$0	0.00%	\$6,837,490	1.8%	\$108,930	Jan-22	Dec-22	Fence and barricades placed on South Apron for relocation of Elec. Vault and North to mark off CEP demo work.
									*(bal of approved contract)					

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