



---

## AGENDA

Greater Asheville Regional Airport Authority Regular Meeting  
Friday, March 10, 2017, 8:30 a.m.  
Conference Room at Administrative Offices

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

- I. CALL TO ORDER
- II. SERVICE AWARD PRESENTATION:
  - A. Tristan Stroupe – 10 Years
- III. PRESENTATIONS: None
- IV. FINANCIAL REPORT ([document](#))
- V. CONSENT ITEMS:
  - A. Approval of the Greater Asheville Regional Airport Authority February 17, 2017 Regular Meeting Minutes ([document](#))
  - B. Approval of the Greater Asheville Regional Airport Authority February 17, 2017 Closed Session Minutes
- VI. OLD BUSINESS: None
- VII. NEW BUSINESS:
  - A. Preliminary Fiscal Year 2017/2018 Budget ([document](#))
  - B. Approval of FY16/17 Budget Amendment for Parking Guidance System ([document](#))



VIII. DIRECTOR'S REPORT:

- A. Testimony Before Congress

IX. INFORMATION SECTION:

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

- A. January 2017 Traffic Report ([document](#))
- B. January 2017 Monthly Financial Report ([document](#))
- C. March 2017 Development/Project Status Report ([document](#))
- D. Potential Board Items for the Next Regular Meeting:
  - None identified at this time

X. PUBLIC AND TENANTS' COMMENTS

XI. CALL FOR NEXT MEETING

XII. 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, 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.

XIII. AUTHORITY MEMBER REPORTS:

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

XIV. 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-17**

**AIRPORT ACTIVITY**

	Month	Variance to Prior Year	Calendar Year to Date	Variance to Prior Year
<b>Passenger Enplanements</b>	25,606	27.6%	25,606	27.6%
<b>Aircraft Operations</b>				
Commercial	1,036	7.5%	1,036	7.5%
Scheduled Flights	461	1.5%		
Flight Cancellations	21			
Seats	33,555	25.2%	33,555	25.2%
Load Factor	76.3%	1.9%	76.3%	1.9%
General Aviation	2,445	(15.0%)	2,445	(15.0%)
Military	303	43.6%	303	43.6%

**FINANCIAL RESULTS**

	Month	Variance to Budget	Fiscal Year to Date	Variance to Budget
<b>Operating Revenues</b>	\$ 805,436	19.5%	\$ 6,061,980	8.8%
<b>Operating Expenses</b>	591,499	(26.7%)	4,638,492	(16.8%)
<b>Net Operating Revenues before Depreciation</b>	<u>\$ 213,937</u>	260.8%	<u>\$ 1,423,488</u>	24,068.5%
<b>Net Non-Operating Revenues</b>	<u>\$ 198,615</u>	40.4%	<u>\$ 1,816,090</u>	4.0%
<b>Grants:</b>				
FAA AIP Grants	\$ 48,910		\$ 7,381,030	
NC Dept of Transportation Grants	-		-	
Total	<u>\$ 48,910</u>		<u>\$ 7,381,030</u>	

**CASH**

Restricted	\$ 27,553,232
Designated for O&M Reserve	4,290,100
Designated for Emergency Repair	650,000
Unrestricted, Undesignated	9,435,820
Total	<u>\$ 41,929,152</u>

**RECEIVABLES PAST DUE**

	Total	1-30 Days	31-60 Days	Over 60 Days
Advertising Customers	11,013	6,575	2,700	1,738
Allegiant	3,259	2,489	81	689
American	3,290	-	-	3,290
Avis	227	227	-	-
Budget	194	194	-	-
Delta Airlines	6,183	2,900	-	3,283
Enterprise	8,608	4,373	4,236	-
FAA/TSA	25,560	10,031	9,600	5,929
FAA	59,053	12,864	12,864	33,325
Signature	2,140	70	-	2,070
Skywest	294	-	-	294
Vanguard	17,530	794	16,736	-
Worldwide	1,914	1,293	43	577
Miscellaneous	4,584	292	2,774	1,518
Total	<u>\$ 143,849</u>	<u>\$ 42,102</u>	<u>\$ 49,034</u>	<u>\$ 52,713</u>
% of Total Receivables	<u>28.30%</u>			

Note: Excludes balances paid subsequent to month-end.

**REVENUE BONDS PAYABLE**

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

**CAPITAL EXPENDITURES**

Annual Budget	\$ 64,921,337
Year-to-Date Spending	\$ 15,597,632

**REGULAR MEETING  
GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
February 17, 2017**

The Greater Asheville Regional Airport Authority (“Authority”) met on Friday, February 17, 2017 at 8:39 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:** Robert C. Roberts, Chair; Matthew C. Burrell, Vice-Chair; Andrew T. Tate; K. Ray Bailey; William L. Moyer; Stephanie Pace Brown; and David Gantt

**MEMBERS ABSENT:** None

**STAFF AND LEGAL COUNSEL PRESENT:** Cindy Rice, Authority Legal Counsel; Lew Bleiweis, Executive Director; Michael Reisman, Deputy Executive Director of Development and Operations; Kevan Smith, Chief of Public Safety; Suzie Baker, Director of Administration; Tina Kinsey, Director of Marketing and Public Relations; Janet Burnette, Director of Finance and Accounting; Shane Stockman, IT Director; John Coon, Director of Operations; Sam Sales, Public Safety Captain; Jeremy Arthur, Maintenance; Roy Whitaker, Maintenance; and Ellen Heywood, Clerk to the Board

**ALSO PRESENT:** Amira Trebincevic, Delta Airlines; Ken Moody, Delta Airport Consultants

**CALL TO ORDER:** The Chair called the meeting to order at 8:39 a.m.

**SERVICE AWARD PRESENTATIONS:**

**A. Jeremy Arthur:** The Chair recognized Jeremy Arthur with a service recognition award and gift for his 15 years of service with the Authority.

**B. Roy Whitaker:** The Chair recognized Roy Whitaker with a service recognition award and gift for his 10 years of service with the Authority.

**FINANCIAL REPORT:** The Director reported on the airport activity for the month of December which included enplanements, aircraft operations, and general aviation activity. The Director was pleased to note that 2016 set a record for the highest amount of passenger enplanements. Mrs. Burnette reported on the financial activity for the month of December.

Mr. Burril inquired how AVL's load factor compared to other regional airports. The Director stated that he did not typically use the load factor number to compare to other airports and briefly reviewed his reasons. The Director further stated that he could put together some trends to give to Mr. Burril.

Mr. Moyer asked for an explanation of the operating revenue number on the financial report. Mrs. Burnette explained that this was a result of the reconciliation for the airlines for the prior year. Before the end of the year, staff will go back and do a prior period adjustment on the financial statements so that it will correct the current year revenues. The Director explained the airline contract that is currently in place and the reason this type of adjustment is necessary.

**CONSENT ITEMS:** The Chair stated that Consent Item B, Approval of the Greater Asheville Regional Airport Authority December 9, 2016 Closed Session Minutes, would be pulled for review in Closed Session.

**A. Approval of the Greater Asheville Regional Airport Authority December 9, 2016 Regular Meeting Minutes:**

**C. Approval of Amendment to the FY16/17 Budget:**

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, 2017:

Section 1. To amend the appropriations as follows:

**EXPENDITURES:**

	<u>Decrease</u>	<u>Increase</u>
Public Safety Department	_____	\$31,596
Totals	=====	\$31,596

This will result in a net increase of \$31,596 in the appropriations. Revenues will be revised as follows:

**REVENUES:**

	<u>Decrease</u>	<u>Increase</u>
Transfer from GARAA Cash	_____	\$31,596
Totals	=====	\$31,596

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 17th day of February, 2017.

---

Robert C. Roberts, Chair

Attested by:

---

Ellen Heywood, Clerk to the Board

**D. Approval of Audit Contract with Gould Killian CPA Group, P.A. for Fiscal Year Ending June 30, 2017:**

**E. Approve Charges for Credit Card Fees:**

Mr. Tate moved to approve Consent Items A, C, D, and E. Mr. Moyer seconded the motion and it carried unanimously.

**OLD BUSINESS:**

**A. Approval of Ordinance Establishing Rules and Regulations of the Asheville Regional Airport:** Michael Reisman reminded the Board that the proposed Rules and Regulations of the Asheville Regional Airport were approved at the December 9, 2016 Board meeting. The Rules and Regulations have remained available for public inspection and comment since December 9, 2016 with no comments being received to date.

The Chair opened the floor to public comments at 8:53 a.m.

There being no public comments, the Chair closed the floor at 8:53 a.m.

Mr. Moyer moved to adopt Airport Ordinance No. 201701 Rules and Regulations of the Asheville Regional Airport effective February 17, 2017. Mr. Burril seconded the motion and it carried unanimously.

## **NEW BUSINESS:**

**A. Approval to Unseal Closed Session Minutes:** The Director advised the Board that the Closed Session Minutes Policy provides for the review of the preceding year's Closed Session Minutes at the first Authority Board meeting of each calendar year. The Director stated that he has reviewed the minutes and has found that one set of minutes relating to a business matter with Allegiant Airlines has come to fruition, is no longer of a confidential nature, and can be unsealed.

Mr. Moyer moved to unseal those portions of Closed Session Minutes as designated and recommended by the Executive Director. Mr. Bailey seconded the motion and it carried unanimously.

**B. Approval of Property Purchase:** The Director informed the Board that the airport's runway safety area needs to be realigned due to the airfield re-development project. The realignment requires the purchase of an additional +/-2.3 acres of property from Warrior Golf Management, LLC, owners of Broadmoor. After appraisals and negotiations with Broadmoor, the FAA is allowing staff to offer an administrative settlement of \$84,601 per acre for a total of \$194,582 plus survey and closing costs. Broadmoor has accepted this offer. The Director stated that this was a budgeted expenditure in the FY2017 budget and inclusive of the airfield re-development project budget. The acquisition also qualifies for eligibility with the FAA and will be reimbursed at the appropriate share.

Mr. Moyer inquired if Henderson County has been notified. The Director responded that an e-mail has been sent to the county manager and staff will seek Henderson County's approval of the property.

Mr. Gantt moved to approve the property purchase of 2.3 acres with Broadmoor Golf Links, LLC for a total purchase price of \$194,582.00 plus survey, closing costs and any other ancillary expenditures necessary for closing contingent upon approval by Henderson County, and authorize the Executive Director to execute the necessary documents. Ms. Brown seconded the motion and it carried unanimously.

**C. Approval of Resolution Authorizing the Submission of the Draft Airport Assignment and Assumption Agreement to the Federal Aviation Administration for Purposes of Coordinated Review:** The Director reminded the Board that this item was reviewed in the Asheville Regional Airport Authority Board meeting that was just held.

Ms. Rice informed the Board that Mr. Baldwin, the Authority's consultant, requested that an equitable indemnification clause be included in the agreement. Legal counsel for the City of Asheville and Ms. Rice were not able to agree upon an equitable clause, so the City of Asheville requested that it not be included and Ms. Rice agreed with that. Mr. Baldwin indicated to Ms. Rice that the FAA may be fine with this, but could also insist upon an equitable indemnification clause.

Mr. Moyer moved to find the draft Airport Assignment & Assumption Agreement to be accurate and appropriate; (2) authorize the Executive Director and the consultant for the GARAA to submit the draft Airport Assignment & Assumption Agreement to the FAA for review; and (3) resolve to approve the Resolution Authorizing the Submission of the Draft Airport Assignment & Assumption Agreement to the Federal Aviation Administration for the Purposes of Coordinated Review. Mr. Bailey seconded the motion and it carried unanimously.

**D. Approve Contract for Construction of Airfield Re-development Project – Phase IV:** Michael Reisman advised the Board that Phase IV of the project, which includes paving and lighting of the new permanent runway, installation of instrument landing systems, and conversion of the temporary runway to a permanent taxiway, was publicly advertised on December 2, 2016. Sealed bids were opened on January 27, 2017 and the responsive low bid was submitted by Cedar Peaks Enterprises, Inc. in the amount of \$32,492,332.70 plus \$32,425.00 for Bid Alternate 1 (LED runway lights), and \$1,178,338.00 for Bid Alternate 2 (Taxiway A shoulders). The total amount including the bid alternates is \$33,703,095.70. Staff is recommending an additional \$1,000,000 for miscellaneous costs and potential overages bringing the total estimated cost of construction to \$34,703,095.70. Mr. Reisman stated that none of the bids submitted were from general contractors in the Asheville area, however, several of the local businesses did bid as sub-contractors. Mr. Reisman reviewed the funding sources for this phase and advised the Board that the cost for this phase of the project is \$5,455,096 over the amount included in the 2016/2017 budget, resulting in a need for the following budget 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, 2017:



Section 1. To amend the appropriations as follows:

**EXPENDITURES:**

	<u>Decrease</u>	<u>Increase</u>
Capital Improvements		\$5,455,096
Totals	<u>\$0</u>	<u>\$5,455,096</u>

This will result in a net increase of \$5,455,096 in the appropriations. Revenues will be revised as follows:

**REVENUES:**

	<u>Decrease</u>	<u>Increase</u>
Federal Grants – AIP Entitlement Funds		\$ _____
Federal Grants – AIP Discretionary Funds	<u>\$2,769,347</u>	\$ _____
NC Department of Transportation Funds		<u>\$ 300,000</u>
Transfer from GARAA Cash		<u>\$7,924,443</u>
Totals	<u>\$2,769,347</u>	<u>\$8,224,443</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 17<sup>th</sup> day of February, 2017.

\_\_\_\_\_  
Robert C. Roberts, Chair

Attested by:

\_\_\_\_\_  
Ellen Heywood, Clerk to the Board

Mr. Reisman further advised the Board that the expenses incurred to date on the airfield re-development project total \$41,204,056. Phase IV will bring the project total estimate to \$79.9 million. Staff anticipates receiving additional federal funds to meet the added costs.

Mr. Tate questioned what the Authority's cash position would be if additional federal funds are not received. The Director responded that \$27.2 million of the Authority's cash was restricted and \$21 million of that is for the parking garage. The airport is collecting and will continue to collect PFC money. The Authority's share of the project is approximately \$13.5 million of which \$6 million will be paid for with PFC funds. The approximately \$7 million remainder can be covered with the \$13 million unrestricted, undesignated cash. The Director further stated that \$2.7 million in entitlement funds will be allocated in next year's budget for other projects that can be delayed and the funds used to reimburse the Authority for expenses associated with the airfield re-development project.

Mr. Moyer inquired if there were any alternatives that were set aside and would need to be addressed in the next few years. Mr. Reisman replied that he did not believe that staff has recommended excluding anything from the project that needs to be done. The Director commented that once the airfield re-development project is complete, the airfield should be up to date for the next 30 years and staff is not expecting any major expansions.

Mr. Moyer moved to (1) approve an amended budget of \$79.9 million for the Airfield Re-development Project; (2) approve the Airfield Re-development construction project – bid package 4, with Cedar Peak Enterprises, Inc. in the amount of \$34,703,095.70 (\$33,703,095.70 plus \$1,000,000 allowance); (3) authorize the Executive Director to execute the necessary documents; and (4) amend the FY2016/2017 budget by adopting the budget ordinance amendment as presented by staff. Mr. Bailey seconded the motion and it carried unanimously.

**E. Approve Scope of Work and Fee for Expansion of Terminal Aircraft Parking Apron:** Michael Reisman advised the Board that available space on the apron for aircraft parking has decreased with the frequency of mainline aircraft usage at AVL. The area formerly occupied by the public safety building has been identified in the Master Plan as additional apron space. Staff would like to proceed with the apron expansion into the former public safety building area. This expansion will add approximately 2,000 square yards of additional parking area and accommodate at least one additional mainline aircraft for parking. Mr. Reisman stated that staff requested a proposal from one of its general consultants for the design of this apron additional and validated the cost through another firm. The cost for the engineering design services is \$99,000.00 and would be paid from the Authority's fund balance. Staff would come to the Board at a future date for approval of construction costs. Approval of the engineering design services would require the following budget 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, 2017:

Section 1. To amend the appropriations as follows:

**EXPENDITURES:**

	<u>Decrease</u>	<u>Increase</u>
Capital Improvements		\$99,000
Totals	<u>\$0</u>	<u>\$99,000</u>

This will result in a net increase of \$99,000.00 in the appropriations. Revenues will be revised as follows:

**REVENUES:**

	<u>Decrease</u>	<u>Increase</u>
Transfer from GARAA Cash		<u>\$99,000</u>
Totals	<u>\$</u>	<u>\$99,000</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 17<sup>th</sup> day of February, 2017.

\_\_\_\_\_  
Robert C. Roberts, Chair

Attested by:

\_\_\_\_\_  
Ellen Heywood, Clerk to the Board

Mr. Moyer inquired if there was space available in the general aviation area to use for aircraft parking. Mr. Reisman replied that the pavement in the general aviation area is not designed to support the weight of commercial aircraft and this area is also leased to another company. Mr. Reisman further stated that this area is not part of the security identification display area and would be difficult for the airport to provide the same level of TSA required security on a remote ramp.

The Chair asked for an estimate on the total cost of the project. Mr. Reisman responded that it was likely to be in the \$500,000 to \$600,000 range.

Mr. Moyer felt that the engineering fees were rather high for this project. Mr. Reisman stated that while this project is not a huge project, the amount of the engineering and design that will go into this is not commensurate with the overall size of the project. Storm water drainage needs to be redesigned, fiber optic and electric that runs through the middle of the site needs to be addressed, and environmental work that the FAA is requiring is all part of that fee.

Mr. Burril inquired if the design services ran through the entire project or just up front. Mr. Reisman stated that the design services will take the project through bidding for construction and to a contract award. The construction itself will not require a tremendous amount of engineering oversight and most of the daily oversight will be done in house.

Ms. Brown asked for clarification of the benefit of doing this project. Mr. Reisman replied that there is not enough space for aircraft parking and reviewed the type of aircraft that are currently utilized by the airlines. The Director informed the Board that there is a project slated in the Master Plan to expand the terminal apron on the south end in a couple of years. In the meantime, during the night hours and during the summer months, the ramp is getting close to full capacity and this expansion will provide the additional space for the aircraft.

The Chair asked how much the Authority would get reimbursed for this project. The Director responded that the airport is slated to get 90% back of next year's entitlement money from the FAA.

Mr. Gantt moved to approve the scope and fee with Delta Airport Consultants in the amount of \$99,000; to authorize the Executive Director to execute the necessary documents, and to amend the FY2016/2017 budget as presented by staff. Mr. Bailey seconded the motion and it carried unanimously.

**F. Approve Installation of Glass Panels in the Federal Aviation Administration Control Tower:** John Coon reported that last year one of the glass panels in the air traffic control tower was replaced and several more are now in need of replacement. Due to the location and the weight of these panels and the fact that the panels need replacement during the night time hours, it is a very difficult project and staff is recommending replacing all the remaining glass panels at this time. Three quotes were requested from glass suppliers, however, only two companies responded. Keller Glasco, Inc. provided the lower quote in the amount of \$121,213.00. Mr. Coon advised the Board that since this project was not included in the budget, funds will need to come from the emergency repair reserve. In addition, the emergency repair reserve will require an additional \$75,000 to be added in order to cover this expenditure as well as any

unforeseen emergencies during the remainder of this fiscal year. This will require the following budget amendment for the fiscal year 2016/2017 budget:

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, 2017:

Section 1. To amend the appropriations as follows:

**EXPENDITURES:**

	<u>Decrease</u>	<u>Increase</u>
Emergency Repair Costs	_____	\$75,000
Total	=====	\$75,000

This will result in a net increase of \$75,000 in the appropriations. Revenues will be revised as follows:

**REVENUES:**

	<u>Decrease</u>	<u>Increase</u>
Transfer from GARAA Cash	_____	\$75,000
Totals	=====	\$75,000

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 17th day of February, 2017.

\_\_\_\_\_  
Robert C. Roberts, Chair

Attested by:

\_\_\_\_\_  
Ellen Heywood, Clerk to the Board

Mr. Moyer asked about the probability of the FAA moving the control tower. The Director responded that the FAA has signed a 10-year lease and there has not been any talk of the FAA building a new control tower.

Mr. Bailey moved to award the work to Keller Glasco, Inc. for the amount not to exceed \$121,213.00 and approve the unbudgeted expense, authorize the Executive Director to

execute the necessary documents, and amend the FY2016/2017 budget as presented by staff. Ms. Brown seconded the motion and it carried unanimously.

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

**A. Contingency Transfer:** The Director reported the following contingency transfers:

- \$13,772 from contingency to small capital outlay for the guest services area build out. \$14,500 was budgeted for equipment and some new displays, however the total build out will be \$28,272.
- \$20,000 from contingency to consultants in the executive budget for a lobbyist to work on long term infrastructure funding within the state of North Carolina.

**B. North Carolina Legislative Advocacy:** The Director stated that several airports in North Carolina were working with Senator Rabin last year to find new funding mechanisms for airports in the state to help fund capital projects. This would be in addition to what the Division of Aviation already issues. The airports are bringing the issue back to this year's long session and are working with Representatives Presnell, Torbett, and Shepard, members of the appropriations for transportation committee in the state. Progress is being made and the next meeting with the representatives will be held next month.

**C. Update on Short Term Parking Rate:** Short-term parking rates had been raised to discourage long-term parking in that lot. With this increase, approximately half of the lot has been made available for short-term parking. Staff will come to the Board in August to set rates for the parking garage and will likely reduce the short-term parking rates once the garage is open.

**D. Preliminary Fiscal Year 2017/2018 Budget:** The Director stated that the budget books have been completed and will be distributed. Presentation of the budget will be done at the March 10<sup>th</sup> Board meeting.

**E. Airfield Re-development Change Order No. 2:** A change order was issued for the airfield re-development project to add a security grate on a storm drain pipe and re-grade around a MALSR tower. The change order also contained credits for unused pipes and the change order amounted to a credit back to the Authority for \$3,684.

**F. Parking Garage Change Order No. 3:** A change order for the parking garage was issued in the amount of \$51,290 for additional precast beams to support some

perforated metal panel walls that were missed in the initial design and also to relocate some electrical service to the toll plaza.

**G. Time Lapse of Garage Project:** A brief video of the construction of the parking garage was shown to the Board members.

**H. Testifying to Congress:** The Director advised the Board that he has been asked to testify before the Committee on Transportation and Infrastructure's Subcommittee on Aviation in Washington, DC in early March. The Director will represent small airports regarding infrastructure needs and finding funding mechanisms for airport projects.

**I. Signature FBO:** In January Signature FBO instituted a new lease agreement for their t-hangar tenants. The Director did not see anything in the lease that was of concern. However, some of the tenants have expressed their displeasure with some of the conditions in the new lease. There is also a 3% rent increase with the new lease, but so far there have not been any comments received about the increase. The Director stated that he wanted to make the Board aware of this in case they receive calls from any of Signature's tenants.

**J. Update on Airline Agreement:** Another meeting with the airlines was held two weeks ago, and good progress was made regarding rate methodology for a new agreement. The airlines came up with some numbers or formula they would like to see run. All four airlines have agreed to have the numbers run, so staff is in the process of engaging the consultant to run some models. The next meeting is scheduled for the end of March, but staff is working on scheduling an earlier meeting if possible.

**INFORMATION SECTION:** No comments

**PUBLIC AND TENANTS COMMENTS:** Amira Trebincevic of Delta Airlines gave a brief summary of the meetings that have been held between the Authority and the airlines. Ms. Trebincevic is hopeful that the model the consultant is preparing will be agreeable to all the airlines.

**CALL FOR NEXT MEETING:** The next regular meeting of the Authority Board will be on March 10, 2017.

**CLOSED SESSION:** At 10:24 a.m. Mr. Tate 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. Mr. Moyer seconded the motion and it carried unanimously.

The Chair indicated they would break until 10:30 a.m. at which time the Board would resume in closed session.

Open Session resumed at 11:15 a.m.

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY FEBRUARY 17, 2017**

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

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY DECEMBER 9, 2016**

**CLOSED SESSION MINUTES:** Mr. Tate moved to approve the minutes for the December 9, 2016 Closed Session, and to seal and withhold the minutes for the December 9, 2016 Closed Session from public inspection so long as public inspection would frustrate the purpose or purposes thereof. Mr. Gantt seconded the motion and it carried unanimously.

**AUTHORITY MEMBER REPORTS:**

**A. 2016 Board Review:** Chair stated that he sent out topics for periodic review and discussion. The Chair felt a review of the previous year would be a helpful way to improve as a Board.

The Chair requested feedback on relationships between the Board and the Director as well as relationships with the community. The Board felt communication with public officials and the community was important as was being neighbor friendly. There are areas that can be improved and the Board expressed interest in hearing more from the Director on how and what the Authority is doing in each of the priority areas identified by the Chair as well as more non-operational items. Several of the Board members felt that there were occasions where too much time had passed between meetings and it would be beneficial to have more frequent meetings. This would in turn give more time to hear about non-operational items from staff members such as air service development, marketing, and social media.



The Chair then broached the subject of administrative procedures. Comments were positive in that the agenda reviews with the Director were found to be beneficial, the Board content material was thought to be strong, and inclusion of alternative recommendations for Board consideration in the Board memos was helpful in making decisions.

The final topic that was discussed was communication and the Chair inquired if it would be helpful to conduct this type of review on a more frequent basis. The consensus was to plan for a discussion once a quarter to review goals and see how things were going, to hear a recap from staff members from all departments either during the regular meetings or at least twice a year, and to make tours of the airport available to community leaders.

The Chair stated that the conversation would be continued. The Board has an obligation to govern and not to micro manage and it's a fine line to walk. The Chair further stated that holding monthly meetings and including some of those non-operational items would be the first start.

**ADJOURNMENT**: Mr. Bailey moved to adjourn the meeting at 11:42 a.m. Mr. Gantt seconded the motion and it carried unanimously.

Respectfully submitted,

Ellen Heywood  
Clerk to the Board

Approved:

Robert C. Roberts  
Chair



---

## **MEMORANDUM**

TO: Members of the Airport Authority

FROM: Janet Burnette, Director of Finance and Accounting

DATE: March 10, 2017

### **ITEM DESCRIPTION – New Business Item A**

Approval of the Authority's Preliminary Fiscal Year 2017/2018 Budget

### **BACKGROUND**

The Authority Board needs to approve the Proposed Preliminary Fiscal Year 2017/2018 Budget and allow the budget to remain available for public inspection for a minimum of 10 days. The Fiscal Year 2017/2018 Budget will then be presented to the Authority Board for final adoption at its next meeting, either on March 24, 2017 or April 21, 2017.

### **ISSUES**

None.

### **ALTERNATIVES**

None recommended.

### **FISCAL IMPACT**

No fiscal impact until adopted.

### **RECOMMENDED ACTION**

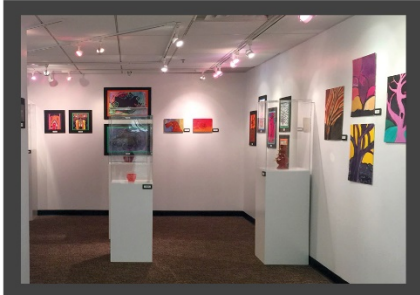
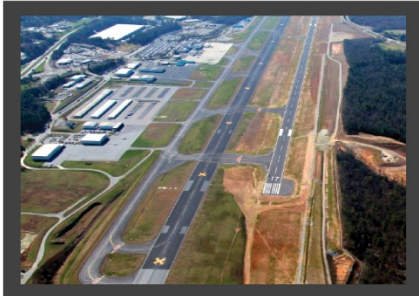
It is respectfully requested that the Airport Authority Board resolve to (1) approve the Proposed Preliminary Fiscal Year 2017/2018 Budget; and (2) accept public comment on the Proposed Fiscal Year 2017/2018 Budget during the next 10 days.



**Asheville**  
REGIONAL AIRPORT


**Proposed 2017/2018  
Budget**

Greater Asheville Regional Airport Authority  
February 17, 2017




# Agenda


---

-  **General Statistics**


---

-  **Proposed FY 2017/2018 Operating Budget**


---

-  **Proposed FY 2017/2018 Capital Budget**


---

-  **Proposed FY 2017/2018 Reserve Funds**


---

-  **Proposed FY 2017/2018 Estimated Cash Balance**

---

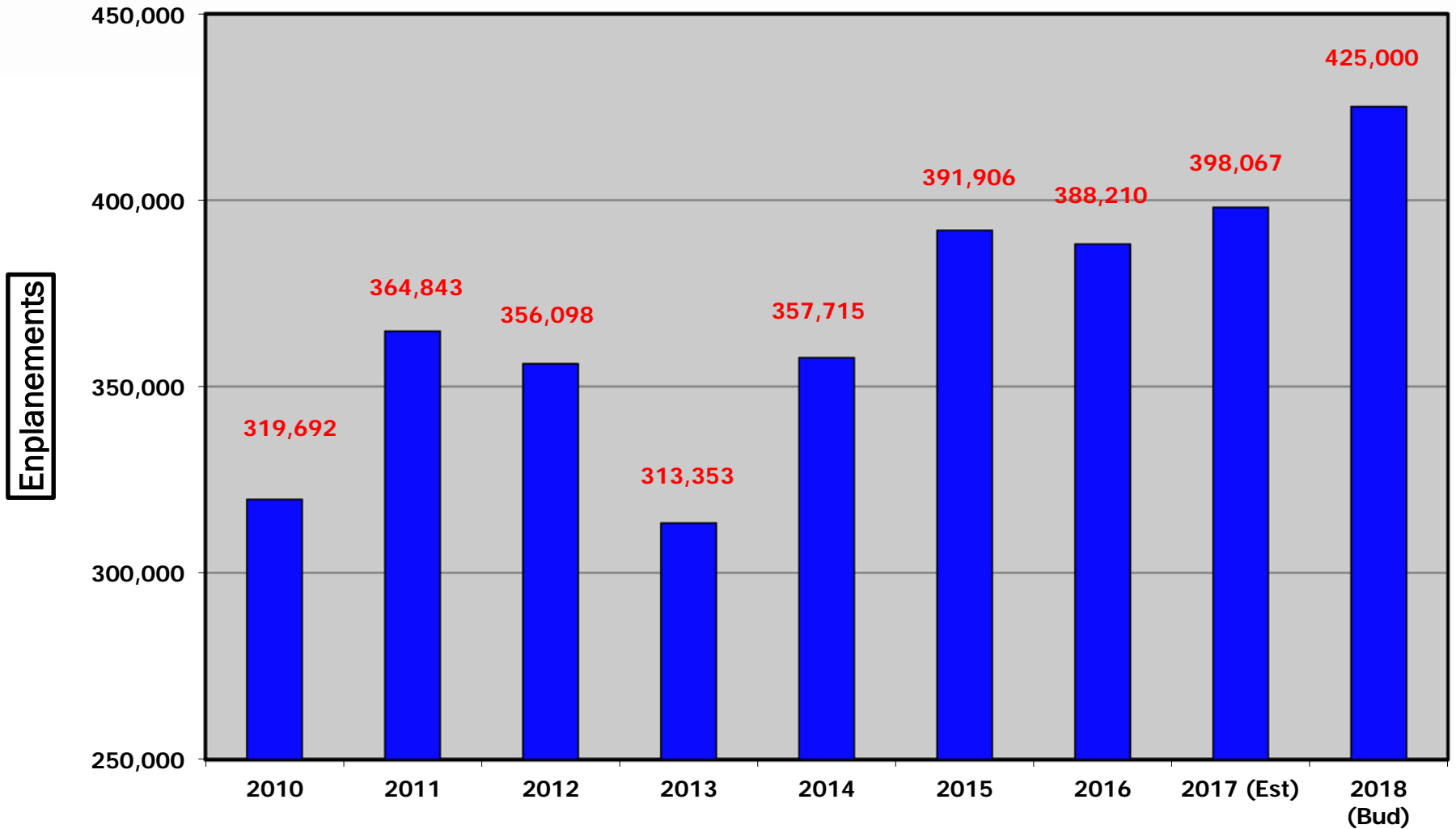
-  **Proposed FY 2017/2018 Supplemental Fees**

---

-  **Questions and Comments**

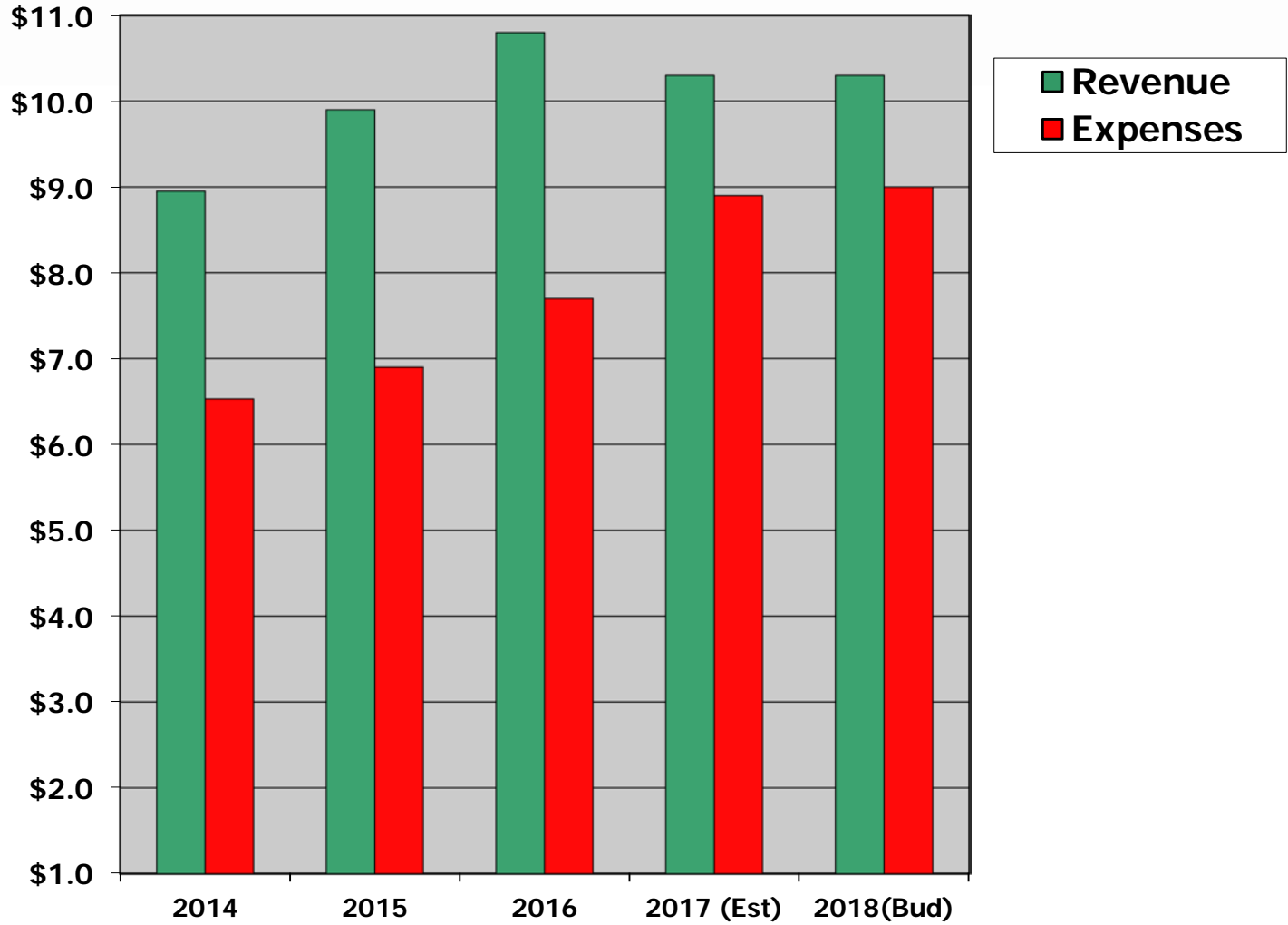
---

# Passenger Traffic

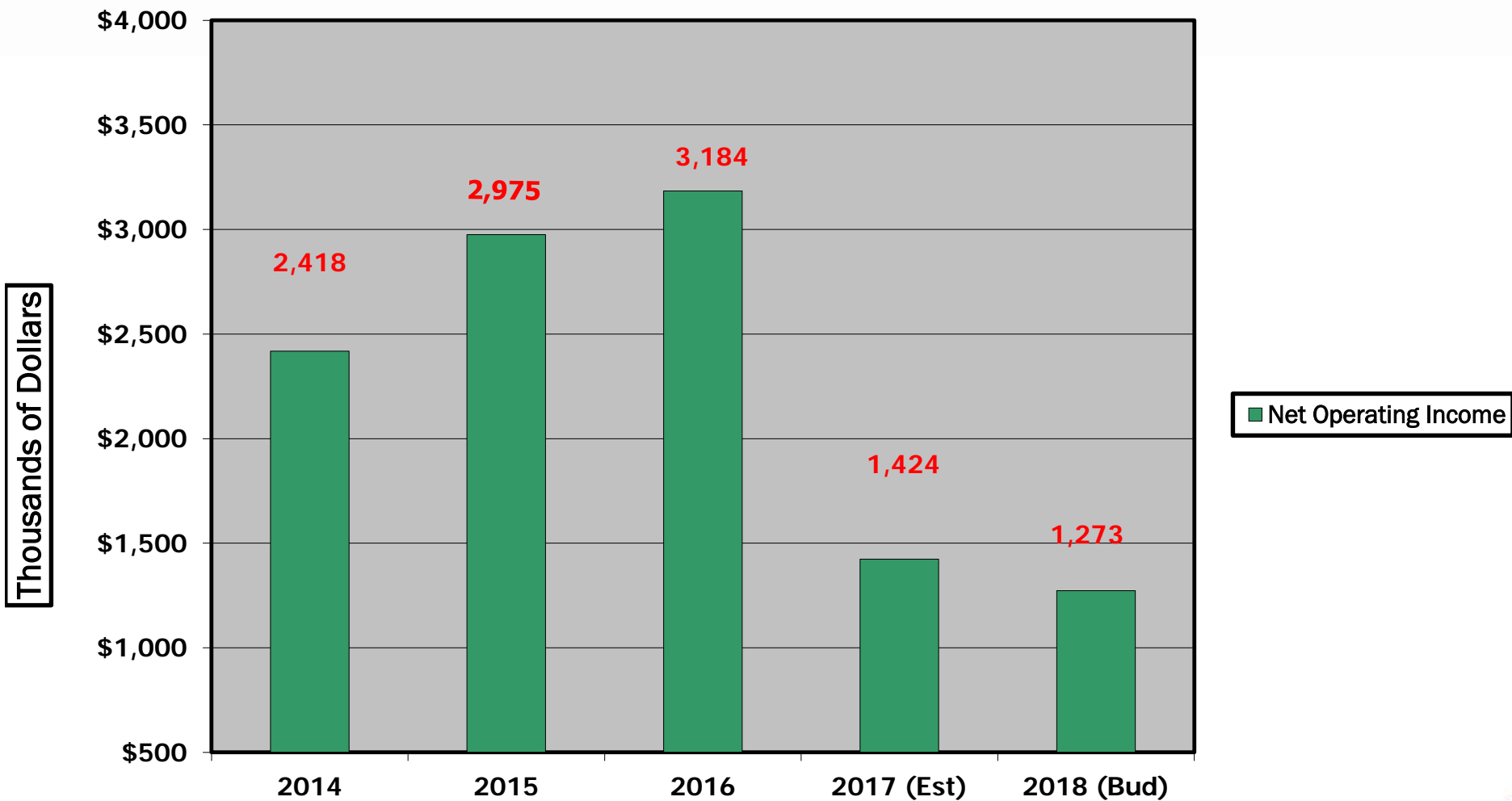


# Operating Revenues/Expenses

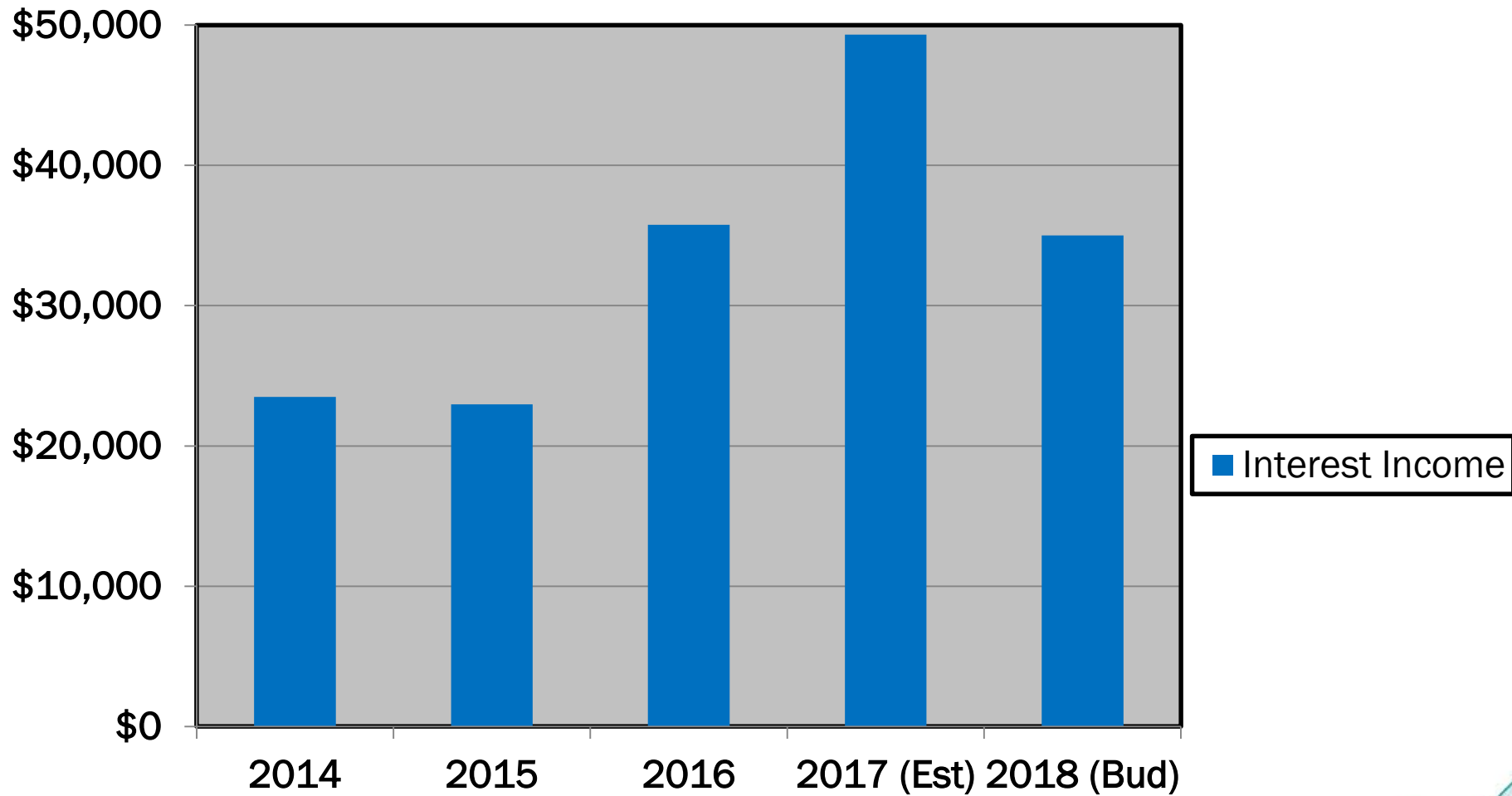
Millions of Dollars



# Net Operating Income



# Interest Income





# Proposed Operating Budget

# Basic Operating Budget Assumptions

## OPERATING REVENUES:

- Passenger enplanements – 425,000
- Airline revenue is conservative using the rates by ordinance model.
- Building leases decrease as result of uncertainty with Smartrac lease.

# Basic Operating Budget Assumptions (cont'd)

## OPERATING EXPENSES:

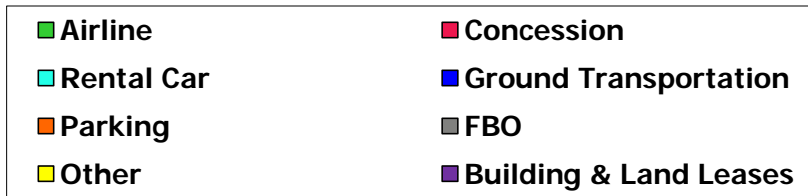
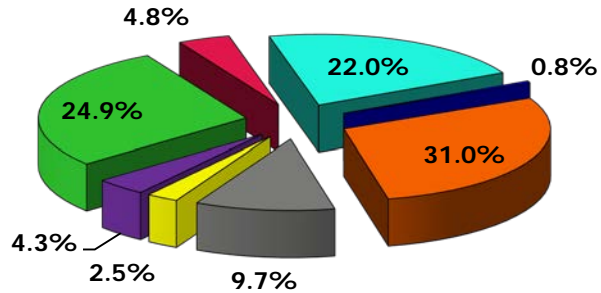
- Salary adjustment pool budgeted at 4.0%.
- Decrease in professional services due to completion of bond acquisition
- Decrease in contractual services due to completion of garage and removing shuttle service.
- Auditor fee decreased because audit of rental car revenues was in previous year.
- Decrease in contingency funds since most costs of Strategic Plan projects were in previous year.
- Increase in electricity due to parking garage.
- Increase in advertising as part of marketing plan.

# Proposed Operating Budget

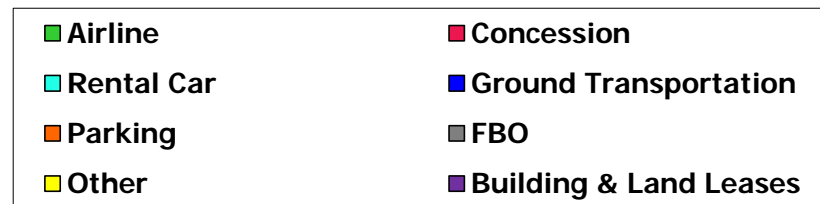
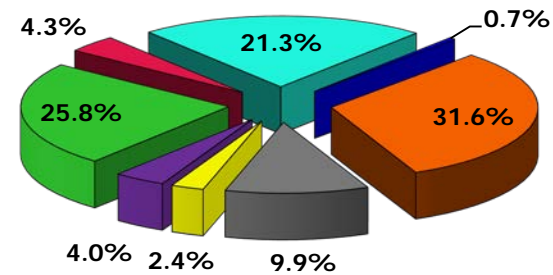
	Budget Amounts			Percent Change
	FY2016/2017	FY2017/2018	Difference	
<b><u>Revenues</u></b>				
Operating Revenues	\$ 9,590,204	\$10,308,768	\$ 718,564	7.5%
Investment Income	30,000	35,000	5,000	16.7%
<b>Total Operating &amp; Investment Revenues</b>	<b>9,620,204</b>	<b>10,343,768</b>	<b>723,564</b>	<b>7.5%</b>
<b><u>Expenses</u></b>				
Operating Expenses	9,302,702	9,034,940	(267,762)	-2.9%
<b>Total Operating Expenses</b>	<b>9,302,702</b>	<b>9,034,940</b>	<b>(267,762)</b>	<b>-2.9%</b>
<b>Net Operating &amp; Investment Income</b>	<b>\$ 317,502</b>	<b>\$ 1,308,828</b>	<b>\$ 991,326</b>	<b>312.2%</b>

# Sources of Operating Revenue

FY 2017 (Est)

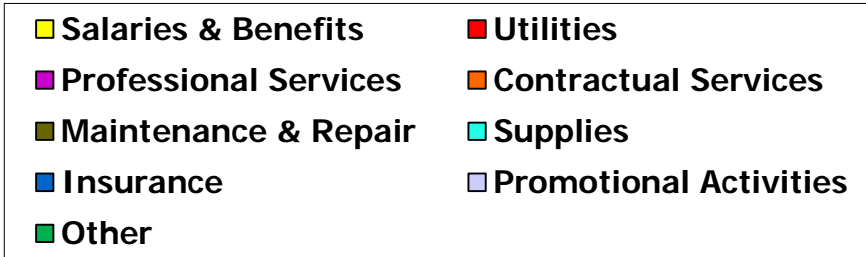
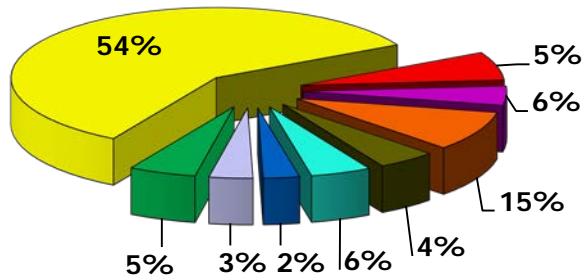


FY 2018 (Bud)

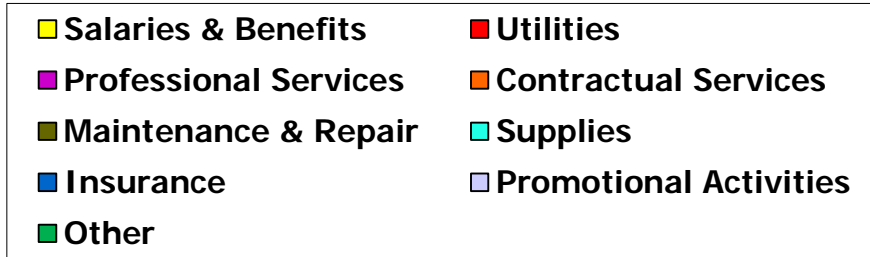
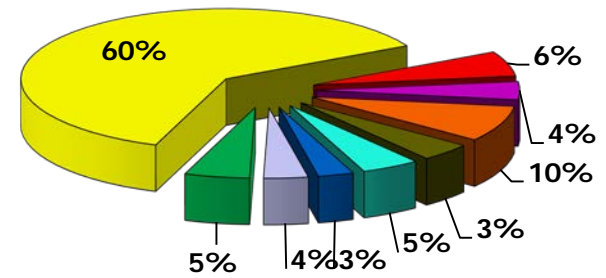


# Operating Expenses by Category

FY 2017 (Est)

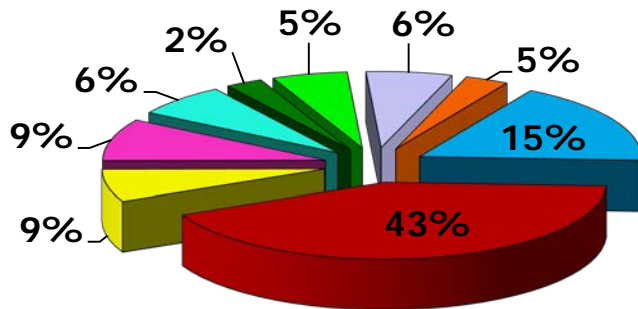


FY 2018 (Bud)



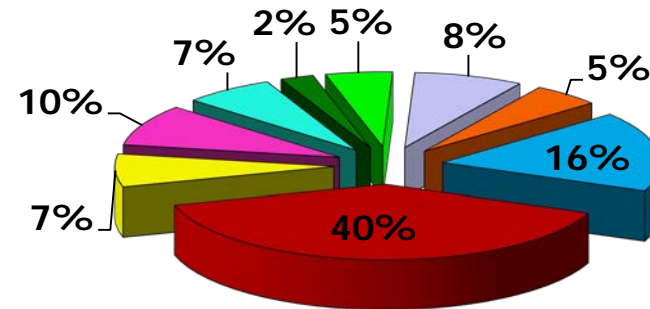
# Operating Expenses By Department

FY 2017 (Est)



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

FY 2018 (Bud)



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

# Proposed Capital Budget



# Proposed Capital Budget

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
CAPITAL BUDGET  
FISCAL YEAR 2017/2018**

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFCs (2)	Airport Funds
<b>Capital Improvements (1)</b>						
Terminal Apron Expansion – Old DPS Site	\$ 400,000	\$ 360,000	\$ -	\$ -	\$ -	\$ 40,000
Security System Improvements	1,538,581	1,384,723				153,858
Snow Removal Equipment	1,580,280	1,024,724		500,000		55,556
<b>Total Capital Improvements</b>	<b>3,518,861</b>	<b>2,769,447</b>	<b>-</b>	<b>500,000</b>	<b>-</b>	<b>249,414</b>

- (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.
- (2) PFC Revenues are included in the budget at the amount expected to be collected by the airlines in the fiscal year. Any difference between that amount and the amount planned as funding for current year capital projects is reflected in the budgeted amount of GARAA cash to be used.

# Proposed Capital Budget

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
CAPITAL BUDGET  
FISCAL YEAR 2017/2018

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFCs	Airport Funds
<b><u>Equipment and Small Capital Outlay</u></b>						
Disaster Recovery Solution	120,000					120,000
Trash Cans – Parking Garage	26,250					26,250
Vehicle Gate Arm	27,725					27,725
Skid Firefighting Unit	13,000					13,000
<b>Total Equipment and Small Capital Outlay</b>	<b>186,975</b>					<b>186,975</b>

# Proposed Capital Budget (cont'd)

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
CAPITAL BUDGET  
FISCAL YEAR 2017/2018

Description	Total	Funding Source				
		FAA- AIP Entitlements	FAA- AIP Discretionary	NCDOT Grants	Currently Approved PFC's	Airport Funds
<b><u>Renewal and Replacement</u></b>						
Soffit backlits	6,000					6,000
Refurbish Kiosks/Order Add'l Kiosks	13,000					13,000
Campus Structured Cabling	70,000					70,000
Network Switch Replacements	15,000					15,000
Telephone Upgrade	21,000					21,000
Main Data Center UPS	23,000					23,000
New Lighting for Art Gallery	7,480					7,480
Vehicle Replacements	68,295					68,295
Perimeter Fencing	75,000					75,000
LED Lighting	22,500					22,500
Rebuild Ticket Counter Inserts	7,500					7,500
HVAC Systems	18,000					18,000
Fire Hose – Large Diameter	5,075					5,075
Body Armor	14,255					14,255
<b>Total Renewal and Replacement</b>	<b>366,105</b>					<b>366,105</b>
<b>Total</b>	<b>\$ 4,071,941</b>	<b>\$ 2,769,447</b>	<b>\$ -</b>	<b>\$500,000</b>	<b>-</b>	<b>\$802,494</b>

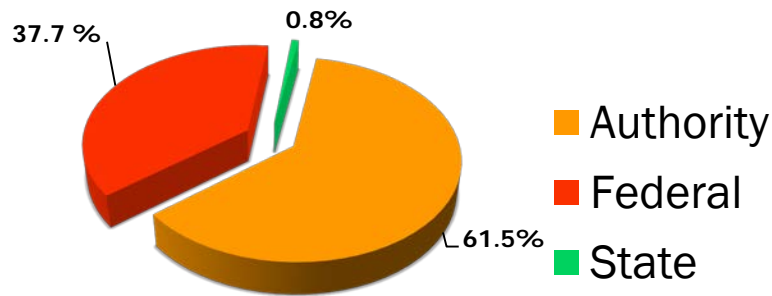
# Carry-Over Capital Projects

Description	Amount	Estimated Spending Through	Estimated Balance to	FAA-AIP Entitlement	FAA-AIP Discretionary	NC DOT Grants	PFCs Currently Approved	Airport Funds
	Authorized	6/30/2017	Carryover					
Parking Garage Airfield Redevelopment-Bid Package 4 (1)	21,938,700	19,406,600	2,532,100					2,532,100
	34,703,096	7,000,000	27,703,096		14,521,689		5,501,511	7,679,896
<b>TOTAL CARRYOVER</b>	<b>\$ 56,641,796</b>	<b>\$ 26,406,600</b>	<b>\$ 30,235,196</b>		<b>\$ 14,521,689</b>		<b>\$ 5,501,511</b>	<b>\$ 10,211,996</b>

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

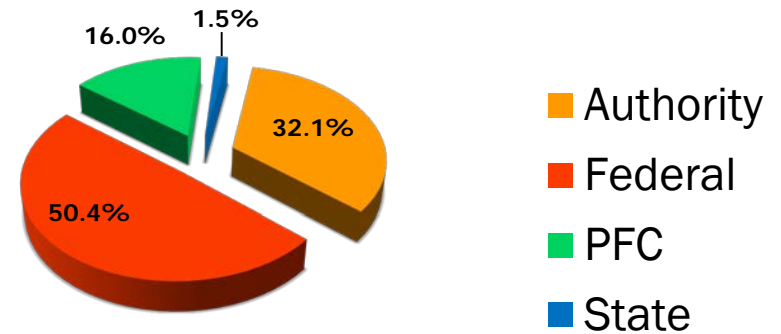
# Capital Funding Sources

### FY 2017 (Est)



**Authority's Contribution - \$24,508,697**

### FY 2018 (Bud)



**Authority's Contribution - \$11,014,490**

# 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 2017/2018 operating expenses.**
  - \$4,517,470 for FY 2017/2018

# Emergency Repair Reserve

- **Description and Justification**
  - Established to cover emergency repairs and provide ready access to the required cash.
- **\$650,000 for FY 2017/2018**



# Estimated Cash Balance

# Cash Balance

	<u>Amount</u>	
<b>Estimated Cash &amp; Investment Balance at June 30, 2017</b>		<b>\$ 25,000,000</b>
Plus: Net Operating & Investment Revenues		1,308,828
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	<u>(1,455,033)</u>	(1,855,033)
Plus Non-Operating Revenues:		
Passenger Facility Charges	1,788,500	
Customer Facility Charges	<u>1,350,000</u>	3,138,500
Plus Capital Contributions:		
Federal Grants - AIP Entitlements	2,769,447	
Federal Grants - AIP Discretionary Funds	14,521,689	
NC DOT Grants	<u>500,000</u>	17,791,136

# Cash Balance (cont'd)

## Less Capital Costs:

Capital Improvements	(3,518,861)	
Equipment and Small Capital Outlay Fund	(186,975)	
Renewal and Replacements	(366,105)	
Carryover Projects From FY2017	<u>(30,235,196)</u>	(34,307,137)
<b>Estimated Cash &amp; Investment Balance at June 30, 2018</b>		<b><u>11,076,294</u></b>
<b>Estimated Restricted Cash at June 30, 2018</b>		<b>500,000</b>
<b><u>Reserves:</u></b>		
Operations & Maintenance Reserve (6 Months)		<b>4,517,470</b>
Emergency Repair Reserve		<b>650,000</b>
<b>Estimated Unrestricted Undesignated Cash &amp; Investments at June 30, 2018</b>		<b><u>\$5,408,823</u></b>

# Supplemental Fees

# Proposed FY 2017/2018 Fees

	FY 2016/2017 Current Fees		FY 2017/2018 Proposed Fees	
	Cost	Per	Cost	Per
<b><u>Maintenance</u></b>				
Scissor Lift	\$ 100.00	day	\$ 100.00	day
Large ADA Ramp Rental	\$ 100.00	use	\$ 100.00	use
Air Stair Rental	\$ 100.00	use	\$ 100.00	use
Volvo Wheel Loader	\$ 150.00	use	\$ 150.00	use
Fork-lift	\$ 100.00	use	\$ 100.00	use
Pallet Jack	\$ 50.00	use	\$ 50.00	use
Tenant Sweeper	\$ 125.00	hour	\$ 125.00	hour
Service Truck	\$ 50.00	hour	\$ 50.00	hour
Backhoe	\$ 100.00	hour	\$ 100.00	hour
Lighted X	\$ 200.00	day	\$ 200.00	day
Light Tower	\$ 150.00	day	\$ 150.00	day
Paint Stripper	\$ 100.00	hour	\$ 100.00	hour
Large Aircraft Removal Dolly	\$ 200.00	day	\$ 200.00	day
Small Aircraft Removal Dolly	\$ 100.00	day	\$ 100.00	day
Aircraft Jack	\$ 100.00	use	\$ 100.00	use
Cores	\$ 40.00	each	\$ 40.00	each
Keys	\$ 12.00	each	\$ 12.00	each
Large Dump Truck	\$ 200.00	hour	\$ 200.00	hour
Small Broom	\$ 200.00	hour	\$ 200.00	hour
Large Broom	\$ 300.00	hour	\$ 300.00	hour
Pressure Washer	\$ 125.00	hour	\$ 125.00	hour
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Security Escort Rate (1)	\$ 45.00	hour	\$ 45.00	hour

# Proposed FY 2017/2018 Fees (cont'd)

	FY 2016/2017 Current Fees		FY 2017/2018 Proposed Fees	
	Cost	Per	Cost	Per
<b><u>Department of Public Safety</u></b>				
ARFF Apparatus for 1500 gal. or greater	\$ 250.00	hour	\$ 250.00	hour
ARFF Apparatus for less than 1500 gal.	\$ 150.00	hour	\$ 150.00	hour
Command, Police, and Ops support vehicles	\$ 100.00	hour	\$ 100.00	hour
Aircraft recover dolly	\$ 150.00	day	\$ 150.00	day
Maintenance Labor Rate (1)	\$ 45.00	hour	\$ 45.00	hour
Mutual Aid Agencies collected on their behalf		as incurred		as incurred
Replacement charges for AVL equipment/supplies		as incurred		as incurred
<b><u>Information Technology (IT) Department</u></b>				
IT Labor Rate - Non-Network (1)	\$ 40.00	hour	\$ 40.00	hour
IT Labor Rate - Network Related (1)	\$ 60.00	hour	\$ 60.00	hour
Cable Television (CATV) Signal Transport Fee	\$ 10.00	month	\$ 10.00	month
Cable Television-150+ Channels (2 & 3)	\$ 45.00	month	\$ 45.00	month
Dark Fiber per strand per 0-1000 ft	\$ 20.00	month	\$ 20.00	month
Dark Fiber per strand per 0-2000 ft	\$ 22.00	month	\$ 22.00	month
Dark Fiber per strand per 0-3000 ft	\$ 24.00	month	\$ 24.00	month
Wi-Fi & SSID (required for Wi-Fi Access) (2)	\$ 70.00	month	\$ 70.00	month
Internet Bandwidth-Not Dedicated (2 MB) (2)	\$ 50.00	month	\$ 50.00	month
Internet Bandwidth-Not Dedicated (5 MB) (2)	\$ 70.00	month	\$ 70.00	month
Internet Bandwidth-Not Dedicated (10 MB) (2)	\$ 125.00	month	\$ 125.00	month

# Proposed FY 2017/2018 Fees (cont'd)

	FY 2016/2017 Current Fees		FY 2017/2018 Proposed Fees	
	Cost	Per	Cost	Per
<b><u>Information Technology (IT) Department</u></b>	<b><u>FY 2016/2017</u></b>		<b><u>FY 2017/2018</u></b>	
Internet Bandwidth-Not Dedicated (15 MB) (2)	\$ 170.00	month	\$ 170.00	month
Internet Bandwidth-Not Dedicated (20 MB) (2)	\$ 200.00	month	\$ 200.00	month
Telephone Service – Per Telephone Number	\$ 50.00	month	\$ 50.00	month
Fax Service – Per Fax Machine/Phone Number	\$ 22.13	month	\$ 22.13	month
Cisco IP Phone – Model 7911G	\$ 5.67	month	\$ 5.67	month
Cisco IP Phone – Model 7945G	\$ 11.57	month	\$ 11.57	month
Cisco 1 Port Analog Line Converter-ATA186	\$ 4.86	month	\$ 4.86	month
Cisco 2 Port Analog Line Converter VG202	\$ 22.13	month	\$ 22.13	month
AirIT Shared Use Network Charge – Per Airline	\$ 50.00	month	\$ 50.00	month

## **Notes:**

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

# Proposed FY 2017/2018 Fees (cont'd)

<b><u>Identification Badge Fees and Charges</u></b>	<b>FY 2016/2017</b>		<b>FY 2017/2018</b>	
	<b>Current Fees</b>		<b>Proposed Fees</b>	
	<b>Cost</b>	<b>Per</b>	<b>Cost</b>	<b>Per</b>
Initial Badge Issuance				
SIDA Badge	\$ 70.00		\$ 70.00	
Non-SIDA Badge	\$ 37.00		\$ 37.00	
Renewal of Badge				
SIDA Badge	\$ 70.00		\$ 70.00	
Non-SIDA Badge	\$ 37.00		\$ 37.00	
Lost Badge Replacement				
SIDA Badge (4)	\$ 85.00 / \$ 100.00		\$ 85.00 / \$ 100.00	
Non-SIDA Badge (5)	\$ 60.00 / \$ 75.00		\$ 60.00 / \$ 75.00	
Damaged Badge				
SIDA Badge (6)	\$ 37.00/\$45.00	-	\$ 37.00/\$45.00	
Non-SIDA Badge (6)	\$ 37.00/\$45.00	-	\$ 37.00/\$45.00	
Security Escort Training	\$ 25.00		\$ 25.00	
Lock-out Service (7)	\$ 25.00		\$ 25.00	

## **Notes:**

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



# Proposed FY 2017/2018 Fees (cont'd)

	FY 2016/2017 Current Fees		FY 2017/2018 Proposed Fees	
	Cost	Per	Cost	Per
<b><u>Identification Badge Fees and Charges</u></b>				
<b><u>Parking(9)</u></b>				
Long term	\$ 1.50	0 - 1 hour	\$ 1.50	0 - 1 hour
	\$ 1.50	each add'l hour	\$ 1.50	each add'l hour
	\$ 8.00	day	\$ 8.00	day
	\$ 48.00	week	\$ 48.00	week
Short term	\$ 1.00	1/2 hour	\$ 1.00	1/2 hour
	\$ 25.00	day	\$ 25.00	day
Employee Parking Rate	\$ 60 / \$50	new/renewal	\$ 60 / \$50	new/renewal
Commuter Parking Rate	\$ 290 / \$275	new/renewal	\$ 290 / \$275	new/renewal
Fines	up to \$1,000	day	up to \$1,000	day
<b><u>Ground Transportation (9)</u></b>				
Airport Ground Transportation Permit (8)	\$ 300	annual	\$ 300	annual
Transportation Network Company Permit	7,500	annual	7,500	annual
Off-Airport Rental Car Fee	7.50%	of gross revenue	7.50%	of gross revenue

**Notes:**

- (8) Flat fee of \$4,000 for companies with a vehicle fleet inclusive of a minimum of 5 charter coach vehicles with seating capacity greater than 20 seats
- (9) **Anticipate parking and ground transportation rate adjustments upon opening of parking garage.**

# QUESTIONS?

February 17, 2017

**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, 2018 has been prepared with special consideration given to the safeguarding of the Greater Asheville Regional Airport Authority's assets and the reliability of the Authority's financial records, while maintaining the flexibility to allow the airport staff the tools to provide outstanding service to our passengers and tenants and the general public.

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

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

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

**ASSUMPTIONS**

Operating revenues are budgeted to increase 7.5% from the prior year's budget. Passenger enplanements are projected to increase 5.7% from 402,000 budgeted for FY2016/2017 to 425,000 budgeted for FY2017/2018.

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

Building lease revenue is expected to decrease due to uncertainty with continuation of lease with Smartrac.

Budgeted operating expenses are expected to decrease 2.9%. A salary adjustment pool of 4.0% is budgeted.

## **OPERATING REVENUE**

### **Investment Income:**

Interest rates are assumed to increase slightly in FY2017/2018.

### **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 estimated to remain at levels similar to the previous fiscal year.

### **Concessions:**

Advertising revenues are budgeted to increase as a result of on-going efforts to contract additional advertising in the terminal. Also, the budget assumes that the Authority will receive income in accordance with the MAG provided in the food and gift agreement with Paradies, plus an estimated percentage of food and gift sales based on actual experience. The other line items are based on current agreements and/or historical averages.

### **Auto Parking:**

Public Parking is budgeted to increase upon the opening of the parking garage during the year.

### **Rental Car-Car Rentals:**

Rental car minimum annual guarantees (MAGs) are based on the current agreements with the MAGs being based on the greater of the year three guarantee amounts or 90% of the prior year's Percentage Fee.

### **Rental Car-Facility Rent:**

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

### **Commercial Ground Transportation:**

The revenues from Ground Transportation Fees, 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 Landmark.

**Building Leases:**

All estimates are backed by current leases in place.

**Land Leases:**

All estimates are backed by current leases in force.

**Other Leases/Fees:**

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

**OPERATING EXPENSES****Personnel Services:**

Payroll costs are based on current salaries for all employees, plus estimated longevity bonuses. A salary adjustment pool of 4.0% is budgeted for FY2017/2018, with the anticipation of 3.5% salary increases. Overtime is estimated by Department Directors based on historical amounts. Benefits are estimated for each benefit type to better manage benefit costs. Total benefits are approximately 50% of payroll. There is no change in budgeted FTEs for FY2017/2018.

**Professional Services:**

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

**Contractual Services:**

Contractual Services includes the cost of the parking management, maintenance agreements, uniform cleaning services, and other contractual services. Budgeted amounts are estimated based on agreements and/or historical data.

**Travel and Training:**

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

**Communications and Freight:**

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

**Rents and Leases:**

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

**Insurance:**

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

**Utility Services:**

Utility Services are estimated based on the latest historical data plus the addition of electrical costs in the parking garage.

**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 FY2017/2018.

**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 FY2017/2018.

**Other Current Charges and Obligation:**

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

**Operating Supplies:**

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

**Books, Publications, Subscriptions, Memberships:**

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

**EMERGENCY REPAIR**

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

## **CONTINGENCY**

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

## **CAPITAL BUDGET**

The Capital Budget items were generated by the Department Directors and include those capital improvement projects in the approved five-year capital improvement plan for FY2017/2018. Explanations and justifications for new capital projects are included on the Capital Budget Request sheets.

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

## **DEBT SERVICE**

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

## **BUSINESS DEVELOPMENT**

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

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
2017-2018  
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 2017-2018 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, 2017 and ending June 30, 2018 in accordance with the following schedules:

**EXPENDITURES**

Administration Department	\$ 692,606
Development Department	437,746
Executive Department	588,989
Finance Department	431,864
Guest Services Department	215,939
Information Technology Department	861,621
Marketing Department	665,534
Operations Department	3,615,848
Public Safety Department	1,474,793
Emergency Repair Costs	50,000
Carry-over Capital Expenditures from Prior Year	30,235,196
Capital Improvement	3,518,861
Equipment and Small Capital Outlay	186,975
Renewal and Replacement	366,105
Business Development	300,000
Debt Service	1,455,033
Contingency	100,000
<b>Total Expenditures</b>	<hr/> <b>\$45,197,110</b> <hr/>



**Section 2.** It is estimated that the following revenues will be available for the fiscal year beginning July 1, 2017 and ending June 30, 2018.

**REVENUES**

Administration (Interest Income)	\$ 35,000
Terminal	4,847,273
Airfield	920,703
General Aviation	1,021,005
Parking Lot	3,345,000
Other	174,788
Passenger Facility Charges	1,788,500
Customer Facility Charges	1,350,000
Federal Grants – AIP Entitlements	2,769,447
Federal Grants – AIP Discretionary Funds	14,521,689
NC Department of Transportation Grants	500,000
Transfer to GARAA Cash/Investments	13,923,706
<b>Total Revenues</b>	<u><u>\$45,197,110</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, 2017.

Adopted this 24th day of March, 2017

---

Robert C. Roberts, Chair

Attested by:

---

Ellen Heywood, Clerk to the Board

---

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
OPERATING SUMMARY  
FY 2017/2018 BUDGET**

	Budget Amounts			Percent Change
	FY2016/2017	FY2017/2018	Difference	
<b>Revenues</b>				
Operating Revenues	\$ 9,590,204	\$ 10,308,768	\$ 718,564	7.5%
Investment Income	30,000	35,000	\$ 5,000	16.7%
<b>Total Operating &amp; Investment Revenues</b>	<b>9,620,204</b>	<b>10,343,768</b>	<b>723,564</b>	7.5%
<b>Expenses</b>				
Operating Expenses	9,302,702	9,034,940	\$ (267,762)	-2.9%
<b>Total Operating Expenses</b>	<b>9,302,702</b>	<b>9,034,940</b>	<b>(267,762)</b>	-2.9%
<b>Net Operating &amp; Investment Income</b>	<b>\$ 317,502</b>	<b>\$ 1,308,828</b>	<b>\$ 991,326</b>	312.2%

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2017-2018**

Revenue Sources	Historical, Actual Revenue			FY 2016-2017			Proposed Budget Fiscal Year 2017-2018	Difference Est FY16-17 To Budget FY17-18	Difference Bud FY16-17 To Budget FY17-18
	Fiscal Year 2013-2014	Fiscal Year 2014-2015	Fiscal Year 2015-2016	Fiscal Year 2016-2017 Budget	11/30/16 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
<b>Investment Income</b>									
Interest Income	\$ 23,493	\$ 22,959	\$ 35,760	\$ 30,000	\$ 20,548	\$ 49,315	35,000	(14,315)	5,000
<b>Total Investment Income</b>	<b>23,493</b>	<b>22,959</b>	<b>35,760</b>	<b>30,000</b>	<b>20,548</b>	<b>49,315</b>	<b>35,000</b>	<b>(14,315)</b>	<b>5,000</b>
<b>Terminal Space Rentals - Non-Airline</b>									
FAA Tower Rent	125,947	140,622	130,686	132,000	55,106	148,621	156,683	8,062	24,683
TSA Space	87,404	87,404	85,521	83,000	34,849	84,614	86,306	1,692	3,306
Federal Express	60	60	60	60	20	60	60	-	-
<b>Total Terminal Space Rentals - Non-Airline</b>	<b>213,411</b>	<b>228,086</b>	<b>216,267</b>	<b>215,060</b>	<b>89,975</b>	<b>233,295</b>	<b>243,049</b>	<b>9,755</b>	<b>27,989</b>
<b>Terminal Space Rentals - Airline</b>									
Facility/Services/Hold Room Charges	821,033	947,438	-	-	-	-	-	-	-
Terminal Rental - Departures			372,651	371,297	193,089	390,079	406,867	16,788	35,569
Terminal Rental - Enplanements			711,828	743,700	358,620	724,485	756,710	32,225	13,010
Loading Bridge Fees (Includes FGP & PC Air)	38,924	32,234	443	-	-	-	-	-	-
Apron Fees	157,334	135,159	1,843	-	-	-	-	-	-
American (Counter/Office/Queue)	89,450	91,496	99,803	99,803	43,223	109,060	108,889	(171)	9,086
Delta Air Lines (Counter/Office/Queue)	95,802	97,994	111,341	106,891	44,627	116,805	116,622	(183)	9,731
United/SkyWest/Continental (Counter/Office/Queue)	47,736	48,828	53,261	53,261	24,107	58,201	58,110	(91)	4,849
Allegiant (Counter/Office/Queue)	13,952	18,162	97,480	34,128	15,539	37,293	37,235	(58)	3,107
Worldwide (Office)	-	3,430	5,613	5,613	2,382	6,133	6,124	(9)	511
Common Use (Counter/Queue)			32,553	55,158	30,342	61,297	81,165	19,868	26,007
Turn Fees-Non-Scheduled Airlines	9,568	-	-	-	-	-	-	-	-
Non-Signatory Premiums-Term Rentals Depart			81,639		39,888	-		-	-
Non-Signatory Premiums-Term Rentals Enplane			126,203		64,683	-		-	-
Non-Signatory Premiums-Fixed Rent			5,036		17,751	-		-	-
Non-Signatory Premiums-Fixed Rent Refund to Sig			60,000		-	-		-	-
<b>Total Terminal Space Rentals - Airline</b>	<b>1,273,799</b>	<b>1,374,741</b>	<b>1,759,694</b>	<b>1,469,851</b>	<b>834,251</b>	<b>1,503,353</b>	<b>1,571,723</b>	<b>68,370</b>	<b>101,871</b>
<b>Concessions</b>									
Food & Beverage, Gift, Info	126,766	161,094	162,254	150,000	67,608	156,000	155,000	(1,000)	5,000
Advertising	119,248	236,685	294,742	242,400	126,748	304,195	260,000	(44,195)	17,600
Brochure Sales	25,360	24,558	30,538	26,500	14,278	34,267	27,000	(7,267)	500
Guest Services	3,022	2,801	2,892	1,100	1,358	3,259	1,500	(1,759)	400
Art in the Airport	236	4,735	(2,748)	1,000	(140)	100	-	(100)	(1,000)
Sanitary Machines	67	77	51	80	50	100	80	(20)	-
ATM	1,167	940	882	1,100	375	900	900	-	(200)
<b>Total Concessions</b>	<b>275,866</b>	<b>430,890</b>	<b>488,611</b>	<b>422,180</b>	<b>210,277</b>	<b>498,821</b>	<b>444,480</b>	<b>(54,341)</b>	<b>22,300</b>
<b>Auto Parking</b>									
Public Parking	2,802,404	3,092,071	3,192,023	2,800,000	1,505,548	3,200,000	3,250,000	50,000	450,000
Commuter Parking	18,725	19,537	17,173	20,000	494	18,000	20,000	2,000	-
<b>Total Auto Parking</b>	<b>2,821,129</b>	<b>3,111,608</b>	<b>3,209,196</b>	<b>2,820,000</b>	<b>1,506,042</b>	<b>3,218,000</b>	<b>3,270,000</b>	<b>52,000</b>	<b>450,000</b>

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2017-2018**

Revenue Sources	Historical, Actual Revenue			FY 2016-2017			Proposed Budget Fiscal Year 2017-2018	Difference Est FY16-17 To Budget FY17-18	Difference Bud FY16-17 To Budget FY17-18
	Fiscal Year 2013-2014	Fiscal Year 2014-2015	Fiscal Year 2015-2016	Fiscal Year 2016-2017 Budget	11/30/16 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
<b>Rental Car</b>									
<b>Rental Car - Car Rentals</b>									
All Companies % (Signatory)				-	-	-		-	-
Avis MAG	245,250	244,000	244,000	244,000	101,667	244,000	244,000	-	-
Hertz MAG	426,108	422,500	422,500	422,500	176,042	422,500	422,500	-	-
Enterprise MAG	252,301	250,538	250,538	250,538	104,391	288,409	291,855	3,446	41,317
Budget MAG	161,918	161,100	161,100	161,100	67,125	161,100	161,100	-	-
National/Alamo MAG	247,534	246,284	246,284	373,260	102,618	417,623	433,201	15,578	59,941
Avis %	-	-	-	-	-	-	-	-	-
Hertz %	-	-	-	-	-	-	-	-	-
Enterprise %	32,122	8,530	64,302	-	39,438	39,438	-	(39,438)	-
Budget %	20,901	11,246	18,037	-	-	-	-	-	-
National/Alamo %	16,620	141,898	220,430	-	63,113	63,113	-	(63,113)	-
Off Airport % - Thrifty	16,510	17,073	14,909	17,000	11,130	22,485	17,000	(5,485)	-
Off Airport % - U Save	-	-	-	-	-	-	-	-	-
Off Airport % - Dollar	10,632	11,009	7,779	10,000	5,234	10,574	10,000	(574)	-
<b>Subtotal Car Rentals</b>	<b>1,429,896</b>	<b>1,514,178</b>	<b>1,649,879</b>	<b>1,478,398</b>	<b>670,758</b>	<b>1,669,242</b>	<b>1,579,656</b>	<b>(89,586)</b>	<b>101,258</b>
<b>Rental Car - Facility Rent</b>									
Avis (Counter & Office)	33,533	33,628	35,167	36,440	14,711	36,439	37,714	1,275	1,274
Hertz (Counter & Office)	38,658	38,767	40,542	42,009	16,960	42,007	43,477	1,470	1,468
Enterprise (Counter & Office)	30,079	30,164	31,545	32,687	13,196	32,686	33,830	1,144	1,143
Vanguard/National/Alamo (Counter & Office)	38,769	38,879	40,659	42,130	17,009	42,128	43,603	1,474	1,473
Budget (Counter & Office)	35,761	35,862	37,355	38,861	15,689	38,860	40,220	1,360	1,359
Avis (Ready/Return)	7,625	7,530	7,505	7,650	3,089	7,650	7,918	268	268
Hertz (Ready/Return)	13,377	13,649	13,162	13,260	5,354	12,110	12,141	31	(1,119)
Enterprise (Ready/Return)	11,966	11,766	10,823	10,710	4,324	11,094	11,613	519	903
Vanguard/National/Alamo (Ready/Return)	10,209	10,354	13,794	15,301	6,177	16,068	16,892	824	1,592
Budget (Ready/Return)	7,040	7,060	7,354	7,650	3,089	7,650	7,918	268	268
Avis (Service Facility)	35,144	34,944	34,023	34,396	13,886	34,397	35,600	1,203	1,204
Hertz (Service Facility)	63,394	64,270	61,200	61,370	24,776	58,758	59,924	1,166	(1,445)
Enterprise (Service Facility)	57,071	56,236	50,915	50,073	20,215	52,723	55,862	3,139	5,789
Budget (Service Facility)	27,347	27,723	30,280	31,779	12,830	27,200	26,590	(610)	(5,189)
Vanguard/National/Alamo (Service Facility)	48,579	49,015	66,438	74,001	29,876	78,260	82,451	4,191	8,450
Avis CAM fee	11,952	9,343	8,207	8,207	3,778	6,083	5,463	(620)	5,463
Hertz CAM fee	17,345	17,122	14,690	14,690	6,916	10,393	9,195	(1,198)	9,195
Enterprise CAM fee	15,411	14,798	12,244	12,244	4,663	9,372	8,571	(801)	8,571
Vanguard/National/Alamo CAM fee	13,452	13,865	17,378	17,378	7,678	13,838	12,652	(1,186)	12,652
Budget CAM fee	8,401	10,034	10,617	-	3,843	4,812	4,080	(732)	4,080
Common Area Maintenance (Service Facility)	-	-	-	44,498	-	-	-	-	(44,498)
<b>Subtotal Facility Rent</b>	<b>525,113</b>	<b>525,009</b>	<b>543,898</b>	<b>542,814</b>	<b>228,059</b>	<b>542,528</b>	<b>555,715</b>	<b>13,187</b>	<b>12,901</b>
<b>Total Rental Car</b>	<b>1,955,009</b>	<b>2,039,187</b>	<b>2,193,777</b>	<b>2,021,212</b>	<b>898,817</b>	<b>2,211,770</b>	<b>2,135,371</b>	<b>(76,399)</b>	<b>114,159</b>
<b>Commercial Ground Transportation</b>									
Employee Parking	14,826	17,854	34,848	17,850	5,221	34,000	30,000	(4,000)	12,150
Ground Transportation Fees	31,800	32,075	52,125	32,000	12,000	50,000	45,000	(5,000)	13,000
<b>Total Commercial Ground Transportation</b>	<b>46,626</b>	<b>49,929</b>	<b>86,973</b>	<b>49,850</b>	<b>17,221</b>	<b>84,000</b>	<b>75,000</b>	<b>(9,000)</b>	<b>25,150</b>

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2017-2018**

	Historical, Actual Revenue			FY 2016-2017			Proposed Budget Fiscal Year 2017-2018	Difference Est FY16-17 To Budget FY17-18	Difference Bud FY16-17 To Budget FY17-18
	Fiscal Year 2013-2014	Fiscal Year 2014-2015	Fiscal Year 2015-2016	Fiscal Year 2016-2017 Budget	11/30/16 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
<b>Revenue Sources</b>									
<b>Landing Fees</b>									
Delta Air Lines	279,278	235,804	247,991	263,500	129,017	260,640	290,659	30,019	27,159
Air Tran					-	-	-	-	-
US Airways	230,793	181,589	-	-	-	-	-	-	-
SkyWest / United	69,175	61,793	64,642	71,300	45,443	91,804	76,178	(15,626)	4,878
Allegiant	51,807	106,983	190,392	178,250	100,645	203,323	237,897	34,574	59,647
American	-	-	173,064	240,250	92,608	222,259	170,168	(52,091)	(70,082)
Total Scheduled Carriers	-	-	-	-	-	-	-	-	-
Charter Fees	1,863	-	-	1,500	-	-	-	-	(1,500)
Landing Fee Overage Refunded (Rate reduced)			82,860						
Non-Signatory Premium (to Signatory Carrier)			119,440		64,684				
<b>Total Landing Fees</b>	<b>632,916</b>	<b>586,169</b>	<b>878,389</b>	<b>754,800</b>	<b>432,397</b>	<b>778,027</b>	<b>774,903</b>	<b>(3,124)</b>	<b>20,103</b>
<b>FBOs</b>									
Percentage Fee	19,122	30,569	23,556	30,000	10,277	20,112	20,000	(112)	(10,000)
T-Hangar	81,375	82,024	83,001	83,505	34,621	83,979	84,925	946	1,420
Bulk Hangar #1	114,137	115,046	118,486	117,125	48,559	117,788	119,116	1,328	1,991
Bulk Hangar #2	215,190	216,905	219,490	220,823	91,552	222,075	224,577	2,502	3,754
Land Rent	455,780	459,418	469,635	467,724	193,916	470,374	475,675	5,301	7,951
Apron Rent	-	-	-	-	-	-	-	-	-
Option Parcel Fee	8,712	8,712	8,712	8,712	3,630	8,712	8,712	-	-
Fuel Flowage Fee	66,579	56,286	67,999	80,000	37,921	76,300	77,000	700	(3,000)
<b>Subtotal FBOs</b>	<b>960,895</b>	<b>968,960</b>	<b>990,879</b>	<b>1,007,890</b>	<b>420,476</b>	<b>999,340</b>	<b>1,010,005</b>	<b>10,665</b>	<b>2,115</b>
<b>Belle Aircraft Maintenance</b>									
Percentage Fee	8,789	11,141	10,454	11,000	5,031	12,000	11,000	(1,000)	-
<b>Total FBOs/SASOs</b>	<b>969,684</b>	<b>980,101</b>	<b>1,001,333</b>	<b>1,018,890</b>	<b>425,507</b>	<b>1,011,340</b>	<b>1,021,005</b>	<b>9,665</b>	<b>2,115</b>
<b>Building Leases</b>									
Rental Houses	21,001	20,745	20,750	21,325	9,310	22,308	22,144	(164)	819
Advantage West	81,936	42,513	-	-	-	-	-	-	-
SmarTrac	-	-	46,929	81,858	33,521	82,059	41,846	(40,213)	(40,012)
Lacy Griffin Building (WNC Aviation)	23,324	20,844	19,441	19,441	8,101	19,623	19,640	17	199
Cargo Building (Allegiant)				29,885	12,452	30,164	30,190	26	305
Cargo Building (US Airways)	13,086	13,341	24,904	-	-	-	-	-	-
<b>Total Building Leases</b>	<b>139,347</b>	<b>97,443</b>	<b>112,024</b>	<b>152,509</b>	<b>63,384</b>	<b>154,154</b>	<b>113,820</b>	<b>(40,334)</b>	<b>(38,689)</b>
<b>Land Leases</b>									
Pasture Rent & Misc Land Leases	600	1,000	700	600	250	600	600	-	-
Lamar (Billboard)	3,325	3,400	3,525	3,500	1,458	3,500	3,500	-	-
Optional Parcel Fee - Gravel Lot	-	-	-	-	-	-	-	-	-
US Forest Service - Tanker	10,428	10,545	10,593	10,592	3,531	10,641	10,651	10	59
Waddell/Triangle Stop	11,804	32,779	32,779	32,779	13,658	32,779.00	32,779	(0)	-
Golf Center	11,071	11,246	11,277	11,277	1,879	11,411	11,438	27	161
<b>Total Land Leases</b>	<b>37,228</b>	<b>58,970</b>	<b>58,874</b>	<b>58,748</b>	<b>20,776</b>	<b>58,931</b>	<b>58,967</b>	<b>36</b>	<b>220</b>

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**REVENUE BUDGET ANALYSIS FOR FISCAL YEAR 2017-2018**

	Historical, Actual Revenue			FY 2016-2017			Proposed Budget Fiscal Year 2017-2018	Difference Est FY16-17 To Budget FY17-18	Difference Bud FY16-17 To Budget FY17-18
	Fiscal Year 2013-2014	Fiscal Year 2014-2015	Fiscal Year 2015-2016	Fiscal Year 2016-2017 Budget	11/30/16 FYTD Actual Revenue	5 Projection for Full Fiscal Year			
<b>Revenue Sources</b>									
<b>Other Leases/Fees</b>									
LEO Services (TSA)	116,800	116,800	117,120	116,800	48,960	116,800	116,800	-	-
Shared Terminal Services - Airlines on AirIT	16,935	30,089	3,332	-	-	-	-	-	-
Security Fee (Airlines)	267,212	313,326	326,256	329,640	149,753	302,531	318,839	16,307	(10,802)
Security Fee (Rental Car)	67,756	67,989	73,027	73,493	30,623	71,953	71,812	(141)	(1,681)
Security Fee (ID Media)	23,442	20,700	29,681	27,350	11,078	29,000	29,000	-	1,650
Telecommunication Fees (Voice/Data)	50,000	51,692	48,416	50,821	24,505	58,812	34,000	(24,812)	(16,821)
Sale of Assets			201	-	-	-	-	-	-
Misc	4,604	269,741	167,284	3,000	576	3,000	2,000	(1,000)	(1,000)
Tenant Services/Assessment Fees	13,136	33,615	17,355	6,000	6,683	8,000	6,000	(2,000)	-
Annual Event Fees/Sponsorships	23,420	-	-	-	-	-	22,000	22,000	22,000
Non-Signatory Security Fee Premium			57,615		28,252				
<b>Total Other Leases</b>	<b>583,305</b>	<b>903,952</b>	<b>840,287</b>	<b>607,104</b>	<b>300,430</b>	<b>590,096</b>	<b>600,451</b>	<b>10,354</b>	<b>(6,654)</b>
<b>Total Revenue</b>	<b>\$ 8,971,813</b>	<b>\$ 9,884,035</b>	<b>\$ 10,881,185</b>	<b>\$ 9,620,204</b>	<b>\$ 4,819,625</b>	<b>\$ 10,391,101</b>	<b>\$ 10,343,768</b>	<b>\$ (47,333)</b>	<b>\$ 723,564</b>
								-0.5%	7.5%

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2017-2018**

Expenses	Historical, Actual Expenses				FY 2016-2017			Proposed Budget Fiscal Year 2017-2018	Difference Est FY16-17 To Budget FY17-18	Difference Bud FY16-17 To Budget FY17-18
	Fiscal Year 2012-2013	Fiscal Year 2013-2014	Fiscal Year 2014-2015	Fiscal Year 2015-2016	Fiscal Year 2016-2017 Budget	11/30/16 FYTD Actual Expenses	Projection for Full Fiscal Year			
<b>PERSONNEL SERVICES</b>										
Regular Salaries	\$ 2,643,096	\$ 2,690,022	\$ 2,840,711	\$ 3,055,513	\$ 3,376,602	\$ 1,324,571	\$ 3,232,702	\$ 3,337,919	\$ 105,217	\$ (38,683)
Overtime	47,859	53,956	68,865	124,713	92,772	49,228	120,481	105,900	(14,581)	13,128
Salary Adjustment/Bonus Pool (a)	-	-	-	-	15,913	-	-	157,643	157,643	141,730
LEO Special Separation Allowance	20,468	25,141	24,118	21,834	37,780	15,829	38,307	28,005	(10,302)	(9,775)
Longevity	36,430	39,695	45,635	49,871	53,897	20,159	53,893	52,196	(1,697)	(1,701)
Unemployment Claims	9,151	17,818	5,340	(3,737)	14,000	-	14,000	14,000	-	-
Retiree Health	33,130	31,583	33,595	37,161	24,360	10,220	30,660	9,340	(21,320)	(15,020)
Benefits	1,085,651	1,161,789	1,191,925	1,380,315	1,539,657	528,040	1,338,282	1,695,326	357,044	155,669
<b>Total Personnel Services</b>	<b>3,875,785</b>	<b>4,020,004</b>	<b>4,210,189</b>	<b>4,665,670</b>	<b>5,154,981</b>	<b>1,948,047</b>	<b>4,828,325</b>	<b>5,400,329</b>	<b>572,004</b>	<b>245,348</b>
<b>OPERATING EXPENSES</b>										
<b>Professional Services</b>										
Professional Services - General	56,922	80,159	95,561	114,361	245,400	119,735	248,400	147,250	(101,150)	(98,150)
Professional Services - Legal	66,082	72,708	65,598	53,928	153,000	89,150	125,000	55,000	(70,000)	(98,000)
Artwork and Creative Production	9,337	17,781	17,076	27,110	21,000	4,434	21,000	51,000	30,000	30,000
Surveys, Reports & Data	31,031	34,885	21,200	39,913	1,000	240	500	500	-	(500)
Physicals & Drug Screens	1,702	995	2,835	4,826	8,000	1,444	8,000	7,000	(1,000)	(1,000)
Website Maintenance	2,200	3,100	-	4,996	1,300	1,200	1,300	1,500	200	200
Auditors	12,400	12,550	14,600	12,800	40,000	5,975	40,000	16,200	(23,800)	(23,800)
Temporary Help	74,854	91,746	142,937	65,575	90,000	32,414	78,837	90,500	11,663	500
<b>Total Professional Services</b>	<b>254,528</b>	<b>313,924</b>	<b>359,807</b>	<b>323,509</b>	<b>559,700</b>	<b>254,592</b>	<b>523,037</b>	<b>368,950</b>	<b>(154,087)</b>	<b>(190,750)</b>
<b>Contractual Services</b>										
Computer Technical Support	22,884	19,860	24,043	9,960	18,600	1,333	18,600	18,000	(600)	(600)
Landscaping	9,600	9,420	9,420	9,420	9,420	3,925	9,420	9,420	-	-
Parking Management Contract	351,964	372,970	357,459	446,369	412,741	142,394	412,741	425,936	13,195	13,195
Parking Management Shuttle				90,673	638,000	81,460	638,000	200,000	(438,000)	(438,000)
Other Contractual Services	205,426	171,091	180,020	173,251	224,788	99,939	226,159	216,338	(9,821)	(8,450)
Elevator Maintenance Contract	35,417	4,223	3,316	1,840	2,280	1,115	2,280	2,280	-	-
Fire Alarm Systems Contract	14,314	14,305	14,314	15,319	15,500	11,088	12,450	12,450	-	(3,050)
<b>Total Contractual Services</b>	<b>639,605</b>	<b>591,869</b>	<b>588,572</b>	<b>746,832</b>	<b>1,321,329</b>	<b>341,254</b>	<b>1,319,650</b>	<b>884,424</b>	<b>(435,226)</b>	<b>(436,905)</b>
<b>Travel and Training</b>										
Travel & Per Diem	107,446	103,072	120,209	165,371	176,871	49,459	166,969	176,700	9,731	(171)
Training & Education	23,168	18,286	22,095	23,153	33,250	8,293	24,927	32,950	8,023	(300)
<b>Total Travel and Training</b>	<b>130,614</b>	<b>121,358</b>	<b>142,304</b>	<b>188,524</b>	<b>210,121</b>	<b>57,752</b>	<b>191,896</b>	<b>209,650</b>	<b>17,754</b>	<b>(471)</b>
<b>Communications and Freight</b>										
Postage	3,760	3,202	3,612	3,891	4,000	1,181	4,000	4,000	-	-
Express Mail Delivery	1,318	817	625	551	1,000	596	1,000	1,000	-	-
Telecommunications	61,842	62,823	74,903	74,057	71,270	28,466	73,367	96,400	23,033	25,130
Online Services	1,117	2,424	2,451	662	2,500	-	1,060	2,500	1,440	-
<b>Total Communications and Freight</b>	<b>68,037</b>	<b>69,266</b>	<b>81,591</b>	<b>79,161</b>	<b>78,770</b>	<b>30,243</b>	<b>79,427</b>	<b>103,900</b>	<b>24,473</b>	<b>25,130</b>
<b>Rentals and Leases</b>										
Rentals & Leases	13,592	11,663	11,567	11,751	11,900	9,902	15,200	12,000	(3,200)	100
<b>Total Rentals and Leases</b>	<b>13,592</b>	<b>11,663</b>	<b>11,567</b>	<b>11,751</b>	<b>11,900</b>	<b>9,902</b>	<b>15,200</b>	<b>12,000</b>	<b>(3,200)</b>	<b>100</b>
<b>Insurance</b>										
Property & Casualty	41,334	44,010	44,127	48,044	48,000	20,393	48,000	50,400	2,400	2,400
General Liability	31,875	33,025	34,178	34,607	38,000	11,813	38,000	40,000	2,000	2,000
Auto Liability	18,848	19,362	20,967	20,201	22,000	6,440	22,000	23,100	1,100	1,100
Other Insurance & Bonds	34,240	34,185	36,444	38,397	48,500	15,390	48,500	51,200	2,700	2,700
Worker's Compensation Insurance	66,997	60,987	64,539	62,004	80,000	29,440	80,000	88,000	8,000	8,000
<b>Total Insurance</b>	<b>193,294</b>	<b>191,569</b>	<b>200,255</b>	<b>203,253</b>	<b>236,500</b>	<b>83,476</b>	<b>236,500</b>	<b>252,700</b>	<b>16,200</b>	<b>16,200</b>



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2017-2018**

Expenses	Historical, Actual Expenses				FY 2016-2017			Proposed Budget Fiscal Year 2017-2018	Difference Est FY16-17 To Budget FY17-18	Difference Bud FY16-17 To Budget FY17-18
	Fiscal Year 2012-2013	Fiscal Year 2013-2014	Fiscal Year 2014-2015	Fiscal Year 2015-2016	Fiscal Year 2016-2017 Budget	11/30/16 FYTD Actual Expenses	Projection for Full Fiscal Year			
<b>Utility Services</b>										
Electric Service	289,704	305,312	324,517	324,546	349,720	134,383	335,244	405,317	70,073	55,597
Gas Service	38,375	43,521	42,628	30,002	51,131	2,597	48,617	48,500	(117)	(2,631)
Water/Sewer Service	41,082	54,136	48,653	47,520	62,884	21,632	66,347	67,000	653	4,116
<b>Total Utility Services</b>	<b>369,161</b>	<b>402,969</b>	<b>415,798</b>	<b>402,068</b>	<b>463,735</b>	<b>158,612</b>	<b>450,208</b>	<b>520,817</b>	<b>70,609</b>	<b>57,082</b>
<b>Repairs and Maintenance</b>										
Other Repairs & Maintenance	19,364	13,750	27,713	16,306	17,950	3,256	18,269	18,300	31	350
Terminal, Buildings and Grounds	241,863	89,828	144,204	165,840	155,000	73,028	155,000	152,000	(3,000)	(3,000)
Vehicles and Heavy Equipment	64,390	55,639	66,730	63,128	69,500	60,875	69,500	69,500	-	-
Airport and Airfield Equipment	15,830	6,087	17,991	9,922	18,000	3,135	10,000	12,000	2,000	(6,000)
<b>Total Repairs and Maintenance</b>	<b>341,447</b>	<b>165,304</b>	<b>256,638</b>	<b>255,196</b>	<b>260,450</b>	<b>140,294</b>	<b>252,769</b>	<b>251,800</b>	<b>(969)</b>	<b>(8,650)</b>
<b>Printing &amp; Binding</b>										
Printing & Binding	9,623	6,189	9,199	8,679	10,550	2,041	9,663	8,700	(963)	(1,850)
Banners	2,798	2,181	577	528	1,500	-	1,500	750	(750)	(750)
<b>Total Printing &amp; Binding</b>	<b>12,421</b>	<b>8,370</b>	<b>9,776</b>	<b>9,207</b>	<b>12,050</b>	<b>2,041</b>	<b>11,163</b>	<b>9,450</b>	<b>(1,713)</b>	<b>(2,600)</b>
<b>Promotional Activities</b>										
Radio	9,362	18,654	14,019	10,746	12,000	8,466	29,000	30,000	1,000	18,000
Billboards	31,090	35,770	32,150	25,200	32,500	9,800	32,000	32,500	500	-
Print	32,225	18,861	15,683	13,658	15,100	5,540	15,100	15,100	-	-
TV	59,446	62,900	44,830	66,350	58,000	-	53,000	110,000	57,000	52,000
Telephone Book	1,011	900	298	-	-	-	-	-	-	-
Web Advertising	28,950	38,219	40,568	41,432	42,440	9,736	35,000	49,440	14,440	7,000
Air Service Development	590	507	369	1,152	20,000	19,464	20,000	3,300	(16,700)	(16,700)
Other Promotional Events/Sponsorships	14,778	21,903	13,638	14,205	12,100	1,000	4,100	5,000	900	(7,100)
Community Events/Exhibits/Sponsorships	53,623	42,077	23,089	41,120	38,500	6,104	38,500	67,000	28,500	28,500
Employee/Tenant Events	23,898	25,015	25,975	29,631	30,750	9,356	30,750	32,450	1,700	1,700
Wellness	4,269	4,486	8,297	6,164	4,500	1,261	4,500	4,500	-	-
<b>Total Promotional Activities</b>	<b>259,242</b>	<b>269,292</b>	<b>218,916</b>	<b>249,658</b>	<b>265,890</b>	<b>70,727</b>	<b>261,950</b>	<b>349,290</b>	<b>87,340</b>	<b>83,400</b>
<b>Other Current Charges and Obligations</b>										
Legal Notices & Advertising	1,351	3,942	4,247	4,337	4,500	380	4,500	4,500	-	-
Credit Card & Bank Fees	61,214	67,817	70,691	85,208	81,000	36,356	82,281	90,000	7,719	9,000
Other Current Charges & Obligations	5,941	6,280	6,137	5,106	7,500	2,633	7,500	9,500	2,000	2,000
In Terminal Advertising	-	9,305	9,300	4,879	9,225	249	9,225	8,000	(1,225)	(1,225)
Miscellaneous Expense	-	-	-	-	-	-	-	-	-	-
<b>Total Other Current Charges and Obligations</b>	<b>68,506</b>	<b>87,344</b>	<b>90,375</b>	<b>99,530</b>	<b>102,225</b>	<b>39,618</b>	<b>103,506</b>	<b>112,000</b>	<b>8,494</b>	<b>9,775</b>
<b>Operating Supplies</b>										
Office Supplies	7,944	38,824	8,400	7,989	9,000	3,064	9,000	9,000	-	-
Vehicle Fuel	36,936	37,416	35,146	26,926	38,000	21,710	49,944	45,000	(4,944)	7,000
Shop Supplies	2,535	3,388	1,175	3,975	3,000	1,985	3,744	3,000	(744)	-
Other Operating Supplies	30,640	21,293	51,933	61,258	113,081	32,768	133,180	106,350	(26,830)	(6,731)
Art Program Supplies	810	1,063	782	1,400	1,000	312	1,000	1,000	-	-
Promotional Supplies	12,145	11,415	11,444	14,855	14,250	2,321	14,250	12,700	(1,550)	(1,550)
Holiday Decorations	741	7,282	4,616	604	5,000	5,151	5,000	5,000	-	-
Chemicals and Safety	4,300	41,696	39,957	44,533	77,600	1,960	77,400	77,600	200	-
Small Tools and Equipment	8,852	11,200	10,476	20,312	11,000	756	7,000	8,000	1,000	(3,000)
Custodial Supplies	12,765	19,158	18,629	23,751	19,000	4,303	12,909	19,000	6,091	-
Custodial Consumables	28,943	27,500	29,362	35,954	41,000	20,404	45,531	35,600	(9,931)	(5,400)
Operating Furniture, Fixtures, Equipment and Software	25,437	14,549	32,439	88,068	141,633	40,617	140,333	112,870	(27,463)	(28,763)
Uniforms	7,931	15,252	7,744	11,448	14,000	6,017	11,500	14,640	3,140	640
Firefighter Equipment	968	2,626	2,204	714	2,500	-	2,500	3,000	500	500
<b>Total Operating Supplies</b>	<b>180,947</b>	<b>252,662</b>	<b>254,307</b>	<b>341,787</b>	<b>490,064</b>	<b>141,368</b>	<b>513,291</b>	<b>452,760</b>	<b>(60,531)</b>	<b>(37,304)</b>

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
EXPENSE BUDGET ANALYSIS FOR FISCAL YEAR 2017-2018**

Expenses	Historical, Actual Expenses				FY 2016-2017			Proposed Budget Fiscal Year 2017-2018	Difference Est FY16-17 To Budget FY17-18	Difference Bud FY16-17 To Budget FY17-18
	Fiscal Year 2012-2013	Fiscal Year 2013-2014	Fiscal Year 2014-2015	Fiscal Year 2015-2016	Fiscal Year 2016-2017 Budget	11/30/16 FYTD Actual Expenses	Projection for Full Fiscal Year			
<b>Books,Publications,Subscriptions &amp; Memberships</b>										
Books, Publications, Compact Disks, Videos & Subscriptions	3,920	2,458	2,715	5,643	6,475	853	5,400	6,050	650	(425)
Dues & Memberships	29,150	21,497	28,317	38,688	52,732	30,706	49,620	50,040	420	(2,692)
Licenses and Certification Fees	585	635	600	120	780	100	780	780	-	-
<b>Total Books,Publications,Subscriptions &amp; Mem.</b>	<b>33,655</b>	<b>24,590</b>	<b>31,632</b>	<b>44,451</b>	<b>59,987</b>	<b>31,659</b>	<b>55,800</b>	<b>56,870</b>	<b>1,070</b>	<b>(3,117)</b>
<b>Emergency Repair</b>	<b>81,892</b>		<b>14,348</b>	<b>40,757</b>	<b>75,000</b>	<b>2,499</b>	<b>75,000</b>	<b>50,000</b>	<b>(25,000)</b>	<b>(25,000)</b>
<b>TOTAL SERVICES &amp; MATERIALS</b>	<b>2,646,941</b>	<b>2,510,180</b>	<b>2,675,886</b>	<b>2,995,684</b>	<b>4,147,721</b>	<b>1,364,037</b>	<b>4,089,397</b>	<b>3,634,611</b>	<b>(454,786)</b>	<b>(513,110)</b>
<b>TOTAL OPERATING EXPENSES, INCLUDING EMERGENCY REPAIR EXPENSE</b>	<b>\$ 6,522,726</b>	<b>\$ 6,530,184</b>	<b>\$ 6,886,075</b>	<b>\$ 7,661,354</b>	<b>\$ 9,302,702</b>	<b>\$ 3,312,084</b>	<b>\$ 8,917,722</b>	<b>\$ 9,034,940</b>	<b>\$ 117,218</b>	<b>\$ (267,762)</b>
									1.3%	-2.9%

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Administrative**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA						
Department		Administration						
Department #		11						
Cost Center		00						
Source		00						

<b>Account Code</b>					<b>Description</b>	<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount

<b>PERSONNEL SERVICES</b>							
ARA	500000	11	00	00	Salaries	120,744	120,744
ARA	500015	11	00	00	Salary Adjustment Pool	157,643	157,643
ARA	500016	11	00	00	Longevity	1,660	1,660
ARA	500018	11	00	00	Unemployment Claims	14,000	14,000
ARA	500020	11	00	00	Overtime	-	-
ARA	500165	11	00	00	Retiree Health	9,340	9,340
					<u>Benefits:</u>		
ARA	500017	11	00	00	Medical Reimbursements	-	51,579
ARA	500050	11	00	00	FICA Taxes	10,397	
ARA	500070	11	00	00	LGERS retirement	9,180	
ARA	500080	11	00	00	401k	6,120	
ARA	500160	11	00	00	Medical & ACA Reinsurance Fees	23,058	
ARA	500260	11	00	00	Dental	1,320	
ARA	500265	11	00	00	Vision	146	
ARA	500360	11	00	00	Life Insurance	418	
ARA	500460	11	00	00	Disability	940	
					<b>TOTAL PERSONNEL SERVICES</b>		354,966

<b>OPERATING EXPENSES</b>							
					<b>Professional Services</b>		
ARA	604000	11	00	00	Professional Services - General		5,000
					HRA's for Employees	2,300	
					HRA's for Spouses	650	
					HRA's for New Hires	300	
					HRA Report	250	
					Infinisource - COBRA Administration	1,500	
ARA	604020	11	00	00	Physicals and Drug Screens		7,000
					Physicals & Drug Screens	2,000	
					Fit for Duty Physicals	4,500	
					Medical Tests for Safety Program	500	
ARA	641000	11	00	00	Temporary Help		3,000
					Internship Program	3,000	
					<b>Travel and Training</b>		
ARA	650000	11	00	00	Travel, Per Diem, Conference Registration		10,000
					ACI HR Conference	3,000	
					Risk Management or Benefit Conference	2,500	
					Applicant Travel	2,100	
					Local Travel	2,400	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Administrative**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

<b>Account Code</b>								<b>Description</b>	<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source			Amount	Amount		
Fund		ARA								
Department		Administration								
Department #		11								
Cost Center		00								
Source		00								
ARA	651000	11	00	00	Training & Education			5,000		
					HR Training/HR Laws Update/HR Education		1,500			
					Tuition/Certification Pay reimbursement for employees		3,500			
					<b>Communications and Freight</b>					
ARA	660000	11	00	00	Postage			4,000		
					Postage		4,000			
ARA	661000	11	00	00	Express Mail Delivery			1,000		
					Express mail		1,000			
					<b>Rentals and Leases</b>					
ARA	664000	11	00	00	Rentals and Leases			400		
					Neopost postage machine rental		400			
					<b>Insurance</b>					
ARA	670000	11	00	00	Property Insurance			50,400		
					Property insurance		50,400			
ARA	671000	11	00	00	General Liability			40,000		
					General liability insurance		40,000			
ARA	672000	11	00	00	Auto Liability			23,100		
					Auto liability insurance		23,100			
ARA	673000	11	00	00	Other Insurance and Bonds			51,200		
					Public officials insurance		29,400			
					Police professional liability insurance		20,000			
					Crime insurance		1,800			
ARA	674000	11	00	00	Worker's Compensation Insurance			88,000		
					Workers' compensation insurance		88,000			
					<b>Printing &amp; Binding</b>					
ARA	730000	11	00	00	Printing & Binding			300		
					Printing and Binding		300			
					<b>Promotional Activities</b>					
ARA	740101	11	00	00	Community Events/Exhibits/Sponsorships			500		
					United Way campaign		500			
ARA	740115	11	00	00	Employee/Tenant Appreciation			25,000		
					Employee birthday coupons		1,000			
					Employee picnic		4,500			
					Employee flowers (funeral/hospital)		400			
					Employee service awards		1,600			
					Employee holiday checks/gift cards		13,500			
					Employee holiday lunches		3,000			
					Employee Retirement		1,000			
ARA	740119	11	00	00	Wellness			4,500		
					Wellness		4,500			

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Administrative**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA						
Department		Administration						
Department #		11						
Cost Center		00						
Source		00						

<b>Account Code</b>					<b>Description</b>	<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					<b>Other Current Charges and Obligations</b>		
ARA	750000	11	00	00	Legal Notices & Placements		4,500
					Employment advertising/Legal Notices	4,500	
					<b>Operating Supplies</b>		
ARA	760000	11	00	00	Office Supplies		9,000
					Office supplies	9,000	
ARA	770300	11	00	00	Operating Supplies		2,500
					Administrative supplies	2,500	
ARA	771000	11	00	00	Operating Furniture, Fixtures, Equipment and Software		2,000
					Greater than \$100 & up to \$5,000		
					HR furniture & equipment	2,000	
					<b>Books, Publications, Subscriptions and Memberships</b>		
ARA	780100	11	00	00	Dues & Memberships		990
					SHRM	375	
					WNCHR	195	
					NC PRIMA	50	
					IPMA-HR	150	
					PRIMA	220	
ARA	780500	11	00	00	Books, Publications, Compact Disks, Videos & Subscriptions		250
					HR Books/Publications	250	
					<b>TOTAL OPERATING EXPENSES</b>		337,640
					<b>SECTION TOTAL</b>		692,606

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Administrative  
Fiscal Year 2017/2018  
Variance Analysis

Acct #	Description	FY2017 Budget				FY2017 Estimated Actual				FY2016 Actual			FY 2015
		FY 2018 Budget	FY 2017 Budget	Increase/Decrease		FY 2017 4 Months	FY 2017 Estimate	Increase/Decrease		FY 2016 Actual	Increase/Decrease		FY 2015 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	120,744	120,744	0	0.00%	38,411	115,233	5,511	4.78%	95,634	25,110	26.26%	86,803
500015	Salary Adjustment Pool	157,643	15,913	141,730	890.66%	0	0	157,643	100%	0	157,643	100%	0
500016	Longevity	1,660	1,664	(4)	-0.24%	1,660	1,660	0	0.00%	1,607	53	3.30%	1,531
500018	Unemployment Claims	14,000	14,000	0	0.00%	0	14,000	0	0.00%	(3,737)	17,737	-474.63%	5,340
500165	Retiree Health	9,340	24,360	(15,020)	-61.66%	10,220	30,660	(21,320)	-69.54%	37,161	(27,821)	-74.87%	33,595
500017	Medical Reimbursements	0	0	0	100%	0	0	0	100%	0	0	100%	100
500050	FICA Taxes	10,397	11,080	(683)	-6.16%	3,155	9,465	932	9.85%	7,731	2,666	34.48%	7,068
500070	LGERS retirement	9,180	8,871	309	3.48%	2,608	7,824	1,356	17.33%	5,611	3,569	63.61%	5,573
500080	401k	6,120	6,125	(5)	-0.08%	1,732	5,196	924	17.78%	4,150	1,970	47.47%	3,942
500160	Medical & ACA Reinsurance Fees	23,058	29,167	(6,109)	-20.94%	3,941	11,823	11,235	95.03%	10,461	12,597	120.42%	12,566
500260	Dental	1,320	1,270	50	3.94%	453	1,359	(39)	-2.87%	1,442	(122)	-8.46%	1,430
500265	Vision Insurance	146	0			39	117						
500360	Life Insurance	418	413	5	1.21%	139	417	1	0.24%	199	219	110.05%	239
500460	Disability	940	941	(1)	-0.11%	275	825	115	13.94%	594	346	58.25%	404
	Total Benefits	51,579	57,867	(6,288)	-10.87%	12,342	37,026	14,553	39.30%	30,188	21,391	70.86%	31,322
	<b>Total Personal Services</b>	<b>354,966</b>	<b>234,548</b>	<b>120,272</b>	<b>51.28%</b>	<b>62,633</b>	<b>198,579</b>	<b>156,358</b>	<b>78.74%</b>	<b>160,853</b>	<b>193,967</b>	<b>120.59%</b>	<b>158,591</b>
604000	Professional Services - General	5,000	6,400	(1,400)	-21.88%	1,315	6,400	(1,400)	-21.88%	2,031	2,969	146.18%	1,804
604020	Physicals and Drug Screens	7,000	8,000	(1,000)	-12.50%	1,279	8,000	(1,000)	-12.50%	4,826	2,174	45.05%	2,835
641000	Temporary Help	3,000	3,000	0	0.00%	0	3,000	0	0.00%	0	3,000	100%	3,873
650000	Travel, Per Diem, Conference Registration	10,000	10,400	(400)	-3.85%	3,610	10,400	(400)	-3.85%	12,184	(2,184)	-17.93%	6,730
651000	Training & Education	5,000	5,000	0	0.00%	525	5,000	0	0.00%	616	4,384	711.69%	1,555
660000	Postage	4,000	4,000	0	0.00%	716	4,000	0	0.00%	3,891	109	2.80%	3,612
661000	Express Mail Delivery	1,000	1,000	0	0.00%	582	1,000	0	0.00%	551	449	81.49%	625
664000	Rentals and Leases	400	400	0	0.00%	1,000	400	0	0.00%	156	244	156.41%	300
670000	Property and Casualty Insurance	50,400	48,000	2,400	5.00%	16,315	48,000	2,400	5.00%	48,044	2,356	4.90%	44,127
671000	General Liability	40,000	38,000	2,000	5.26%	9,451	38,000	2,000	5.26%	34,607	5,393	15.58%	34,178
672000	Auto Liability	23,100	22,000	1,100	5.00%	5,152	22,000	1,100	5.00%	20,201	2,899	14.35%	20,967
673000	Other Insurance & Bonds	51,200	48,500	2,700	5.57%	12,312	48,500	2,700	5.57%	38,397	12,803	33.34%	36,444
674000	Worker's Compensation Insurance	88,000	80,000	8,000	10.00%	23,552	80,000	8,000	10.00%	62,004	25,996	41.93%	64,539
730000	Printing & Binding	300	300	0	0.00%	82	300	0	0.00%	569	(269)	-47.28%	913
740100	Promotional Events/Sponsorships		0							241			
740101	Other Community Events/Exhibits/Sponsorships	500	500	0	0.00%	0	500	0	0.00%	7	493	7042.86%	401
740115	Employee/Tenant Appreciation	25,000	23,000	2,000	8.70%	2,586	23,000	2,000	8.70%	26,047	(1,047)	-4.02%	20,014
740119	Wellness	4,500	4,500	0	0.00%	996	4,500	0	0.00%	6,164	(1,664)	-27.00%	8,297
750000	Legal Notices & Advertising	4,500	4,500	0	0.00%	380	4,500	0	0.00%	4,337	163	3.76%	4,247
760000	Office Supplies	9,000	9,000	0	0.00%	1,906	9,000	0	0.00%	7,989	1,011	12.65%	8,400
770300	Operating Supplies	2,500	3,000	(500)	-16.67%	808	3,000	(500)	-16.67%	2,274	226	9.94%	2,693
771000	Operating Furniture, Fixtures and Equipment	2,000	3,000	(1,000)	-33.33%	2,597	3,000	(1,000)	-33.33%	0	2,000	100%	388
780100	Dues & Memberships	990	990	0	0.00%	190	990	0	0.00%	534	456	85.39%	874
780500	Books & Publications	250	250	0	0.00%	0	250	0	0.00%	1,360	(1,110)	-81.62%	0
	<b>Total Services &amp; Mat'ls.</b>	<b>337,640</b>	<b>323,740</b>	<b>13,900</b>	<b>4.29%</b>	<b>85,354</b>	<b>323,740</b>	<b>13,900</b>	<b>4.29%</b>	<b>277,030</b>	<b>60,851</b>	<b>21.97%</b>	<b>267,816</b>
	<b>Department Total</b>	<b>692,606</b>	<b>558,288</b>	<b>134,172</b>	<b>24.03%</b>	<b>147,987</b>	<b>522,319</b>	<b>170,258</b>	<b>32.60%</b>	<b>437,883</b>	<b>254,818</b>	<b>58.19%</b>	<b>426,407</b>

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Development**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA						
Department		Development						
Department #		70						
Cost Center		00						
Source		00						

Account Code					Description	Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount

PERSONNEL SERVICES							
ARA	500000	70	00	00	Salaries	256,332	256,332
ARA	500016	70	00	00	Longevity	6,048	6,048
ARA	500020	70	00	00	Overtime	500	500
					<u>Benefits:</u>		
ARA	500017	70	00	00	Medical Reimbursements	-	107,081
ARA	500050	70	00	00	FICA Taxes	20,557	
ARA	500070	70	00	00	LGERS retirement	19,716	
ARA	500080	70	00	00	401k	13,144	
ARA	500160	70	00	00	Medical	48,334	
ARA	500260	70	00	00	Dental	2,077	
ARA	500265	70	00	00	Vision	218	
ARA	500360	70	00	00	Life Insurance	839	
ARA	500460	70	00	00	Disability	2,196	
					<b>TOTAL PERSONNEL SERVICES</b>		<b>369,961</b>

OPERATING EXPENSES							
					<b>Professional Services</b>		
ARA	604000	70	00	00	Professional Services - General		35,000
					Surveys, Appraisals, Reports, Consultant Svcs, Misc.	35,000	
					<b>Travel and Training</b>		
ARA	650000	70	00	00	Travel, Per Diem, Conference Registration		27,000
					AAAE NAC	2,500	
					SEC- F&A Conference	1,100	
					SEC - AAAE Annual Conference	1,000	
					AAAE Annual Conference	2,500	
					ACI CEO Forum	2,200	
					NCAA Annual Conference - 1	800	
					FAA & Other Meetings	1,500	
		70	00	75	Safety Program - Incident Investigation - 1	550	
				75	Safety Program - Maintenance Supervisor - 1	425	
				75	Safety Program - PPE - 1	350	
				75	Safety Program - NC Safety & Health Congress - 1	800	
				75	Safety Program - NC Statewide Safety School - 1	800	
				75	Safety Program - ARC Flash - 1	450	
				75	Safety Program - Job Safety Analysis - 1	550	
				75	Safety Program - Safety Inspections - 1	550	
				75	Safety Program - Ergonomics - 1	550	
				75	Safety Program - Practical Applications - 1	185	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Development**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA						
Department		Development						
Department #		70						
Cost Center		00						
Source		00						

<b>Account Code</b>					<b>Description</b>	<b>Item Amount</b>	<b>Summary Amount</b>
Fund	Acct.	Sec.	C.C.	Source			
				75	Safety Program - Env. Issues Practical Applications- 1	1,690	
				75	Safety Program - Hazard Communication - 1	350	
				75	Safety Program - LOTO & Electrical Safety - 1	350	
					AGTA Conference - 1	1,900	
					Local Travel & Expenses	5,400	
					Business Meeting Expenses	500	
ARA	651000	70	00	00	Training & Education		
					Professional Development (ADA/DBE/Misc. Cert.)	1,500	
		70	00	75	Safety Program - Training Materials	-	
				75	Safety Program - Professional Development	500	
					<b>Communications and Freight</b>		
ARA	662000	70	00	00	Telecommunications		560
					Verizon		
ARA	663000	70	00	00	Online Services		
					Internet Broadband Services	560	
					<b>Printing &amp; Binding</b>		
ARA	730000	70	00	00	Printing & Binding		500
					Development Marketing Materials & Supplies	-	
		70	00	75	Safety Program - Training, Posters, Handouts etc.	500	
					<b>Advertising</b>		
ARA	740115	70	00	00	Employee/Tenant Appreciation		-
						-	
					<b>Operating Supplies</b>		
ARA	770300	70	00	00	Operating Supplies		800
					General Supplies	300	
		70	00	75	Safety Program - Promotional	500	
ARA	771000	70	00	00	Operating Furniture, Fixtures, Equipment and Software		300
					Greater than \$100 & up to \$5,000		
					Operating Furniture, Fixtures, Equip up to \$5K	300	
					<b>Books, Publications, Subscriptions and Memberships</b>		
ARA	780100	70	00	00	Dues & Memberships		1,625
					AAAE - 1	275	
					SEC - AAAE - 2	70	
					NCAA - 2	80	
					National Safety Council - 1	450	
					AGTA - 1	450	
					DBE, ADA & Other	300	
<b>TOTAL OPERATING EXPENSES</b>							67,785
<b>SECTION TOTAL</b>							437,746



GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
 Development  
 Fiscal Year 2017/2018  
 Variance Analysis

Acct #	Description	FY2017 Budget				FY2017 Estimated Actual				FY2016 Actual			FY 2015
		FY 2018 Budget	FY 2017 Budget	Increase/Decrease		FY 2017 4 Months	FY 2017 Estimate	Increase/Decrease		FY 2016 Actual	Increase/Decrease		FY 2015 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	256,332	256,332	0	0.00%	82,259	246,777	9,555	3.87%	264,519	(8,187)	-3.10%	159,860
500016	Longevity	6,048	6,063	(15)	-0.25%	865	6,063	(15)	-0.25%	5,858	190	3.24%	795
500020	Overtime	500	500	0	0.00%	0	500	0	0.00%	60	440	733.33%	0
500017	Medical Reimbursements	0	0	0	100%	0	0	0	100%	0	0	100%	100
500050	FICA Taxes	20,557	20,604	(47)	-0.23%	6,512	19,536	1,021	5.23%	18,573	1,984	10.68%	11,887
500070	LGERS retirement	19,716	19,014	702	3.69%	6,150	18,450	1,266	6.86%	16,825	2,891	17.18%	10,068
500080	401k	13,144	13,135	9	0.07%	3,685	11,055	2,089	18.90%	12,642	502	3.97%	7,710
500160	Medical	48,334	43,910	4,424	10.08%	11,987	35,961	12,373	34.41%	35,092	13,242	37.74%	22,701
500260	Dental	2,077	2,292	(215)	-9.38%	689	2,067	10	0.48%	2,837	(760)	-26.79%	1,414
500265	Vision Insurance	218	0			67	201						
500360	Life Insurance	839	839	0	0.00%	297	891	(52)	-5.84%	995	(156)	-15.68%	467
500460	Disability	2,196	2,195	1	0.05%	665	1,995	201	10.08%	2,624	(428)	-16.31%	735
	Total Benefits	107,081	101,989	5,092	4.99%	30,052	90,156	16,925	18.77%	89,588	17,493	19.53%	55,082
	<b>Total Personal Services</b>	<b>369,961</b>	<b>364,884</b>	<b>4,859</b>	<b>1.33%</b>	<b>113,176</b>	<b>343,496</b>	<b>26,448</b>	<b>7.70%</b>	<b>360,025</b>	<b>9,718</b>	<b>2.70%</b>	<b>215,737</b>
604000	Professional Services - General	35,000	40,000	(5,000)	-12.50%	9,000	40,000	(5,000)	-12.50%	72,550	(37,550)	-51.76%	50,776
650000	Travel, Per Diem, Conference Registration	27,000	28,580	(1,580)	-5.53%	6,088	28,580	(1,580)	-5.53%	25,319	1,681	6.64%	18,035
651000	Training & Education	2,000	2,700	(700)	-25.93%	0	2,200	(200)	-9.09%	1,217	783	64.34%	0
662000	Telecommunications	0	0	0	100%	80	0			320			
663000	Online Services	560	560	0	0.00%	0	560	0	0.00%	120	440	366.67%	476
730000	Printing & Binding	500	700	(200)	-28.57%	0	500	0	0.00%	167	333	199.40%	147
740115	Employee/Tenant Appreciation	0	0	0	100%	0	0			162			
770300	Operating Supplies	800	800	0	0.00%	305	500	300	60.00%	271	529	195.20%	127
771000	Operating Furniture, Fixtures and Equipment	300	300	0	0.00%	0	0	300	100%	382	(82)	-21.47%	0
780100	Dues & Memberships	1,625	1,900	(275)	-14.47%	1,080	1,900	(275)	-14.47%	418	1,207	288.76%	315
	<b>Total Services &amp; Mat'ls.</b>	<b>67,785</b>	<b>75,540</b>	<b>(7,755)</b>	<b>-10.27%</b>	<b>16,553</b>	<b>74,240</b>	<b>(6,455)</b>	<b>-8.69%</b>	<b>100,926</b>	<b>(32,659)</b>	<b>-32.36%</b>	<b>69,876</b>
	<b>Department Total</b>	<b>437,746</b>	<b>440,424</b>	<b>(2,896)</b>	<b>-0.66%</b>	<b>129,729</b>	<b>417,736</b>	<b>19,993</b>	<b>4.79%</b>	<b>460,951</b>	<b>(22,941)</b>	<b>-4.98%</b>	<b>285,613</b>

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Executive**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA						
Department		Executive						
Department #		05						
Cost Center		00						
Source		00						

Account Code					Description	Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount

<b>PERSONNEL SERVICES</b>							
ARA	500000	05	00	00	Salaries	250,849	250,849
ARA	500016	05	00	00	Longevity	6,584	6,584
					<u>Benefits:</u>		
ARA	500017	05	00	00	Medical Reimbursements	-	98,866
ARA	500030	05	00	00	Allocated Benefits	-	
ARA	500050	05	00	00	FICA Taxes	20,318	
ARA	500070	05	00	00	LGERS retirement	23,007	
ARA	500080	05	00	00	401k	12,872	
ARA	500160	05	00	00	Medical	38,061	
ARA	500260	05	00	00	Dental	1,894	
ARA	500265	05	00	00	Vision	145	
ARA	500360	05	00	00	Life Insurance	663	
ARA	500460	05	00	00	Disability	1,906	
					<b>TOTAL PERSONNEL SERVICES</b>		<b>356,299</b>

<b>OPERATING EXPENSES</b>							
					<b>Professional Services</b>		
ARA	604000	05	00	00	Professional Services - General		50,000
					Various	50,000	
ARA	604010	05	00	00	Professional Services - Legal		55,000
					Paltra, Straus, Robinson & Moore	55,000	
ARA	604017	05	00	00	Surveys, Reports & Data		-
					Diio	-	
					<b>Travel and Training</b>		
ARA	650000	05	00	00	Travel, Per Diem, Conference Registration		73,500
					AAAE/ACI Summer Legislative Mtg	2,000	
					ACI Annual Conf	4,000	
					ACI Regional Assembly - World Board (2)	22,500	
					AAAE Aviation Issues Conf	-	
					ACI Winter Board Meeting / CEO Forum	3,000	
					US Chamber Aviation Summit	1,500	
					ACI-AAAE Spring Legislative Conf	2,500	
					ACI Commissioners Conf	-	
					AAAE Annual Conf	3,500	
					NCAA Annual Conf	750	
					ACI Business of Airports Conf	3,000	
					SEC-AAAE Annual Conf	1,500	
					Allegiant Conf	2,000	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Executive**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA						
Department		Executive						
Department #		05						
Cost Center		00						
Source		00						

<b>Account Code</b>					<b>Description</b>	<b>Item</b>	<b>Summary</b>	
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
					ACI Summer Board Meeting	3,500		
					ACI Small Airports Conf	3,000		
					Chamber Raleigh Legislative Visit	750		
					Airline & FAA Meetings	5,000		
					Board Travel	15,000		
ARA	651000	05	00	00	Training & Education			500
					General Professional Development	500		
					NC Notary Reappointment	-		
					<b>Communications and Freight</b>			
ARA	663000	05	00	00	Online Services		500	
					MiFi 3G	500		
					<b>Printing &amp; Binding</b>			
ARA	730000	05	00	00	Printing & Binding			500
					General	500		
					<b>Promotional Activities</b>			
ARA	740100	05	00	00	Other Promotional Events/Sponsorships			2,000
					SEC-AAAE & AAEE Finance & Admin Sponsorships	2,000		
ARA	740115	05	00	00	Employee/Tenant Appreciation			2,500
					Tenant/Employee Lunch	2,500		
					<b>Other Current Charges and Obligations</b>			
ARA	750100	05	00	00	Other Current Charges and Obligations			9,500
					Business Meeting Expenses	3,500		
					Misc Board Expenses	1,000		
					Annual Board Holiday Reception	5,000		
					<b>Operating Supplies</b>			
ARA	770300	05	00	00	Operating Supplies		750	
					Misc Supplies	750		
ARA	770305	05	00	00	Promotional Items			1,500
					Special Promo Items	1,500		
ARA	771000	05	00	00	Operating Furniture, Fixtures, Equipment and Software			1,250
					Greater than \$100 & up to \$5,000			
					Admin Equipment	1,250		
					<b>Books, Publications, Subscriptions and Memberships</b>			
ARA	780100	05	00	00	Dues & Memberships			34,790
					AAAE Annual Membership	275		
					SEC-AAAE Annual Membership	35		
					NCAA Annual Membership	40		
					Vistage	16,000		
					Small Airport Coalition	5,000		
					ACI / AAEE Airport Membership	13,000		

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Executive**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA							
Department		Executive							
Department #		05							
Cost Center		00							
Source		00							
<b>Account Code</b>					<b>Description</b>			<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source			Amount	Amount	
					WNC Pilots Association		200	400	
					WNC Human Resource Association		240		
ARA	780500	05	00	00	Books, Publications, Compact Disks, Videos & Subscriptions				
					General Subscriptions		400		
<b>TOTAL OPERATING EXPENSES</b>								232,690	
<b>SECTION TOTAL</b>								588,989	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Executive

Fiscal Year 2017/2018

Variance Analysis

Acct #	Description	FY2017 Budget				FY2017 Estimated Actual				FY2016 Actual			FY2015
		FY 2018 Budget	FY 2017 Budget	Increase/Decrease		FY 2017 4 Months	FY 2017 Estimate	Increase/Decrease		FY 2016 Actual	Increase/Decrease		FY 2015 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	250,849	275,849	(25,000)	-9.06%	100,220	300,660	(49,811)	-16.57%	243,650	7,199	2.95%	228,543
500016	Longevity	6,584	4,714	1,870	39.67%	1,043	4,714	1,870	39.67%	4,555	2,029	44.54%	4,314
500017	Medical Reimbursements	0	0	0	100%	0	0	0	100%	0	0	100%	200
500030	Allocated Benefits	0	1,000	(1,000)	-100.00%	0	0	0	100%	0	0	100%	400
500050	FICA Taxes	20,318	22,089	(1,771)	-8.02%	3,723	11,169	9,149	81.91%	14,504	5,814	40.09%	13,019
500070	LGERS retirement	23,007	20,317	2,690	13.24%	8,474	25,422	(2,415)	-9.50%	15,863	7,144	45.04%	15,718
500080	401k	12,872	14,029	(1,157)	-8.25%	4,606	13,818	(946)	-6.85%	11,729	1,143	9.75%	11,116
500160	Medical	38,061	34,650	3,411	9.84%	9,294	27,882	10,179	36.51%	29,247	8,814	30.14%	26,934
500260	Dental	1,894	1,935	(41)	-2.12%	627	1,881	13	0.69%	1,759	135	7.67%	1,414
500265	Vision Insurance	145	0			43	129						
500360	Life Insurance	663	663	0	0.00%	234	702	(39)	-5.56%	603	60	9.95%	603
500460	Disability	1,906	1,907	(1)	-0.05%	578	1,734	172	9.92%	1,733	173	9.98%	801
	Total Benefits	98,866	96,590	2,276	2.36%	27,579	82,737	16,129	19.49%	75,438	23,428	31.06%	70,205
	<b>Total Personal Services</b>	<b>356,299</b>	<b>377,153</b>	<b>(20,999)</b>	<b>-5.57%</b>	<b>128,842</b>	<b>388,111</b>	<b>(31,828)</b>	<b>-8.20%</b>	<b>323,643</b>	<b>32,511</b>	<b>10.05%</b>	<b>303,062</b>
604000	Professional Services - General	50,000	150,000	(100,000)	-66.67%	88,736	150,000	(100,000)	-66.67%	17,524	32,476	185.32%	41,440
604010	Professional Services - Legal	55,000	153,000	(98,000)	-64.05%	82,120	125,000	(70,000)	-56.00%	53,928	1,072	1.99%	65,598
604017	Surveys, Reports & Data	0	0	0	100%	0	0	0	100%	26,220	(26,220)	-100.00%	18,000
650000	Travel, Per Diem, Conference Registration	73,500	71,500	2,000	2.80%	12,190	68,000	5,500	8.09%	68,175	5,325	7.81%	54,700
651000	Training & Education	500	500	0	0.00%	0	500	0	0.00%	0	500	100%	207
	Telecommunications		0			208				930			
663000	Online Services	500	500	0	0.00%	0	500	0	0.00%	129	371	287.60%	534
730000	Printing & Binding	500	500	0	0.00%	0	500	0	0.00%	0	500	100%	0
740100	Promotional Events/Sponsorships	2,000	1,100	900	81.82%	0	1,100	900	81.82%	1,050	950	90.48%	1,050
740115	Employee/Tenant Appreciation	2,500	2,500	0	0.00%	0	2,500	0	0.00%	0	2,500	100%	1,638
750100	Other Current Charges & Obligations	9,500	7,500	2,000	26.67%	1,302	7,500	2,000	26.67%	5,106	4,394	86.06%	6,137
770300	Operating Supplies	750	750	0	0.00%	20	750	0	0.00%	182	568	312.09%	197
770305	Promotional Items	1,500	1,250	250	20.00%	672	1,250	250	20.00%	0	1,500	100%	1,269
771000	Operating Furniture, Fixtures and Equipment	1,250	1,250	0	0.00%	0	1,250	0	0.00%	1,710	(460)	-26.90%	697
780100	Dues & Memberships	34,790	38,790	(4,000)	-10.31%	23,105	35,000	(210)	-0.60%	28,234	6,556	23.22%	16,765
780500	Books & Publications	400	400	0	0.00%	124	300	100	33.33%	199	201	101.01%	0
	<b>Total Services &amp; Mat'ls.</b>	<b>232,690</b>	<b>429,540</b>	<b>(196,850)</b>	<b>-45.83%</b>	<b>208,477</b>	<b>394,150</b>	<b>(161,460)</b>	<b>-40.96%</b>	<b>203,387</b>	<b>30,233</b>	<b>14.86%</b>	<b>208,232</b>
	<b>Department Total</b>	<b>588,989</b>	<b>806,693</b>	<b>(217,849)</b>	<b>-27.01%</b>	<b>337,319</b>	<b>782,261</b>	<b>(193,288)</b>	<b>-24.71%</b>	<b>527,030</b>	<b>62,744</b>	<b>11.91%</b>	<b>511,294</b>

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Finance**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA						
Department		Finance						
Department #		12						
Cost Center		00						
Source		00						

<b>Account Code</b>					<b>Description</b>	<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
<b>PERSONNEL SERVICES</b>							
ARA	500000	12	00	00	Salaries	211,569	211,569
ARA	500016	12	00	00	Longevity	1,038	1,038
					<u>Benefits:</u>		
ARA	500017	12	00	00	Medical Reimbursements	-	94,677
ARA	500050	12	00	00	FICA Taxes	16,632	
ARA	500070	12	00	00	LGERS retirement	15,946	
ARA	500080	12	00	00	401k	10,630	
ARA	500160	12	00	00	Medical	46,420	
ARA	500260	12	00	00	Dental	2,504	
ARA	500265	12	00	00	Vision	218	
ARA	500360	12	00	00	Life Insurance	689	
ARA	500460	12	00	00	Disability	1,638	
					<b>TOTAL PERSONNEL SERVICES</b>		307,284
<b>OPERATING EXPENSES</b>							
					<b>Professional Services</b>		
ARA	604000	12	00	00	Professional Services - General		6,250
					Software Consultants	6,000	
					Actuary Report-Retiree Health (Every 3 years)	-	
					Actuary Report-LEO SAA-for Audit	250	
ARA	640000	12	00	00	Auditing Services		16,200
					Annual Financial Audit	16,200	
					<b>Other Contractors and Services</b>		
ARA	647000	12	00	00	Other Contractual Services		-
					Shredding	-	
					<b>Travel and Training</b>		
ARA	650000	12	00	00	Travel, Per Diem, Conference Registration		7,400
					Travel for Financial System Training	2,500	
					AAAE Conference or Other Airport Conference	2,500	
					Local Travel	2,400	
ARA	651000	12	00	00	Training & Education		1,000
					CPE	1,000	
					<b>Other Current Charges and Obligations</b>		
ARA	654000	12	00	00	Credit Card Fees & Bank Charges		90,000
					Credit Card Fees	64,000	
					Bank Charges & Trustee fees	26,000	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Finance**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA						
Department		Finance						
Department #		12						
Cost Center		00						
Source		00						
<b>Account Code</b>					<b>Description</b>		<b>Item Amount</b>	<b>Summary Amount</b>
Fund	Acct.	Sec.	C.C.	Source				
					<b>Operating Supplies</b>			
ARA	770300	12	00	00	Operating Supplies			2,000
					Checks, Envelopes, W-2's & PO's		2,000	
ARA	771000	12	00	00	Operating Furniture, Fixtures, Equipment and Software			500
					Greater than \$100 & up to \$5,000			
					Finance Equipment		500	
					<b>Books, Publications, Subscriptions and Memberships</b>			
ARA	780100	12	00	00	Dues & Memberships			810
					SEC-AAAE		35	
					NCAA		40	
					AICPA		295	
					NCACPA - 2		440	
ARA	780500	12	00	00	Books, Publications, Compact Disks, Videos & Subscriptions			300
					Professional Books & Subscriptions		300	
ARA	780503	12	00	00	Licenses & Certifications			120
					CPA Certificate Renewal		120	
<b>TOTAL OPERATING EXPENSES</b>								124,580
<b>SECTION TOTAL</b>								431,864

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Finance

Fiscal Year 2017/2018

Variance Analysis

Acct #	Description	FY2017 Budget				FY2017 Estimated Actual				FY2016 Actual			FY 2015
		FY 2017 Budget	FY 2017 Budget	Increase/Decrease		FY 2017 Actual 4 Months	FY 2017 Estimate	Increase/Decrease		FY 2016 Actual	Increase/Decrease		FY 2015 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	211,569	211,569	0	0.00%	67,578	202,734	8,835	4.36%	197,964	46,075	27.84%	165,494
500016	Longevity	1,038	0	1,038	100%	0	0	1,038	100%	0	(1,694)	-62.01%	2,732
500017	Medical Reimbursements	0	0	0	100%	0	0	0	100%	0	0	100%	0
500050	FICA Taxes	16,632	16,552	80	0.48%	5,033	15,099	1,533	10.15%	14,814	1,894	12.85%	14,738
500070	LGERS retirement	15,946	15,339	607	3.96%	5,000	15,000	946	6.31%	13,248	3,367	26.77%	12,579
500080	401k	10,630	10,578	52	0.49%	2,992	8,976	1,654	18.43%	9,794	1,734	19.49%	8,896
500160	Medical	46,420	42,620	3,800	8.92%	11,431	34,293	12,127	35.36%	35,572	17,636	61.27%	28,784
500260	Dental	2,504	2,672	(168)	-6.29%	811	2,433	71	2.92%	2,309	793	46.35%	1,711
500265	Vision Insurance	218	0	218	100%	85	255						
500360	Life Insurance	689	689	0	0.00%	244	732	(43)	-5.87%	611	193	38.91%	496
500460	Disability	1,638	1,637	1	0.06%	496	1,488	150	10.08%	1,476	753	85.08%	885
	Total Benefits	94,677	90,087	4,590	5.10%	26,092	78,276	16,401	20.95%	77,824	26,588	39.05%	68,089
	<b>Total Personal Services</b>	<b>307,284</b>	<b>301,656</b>	<b>5,628</b>	<b>1.87%</b>	<b>93,670</b>	<b>281,010</b>	<b>26,311</b>	<b>9.36%</b>	<b>275,788</b>	<b>70,751</b>	<b>29.94%</b>	<b>236,315</b>
604000	Professional Services - General	6,250	9,000	(2,750)	-30.56%	0	9,000	(2,750)	-30.56%	7,256	6,075	3471.43%	175
640000	Auditors	16,200	40,000	(23,800)	-59.50%	5,975	40,000	(23,800)	-59.50%	12,800	1,600	10.96%	14,600
641000	Temporary Help	0	0	0	100%	0	0	0	100%	0	(30,290)	-100.00%	30,290
647000	Contractual Services	0	0			581	581						
650000	Travel, Per Diem, Conference Registration	7,400	7,900	(500)	-6.33%	2,870	7,500	(100)	-1.33%	4,892	5,800	362.50%	1,600
651000	Training & Education	1,000	5,000	(4,000)	-80.00%	199	4,000	(3,000)	-75.00%	0	450	81.82%	550
654000	Bank Charges & Credit Card Fees	90,000	81,000	9,000	11.11%	27,427	82,281	7,719	9.38%	85,208	19,309	27.31%	70,691
770300	Operating Supplies	2,000	1,500	500	33.33%	479	1,500	500	33.33%	553	1,435	253.98%	565
771000	Operating Furniture, Fixtures and Equipment	500	500	0	0.00%	0	500	0	0.00%	0	162	47.93%	338
780100	Dues & Memberships	810	495	315	63.64%	0	495	315	63.64%	440	600	285.71%	210
780500	Books & Publications	300	300	0	0.00%	0	0	300	100%	0	300	100%	0
780503	Licenses & Certifications	120	120	0	0.00%	0	120	0	0.00%	120	60	100.00%	60
	<b>Total Services &amp; Mat'ls.</b>	<b>124,580</b>	<b>145,815</b>	<b>(21,235)</b>	<b>-14.56%</b>	<b>37,531</b>	<b>145,977</b>	<b>(20,816)</b>	<b>-14.26%</b>	<b>111,269</b>	<b>5,501</b>	<b>4.62%</b>	<b>119,079</b>
	<b>Department Total</b>	<b>431,864</b>	<b>447,471</b>	<b>(15,607)</b>	<b>-3.49%</b>	<b>131,201</b>	<b>426,987</b>	<b>5,495</b>	<b>1.29%</b>	<b>387,057</b>	<b>76,252</b>	<b>21.46%</b>	<b>355,394</b>

Comments:



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Guest Services**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA						
Department		Guest Services						
Department #		60						
Cost Center		00						
Source		00						

<b>Account Code</b>					<b>Description</b>	<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount

<b>PERSONNEL SERVICES</b>							
ARA	500000	60	00	00	Salaries	152,130	152,130
ARA	500016	60	00	00	Longevity	1,044	1,044
ARA	500020	60	00	00	Overtime	2,400	2,400
					<u>Benefits:</u>		
ARA	500050	60	00	00	FICA Taxes	11,937	42,605
ARA	500070	60	00	00	LGERS retirement	6,949	
ARA	500080	60	00	00	401k	4,633	
ARA	500160	60	00	00	Medical	17,279	
ARA	500260	60	00	00	Dental	678	
ARA	500265	60	00	00	Vision	146	
ARA	500360	60	00	00	Life Insurance	298	
ARA	500460	60	00	00	Disability	685	
					<b>TOTAL PERSONNEL SERVICES</b>		198,179

<b>OPERATING EXPENSES</b>							
					<b>Professional Services</b>		
ARA	604017	60	00	00	Temporary Help		500
					Express Staffing	500	
					<b>Travel and Training</b>		
ARA	650000	60	00	00	Travel, Per Diem, Conference Registration		2,000
					AAAAE Customer Service or Sales Conference (Supervisor)	2,000	
ARA	651000	60	00	00	Training & Education		1,000
					New pet therapy program training supplies	500	
					Customer Service Training (Staff/Volunteers)	500	
					<b>Printing &amp; Binding</b>		
ARA	730000	60	00	00	Printing & Binding		400
					Advertising sales materials/Misc. printing	400	
					<b>Promotional Activities</b>		
ARA	740115	60	00	00	Employee/Tenant Appreciation		2,400
					Volunteer appreciation/recognition	700	
					Tenant customer service incentives	1,700	
					<b>Other Current Charges and Obligations</b>		
ARA	750200	60	00	00	In Terminal Advertising		8,000
					In-terminal advertising - sales supplies	775	
					In-terminal advertising - cleaning/R&M	500	
					In-terminal advertising - business development/meetings	225	
					In-terminal advertising - additional displays under \$5,000	6,500	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Guest Services**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA							
Department		Guest Services							
Department #		60							
Cost Center		00							
Source		00							
<b>Account Code</b>					<b>Description</b>		<b>Item Amount</b>		<b>Summary Amount</b>
Fund	Acct.	Sec.	C.C.	Source					
					<b>Operating Supplies</b>				
ARA	771000	60	00	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000				750
					Additional shelving for new closet		750		
					Misc equipment		-		
ARA	771500	60	00	00	Uniforms				2,200
					New pet therapy program supplies/uniforms		1,200		
					Apparel for G.S. Staff/volunteers		1,000		
					<b>Books, Publications, Subscriptions and Memberships</b>				
ARA	780100	60	00	00	Dues & Memberships				460
					AAAE		275		
					AAAE - SE Chapter		35		
					FABA		150		
ARA	780500	60	00	00	Books, Publications, Compact Disks, Videos & Subscriptions				50
					Misc. publications		50		
<b>TOTAL OPERATING EXPENSES</b>									<b>17,760</b>
<b>SECTION TOTAL</b>									<b>215,939</b>

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Guest Services**  
**Fiscal Year 2017/2018**  
**Variance Analysis**

Acct #	Description	FY 2018 Budget	FY2017 Budget		FY2017 Estimated Actual				FY2016 Actual			FY 2015	
			FY 2017 Budget	Increase/Decrease		FY 2017 4 Months	FY 2017 Estimate	Increase/Decrease		FY 2016 Actual	Increase/Decrease		FY 2015 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	152,130	149,996	2,134	1.42%	52,468	157,404	(5,274)	-3.35%	128,071	24,059	18.79%	125,125
500016	Longevity	1,044	1,999	(955)	-47.77%	968	1,999	(955)	-47.77%	1,931	(887)	-45.93%	1,832
500020	Overtime	2,400	2,400	0	0.00%	289	980	1,420	144.90%	2,107	293	13.91%	2,953
500050	FICA Taxes	11,937	11,991	(54)	-0.45%	4,104	12,312	(375)	-3.05%	9,972	1,965	19.71%	9,785
500070	LGERS retirement	6,949	6,857	92	1.34%	3,059	9,177	(2,228)	-24.28%	6,070	879	14.48%	5,648
500080	401k	4,633	4,529	104	2.30%	1,855	5,565	(932)	-16.75%	4,540	93	2.05%	3,994
500160	Medical	17,279	15,560	1,719	11.05%	4,442	13,326	3,953	29.66%	13,330	3,949	29.62%	12,486
500260	Dental	678	800	(122)	-15.25%	226	678	0	0.00%	715	(37)	-5.17%	728
500265	Vision Insurance	146	0	146	100%	46	138						
500360	Life Insurance	298	298	0	0.00%	145	435	(137)	-31.49%	271	27	9.96%	265
500460	Disability	685	685	0	0.00%	208	624	61	9.78%	623	62	9.95%	480
	Total Benefits	42,605	40,720	1,885	4.63%	14,085	42,255	350	0.83%	35,521	7,084	19.94%	33,386
	<b>Total Personal Services</b>	<b>198,179</b>	<b>195,115</b>	<b>3,064</b>	<b>1.57%</b>	<b>67,810</b>	<b>202,638</b>	<b>(4,467)</b>	<b>-2.20%</b>	<b>167,630</b>	<b>30,403</b>	<b>18.14%</b>	<b>163,296</b>
641000	Temporary Help	500	0	500	100%	3,999	3,999	(3,499)	-87.50%	12,069	(11,569)	-95.86%	1,968
650000	Travel, Per Diem, Conference Registration	2,000	1,850	150	8.11%	0	2,000	0	0.00%	1,881	119	6.33%	0
651000	Training & Education	1,000	500	500	100.00%	0	500	500	100.00%	0	1,000	100%	0
730000	Printing & Binding	400	750	(350)	-46.67%	0	750	(350)	-46.67%	0	400	100%	738
740115	Employee/Tenant Appreciation	2,400	2,700	(300)	-11.11%	241	2,700	(300)	-11.11%	2,246	154	6.86%	2,033
750200	In Terminal Advertising	8,000	9,225	(1,225)	-13.28%	136	9,225	(1,225)	-13.28%	4,879	3,121	63.97%	9,300
771000	Operating Furniture, Fixtures and Equipment	750	1,060	(310)	-29.25%	0	1,060	(310)	-29.25%	0	750	100%	240
771500	Uniforms	2,200	1,000	1,200	120.00%	0	1,000	1,200	120.00%	470	1,730	368.09%	530
780100	Dues & Memberships	460	480	(20)	-4.17%	0	480	(20)	-4.17%	310	150	48.39%	400
780500	Books & Publications	50	50	0	0.00%	0	50	0	0.00%	0	50	100%	0
	<b>Total Services &amp; Mat'ls.</b>	<b>17,760</b>	<b>17,615</b>	<b>145</b>	<b>0.82%</b>	<b>4,376</b>	<b>21,764</b>	<b>(4,004)</b>	<b>-18.40%</b>	<b>21,855</b>	<b>(4,095)</b>	<b>-18.74%</b>	<b>15,209</b>
	<b>Department Total</b>	<b>215,939</b>	<b>212,730</b>	<b>3,209</b>	<b>1.51%</b>	<b>72,186</b>	<b>224,402</b>	<b>(8,471)</b>	<b>-3.77%</b>	<b>189,485</b>	<b>26,308</b>	<b>13.88%</b>	<b>178,505</b>

**Comments**

- 651000** Would like to start a pet therapy program - as part of the volunteer program - would need to prepare training
- 771500** Would need uniforms for pet therapy volunteers and dogs (vests)

Without the new pet therapy program, budget would be less than previous year

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Information Technology**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA								
Department	Information Technology									
Department #	20									
Cost Center	00									
Source	00									
<b>Account Code</b>						<b>Description</b>	Item	Summary		
Fund	Acct.	Sec.	C.C.	Source			Amount	Amount		
<b>PERSONNEL SERVICES</b>										
ARA	500000	20	00	00		Salaries	270,967		270,967	
ARA	500016	20	00	00		Longevity	2,659		2,659	
						Benefits:				
ARA	500017	20	00	00		Medical Reimbursements	-		109,225	
ARA	500050	20	00	00		FICA Taxes	21,240			
ARA	500070	20	00	00		LGERS retirement	20,522			
ARA	500080	20	00	00		401k	13,682			
ARA	500160	20	00	00		Medical	47,981			
ARA	500260	20	00	00		Dental	2,416			
ARA	500265	20	00	00		Vision	291			
ARA	500360	20	00	00		Life Insurance	915			
ARA	500460	20	00	00		Disability	2,178			
	<b>TOTAL PERSONNEL SERVICES</b>									382,851
<b>OPERATING EXPENSES</b>										
						<b>Professional Services</b>				
ARA	604000	20	00	00		Professional Services - General			15,000	
						Professional Services - Network Support - 40 Hours	8,000			
						Coalfire - PCI Compliance Audit and Testing	7,000			
ARA	604043	20	00	00		Website Maintenance			1,500	
						Website Hosting and Support	1,500			
						<b>Contractual Services</b>				
ARA	644000	20	00	00		Computer Technical Support			18,000	
						Cisco - SmartNet Agreement (Network/Firewall/Telephone Equipment)	18,000			
ARA	647000	20	00	00		Other Contractual Services			60,700	
						Internet Fax Service (5 lines)	550			
						EIS - Microsoft Dynamics Service and Support Agreement	5,100			
						Flightview - Real Time Flight Map (Website and Terminal)	3,100			
						Flightview - Annual Support Agreement	500			
						Image Solutions Copier Service and Repair Agreement	5,000			
						Image Solutions Printer Service and Repair Agreement	2,600			
						Spatco - GasBoy Service Agreement	600			
						Infor - MP2 Service Agreement	3,000			
						SoftTime Service Agreement (Time & Attendance)	1,350			
						Remote Access Software - ScreenConnect - GARAA Network	1,200			
						Remote Access Software - LogMeIn - PCI Network	500			
						Kimball - Call Recording Software Support Agreement	975			
						Nutanix- Virtual Server Appliance - Annual Support	14,500			
						Infortel / ISI - Call Accounting Service Agreement	1,675			
						WebRoot - Antivirus and Malware Protection (Qty:95)	1,950			
						Microsoft Office 365 w/ Email (70 Users)	14,700			
						Dell - Server Extended Hardware Service Agreements	2,500			
						RS Technologies - DPS CAD A.L.E.I.R. Software & Support	300			
						ESI/Plumbline - Fixed Asset Support Agreement	600			

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY								
ASHEVILLE REGIONAL AIRPORT								
Information Technology								
BASIC OPERATING BUDGET								
FY 2017-2018								
Fund		ARA						
Department	Information Technology							
Department #	20							
Cost Center	00							
Source	00							
Account Code						Description	Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
ARA	647000	20	10	00	Other Contractual Services-Terminal		65,700	
					AirIT EASE Master Service Agreement	40,000		
					VMWare Support Contract EASE	6,000		
					FIDS /PA Service Agreement	-		
					Schneider - CCTV / Access Control Support	12,000		
					Pandora - Terminal Music	350		
					CrossMatch - Fingerprint Scanner Warranty	1,000		
					Bridgeway Solutions - ID BADGE Printer Service Agreement	850		
					AAAE - IET Training Terminals - Maintenance Agreement (4 Terminals)	5,500		
					<b>Travel and Training</b>			
ARA	650000	20	00	00	Travel, Per Diem, Conference Registration		11,400	
					ACI - Business Information Technology Conference	2,800		
					ASIS Security Conference	2,800		
					Cisco Courses / Certification (Raleigh, NC)	1,900		
					Other Meetings	1,500		
					Local Travel	2,400		
ARA	651000	20	00	00	Training & Education		6,100	
					Online IT Courses	1,500		
					Management Courses	2,500		
					BICSI Tech Training	600		
					DELL Tech Direct	1,500		
					<b>Communications and Freight</b>			
ARA	662000	20	00	00	Telecommunications		96,400	
					ERC Broadband - Primary Internet Circuit (100MB)	13,050		
					AT&T - Primary Voice Circuit (PRI)	8,700		
					Redundant Voice and Internet Circuit (PRI + 10MB)	12,500		
					CNN Airport Network Television	14,500		
					AT&T Long Distance	2,100		
					Charter - Cable TV	2,000		
					Monthly Cell Phone Reimbursements for Staff	23,500		
					AT&T - Emergency Line at DPS	1,800		
					AT&T - Analog Lines (Qty )	5,600		
					Verizon - Mobile Phones / Jetpack (Ops, DPS, IT)	1,400		
					Sprint - Emergency Notification System	1,100		
					Ceeco ADA Phone Replacements	3,500		
					Cisco Analog Gateway - VG310 (Qty: 1)	3,250		
					Cisco Conference Room Phone	900		
					Cisco - IP Phones (Qty:6)	2,500		
					<b>Rentals and Leases</b>			
ARA	664000	20	00	00	Rentals and Leases		11,600	
					Administrative Offices Copier Lease	3,200		
					Maintenance Offices Copier Lease	3,200		
					DPS Offices Copier Lease	3,200		
					Guest Services Copier Lease	2,000		

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Information Technology**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA									
Department	Information Technology										
Department #	20										
Cost Center	00										
Source	00										
<b>Account Code</b>		<b>Description</b>								<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source						Amount	Amount
<b>General Repairs and Maintenance</b>											
ARA	710000	20	00	00	General Repairs and Maintenance						15,500
					Access Control/Security System Repairs and Maintenance					8,000	
					Revenue Control Software Support and Maintenance					2,000	
					FIDS/GIDS/PA Repairs & Maintenance					-	
					Crash Phone Upgrade and Repairs					1,000	
					Audio / Visual Equipment Repairs					3,000	
					EASE Repairs and Maintenance					1,500	
<b>Operating Supplies</b>											
ARA	770300	20	00	00	Operating Supplies						30,800
					Operating Supplies					17,500	
					UPS Battery Backup Units (Client Computers Qty: 10)					1,000	
					UPS Units for Remote Communication Closets (Qty: 5)					5,000	
					Shipping					700	
					Plotter Ink					1,200	
					Small Tools, Equipment, Inventory					5,000	
					Apparel - Staff					400	
ARA	770300	20	10	00	Operating Supplies-Terminal						40,000
					EASE Bag Tag Stock, Boarding Pass Stock, Toner, Paper					40,000	
ARA	771000	20	00	00	Operating Furniture, Fixtures, Equipment and Software						101,070
					Greater than \$100 & up to \$5,000						
					Desktop (Shared Communications Computer 1)					2,000	
					Desktop (Shared Communications Computer 2)					2,000	
					Desktop (PARCs Computer)					1,375	
					Desktop (Sammy Sales)					1,375	
					Desktop (Guest Services)					1,375	
					Desktop (Wendi Sparks)					1,375	
					Desktop (Ellen Haywood)					1,375	
					Desktop (Jeremy Arthur)					1,375	
					Desktop (Communication Center Video Wall PC1)					3,900	
					Desktop (Communication Center Video Wall PC2)					3,900	
					Desktop (Operations Video Wall PC)					1,375	
					Desktop (TBD)					1,375	
					Desktop (TBD)					1,375	
					AirIT MAP Printers (Qty: 3)					8,600	
					Portable Projektor for Staff					1,300	
					Rugged Laptop (Patrol Vehicle - Qty:1)					6,000	
					Video Recording Server Hard Drive Additions					2,500	
					KVM Video Switch for Communications Center					2,500	
					Nutanix - Memory Upgrade for Virtual Server Appliance					14,000	
					Board Room Wireless Microphones					21,000	
					Board / Staff iPads and Charging Station (Qty: 10)					7,000	
					Adobe Creative Cloud (2 copies Full)					1,700	
					Adobe 12 Professional (11 Upgrades)					1,975	
					Microsoft Visio (Qty: 2)					300	
					Microsoft SQL Server Standard (Qty: 3)					2,800	
					RS Technologies - ALIER CAD Custom Reports					1,800	
					AutoTask Software					3,600	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY										
ASHEVILLE REGIONAL AIRPORT										
Information Technology										
BASIC OPERATING BUDGET										
FY 2017-2018										
Fund		ARA								
Department	Information Technology									
Department #	20									
Cost Center	00									
Source	00									
Account Code					Description			Item	Summary	
Fund	Acct.	Sec.	C.C.	Source				Amount	Amount	
							Risevision	120		
							Office Furniture	750		
							AutoCad - Development and IT	950		
					<b>Books, Publications, Subscriptions and Memberships</b>					
ARA	780100	20	00	00	Dues & Memberships				1,500	
							CBT Nuggets Subscription	1,250		
							Experts-Exchange Subscription	250		
ARA	780500	20	00	00	Books, Publications, & Subscriptions				3,500	
							Network Solutions - Domain Name Renewals	2,500		
							Books & Subscriptions	1,000		
<b>TOTAL OPERATING EXPENSES</b>									478,770	
<b>SECTION TOTAL</b>									861,621	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
**Information Technology**  
 Fiscal Year 2017/2018  
 Variance Analysis

Acct #	Description	FY 2018 Budget	FY2017 Budget				FY2017 Estimated Actual				FY2016 Actual			FY 2015
			FY 2017 Budget	Increase/Decrease		FY 2017 Actual 4 Months	FY 2017 Estimate	Increase/Decrease		FY 2016 Actual	Increase/Decrease		FY 2015 Actual	
				Amount	Percent			Amount	Percent		Amount	Percent		
500000	Salaries	270,967	270,967	0	0.00%	87,294	261,882	9,085	3.47%	253,669	17,298	6.82%	218,596	
500016	Longevity	2,659	2,665	(6)	-0.23%	2,659	2,665	(6)	-0.23%	2,368	291	12.29%	3,426	
500020	Overtime	0	0	0	100%	82	246	(246)	-100.00%	0	0	100%	121	
500017	Medical Reimbursements	0	0	0	100%	0	0	0	100%	0	0	100%	100	
500050	FICA Taxes	21,240	21,240	0	0.00%	6,792	20,376	864	4.24%	18,591	2,649	14.25%	18,579	
500070	LGERS retirement	20,522	19,825	697	3.52%	6,561	19,683	839	4.26%	16,693	3,829	22.94%	16,861	
500080	401k	13,682	13,682	0	0.00%	4,002	12,006	1,676	13.96%	11,858	1,824	15.38%	11,924	
500160	Medical	47,981	38,597	9,384	24.31%	12,208	36,624	11,357	31.01%	30,072	17,909	59.55%	35,068	
500260	Dental	2,416	2,274	142	6.24%	802	2,406	10	0.42%	1,836	580	31.59%	2,382	
500265	Vision Insurance	291	0			114	342							
500360	Life Insurance	915	915	0	0.00%	323	969	(54)	-5.57%	762	153	20.08%	729	
500460	Disability	2,178	2,178	0	0.00%	660	1,980	198	10.00%	1,791	387	21.61%	1,193	
	Total Benefits	109,225	98,711	10,514	10.65%	31,462	94,386	14,839	15.72%	81,603	27,622	33.85%	86,836	
	<b>Total Personal Services</b>	<b>382,851</b>	<b>372,343</b>	<b>10,217</b>	<b>2.74%</b>	<b>121,497</b>	<b>359,179</b>	<b>23,723</b>	<b>6.60%</b>	<b>337,640</b>	<b>44,920</b>	<b>13.30%</b>	<b>308,979</b>	
604000	Professional Services - General	15,000	7,000	8,000	114.29%	0	7,000	8,000	114.29%	0	15,000	100%	447	
604043	Website Maintenance	1,500	1,300	200	15.38%	1,200	1,300	200	15.38%	4,996	(3,496)	-69.98%	0	
644000	Computer Tech. Support	18,000	18,600	(600)	-3.23%	1,333	18,600	(600)	-3.23%	9,960	8,040	80.72%	23,983	
647000	Other Contractual Services	126,400	146,110	(19,710)	-13.49%	61,433	146,110	(19,710)	-13.49%	107,258	19,142	17.85%	111,704	
650000	Travel, Per Diem, Conference Registration	11,400	14,800	(3,400)	-22.97%	3,589	7,589	3,811	50.22%	9,374	2,026	21.61%	9,264	
651000	Training & Education	6,100	5,950	150	2.52%	310	2,800	3,300	117.86%	2,373	3,727	157.06%	1,297	
662000	Telecommunications	96,400	71,270	25,130	35.26%	27,209	71,270	25,130	35.26%	71,860	24,540	34.15%	74,903	
664000	Rentals and Leases	11,600	11,500	100	0.87%	4,902	11,800	(200)	-1.69%	11,595	5	0.04%	11,267	
710000	General Repairs and Maintenance	15,500	14,750	750	5.08%	2,202	14,750	750	5.08%	15,152	348	2.30%	25,355	
770300	Operating Supplies	70,800	71,200	(400)	-0.56%	16,232	71,200	(400)	-0.56%	31,868	38,932	122.17%	34,065	
771000	Operating Furniture, Fixtures and Equipment	101,070	90,520	10,550	11.65%	36,520	90,520	10,550	11.65%	51,186	49,884	97.46%	17,661	
780100	Dues & Memberships	1,500	1,425	75	5.26%	40	1,475	25	1.69%	300	1,200	400.00%	1,390	
780500	Books & Publications	3,500	3,700	(200)	-5.41%	141	3,000	500	16.67%	2,039	1,461	71.65%	1,805	
	<b>Total Services &amp; Mat'ls.</b>	<b>478,770</b>	<b>458,125</b>	<b>20,645</b>	<b>4.51%</b>	<b>155,111</b>	<b>447,414</b>	<b>31,356</b>	<b>7.01%</b>	<b>317,961</b>	<b>160,809</b>	<b>50.58%</b>	<b>313,141</b>	
	<b>Department Total</b>	<b>861,621</b>	<b>830,468</b>	<b>30,862</b>	<b>3.72%</b>	<b>276,608</b>	<b>806,593</b>	<b>55,079</b>	<b>6.83%</b>	<b>655,601</b>	<b>205,729</b>	<b>31.38%</b>	<b>622,120</b>	

Comments:



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2017-2018**

Fund		ARA						
Department	Marketing & Public Relations							
Department #	30							
Cost Center	00							
Source	00							

Account Code					Description	Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount

PERSONNEL SERVICES								
ARA	500000	30	00	00	Salaries	149,820	149,820	
ARA	500016	30	00	00	Longevity	2,011	2,011	
ARA	500020	30	00	00	Overtime	-	-	
					<u>Benefits:</u>			
ARA	500017	30	00	00	Medical Reimbursements	-	58,218	
ARA	500050	30	00	00	FICA Taxes	11,944		
ARA	500070	30	00	00	LGERS retirement	11,387		
ARA	500080	30	00	00	401k	7,592		
ARA	500160	30	00	00	Medical	24,051		
ARA	500260	30	00	00	Dental	1,467		
ARA	500265	30	00	00	Vision	145		
ARA	500360	30	00	00	Life Insurance	475		
ARA	500460	30	00	00	Disability	1,157		
	<b>TOTAL PERSONNEL SERVICES</b>							210,049

OPERATING EXPENSES							
					<b>Professional Services</b>		
ARA	604000	30	00	00	Professional Services - General		36,000
					Air service development consulting - Ailevon	36,000	
ARA	604016	30	00	00	Artwork and Creative Production		51,000
					Creative production (tv, radio, pr videos, digital collateral)	45,000	
					Website updates (ongoing maintenance & enhancements)	6,000	
ARA	604017	30	00	00	Surveys, Reports & Data		500
					Internal marketing surveys - process, supplies, incentives	500	
					<b>Travel and Training</b>		
ARA	650000	30	00	00	Travel, Per Diem, Conference Registration		25,500
					ACI Marketing conference - Nov 2017	2,200	
					Routes Americas - Feb 2018 & ACI Jumpstart	5,000	
					NCAA meetings and annual conference	2,000	
					Marketing conference - Alex - MarCom - Nov 2017	2,200	
					Allegiant Air annual meeting - April 2018	2,000	
					Airline meeting travel expenses	1,800	
					Roundtable	2,000	
					AAAE Conference or SE Chapter Conference	2,500	
					Cust Svc ACI or ACI Annual - Steering Comm	2,200	
					Local travel - Tina	3,600	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Marketing & Public Relations**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA						
Department		Marketing & Public Relations						
Department #		30						
Cost Center		00						
Source		00						
Account Code		Description					Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount	
ARA	651000	30	00	00	Training & Education		1,250	
					Professional development courses - Adobe Premiere Pro	1,250		
					<b>General Repairs and Maintenance</b>			
ARA	710000	30	00	00	General Repairs and Maintenance		800	
					Piano tuning - quarterly	800		
					<b>Printing &amp; Binding</b>			
ARA	730000	30	00	00	Printing & Binding		5,500	
					Miscellaneous projects - annual report, brochures, etc.	2,500		
					In-terminal displays & PR materials	3,000		
ARA	730001	30	00	00	Banners		750	
					Updated banners/posters	750		
					<b>Promotional Activities</b>			
ARA	740005	30	00	00	Radio		30,000	
					Misc. radio	30,000		
ARA	740010	30	00	00	Billboards		32,500	
					Billboard leases (outdoor, cinema screens, etc.)	30,000		
					Production costs	2,500		
ARA	740015	30	00	00	Print		15,100	
					AVL-CVB Asheville Magazine-Journal Communications	2,100		
					Magazines & newspapers	13,000		
ARA	740020	30	00	00	TV		110,000	
					WLOS	50,000		
					Other	60,000		
ARA	740030	30	00	00	Telephone Book		-	
					Yellow Book	-		
ARA	740040	30	00	00	Web Advertising		49,440	
					Per click & display advertising	45,000		
					Business to business marketing via email/web/Constant Contact	1,440		
					Social media advertising/contesting	3,000		
ARA	740050	30	00	00	Air Service Development		3,300	
					Fam tour costs - for network planner visits to AVL	3,000		
					Misc - thank you gifts, presentations, etc	300		
ARA	740100	30	00	00	Other Promotional Events/Sponsorships		3,000	
					Flyaways	3,000		
ARA	740101	30	00	00	Community Events/Exhibits/Sponsorships		66,500	
					Sponsorships/events (SOCON ,FRP, Tourists ,Wings for Aut)	20,000		
					Henderson Chamber sponsorships	5,000		
					Asheville Chamber sponsorships - including \$4,500 for 5x5	8,500		
					Inaugural event(s)	1,000		

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Marketing & Public Relations**  
**BASIC OPERATING BUDGET**  
**FY 2017-2018**

Fund	ARA							
Department	Marketing & Public Relations							
Department #	30							
Cost Center	00							
Source	00							

Account Code					Description	Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					New runway opening events - Dignitary/media event	5,000	
					Parking garage opening event - Dignitary/media event	2,500	
					Runway 5K (revenue offsets 100%)	22,000	
					Customer appreciation events in terminal	1,500	
					Henderson County Partnership for Econ Devel	1,000	
ARA	740115	30	00	00	Employee/Tenant Appreciation		
					Tenant prizes for holiday décor contest	250	
					Tenant lunch	1,700	
					<b>Operating Supplies</b>		
ARA	770301	30	00	00	Art Program Supplies		
					Supplies, promotional materials	1,000	
ARA	770305	30	00	00	Promotional Items		
					Small items/large quantities - general & events	2,500	
					Project SOAR - milestone gift	1,500	
					Carolina West	1,000	
					Apparel - promotional	2,500	
					Apparel - staff - restock	1,200	
					Large items / small quantities	2,500	
ARA	770310	30	00	00	Holiday Decorations		
					Decorations - 3 more light units	5,000	
ARA	771000	30	00	00	Operating Furniture, Fixtures, Equipment and Software		
					Greater than \$100 & up to \$5,000		
						-	
					<b>Books, Publications, Subscriptions and Memberships</b>		
ARA	780100	30	00	00	Dues & Memberships		
					Asheville Chamber	730	
					Haywood Chamber	580	
					Hendersonville Chamber	495	
					Jackson Chamber	210	
					Madison Chamber	300	
					McDowell Chamber	205	
					Mitchell County Chamber	350	
					Polk Chamber	325	
					Rutherford Chamber	250	
					Transylvania/Brevard Chamber	365	
					Yancey Chamber	280	
					AAAE	275	
					SEC AAAE	35	
					NCAA	45	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Marketing & Public Relations**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA							
Department	Marketing & Public Relations								
Department #	30								
Cost Center	00								
Source	00								
<b>Account Code</b>					<b>Description</b>			<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source				Amount	Amount
ARA	780500	30	00	00	Books, Publications, Compact Disks, Videos & Subscriptions				750
					Photos - royalty free			500	
					Citizen-Times subscription			250	
					Times-News subscription			-	
<b>TOTAL OPERATING EXPENSES</b>									455,485
<b>SECTION TOTAL</b>									665,534

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Marketing & Public Relations**  
**Fiscal Year 2017/2018**  
**Variance Analysis**

Acct #	Description	FY2017 Budget				FY2017 Estimated Actual				FY2016 Actual			FY 2015
		FY 2018 Budget	FY 2017 Budget	Increase/Decrease		FY 2017 4 Months	FY 2017 Estimate	Increase/Decrease		FY 2016 Actual	Increase/Decrease		FY 2015 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	149,820	149,820	0	0.00%	47,786	149,820	0	0.00%	140,156	9,664	6.90%	134,238
500016	Longevity	2,011	2,063	(52)	-2.52%	2,011	2,063	(52)	-2.52%	1,935	76	3.93%	0
500020	Overtime	0	0	0	100%	0	0	0	100%	0	0	100%	0
500050	FICA Taxes	11,944	11,949	(5)	-0.04%	3,833	11,949	(5)	-0.04%	10,810	1,134	10.49%	10,011
500070	LGERS retirement	11,387	11,002	385	3.50%	3,683	11,002	385	3.50%	8,760	2,627	29.99%	9,155
500080	401k	7,592	7,595	(3)	-0.04%	2,116	7,595	(3)	-0.04%	7,002	590	8.43%	6,474
500160	Medical	24,051	21,746	2,305	10.60%	6,111	21,746	2,305	10.60%	18,528	5,523	29.81%	16,727
500260	Dental	1,467	1,555	(88)	-5.66%	486	1,555	(88)	-5.66%	1,414	53	3.75%	1,383
500265	Vision Insurance	145	0			44	44						
500360	Life Insurance	475	475	0	0.00%	168	475	0	0.00%	432	43	9.95%	421
500460	Disability	1,157	1,156	1	0.09%	350	1,156	1	0.09%	1,051	106	10.09%	777
	Total Benefits	58,218	55,478	2,740	4.94%	16,791	55,522	2,696	4.86%	47,997	10,221	21.30%	44,948
	<b>Total Personal Services</b>	<b>210,049</b>	<b>207,361</b>	<b>2,543</b>	<b>1.23%</b>	<b>66,588</b>	<b>207,405</b>	<b>2,543</b>	<b>1.23%</b>	<b>190,088</b>	<b>19,816</b>	<b>10.42%</b>	<b>179,186</b>
604000	Professional Services - General	36,000	33,000	3,000	9.09%	12,000	36,000	0	0.00%	15,000	21,000	140.00%	0
604016	Artwork and Creative Production	51,000	21,000	30,000	142.86%	2,934	21,000	30,000	142.86%	27,110	23,890	88.12%	17,076
604017	Surveys, Reports & Data	500	1,000	(500)	-50.00%	240	500	0	0.00%	13,693	(13,193)	-96.35%	3,200
650000	Travel, Per Diem, Conference Registration	25,500	20,400	5,100	25.00%	6,881	21,000	4,500	21.43%	17,026	8,474	49.77%	10,929
651000	Training & Education	1,250	0	1,250	100%	0	0	1,250	100%	0	1,250	100%	86
710000	General Repairs and Maintenance	800	200	600	300.00%	519	519	281	54.14%	0	800	100%	125
730000	Printing & Binding	5,500	6,800	(1,300)	-19.12%	1,689	6,800	(1,300)	-19.12%	5,234	266	5.08%	5,592
730001	Banners	750	1,500	(750)	-50.00%	0	1,500	(750)	-50.00%	528	222	42.05%	577
740005	Radio	30,000	12,000	18,000	150.00%	1,156	29,000	1,000	3.45%	10,746	19,254	179.17%	14,019
740010	Billboards	32,500	32,500	0	0.00%	3,775	32,000	500	1.56%	25,200	7,300	28.97%	32,150
740015	Print	15,100	15,100	0	0.00%	2,965	15,100	0	0.00%	13,658	1,442	10.56%	15,683
740020	TV	110,000	58,000	52,000	89.66%	0	53,000	57,000	107.55%	66,350	43,650	65.79%	44,830
740030	Telephone Book	0	0	0	100%	0	0	0	100%	0	0	100%	298
740040	Web Advertising	49,440	42,440	7,000	16.49%	2,400	35,000	14,440	41.26%	41,432	8,008	19.33%	40,568
740050	Air Service Development	3,300	20,000	(16,700)	-83.50%	19,464	20,000	(16,700)	-83.50%	1,152	2,148	186.46%	369
740100	Promotional Events/Sponsorships	3,000	11,000	(8,000)	-72.73%	0	3,000	0	0.00%	12,914	(9,914)	-76.77%	12,588
740101	Other Community Events/Exhibits/Sponsorships	66,500	38,000	28,500	75.00%	5,048	38,000	28,500	75.00%	41,113	25,387	61.75%	22,689
740115	Employee/Tenant Appreciation	1,950	1,950	0	0.00%	0	1,950	0	0.00%	573	1,377	240.31%	1,707
770301	Art Program	1,000	1,000	0	0.00%	284	1,000	0	0.00%	1,400	(400)	-28.57%	782
770305	Promotional Items	11,200	13,000	(1,800)	-13.85%	1,649	13,000	(1,800)	-13.85%	14,855	(3,655)	-24.60%	10,175
770310	Holiday Decorations	5,000	5,000	0	0.00%	3,570	5,000	0	0.00%	604	4,396	727.81%	4,616
771000	Operating Furniture, Fixtures and Equipment	0	5,000	(5,000)	-100.00%	0	5,000	(5,000)	-100.00%	3,713	(3,713)	-100.00%	97
780100	Dues & Memberships	4,445	4,477	(32)	-0.71%	4,880	4,880	(435)	-8.91%	5,245	(800)	-15.25%	5,035
780500	Books & Publications	750	975	(225)	-23.08%	454	1,000	(250)	-25.00%	872	(122)	-13.99%	365
	<b>Total Services &amp; Mat'ls.</b>	<b>455,485</b>	<b>344,342</b>	<b>111,143</b>	<b>32.28%</b>	<b>69,908</b>	<b>344,249</b>	<b>111,236</b>	<b>32.31%</b>	<b>318,418</b>	<b>137,067</b>	<b>43.05%</b>	<b>243,556</b>
	<b>Department Total</b>	<b>665,534</b>	<b>551,703</b>	<b>113,686</b>	<b>20.61%</b>	<b>136,496</b>	<b>551,654</b>	<b>113,779</b>	<b>20.63%</b>	<b>508,506</b>	<b>156,883</b>	<b>30.85%</b>	<b>422,742</b>

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations**  
**BASIC OPERATING BUDGET**  
**FY 2017-2018**

Fund		ARA								
Department	Operations									
Department #	40									
Cost Center	00									
Source	00									
<b>Account Code</b>		<b>Description</b>							<b>Item</b>	<b>Summary</b>
Fund	Acct.	Sec.	C.C.	Source					Amount	Amount
<b>PERSONNEL SERVICES</b>										
ARA	500000	40	10	00	Salaries			1,112,367	1,112,367	
ARA	500016	40	10	00	Longevity			16,630	16,630	
ARA	500020	40	10	00	Overtime			35,000	35,000	
					<u>Benefits:</u>					
ARA	500017	40	10	00	Medical Reimbursements			-	657,165	
ARA	500050	40	10	00	FICA Taxes			90,178		
ARA	500070	40	10	00	LGERS retirement			87,300		
ARA	500080	40	10	00	401k			58,200		
ARA	500160	40	10	00	Medical			386,935		
ARA	500260	40	10	00	Dental			18,890		
ARA	500265	40	10	00	Vision			1,962		
ARA	500360	40	10	00	Life Insurance			4,679		
ARA	500460	40	10	00	Disability			9,021		
<b>TOTAL PERSONNEL SERVICES</b>									<b>1,821,162</b>	
<b>OPERATING EXPENSES</b>										
<b>Professional Services</b>										
ARA	641000	40	10	00	Temporary Help				87,000	
								Temporary Help	87,000	
<b>Contractual Services</b>										
ARA	645000	40	60	00	Landscaping				9,420	
								RAC Contract	9,420	
ARA	646500	40	80	00	Parking Management Contract				425,936	
								Payroll, Benefits & Operating Expenses	353,436	
								Management Fee	72,500	
ARA	646600	40	80	00	Parking Management Shuttle				200,000	
								Payroll & Benefits	72,000	
ARA	646600	40	80	40	Prepaid Remote Shuttle			128,000		
ARA	647000	40	10	00	Other Contractual Services				80,273	
								Automatic Door Contract	6,800	
								Uniform Cleaning & Mats (Maintenance & Janitorial)	16,000	
								Loading Bridge Maintenance Contract	4,100	
								Load Bank Generator Test	3,200	
								State & NCDOL Inspections	1,000	
								Fire Sprinkler Inspections/Backflow/Halation/Crane	4,300	
								Waste Removal & Recycling	14,990	
								RAC Waste Removal and Recycling	2,600	
								Pest Control	1,750	
								RAC Pest Control	533	
								Wildlife Program	12,000	

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations**  
**BASIC OPERATING BUDGET**  
**FY 2017-2018**

Fund		ARA					
Department	Operations						
Department #	40						
Cost Center	00						
Source	00						

Account Code					Description	Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					Window Washing	8,500	
					Lobby Plants	4,500	
ARA	700100	40	10	00	Elevator Maintenance Contract		2,280
					Elevator Maintenance Contract	2,280	
ARA	700200	40	10	00	Fire Alarm Systems Contract		12,450
					Fire Alarm Systems-Infinity & Monitoring fees	1,000	
					Fire Alarm Systems-Siemens	11,450	
					<b>Travel and Training</b>		
ARA	650000	40	10	00	Travel, Per Diem, Conference Registration		8,700
					SEC Annual Conference	1,000	
					NCAA Conference	800	
					AAAE Conference	2,500	
					Annual Snow Symposium (1)	2,000	
					Local Travel	2,400	
ARA	651000	40	10	00	Training & Education		4,500
					Professional Development	500	
					ACE (1)	2,500	
					ASOS (1)	1,500	
					<b>Utility Services</b>		
					Electricity - All Locations		405,317
ARA		40	80	40	Electricity Parking Garage		
					61 Terminal Dr	50,000	
ARA	681000	40	10	00	Electricity TA8918 Terminal 208		
					61 Terminal Dr (727 171 5729)	144,700	
ARA	681500	40	10	00	Electricity TH4698 Landside Restaurant & GRAA Storage areas		
					61 Terminal Dr (183 474 0183)	4,943	
					Airside Restaurant and Freezer	16,724	
ARA	689400	40	20	10	Electricity TR2714 DPS Bldg New		
					136 Wright Brother Way (640-377-9462)	18,800	
ARA	683000	40	20	00	Electricity TK0203 Maint Bldgs		
					15 Aviation Way (590 232 5728)	12,900	
ARA	683500	40	20	00	Electricity W10456 Vgate-8AW		
					21 Aviation Way (798 342 2663)	400	
ARA	684000	40	20	00	Electricity S93746 GA Sewer Lift		
					1 Aviation Way (153 235 5813)	750	
ARA	685600	40	20	00	Electricity TF3027 480V TAFRDP		
					61 Terminal Dr (447 711 2884)	133,600	
ARA	686000	40	20	00	Electricity YK5320 Cargo Bldg		
					41 Terminal Dr (527 340 0993)	-	
ARA	688500	40	60	00	Electricity RAC CAM S83383		
					87 Rental Car Dr (319 694 7927)	12,400	
ARA	689000	40	80	00	Electricity TH6583 WBW St Light		

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations**  
**BASIC OPERATING BUDGET**  
**FY 2017-2018**

Fund		ARA						
Department	Operations							
Department #	40							
Cost Center	00							
Source	00							

Account Code					Description	Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount
					Wright Brothers Way (317 794 7458)	6,000	48,500
ARA	689200	40	80	00	Electricity YT5631 LowerOverflow (606 016 2549)	2,400	
ARA	689300	40	20	00	Electricity Lav Cart Dump Station	-	
ARA	689450	40	80	0	Electricity Temp Emp Lot (155 676 6044)	1,700	
					Natural Gas - All Locations		67,000
ARA	690000	40	10	00	Nat Gas 635822 Terminal 61 Terminal Dr (3-1981-0349-9500)	24,000	
ARA	691500	40	20	00	Nat Gas 568135 Operations Office Bldg A (East) 15 Aviation Way (2-2100-7146-7120)	11,500	
ARA	692000	40	20	00	Nat Gas 446155 Main Bldg B (West) 15 Aviation Way (8-1981-0349-9521)	6,000	
ARA	690300	40	20	00	Nat Gas 508999/509070 DPS Bldg New 136 Wright Brothers Way (2-2101-0054-6410)	7,000	
					Water - All Locations		
ARA	695000	40	10	00	Water 11946022/12642942 Term 61 Terminal Dr (2111887-1140018)	33,100	
ARA	695100	40	20	00	Water - Deicing Truck Water Station 61 Terminal Dr (2111887-103231)	2,000	
ARA	695500	40	00	00	Water 47313873 Maint Bldg A E 15 Aviation Way (2111879-1339978)	-	
ARA	697600	40	20	00	Water 102059 Public Saf Bldg-New (211887/102059) 136 Wright Brothers Way (1264268/13942887)	4,800	
ARA	696500	40	20	00	Water 12439009 Air Cargo Bldg 41 Terminal Dr (2111885-1140008)	-	
ARA	697500	40	20	00	Water 11459507/70162311 New Maint Bldg (East) 15 Aviation Way (2111887-1580708)	2,900	
ARA	698000	40	60	00	Water 11946005/70182576 RAC 65 Rental Car Dr (2293169-1587918)	22,700	
ARA	698500	40	80	00	Water 1013844 Toll Plaza Office 70 Terminal Dr	1,500	
					<b>General Repairs and Maintenance</b>		152,000
ARA	710100	40	10	00	Terminal, Buildings and Grounds		
					Terminal, Building & Grounds General Repairs	22,000	
					Hardware/Equipment	12,000	
					Forbo Replacement	4,000	
					Terminal & Grounds Lighting Fixtures and bulbs	12,000	
					Baggage Belts	5,000	
					Equipment Rental	6,500	



**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Operations**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA								
Department		Operations								
Department #		40								
Cost Center		00								
Source		00								
<b>Account Code</b>		<b>Description</b>					<b>Item</b>	<b>Summary</b>		
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount			
					Roofing Maintenance	5,000				
					HVAC Repairs	11,000				
					Lime, Fertilizer, Mulch & Plants	13,000				
					Loading Bridges, PC Air/GPU's	13,000				
					RAC Light Poles, Fencing, Backflow/Fire Line & Building	11,000				
					Light Poles, Fencing.	5,000				
					Crosswalk Sealing (1)	7,500				
					Sewer Cleanout & Repair	3,000				
					Pavement Maintenance Program	13,000				
					Rental Homes, Advantage West, DPS, CAP, & WNC Building	9,000				
ARA	710200	40	20	00	Vehicles and Heavy Equipment				69,500	
					Airfield Vehicles & Heavy Equipment	50,000				
					Landside Vehicles & Heavy Equipment	15,000				
					Authority Vehicle Tax & Tags	4,500				
ARA	710300	40	20	00	Airport and Airfield Equipment				12,000	
					Airfield Lighting, Runway Painting, & Electrical Vault	12,000				
					<b>Printing &amp; Binding</b>					
ARA	730000	40	10	00	Printing & Binding				1,500	
					Printing & Binding, Forms/Permits/	1,500				
					<b>Promotional Activities</b>					
ARA	740115	40	10	00	Employee/Tenant Appreciation				600	
					Employee/Conference Hosting/Snow Team Food	600				
					<b>Operating Supplies</b>					
ARA	770100	40	10	00	Vehicle Fuel				45,000	
					Vehicle Fuel	45,000				
ARA	770200	40	10	00	Shop Supplies				3,000	
					Shop Supplies	3,000				
ARA	770300	40	10	00	Operations Supplies				18,000	
					Operating Supplies	4,000				
					Finger Print/Badging	14,000				
ARA	770400	40	10	00	Chemicals & Safety				74,600	
					Chemicals & Safety	4,100				
					De-icing Chemicals	68,000				
					Safety Program Supplies	2,500				
ARA	770500	40	10	00	Small Tools and Equipment				5,000	
					Small Tools & Equipment	5,000				
ARA	770600	40	10	00	Custodial Supplies				19,000	
					Cleaning Supplies/Mop Heads/Trash Can Liners etc.	19,000				
ARA	770650	40	10	00	Custodial Consumables				35,600	
					Soap/Paper Towels/Toilet Paper/Seat Covers	35,600				

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ASHEVILLE REGIONAL AIRPORT**  
**Operations**  
**BASIC OPERATING BUDGET**  
**FY 2017-2018**

Fund		ARA									
Department	Operations										
Department #	40										
Cost Center	00										
Source	00										
<b>Account Code</b>		<b>Description</b>							<b>Item Amount</b>	<b>Summary Amount</b>	
Fund	Acct.	Sec.	C.C.	Source							
ARA	771000	40	10	00	Operating Furniture, Fixtures, Equipment and Software Greater than \$100 & up to \$5,000				2,000	2,000	
									2,000		
ARA	771500	40	10	00	Uniforms					3,000	
					Employee Shoe Allowance				1,000		
					Clothing				1,600		
					Prescription Safety Glasses				400		
					<b>Books, Publications, Subscriptions and Memberships</b>						
ARA	780100	40	10	00	Dues & Memberships					1,350	
					AAAE-3				825		
					SEC-7				245		
					NCAA Annual Dues 7				280		
ARA	780500	40	10	00	Books, Publications, Compact Disks, Videos & Subscriptions					500	
									500		
ARA	780503	40	10	00	Licenses & Certifications					660	
					CDL Licenses				500		
					NC Fire Sprinkler Licenses				160		
<b>TOTAL OPERATING EXPENSES</b>									<b>1,794,686</b>		
<b>SECTION TOTAL</b>									<b>3,615,848</b>		

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**Operations**  
**Fiscal Year 2017/2018**  
**Variance Analysis**

Acct #	Description	FY2017 Budget				FY2017 Estimated Actual				FY2016 Actual			FY 2015
		FY 2018 Budget	FY 2017 Budget	Increase/Decrease		FY 2017 al 4 Months	FY 2017 Estimate	Increase/Decrease		FY 2016 Actual	Increase/Decrease		FY 2015 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	1,112,367	1,127,298	(14,931)	-1.32%	346,790	1,075,787	36,580	3.40%	952,978	159,389	16.73%	952,058
500016	Longevity	16,630	20,360	(3,730)	-18.32%	5,057	20,360	(3,730)	-18.32%	19,845	(3,215)	-16.20%	19,393
500020	Overtime	35,000	32,000	3,000	9.38%	12,765	38,295	(3,295)	-8.60%	54,948	(19,948)	-36.30%	38,914
500017	Medical Reimbursements	0	0	0	100%	0	0	0	100%	0	0	100%	300
500050	FICA Taxes	90,178	91,339	(1,161)	-1.27%	25,166	78,208	11,970	15.31%	76,808	13,370	17.41%	74,128
500070	LGERS retirement	87,300	85,133	2,167	2.55%	27,273	84,214	3,086	3.66%	69,999	17,301	24.72%	71,025
500080	401k	58,200	58,884	(684)	-1.16%	16,154	50,232	7,968	15.86%	51,590	6,610	12.81%	50,171
500160	Medical	386,935	304,640	82,295	27.01%	82,242	252,338	134,597	53.34%	245,065	141,870	57.89%	225,313
500260	Dental	18,890	17,833	1,057	5.93%	5,324	16,252	2,638	16.23%	14,363	4,527	31.52%	14,655
500265	Vision Insurance	1,962	0	1,962	100%	457	1,371	591	43.11%		1,962	100%	
500360	Life Insurance	4,679	4,529	150	3.31%	1,704	5,228	(549)	-10.50%	3,543	1,136	32.06%	3,737
500460	Disability	9,021	9,029	(8)	-0.09%	2,552	7,970	1,051	13.19%	6,844	2,177	31.81%	5,721
	Total Benefits	657,165	571,387	85,778	15.01%	160,872	495,813	161,352	32.54%	468,212	188,953	40.36%	445,050
	<b>Total Personal Services</b>	<b>1,821,162</b>	<b>1,751,045</b>	<b>70,117</b>	<b>4.00%</b>	<b>525,484</b>	<b>1,630,255</b>	<b>190,907</b>	<b>11.71%</b>	<b>1,495,983</b>	<b>325,179</b>	<b>21.74%</b>	<b>1,455,415</b>
641000	Temporary Help	87,000	87,000	0	0.00%	23,946	71,838	15,162	21.11%	53,506	33,494	62.60%	106,806
645000	Landscaping	9,420	9,420	0	0.00%	3,140	9,420	0	0.00%	9,420	0	0.00%	9,420
646500	Parking Management Contract	425,936	412,741	13,195	3.20%	111,052	412,741	13,195	3.20%	446,369	(20,433)	-4.58%	357,459
646600	Parking Management - Shuttle	200,000	638,000	(438,000)	-68.65%	54,222	638,000	(438,000)	-68.65%	90,673	109,327	120.57%	0
647000	Other Contractual Services	80,273	71,968	8,305	11.54%	28,802	71,968	8,305	11.54%	56,431	23,842	42.25%	63,682
700100	Elevator Maintenance Contract	2,280	2,280	0	0.00%	1,115	2,280	0	0.00%	1,840	440	23.91%	3,316
700200	Fire Alarm Systems Contract	12,450	15,500	(3,050)	-19.68%	0	12,450	0	0.00%	15,319	(2,869)	-18.73%	14,314
650000	Travel, Per Diem, Conference Registration	8,700	10,900	(2,200)	-20.18%	1,010	10,900	(2,200)	-20.18%	11,333	(2,633)	-23.23%	6,074
651000	Training & Education	4,500	2,000	2,500	125.00%	809	2,427	2,073	85.41%	5,256	(756)	-14.38%	5,448
662000	Telecommunications		0	0	100%	219	657	(657)	-100.00%	18	(18)	-100.00%	0
664000	Rentals and Leases		0	0	100%	3,000	3,000	(3,000)	-100.00%		0	100%	
680000	Electricity - All	405,317	349,720	55,597	15.90%	111,876	335,244	70,073	20.90%	324,524	80,793	24.90%	324,517
690000	Natural Gas - All	48,500	51,131	(2,631)	-5.15%	1,155	48,617	(117)	-0.24%	30,002	18,498	61.66%	42,628
695000	Water - All	67,000	62,884	4,116	6.55%	21,632	66,347	653	0.98%	47,520	19,480	40.99%	48,653
710100	Terminal, Buildings and Grounds	152,000	155,000	(3,000)	-1.94%	47,095	155,000	(3,000)	-1.94%	165,840	(13,840)	-8.35%	144,173
710200	Vehicles and Heavy Equipment	69,500	69,500	0	0.00%	42,447	69,500	0	0.00%	63,128	6,372	10.09%	66,730
710300	Airport and Airfield Equipment	12,000	18,000	(6,000)	-33.33%	2,732	10,000	2,000	20.00%	9,922	2,078	20.94%	17,991
730000	Printing & Binding	1,500	1,500	0	0.00%	271	813	687	84.50%	2,605	(1,105)	-42.42%	1,810
740115	Employee/Tenant Appreciation	600	600	0	0.00%	0	600	0	0.00%	603	(3)	-0.50%	584
770100	Vehicle Fuel	45,000	38,000	7,000	18.42%	16,648	49,944	(4,944)	-9.90%	26,926	18,074	67.12%	35,146
770200	Shop Supplies	3,000	3,000	0	0.00%	1,248	3,744	(744)	-19.87%	3,975	(975)	-24.53%	1,175
770300	Operating Supplies	18,000	13,000	5,000	38.46%	11,133	33,399	(15,399)	-46.11%	13,246	4,754	35.89%	9,539
770400	Chemicals & Safety	74,600	74,600	0	0.00%	794	74,600	0	0.00%	42,538	32,062	75.37%	37,320
770500	Small Tools and Equipment	5,000	7,000	(2,000)	-28.57%	684	3,000	2,000	66.67%	5,446	(446)	-8.19%	6,857
770600	Custodial Supplies	19,000	19,000	0	0.00%	4,303	12,909	6,091	47.18%	23,751	(4,751)	-20.00%	18,629
770650	Custodial Consumables	35,600	41,000	(5,400)	-13.17%	15,177	45,531	(9,931)	-21.81%	35,954	(354)	-0.98%	29,273
771000	Operating Furniture, Fixtures and Equipment	2,000	2,500	(500)	-20.00%	0	1,500	500	33.33%	1,920	80	4.17%	2,766
771500	Uniforms	3,000	2,500	500	20.00%	100	2,500	500	20.00%	2,530	470	18.58%	1,585
780100	Dues & Memberships	1,350	1,900	(550)	-28.95%	120	1,900	(550)	-28.95%	1,180	170	14.41%	1,405
780500	Books & Publications	500	500	0	0.00%	0	500	0	0.00%	860	(360)	-41.86%	85
780503	Licenses & Certifications	660	660	0	0.00%	0	660	0	0.00%	0	660	100%	540
	<b>Total Services &amp; Mat'ls.</b>	<b>1,794,686</b>	<b>2,161,804</b>	<b>(367,118)</b>	<b>-16.98%</b>	<b>504,730</b>	<b>2,151,989</b>	<b>(357,303)</b>	<b>-16.60%</b>	<b>1,492,635</b>	<b>302,051</b>	<b>20.24%</b>	<b>1,357,925</b>
	<b>Department Total</b>	<b>3,615,848</b>	<b>3,912,849</b>	<b>(297,001)</b>	<b>-7.59%</b>	<b>1,030,214</b>	<b>3,782,244</b>	<b>(166,396)</b>	<b>-4.40%</b>	<b>2,988,618</b>	<b>627,230</b>	<b>20.99%</b>	<b>2,813,340</b>

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**

**ASHEVILLE REGIONAL AIRPORT**

**Public Safety**

**BASIC OPERATING BUDGET**

**FY 2017-2018**

Fund		ARA					
Department		Public Safety					
Department #		50					
Cost Center		00					
Source		00					

Account Code					Description	Item	Summary
Fund	Acct.	Sec.	C.C.	Source		Amount	Amount

**PERSONNEL SERVICES**

ARA	500000	50	20	00	Salaries	813,141	813,141
ARA	500016	50	20	00	Longevity	14,522	14,522
ARA	500020	50	20	00	Overtime	68,000	68,000
ARA	500090	50	20	00	LEO Special Separation Allowance	28,005	28,005
					<u>Benefits:</u>		
ARA	500017	50	20	00	Medical Reimbursements	-	475,910
ARA	500050	50	20	00	FICA Taxes	70,997	
ARA	500070	50	20	00	LGERS retirement	73,892	
ARA	500080	50	20	00	401k	44,783	
ARA	500160	50	20	00	Medical	263,060	
ARA	500260	50	20	00	Dental	12,081	
ARA	500265	50	20	00	Vision	1,308	
ARA	500360	50	20	00	Life Insurance	3,270	
ARA	500460	50	20	00	Disability	6,519	
					<b>TOTAL PERSONNEL SERVICES</b>		<b>1,399,578</b>

**OPERATING EXPENSES**

					Contractual Services		
ARA	647000	50	20	00	Other Contractual Services		9,665
					Police Info Computer (NCIC) & Mobile Data	1,200	
					Fire Extinguisher Service	4,000	
					SCBA Inspection	1,100	
					AED Inspection	660	
					Firearms Qualification (Fall)	1,150	
					SCBA Compressor Testing	1,205	
					Range Membership	350	
					<b>Travel and Training</b>		
ARA	650000	50	20	00	Travel, Per Diem, Conference Registration		11,200
					AAAE Chief's Conference	2,000	
					ARFF Working Group	1,500	
					NCAA Meeting	800	
					Business Meeting Expenses	500	
					AAAE Emergency Preparedness Conference	2,000	
					ALEAN Conference	2,000	
					Local Travel	2,400	
ARA	651000	50	20	00	Training & Education		11,600
					FAR 139 Compliance (Live burn, drills, etc)	10,000	
					Professional Development	600	
					Fire & LEO Local Training (Community Colleges)	1,000	
					<b>Communications and Freight</b>		
ARA	663000	50	20	00	Online Services		1,440
					Broadband Service for 3 Toughbook Laptops	1,440	

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY							
ASHEVILLE REGIONAL AIRPORT							
Public Safety							
BASIC OPERATING BUDGET							
FY 2017-2018							
Fund		ARA					
Department		Public Safety					
Department #		50					
Cost Center		00					
Source		00					
Account Code		Description				Item	Summary
Fund	Acct.	Sec.	C.C.	Source	Amount	Amount	
<b>General Repairs and Maintenance</b>							
ARA	710000	50	20	00	General Repairs and Maintenance		2,000
					Maintenance	2,000	
<b>Operating Supplies</b>							
ARA	770300	50	20	00	Operating Supplies		11,500
					First Aid Supplies	3,500	
					Training Supplies (ammunition, foam, etc)	8,000	
ARA	770400	50	20	00	Chemicals & Safety		3,000
					Chemicals & Safety	3,000	
ARA	770500	50	20	00	Small Tools and Equipment		3,000
					Small Tools & Equipment	3,000	
ARA	771000	50	20	00	Operating Furniture, Fixtures, Equipment and Software		5,000
					Greater than \$100 & up to \$5,000		
					Station Furniture	1,000	
					Radio Equipment	4,000	
ARA	771500	50	20	00	Uniforms		9,440
					Uniforms (Police and Fire Class A's and Utility)	8,000	
					Duty Boots	1,440	
ARA	780501	50	20	00	Firefighter Equipment		3,000
					Turnout Gear & SCBA Masks (New Hire or Damage)	3,000	
<b>Books, Publications, Subscriptions and Memberships</b>							
ARA	780100	50	20	00	Dues & Memberships		4,070
					ALEAN	450	
					ARFFWG	300	
					AAAE	275	
					NCAA	45	
					SECAAAE	35	
					Buncombe Co FF Assoc	150	
					Buncombe Co Fire Chief's Assoc	150	
					NFPA Membership and code access	1,670	
					Henderson Co FF Assoc	150	
					NC Fire Chiefs Association	125	
					International Assoc of Chief's of Police	170	
					NC Association of Chief's of Police	150	
					NC Assoc of Rescue Squads and EMS	400	
ARA	780500	50	20	00	Books, Publications, Compact Disks, Videos & Subscriptions		300
					Books, Publications, Compact Disks, Videos & Subscrip.	300	
<b>TOTAL OPERATING EXPENSES</b>							75,215
<b>SECTION TOTAL</b>							1,474,793

GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY

Public Safety

Fiscal Year 2017/2018

Variance Analysis

Acct #	Description	FY2017 Budget				FY2017 Estimated Actual				FY2016 Actual			FY2015
		FY 2018 Budget	FY 2017 Budget	Increase/Decrease		FY 2017 4 Months	FY 2017 Estimate	Increase/Decrease		FY 2016 Actual	Increase/Decrease		FY 2015 Actual
				Amount	Percent			Amount	Percent		Amount	Percent	
500000	Salaries	813,141	814,027	(886)	-0.11%	249,072	747,216	65,925	8.82%	778,872	34,269	4.40%	769,994
500016	Longevity	14,522	14,369	153	1.06%	2,918	14,369	153	1.06%	11,772	2,750	23.36%	11,611
500020	Overtime	68,000	57,872	10,128	17.50%	26,820	80,460	(12,460)	-15.49%	67,597	403	0.60%	26,877
500090	LEO Special Separation Allowance	28,005	37,780	(9,775)	-25.87%	12,769	38,307	(10,302)	-26.89%	24,118	3,887	16.12%	24,118
500050	FICA Taxes	70,997	71,395	(398)	-0.56%	21,776	65,328	5,669	8.68%	66,215	4,782	7.22%	60,880
500070	LGERS retirement	73,892	70,287	3,605	5.13%	22,198	66,594	7,298	10.96%	60,951	12,941	21.23%	58,017
500080	401k	44,783	44,314	469	1.06%	12,307	36,921	7,862	21.29%	43,368	1,415	3.26%	39,222
500160	Medical	263,060	218,603	44,457	20.34%	55,091	165,273	97,787	59.17%	191,983	71,077	37.02%	179,818
500260	Dental	12,081	12,330	(249)	-2.02%	3,567	10,701	1,380	12.90%	10,951	1,130	10.32%	11,173
500265	Vision Insurance	1,308	0			377	1,131	177	15.65%				
500360	Life Insurance	3,270	3,279	(9)	-0.27%	1,030	3,090	180	5.83%	2,929	341	11.64%	2,775
500460	Disability	6,519	6,620	(101)	-1.53%	1,740	5,220	1,299	24.89%	5,887	632	10.74%	4,290
	Total Benefits	475,910	426,828	49,082	11.50%	118,086	354,258	121,652	34.34%	382,284	93,626	24.49%	356,175
	<b>Total Personal Services</b>	<b>1,399,578</b>	<b>1,350,876</b>	<b>47,394</b>	<b>3.51%</b>	<b>409,665</b>	<b>1,234,610</b>	<b>164,968</b>	<b>13.36%</b>	<b>1,264,643</b>	<b>133,627</b>	<b>10.57%</b>	<b>1,188,775</b>
604000	Professional Services General	0	0			0	0			0			980
647000	Other Contractual Services	9,665	6,710	2,955	44.04%	2,449	7,500	2,165	28.87%	9,562	103	1.08%	4,633
650000	Travel, Per Diem, Conference Registration	11,200	10,541	659	6.25%	2,146	11,000	200	1.82%	15,187	(3,987)	-26.25%	12,878
651000	Training & Education	11,600	11,600	0	0.00%	522	7,500	4,100	54.67%	13,691	(2,091)	-15.27%	12,952
662000	Telecommunications	0	0	0	100%	480	1,440	(1,440)	-100.00%	1,066	(1,066)	-100.00%	0
663000	Online Services	1,440	1,440	0	0.00%	0	0	1,440	100%	413	1,027	248.67%	1,441
710000	General Repairs and Maintenance	2,000	3,000	(1,000)	-33.33%	75	3,000	(1,000)	-33.33%	1,154	846	73.31%	2,233
	Printing & Binding	0	0			0	0			104			0
770300	Operating Supplies	11,500	22,831	(11,331)	-49.63%	452	22,831	(11,331)	-49.63%	12,865	(1,365)	-10.61%	4,779
770400	Chemicals & Safety	3,000	3,000	0	0.00%	266	2,800	200	7.14%	1,995	1,005	50.38%	2,637
770500	Small Tools and Equipment	3,000	4,000	(1,000)	-25.00%	0	4,000	(1,000)	-25.00%	14,866	(11,866)	-79.82%	3,619
771000	Operating Furniture, Fixtures and Equipment	5,000	37,503	(32,503)	-86.67%	1,499	37,503	(32,503)	-86.67%	29,156	(24,156)	-82.85%	10,252
771500	Uniforms	9,440	10,500	(1,060)	-10.10%	4,308	8,000	1,440	18.00%	8,449	991	11.73%	5,630
780501	Firefighter Equipment	3,000	2,500	500	20.00%	0	2,500	500	20.00%	714	2,286	320.17%	2,204
780100	Dues & Memberships	4,070	2,275	1,795	78.90%	750	2,500	1,570	62.80%	2,027	2,043	100.79%	1,923
780500	Books & Publications	300	300	0	0.00%	84	300	0	0.00%	314	(14)	-4.46%	460
	<b>Total Services &amp; Mat'ls.</b>	<b>75,215</b>	<b>116,200</b>	<b>(40,985)</b>	<b>-35.27%</b>	<b>13,031</b>	<b>110,874</b>	<b>(35,659)</b>	<b>-32.16%</b>	<b>111,563</b>	<b>(36,244)</b>	<b>-32.49%</b>	<b>66,621</b>
	<b>Department Total</b>	<b>1,474,793</b>	<b>1,467,076</b>	<b>6,409</b>	<b>0.44%</b>	<b>422,696</b>	<b>1,345,484</b>	<b>129,309</b>	<b>9.61%</b>	<b>1,376,206</b>	<b>97,383</b>	<b>7.08%</b>	<b>1,255,396</b>

Comments:

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
FY2017/2018 PROJECTED CAPITAL CARRYOVER**

Description	Amount Authorized	Estimated Spending Through 6/30/2017	Estimated Balance to Carryover	FAA-AIP Entitlement	FAA-AIP Discretionary	NC DOT Grants	PFCs Currently Approved	Airport Funds
Parking Garage	21,938,700	19,406,600	2,532,100	-	-	-	-	2,532,100
Airfield Redevelopment-Bid Package 4 (1)	34,703,096	7,000,000	27,703,096		14,521,689		5,501,511	7,679,896
	-		-					
<b>TOTAL CARRYOVER</b>	<b>\$ 56,641,796</b>	<b>\$ 26,406,600</b>	<b>\$ 30,235,196</b>	<b>\$ -</b>	<b>\$ 14,521,689</b>	<b>\$ -</b>	<b>\$ 5,501,511</b>	<b>\$ 10,211,996</b>

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

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
CAPITAL BUDGET  
FISCAL YEAR 2017/2018**

Description	Total	Funding Source				
		FAA-AIP Entitlements	FAA-AIP Discretionary	NCDOT Grants	Currently Approved PFCs (2)	Airport Funds
<b>Capital Improvements (1)</b>						
Terminal Apron Expansion - Old DPS Site	\$ 400,000	\$ 360,000	\$ -	\$ -	\$ -	\$ 40,000
Security System Improvements	\$ 1,538,581	\$ 1,384,723	\$ -	\$ -	\$ -	\$ 153,858
Snow Removal Equipment	1,580,280	1,024,724	-	500,000	-	\$ 55,556
<b>Total Capital Improvements</b>	<b>3,518,861</b>	<b>2,769,447</b>	<b>-</b>	<b>500,000</b>	<b>-</b>	<b>249,414</b>
<b>Equipment and Small Capital Outlay</b>						
Disaster Recovery Solution	120,000					120,000
Trash Cans - Parking Garage	26,250					26,250
Vehicle Gate Arm	27,725					27,725
Skid Firefighting Unit	13,000					13,000
<b>Total Equipment and Small Capital Outlay</b>	<b>186,975</b>					<b>186,975</b>
<b>Renewal and Replacement</b>						
Soffit backlits	6,000					6,000
Refurbish Kiosks/Order Additional Kiosks	13,000					13,000
Campus Structured Cabling	70,000					70,000
Network Switch Replacements	15,000					15,000
Telephone Upgrade	21,000					21,000
Main Data Center UPS	23,000					23,000
New Lighting for Art Gallery	7,480					7,480
Vehicle Replacements	68,295					68,295
Perimeter Fencing	75,000					75,000
LED Lighting	22,500					22,500
Rebuild Ticket Counter Inserts	7,500					7,500
HVAC Systems	18,000					18,000
Fire Hose - 700 Feet Large Diameter	5,075					5,075
Body Armor	14,255					14,255
<b>Total Renewal and Replacement</b>	<b>366,105</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>366,105</b>
<b>Total</b>	<b>\$ 4,071,941</b>	<b>\$ 2,769,447</b>	<b>\$ -</b>	<b>\$ 500,000</b>	<b>\$ -</b>	<b>\$ 802,494</b>

(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.

(2) PFC Revenues are included in the budget at the amount expected to be collected by the airlines in the fiscal year. Any difference between that amount and the amount planned as funding for current year capital projects is reflected in the budgeted amount of GARAA cash to be used.



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

**Development**

**CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2017-2018**

**JUSTIFICATION SCHEDULE**

<u>  X  </u>	Capital Improvement	Fund	ARA
<u>      </u>	Equipment and Small Capital Outlay	Department Number	70
<u>      </u>	Renewal and Replacement	Cost Center	0
<u>      </u>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	70	0	0	Terminal Apron Expansion Old DPS Site	\$400,000

In 2016, GARAA razed the old DPS building in preparation for the site's re-use for expanded terminal apron aircraft parking. The demand for aircraft parking positions for based or RON aircraft has/is increased in part due to the continued planned growth of the AVL Allegiant crew base. The former DPS site will be re-developed with approximately 2,000 SY of concrete pavement to support additional aircraft and equipment parking needs. Work will include minor utility relocations and lighting equipment.

This project will be funded with \$360,000 FAA Entitlement funds and \$40,000 airport funds.

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 2017-2018**

**JUSTIFICATION SCHEDULE**

<u>  X  </u>	Capital Improvement			
<u>      </u>	Equipment and Small Capital Outlay	Fund		ARA
<u>      </u>	Renewal and Replacement	Department Number		20
<u>      </u>	Personnel Request	Cost Center		0

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	20	0	0	Security System Improvements	\$1,538,581

GARAA is required to maintain security systems and protocols consistent with TSA and FAA requirements. The airport's current access control system, which controls gates and doors throughout the airport facilities, was installed in 2006 and is now obsolete, and requires a level of maintenance consistent with an aging system. Improvements will include the replacement of current access control system hardware and software systems on the entire airport campus, and CCTV cameras.

This project will be funded with \$1,384,723 in FAA Entitlement Funds, and \$153,858 in Airport Capital.

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 2017-2018**

**JUSTIFICATION SCHEDULE**

<input checked="" type="checkbox"/>	Capital Improvement			
<input type="checkbox"/>	Equipment and Small Capital Outlay	Fund		ARA
<input type="checkbox"/>	Renewal and Replacement	Department Number	40	
<input type="checkbox"/>	Personnel Request	Cost Center		0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	40	0	0	Snow Removal Equipment Broom and Blower	\$1,580,280

GARAA Operates among other equipment, a single large capacity snow broom with blower, which is a critical piece of equipment during snow removal operations. However, a second such piece of equipment is required to ensure the airport can meet the snow removal capacity requirements of large storms.

This project will be funded with \$1,024,724 in Entitlement Funds, \$500,000 in State Funds, and \$55,556 of Airport Capital.

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 2017-2018**

**JUSTIFICATION SCHEDULE**

<u>        </u>	Capital Improvement	Fund	ARA
<u>  X  </u>	Equipment and Small Capital Outlay	Department Number	20
<u>        </u>	Renewal and Replacement	Cost Center	0
<u>        </u>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	20	0	0	Disaster Recovery Solution	\$ 120,000

The Information Technology Department virtualized 90% of the Airport's servers in FY2017. This technology has significantly improved performance and reliability of the systems we depend on for daily operations. In an effort to protect these systems, ensure uptime and provide a higher level of redundancy, it is the recommendation of the Information Technology Department to evaluate and implement a hardware or cloud based disaster recovery solution.

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 2017-2018**

**JUSTIFICATION SCHEDULE**

<u>        </u>	Capital Improvement	Fund	ARA
<u>  X  </u>	Equipment and Small Capital Outlay	Department Number	40
<u>        </u>	Renewal and Replacement	Cost Center	0
<u>        </u>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	40	0	0	Trash Cans Parking Garage	\$ 26,250

Construction of a multi level parking garage requires the purchase of trash cans within the new structure. Estimated 30 trash cans. Trash cans will be placed on each level at stairwell towers, elevator corridor, and at rental car level.

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 2017-2018**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement	Fund	ARA
<input checked="" type="checkbox"/>	Equipment and Small Capital Outlay	Department Number	40
<input type="checkbox"/>	Renewal and Replacement	Cost Center	0
<input type="checkbox"/>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	40	0	0	Vehicle Gate Arm	\$ 27,725

Airport Management is requesting to place a vehicle gate entry/exit system at the entrance to the Authority parking area. Majority of the work will be completed in-house by the maintenance and IT departments. Installation of system will provide increase in security of Authority and Employee parking.

IT Material -	\$7,000.00
Gate Arms, loops, etc. -	\$12,000.00
Boring for electric/data -	\$6,000.00
PED Gate VG2 (optional) -	<u>\$2,725.00</u> (to be installed in existing fence line)
<b>TOTAL</b>	<b>\$27,725.00</b>

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 2017-2018**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	50	0	0	Skid Firefighting Unit	\$ 13,000

Purchase of a Skid Firefighting unit to be placed in Unit 12 for use in the parking deck.

Firefighting pump, water/foam tank, and hose line for extinguishment of vehicle fires in parking deck. Skid unit will be able to be moved to other vehicles as vehicle fleet is updated.

NOTE:

**TITLE:**

**HIRE DATE:**

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

**Guest Services**

**CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2017-2018**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement			
_____	Equipment and Small Capital Outlay		Fund	ARA
<u>  X  </u>	Renewal and Replacement		Department Number	<b>60</b>
_____	Personnel Request		Cost Center	0

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA		60	0	0	Renewal of soffit back lits	\$ 6,000

Soffit backlits in the Grand Hall are in need of renewal - they are more than a decade old, and need maintenance. Replace plexi covers (which are discolored and cracking), as well as lighting to LED lighting fixtures.

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

**TITLE:**

**HIRE DATE:**



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

**Guest Services**

**CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2017-2018**

**JUSTIFICATION SCHEDULE**

<u>        </u>	Capital Improvement			
<u>  X  </u>	Equipment and Small Capital Outlay	Fund		ARA
<u>  X  </u>	Renewal and Replacement	Department Number	60	
<u>        </u>	Personnel Request	Cost Center		0

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA		60	0	0	Refurbish Kiosks/order add'l kiosks	\$ 13,000

The free-standing kiosks in the Grand Hall are in need of repair/refurbishing.

Refurbishing will involve new exterior "look", new LED lighting at a cost of \$1,500 each (\$3,000 total).

Additionally, based upon advertising sales and market interest (advertisers waiting for kiosk availability), there is opportunity to sell additional kiosk space - and there is appropriate and aesthetically pleasing space available in the Grand Hall and secure areas. The kiosks lease for \$350/month - \$4,200 per year.

The cost to fabricate new kiosks is estimated at \$5,000 each; therefore, revenue would pay for the investment in 14 months once the space is sold.

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 2017-2018**

**JUSTIFICATION SCHEDULE**

<u>          </u>	Capital Improvement			
<u>          </u>	Equipment and Small Capital Outlay		Fund	ARA
<u>  X      </u>	Renewal and Replacement		Department Number	20
<u>          </u>	Personnel Request		Cost Center	0

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	20	0	0	Campus Structured Cabling	\$ 70,000

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

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

**TITLE:**

**HIRE DATE:**

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

**Information Technology**

**CAPITAL BUDGET / PERSONNEL REQUEST  
FY 2017-2018**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement			
_____	Equipment and Small Capital Outlay			Fund ARA
<u>  X  </u>	Renewal and Replacement			Department Number 20
_____	Personnel Request			Cost Center 0

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	20	0	0	Network Switch Replacements	\$ 15,000

The GARAA computer network currently consist of 32 network switches located accross the campus. The majority of these network switches were replaced in FY2017. Future demand warrants the need to finish replacing the remaining switches to improve performance, support higher network speeds, density, Power over Ethernet (PoE), and switch stacking technologies. It is the recommendation of the Information Technology Department to replace the remaining switches throughout the campus.

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 2017-2018**

**JUSTIFICATION SCHEDULE**

<u>          </u>	Capital Improvement		
<u>          </u>	Equipment and Small Capital Outlay	Fund	ARA
<u>  X      </u>	Renewal and Replacement	Department Number	20
<u>          </u>	Personnel Request	Cost Center	0

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	20	0	0	Telephone Upgrade	\$ 21,000

The Airport's phone system is made up of a primary and backup system to ensure high availability. The primary server was replaced in FY2016 while the backup system has been in operation since 2008. The old phone system has reached the end of its useful life and no longer supported. It is the recommendation of the Information Technology Department to replace the redundant server to maintain redundancy for the Airport telecommunication system.

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 2017-2018**

**JUSTIFICATION SCHEDULE**

<u>          </u>	Capital Improvement		
<u>          </u>	Equipment and Small Capital Outlay	Fund	ARA
<u>  X  </u>	Renewal and Replacement	Department Number	20
<u>          </u>	Personnel Request	Cost Center	0

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	20	0	0	Main Data Center UPS	\$ 23,000

The main datacenter (Room 101) houses the Airport's most critical information systems. In addition, this room serves as a co-location for many of the servers our tenants use for day-to-day operations. It is important the power in this room provides clean, stable power and is protected from power spikes, surges, generator testing or complete outages. Currently, there are numerous individual UPS units providing conditioned power to individual components. These units are dated and only capable of providing 10-15 minutes of runtime in the event of a power outage. It is the recommendation of the Information Technology Department to install a higher capacity UPS to power the entire room for 60-90 minutes to guarantee uptime and adequate response time in the event of a generator failure. This will minimize maintenance of numerous battery backup units, provide real time alerting and ensure clean, stable power to our organization's most critical systems.

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

**TITLE:**

**HIRE DATE:**

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

Marketing

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2017-2018**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement			
_____	Equipment and Small Capital Outlay		Fund	ARA
<u>  X  </u>	Renewal and Replacement		Department Number	<u>30</u>
_____	Personnel Request		Cost Center	0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	30	0	0	New lighting for art gallery	\$ 7,480

We have requested new lighting for the art gallery in the past, but when we attempted to replace the fixtures, maintenance determined that the entire units would have to be replaced (tracks, heads, bulbs). The cost was higher than we had budgeted.

Therefore, we are budgeting for the full cost at this time.

20 light units & bulbs would light the gallery.

Quote is \$334 each, plus tax & delivery (estimated at \$800)

Bulbs in the gallery burn out repeatedly - but the real cost is the utility cost. LEDs are approximately 75% less expensive to operate.

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 2017-2018**

**JUSTIFICATION SCHEDULE**

<u>          </u>	Capital Improvement	Fund	ARA
<u>          </u>	Equipment and Small Capital Outlay	Department Number	40
<u>  X  </u>	Renewal and Replacement	Cost Center	0
<u>          </u>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	40	0	0	Vehicle Replacement	\$ 68,295

Airport Maintenance is requesting to replace Unit #11. This vehicle is scheduled to be replaced this year. Unit #11 is used as the Airport electricians truck, pulling equipment and picking up electrical supplies. Unit #11 has a 9 ft. reading service body. Our cost is \$59,395.00 - \$15,000.00 for 2010 F350 Trade in. Total cost \$44,395.00

Department of Public safety is requesting to replace Unit #28. This vehicle is scheduled to be replaced this year. Our cost is \$35,900.00 - \$12,000.00 for 2013 trade in. Total cost \$23,900.00

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 2017-2018**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement			
_____	Equipment and Small Capital Outlay		Fund	ARA
<u>  X  </u>	Renewal and Replacement		Department Number	<b>40</b>
_____	Personnel Request		Cost Center	0

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	40	0	0	Perimeter Fencing	\$ 75,000

Request replacement of old and deteriorating fence to be replaced with new fence. Fence height also needs to be increased to meet security recommendations. Existing fence is distracting from the visual appeal of the airport and perimeter.

South Ramp VG5 area (Chain link)  
Remove and replace approximately 293 lf

Pinner Rd. (Game Fence)  
Remove and replace approximately 1900 lf

I-26 (Chain link)  
Remove and replace approximate 1030 lf

Gate 84 (Chain link)  
Remove and replace approximately 1000 lf

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 2017-2018**

**JUSTIFICATION SCHEDULE**

_____	Capital Improvement		
_____	Equipment and Small Capital Outlay	Fund	ARA
<u>  X  </u>	Renewal and Replacement	Department Number	40
_____	Personnel Request	Cost Center	0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	40	0	0	LED Lighting	\$ 22,500

Maintenance is requesting to replace lighting in the main lobby and baggage claim areas with 100 LED fixtures. This installation will continue the phased replacement of fluorescent lighting fixtures throughout the terminal. Installation of LED fixtures helps to reduce energy and utility costs.

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 2017-2018**

**JUSTIFICATION SCHEDULE**

<u>          </u>	Capital Improvement	Fund	ARA
<u>          </u>	Equipment and Small Capital Outlay	Department Number	40
<u>  X  </u>	Renewal and Replacement	Cost Center	0
<u>          </u>	Personnel Request		

**DESCRIPTION & JUSTIFICATION**

<b>Fund</b>	<b>Acct.</b>	<b>Sec.</b>	<b>C.C.</b>	<b>Source</b>	<b>Description</b>	<b>Amount</b>
ARA	0	40	0	0	Rebuild Ticket Counter Inserts	\$ 7,500

Request to rebuild the ticket counter inserts at 5 ticket counter locations. The existing inserts are outdated with several cabinets and drawers non functional. This cost is for materials only, all associated work will be conducted with in-house staff.

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 2017-2018**

**JUSTIFICATION SCHEDULE**

<input type="checkbox"/>	Capital Improvement			
<input type="checkbox"/>	Equipment and Small Capital Outlay			Fund ARA
<input checked="" type="checkbox"/>	Renewal and Replacement			Department Number 40
<input type="checkbox"/>	Personnel Request			Cost Center 0

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	40	0	0	HVAC Systems	\$ 18,000

Airport Maintenance is requesting to replace HVAC systems in baggage claim and Lacy Griffin Building. This request will replace aging equipment, reduce maintenance, and reduce operating expense with newer efficient units.

Baggage Claim - \$8,500

Lacy Griffin Building - \$9,500

TOTAL \$18,000

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

**TITLE:**

**HIRE DATE:**

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

Public Safety

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2017-2018**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	50	0	0	Large Diameter Fire Hose	\$ 5,075

Purchase of 700 feet of 4 inch diameter supply hose for firefighting operations. Due to continuous construction on the airport, DPS now has access to a number of fire hydrants on the airfield. This type of hose allows for DPS to be able to do a faster resupply if firefighting operations were to occur. Cost is 725.00 per 100 feet.

NOTE:

**TITLE:**

**HIRE DATE:**

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

Public Safety

**CAPITAL BUDGET / PERSONNEL REQUEST**  
**FY 2017-2018**

**JUSTIFICATION SCHEDULE**

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

**DESCRIPTION & JUSTIFICATION**

Fund	Acct.	Sec.	C.C.	Source	Description	Amount
ARA	0	50	0	0	Body Armor Replacement	\$ 14,255

Phase 1 of a 2 phase purchase. Purchase of 9 sets of body armor to replace 9 sets that have reached the end of their usable life. The cost is 1528.31 per officer including tax and allowing for 500.00 for shipping.

NOTE:

**TITLE:**

**HIRE DATE:**

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY**  
**ESTIMATED CASH & INVESTMENT BALANCE**  
**As of June 30, 2018**

		<b>Amount</b>
<b>Estimated Cash &amp; Investment Balance at June 30, 2017</b>		<b>\$ 25,000,000</b>
Plus: Net Operating & Investment Revenues		1,308,828
Less Other Costs:		
Business Development Costs	(300,000)	
Contingency	(100,000)	
Debt Service	(1,455,033)	(1,855,033)
Plus Non-Operating Revenues:		
Passenger Facility Charges	1,788,500	
Customer Facility Charges	1,350,000	3,138,500
Plus Capital Contributions:		
Federal Grants - AIP Entitlements	2,769,447	
Federal Grants - AIP Discretionary Funds	14,521,689	
NC DOT Grants	500,000	17,791,136
Less Capital Costs:		
Capital Improvements	(3,518,861)	
Equipment and Small Capital Outlay Fund	(186,975)	
Renewal and Replacements	(366,105)	
Carryover Projects From FY2016	(30,235,196)	(34,307,137)
<b>Estimated Cash &amp; Investment Balance at June 30, 2018</b>		<b>11,076,294</b>
<b>Estimated Restricted Cash at June 30, 2018</b>		<b>500,000</b>
<b><u>Reserves:</u></b>		
<b>Operations &amp; Maintenance Reserve (6 Months)</b>		<b>4,517,470</b>
<b>Emergency Repair Reserve</b>		<b>650,000</b>
<b>Estimated Unrestricted Undesignated Cash &amp; Investments at June 30, 2018</b>		<b>\$ 5,408,823</b>

**GREATER ASHEVILLE REGIONAL AIRPORT AUTHORITY  
SUPPLEMENTAL FEES AND CHARGES  
FY 2017/2018 ANNUAL BUDGET**

	FY 2016/2017 Current Fees			FY 2017/2018 Proposed Fees		
	Cost		Per	Cost		Per
<b><u>Maintenance</u></b>						
Scissor Lift	\$	100.00	day	\$	100.00	day
Large ADA Ramp Rental	\$	100.00	use	\$	100.00	use
Air Stair Rental	\$	100.00	use	\$	100.00	use
Volvo Wheel Loader	\$	150.00	use	\$	150.00	use
Fork-lift	\$	100.00	use	\$	100.00	use
Pallet Jack	\$	50.00	use	\$	50.00	use
Tenant Sweeper	\$	125.00	hour	\$	125.00	hour
Service Truck	\$	50.00	hour	\$	50.00	hour
Backhoe	\$	100.00	hour	\$	100.00	hour
Lighted X	\$	200.00	day	\$	200.00	day
Light Tower	\$	150.00	day	\$	150.00	day
Paint Stripper	\$	100.00	hour	\$	100.00	hour
Large Aircraft Removal Dolly	\$	200.00	day	\$	200.00	day
Small Aircraft Removal Dolly	\$	100.00	day	\$	100.00	day
Aircraft Jack	\$	100.00	use	\$	100.00	use
Cores	\$	40.00	each	\$	40.00	each
Keys	\$	12.00	each	\$	12.00	each
Large Dump Truck	\$	200.00	hour	\$	200.00	hour
Small Broom	\$	200.00	hour	\$	200.00	hour
Large Broom	\$	300.00	hour	\$	300.00	hour
Pressure Washer	\$	125.00	hour	\$	125.00	hour
Maintenance Labor Rate (1)	\$	45.00	hour	\$	45.00	hour
Security Escort Rate (1)	\$	45.00	hour	\$	45.00	hour
<b><u>Department of Public Safety</u></b>						
ARFF Apparatus for 1500 gal. or greater	\$	250.00	hour	\$	250.00	hour
ARFF Apparatus for less than 1500 gal.	\$	150.00	hour	\$	150.00	hour
Command, Police, and Ops support vehicles	\$	100.00	hour	\$	100.00	hour
Aircraft recover dolly	\$	150.00	day	\$	150.00	day
Maintenance Labor Rate (1)	\$	45.00	hour	\$	45.00	hour
Mutual Aid Agencies collected on their behalf			as incurred			as incurred
Replacement charges for AVL equipment/supplies			as incurred			as incurred
<b><u>Information Technology (IT) Department</u></b>						
IT Labor Rate - Non-Network (1)	\$	40.00	hour	\$	40.00	hour
IT Labor Rate - Network Related (1)	\$	60.00	hour	\$	60.00	hour
Cable Television (CATV) Signal Transport Fee	\$	10.00	month	\$	10.00	month
Cable Television-150+ Channels (2 & 3)	\$	45.00	month	\$	45.00	month
Dark Fiber per strand per 0-1000 ft	\$	20.00	month	\$	20.00	month
Dark Fiber per strand per 0-2000 ft	\$	22.00	month	\$	22.00	month
Dark Fiber per strand per 0-3000 ft	\$	24.00	month	\$	24.00	month
WiFi & SSID (required for WiFi Access) (2)	\$	70.00	month	\$	70.00	month
Internet Bandwidth-Not Dedicated (2 MB) (2)	\$	50.00	month	\$	50.00	month
Internet Bandwidth-Not Dedicated (5 MB) (2)	\$	70.00	month	\$	70.00	month
Internet Bandwidth-Not Dedicated (10 MB) (2)	\$	125.00	month	\$	125.00	month
Internet Bandwidth-Not Dedicated (15 MB) (2)	\$	170.00	month	\$	170.00	month
Internet Bandwidth-Not Dedicated (20 MB) (2)	\$	200.00	month	\$	200.00	month
Telephone Service - Per Telephone Number	\$	50.00	month	\$	50.00	month
Fax Service - Per Fax Machine/Phone Number	\$	22.13	month	\$	22.13	month
Cisco IP Phone - Model 7911G	\$	5.67	month	\$	5.67	month
Cisco IP Phone - Model 7945G	\$	11.57	month	\$	11.57	month
Cisco 1 Port Analog Line Converter-ATA186	\$	4.86	month	\$	4.86	month
Cisco 2 Port Analog Line Converter-VG202	\$	22.13	month	\$	22.13	month
AirIT Shared Use Network Charge - Per Airline	\$	50.00	month	\$	50.00	month

**Notes:**

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

<u>Identification Badge Fees and Charges</u>	FY 2016/2017 Current Fees		FY 2017/2018 Proposed Fees	
	Cost	Per	Cost	Per
Initial Badge Issuance				
SIDA Badge	\$ 70.00		\$ 70.00	
Non-SIDA Badge	\$ 37.00		\$ 37.00	
Renewal of Badge				
SIDA Badge	\$ 70.00		\$ 70.00	
Non-SIDA Badge	\$ 37.00		\$ 37.00	
Lost Badge Replacement				
SIDA Badge (4)	\$ 85.00 / \$ 100.00		\$ 85.00 / \$ 100.00	
Non-SIDA Badge (5)	\$ 60.00 / \$ 75.00		\$ 60.00 / \$ 75.00	
Damaged Badge				
SIDA Badge (6)	\$ 37.00 / \$ 45.00		\$ 37.00 / \$ 45.00	
Non-SIDA Badge (6)	\$ 37.00 / \$ 45.00		\$ 37.00 / \$ 45.00	
Security Escort Training	\$ 25.00		\$ 25.00	
Lock-out Service (7)	\$ 25.00		\$ 25.00	

**Notes:**

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

**Parking (9)**

Long term	\$ 1.50	0 - 1 hour	\$ 1.50	0 - 1 hour
	\$ 1.50	each add'l hour	\$ 1.50	each add'l hour
	\$ 8.00	day	\$ 8.00	day
	\$ 48.00	week	\$ 48.00	week
Short term	\$ 1.00	1/2 hour (4 hr max)	\$ 1.00	1/2 hour (4 hr max)
	\$ 25.00	day	\$ 25.00	day
Employee Parking Rate	\$ 60 / \$50	new/renewal	\$ 60 / \$50	new/renewal
Commuter Parking Rate	\$ 290 / \$275	new/renewal	\$ 290 / \$275	new/renewal
Fines	up to \$1,000	day	up to \$1,000	day

**Ground Transportation (9)**

Airport Ground Transportation Permit (8)	\$ 300	annual	\$ 300	annual
Transportation Network Company Permit	\$ 7,500	annual	\$ 7,500	annual
Off-Airport Rental Car Fee	7.50%	of gross revenue	7.50%	of gross revenue

**Notes:**

- (8) Flat fee of \$4,000 for companies with a vehicle fleet inclusive of a minimum of 5 charter coach vehicles with seating capacity greater than 20 seats.  
(9) **Anticipate parking and ground transportation rate adjustments upon opening of parking garage.**





## **MEMORANDUM**

TO: Members of the Airport Authority

FROM: Shane Stockman  
Director of Information Technology

DATE: March 10, 2017

### **ITEM DESCRIPTION – New Business Item B**

Approval of FY16/17 Budget Amendment for Parking Guidance System

### **BACKGROUND**

The new parking garage is slated for completion in November of 2017. A growing trend in modern parking structures includes the installation of a parking guidance system. This technology is designed to aid in the search for vacant parking spaces by installing LED sensors above each parking space. These adaptive lighting sensors will automatically change color based on availability or to identify handicap parking. In addition, this solution can provide real-time reporting and statistical information which can be shared with management, customers, and online visitors. The Information Technology Department has evaluated two parking guidance solutions from Indect USA and Park Assist. The estimated cost of each solution is \$350,000.00.

### **ISSUES**

None.

### **ALTERNATIVES**

The Board could decide not to take any action or the alternative exists to postpone the project for a later date at a substantially higher cost than can be achieved during the construction of the garage.

New Business – Item B



## FISCAL IMPACT

A total IT allowance for the garage was set at \$600,000.00. This allowance was to cover the installation of security cameras, emergency call stations, revenue control equipment and supporting IT infrastructure. Staff anticipated enough funding to include a guidance system as part of these allocations. However, due to the fact our existing revenue control equipment is nearing end of life, it was decided to replace and upgrade the entire revenue control system as part of the construction project. This unforeseen expense, while falling within the allowance, resulted in a shortage of funding for the proposed parking guidance system. If approved, the guidance system would be funded with Airport fund balance.

## RECOMMENDED ACTION

It is respectfully requested that the Greater Asheville Regional Airport Authority Board resolve to (1) approve an amended budget of \$350,000.00 for a Parking Guidance Solution; (2) authorize the Executive Director to execute the necessary documents; and (3) amend the FY2016/2017 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, 2016:

Section 1. To amend the appropriations as follows:

### EXPENDITURES:

	<u>Decrease</u>	<u>Increase</u>
Capital Improvements		\$350,000.00
Totals	<u>\$0</u>	<u>\$350,000.00</u>

This will result in a net increase of \$350,000.00 in the appropriations. Revenues will be revised as follows:



**REVENUES:**

	<u>Decrease</u>	<u>Increase</u>
Transfer from GARAA Cash		
	<hr/>	<hr/>
Totals	<hr/> <hr/>	<hr/> <hr/>

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 10<sup>th</sup> day of March, 2017.

\_\_\_\_\_  
Robert C. Roberts, 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 10, 2017

### **ITEM DESCRIPTION – Information Section Item A**

January, 2017 Traffic Report – Asheville Regional Airport

### **SUMMARY**

January, 2017 overall passenger traffic numbers were up 27.7% compared to the same period last year. Passenger traffic numbers reflect a 27.6% increase in passenger enplanements from January, 2016. Enplanements for Fiscal Year to Date total 268,903 which is a 13.8% increase over the same period last year.

### **AIRLINE PERFORMANCE**

Allegiant Airlines: Year over Year passenger enplanements for Allegiant in January 2017 were up by 34.1%. There were no flight cancellations for the month.

American Airlines: American's January 2017 passenger enplanements represent a 1.9% decrease over the same period last year. There were twenty-one (21) flight cancellations for the month.

Delta Airlines: Delta's January 2017 enplanements increased by 34.5% compared to January 2016. There were no flight cancellations for the month.

United Airlines: In January 2017, United Airlines saw an increase in enplanements by 106.6% over the same period last year. There were no flight cancellations for the month.

# Monthly Traffic Report

## Asheville Regional Airport

### January 2017



Category	Jan 2017	Jan 2016	Percentage Change	*CYTD-2017	*CYTD-2016	Percentage Change	*MOV12-2017	*MOV12-2016	Percentage Change
<b>Passenger Traffic</b>									
Enplaned	25,606	20,072	27.6%	25,606	20,072	27.6%	420,140	388,126	8.2%
Deplaned	<u>24,332</u>	<u>19,044</u>	27.8%	<u>24,332</u>	<u>19,044</u>	27.8%	<u>417,330</u>	<u>389,571</u>	7.1%
<b>Total</b>	<b>49,938</b>	<b>39,116</b>	<b>27.7%</b>	<b>49,938</b>	<b>39,116</b>	<b>27.7%</b>	<b>837,470</b>	<b>777,697</b>	<b>7.7%</b>
<b>Aircraft Operations</b>									
Airlines	531	417	27.3%	531	417	27.3%	6,644	5,964	11.4%
Commuter /Air Taxi	<u>505</u>	<u>547</u>	-7.7%	505	547	-7.7%	9,802	9,986	-1.8%
<b>Subtotal</b>	<u>1,036</u>	<u>964</u>	7.5%	<u>1,036</u>	<u>964</u>	7.5%	<u>16,446</u>	<u>15,950</u>	3.1%
General Aviation	2,445	2,877	-15.0%	2,445	2,877	-15.0%	42,957	41,976	2.3%
Military	<u>303</u>	<u>211</u>	43.6%	<u>303</u>	<u>211</u>	43.6%	<u>4,306</u>	<u>5,516</u>	-21.9%
<b>Subtotal</b>	<u>2,748</u>	<u>3,088</u>	-11.0%	<u>2,748</u>	<u>3,088</u>	-11.0%	<u>47,263</u>	<u>47,492</u>	-0.5%
<b>Total</b>	<b>3,784</b>	<b>4,052</b>	<b>-6.6%</b>	<b>3,784</b>	<b>4,052</b>	<b>-6.6%</b>	<b>63,709</b>	<b>63,442</b>	<b>0.4%</b>
<b>Fuel Gallons</b>									
100LL	8,476	8,662	-2.1%	8,476	8,662	-2.1%	170,974	156,973	8.9%
Jet A (GA)	66,232	58,957	12.3%	66,232	58,957	12.3%	1,309,087	1,155,134	13.3%
<b>Subtotal</b>	<u>74,708</u>	<u>67,619</u>	10.5%	<u>74,708</u>	<u>67,619</u>	10.5%	<u>1,480,061</u>	<u>1,312,107</u>	12.8%
Jet A (A/L)	<u>168,763</u>	<u>133,590</u>	26.3%	<u>168,763</u>	<u>133,590</u>	26.3%	<u>2,661,671</u>	<u>2,692,860</u>	-1.2%
<b>Total</b>	<b>243,471</b>	<b>201,209</b>	<b>21.0%</b>	<b>243,471</b>	<b>201,209</b>	<b>21.0%</b>	<b>4,141,732</b>	<b>4,004,967</b>	<b>3.4%</b>

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

Monday, February 20, 2017

# Airline Enplanements, Seats, and Load Factors

## Asheville Regional Airport

January 2017



	Jan 2017	Jan 2016	Percentage Change	*CYTD-2017	*CYTD-2016	Percentage Change
<b>Allegiant Air</b>						
Enplanements	7,942	5,924	34.1%	7,942	5,924	34.1%
Seats	9,664	6,319	52.9%	9,664	6,319	52.9%
Load Factor	82.2%	93.7%	-12.3%	82.2%	93.7%	-12.3%
<b>American Airlines</b>						
Enplanements	6,052	6,167	-1.9%	6,052	6,167	-1.9%
Seats	8,485	9,679	-12.3%	8,485	9,679	-12.3%
Load Factor	71.3%	63.7%	11.9%	71.3%	63.7%	11.9%
<b>Delta Air Lines</b>						
Enplanements	9,104	6,767	34.5%	9,104	6,767	34.5%
Seats	12,306	9,256	33.0%	12,306	9,256	33.0%
Load Factor	74.0%	73.1%	1.2%	74.0%	73.1%	1.2%
<b>United Airlines</b>						
Enplanements	2,508	1,214	106.6%	2,508	1,214	106.6%
Seats	3,100	1,550	100.0%	3,100	1,550	100.0%
Load Factor	80.9%	78.3%	3.3%	80.9%	78.3%	3.3%
<b>Totals</b>						
Enplanements	25,606	20,072	27.6%	25,606	20,072	27.6%
Seats	33,555	26,804	25.2%	33,555	26,804	25.2%
Load Factor	76.3%	74.9%	1.9%	76.3%	74.9%	1.9%

Monday, February 20, 2017

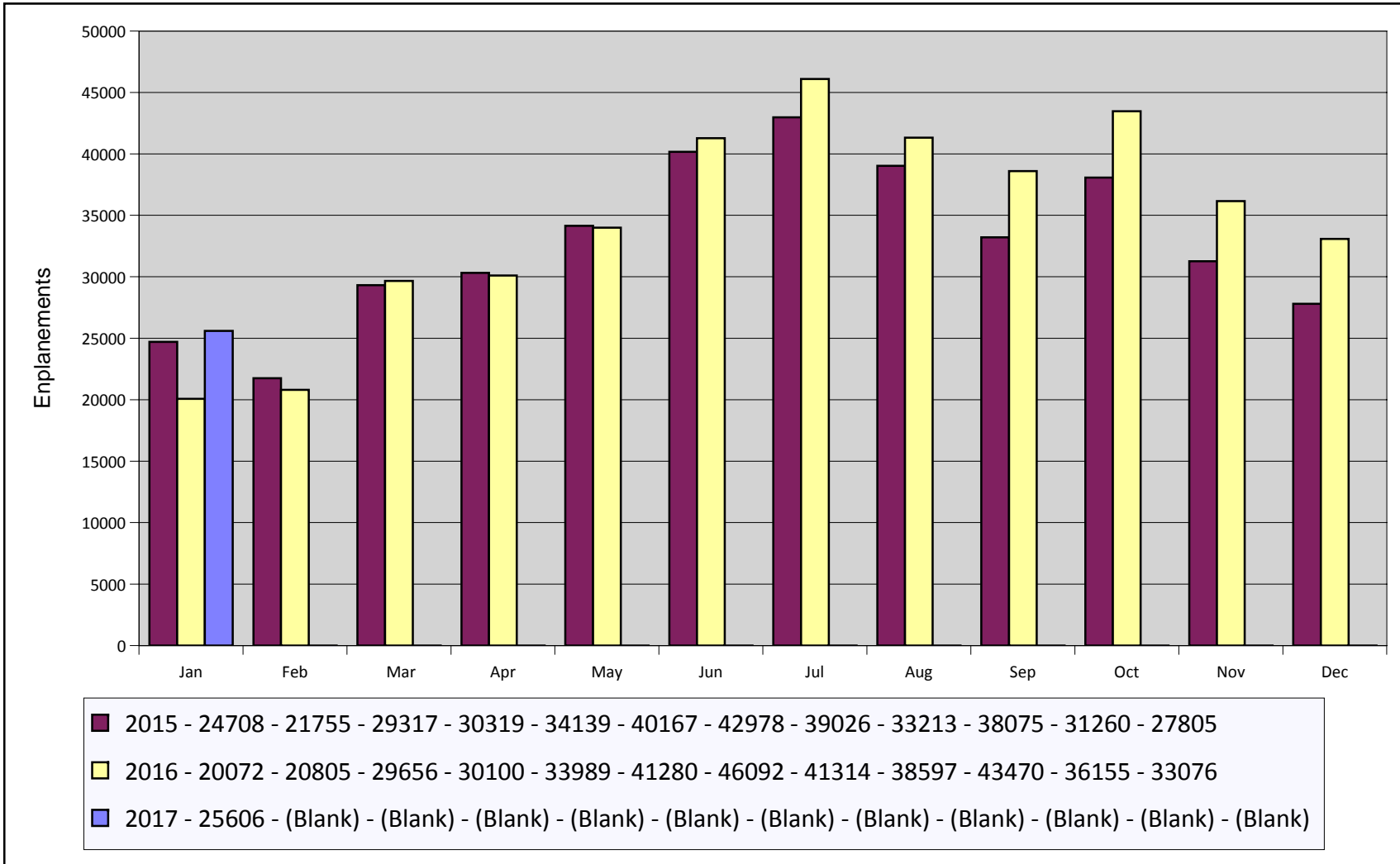
\*CTYD = Calendar Year to Date and \*Mov12 = Moving Twelve Months.

# Airline Flight Completions Asheville Regional Airport January 2017



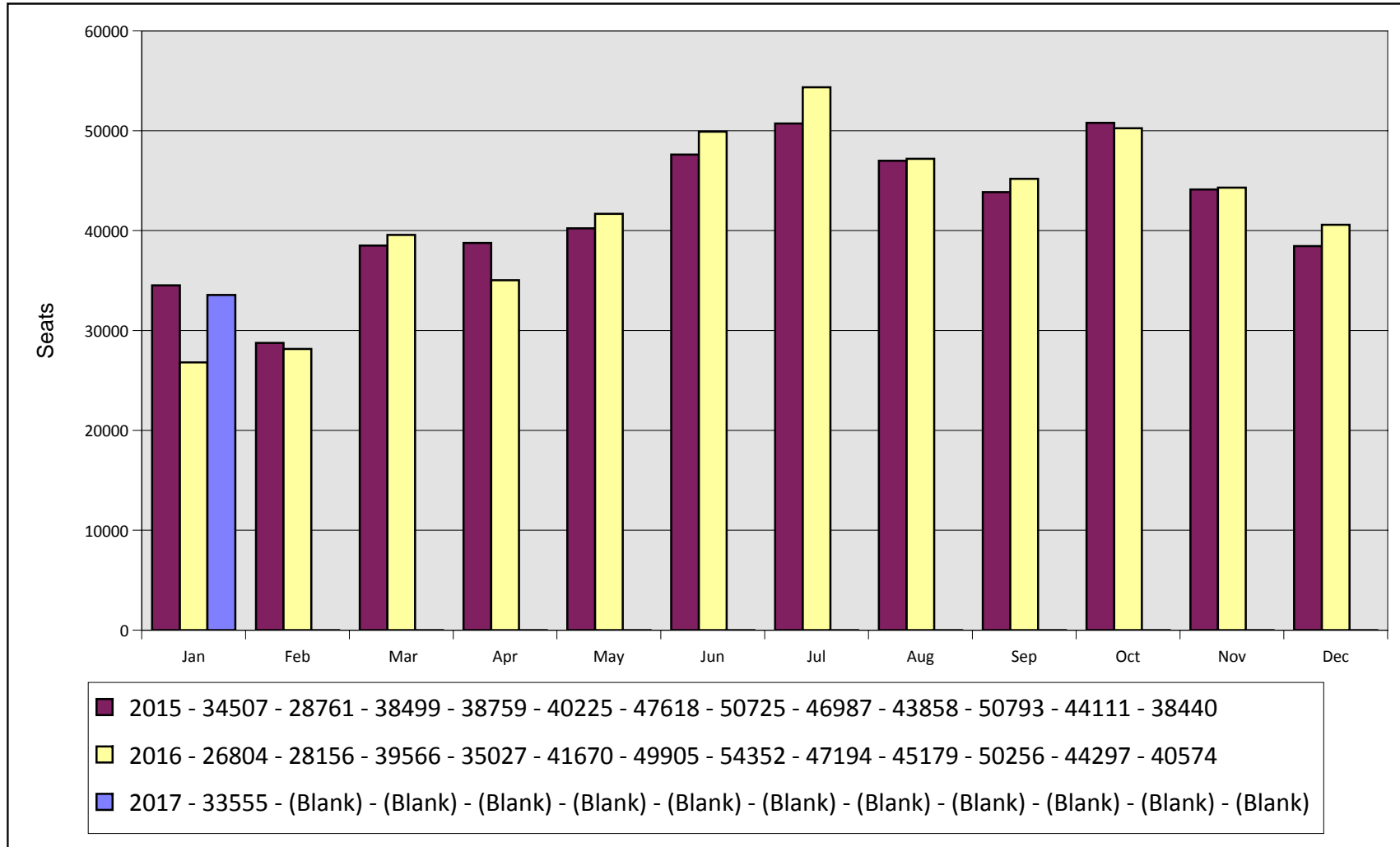
Airline	Scheduled Flights	Field	Cancellations Due To			Total Cancellations	Percentage of Completed
			Mechanical	Weather	Other		
Allegiant Air	64	0	0	0	0	0	100.0%
American Airlines	170	1	9	10	1	21	87.6%
Delta Air Lines	165	0	0	0	0	0	100.0%
United Airlines	62	0	0	0	0	0	100.0%
<b>Total</b>	461	1	9	10	1	21	95.4%

# Monthly Enplanements By Year Asheville Regional Airport

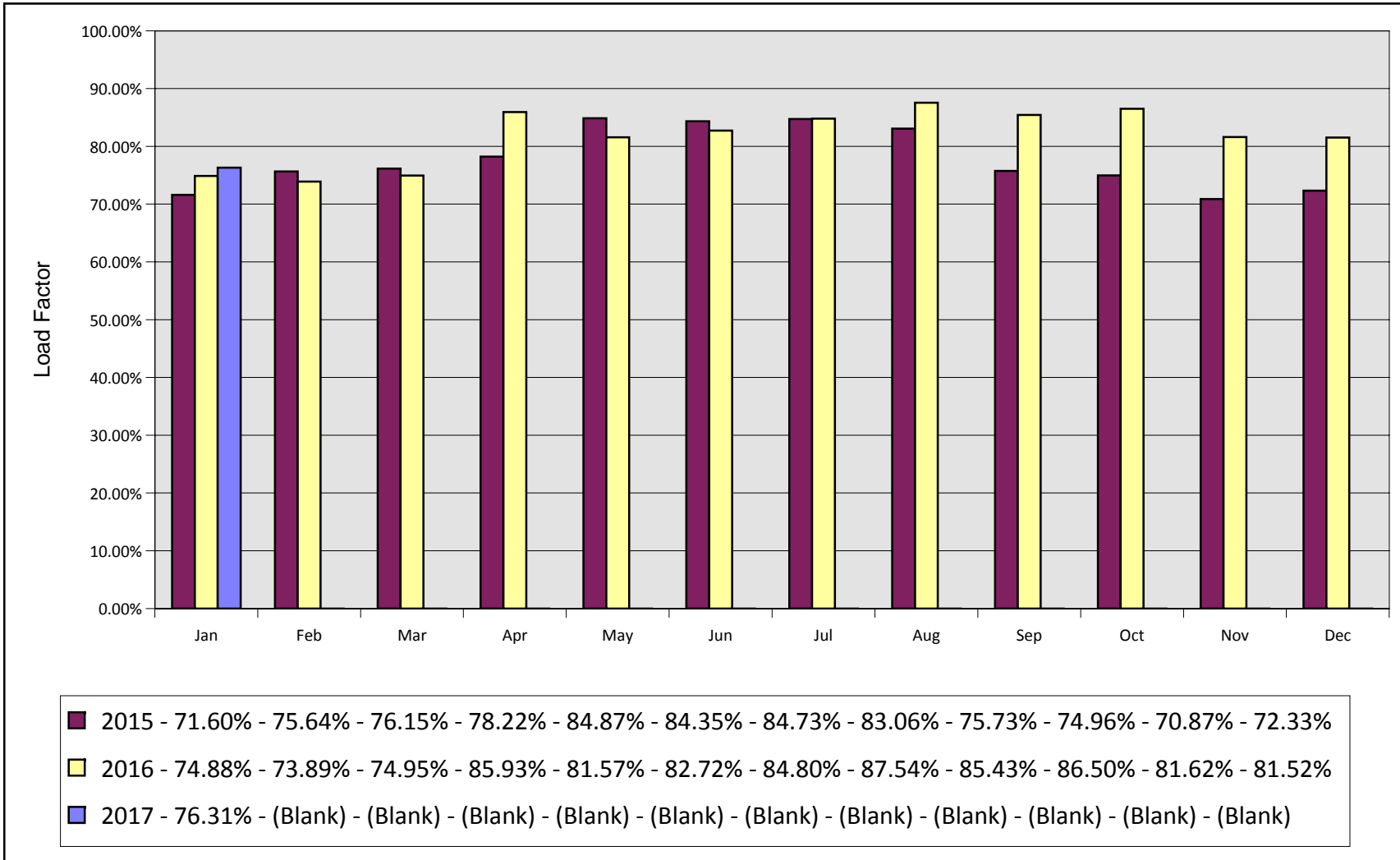




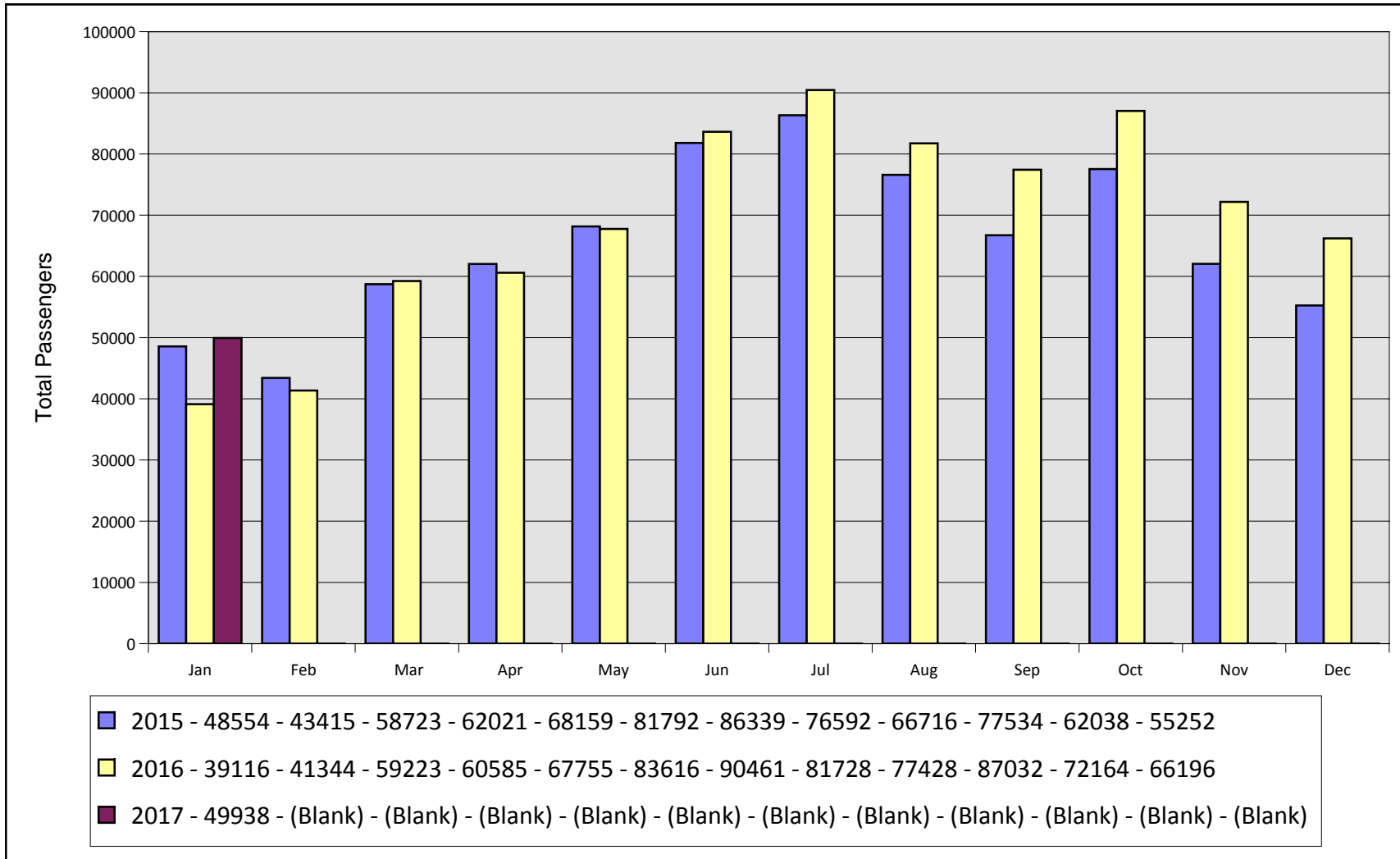
# Monthly Seats By Year Asheville Regional Airport



# Monthly Load Factors By Year Asheville Regional Airport

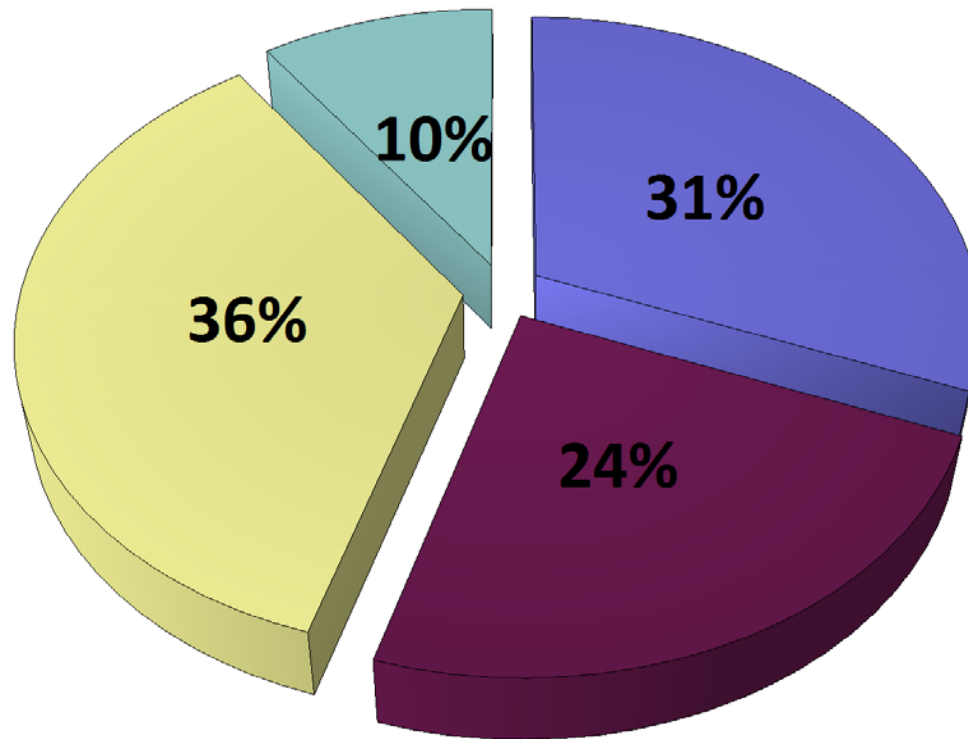


# Total Monthly Passengers By Year Asheville Regional Airport



# Airline Market Share Analysis (Enplanements) Asheville Regional Airport

Report Period From January 2017 Through January 2017



Travel Period			Mar 2017		Mar 2016		Diff		Percent Diff	
Mkt Al	Orig	Dest	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
AA	AVL	CLT	41	2,192	48	2,325	(7)	(133)	(14.6%)	(5.7%)
AA	CLT	AVL	41	2,192	48	2,325	(7)	(133)	(14.6%)	(5.7%)
DL	ATL	AVL	44	3,008	47	3,624	(3)	(616)	(6.4%)	(17.0%)
DL	AVL	ATL	43	2,958	47	3,624	(4)	(666)	(8.5%)	(18.4%)
G4	AVL	EWR	4	664	0	0	4	664		
G4	AVL	FLL	4	666	2	332	2	334	100.0%	100.6%
G4	AVL	PBI	0	0	2	332	(2)	(332)	(100.0%)	(100.0%)
G4	AVL	PGD	2	332	3	498	(1)	(166)	(33.3%)	(33.3%)
G4	AVL	PIE	2	332	4	664	(2)	(332)	(50.0%)	(50.0%)
G4	AVL	SFB	2	332	2	332	0	0	0.0%	0.0%
G4	EWR	AVL	4	664	0	0	4	664		
G4	FLL	AVL	4	666	2	332	2	334	100.0%	100.6%
G4	PBI	AVL	0	0	2	332	(2)	(332)	(100.0%)	(100.0%)
G4	PGD	AVL	2	332	3	498	(1)	(166)	(33.3%)	(33.3%)
G4	PIE	AVL	2	332	4	664	(2)	(332)	(50.0%)	(50.0%)
G4	SFB	AVL	2	332	2	332	0	0	0.0%	0.0%
UA	AVL	EWR	7	954	0	0	7	954		
UA	AVL	ORD	18	900	14	700	4	200	28.6%	28.6%
UA	EWR	AVL	7	954	0	0	7	954		
UA	ORD	AVL	18	900	14	700	4	200	28.6%	28.6%
<b>Total</b>			<b>247</b>	<b>18,710</b>	<b>244</b>	<b>17,614</b>	<b>3</b>	<b>1,096</b>	<b>1.2%</b>	<b>6.2%</b>

Travel Period			Apr 2017		Apr 2016		Diff		Percent Diff	
Mkt Al	Orig	Dest	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
AA	AVL	CLT	46	2,332	48	2,325	(2)	7	(4.2%)	0.3%
AA	CLT	AVL	46	2,317	48	2,325	(2)	(8)	(4.2%)	(0.3%)
DL	ATL	AVL	46	3,006	46	3,194	0	(188)	0.0%	(5.9%)
DL	AVL	ATL	46	3,006	46	3,194	0	(188)	0.0%	(5.9%)
G4	AVL	BWI	1	166	0	0	1	166		
G4	AVL	EWR	4	664	0	0	4	664		
G4	AVL	FLL	4	666	2	332	2	334	100.0%	100.6%
G4	AVL	PBI	0	0	2	332	(2)	(332)	(100.0%)	(100.0%)
G4	AVL	PGD	3	498	2	332	1	166	50.0%	50.0%
G4	AVL	PIE	3	498	2	332	1	166	50.0%	50.0%
G4	AVL	SFB	2	332	2	332	0	0	0.0%	0.0%
G4	BWI	AVL	1	166	0	0	1	166		
G4	EWR	AVL	4	664	0	0	4	664		
G4	FLL	AVL	4	666	2	332	2	334	100.0%	100.6%
G4	PBI	AVL	0	0	2	332	(2)	(332)	(100.0%)	(100.0%)
G4	PGD	AVL	3	498	2	332	1	166	50.0%	50.0%
G4	PIE	AVL	3	498	2	332	1	166	50.0%	50.0%
G4	SFB	AVL	2	332	2	332	0	0	0.0%	0.0%
UA	AVL	EWR	7	858	0	0	7	858		
UA	AVL	ORD	21	1,050	18	900	3	150	16.7%	16.7%
UA	EWR	AVL	7	858	0	0	7	858		
UA	ORD	AVL	21	1,050	18	900	3	150	16.7%	16.7%
<b>Total</b>			<b>274</b>	<b>20,125</b>	<b>244</b>	<b>16,158</b>	<b>30</b>	<b>3,967</b>	<b>12.3%</b>	<b>24.6%</b>

Travel Period			May 2017		May 2016		Diff		Percent Diff	
Mkt Al	Orig	Dest	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats	Ops/Week	Seats
AA	AVL	CLT	48	2,739	47	2,444	1	295	2.1%	12.1%
AA	CLT	AVL	48	2,739	47	2,444	1	295	2.1%	12.1%
DL	ATL	AVL	47	3,914	45	3,848	2	66	4.4%	1.7%
DL	AVL	ATL	47	3,914	45	3,848	2	66	4.4%	1.7%
G4	AVL	BWI	2	332	0	0	2	332		
G4	AVL	EWR	4	664	0	0	4	664		
G4	AVL	FLL	5	836	2	332	3	504	150.0%	151.8%
G4	AVL	PBI	0	0	2	332	(2)	(332)	(100.0%)	(100.0%)
G4	AVL	PGD	4	668	2	332	2	336	100.0%	101.2%
G4	AVL	PIE	3	498	4	664	(1)	(166)	(25.0%)	(25.0%)
G4	AVL	SFB	4	664	3	498	1	166	33.3%	33.3%
G4	BWI	AVL	2	332	0	0	2	332		
G4	EWR	AVL	4	664	0	0	4	664		
G4	FLL	AVL	5	836	2	332	3	504	150.0%	151.8%
G4	PBI	AVL	0	0	2	332	(2)	(332)	(100.0%)	(100.0%)
G4	PGD	AVL	4	668	2	332	2	336	100.0%	101.2%
G4	PIE	AVL	3	498	4	664	(1)	(166)	(25.0%)	(25.0%)
G4	SFB	AVL	4	664	3	498	1	166	33.3%	33.3%
UA	AVL	EWR	7	826	0	0	7	826		
UA	AVL	ORD	21	1,050	15	750	6	300	40.0%	40.0%
UA	EWR	AVL	7	826	0	0	7	826		
UA	ORD	AVL	21	1,050	15	750	6	300	40.0%	40.0%
<b>Total</b>			<b>290</b>	<b>24,382</b>	<b>240</b>	<b>18,400</b>	<b>50</b>	<b>5,982</b>	<b>20.8%</b>	<b>32.5%</b>



---

## MEMORANDUM

TO: Members of the Airport Authority  
FROM: Janet Burnette, Director of Finance & Accounting  
DATE: March 10, 2017

### ITEM DESCRIPTION – Information Section Item B

Greater Asheville Regional Airport – Explanation of Extraordinary Variances  
Month of January, 2017 (Month 7 of FY2017)

### SUMMARY

Operating Revenues for the month of January were \$805,436, 19.46% over budget. Operating Expenses for the month were \$591,499, 26.73% under budget. As a result, Net Operating Revenues before Depreciation were \$213,937, 260.77% over budget. Net Non-Operating Revenues were \$198,615, 40.39% over budget.

Year-to-date Operating Revenues were \$6,061,980, 8.81% over budget. Year-to-date Operating Expenses were \$4,638,492, 16.83% below budget. Year-to-date Net Operating Revenues before Depreciation were \$1,423,488, 24,068.48% over budget. Net Non-Operating Revenues for the year were \$1,816,090, 4.00% over budget.

### REVENUES

Significant variations to budget for January were:

Term. Rentals - Airlines	\$10,154	11.66%	Enplanements over budget
Auto Parking	\$86,465	49.92%	Enplanements over budget
Ground Transportation	\$7,869	57.25%	Billing of tenant employee parking



**EXPENSES**

Significant variations to budget for January were:

Personnel Services	(\$160,622)	(37.36%)	Payroll accrual was less than previous month due to number of days remaining in pay cycle
Professional Services	(\$18,220)	(47.19%)	Bond consultant costs were under budget
Other Contractual Services	\$17,225	13.70%	IT support contracts
Utility Services	\$13,084	(33.86%)	Low electric costs
Promotional Activities	\$9,024	235.43%	Timing of Asheville Tourists sponsorship
Business Development	(\$25,000)	(100.00%)	No Business Development expenses during month

**STATEMENT OF NET ASSETS**

Significant variations to prior month were:

Cash & Cash Equivalents – Cash & Cash Equivalents decreased by 3,252k mainly due to the Airfield Redevelopment project and FAA grant funds were drawn down in subsequent reporting period.

Construction in Progress – Construction in Progress increased by \$2,444k mainly due to the Airfield Redevelopment project and the parking garage.

Property and Equipment, Net – Property and Equipment, Net decreased by \$391k due to depreciation.

**ASHEVILLE REGIONAL AIRPORT  
INVESTMENT AND INTEREST INCOME SUMMARY  
As of January 31, 2017**

<b><u>Institution:</u></b>	<b><u>Interest Rate</u></b>	<b><u>Investment Amount</u></b>	<b><u>Monthly Interest</u></b>
Bank of America - Operating Account	0.20%	\$ 4,932,042	1,342
First Citizens - Money Market Account	0.05%	6,391,867	272
NC Capital Management Trust - Cash Portfolio		17,245	6
NC Capital Management Trust - Term Portfolio		3,034,567	2,128
Petty Cash		200	
 <b><u>Restricted Cash:</u></b>			
BNY Mellon		20,962,967	7,128
Bank of America - PFC Revenue Account	0.20%	6,388,398	1,065
		201,867	
<b>Total</b>		<b><u>\$ 41,929,153</u></b>	<b><u>\$ 11,941</u></b>

**Investment Diversification:**

Banks	93%
NC Capital Management Trust	7%
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, 2017**

	<b>Current Month</b>	<b>Prior Period</b>
<b>Cash and Investments Beginning of Period</b>	<u>\$ 45,181,332</u>	<u>\$ 45,805,908</u>
Net Income/(Loss) Before Capital Contributions	21,331	(428,147)
Depreciation	391,221	391,221
Decrease/(Increase) in Receivables	(195,576)	(148,681)
Increase/(Decrease) in Payables	(1,164,925)	2,726,280
Decrease/(Increase) in Prepaid Expenses	91,625	(46,129)
Decrease/(Increase) in Fixed Assets	(2,444,765)	(3,608,929)
Principal Payments of Bond Maturities	-	1,738
Capital Contributions	48,910	488,071
<b>Increase(Decrease) in Cash</b>	<u>(3,252,179)</u>	<u>(624,576)</u>
<b>Cash and Investments End of Period</b>	<u><u>\$ 41,929,153</u></u>	<u><u>\$ 45,181,332</u></u>

**Asheville Regional Airport**  
**Detailed Statement of Revenue, Expenses and Changes in Net Assets**  
**For the Month Ending January 31, 2017**

	<u>Current Month Actual</u>	<u>Current Month Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Annual Budget</u>
<b>Operating Revenue:</b>									
Terminal Space Rentals - Non Airline	\$19,983	\$18,077	\$1,906	10.54%	\$129,797	\$126,539	\$3,258	2.57%	\$215,060
Terminal Space Rentals - Airline	97,264	87,110	10,154	11.66%	1,011,124	866,605	144,519	16.68%	1,469,851
Concessions	37,372	31,811	5,561	17.48%	285,093	239,409	45,684	19.08%	422,180
Auto Parking	259,665	173,200	86,465	49.92%	2,013,702	1,611,600	402,102	24.95%	2,820,000
Rental Car - Car Rentals	130,791	122,469	8,322	6.80%	914,143	862,743	51,400	5.96%	1,478,398
Rental Car - Facility Rent	50,976	50,458	518	1.03%	363,354	357,663	5,691	1.59%	616,308
Commercial Ground Transportation	21,613	13,744	7,869	57.25%	46,797	26,270	20,527	78.14%	49,850
Landing Fees	49,300	45,305	3,995	8.82%	251,587	445,702	(194,115)	(43.55%)	754,800
FBO'S	84,318	81,135	3,183	3.92%	591,205	597,664	(6,459)	(1.08%)	1,018,889
Building Leases	13,006	12,757	249	1.95%	89,472	89,259	213	0.24%	152,509
Land Leases	3,911	4,897	(986)	(20.13%)	29,526	34,279	(4,753)	(13.87%)	58,748
Other Leases/Fees	37,237	33,281	3,956	11.89%	336,180	313,445	22,735	7.25%	533,611
<b>Total Operating Revenue</b>	<b>\$805,436</b>	<b>\$674,244</b>	<b>\$131,192</b>	<b>19.46%</b>	<b>\$6,061,980</b>	<b>\$5,571,178</b>	<b>\$490,802</b>	<b>8.81%</b>	<b>\$9,590,204</b>
<b>Operating Expenses:</b>									
Personnel Services	\$269,352	\$429,974	(\$160,622)	(37.36%)	\$2,612,490	\$2,979,085	(\$366,595)	(12.31%)	\$5,154,981
Professional Services	20,388	38,608	(18,220)	(47.19%)	251,556	232,658	18,898	8.12%	429,700
Accounting & Auditing	-	-	-	100.00%	5,975	20,000	(14,025)	(70.13%)	40,000
Other Contractual Services	142,923	125,698	17,225	13.70%	610,911	779,627	(168,716)	(21.64%)	1,405,549
Travel & Training	20,584	16,648	3,936	23.64%	82,604	92,288	(9,684)	(10.49%)	210,121
Communications & Freight	4,609	6,564	(1,955)	(29.78%)	41,508	45,949	(4,441)	(9.67%)	78,770
Utility Services	25,561	38,645	(13,084)	(33.86%)	220,517	270,512	(49,995)	(18.48%)	463,735
Rentals & Leases	1,222	992	230	23.19%	13,032	6,942	6,090	87.73%	11,900
Insurance	16,695	19,708	(3,013)	(15.29%)	114,111	137,958	(23,847)	(17.29%)	236,500
Repairs & Maintenance	18,730	25,369	(6,639)	(26.17%)	211,078	163,444	47,634	29.14%	278,230
Advertising, Printing & Binding	3,009	3,410	(401)	(11.76%)	61,701	104,873	(43,172)	(41.17%)	201,315
Promotional Activities	12,857	3,833	9,024	235.43%	44,091	47,633	(3,542)	(7.44%)	85,850
Other Current Charges & Obligations	8,796	7,374	1,422	19.28%	60,259	56,118	4,141	7.38%	93,000
Office Supplies	24	750	(726)	(96.80%)	3,945	5,250	(1,305)	(24.86%)	9,000
Operating Supplies	39,384	38,411	973	2.53%	195,026	287,658	(92,632)	(32.20%)	478,564
Books, Publications, Subscriptions & Mem	7,365	11,901	(4,536)	(38.11%)	50,051	53,844	(3,793)	(7.04%)	62,487
Contingency	-	8,176	(8,176)	(100.00%)	-	74,528	(74,528)	(100.00%)	115,411
Emergency Repair	-	6,250	(6,250)	(100.00%)	2,499	43,750	(41,251)	(94.29%)	75,000
Business Development	-	25,000	(25,000)	(100.00%)	57,138	175,000	(117,862)	(67.35%)	300,000
<b>Total Operating Expenses</b>	<b>\$591,499</b>	<b>\$807,311</b>	<b>(\$215,812)</b>	<b>(26.73%)</b>	<b>\$4,638,492</b>	<b>\$5,577,117</b>	<b>(\$938,625)</b>	<b>(16.83%)</b>	<b>\$9,730,113</b>

**Asheville Regional Airport**  
**Detailed Statement of Revenue, Expenses and Changes in Net Assets**

**For the Month Ending January 31, 2017**

	Current Month Actual	Current Month Budget	Variance \$	Variance %	YTD Actual	YTD Budget	Variance \$	Variance %	Annual Budget
<b>Operating Revenue before Depreciation</b>	\$213,937	(\$133,067)	\$347,004	(260.77%)	\$1,423,488	(\$5,939)	\$1,429,427	(24,068.48%)	(\$139,909)
Depreciation	391,221	-	391,221	100.00%	2,738,547	-	2,738,547	100.00%	-
<b>Operating Income(Loss) Before Non-Operating Revenue and Expenses</b>	(\$177,284)	(\$133,067)	(\$44,217)	33.23%	(\$1,315,059)	(\$5,939)	(\$1,309,120)	22,042.77%	(\$139,909)
<b>Non-Operating Revenue and Expense</b>									
Customer Facility Charges	\$73,648	\$70,330	\$3,318	4.72%	\$905,314	\$807,070	\$98,244	12.17%	\$ 1,300,000
Passenger Facility Charges	113,892	68,340	45,552	66.65%	1,031,132	922,590	108,542	11.76%	1,708,500
Interest Revenue	11,941	2,807	9,134	325.40%	44,555	16,544	28,011	169.31%	30,000
Interest Expense	-	-	-	100.00%	(155,143)	-	(155,143)	100.00%	-
Bond Expense	-	-	-	100.00%	(52,500)	-	(52,500)	100.00%	-
Reimbursable Cost Revenues	-	-	-	100.00%	2,055	144,685	(142,630)	(98.58%)	214,000
Reimbursable Cost Expenses	(891)	-	(891)	100.00%	(2,055)	(144,685)	142,630	(98.58%)	(214,000)
Gain/Loss on Disposal of Assets	25	0	25	0.00%	42,732	0	42,732	0.00%	-
<b>Non-Operating Revenue-Net</b>	\$198,615	\$141,477	\$57,138	40.39%	\$1,816,090	\$1,746,204	\$69,886	4.00%	\$3,038,500
<b>Income (Loss) Before Capital Contributions</b>	\$21,331	\$8,410	\$12,921	153.64%	\$501,031	\$1,740,265	(\$1,239,234)	(71.21%)	\$2,898,591
<b>Capital Contributions</b>	\$48,910	\$0	\$48,910	100.00%	\$7,381,030	\$0	\$7,381,030	100.00%	\$0
<b>Increase in Net Assets</b>	\$70,241	\$8,410	\$61,831	735.21%	\$7,882,061	\$1,740,265	\$6,141,796	352.92%	\$2,898,591

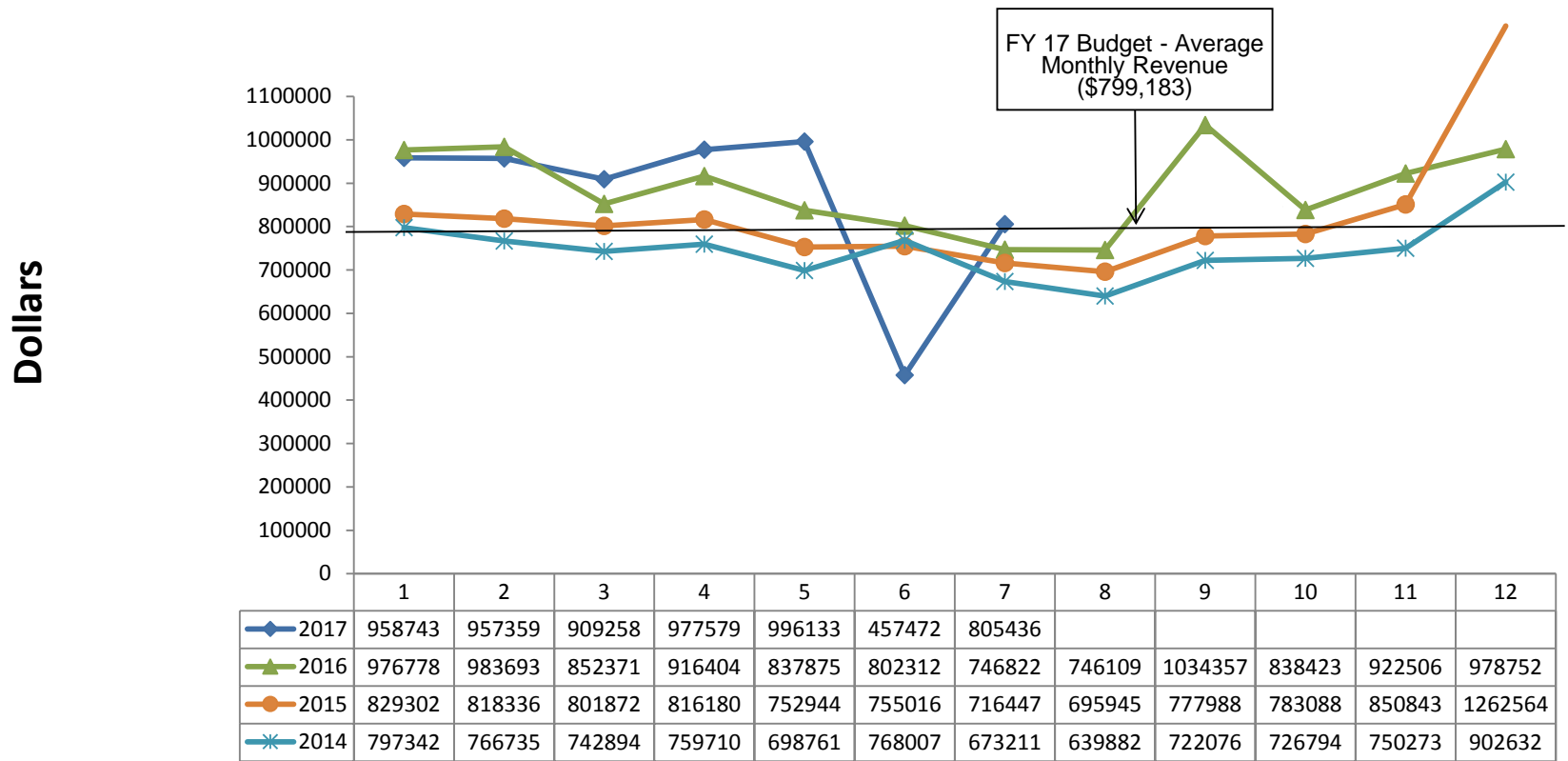
**ASHEVILLE REGIONAL AIRPORT**  
**STATEMENT OF FINANCIAL POSITION**  
**As of January 31, 2017**

	<b>Current Month</b>	<b>Last Month</b>
<b><u>ASSETS</u></b>		
<b>Current Assets:</b>		
<b>Unrestricted Net Assets:</b>		
Cash and Cash Equivalents	\$14,375,920	\$17,952,051
Accounts Receivable	537,889	476,777
Passenger Facility Charges Receivable	125,000	125,000
Refundable Sales Tax Receivable	166,557	81,004
Grants Receivable	2,371,741	2,322,831
Prepaid Expenses	86,033	177,658
Total Unrestricted Assets	17,663,140	21,135,321
<b>Restricted Assets:</b>		
Cash and Cash Equivalents	27,553,232	27,229,281
Total Restricted Assets	27,553,232	27,229,281
Total Current Assets	45,216,372	48,364,602
<b>Noncurrent Assets:</b>		
Construction in Progress	45,616,563	43,171,798
Net Pension Asset - LGERS	(226,282)	(226,282)
Contributions in Current Year	222,035	222,035
Property and Equipment - Net	58,645,142	59,036,363
Total Noncurrent Assets	104,257,458	102,203,914
	\$149,473,830	\$150,568,516
<b><u>LIABILITIES AND NET ASSETS</u></b>		
<b>Current Liabilities:</b>		
<b>Payable from Unrestricted Assets:</b>		
Accounts Payable & Accrued Liabilities	\$2,784,548	\$4,034,524
Customer Deposits	17,210	17,210
Unearned Revenue	505,178	420,125
Construction Contract Retainages	739,012	739,012
Revenue Bond Payable - Current	955,000	955,000
Total Payable from Unrestricted Assets	5,000,948	6,165,871
Total Current Liabilities	5,000,948	6,165,871
<b>Noncurrent Liabilities:</b>		
Other Postemployment Benefits	1,202,917	1,202,917
Compensated Absences	326,896	326,896
Net Pension Obligation-LEO Special Separation Allowance	9,893	9,893
Revenue Bond Payable - Noncurrent	20,045,000	20,045,000
Total Noncurrent Liabilities	21,584,706	21,584,706
Total Liabilities	26,585,654	27,750,577
<b>Net Assets:</b>		
Invested in Capital Assets	83,261,705	81,208,161
Restricted	27,553,232	27,229,281
Unrestricted	12,073,239	14,380,497
Total Net Assets	122,888,176	122,817,939
	\$149,473,830	\$150,568,516

# ASHEVILLE REGIONAL AIRPORT

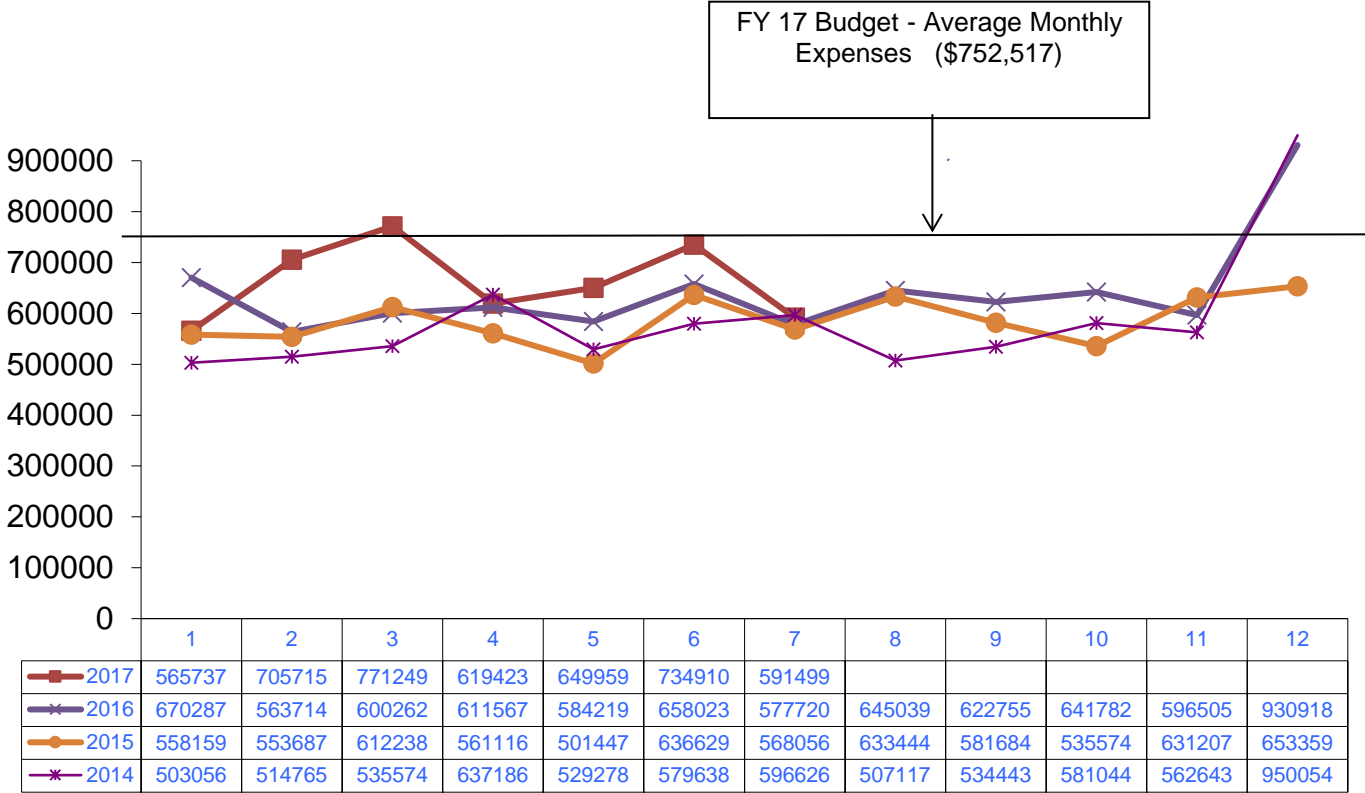
## Annual Operating Revenue by Month

### January 2017



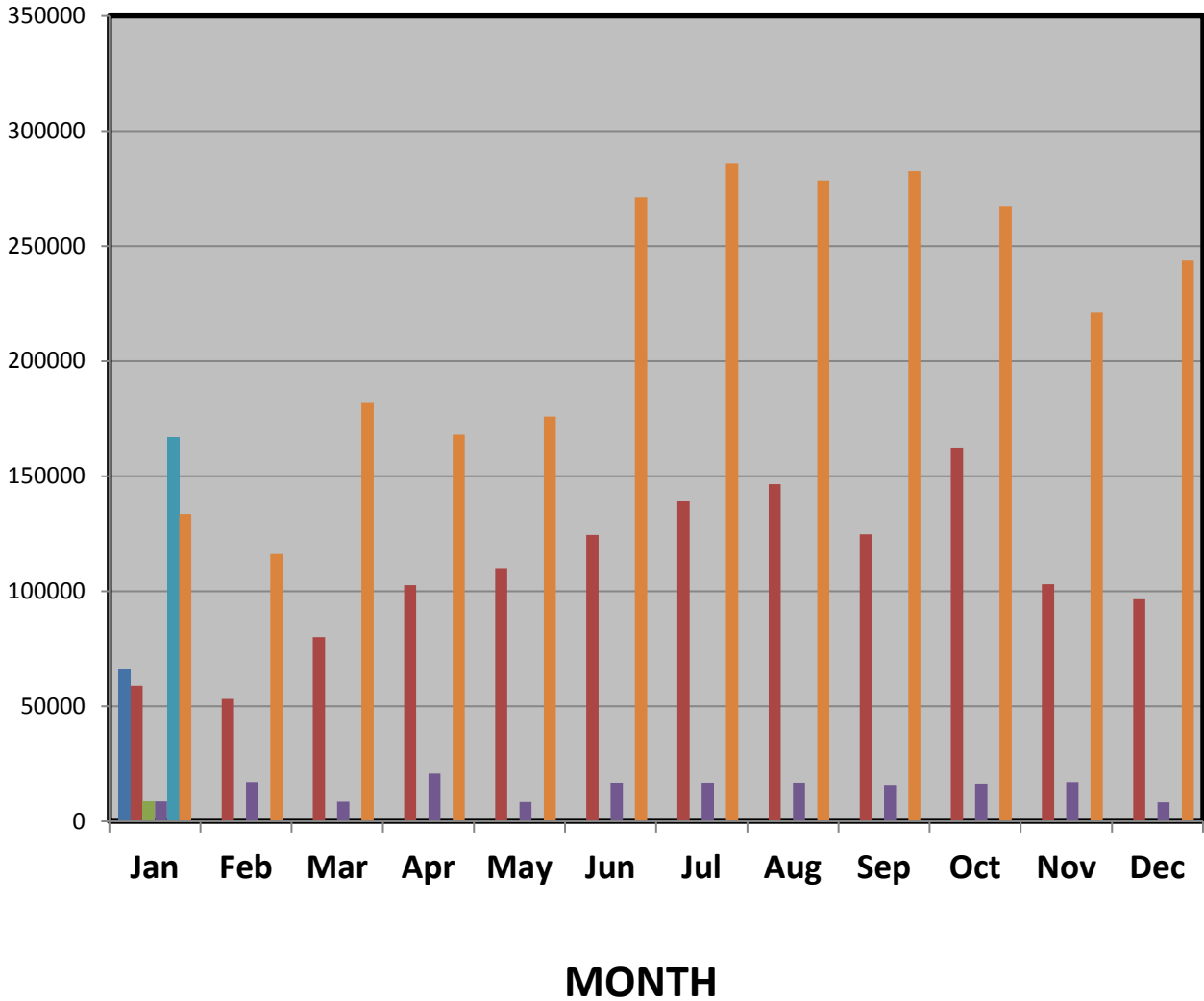
# ASHEVILLE REGIONAL AIRPORT Annual Operating Expenses by Month January 2017

Dollars



**ASHEVILLE REGIONAL AIRPORT  
FUEL SALES - GALLONS  
January 2017**

**G  
A  
L  
L  
O  
N  
S**

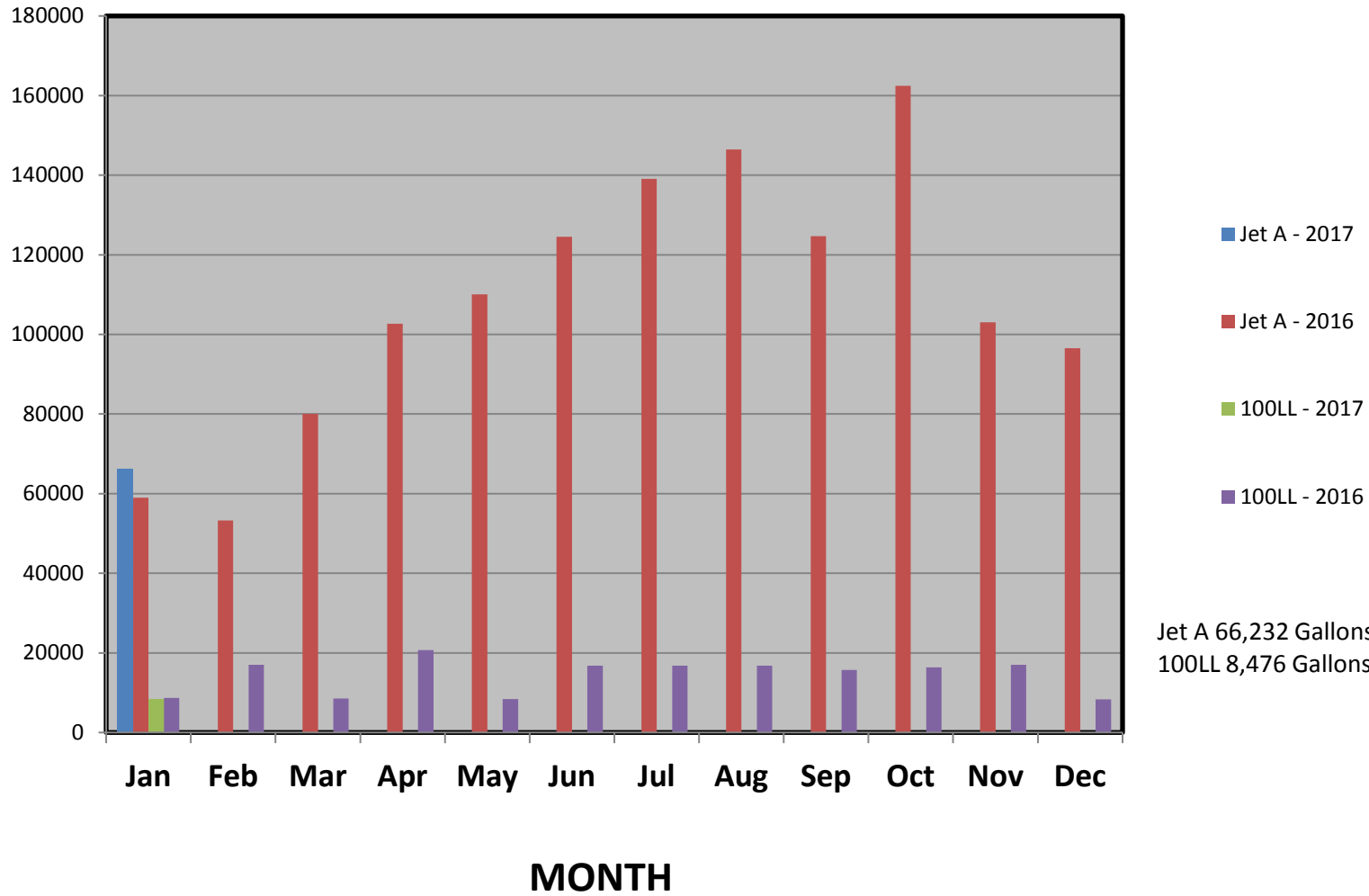


- Jet A - 2017
- Jet A - 2016
- 100LL - 2017
- 100LL - 2016
- Airline - 2017
- Airline - 2016

Jet A 66,232 Gallons  
100LL 8,476 Gallons  
Airline 168,763 Gallons

**ASHEVILLE REGIONAL AIRPORT  
GENERAL AVIATION FUEL SALES - GALLONS  
January 2017**

**G  
A  
L  
L  
O  
N  
S**





Design Phase														
Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 03/01/2017)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 03/01/2017)	Start Date	End Date	Current Project Status (as of 03/01/2017)
1	Airfield Re-Development Project	Budget for the complete project				\$64,000,000.00	\$15,900,000.00		\$79,900,000.00	52.2%	\$41,705,694			All Engineer contracts, completed construction contracts and expenses will be inclusive of budget.
1A	Airfield Re-Development Project	Phase I - Design Services	RS&H	\$447,983.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	83%	\$372,161	Dec-12	Jun-16	Project Management work primarily complete.
1B	Airfield Re-Development Project	Phase II - Design Services and Project Management.	RS&H	\$1,842,318.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	94.2%	\$1,735,520	Jun-13	Dec-16	Project Management work continues, pending Contractor resolution.
1C	Airfield Re-Development Project	Phase III and IV - Design Services and Project Management.	RS&H	\$2,399,826.00	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	41.7%	\$1,001,318	Dec-14	May-18	Phase IV awarded to Cedar Peaks
1D	Airfield Re-Development Project	New Runway Design	AVCON	\$1,902,676.06	N/A	N/A	\$0.00	0.00%	(Overall total included in above number)	92.3%	\$1,756,201	Mar-13	May-18	Phase IV awarded to Cedar Peaks
1E	Airfield Re-Development Project	Miscellaneous and Administrative Expenses			N/A	N/A	\$0.00	0.00%	(Overall total included in above number)		\$3,766,649	Jan-13	Dec-17	Misc.,Admin., \$642K FAA Reimbursable expenses and land acquisition costs of 1.5M are included in this figure.
2	Parking Garage Project	Design and EA for approximately 1300 spaces of covered parking garage.	Delta Airport Consultants	\$1,627,575.00	N/A	N/A	\$0.00	0.00%	\$1,627,575.00	72.7%	\$1,182,606	Oct-15	Nov-17	Construction service and RPR Management continues.
3	Expand Air Carrier Apron	Design additional apron space to hold RON Aircraft.	Delta Airport Consultants	\$99,000.00	N/A	N/A	\$0.00	0.00%	\$99,000.00	0.0%	\$0	Feb-17	Jun-17	Design work under way with survey expected to be completed early March.

Construction Phase														
Project Number	Project Name	Project Description	Professional Services Consultant	Professional Services Contract	General Contractor	Original Construction Contract	Change Orders (thru 03/01/2017)	Percent of Original Contract	Board Approved Project Cost	Percent Complete	Expensed to Date (thru 03/01/2017)	Start Date	End Date	Current Project Status (as of 03/01/2017)
1	Permanent Runway 17-35 Site preparation and NAVAIDS	Demolition of old runway 16/34, site preparation and NAVAID placement.	RS&H and AVCON, Inc.	Amount included in Phase 3 Design Fees	GLF Construction Corporation	\$14,007,508.90	\$74,717.86	0.53%	\$14,707,884.40	75.3%	\$10,608,744	Apr-16	Jan-17	Punch list items being completed and NAVAIDS tower work continues.
2	Parking Garage	Construct a 5 level parking garage for passenger/public parking.	Delta Airport Consultants	\$1,627,575.00	American South General Contractors	\$20,244,000.00	\$93,605.00	0.46%	\$21,938,700.00	33.3%	\$6,772,324	Sep-16	Nov-17	North section of deck is up, moving South. Retaining wall, foundations, electrical and backfill work continues.
3	Permanent Runway 17-35 Construction, NAVAIDS and Taxiway Conversion	Construct new runway and convert temporary runway to a taxiway	RS&H and AVCON Inc.	Amount Included in Phase 3 Design Fees	Cedar Peaks Enterprises Inc.	\$33,703,095.70	\$0.00	0.00%	\$34,703,095.70	0.0%	\$0	Mar-17	Jun-18	Notice of Award submitted and Contract documents are in process.
4	Expand Air Carrier Apron	Construct additional apron pavement for RON Aircraft	N/A	\$0.00	N/A	\$0.00	\$0.00	0.00%	\$0.00	0.0%	\$0			Design is in progress.

(Construction and Administrative Costs included)

# Key strategic priorities

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

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